



Request for Proposal

Consultancy: Pipeline Development

1. Organizational Background

Catalytic Finance Foundation ('Catalytic') is a non-profit foundation based in Switzerland with a mission to accelerate the deployment of catalytic finance solutions for sustainable infrastructure and nature. It incubates catalytic finance initiatives, such as blended finance investment funds, and supports the development of impactful projects through technical assistance and the deployment of catalytic capital. Catalytic leads the implementation of the Catalytic Cities programme which aims to create innovative finance solutions to bridge the gap between existing climate commitments and the financial needs of cities, through the collaboration of a coalition of partners (city networks, private sector actors, fund managers, donors, public and private investors, project developers). The resulting blended-finance vehicles and solutions aim to enable and scale up investment in urban climate solutions across sectors and geographies that will have the most significant climate impact on achieving the 1.5°C target, turning city climate actions plans into reality.

2. Summary

Within the Catalytic Cities programme, Catalytic has been designing a **blended finance solution for Municipal Waste Management (MSW)** aiming at methane reduction in emerging and developing countries across landfill gas capture, composting, anaerobic digestion, sorting and MBT technologies. The proposed solution involves the use of carbon credits in the voluntary market, focusing on strengthening revenue certainty to make projects more bankable. A group of priority countries has been defined based on their enabling environments¹.

Objective: With the solution design complete, Catalytic is seeking a consultant to strengthen our effort in pipeline building of projects, leveraging their network in the waste management sector, particularly in the priority countries and for the mentioned technologies. More specifically, the consultant is expected to originate eligible projects, rank them according to readiness for deployment, and shortlist 30 projects with more in-depth project information.

3. Scope of Work & Deliverables

A. Project Sourcing, Screening and Ranking [Weeks 6-7]

The consultant shall draw from their own network to **produce a list** identifying **eligible projects** (see eligibility criteria in Annex I). Develop a prioritization methodology with transparent, criteria-based ranking to assess the identified projects by readiness for deployment.

The deliverable should include: the longlist of identified projects; eligibility screening results; preliminary readiness ranking; key information gaps; and any projects excluded from further consideration, with a short rationale.

¹ Taking into consideration of multiple criteria, such as scale potential, carbon market development, maturity of MSW services, institutional strength, and private sector participation, priority is given to the following countries.

B. Shortlist of 30 projects [Week 8]

The consultant shall prepare a **shortlist of 30 priority projects**, selected based on the agreed ranking methodology, demonstrating a balanced distribution of target geographies and technologies. For each shortlisted project, the consultant shall provide a standardised project profile covering all project details covered in Annex II. The profiles should indicate the source of information, the level of confidence in the information provided, and any remaining gaps or risks.

C. Final pipeline database/tracker and synthesis report [Week 12]

The consultant shall submit a **final pipeline database/tracker** consolidating all projects identified, screened, ranked, and shortlisted during the assignment. The database should be structured in a format agreed with Catalytic and should allow projects to be filtered by country, technology, sponsor, readiness level, and eligibility status.

The consultant shall also submit a **short final report** (max. 10 pages) synthesising the pipeline, including key trends across countries, technologies, and project types; ranking methodology; summary of the strongest opportunities; main readiness gaps and risks.

5. Indicative Timeline & Budget

Work is expected to commence immediately after the consultant is appointed. The work is expected to be completed within 12 weeks after signing the service contract. Payment schedule tied contract signature and to deliverables 1,2 and 3.

Please provide a breakdown of the costs with as much transparency as possible, with reference to the Scope of Work detailed in Section 3.

ToR Procurement	Timing (estimated) in 2026
Request for Proposal published	9 th July
Deadline to receive offers	31 st July
Evaluation of Proposals	3 rd – 12 th August (Catalytic may reach out with clarifying questions)
Selection of proposal & Contracting	13 th - 21 st August
Start Date	24 th August

Project Timeline	Estimated Due Date (to be confirmed in final contract) in 2026
Project Sourcing and Ranking	2 nd October
Shortlist of 30 projects with profiles.	16 th October

Final Report & Pipeline database/tracker	13 th November
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6. Consultant profile

Proposals will be evaluated against the following criteria:

Criteria	Weighting
Strong network of MSW projects (developers, cities, other) in the target geographies and technologies; demonstrated ability to achieve the target of this mandate	50%
Proposed strategy and methodologies	20%
Demonstrated experience developing or appraising MSW projects in emerging and developing markets, with project finance or transaction advisory experience	10%
Working knowledge of voluntary and compliance carbon markets , including waste-sector methodologies and Article 6 developments.	10%
Cost competitiveness	10%

7. Proposal Requirements

Please prepare a brief proposal (maximum 8 pages of main text) demonstrating your strengths in terms of each evaluation criteria. Provide examples of similar work and transaction experience. Include relevant project team and qualifications. Provide your financial offer.

8. Submission

Please submit your proposal by **31st July** to crisrina.clopatofsky@catalyticfinance.org

ANNEX I: Eligibility Criteria

Geography	<u>High</u>: Brazil, Colombia, Indonesia, Mexico, Peru, South Africa, Thailand <u>Medium-High</u>: Philippines, Chile, Costa Rica <u>Medium</u>: Ghana, Kenya, Senegal Projects in other geographies might be eligible subject to consultation with Catalytic.
Technology	Anaerobic Digestion, MBT, Composting, Landfill Gas Capture
Treatment Capacity	400 – 1000 t /day
Project Type	Methane-emitting baseline needs to be clearly demonstrated. At portfolio level, at least 50% of selected projects should relate to Municipal Solid Waste. Projects addressing agricultural waste or industrial organic waste may also be considered eligible.
Waste Composition	Min. 50% organic waste
Governance	Public, Private and/or Public-Private
Political Cycle	For MSW projects, municipal/local government buy-in (at least 2 years left in tenure before next local elections)

ANNEX II: Project Information Requirements		
Category	Information	Applies to
Project identification	Project name, location, project sponsor, contact person, key stakeholders	All projects
Waste stream and methane baseline	Type of waste treated (MSW, or otherwise); current baseline waste-management practice; whether the baseline is methane-emitting; proportion of organic fraction in the waste; whether the project reduces methane emissions compared to the baseline.	All projects
Ownership and operating model	Ownership model: public, private, PPP, concession, lease, own-and-operate, build-operate-transfer, or other structure; entity responsible for operating the facility. * Proposed operation period and conditions for extension, termination, or transfer of ownership.	All projects, *deeper assessment for shortlisted projects
Additionality and support need	Whether the project requires external support to proceed; *Why the project would not happen, or would happen more slowly or at smaller scale, without support; whether support is needed for CAPEX, OPEX, technical assistance, carbon market readiness, or project preparation.	All projects; *deeper assessment for shortlisted projects
Project maturity and readiness	Current project stage: concept, feasibility, tender, financing, construction, commissioning, or operation *Project timeline; site readiness; permits; land/site control; ESIA status; tender status; contracts signed or pending.	All projects; *detailed readiness review for shortlisted projects
Treatment capacity and technology	Treatment amount and designed capacity; technology used *Technology provider	All projects; * for shortlisted projects
Project size and CAPEX	Estimated CAPEX; whether the CAPEX estimate is preliminary or based on supplier quotations, feasibility study	Shortlisted projects
Operator capability	Name of operator; operator track record; relevant experience operating similar waste-management facilities;	Shortlisted projects
Municipal budget and public support	Source of municipal waste-management budget: central government transfers, local taxes, citizen or business fees, or other sources; whether the budget is used for OPEX, CAPEX, or both; any municipal subsidies, if so their amount, payment mechanism, duration, and conditions.	Shortlisted projects

Financing structure	Potential financiers for CAPEX; financing instruments under discussion: grant, debt, equity, concessional finance, or blended structure; indicative terms such as tenor, interest rate, grace period, expected equity IRR, and whether any upfront OPEX support is available.	Shortlisted projects
Revenue model	Gate fee amount and concession length; other revenue streams; offtake arrangements for outputs: contractual status, buyer/counterparty, price, contract length, and whether sales are spot-based or under long-term agreements.	Shortlisted projects
Tax and fiscal incentives	Any tax exemptions, deductions, or other fiscal incentives; duration, estimated value, and conditions attached.	Shortlisted projects
Carbon-credit potential	Carbon-credit readiness and plan; eligible carbon market; expected price and tenor; buyer interest.	Shortlisted projects
OPEX and cost coverage	Estimated operational cost per ton of waste treated; main OPEX drivers; whether projected revenues and subsidies cover operational costs; any OPEX gap per ton of waste treated.	Shortlisted projects
Financial model and funding gap	Availability and maturity of financial model; whether the project can cover CAPEX and OPEX; average gap per ton of waste treated; sensitivity to gate fees, offtake prices, carbon revenues, and subsidies.	Shortlisted projects