



PROJECT PREPARATION AND DEVELOPMENT  
FACILITY  
(PPDF)

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# INFORMATION AND APPLICATION GUIDE



*With funding by the European Union and the Government of Germany*



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## 1. PURPOSE OF THE ONLINE APPLICATION

The Development Bank of Southern Africa (DBSA) has been appointed by the Southern African development Community (SADC) Secretariat as the implementation agent and fund manager for the Project Preparation and Development Facility (PPDF). DBSA wishes to invite project preparation proposals from prospective public entities and private entities having obtained or in the process of obtaining a licence/ concession to provide a public service; to apply for non-recoverable Project Preparation Grants to carry out feasibility studies required to make investment decisions on infrastructure projects as per eligible sectors presented below. These proposals must be aligned to the priorities of the SADC Regional Infrastructure Development Master Plan (RIDMP).

## 2. BACKGROUND

In general, funding for preparation of projects in the public sector is lacking, because in most cases sponsors do not have sufficient funds to do required feasibility studies to prepare projects to bankable stage.

It was decided that priority should be given to the establishment of a grant financing vehicle to support the promotion and preparation of major infrastructure projects. This is based on the prevailing view amongst donors and private investors that the main constraint to the development of economic infrastructure was not the unavailability of investment capital in the region, but rather the lack of expertise with regard to the successful development of bankable projects for market presentation.

In August 2006, the SADC Heads of State adopted and signed the Protocol on Finance and Investment, under which it was agreed to establish a Project Preparation and Development Facility (PPDF).

In order to operationalise the PPDF, in August 2008, a Memorandum of Understanding (MOU) was concluded between the SADC Secretariat and the DBSA. Under the terms of the MOU, DBSA assumes responsibility for the administration, management, and disbursement of PPDF funds. In terms of PPDF screening structure all decisions will be taken by the SADC PPDF Steering Committee and is final.

## 3. PURPOSE OF THE SADC PPDF

SADC has identified infrastructure as one of the major drivers for economic growth and poverty reduction in the region. The aim of the SADC PPDF is to:

- Create a conducive environment for investment through financing the preparation of infrastructure projects based in at least one SADC Member State or those with a direct and positive impact on another Member State. The PPDF will give preference to those projects that will be considered as enablers of regional integration.
- Provide technical assistance in infrastructure project identification, preparation and feasibility studies with a view to presenting bankable projects to investors and lenders.

The PPDF will finance preparation of projects in the following sectors:





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- Transport: including road, bridges, air, shipping, rail, ports, and border posts.
- Energy: including generation, transmission and distribution, including projects supporting alternative and/or renewable energy.
- Information and Communication Technologies, including Telecommunications.
- Water and Sanitation.
- Tourism related infrastructure as in Trans-frontier Conservation Areas (TFCA).

The PPDF will consider new (Greenfield) projects as well as those in need of upgrading and/or rehabilitation.

#### 4. SCOPE OF THE PPDF

##### Scope of Activities to be financed Under the PPDF

The activities eligible for financing under the PPDF are:

- Enabling environment for delivery of infrastructure investment.
- Pre-feasibility and feasibility studies.
- Advisory services to structure projects once feasibilities have been completed.
- Mobilising funding for prepared project.

Broadly, these activities will include:

- Enabling Environment Activities

The provision of assistance aimed at improving and enabling environments for delivery of infrastructure services, namely: consensus-building for appropriate policy, regulatory and institutional reforms, identification, promotion and dissemination of best practices in infrastructure development and operations.

- Pre-investment Activities

Provision of technical advice and assistance in analysing projects, including preparation of project proposals, review and revision of project proposals, environmental and social impact analyses. Early stage project assessment (pre-feasibility phase) will also be supported if the project is of regional strategic importance.

- Studies

The preparation of new studies, pre-feasibility or feasibility studies, update or additional analysis of existing studies, environmental and social impact assessments, design studies and other related studies in order to improve on the project quality and enhance prospects to attract financing for the physical/investment project. Baseline data surveys, preparation of technical specifications and revision of project preparation studies that are considered to be incomplete or requiring updating will also be covered.

- Advisory Services

Activities designed to assess key opportunities for private-public partnerships, where





limited and timely assistance in their preparation and implementation is required. They also include advisory services on public- private partnership options; including concessions, due diligence activities, project structuring, legal and transaction advice.

## 5. MODALITIES FOR IMPLEMENTATION OF THE PPDF

The PPDF will provide grant financing to selected projects in the sectors and areas outlined

### Entities Eligible for Financing

All SADC Member States are eligible for PPDF financing as long as the proposed activity is intended to support regional infrastructure development in the energy, transport, water resources, ICT, TFCAs, and other areas not falling within the scope of these sectors but identified as of regional significance in the SADC infrastructure sector plans. The RIDMP will be used to identify the region's priorities.

The following entities will be eligible:

- Governments of SADC Member States and their agencies;
- Regional Institutions promoted by Governments of SADC Member States;

A private sector applicant may not apply for funding under the PPDF. However, projects proposed by private sector organisations, and involving the participation of the public sector (Public-Private Partnerships (PPPs)) would be eligible for financing under the PPDF on the condition that the applicant has a letter of support from the respective government's representative to be attached to the application.

Project proposals can be promoted by two or more eligible entities. However, only one of these entities will vest the role of the applicant and the other(s), will play the role of partner organisation(s).

### Eligible Territories

Projects are expected to take place within the boundaries of the SADC Member States. However projects taking place outside the boundaries of the Member States but for the benefit of SADC Member States will also be eligible.

### Beneficiary Contribution and Ceiling of Grants

To ensure ownership and commitment by the beneficiary, it shall be a requirement that they contribute a minimum of five percent (5%) in monetary terms of the total cost of the proposed preparatory activity. This amount will exclude any tax related implications.

The PPDF will finance major service contracts only. The minimum grant amount to be considered for support will be USD 250,000.

The financing structure must point out how the entire project is going to be financed and must specify the quota of financing expected from the SADC PPDF as well as the 5% to be financed by the beneficiary.



## Eligibility of Costs included in the Budget

Only “eligible costs” will be taken into account in the calculation of grants. The eligible costs to be included in the budget are Service contracts to carry out the following:

- Pre-feasibility studies;
- Feasibility studies;
- Economic and financial analysis;
- Detailed design;
- Preparation of tender dossiers for works and supervision contracts; and
- Legal and Transaction Advisory Services.

The following costs are not eligible:

- Items not actually paid
- Items incurred before the implementation contract was signed
- debts and provisions for losses or debts
- interest owed
- items already financed in another framework
- purchases of land or buildings
- currency exchange losses
- any taxes, including VAT

## Financing rules

Costs must be inserted without any taxes (including VAT).

Applicants will have to provide in their applications, a detailed explanation of the activities to be implemented and the results to be achieved by the implementation of each activity.

Costs must be recorded in the beneficiary's accounts or tax documents. They should be identifiable and verifiable, and be backed up by the original supporting documents.

**The contribution of the beneficiary is a mandatory prerequisite to a project’s approval.**

The currency to be used for each project will be agreed with the beneficiary.

The exchange rate for operations in a different currency is the one published by the Reserve Bank of South Africa on the day the transaction takes place.

## 6. ELIGIBILITY CRITERIA

Each application will undergo a further screening to assess suitability in terms of the PPDF objectives. All applications will be subjected to the following criteria which must be met:

- a) Sector or Strategic Fit:  
Project is within the priority sectors considered by the PPDF.



- b) Development Impact:  
The project improves the quality of life of its citizens.
- c) Regional priority:  
The Highest decision-making authority is in support of the project and the project should be in the Regional Infrastructure Development Master Plan of SADC.
- d) Institutional Capacity:  
The project should currently have capacity or should have credible plans to add capacity towards management and project implementation.

### Additional Priority Criteria

It is important to note that applications will also be prioritised against certain additional priority criteria such as:

- Enhancement of regional integration.
- Support for the reduction of inequalities in the SADC Region.
- Improvement of local development capacities and increased access to services.
- Support for the development of the local labour market and improved opportunities for employment and skills development.
- Promotion of sustainable socio-economic development, with a particular focus on pro-poor growth.
- Support for environmental measures.
- Leverage of important sectoral reforms in the SADC region.
- Support for higher risk activities for which access to finance is limited.

## 7. INSTITUTIONAL ARRANGEMENT

At the point of application, applicants need to ensure the following (where applicable):

- a) Registered legal entity or identifiable natural persons (evidence to be attached).
- b) Established bank account at a registered financial institution (evidence to be uploaded).
- c) Tax clearance certificate (evidence to be attached).
- d) No adverse audit findings or disclaimer of audit opinion in last two years.
- e) Not barred from participating in government procurement.
- f) Not credit blacklisted through a default judgment or an un-rehabilitated insolvent.

## 8. APPLICATION PROCEDURE

All interested applicants should complete the online application form and provide the required documentation and all relevant forms as requested. Only project applications submitted through the online application form will be accepted by the DBSA.

The Table below provides a guide and instructions on how to complete the online application process. Applicants are strongly recommended to read this guide prior to completing the application.



STEP ONE: CONTACT DETAILS	
Name of organisation and address details	Include the name and address of your organisation (town, city, province, country)
Type of organisation	Choose from drop down menu  1. <i>Public entity</i> 2. <i>Private entity as party to a PPP (A Mandate Letter or Contract between public and private entities must be attached hereto)</i>
Organisation's registration number	Include your organisations registration number. This can include, for example, company registration Number.
Main contact	Provide the contact details (name, job title, email, cellphone, landline and fax) of the person applying on behalf of the organisation.
Contact details of the organisation	Provide landline telephone, email, facsimile, website, physical address, postal address and website. Please note that this email address will be used for all future correspondence.
STEP TWO: PROJECT INFORMATION	
Project title	Include the title of your project.
Project description	Describe the project in not more than 500 words. The project description should include details on what is to be constructed/ built and how, the problem the project will address as well as a project plan that describes the activities the members will undertake. The project description also includes the location of the project and the length of the project.
Project objective	Describe the objective in not more than 50 words. Project objectives are statements that describe but are not limited to the following: <ul style="list-style-type: none"> <li>• The intended achievements such as outcomes (not outputs) on the target group in the short and medium term.</li> <li>• How the project will address the needs of the target group.</li> <li>• How will the situation be different as a result of the project?</li> <li>• Whether the project is supported by all stakeholders affected and in what way, are the objectives and outcomes measurable.</li> <li>• Critical success factors.</li> </ul>
Proposed Project structure	Present the structure in a diagram format and also to provide a short description in 200 words or less.
Sector	Choose from the drop down menu one of the following: <ol style="list-style-type: none"> <li>1. <i>Transport infrastructure</i></li> <li>2. <i>Energy infrastructure</i></li> <li>3. <i>ICT infrastructure</i></li> <li>4. <i>Water and Sanitation infrastructure</i></li> </ol>





	<p>5. <i>Tourism related infrastructure</i></p>
Geographical coverage	<p>Choose from drop down menu</p> <ol style="list-style-type: none"> <li>1. <i>Within the boundaries of SADC Member States; or</i></li> <li>2. <i>Outside the boundaries of SADC Member States for the benefit of a SADC Member State/s.</i></li> </ol>
Current Project Stage	<p>Choose from drop down menu</p> <ol style="list-style-type: none"> <li>1. <i>Project definition</i></li> <li>2. <i>Pre - Feasibility</i></li> <li>3. <i>Feasibility Studies</i></li> <li>4. <i>Advisory Service required to structure the project and mobilise equity loan funding.</i></li> </ol> <p><b>Enabling Environment Activities</b> Please attach required information for the applicable stage of your project in the project stage. The concept document should cover the following information:</p> <p><u>General project information</u> (project name, location– town/city and province, country, project background, rationale, objectives,) contextual economic and market assessment.)</p> <p><u>High level Project description</u> (project activities/ business in the context of the PPDF, total project cost, indicate project status –whether existing or new, etc.)</p> <p><u>High level institutional information</u> (governance structures, human resources, manpower requirements, stakeholder relations, management (capacity development and institutional strengthening, etc.)</p> <p><u>High level costs and financing plan.</u></p> <p><u>Statement of development impact</u> (goals/ objectives, impact –local, community, national)</p> <p><u>High level technical information</u> (technology to be applied, alternatives, designs, supporting infrastructure, logistics)</p> <p><u>Legal information</u> (high level corporate structure/ legal entity under which the project will be operating)</p> <p><b>Studies (Pre-feasibility or Feasibility Studies)</b> Please attach required information for the applicable stage of your project in the project stage. The Pre/ Feasibility Study should cover the following information:</p> <p><u>General project information</u> (project name, location– town/city and province, country, project background, rationale, objectives,) contextual economic and Market assessment)</p> <p><u>Project description</u> (project activities/business in the context of the PPDF,</p>





	<p>total project cost, indicate project status—whether existing or new, etc.)</p> <p><u>Institutional information</u> (governance structures, human resources, manpower requirements, stakeholder relations, management (capacity development and institutional strengthening, etc.)</p> <p><u>Costs and financing plan</u> (funding and capital structure ,capital costs operating costs ,administrative expenses, financial sustainability to be confirmed by the project feasibility)</p> <p><u>Statement of development impact</u> (goals /objectives, impact –local, community, national)</p> <p><u>Technical information</u> (technology to be applied, alternatives ,designs, supporting infrastructure, logistics)</p> <p><u>Legal information</u> (corporate structure/ legal entity under which the project will be operating, corporate documentation ,property and intellectual property ownership, litigation and outstanding clearances, material contracts and agreements, non-disclosures)</p> <p><b>Advisory services to structure a project</b> Please attach required information for the applicable stage of your project in the project stage. The Feasibility Study should cover the following information:</p> <p><u>General project information</u> (project name, location– town/city and province, country, project background, rationale, objectives, contextual, economic and market assessment)</p> <p><u>Project description</u> (project activities/business in the context of the PPDF, total project cost, indicate project status—whether existing or new, etc.)</p> <p><u>Institutional information</u> (governance structures, human resources, manpower requirements, stakeholder relations, management (capacity development and institutional strengthening, etc.)</p> <p><u>Costs and financing plan</u> (funding and capital structure, capital costs, operating costs, administrative expenses, financial sustainability to be confirmed by the project feasibility)</p> <p><u>Statement of development impact</u> (goals /objectives, impact –local, community, national)</p> <p><u>Technical information</u> (technology to be applied,alternatives, designs, supporting infrastructure, logistics)</p> <p><u>Legal information</u> (corporate structure/legal entity under which the project will be operating, corporate documentation, property and intellectual property ownership litigation and outstanding clearances, material contracts and agreements, non-disclosures)</p>
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<p>Project Stage for which funding is being applied for</p>	<p>Choose from drop down menu. (See current stage for definitions)</p> <ol style="list-style-type: none"> <li>1. <i>Enabling environment and project definition</i></li> <li>2. <i>Pre-feasibility</i></li> <li>3. <i>Feasibility studies to bring a project to bankability</i></li> <li>4. <i>Advisory services to structure a project (e.g. PPPs, Legal etc.) and mobilise equity loan funding.</i></li> </ol>
<p>Development impact</p>	<p>The project's expected development impact can be determined by (but not limited to) the following:</p> <ul style="list-style-type: none"> <li>• Is there sufficient demand for the project (e.g. infrastructure or service) and will the project address this demand and/or is the demand for the project clearly defined in the authorities' development plan?</li> <li>• Is there a proper linkage between the project and the existing infrastructure, including resources?</li> <li>• Project's potential economic viability and affordability in terms of willingness and ability of consumers/ institutions to pay for the service.</li> <li>• Additionality: value added activities within the market chain and/ or improved quality of life,</li> <li>• What will be the primary and secondary long term economic effects of the development intervention, directly and indirectly, intended or unintended?</li> <li>• What will be the estimated economic development impact of the project in terms of economic growth and employment creation on the South African economy?</li> <li>• What is the impact of the project on the needs of the poor?</li> </ul>
<p><b>STEP THREE: PROJECT FUNDING</b></p>	
<p>Cost to prepare the project</p>	<p>Select the currency and include the total estimated costs of your project for completed and future stages.</p> <p>Indicate the co-funding sources and amounts including own contributions where applicable.</p>
<p><b>STEP 4: FULL PROJECT BACKGROUND</b></p>	
<p><b>TECHNICAL</b></p>	
<p>(Provide support information up to a maximum of 500 words. Detailed support information should be uploaded under step 5 of the application).</p> <p>The information should address (but is not limited to) questions such as whether:</p> <ul style="list-style-type: none"> <li>• The project is well designed and clear in its conceptual and practical approach.</li> <li>• The methodology is appropriate and mobilises the right kind of expertise.</li> </ul>	



- The respective roles and responsibilities among the project partners and team members are clearly defined.
- The work plan is appropriate and realistic with regard to the project goals.
- The project location provides any particular challenges (social/environmental/access to infrastructure).
- The project is dependent on other projects.
- The technology in the project is conventional or untested.
- There is already a robust project information memorandum (PIM) or business case.
- There are more favourable alternative solutions that meet the objective of this project (maintenance, rehabilitation of existing infrastructure etc.).

### FINANCIAL

(Describe the financial position of the proposed project up to a maximum of 500 words. Detailed support information should be uploaded under step 5 of the application).

The information should address/ include (but is not limited to) the following:

- What is the size of the investment value of the project?
- A detailed budget for the project with defined milestones.
- Whether the scope of works is itemised per budget line item.
- Whether the cost for project preparation is informed by credible quotations.
- The affordability/ sustainability of the project.
- What are the expected tariffs/ sources of revenue to repay debt etc.?
- Estimated capital costs.
- Any financial analysis done on the project.

### ECONOMIC

Describe the economic impacts and benefits of the proposed project up to a maximum of 500 words. Detailed support information should be uploaded under step 5 of the application).

The information should include (but is not limited to):

- Whether there is sufficient demand for the project (e.g. infrastructure or service) and will the project address this demand and/or is the demand for the project clearly defined in the authorities' development plan.
- Whether the project adds value in terms of unlocking economic potential and improvement of user benefits (e.g. are there secondary impacts and/or economic efficiency gains).
- Micro-economic analysis: (describe the return on investment, payback etc., liquidity analysis and sensitivity analysis using some relevant variables etc.)
- Macro-economic analysis (Describe the fundability of the project, economic impact during and post implementation, possible off-takers, power purchase agreements and market risk etc.)
- Whether the project is likely to improve the conditions of life by addressing poverty and unemployment.



### INSTITUTIONAL

Describe the Institutional set-up of the proposed project up to a maximum of 500 words). Detailed support information should be uploaded under step 5 of the application).

The information should address (but is not limited to) questions such as whether:

- The project sponsor intends to appoint reputable Transaction Advisors to conduct the project preparation.
- The project will be carried out by the sponsor's internal team only or does the project sponsor lack internal or external capacity support.
- The project sponsor has completed and implemented similar projects before?
- A steering committee has been appointed to oversee the implementation of the project.
- The CVs (educational and professional qualifications) and job specifications of the project manager, directors and other staff, who will be involved in the implementation of the project, has been provided.

### ENVIRONMENTAL

Describe the environmental impacts and benefits of the proposed project up to a maximum of 500 words). Detailed support information should be uploaded under step 5 of the application).

The information should address (but is not limited to) the following:

#### **Legislative and regulatory requirements**

Please indicate which key environmental legislation will be applicable to the project and if permits/licences/ approvals have been obtained in terms of the applicable legislation.

#### **Institutional capacity for environmental management**

Please indicate your organisation's capacity, skills and experience to implement the project in an environmentally responsible manner. This refers to project planning, implementation, (including construction) project operation as well as undertaking monitoring tasks as may be required by various environmental laws. Highlight where your organisation may lack the required skills.

#### **Mitigation of negative impacts**

Please describe the most important negative impacts that your project may have on the natural resources in the area where it will be implemented. Indicate what mitigation measures will be put in place to minimise these negative impacts.

#### **Enhancement of positive impacts**

Please describe the most important positive impacts that your project will have on the natural resources of the area. Describe what measures you will put in place to enhance the positive impacts on the natural environment.

### STEP 5: SUPPORTING DOCUMENTS

Please upload supporting documentation (where applicable) related to the project such as (but not limited to) the following:

- The letter of application signed by the appropriate authorized signatory of the organisation.



- Locality plan (if not included in the project documents).
- Pre-feasibility studies.
- Project information memorandum.
- Project programme.
- Project financing strategy (including potential sources of financing and equity etc.).
- Project budget and financial model (if available).
- Environmental impact analysis approvals.
- Project team organogram.
- Draft terms of reference for the stage applied for (mandatory).

Documents will have to be in one of the following formats: pdf, doc, xl, txt, csv, ppt, odt, rtf, wpd, zip, rar, jpg, gif, png, bmp, tif, docx, xls, xlsx, pptx and should not exceed 15 MB in size.

## 9. THE EVALUATION OF APPLICATIONS

Proposals which fulfil the criteria indicated above will be assessed according to the assessment criteria contained in Annexure 1. Please note that the evaluation criteria will be adjusted according to the development and implementation phase of the project and the financial product applied for as outlined in this guide. In brief the process described below will be followed by the PPDF Secretariat. (DBSA).

- Step 1:** The online application system is open for interested parties to apply for grant funding as per eligible criteria.
- Step 2:** The proposals will be received and reviewed by the PPDF Secretariat (DBSA) and the SADC Secretariat against the eligibility criteria and checked to ensure that the documents are complete and that all necessary information is included.
- Step 3:** Eligible and complete applications will either be approved for due diligence or rejected by the Steering Committee. Applicants are updated on the outcome of the process.
- Step 4:** Project proposals accepted in step 3 will undergo a due diligence and an appraisal report will be prepared by the PPDF Secretariat for final recommendation to the PPDF Steering Committee funding consideration. Additional detailed information may be requested from the applicant.
- Step 5:** The applicant will be informed of the final decision, and successful be offered a facility agreement.

## 10. EXCLUSION CRITERIA

Applicants will not be considered for any of the following reasons:

- 10.1 The applicant is bankrupt or being wound up, under administration by the courts, have entered into an arrangement with creditors, have suspended business activities, is the subject of proceedings concerning those matters, or are in any analogous situation arising from a similar procedure provided for in



national legislation or regulations.

- 10.2 They or persons having powers of representation, decision making or control over them have been convicted of an offence concerning their professional conduct by a judgment of a competent authority in the SADC Region.
- 10.3 They or persons having powers of representation, decision making or control over them have been the subject of a judgment for fraud, corruption, involvement in a criminal organisation, money laundering or any other illegal activity, where such an illegal activity is detrimental to the country's financial interests.

## 11. VALIDITY OF APPLICATIONS

All applications will be regarded as valid for a period of 12 months from the closing date. The PPDF Secretariat (DBSA) may upon evaluation request an updated application or request another application.

## 12. RESERVATIONS

The PPDF Steering Committee reserves the right:

- To reject all or any of the proposals;
- To waive any or all irregularities in the proposals submitted;
- To retain the right not to select any application(s) even if meeting all the requirements.

## 13. ENQUIRIES

There will be no briefing sessions held. Only enquiries sent to [sadcppdf@dbsa.org](mailto:sadcppdf@dbsa.org) will be responded to.



### ANNEXURE 1 – ASSESSMENT CRITERIA

Tier 1 Assessment Criteria	(Yes/ No)
1. Is the infrastructure project applying for the grant proposal included in the SADC Regional Infrastructure Development Master Plan?	
2. If the infrastructure project applying for the grant proposal is not included in the SADC Regional Infrastructure Development Master Plan, is it consistent with the objective of regional integration?	
3. Does the infrastructure project applying for the grant proposal meet current priorities in the SADC region for infrastructure projects?	

Tier 2 Assessment Criteria			
Criteria	Sub-Criteria	Weight <sup>1</sup>	Rating <sup>2</sup>
Project Preparation Quality	<i>Technical design and tender documents</i>	15	
	<ul style="list-style-type: none"> <li>Quality of design</li> <li>State of preparation of tender documents</li> </ul>	10 5	
	<i>Market and Economic studies</i>	10	
	<ul style="list-style-type: none"> <li>Market analysis</li> <li>Marketing strategy</li> <li>Reliability of sales prospects</li> <li>Sensitivity of economic benefits</li> <li>Strength of economic return</li> </ul>	2 2 2 2 2	
	<i>Financial studies</i>	10	
	<ul style="list-style-type: none"> <li>Readiness of financing plan</li> <li>Likelihood of expected revenues</li> <li>Strength of overall financial return</li> <li>Robustness of business plan</li> <li>Licensing agreements</li> </ul>	2 2 2 2 2	
	<i>Environmental studies</i>	10	
	<ul style="list-style-type: none"> <li>Quality of EIA</li> <li>Appropriateness of remedial measures</li> <li>Results of public enquiry</li> <li>Status of environmental authorisations</li> </ul>	4 2 2 2	
<i>Social studies and Public information</i>	5		
<ul style="list-style-type: none"> <li>Relocation plan for expropriated persons</li> <li>Public acceptance of project</li> </ul>	2 3		
<i>Institutional and Legal studies</i>	5		
<ul style="list-style-type: none"> <li>Conformity with national legislation</li> <li>Status of building authorisations</li> </ul>	2 3		
<i>Risks analysis</i>	5		
<ul style="list-style-type: none"> <li>Overall preparedness of project</li> </ul>	3 2		





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	• Political risk		
	<b>TOTAL</b>	<b>60</b>	
<b>Proposal Quality</b>	Project Presentation	10	
	Outlines of Terms of Reference	5	
	Schedule and Cost	5	
	<b>TOTAL</b>	<b>20</b>	
<b>Applicant Fitness</b>	General Capacity	10	
	Previous Experience in Similar Projects	4	
	Adequacy of Proposal and Implementation Personnel	6	
	<b>TOTAL</b>	<b>20</b>	
<b>GRAND TOTAL</b>		<b>100</b>	

<sup>1</sup>Weights have to be adapted when some sub-criteria are not relevant to a specific project

<sup>2</sup>The rating should use the following scale (out of a total of 10)<sup>1</sup>:

- 7 to 10: good to excellent
- 4 to 6: acceptable to fair
- 0 to 3: unacceptable to poor

i.e. for each sub-category, the rating in percentile terms should be considered in the indicated scale

