



Consulting, Portfolio Manager (KMU-Förderung)

20.04.2021

EMA-Referenznummer: 2021_04_20_4

Interessenbekundung

Land: Libanon
Abgabetermin: 25.04.2021
Finanzierung: Weltbankgruppe (IBRD)
Referenznummer: P127306; WB-P719543-04/21
Betreff: Supporting Innovation in Small and Medium Enterprises Project;
Portfolio Manager

Vorgesehen:

- **im Rahmen des o.g. Projekts mit dem Ziel, den Beteiligungskapitalmarkt zu entwickeln, um innovativen Unternehmen (Hersteller von persönlicher Schutzausrüstung und von medizinischer Ausrüstung) Finanzmittel für Investitionen zur Verfügung zu stellen, wird ein Portfolio Manager gesucht**

Weitere Details entnehmen Sie bitte dem nachfolgenden Originaltext:

REQUEST FOR EXPRESSION OF INTEREST

Republic of Lebanon

Kafalat s.a.l.

Lebanon Innovative Small and Medium Enterprise (iSME) Project (P127306)

Consultancy Services for Portfolio Manager

(Loan No. 82020; Proc. Ref: LB-KAFALAT-228396-CS-INDV)

The Lebanon Innovative Small and Medium Enterprise (iSME) project is a \$30 million investment project financing loan from the World Bank Group (WBG) to the Government of Lebanon (GoL). The project has the objective of developing the equity investment market to increase the supply of early stage investment finance for financially viable and innovative firms and to encourage the domestic supply of personal protective equipment and medical equipment to respond to COVID-19. The project became effective on February 3, 2015. It is implemented and managed by Kafalat S.A.L., Lebanon's national credit guarantee agency.

Project components and activities are as follows:



- Component 1: US\$3 million - Concept Development Grants: Grants up to US\$15,000 each provided to entrepreneurs to help them develop their innovative concepts, prepare a business plan, and launch a business;
- Component 2: US\$19 million - Equity direct co-investments made in eligible enterprises alongside other institutional investors and Equity indirect investments made in Venture Capital funds, Angel Networks and Accelerators.
- Component 3: US\$5.5 million – Grants and Soft Loans provided to Lebanese companies involved in the production of personal protective equipment and medical equipment to respond to COVID-19.
- Component 4: US\$2.5 million – project management and administrative costs.

The iSME fund is an important source of early stage equity finance in Lebanon. Since project effectiveness 18 firms and 4 angel funds have received equity financing under the iSME program. In addition to that, a total of 175 start-ups benefited from iSME Grants program.

Kafalat s.a.l. is seeking to recruit a Portfolio Manager Analyst to assist in overall project implementation. The tasks of

Portfolio Manager will include:

- 1.Ensure and work in coordination with the PIU Coordinator on the proper and regular implementation of the iSME program and delivery of all the activities undertaken for the project in accordance to the guidelines specified in the Project Operational Manual (POM).
- 2.Evaluate and advise on all applications (Grants and Co-investment) submitted to the PIU for assessment and decision making with the PIU manager.
- 3.Promote the project – across the innovation and entrepreneurial ecosystem in Lebanon and internationally both at the initiation of the project and subsequently to maintain its visibility through celebration of its achievements in coordination with the PIU Coordinator
- 4.Conduct due diligence of potential investments and exit opportunities as per the Procedures and the POM,
- 5.Prepare and draft the investment memos of potential co-investments, to be submitted to the Investment Committee.
- 6.Prepare alongside the PIU Coordinator agreements and other deal-related documents for the Eligible Investments and Agreed Exits that may include, without limitation, Term Sheets, shareholder agreements, subscription agreements, non-disclosure agreements,
- 7.Evaluate and monitor existing iSME portfolio companies, periodic monitoring and data collection.
- 8.Track and monitor progress of underlying portfolio companies' business performance and legal compliance.



9. Evaluate and advise on all follow-on investments submitted to iSME for assessment and decision making with the PIU Coordinator.

10. Collaborating with Kafalat's accounting department and external auditors and managing the portfolio valuation process.

11. Producing quarterly reporting to the WB and the Ministry of Finance (MOF) reflecting the fund activity and KPIs.

12. Coordinate the activities of the project – alongside with the PIU Coordinator– among the part time and full time allocated staff of KAFALAT and the staff of project partners in ministries.

13. Work in coordination with PIU Coordinator on the proper and regular preparation of all the Financial Management and Procurement reports on Grants and the Holding Company/ies activities for the project in accordance to the guidelines of the Project Operations Manual.

14. Prepare - in coordination with PIU Coordinator - withdrawal applications that will be submitted to the MOF for transfer to the WB.

15. Ensure that all documentation showing expenditures, including those by the Holding Company/ies, are retained and be made available for audit, and to the Bank and its representatives, if requested.

Kafalat s.a.l. hereby invites eligible Consultants to indicate their interest in providing the Services. Interested Consultants should provide information indicating that they are qualified to perform the Services.

The Portfolio Manager will be selected in accordance with the procedures set out in the World Bank's Procurement Guidelines (dated January 2011).

Interested Consultants are requested to provide the following information:

- A CV showing relevant similar experience, previous academic and professional achievement
- A cover letter showing the consultant's interest

Expression of Interest must be delivered electronically or by hand to the address below not later than 25/04/2021. Kafalat s.a.l

Attention: Yolla Saredidine

Title: Executive Manager

Tel: 9611341300

E-mail: yolla@kafalat.com.lb