



**CALL FOR EXPRESSIONS OF INTEREST (EOI)**

**PARTNER FINANCIAL SERVICE PROVIDERS FOR THE  
IMPACT GRANT FUND (IGF)**

**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 wellbeing.
- Improved confidence and capability of women, youth and MSMEs to demand and use financial solutions.

## 2. Project Overview

With support from the European Union, FSDT is implementing the Inclusive Finance for Growth of MSMEs, Women and Youth Programme. The programme aligns with the National Financial Inclusion Framework III, the National MSME Financing Framework, and the Financial Sector Development Master Plan. Under this programme, FSDT is establishing an Impact Grant Fund (IGF) of up to EUR 1 million (approximately TZS 2.8 billion). The IGF will provide catalytic capital grants, operating grants, structured Business Development Services (BDS), and co-investment opportunities with Financial Service Providers to approximately 154 high-potential MSMEs, with a priority on women-led and youth-led enterprises (18–35 years).

## 3. Purpose of the Call

FSDT aims to identify and partner with financial institutions capable and willing to extend credit to the target MSMEs receiving grants from the Impact Grant Fund. The selected institutions will receive technical assistance to develop, refine, and pilot new or existing loan products that meet the specific needs of youth- and women-owned or -led MSMEs.

This Expression of Interest is intended to pre-qualify Financial Service Providers who will:

- Review MSME applications packaged by the IGF
- Offer supplementary credit financing in addition to IGF grants
- Perform independent credit assessments
- Monitor the performance of financed MSMEs
- Share portfolio performance data
- Participate in learning and portfolio review sessions

#### **4. Priority Sectors for Co-Investment**

FSPs must demonstrate interest and capacity to finance enterprises in:

- 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
- Digital and innovation-driven solutions
- Climate Smart Agriculture and Agri-Processing

#### **5. Scope of Engagement**

The selected Partner Financial Service Provider (FSP) will work closely with FSDT to support the effective implementation of the Impact Grant Fund (IGF). Key responsibilities will include:

##### **5.1 Fund Administration and Fiduciary Management**

- Open and manage a dedicated IGF account
- Ensure full segregation of IGF funds
- Disburse grant funds to approved MSMEs in accordance with the terms of the signed grant agreements and approved disbursement schedules.t
- Maintain complete, auditable financial records.
- Support internal and external audit processes

##### **5.2 MSME Appraisal and Co-Investment**

- Participate jointly with FSDT in appraisal and eligibility verification of MSME applications
- Conduct independent credit due diligence within agreed Service Level Agreement (SLA) timelines
- Structure complementary credit facilities to co-invest alongside IGF grants for eligible grantees.
- Apply flexible collateral mechanisms where feasible to enhance access for women and youth MSMEs.

##### **5.3 Monitoring and Performance Oversight**

- Monitor utilization of grant funds
- Conduct periodic site visits where required
- Provide quarterly portfolio performance reports
- Provide gender-, age-, and geography-disaggregated data

##### **5.4 Market Linkages and Graduation**

- Support MSMEs in transitioning to debt financing.
- Cross-sell other financial products in line with the grantees' needs and requirements.

## 5.5 Technical Assistance Participation

- Participate in structured technical assistance support provided by FSDT in areas including MSME product development, risk management, green finance structuring, and institutional strengthening.

## 5.6 Collaboration and Performance Support

- Collaborate with FSDT and participating Business Development Service Providers (BDSPs) to address grantees' performance challenges and implement agreed mitigation measures to safeguard portfolio quality and enterprise sustainability.

## 6. Eligibility Criteria (Minimum Requirements)

Interested FSPs must meet the following minimum requirements:

- Licensed and in good regulatory standing with the Bank of Tanzania
- Minimum of five (5) years of active operations
- Strong fiduciary, financial management, and internal control systems
- Ability to manage segregated accounts and provide transparent reporting
- Experience serving MSMEs, with an active MSME lending portfolio, particularly women- and youth-led enterprises.
- Operational presence across Tanzania, including outreach to highly financially excluded areas.
- Commitment to climate action and inclusive finance objectives

Failure to meet minimum eligibility requirements will result in disqualification. Failure to meet minimum eligibility requirements will result in disqualification.

## 7. Submission Requirements

Interested FSPs should submit the following:

1. Cover Letter (signed by authorized officer)
2. Copy of valid license
3. Audited financial statements (last 2 years)
4. MSME portfolio summary
5. Credit policy summary
6. Portfolio performance report
7. Description of sector focus
8. Women/youth portfolio data
9. Proposed co-investment approach
10. Conflict of Interest declaration

Only EOIs submitted using the prescribed application form will be considered.

## 8. Evaluation Criteria

EOIs will be assessed competitively based on the following:

<b>1. Institutional Capacity and Track Record</b>	<b>Marks</b>
Years of MSME lending experience	20
Size of MSME portfolio	
Portfolio performance (PAR levels)	
Geographic presence in underserved regions	
<b>2. MSME Lending Strategy and Sector Alignment</b>	
Demonstrated lending in priority sectors	15
Green/climate finance experience	
Value-chain financing experience	
<b>3. Women and Youth Financial Inclusion Track Record</b>	
% of portfolio serving women	15
% of portfolio serving youth	
Gender-responsive product design	
<b>4. Credit Risk Management Systems</b>	
Documented credit policy	20
Risk management framework	
Portfolio monitoring systems	
Monitoring systems & early warning	
Digital credit scoring tools and Alternative data underwriting	
<b>5. Co-Investment Commitment and Financial Strength</b>	
Liquidity and Capital Adequacy	15
Willingness to allocate credit to IGF grantees	
Flexibility on collateral requirements	
<b>6. Operational Readiness and SLA Commitment</b>	
Commitment to 5-7-days credit review	10
Dedicated MSME relationship manager	
Reporting systems capability	
<b>7. Monitoring and Data Reporting Capacity</b>	
Ability to provide gender-disaggregated data	5
Quarterly portfolio reporting systems	
<b>TOTAL</b>	<b>100</b>

## 9. 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

The IGF reserves the right to:

- Select multiple FSPs
- Establish an FSP marketplace model.
- Negotiate SLA terms

## 10. Submission of Bids

**The deadline for submission of the EOI documents is 5:00 pm on 24<sup>th</sup> 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,  
2<sup>nd</sup> Floor De Ocean Plaza,  
Plot 400 Toure Drive,  
P.O. Box 1559 Oyster Bay, Dar es Salaam, Tanzania  
+255 222 602 873/5/6  
[procurement@fsdt.or.tz](mailto:procurement@fsdt.or.tz)**

## 11. 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.