

To: Lectori Salutem
From: Mr Ennis Rimawi
Catalyst Investment Management
Jordan

CC: International Climate Finance Accelerator (ICFA)
9, Rue du Laboratoire, L-1911 Luxembourg
Luxembourg

Date: November 15th 2023

Description: Request for proposal: Placement Agent Fundraising Support

Introduction

Catalyst Investment Management is a specialized Middle East and North Africa (MENA) climate infrastructure fund management company, based in Jordan. Catalyst developed one of the MENA region's first utility scale solar PV projects on a commercial basis with non-recourse financing. Catalyst also developed the first utility scale sector solar PV project for a corporate (private sector) off-taker.

Catalyst's goal is to help create, invest in, and grow a world class base of renewable energy, energy efficiency and water projects and platforms. Catalyst adheres to global best practices on ESG, gender and climate impact.

The Catalyst MENA Clean Energy Fund (CMCF), launched in 2016, is the MENA region's first dedicated renewable energy fund. 90% of the CMCF portfolio was sold in 2023. As a result, Catalyst track record makes it one of the top performers versus its peers internationally.

Catalyst seeks to raise up to USD 200M for its second fund Catalyst MENA Climate Fund 2 (CMCF2) anchored by leading European DFIs and AIIB. CMCF2 will invest in renewable energy, energy storage and efficiency and water treatment projects and platforms.

Approximately, USD 55M has already been secured and an additional 15 M is required to reach first closing by June 2024, and a final closing within 12-18 months from the 1st closing.

Scope of Services

Catalyst Investment Management is seeking proposals for placement agent services for CMCF2, focusing on:

- Interaction and engagement with investors in climate infrastructure funds with appetite for investment/commitment.
Outcome: Contact list of potential targets who had a demonstrated appetite for renewable energy/climate infrastructure funds for the MENA region or similar front tier markets.
- Interact and support closings of selected counterparts on the target list.
Outcome: support the realization of closings of equity commitments

Pro-active interaction with the Fund manager is essential, executed in:

- Understanding the key differentiator and value proposition of Catalyst and matching it to investors who have relevant strategy.
- Weekly progress calls.
- Monthly updated investors status table.

Proposal submission

The services offering is to start as soon as possible and will run for 6 months with the option to extend the contract, and the right to terminate with one month notice.

Please provide a proposal that includes the following components:

Technical proposal

- A brief summary of the firm
- Names and bios of people who will work on the assignment
- Relevant experience with fundraising efforts targeting climate infrastructure fund investors, including corporates, family offices and funds of Funds and smaller pension funds and endowments.
- Demonstration of the ability to work (together) with Catalyst's stakeholders
- Workplan and timeline for completing work

Financial proposal

- Fee estimate based around the Scope of Work set out on a success fee basis and if needed, a minimal monthly fee/retainer.

All investor material has already been prepared by Catalyst including but not limited to: Teaser, Investor Presentation, Data Room for Investors to conduct due diligence

Interested service providers shall submit their proposal in writing to ennisr@catalystpe.com & mirah@catalystpe.com copying info@icfa.lu, by 17h00 CET on the 29th November 2023.

Contact Catalyst Investment Management:

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