THE ECONOMIC COMMUNITY OF WEST AFRICAN STATES (ECOWAS)

ABIDJAN–LAGOS CORRIDOR HIGHWAY DEVELOPMENT PROGRAMME / PRAIA–DAKAR MARITIME LINK PROJECT

NOTICE FOR EXPRESSION OF INTEREST

PROJECT IMPLEMENTATION UNIT:
RECRUITMENT OF AN INDIVIDUAL FINANCE SPECIALIST

1. The ECOWAS Commission has received financing from the **African Development Fund (ADF)** and other development partners to support the implementation of regional transport infrastructure programmes, including the Abidjan–Lagos Corridor Highway PPP Programme and the Praia–Dakar Maritime Link Project, and intends to use part of these resources to finance the recruitment of an Individual Consultant (**Project Finance Specialist**) to support PPP transaction advisory activities.

2. The services under this contract will consist of providing **project finance advisory and coordination support** to the Transport Directorate and relevant Project Implementation Units in the implementation of PPP transaction advisory assignments. Specifically, the Consultant will: (i) Support coordination of Transaction Advisor (TA) deliverables, including consolidation of inputs and facilitation of clarification processes; (ii) Provide advisory inputs on project finance, transaction structuring, risk allocation, and procurement documentation to ensure consistency and decision-readiness; (iii) Support preparation of financing proposals, procurement documentation, and transaction-related materials; (iv) Interface with stakeholders including ECOWAS, Member States, development partners and TA teams; (v) Contribute to procurement and negotiation processes, including review of RfQ/RFP inputs and preparation of briefing notes; (vi) Support preparation of concise advisory notes, comment matrices, and project finance summaries; (vii) Contribute to post-award readiness, including development of indicative KPIs and performance monitoring approaches.
The assignment will be carried out over an initial period of **six (6) months**, renewable based on performance and project pipeline. The working language shall be **English** (with working knowledge of French considered an advantage).

3. The ECOWAS Commission invites all interested eligible and qualified individual Consultants to submit their candidacy for the services described above. The Consultants must produce a letter of expression of interest and their curriculum vitae, providing clear information on their experience and qualifications for the assignment (CV, references of similar services demonstrating that they are qualified, description of their experiences and tasks in similar assignments, availability, etc.).

4. The eligibility criteria, the preparation of the shortlist, and the selection procedure shall comply with the African Development Bank's "Rules and Procedures for the Use of Consultants" (May 2008 edition – revised in July 2012), available on the Bank's website: http://www.afdb.org.

5. Interested consultants can obtain further information at the e-mail addresses mentioned below during working hours: 8:00 a.m. to 12:00 noon (local time) on working days: mselmene@ecowas.int with copy to cappiah@ecowas.int; sbangoura@ecowas.int; ikkamara@ecowas.int; pofori-asumadu@ecowas.int

6. The expressions of interest should be submitted or sent to the address (physical or electronic) below not later than 9th June 2026 at **4:00 p.m. (GMT+1) and** must be clearly marked: "**Expression of Interest – Recruitment of Individual Consultant (Project Finance Specialist) – Transport Directorate PPP Transaction Advisory Support**"

For delivery in person or by registered mail to:

Directorate of Transport, Department of Infrastructure, Energy and Digitalization
6th Floor of the ECOWAS Commission New Headquarters,
Institutions & Research Cadastral Zone No. 51,
Airport Road, Lugbe District
PMB 401,
Abuja, NIGERIA.

For delivery by e-mail:

Attention: Chris Appiah
Email : cappiah@ecowas.int
with copies to: procurement@ecowas.int
mselmene@ecowas.int
ikkamara@ecowas.int
sbangoura@ecowas.int

7. The Expression of Interest will be submitted in English and/or French.

DRAFT TERMS OF REFERENCE

INDIVIDUAL CONSULTANT

Project Finance Specialist on the PPP Transaction Advisory Projects

1.0 Background

The ECOWAS Transport Directorate is coordinating the implementation of a portfolio of complex project finance initiatives (integrated corridor highways, Spatial Development Initiatives, multimodal and maritime link components) supported by Transaction Advisory (TA) Firms. To enhance quality, speed of review, consistency of approach, and compliance with required processes, the Directorate seeks to engage a **dedicated Individual Project Finance Specialist**, knowledgeable in project structuring to serve as an internal counterpart and transaction support focal point, interfacing with ongoing TA teams and ensure that technical notes and key transaction advisory outputs meet required standards before clearance and decision-making.

2.0Objective

The Specialist is to provide professional, rapid, high-quality technical reviews/opinion and coordination support for all project finance related assignments in the Transport Directorate and the Project Implementation Units with particular focus on:

a) **Abidjan–Lagos Corridor PPP**: support the regular interaction with the Transaction Advisory (TA) team, providing insights into the evolving **issues, requirements and expectations** of ECOWAS, Member States and the African Development Bank. This includes review of technical notes and reports, ensuring consistency, bankability, and decision-readiness.

b) **Praia–Dakar Maritime Link**: support the drafting of ToRs, support procurement/contracting with a TA Firm and interface with the selected TA and stakeholders, supporting quality assurance of deliverables and transaction planning. This role will serve as project finance quality check across feasibility, structuring, procurement, and negotiation phases.

c) **Other project finance related issues:** provide similar project finance review and coordination support for other regional infrastructure projects that may come-up under the Directorate's annual work programmes, including **ad hoc notes, concept/feasibility reviews, structuring support, and transaction/procurement documentation** as required.

3.0 Scope of Services

The Project Finance Specialist will deliver support across two workstreams:

3.1 Project Finance & Transaction Advisory Support (all Directorate Projects)

i. Recommend quality review guide and checklist for TA outputs (methodologies, technical notes, business case content, risk allocation, draft tender docs, draft contract provisions).

ii. Provide rapid review of TA reports submissions and technical notes (typically within agreed turnaround windows), submit comments on identified gaps, inconsistencies, and decision-critical issues.

iii. Ensure coherence across core PPP components: options analysis, VfM/PSC logic, affordability/fiscal risk, demand assumptions, technical feasibility, risk matrix, risk allocation, and procurement strategy.

iv. Provide quality assurance for draft transaction documentation (RfQ/RFP, evaluation criteria, data room content outline, bidders' conference materials, draft PPP/concession agreement, negotiation briefs).

v. Support internal decision memos by preparing executive summaries, "issues for decision" notes, as well as red flag registers for management.

vi. Provide technical guidance to ensure project documentation is "investor/financier-ready" and aligned to best practice in PPP structuring (bankability, risk and obligation allocation, performance regime, termination, compensation events, step-in rights, government support/guarantees/viability gap logic as relevant).

vii. Support contract management readiness by advising on a post-award monitoring plan / KPIs and performance monitoring approach.

3.2 Project-specific Support

3.2.1. Abidjan–Lagos Corridor PPP (TA ongoing)

I. Support the Transport Directorate project team including the PIU in coordinating the review and management of the TA's deliverables, including efficient clarification cycles and timely consolidation of inputs from ECOWAS, Member States and partners.

II. Provide **project finance advisory review** on technical notes, transaction structuring notes, risk allocation proposals, and procurement/negotiation materials submitted by the TA, with emphasis on **internal consistency, bankability considerations and decision-readiness**.

III. Produce concise written feedback and support follow-up discussions with the TA to facilitate timely integration of agreed comments and clarifications.

3.2.2. Praia–Dakar Maritime Link

Support the Directorate of Transport and Project Implementation Unit in managing Project Financial structuring for the Praia-Dakar Maritime Link project. Specifically, s/he will:

i. Draft financing proposals and related documents for submission to AfDB and other financiers, prepare procurement documents to support the contracting of a TA

ii. Interface with the appointed TA and stakeholders to QA key deliverables (methodology, transaction roadmap, risk matrix, procurement strategy).

iii. Support stakeholder coordination and ensure TA outputs properly capture corridor interface issues (cross-border institutional arrangements, logistics/maritime interfaces, demand/revenue logic, and risk allocation approach).

The Expert will also support the Directorate of Transport on other project finance related issues on regional infrastructure projects on the Directorate's annual work programs.

4.0 Key Deliverables

Deliverables should be practical and decision oriented. Indicatively:

1. **Deliverables Review & Coordination Toolkit** (checklists/templates, key consistency checks, turnaround protocols, clarification workflow, etc.)

2. Rapid Advisory Review Memos for key TA technical deliverables (summary observations, recommendations, and items for clarification), including specific technical advisory notes.

3. Consolidated Comment Matrix (tracker) for TA submissions, including status of clarification and incorporation (for coordination purposes).

4. Quarterly Project Finance Report for all Directorate's infrastructure projects including:

   i. Progress, key risks, quality issues, decisions required.
   ii. Procurement & Negotiation Support provided (RFQ/RFP inputs, evaluation criteria inputs, negotiation issues register and meeting notes, as required).

5. Post-Award Monitoring Plan Outline (KPIs/performance, monitoring approach and reporting interface) for each PPP reaching contract stage.

5.0 Reporting Coordination & Duration

The reporting, coordination mechanism and duration shall be as follows:

- The Consultant will report to the **Director of Transport** (or his designated project focal person (s)).

- Support to Day-to-day coordination with PIU and TA teams, project managers, procurement/legal colleagues, and corridor governance structures.

- Deliverables are to be submitted in English (French translations will be arranged by the Directorate where necessary).

- Initial duration: **6 months** (renewable based on performance and pipeline).

6.0 Required Qualifications & Experience

Minimum requirements are:

- Master's degree in economics/finance/engineering/management/law or related infrastructure financing discipline.
- Certified PPP Professional (CP3P or equivalent) / accredited PPP training experience will be an added advantage
- Minimum **10 years** relevant experience in PPP/project finance/transaction advisory for infrastructure, including preparation/review of feasibility/business cases, structuring, tender documentation, and negotiations.
- Demonstrated experience as PPP/Transaction Lead or senior advisor, including **supporting the review and coordination of transaction deliverables** such as PPP risk analysis/allocation, procurement strategy, and evaluation frameworks. At least 2 projects of similar nature in the last ten (10) years will be required
- Strong skills in development partner project processes, financing, procurement and contracting procedures. Experience in at least 2 donor (AfDB, IDA and EU) projects in the last ten (10) years will be required

Selection Criteria

The selection of the Individual Consultant will be based on the following criteria:

1. **General qualifications and suitability for the assignment** – 20%

Master's degree in economics/finance/engineering/management/law or related infrastructure financing discipline: 12%
Certification in PPP project execution: .8%

2. **Relevant experience related to the assignment** – 60%
   Proven experience in PPP/project finance/transaction advisory for infrastructure, including experience in:
   Feasibility/business case preparation – 20%
   Transaction structuring: 10%
   Procurement documentation: 10%
   involvement in negotiations: 10%;
   Engagement with Transaction Advisors: 5% and
   Experience in at least 2 donor (AfDB, IDA and EU) projects in the last ten (10) years will be required: 5%

3. **Language skills** – 10%
   Proficiency in English (written and spoken) is required: 8%
   Working knowledge of French: 2%

4. **Knowledge of the West African Region (min. of two similar projects/experiences)** – 10%
   Demonstrated working experience in West Africa, including familiarity with institutional, regulatory, and stakeholder environments: At least 2 projects experience is required.