



CALL FOR EXPRESSION OF INTEREST (EOI)

**FINANCIAL SERVICE PROVIDERS TO PARTICIPATE IN A
TECHNICAL ASSISTANCE AND INSTITUTIONAL CAPACITY
STRENGTHENING PROGRAM**

MARCH 2026

1. About FSDT

Established in 2004, the Financial Sector Deepening Tanzania (FSDT) is a donor-funded financial sector market facilitator that aims to achieve poverty reduction through a transformative financial sector that offers inclusive and sustainable financial solutions to improve the livelihood, wellbeing, and empowerment of underserved Tanzanians. FSDT's work is guided by the Market Systems Development (MSD) approach, which aims to develop market systems that benefit the poor, offering them capacities and opportunities to improve their lives.

Currently, FSDT's main target markets are women, youth, and Micro, Small, and Medium Enterprises (MSMEs), who have been identified as the most financially excluded market segments in the country. FSDT is dedicated to supporting the financial sector in delivering inclusive, quality financial solutions that meet the financial needs of women, youth, and MSMEs. Through its catalytic function, FSDT hopes to achieve the following changes in the market:

- Improved policies, legal and regulatory frameworks that promote gender equality, as well as economic and financial opportunities for women, youth and MSMEs.
- Improved availability of relevant financial sector infrastructures that will equip the financial sector players and other stakeholders with the ability to meet the needs and aspirations of women, youth, and MSMEs.
- Financial service providers developing and scaling innovative and responsive financial solutions/tools for women, youth, and MSMEs to promote equality, empowerment, and well-being.
- Improved confidence and capability of women, youth, and MSMEs to demand and use financial solutions.

2. Project Overview

With support from the European Union (EU), FSDT is implementing the Inclusive Finance for Growth of MSMEs, Women, and Youth Programme, which aligns with key national strategies including the National Financial Inclusion Framework III (NFIF III), the National MSME Financing Framework, and the Financial Sector Development Master Plan (FSDMP). Under this programme, FSDT is implementing the Institutional Strengthening and Innovation Support Project (ISISP) to address systemic bottlenecks that constrain some Financial Service Providers (FSPs) from sustainably financing Micro, Small, and Medium Enterprises (MSMEs), particularly women- and youth-led enterprises. The project focuses on strengthening financial institutions operating in priority sectors that support inclusive and green growth, including circular economy and waste value chains, electric and sustainable transport (EV/CNG), renewable energy and clean technologies, climate-smart agriculture and agro-processing, cold storage and logistics, and digital and innovation-driven solutions.

Despite growing demand for MSME finance, several institutional constraints continue to limit the ability of some FSPs to serve these segments effectively. These include weaknesses in governance and risk management frameworks, limited digital transformation and data systems, low levels of product innovation and customer-centric MSME solutions, inadequate outreach models for rural and underserved markets, and limited institutional capacity to advance gender and youth financial inclusion. Through ISISP, these constraints will be addressed through structured institutional diagnostics, agreed institutional strengthening roadmaps, and hands-on

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technical advisory support linked to measurable outcomes. The programme targets Tier 2 Commercial Banks, Tier 1 Microfinance Banks, and Tier 2 Microfinance Service Providers, with a maximum of twelve (12) Financial Service Providers to be competitively selected to participate in the initiative.

3. Purpose of the Call

FSDT invites eligible Financial Service Providers to submit an Expression of Interest to participate in the Institutional Strengthening and Innovation Support Project (ISISP), a competitive technical assistance project aimed at enhancing institutional performance and inclusion outcomes, with particular emphasis on women- and youth-led MSMEs and underserved regions.

4. Scope of Technical Assistance

Under the ISISP, selected Financial Service Providers will receive targeted Technical Assistance (TA) designed to address institution-specific gaps identified during the diagnostic phase, focusing on the following key areas:

4.1 Governance and Institutional Strengthening

Enhancing organizational structures, board and committee effectiveness, internal controls, policies, and decision-making frameworks to support sustainable growth, accountability, and resilience, including climate risk consideration.

4.2 Digital Transformation and Systems Improvement

Strengthening core banking systems, digital channels, process automation, MIS, data management, and analytics to improve operational efficiency, customer service, and ESG reporting capabilities.

4.3 Credit Portfolio Management and Risk Controls

Improving credit underwriting, portfolio monitoring, early warning systems, NPL management, and enterprise-wide risk management to ensure prudent MSME portfolio growth while integrating climate and ESG risk consideration.

4.4 Product Innovation for Women, Youth, and Green Finance

Designing and refining tailored financial products for women- and youth-led MSMEs, including green and climate-aligned finance in sectors such as renewable energy, circular economy, waste management, agro-forestry, clean cooking, and other inclusive growth areas.

4.5 Regulatory Compliance Strengthening

Enhancing internal compliance systems and alignment with the prudential and supervisory requirements of the Bank of Tanzania, including ESG and climate-related reporting standards.

4.6 Staff Capacity Development

Providing targeted training, coaching, and knowledge transfer to strengthen management and operational capabilities, including understanding climate risk adaptation and ESG practices to ensure the sustainability of reforms.

5. Eligibility Criteria (Minimum Requirements)

Interested FSPs must meet all the following criteria:

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1. Valid license/registration and active operations in Tanzania in good regulatory standing.
2. Operational history: minimum 5 years of operations (or demonstrated successor institution track record)
3. Operational presence in Tanzania, with priority given to underserved regions that are highly financially excluded.
4. Audited financial statements: at least the three latest years.
5. Willingness and ability to co-finance Technical Assistance interventions, either financially and/or in-kind.
6. Data readiness: ability to provide basic MSME portfolio and outreach data.
7. Capacity and willingness to collect and share disaggregated data (gender, age, and geography)
8. Demonstrated lending or asset exposure to women and youth MSMEs.
9. Existing or planned financial solutions targeting women and youth MSMEs in inclusive and climate-smart sectors.

6. Submission Requirements

Interested FSPs must submit one PDF file containing:

1. Signed EOI Cover Letter
2. Proof of licence/registration and regulatory category
3. Audited financial statements (latest two years)
4. Organization structure (incl. key committees/functions)
5. Board and Senior Management list (names, roles, tenure)
6. MSME portfolio summary
7. Core banking systems overview
8. Inclusion statement (women/youth focus)
9. Strategic plan summary / MSME strategy (if available)
10. Risk management framework summary
11. Product catalogue
12. A short description of key institutional challenges and priority technical assistance needs.
13. Contact details of a designated focal person.

7. Evaluation Criteria

EOIs will be evaluated competitively based on:

1. MSME PORTFOLIO STRENGTH, MARKET PRESENCE AND TA NEED	MARKS
1.1 MSME Portfolio Depth and Performance	
MSME portfolio as % of total book	10
MSME portfolio growth (2-year trend)	
MSME portfolio quality (PAR30/PAR90)	
Sector diversification & concentration risk	
1.2 Women and Youth MSME Outreach & Inclusion	
% women-led MSME borrowers (number & value)	10
% youth led MSME borrowers	
Regional outreach	
Gender/youth responsive product design	

Disaggregated data tracking & monitoring	
1.3 Institutional Constraints and Justified TA Need	
Identified governance constraints affecting MSME growth	25
Identified credit risk/process weaknesses	
Digital/process inefficiencies limiting scale	
Gaps in product development and market offerings for women, youth, and green/climate sectors.	
Clear reform priorities & readiness to implement	
2. INSTITUTIONAL SUSTAINABILITY AND RISK MANAGEMENT	
Capital adequacy & solvency stability	20
Portfolio risk management systems	
Internal controls & compliance maturity	
Profitability/operational sustainability	
3. GOVERNANCE AND LEADERSHIP READINESS	
Functional board & committees	20
Strategic plan alignment with MSME growth	
Leadership stability & accountability	
Change management readiness	
4. INSTITUTIONAL COMMITMENT AND CO-INVESTMENT	
Dedicated internal TA implementation team	15
Resource allocation/co-investment readiness	
Transparency & data-sharing commitment	
TOTAL= 100	100

8. Selection Process

- Stage 1: Eligibility Screening
- Stage 2: Technical Evaluation (Scored)
- Stage 3: Due Diligence Meeting
- Stage 4: Final Approval
- Stage 5: Signing of MoU & SLA

9. Submission of Bids

The deadline for submission of the EOI documents is 5:00 pm on 24th March 2026.

Any queries relating to this EOI should be submitted in writing to FSDT at the address indicated below. All questions received, and the corresponding responses, will be shared with all shortlisted applicants. The deadline for submission of queries is two (2) days prior to the EOI submission deadline.

Procurement Manager,

The Financial Sector Deepening Tanzania,

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10. Other Matters

Confidentiality

All information contained in the Terms of Reference is provided on a strictly confidential basis solely for the use of tenderers in connection with the competition for the supply of services. It is a condition of this competition that tenderers (and any sub-contractors) shall:

- Take all reasonable measures to protect this confidentiality and avoid the unauthorized use, disclosure, publication, or dissemination of confidential information;
- Not use this information other than for the purposes of preparation of a tender, and shall disclose it only to officers, directors, or employees on a specific need to know basis; and
- Not disclose, publish or otherwise reveal any of the information contained herein except with the specific prior written authorization of FSDT.

Conflict of Interest

Tenderers (and any subcontractors) must disclose in their tender details of any circumstances, including personal, financial and business activities that will, or might, give rise to a conflict of interest, if they were awarded this contract. Where Tenderers identify any potential conflicts, they should state how they intend to avoid such conflicts. FSDT reserves the right to reject any tender which, in its opinion, gives rise, or could potentially give rise to, a conflict of interest.

Taxation

The winning bidder will be responsible to pay withholding tax and all other tax liabilities as per Tanzanian Tax laws. Any such tax amounts shall be the responsibility of the consultant.