

Request for Proposal (RFP)

For

**Procurement of Consultancy Services for Conduction of Feasibility
Study of Potential Projects in Industrial Sector**

Requested by:

Nepal Infrastructure Bank Limited
Krishna Tower, New Baneshwor, Kathmandu

March 2025



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1. Introduction

Nepal Infrastructure Bank Limited (NIFRA), the first and only National Level Infrastructure Development Bank of Nepal licensed by Nepal Rastra Bank, invites proposal (RFP) from qualified and experienced consulting firms to conduct a comprehensive feasibility study of Potential **Projects in Manufacturing Industry** which can be included in Bank's Project Pipeline for investment.

NIFRA as a, sole infrastructure development bank, has principal mandate to bridge the financing gaps in infrastructure projects by sourcing the long-term low-cost fund from both domestic and international capital market as well as to mobilize those funds into feasible infrastructure projects from social, economical and financial perspectives. The Bank can make the investment in whole range of infrastructure projects including investment in SEZ/Industrial Parks, Infrastructure of Industries to be setup/build in SEZ/Industrial Parks, Infrastructure of Industries substituting Import OR Promoting Export, etc.

With the gradual growth in Book and Size in its early stage journey of 6+ years, the Bank had made good footprint in financing the infrastructure projects through Debt and Equity in approximately 35 projects of energy, tourism (hotel/resorts/skywalks), ICT, cement, hospitals, etc. with total commitment of NPR. 36+ Billion. Further, the Bank has good pipeline of projects which are at advanced stage of discussion and approval.

Guided by the international best practices of similar banks/FIs, NIFRA has been engaging the domain experts/consultants to receive advisory/consulting services in different purposes like: conducting the due diligence studies, techno-financial viability studies, market and feasibility studies, etc. in order to strengthen the Bank's financing practices and project pipeline.

In continuation of same, the Bank through this RFP aims to engage experienced consultants (individual/firms/companies) to conduct the 'Feasibility Study of Potential Projects' in Manufacturing Industry. The consultants having strong foothold in understanding of different sub-sectors of manufacturing industries (*like: Construction Material, Medical and Surgical Equipment, Pharmaceuticals, Agro-based, Textile, Garment, Herbal/Ayurvedic, etc. having good potential to promote exports and/or to substitute imports*), SEZ/Industrial Parks, Infrastructure of Industries to be setup/build in SEZ/Industrial Parks, Infrastructure of Industries substituting Import OR Promoting Export, etc. will be shortlisted/engaged **mainly on success-fee basis** to conduct feasibility study of projects inline with Scope of Work detailed in this RFP.

2. Objectives of consulting

The main objective of this consulting is to engage the consultants to:

1. Assess the industry outlook, import/export data, industry incentives/benefits, demand-supply position, related policies, players, etc. to identify the potential financing opportunities in different sub-sector(s) of manufacturing industries (*like: Construction Material, Medical and Surgical Equipment, Pharmaceuticals, Agro-based, Textile, Garment, Herbal/Ayurvedic, etc. having good potential to promote exports and/or to substitute imports*), SEZ/Industrial Parks, Infrastructure of Industries to be setup/build in SEZ/Industrial Parks, Infrastructure of Industries substituting Import OR Promoting Export, etc.;
2. Identify the potential projects and developers to the extent;
3. Prepare the Project Feasibility Report (Including Technical, Financial and Legal);
4. Assist the Bank to on-board potential sponsors/developers;

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5. Assist the Bank on making legal/regulatory changes, if any; and
6. Assist the Bank on making financial closure under its lead.

3. Scope of Work (“Services”)

Scope of Service will include undertaking a comprehensive examination of proposed sub-sector(s) to prepare the feasibility study including technical, commercial, economic/market, regulatory, financing modality(ies) and environmental & social (E&S) aspects pertinent to make the project investable, including:

1. Collect and analyze various secondary data, sectoral reports, industrial analysis (i.e import/export position, supply and demand assessment, etc.), best practices/case studies and market survey requiring for qualitative and quantitative analysis to complete the Feasibility Study;
2. Prepare the Inception Report covering findings from preliminary surveys/site visit, studies, technical and financial merits, etc. of proposed projects in chosen sub-sector(s);
3. Present the Inception Report to obtain ‘Go-NoGo’ decision from Bank based on the Bank’s future business strategy;
4. Conduct the assessment of nominated projects and prepare detailed feasibility report covering:
 - Technical, Environmental/Social and Financial Viability of the project(s);
 - Feeler on likely private sector/developer(s) interest in the project(s);
 - SWOT analysis of the project(s) and benchmarking with similar project(s) in terms of risk -return basis;
 - Advise on suitability investment and credit enhancement routes (Debt Financing - Sole/Consortium, Equity investment, Debt: Equity Ratio, Risk Pricing, Security, Guarantees, etc.) based on risk-return basis;
 - Legal and regulatory validation with recommendations for on-boarding required legal and regulatory provisions, if any;
 - Sketch for financing structure and development route (Private Sector Financing / PPP);
 - Financial forecast (demand, efficiency and average revenue) for the minimum period of 20 years for nominated project(s);
 - Issues/Risk which may impact the bankability, feasibility and financial & technical viability of the prospective project(s) and recommendations for mitigation of such issues;
5. Present the Feasibility Report to Bank;
6. Support the Bank in its interactions with relevant regulatory authorities or government instrumentalities for helping the Bank pursue requisite legal/regulator changes/approvals which are pre-requisite for on-boarding investors (sponsors/developer/BFIs) in a timely manner;
7. Assist in organizing investors consultation meetings with prospective sponsors/developers/BFIs to understand their views on the project(s);



8. Any other activity required under this consulting for development of investable project(s) in one or more sub-sectors(s) of industrial infrastructure as detailed above.

4. Eligibility Criteria

The Consultant must read carefully the minimum conditions of eligibility (the “Conditions of Eligibility”) provided herein. Proposals of only those consultants who satisfy the Conditions of Eligibility will be considered for evaluation.

S.N.	Minimum Qualification Criteria	Documentary Evidence to be Provided
1.	Consultant must be Nepali Firm/Company/Individuals	Copy of registration/nationality
2.	Consultant shall have undertaken a minimum of 5 (five) assignments in feasibility study/detailed project report/transaction advisory/similar studies for infrastructure projects in different sub-sectors of industrial infrastructure in Nepal with at least two projects having project cost NPR 500 Million each or above	Work Orders/ Contracts/ Letter of Intent/Letter of Award/ Completion Certificates. In case the name of the client cannot be disclosed due to confidentiality requirement, self certified redacted version of the documents can be presented.
3.	Consultant shall have engaged in minimum two jobs in last 3 (three) financial years preceding the date of proposal submission.	
4.	Consultant shall have Partner(s)/Key Persons with minimum 5 years’ experience in providing consulting services for conducting different project related studies and/or setting up of greenfield infrastructure projects in different sub-sectors of Industrial Infrastructure	i. Profile of the Partner(s)/ Key Persons certified by Consultant <ul style="list-style-type: none"> • Background and relevant consulting experience • Details of relevant engagements, scope of work and delivery to the client ii. Detailed resume of the expert
5.	Other mandatory documents	i. Declaration that the consultant is not blacklisted by any Government agencies/ Department/ BFIs in Nepal. ii. Consultants are required to provide at least 3 references of past experiences with other organizations as required for evaluation of technical proposal

5. Approach and Methodology

The consultant shall propose the approach and methodology of assignment delivery including process of need assessment, sector/projects identification, understanding of sub-sector(s) in industrial infrastructure, modality of assignment delivery and financial proposal (Retainership vs Success-fee). The reflection of proposed approach and methodology in technical proposal shall be integrated in the financial proposal of the consultant. However, the consultant is recommended to adopt best approach

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and methodology in knowing NIFRA's context, role, internal strengths and weaknesses, external opportunities and challenges and deriving the objective of this consulting.

6. Deliverables

The consultants can submit study proposal for **One or More Projects** in different sub-sectors based on their experience in different sectors and access to project information. The project-wise feasibility report shall be considered as independent deliverables. Hence, consultants have to submit separate proposal including technical, team and financial details for each project under different sub-sectors and they shall be evaluated independently.

The milestone on each proposal shall be considered as below:

S.N.	Milestones
1	Obtaining 'Go' from Bank on proposed project
2	Acceptance of Feasibility Study

7. Proposal Selection Criteria

The received proposal shall be selected based on **Quality Cost Based System (QCBS)**. The NIFRA shall evaluate the received proposals based on information provided in Technical section (Generic Experience of the Consultant, Specific experience of the Consultant, Understanding of Terms of Reference, Competency of the Team and Proposed timeline) and Financial. The **weight of Technical Proposal shall be 70% and Financial Proposal shall be 30%**.

7.1. Evaluation Criteria of Technical Proposal:

Criteria	Marks
Experience	20
Qualifications of the team	30
Understanding of ToR	40
Methodology and approach	10
Total	100

Note: The Consultant(s) scoring 70 out of 100 only will be considered for financial evaluation

7.2. Evaluation Criteria of Financial Proposal

The engagement of consultant is intended on **'Success Fee'** basis, where bank encourage consultant to propose their all or majority of fee based on milestones deliverables/success. Further, consultant(s) are free to submit their financial proposal in combination of **retainership fee and milestone-base success fee** based on their comfort and understanding of deliverables.

However, the total fee(s), deliverable-wise, should remain **within 2%** of expected Total Project Cost (TPC) **but not exceeding NPR 50 Million** with at **least 80% of total fee on 'success fee' basis**. The consultants have to present the total fees in terms of **'% of TPC'**.

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The Financial score shall be calculated as follows:

- Financial Score (FS) = (Lowest Fee /Proposed Fee) * 30

The evaluation of proposals shall be done **on deliverables basis** (as mentioned in section of deliverables above) resulting selection of consultants on merit of total score on project basis in each sub-sector(s). The award of the assignment can be provided to one or many successful consultants on merit basis in same sub-sector(s).

8. Timeline for Consulting

The consultant(s) has to propose the timeline for delivery of outputs under deliverables in milestone basis. However, the total duration of assignment is expected to be completed **within three months** from the date of engagement of service. The timeline can be extended for one time on mutual agreed terms.

9. Deadline of RFP submission

The consultant shall submit the RFP within **21 days** from the date of request of proposal.

10. Disclaimer

NIFRA reserves the right to select or reject any or all proposals received in response to this RFP.

11. Submission and Contact Details

The contact details for RFP submission and clarification/communication is as below:

Department Name: Human Resource Administration and Communication Department

Email: procurement@nifrabank.com

Tel No:01-4796402/01-4796598, Ext:141/143

Cell No:9851335993



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