

Terms of Reference (ToR) for Assessment of Climate Impact Potential for Mitigation and Adaptation Activities, Including Methodological Approaches for Implementation Monitoring

1 Background and Context

Mali is among the most climate-vulnerable countries in the Sahel region, with over 80% of rural household's dependent on rain-fed agriculture. The country faces intensifying climate hazards including shortened rainfall seasons, extreme storms, prolonged droughts, and flash floods. Agricultural financing in Mali is highly constrained, with credit-constrained households investing significantly less in climate-smart technologies, resulting in lower productivity and greater vulnerability to climate shocks.

The Scaling Inclusive Climate-Resilient Agriculture Finance in Mali (SICRAF-Mali) Programme aims to remove systemic barriers to climate finance and promote adoption of climate-smart agriculture (CSA) and renewable energy practices among smallholder farmers, cooperatives, and agribusiness micro, small, and medium enterprises (MSMEs). The Programme comprises two core components:

1. **Component 1:** CSA Concessional Credit Line supporting CSA and low-emission technologies and Targeted Smallholder Climate Finance Facility for vulnerable smallholder farmers
2. **Component 2:** Catalysing Access to Climate Finance through technical assistance

The National Bank for Agricultural Development (BNDA), accredited by the Green Climate Fund (GCF), serves as the Accredited Entity and Executing Entity. BNDA holds approximately 10% of banking deposits and 13% of credit market share, with 52% of its loan portfolio allocated to agriculture.

2 Mali's Climate and Emissions Context

Mali faces acute climate vulnerability, with agriculture representing approximately 76.8% of total national GHG emissions and being the sector most exposed to climate-driven shocks including drought, erratic rainfall, desertification, and flood events. Total national GHG emissions rose from 15.4 MtCO₂eq in 1990 to 43.5 MtCO₂eq in 2020, an average annual growth of 2.2%. Mali's updated 2021 NDC targets an economy-wide 40% emission reduction by 2030 relative to a Business-As-Usual (BAU) scenario, with sector-specific targets of 25% for agriculture and 39% for Land Use, Land-Use Change and Forestry (LUCF), at an estimated implementation cost of USD 12.34 billion.

3 Programme Climate Objectives

SICRAF is a cross-cutting Programme contributing to both mitigation and adaptation. Its Theory of Change holds that: *if* smallholder farmers, cooperatives, and agri-SMEs in Mali are provided with inclusive and affordable climate finance through concessional loans, blended de-risking instruments, and technical assistance, *then* they will adopt climate-resilient, low-emission agricultural practices and technologies, *because* access to tailored

finance enables targeted investments in CSA technologies, which drive GHG emission reductions, enhance food security, and contribute to the long-term resilience of Mali's agricultural sector

4 Rationale and Justification

For the Full Proposal (FP) submission to GCF, BNDA must rigorously demonstrate the climate impact potential of SICRAF in line with GCF Board Decision B.33/12 (Principles for Demonstrating the Impact Potential of GCF-Supported Activities) and GCF's Integrated Results Management Framework (IRMF). The Concept Note provides indicative figures that must now be validated, substantiated with sound methodologies, and translated into a robust MRV system and results-based M&E framework capable of tracking both mitigation outcomes (tCO₂eq) and adaptation outcomes (beneficiaries, resilience indicators) throughout Programme implementation.

5 Objectives of the Assignment

The primary objectives of this consultancy are to:

1. **Quantify and validate the mitigation impact potential** of SICRAF-financed CSA activities through rigorous baseline establishment and GHG emission reduction/sequestration calculations per GCF and IPCC methodological standards
2. **Assess and validate the adaptation impact potential** by establishing climate vulnerability baselines, defining adaptation pathways, and quantifying the number and depth of beneficiaries' increased resilience
3. **Develop methodological frameworks** for GHG accounting and adaptation impact measurement aligned with GCF Decision B.33/12, IPCC Guidelines, and international best practice
4. **Design a comprehensive MRV plan** for measurement, reporting, and verification of mitigation outcomes throughout the Programme lifecycle
5. **Design a Programme-level M&E framework** integrating mitigation and adaptation indicators into a unified results framework aligned with GCF's Integrated Results Management Framework (IRMF)

6 Scope of Work

The consultant will undertake the following sub-activities (but not limited to):

1. **Preparatory phase**
 - Conduct a comprehensive desk review of all relevant SICRAF programme documents, including the Concept Note, Theory of Change, programme design documents and indicative results framework.
 - Review GCF guidance documents, including Decision B.33/12 on Impact Potential Principles, and the GCF Integrated Results Management Framework (IRMF).

- Review IPCC Guidelines, CDM, Gold Standard, Verra or similar GHG accounting methodologies applicable to agriculture, forestry, livestock, renewable energy and energy substitution.
- Review best-practice MRV and M&E frameworks from comparable GCF-funded agricultural finance programmes, including FP183 (IGREENFIN) and other relevant West African precedents.
- Review Mali's national MRV systems, NDC implementation frameworks and national GHG inventory methodologies.
- Establish a GHG emissions baseline for each CSA technology/practice financed under SICRAF, documenting data sources, emission factors and methodology selection rationale.
- Undertake a hazard-by-hazard causal pathway analysis for each priority hazard that: (i) characterizes exposed geographies, value chain nodes, and livelihood groups; (ii) traces transmission channels through to sector outcomes including yield variability, income volatility, debt stress, and financial exclusion; and (iii) maps each SICRAF-Mali instrument (i.e., credit line, smallholder facility, and TA) to the specific pathway links it addresses.
- Develop an attribution narrative that distinguishes climate change-driven impacts from underlying structural development constraints such as credit barriers, limited input access, and market failures. The analysis shall apply a recognised attribution framework to isolate the proportion of smallholder vulnerability that is climate-induced, providing a credible climate rationale that meets GCF evidentiary standards and guards against a development-only interpretation of project risk.
- Identify binding data gaps requiring primary data collection and propose methods to address them.

2. Assessment of Mitigation Impact Potential

- Define project boundaries in line with GCF Decision B.33/12, specifying geographic, temporal and sectoral scope.
- Select appropriate methodologies for each emission source category (agriculture, energy, land use) based on data availability, practicality and GCF/IPCC standards.
- Demonstrate additionality for each intervention type, clearly distinguishing programme-induced emission reductions from the baseline scenario.
- Document uncertainty ranges and apply conservative assumptions throughout calculations.
- Assess and quantify leakage potential, developing adjustment factors where applicable.
- Define the project crediting period and lifespan assumptions per technology type.
- Develop technology-specific GHG calculation tools (Excel-based) for each CSA investment category financed under the programme

- Define emission reduction/sequestration equations, emission factors and activity data requirements for each technology type.
- Revise or confirm the Concept Note's preliminary GHG estimates over the 20-year programme lifespan, with full supporting calculations, assumptions and sensitivity analyses.
- Aggregate technology-level results into a total programme-level mitigation estimate (tCO₂eq), disaggregated by technology, component and geography.
- Establish procedures to prevent double counting across mitigation sources, including potential overlaps between technology categories and value chain interventions, supported by clearly defined boundary setting and unique attribution rules.

3. Assessment of Adaptation Impact Potential

- Define a Theory of Adaptation Change mapping how programme activities reduce exposure and vulnerability to climate hazards.
- Define adaptation pathways for each programme component, showing how finance, technical assistance, and value chain interventions reduce vulnerability and promote systemic change.
- Select appropriate methodologies for quantifying adaptation outcomes aligned with GCF IRMF adaptation indicators and best international practice.
- Quantify direct and indirect adaptation outcomes, disaggregated by gender, per GCF's IRMF definitions
- Develop adaptation indicators covering exposure reduction, sensitivity reduction, adaptive capacity enhancement, and systemic/transformational outcomes.
- Assess co-benefits of adaptation investments for food security, income, and livelihoods.
- Develop a beneficiary counting protocol that includes: (i) definitions and decision rules for categorising direct and indirect beneficiaries in alignment with the IRMF; (ii) procedures for preventing double counting across CSA investments, technical assistance (TA), and value chain support interventions; (iii) operational definitions of increased resilience and resilience depth; and (iv) documentation of key assumptions, including adoption rates, coverage levels, and spill-over effects, together with approaches for their validation.

4. MRV Plan development

- Define measurement protocols including data collection methods, emission factors, frequency, responsibilities, sampling, aggregation, and QA/QC.
- Define reporting protocols including templates, frequency, aggregation methodology, and alignment with GCF APRs.
- Define verification protocols including internal and third-party verification, audit trails, and procedures for non-compliance.
- Provide recommendations for M&E arrangements, including proposing key

indicators and methodology for monitoring key outcomes over the Programme's duration.

- Where applicable, compile baseline data for all programme indicators across impact, outcome, and output levels, including climate impact, financial performance, agricultural productivity, and gender and social inclusion metrics; document the associated methodologies, data sources, and collection methods; and establish corresponding baseline values for each indicator.
- Develop a Programme-level MRV Plan suitable for inclusion as Annex 11 of the GCF Funding Proposal package.

5. Programme M&E Framework Development

- Design data collection protocols and monitoring procedures for tracking adaptation outcomes throughout the investment period.
- Design periodic resilience surveys and climate shock response monitoring protocols.
- Specify digital M&E system requirements integrating with BNDA systems and sex/age-disaggregated data collection.
- Establish data validation, audit trail and QA/QC procedures for adaptation data

6. Post-submission support

- Provide technical support during the GCF Secretariat review process, addressing queries related to impact calculation methodology, assumptions and results.
- Prepare written responses to questions or comments raised by CIC3 and the Independent Technical Advisory Panel (iTAP) regarding climate impact robustness.
- Revise calculation tools, reports and the M&E/MRV framework as necessary to incorporate Secretariat, CIC3 and iTAP feedback.

7 Deliverables

The consultant is expected to deliver the following:

1. Inception Report including work plan, data gap analysis, preliminary methodology options, and stakeholder consultation schedule.
2. Mitigation Impact Assessment Report, and GHG estimation calculation files (Excel) – Annex 22 of the funding proposal
3. Adaptation Impact Assessment Report, and Adaptation Calculation Files (Excel) – Annex 24 of the Funding Proposal
4. M&E Plan that includes the Programme MRV and M&E Framework – Annex 11 of the Funding Proposal

8 Methodology

The assignment shall combine quantitative GHG accounting, climate science analysis, and participatory validation to produce technically rigorous, practically applicable, and GCF-compliant climate impact documentation. The approach shall:

- Follow GCF Decision B.33/12 impact potential principles for both mitigation and adaptation.
- Apply CDM, Gold standard, Verra or similar methodologies as the primary GHG accounting standard.
- Apply conservative, well-documented assumptions with full uncertainty analysis.

9 Qualifications and requirements

The firm must demonstrate:

- At least 5 years of demonstrated experience supporting projects funded by the Green Climate Fund (GCF), Global Environment Facility (GEF), Adaptation Fund, or international finance institutions.
- Demonstrated expertise in GHG accounting and mitigation quantification, including IPCC Tier 1 and Tier 2 methodologies for agriculture, forestry, livestock, and energy substitution.
- Demonstrated experience in adaptation impact assessment, including resilience measurement.
- Demonstrated ability to develop Results Frameworks, M&E systems, and digital data management platforms aligned with GCF's Integrated Results Management Framework.
- Proven track record, with at least 2 similar assignments over the last 3-4 years
- Declaration that the firm has not been debarred by the GCF, World Bank, AfDB, or any other multilateral development institution.
- Working knowledge in both English and French.

10 Evaluation criteria

The evaluation of candidates will be carried out based on the information provided in the application and according to the criteria for evaluating offers and BNDA's internal policies and procedures. The criterion is hence provided.

	Description	<i>Maximum Score</i>
1	Specific experience of the firm in performing similar assignments in the last five years (WB, GCF, Adaptation fund, GEF, UNDP etc.)	30
2	Competence and capacity of the key staff for the assignment	20

3	Adequacy of The Proposed Work Plan in Responding to The Terms of Reference [Detailed work plan: List of proposed activities; Adequacy of proposed timelines; Synchronization of activities]	10
4	Understanding and Conformity of the Tenderer's Response to the Terms of Reference (TORs) and Completeness of Description of Methodology. Preparation of the deliverables In Line with GCF Requirements [Clarity of scope of work; Clearly explained procedure; Theoretical/conceptual framework; Clearly defined inputs and outputs]	20
5	Financial proposal put forward by the firm	20
TOTAL SCORE		100

10.1 Administrative Documents

Under this Call for Proposals, BNDA requires bidders to submit the following administrative documents:

- A valid Commercial Registration Certificate;
- A valid Tax Clearance Certificate and proof of compliance with social security obligations;
- A Certificate of Non-Bankruptcy issued no more than three (3) months prior to the submission date.

Note: Failure to provide any of the above documents shall result in the rejection of the proposal.

In addition to the administrative documents, each bidder shall submit separately:

- Technical Proposal; and
- Financial Proposal.

10.2 Technical Proposal

The Technical Proposal shall include, at a minimum:

- A Proposal Submission Letter signed by the duly authorized representative of the consulting firm;
- A presentation of the firm, its organizational structure, areas of expertise, and key competencies;
- Relevant references and experience in carrying out similar assignments, particularly in the areas covered by these Terms of Reference (TOR);
- A clear understanding of the objectives of the assignment, the associated challenges, and the expected results;
- The proposed methodology and technical approach, including in particular:

- the different phases of implementation;
- the main activities to be carried out;
- the tools and methods to be employed;
- the quality assurance mechanisms to be applied to the deliverables;
- A detailed work plan and implementation schedule;
- An approach describing how any comments or recommendations from the Green Climate Fund (GCF) will be addressed and incorporated;
- The composition of the proposed team, specifying the roles and responsibilities of each expert;
- Detailed curricula vitae (CVs) of the key experts, signed or otherwise endorsed by the individuals concerned, highlighting their relevant qualifications and experience;
- The availability and mobilization arrangements of the proposed experts;
- Any additional information the bidder considers useful in demonstrating its capacity to perform the services covered by the contract.

10.3 Financial Proposal

The Financial Proposal shall be submitted separately from the Technical Proposal and in sufficient detail to allow for a transparent evaluation of costs.

It shall include, in particular:

- Fees of international experts;
- Fees of national experts, where applicable;
- The number of person-days allocated to each expert;
- Travel and transportation costs;
- Accommodation and subsistence expenses;
- Any other costs directly related to the performance of the services;
- Applicable taxes, duties, and other charges;
- The total amount of the Financial Proposal.

The bidder shall provide a detailed cost breakdown by activity, deliverable, or expenditure category.

The Financial Proposal shall be expressed in United States Dollars (USD).

10.4 Evaluation of Financial Proposals

The Financial Score (Nf) shall be calculated as follows:

Let F_m be the amount of the lowest-priced Financial Proposal.

This proposal shall receive a Financial Score of 100 points.

The Financial Score of the other bidders shall be calculated using the following formula:

$$N_f = 100 \times F_m / F$$

Where:

- F_m = amount of the lowest-priced Financial Proposal;
- F = amount of the Financial Proposal under evaluation.

10.5 Final Ranking and Contract Award

The contract shall be awarded to the bidder obtaining the highest combined score resulting from the technical and financial evaluations.

The Overall Score (N) shall be calculated as follows:

$$N = [80 \times \text{Technical Score (N}_t\text{)} + 20 \times \text{Financial Score (N}_f\text{)}] / 100$$

The contract shall be awarded to the bidder obtaining the highest Overall Score.

11 Proposal Submission Instructions

Bidders are invited to submit their Technical and Financial Proposals, together with all required supporting documents, in electronic format and protected by password, to the following email addresses:

- ASCOULIBALY@bndamali.com
- SETRAORE@bndamali.com
- modiallo@bndamali.com

The deadline for submission of proposals is: 10 November 2026 at 4:00 p.m. (Bamako time).

The passwords or access keys required to open the submitted files shall be transmitted separately on: 11 November 2026 to the same email addresses listed above.

Any request for clarification regarding the preparation of proposals may be submitted by email to: ascoulibaly@bndamali.com

Any proposal received after the submission deadline may be rejected as non-responsive in accordance with the provisions governing this selection process.

12 Contract Duration and Implementation Schedule

The services covered by the contract shall be carried out over a period of thirty (30) working days, commencing from the date of contract award notification to the successful bidder

The detailed implementation schedule shall be finalized with the successful bidder upon commencement of the assignment and shall comply with the requirements set out in these Terms of Reference.