

## Questions raised under the Request for Applications

### For a Short-term Technical Assistance Viability Assessment of ACGF's Partner Institutions

Question	Answer															
1. Is the local presence in Afghanistan a mandatory requirement to participate to the RfP?	The section "3.2 Qualifications of Service Provider" of the ToR provide options to the applicants in terms of regional familiarity and regional presence. In case the candidate doesn't have local presence in Afghanistan, must state in the proposal how would cover this gap based on the ToR in case it's proposal is successful.															
2. Do you expect a formal / official opinion signed by xx at the end of each due diligence?	As per the terms of reference, the Service Provider should present as final deliverable a "Final due diligence reports for four PIs, including business plan evaluation, country-level risk assessment, consolidated portfolio, financial and performance information, governance and operational capacity assessment, as well as a final judgement of each PIs viability"															
3. What is the size of the 4 PIs? (GLP, number of clients)	Data as of 22Q2 (in USD) <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th></th> <th style="text-align: center;">GLP</th> <th style="text-align: center;"># of Clients</th> </tr> </thead> <tbody> <tr> <td><b>PI 1</b></td> <td style="text-align: right;">44 774 781</td> <td style="text-align: right;">803</td> </tr> <tr> <td><b>PI 2</b></td> <td style="text-align: right;">32 361 044</td> <td style="text-align: right;">36 296</td> </tr> <tr> <td><b>PI 3</b></td> <td style="text-align: right;">32 369 801</td> <td style="text-align: right;">238</td> </tr> <tr> <td><b>PI 4</b></td> <td style="text-align: right;">7 020 730</td> <td style="text-align: right;">17 817</td> </tr> </tbody> </table>		GLP	# of Clients	<b>PI 1</b>	44 774 781	803	<b>PI 2</b>	32 361 044	36 296	<b>PI 3</b>	32 369 801	238	<b>PI 4</b>	7 020 730	17 817
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4. Do all the PIs have the capacity to participate in interviews conducted in English?	Yes, PI management and senior staff speak English.															
5. Will ACGF provide inputs for forecasting the evolution of macroeconomic variables?	ACGF will be available to share its own views on the macroeconomic situation of the Country, but should not be considered as the main source for the evolution forecast of the macroeconomic variables.															
6. Under chapter 3.2 point 5.b., it is mentioned "securitization industry experts" but then referring to due diligence assessments of financial institutions (activity that doesn't necessarily require specific expertise in securitization). Could you please clarify if the team must include securitization industry experts?	It's not a must, but can provide extra points. One of the expectations here is, for example, that the SP is able to co-relate the impact of specific regulatory measures in the Financial Statements and the future strategy of the PIs. The provisioning relaxation, the cap on deposit withdrawals, the limited access to mandatory reserves are some examples.															
7. Could you please clarify the main differences between the Interim Deliverable "Draft operational and financial framework assessment notes/reports for the four PIs" and the Final reports?	The Interim Deliverables are the reports expected to be presented in the different milestones of the overall viability assessment of the PIs. They focus on specific sections/stages of the project and can be also seen as check-points/opportunities for questions or clarifications to make sure that the SP is moving in the right direction towards the final goal of the assessment. The Final Deliverables are the end results produced after taking into consideration the review/discussions of the Interim Deliverables as well															

<p>8. We are very interested in the project; however, we have limited capacity to meet the proposed deadlines. Based on our availability, we can suggest the following alternative: Sending you our application by September 23rd at the latest.</p>	<p>The general deadline for the submission of expressions of interest was moved to September 16, 2022. Applications received after the deadline will not be considered in the evaluation process.</p>
<p>9. We are very interested in the project; however, we have limited capacity to meet the proposed deadlines. Based on our availability, we can suggest the following alternative: A timeline that includes</p> <ul style="list-style-type: none"> <li>- two deliverables before the end of the year: 1) Deliverable #1, and 2) an Interim Deliverable that includes the country risk assessment and the evaluation of the last financial statements.</li> <li>- the following tasks/deliverables to be finalized by mid-February 2023: 1) Development of scenarios, assessment of potential future viability, and assessment of the Governance and Operational capacity; 2) Final Reports</li> </ul>	<p>In principle, timelines should follow the ones foreseen in the TOR. Any discrepancies with the TOR shall be justified, outlining the detailed reasons for deviation.</p>