



**DEPARTMENT OF INFRASTRUCTURE, ENERGY AND
DIGITALIZATION**

DIRECTORATE OF ENERGY AND MINES

**RECRUITMENT OF A CONSULTANT FOR THE
DEVELOPMENT OF THE NATIONAL POLICY FOR THE
PROMOTION OF LIQUEFIED PETROLEUM GAS (LPG) AS
DOMESTIC COOKING ENERGY IN GUINEA**

TERMS OF REFERENCE

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1. CONTEXT OF THE MISSION

West Africa, despite its enormous energy potential (oil, gas, hydroelectricity, biomass, solar, etc.) continues to face ever-increasing energy challenges, hindering economic and social development. Final energy consumption in the ECOWAS region remains predominated by biomass, which accounts for 59%. It is mainly used as a domestic fuel for cooking and heating, both in rural and peri-urban areas as well as in urban areas. Indeed, the low economic power of the populations does not allow them to have access to modern cooking fuels under current market conditions. The immediate impacts of this situation are deforestation, deterioration of people's health caused by inhalation of toxic smoke, air pollution and environmental degradation.

With a household access rate to LPG of only 21% in the region, the main factors limiting household access are: (i) the lack of a dedicated national policy/strategy in the Member States, (ii) the limited accessibility to the product, (iii) the initial purchase cost of the cylinder and its accessories, (iv) the inadequacy of the required infrastructure, (v) lack of awareness among public users, and (vi) lack of financial support as factors hindering the popularization of LPG.

To reverse this trend, the ECOWAS Commission has developed a Regional Strategy for the Popularization of Liquefied Petroleum Gas (LPG) as domestic cooking energy in the ECOWAS region, adopted by the Ministers in charge of hydrocarbons during their 2nd meeting held in Ouagadougou on February 7, 2020. The proposed Regional Strategy aims to promote the use of LPG by addressing these challenges. It aims to make LPG the preferred cooking energy for households in the region by 2030, i.e., to cover at least 45% of use in households in the region. It is based on 4 strategic axes including a series of actions.

As part of the implementation of this Strategy, the ECOWAS Commission provides support to Member States through two regional initiatives: i) Support to Member States for the development of a national policy/strategy on LPG to define within an appropriate framework all the actions to be carried out to promote the use of LPG among the population, and ii) LPG 20/20 initiative which aims to distribute 20 million 6kg gas cylinders to 20 million households by 2030.

With this in mind, the ECOWAS Commission, in collaboration with the Ministry in charge of Hydrocarbons of Guinea, is launching the recruitment of an individual consultant for the development of a National Policy for the Promotion of Liquefied Petroleum Gas (LPG) in Guinea.

2. GENERAL INFORMATION ON THE LPG SECTOR IN GUINEA

Liquefied Petroleum Gas (LPG) is a modern source of domestic energy in Guinea whose penetration rate is still relatively low compared to the market potential and the energy needs of households. Household consumption remains largely dominated by firewood and charcoal, used in both rural and urban areas, with significant consequences for vegetation cover, public health and the environment.

The development of LPG in Guinea faces several structural constraints, including:

- **The high cost of acquiring bottles and accessories;**
- **The inadequacy of storage, transport and filling infrastructure;**
- **Logistical difficulties in supply;**
- **The poor coverage of the distribution network in the interior of the country;**
- **The lack of awareness among the population on the safe use of LPG.**

The supply of LPG to the domestic market is mainly based on international imports transiting by sea through various corridors. LPG is imported in bulk form by a private operator and the State through the Gas Promotion Support Fund (FAPGAZ SA).

The LPG sub-sector in Guinea is led by several public and private players with varying storage, transmission and distribution capacities. Some operators have filling centres and distribution networks covering mainly the city of Conakry and certain localities in the interior of the country.

The sector is also experiencing a progressive structuring dynamic marked by projects to strengthen storage and filling capacities, and to improve logistics infrastructure to secure the national supply of LPG.

As part of the promotion of clean energy for cooking and the fight against deforestation, the Guinean government has undertaken several reforms aimed at promoting the use of LPG by households. These reforms relate in particular to:

- **Creation of the regulatory framework for the subsector;**
- **Operationalization of the subsidy mechanism to improve the accessibility of LPG;**
- **Construction of a butane gas cylinder manufacturing and requalification plant with a nominal capacity of one million units (6kg and 12.5kg categories)**

It is in this dynamic that FAPGAZ SA was set up, under the supervision of the Ministry in charge of Hydrocarbons, in order to support the national policy of promoting LPG through support mechanisms for the sector.

Despite the efforts made, the LPG sub-sector continues to face significant challenges related in particular to securing supply, financing infrastructure, improving the distribution network, controlling logistics costs and making LPG accessible to low-income households.

3. OBJECTIVE OF THE MISSION

The general objective of the mission is to develop a National Policy for the Promotion of Liquefied Petroleum Gas (LPG) in order to contribute to increasing household access to this modern and clean fuel in a context of sustainable energy development.

The national policy should include a clear sectoral vision, strategic orientations, an operational, prioritized and costed action plan, as well as a monitoring and evaluation mechanism with performance indicators.

4. SCOPE OF SERVICES

The Consultant's services consist of:

- Carry out an in-depth diagnosis of the LPG sub-sector in Guinea. This analysis will have to be carried out across the entire LPG value chain. It must include, but is not limited to:
 - a review of the institutional, legal and regulatory framework governing the LPG activity;
 - an analysis of the market structure, including the LPG supply, production, import and distribution system, as well as public and private actors;
 - a description of the existing infrastructure, in particular the infrastructure for receiving butaners, storage, transport and filling;

- an analysis of the country's logistics and port capabilities for LPG supply, including maritime reception infrastructure, port constraints, strategic storage capacities, supply corridors and future infrastructure needs;
 - an assessment of the industrial safety devices applicable to LPG storage, transport, filling and distribution activities as well as an analysis of the needs for technical inspection, standardisation and requalification of equipment;
 - a detailed economic and financial analysis of the LPG sub-sector, including the cost structure of supply, storage, transport, distribution, bottle returns, taxation and subsidy mechanisms;
 - a national mapping of existing LPG infrastructure as well as an identification of insufficiently covered areas and priority infrastructure needs;
 - an assessment of the LPG cylinder fleet, equipment and accessories as well as safety rules;
 - an analysis of the gas and equipment pricing policy;
 - Identification and detailed analysis of existing gaps and barriers
 - etc.
- To assess the evolution of LPG consumption over the next 15 years and to analyse the impacts induced by this growth on the infrastructure level and on the supply, distribution and control system.
 - Design a National Policy and Development Strategy document for the LPG sub-sector based on a realistic vision, strategic objectives and an operational action plan in the short, medium and long-term taking into account national particularities, logistical constraints, energy security, environmental protection and household accessibility to LPG.

The national policy should propose a clear governance scheme for the LPG sub-sector specifying the roles and responsibilities of the various public institutions, technical structures, administrations concerned as well as private operators involved in the value chain.

The study will have to identify the priority investments necessary for the development of the LPG sub-sector, particularly in terms of reception, storage, filling, transport, regional distribution, industrial safety and technical control infrastructures.

The study should analyse mechanisms that can reduce the cost of initial access to LPG for households, including bottle deposit schemes, targeted subsidies, payment facilities, LPG kit distribution schemes and support mechanisms for vulnerable households.

The national policy will have to be aligned with the main orientations of the ECOWAS Regional Strategy on LPG. The actions to be defined should contribute in particular to improved regulations, to promote increased access to the product, to reduce the tariff, to strengthen the LPG distribution system, to facilitate the acquisition of equipment and to strengthen safety in its handling, as well as to increase public awareness.

5. EXPECTED RESULTS

The main expected results of the Consultant's mission are as follows:

- an in-depth diagnosis of the LPG sub-sector is carried out;
- an evaluation of consumption over the next 15 years and the induced effects are known;
- a national policy document for the promotion of LPG with an implementation plan is developed;
- an indicative master plan for the development of LPG infrastructure is drawn up;
- a monitoring and evaluation framework for the national policy is defined with performance indicators, institutional responsibilities and reporting mechanisms;
- a roadmap of priority regulatory and institutional reforms is proposed;
- an indicative plan for the financing and mobilisation of investments in the LPG sub-sector is drawn up

Specifically, the preparation of the document should make it possible to achieve the following medium- and long-term results:

- Create an enabling environment for the penetration of LPG into households by removing all potential barriers;
- Increase private investment in the LPG value chain;
- Promote the use of LPG by households in conditions of availability, accessibility and safety

6. CONSULTANT PROFILE

The study will be carried out by an individual Consultant with the following profile:

- He or she must hold a minimum Bac+5 degree (Master's, Engineering or PhD) in one of the following specialties: Petroleum Engineering, Process Engineering, Energy Economics, Mechanical Engineering or Applied Sciences;
- He must have ten (10) years of practical experience in the hydrocarbons sector, with a marked specialization in the definition of policies and strategies (national or regional), within a government structure, a private company or a consulting firm;
- Have already successfully carried out at least two (2) comparable studies (master plans, national LPG extension policies, business plans, etc.) on behalf of Governments, international institutions or private operators, in the last ten (10) years;
- He must have a perfect knowledge of the LPG value chain (supply, storage, bottling, distribution logistics);
- He must have a good knowledge of the national framework governing the downstream sub-sector of petroleum products in Guinea;
- He must have a perfect command of French (reading, writing and speaking).

NB: The consultant may propose in his offer, the support of a resource person to assist him in the data collection and sectoral diagnosis phase.

7. STUDY TIMELINE AND DELIVERABLES

The study will be conducted over a period of **four (4) months from the inception meeting**.

The Consultant will be expected to propose a concept note presenting his understanding of the terms of reference and his methodological approach in line with the objectives and expected results of the mission. It will also have to propose a detailed work schedule.

The Consultant will have to transmit the following deliverables **in French**:

- **A start-up report** presenting the Consultant's work plan and methodology as well as the implementation schedule per task. This report will be subject to approval by the ECOWAS Commission and the beneficiary country.
- **A provisional report** presenting the diagnosis of the LPG sub-sector, the assessment of consumption and the implementation of the national policy/strategy and the implementation action plan, a mapping of existing infrastructure, a priority investment plan, a monitoring and evaluation framework as well as a roadmap for the implementation of the national policy. This report will be reviewed at a national validation workshop.
- **A final report** incorporating the comments and observations made during the national workshop to validate the draft report. It will be approved by ECOWAS and the beneficiary country.

The costs of organizing the national workshop for the validation of the provisional report will be borne by ECOWAS. However, the consultant must include in his financial proposal, the costs related to his participation in this workshop. The workshop will be organized over a period of three (3) days.

The expected deliverables are presented in the table below:

Activities	Responsible	Duration (weeks)
Start of services	All parties	D
Transmission of the Start-up Report	Consultant	D+ 2
Observations on the Start-up Report	Countries / ECOWAS	D+3
Transmission of Interim Report	Consultant	D+11
Workshop to validate the draft report	Countries/ECOWAS	D+13
Transmission of the Final Report	Consultant	D+15
Approval of Final Report	Countries / ECOWAS	D+16

D*: Start date of benefits

8. DOCUMENTARY SUPPORT

ECOWAS and the Ministry of Hydrocarbons of Guinea will make available to the Consultant all available documentation and facilitate, as far as possible, the Consultant's meetings with stakeholders.