

REQUEST FOR EXPRESSIONS OF INTEREST

CAMBODIA

ACCESS TO FINANCE FOR SMALL ELECTRICITY AND WATER OPERATORS IN CAMBODIA –
SUPPORT PROGRAM TO FOREIGN TRADE BANK OF CAMBODIA
CONSULTING SERVICES

Foreign Trade Bank of Cambodia (FTB) has applied for financing from the French Development Agency aiming at supporting access to electricity and water in small towns and rural areas of Cambodia. We intend to apply part of the proceeds for the following services:

The Technical Assistance (TA) is expected to set up a team of international and local experts who will work for a period of 6 – 18 months with possible extension according to the development of the Project and the appraisal of the TA's performance. The services include:

- Assist FTB to develop an attractive financial offer for Rural Electrification Enterprises (REEs) and Small Water Enterprises (SWEs) by contributing to the development of communications and informational tools, training and marketing campaign
- Support FTB to develop its portfolio of water and electrification projects and to perform due diligences, in order to ensure the sustainability of this new business line.
- Support the integration of REE & SWE concerns in the strategy / operations of the banks
- Develop Environmental and Social Risk Management (ESRM) into the bank
- Upgrade Anti-Money Laundering procedures and practices into the bank
- Assist the development of a credit risk department

The team of consultants should include:

1. Business Development Consultant
2. Electrification Engineer
3. Water Engineer
4. Project Finance Expert
5. Risk Management Consultant
6. Environmental and Social Consultant

The TA team will be based in FTB's office in Phnom Penh and will be operational in the second quarter of 2014.

The FTB now invites consultants to indicate their interest in providing the services. Interested consultants must provide information indicating that they are qualified to perform the services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). Consultants may associate to enhance their qualifications.

The FTB will prepare a short list of about six candidates to be pre-selected on the basis of the expressions of interest received to whom he will send a Request for Proposals to perform the services.

Expressions of interest must be delivered to the address below by **March 15, 2014**.

Foreign Trade Bank of Cambodia
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