

## Expression of Interest for Fund Manager for the International Municipal Investment Fund

### Questions and Answers

*Last Updated: March 22, 2019*

Question	Answers
<b>Response to previous questions</b>	
1. Under the Chapter 1, page 2, the following is written: In order to be qualified as a partner, the fund manager would need to have the capability to invest directly in the local government projects in the developing world. Can you please clarify if this means that it is mandatory for Fund Manager to have its own capital to invest in the local government projects in the developing world under the Fund activities?	While it is not mandatory, having the Fund Manager invest his/her own capital would strengthen the candidacy.  The sentence refers to the capability of the Fund Manager to invest in those areas. To have the know-how and capacity.
2. Under the Chapter 2, page 5, the following is written: Additionally, UNCDF is creating a supporting Technical Assistance (TA) facility alongside the Fund. Can you please clarify if this TA facility will be external to UNCDF (company contracted through the procurement procedure) or will be created within the UNCDF organisation and its own staff?	The Technical Assistance facility is not contracted as part of this procurement process. The Technical Assistance facility will be managed by UNCDF.
3. Regarding 5.2.6. Follow-up on Social Metrics: It is important to retrieve information, data and analytics from projects, which can be costly and would have be covered by the Fund. How is this cost coverage envisaged in partnership between UNCDF and the General Partner?	The selected candidate would assume the role of General Partner. General Partners are responsible for such reporting to the Limited Partners as well as UNCDF.
4. In 5.2.5. Fund Management you refer to the possibility that UNCDF's pipeline for projects might not be sufficient and ask how the submitter would mitigate this. Can you please clarify more specifically UNCDF's current ideas and vision for this pipeline: how many projects have you already identified, what would be their size, what stage of implementation are they in, what types of projects are in this prospective pipeline?	Mitigation of deal in-flow via: 1. TA Revamp: UNCDF Technical Assistance Facility has been undergoing a revamp at HQ, Regional Offices and Local Offices to be able to better accommodate this fund. 2. Partnerships: The Technical Assistance facility is teaming up with external partners to increase the deal inflow. 3. Fund Manager referral: The Fund Manager may refer projects to the Technical Assistance facility for initial processing.

	Applicants that reach the interview stage of the process will be provided with additional details.
5. In 5.3. Economics you note that the Fund should cover UNCDF's cost for project origination, preparation and reporting. How much effort do you see in these tasks for UNCDF?	Please see response to question #6
6. When referring to the Role of UNCDF you mention a Technical Assistance Facility. Has there been any discussion already regarding the interaction between this Facility and the Fund? What are your fundraising objectives and timelines for this Facility?	The Technical Assistance facility will act as the project pipeline for the fund. It will also act as a first layer for quality check on projects that are sourced externally.
7. Overall, do you already have expectations and plans for the general size of the Fund?	First closing target of USD 250 million. More information will be provided to the applicants that reach the interview stage of the process.
8. The document refers to annexes that are not included in the file that is available for download. Can UNCDF please provide these?	<ul style="list-style-type: none"> <li>• <a href="#">UNCDF Strategic Framework 2018-2021</a></li> <li>• <a href="#">UNCDF Local Development Finance Theory of Change 2018-2021, mission, vision, and indicators</a></li> <li>• <a href="#">UNCDF Field Offices in LDCs</a></li> <li>• <a href="#">UNCDF Local Development Finance Programmes that will support pipeline preparation: Aggregate Overview</a></li> <li>• <a href="#">UNCDF Annual Review of Results 2017</a></li> </ul>
9. Please can UNCDF share information on the project deal flow (type of project (technology family), country / location, size, maturity etc.)	This information will be shared with applicants that are able to progress to the to the interview stage of the process.
10. Have UNCDF secured an anchor investor, or are they making an anchor commitment themselves?	UNCDF is in talks with various multiple investors. Once the Fund Manager is on board UNCDF will make the appropriate introductions for the Fund Manager to secure commitments.
11. Does UNCDF expect to control and perform the project preparation functions?	Please see response to question 6.
12. Does UNCDF prefer proposals that invest in all sectors and geographies?	UNCDF cannot comment on preferences on sectors and geographies beyond what is covered in the published Expression of Interest.
13. Could you please clarify what information is required and whether any specific template should be used?	The Expression of Interest indicates what information is required for submission. There is no stand-alone template for submission.
14. Where can I find more information on the Expression of Interest?	All information related to the Expression of Interest is posted online on the Expression of Interest website ( <a href="#">link</a> ).
15. What is the deadline for submitting an Expression of Interest?	The deadline for submission has been extended to 01 April 2019. This has been communicated in the form of a letter posted on the Expression of Interest website ( <a href="#">link</a> ).
16. How can I receive email alerts of updates to the Expression of Interest website?	You can either email us directly at <a href="mailto:mif.eoi@uncdf.org">mif.eoi@uncdf.org</a> or by filling out the email

	subscription form on the Expression of Interest website ( <a href="#">link</a> ).
17. Can you disclose any information on mitigation of the deal flow via partnerships?	<p>UNCDF has partnered with United Cities and Local Governments (<a href="#">UCLG</a>) to generate an in-bound deal pipeline.</p> <p>We have put out a call for an expression of interest for cities interested in preparing projects to bring them to bankability. Around 50 cities that range from intermediary to big cities have responded. An initial batch of up to 10 cities will receive project preparation support from UNCDF and hence they will be ready for investment as an initial pipeline when the fund manager comes onboard.</p> <p>This is currently being approached as a batch/cohort process. We expect to institutionalize this process to create a healthy pipeline of in-bound deal flow via partnerships.</p>
<b>Response to new questions</b>	
18. Can a consortium apply?	Yes. Please note that the consortium needs to have a leading party that represents its members in all matters related to the Expression of Interest. The leading party is the party that is responding to the EOI and should meet the Obligatory Requirements.
19. Can consulting firms apply?	Yes. The industry that the applicant is in does not restrict it from submitting a response to the Expression of Interest.