

## Malawi Sustainable Energy Investment Study – Implementation

Terms of Reference:  
Energy Investment Specialist  
Sept. 2020

### Background

In 2019, Rocky Mountain Institute (RMI) and UN-OHRLLS worked with Malawi's Department of Energy Affairs, UNDP, and other development partners to prepare a [Sustainable Energy Investment Study](#). When launched, in November 2019, this study offered a roadmap for the sector to develop and seek US\$3 billion of investment, from a range of sources, to meet Malawi's national policy goals in electricity and clean cooking, reaching universal energy access by 2030.

Now, RMI and UN-OHRLLS will continue to support the Government of Malawi, as they seek to implement the recommendations of the study, raise investment, and show real progress in the energy sector.

A scope of work has been developed that responds to specific support requests from the Government of Malawi, and complements the work of UNDP and other development partners.

The proposed work will cover four main topic areas:

1) Power generation for resilience and baseload

The modelling work conducted in the original study will be expanded and developed further, to demonstrate the cost-effective role that renewables and battery storage can play in grid strengthening, providing a clear and substantiated rebuttal to the continued perception in the sector that coal generation is necessary to provide baseload. In addition, recent modelling work on the potential changes of water levels in Lake Malawi will be incorporated into the model, to build and cost alternate scenarios for resilient national power sector development under the uncertain impacts of climate change.

2) Investment expertise

Targeted support will be provided to the Government of Malawi in implementing and demonstrating the derisking actions laid out in the original investment study, and identifying potential sources of finance and support for the other recommendations of the study. This will respond to persistent investor worries about Malawi's power sector, and help direct the actions taken by Government to better position the country for increased investment from different sources.

Opportunities to request further climate finance advisory support will be investigated, and if possible, a submission to a climate finance advisory service will be supported.

3) Capacity building

Following up on the contacts and relationships built in the development of the study, RMI will provide technical support to the Government of Malawi on issues relating to: power sector modelling, project prioritization and planning, and project cost analysis to provide value for money.

The capacity building support to be provided to DoEA during this period will cover the following topics:

A. High-level concepts of integrated system modelling for power supply and demand, using the model built during the 2019 Study and expanded in Stage 1 of this work scope. This will be conducted remotely, through webinars and online workshops.

B. Project investment appraisal approaches, to be conducted by the local consultant, using the results of the 2019 Study.

C. Overview of greenhouse gas emissions modelling for climate finance project requests, to be conducted by the local consultant.

This training may include in-person workshops, videoconference consultations, technical briefing notes, sharing of international best practices, or online webinars with experts, primarily from RMI's internal team.

If international travel can be safely resumed during the project period, support may be delivered in-person, through working sessions and meetings to address challenges in the sector.

4) Case study and documentation

As the Government's implementation plans become clear, a case study and briefing document on the Malawi experience will be prepared and made available for use by the Government, UNDP, and OHRLLS.

RMI is now seeking an Individual Consultant to contribute to the delivery of this project.

## Objective

The objectives of the work described in these Terms of Reference are:

- 1) to provide investment expertise in support of the overall project's aims;
- 2) to offer and facilitate capacity building in areas related to energy investment; and
- 3) to give flexible on-the-ground support to RMI and Malawi's Ministry of Energy in the prioritization and implementation of actions laid out in the 2019 Sustainable Energy Investment Study.

## Scope of work

### *Investment expertise*

The work will build on the mapping prepared in the 2019 Sustainable Energy Investment Study, to provide more detailed insights, give ongoing support to the relevant ministries and national bodies, and drive forward key national priorities. The expected activities are:

- Liaise with selected government agencies to detail and share recommendations for government on key activities related to unlocking climate finance.
- Update the mapping of climate finance opportunities for Malawi's power sector and provide advice on approaching additional funding sources.
- Identify promising opportunities for national financiers to work with international finance sources.
- Support government in the preparation and submission of a request for further climate finance support, beyond April 2021.

### *Capacity building*

Working with RMI's experts, the consultant will be expected to provide capacity building support to the Ministry of Energy in concepts related to the investment appraisal of energy projects, and in greenhouse gas modelling approaches for climate finance proposals.

The precise format of this capacity building (for example, formal in-person training sessions, or informal technical support on specific projects) will be defined alongside the Ministry of Energy during the project. The consultant will also facilitate the provision of additional capacity building by international experts, helping to set up the systems and training sessions where necessary.

### *Flexible support*

The work will involve ongoing support to the overall project, provided in a flexible manner in response to requests and identified priorities as the project evolves. The activities are expected to include:

- Attend occasional government and stakeholder meetings to explain and present the work of RMI and other agencies in the space.
- With the Malawi Investment and Trade Commission (or a similar body), provide input to external investor pitches or narratives to communicate Malawi's investment needs.
- With the Ministry of Energy, refine requests for further capacity building or technical support.

### **Deliverables and oversight**

The consultant will work closely with RMI's team throughout the duration of the project, coordinated by regular email contact and check-in calls. The precise nature and full detail of each work stage to be executed will be determined during these coordination meetings.

The deliverables of the consultant are expected to include:

- Monthly update emails to provide brief progress reports.
- Interim report detailing initial progress, updated finance mapping, and proposed priority funding opportunities
- Contribution to a joint report or case study on the overall project.
- Final report detailing project results, climate finance submission details, and proposed next steps for key stakeholders.

### **Level of effort and timeline**

This project will start in October 2020 and is expected to end on 31<sup>st</sup> March 2021.

The estimated level of effort is 70 workdays. Remuneration will be at an agreed daily rate, commensurate with experience.

### **Qualifications**

- 6+ years of progressively responsible investment or energy sector experience, and excellent work references.
- A graduate degree or equivalent experience in an applicable field such as environmental studies, energy, economics, engineering, or finance.
- Familiarity with the energy sector in Malawi.
- Strong understanding of basic financial analysis and metrics relevant to the energy sector (e.g. LCOE).
- Relevant prior experience: experience in finance and project structuring is preferred, but experience with engineering, project management, or other related fields is also acceptable.
- Proven ability to communicate complex concepts and liaise with a range of stakeholders at different levels.

In addition, the following experience is desirable:

- Experience accessing and structuring finance for climate investments.
- Experience with international climate finance institutions and/ or climate policy, particularly technical aspects of mitigation and adaptation activities, and ideally with sectoral expertise relevant to grid-connected generation projects.
- Demonstrated ability to formulate project proposals in compliance with requirements and processes of various climate finance sources.

## Location

The consultant will be based in Malawi, preferably near Lilongwe.

## Contact

Interested parties should send an introductory email and CV to [sbackstrom@rmi.org](mailto:sbackstrom@rmi.org).

Applications will be accepted until 9<sup>th</sup> October 2020.

## About Rocky Mountain Institute

Rocky Mountain Institute transforms global energy use to create a clean, prosperous, and secure low-carbon future. That is our mission. That is our passion. And every day, every member of our team of nearly 200 works tirelessly to achieve it. We are driving the global energy transition from fossil fuels to efficiency and renewables by working in partnership with businesses, communities, institutions, and entrepreneurs to advance market-based solutions. We achieve this by developing breakthrough ideas, testing and refining them, reshaping markets, and bringing solutions to scale. RMI is an independent 501(c)(3) nonprofit organization with an annual budget of \$50 million and offices in Basalt and Boulder, Colorado; New York City; Washington, D.C.; and Beijing.

RMI's [Africa Energy Program](#) has been working since 2015 to support governments, utilities, development partners, and the private sector in sub-Saharan Africa in driving affordable, efficient, and resilient energy systems that incorporate emerging distributed energy resources to rapidly provide energy access and increase economic development.