ABS GRID LTD

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REQUEST FOR PROPOSAL (RFP)

Capital Placement Services for FLO Agri Neo Fund

1. INTRODUCTION

ABS Grid Ltd ("*ABS GRID*") is a UK-based investment management and advisory firm focused on financing digital agriculture ecosystems across emerging markets. ABS Grid is the Investment Manager / Investment Advisor to FLO Agri Neo Fund, working alongside Point Hope Pte Ltd, the regulated Singapore fund manager. ABS Grid is responsible for the Fund's investment strategy, deal origination, underwriting and portfolio execution.

FLO Agri Neo Fund ("*FLO*") is a Singapore-domiciled private debt fund focused on digital agriculture ecosystems in the Global South, with initial deal-flow focus on India, Kenya and Ghana.

1. The Fund provides debt and working-capital financing to anchor enterprises—including agtech companies, aggregators, processors, off-takers and other agribusinesses—operating within established value chains and networks of smallholder farmers.
2. Financing supports agricultural inputs and production, crop procurement and sales, working capital, embedded agricultural insurance, and selected value-addition and circular-agriculture activities.

FLO combines tailored, risk-adjusted investor returns with cross-cutting impact across livelihoods, financial inclusion, women's participation and climate adaptation, through a multi-crop, multi-country strategy spanning agriculture, livestock and fisheries.

2. PURPOSE & OBJECTIVES

ABS Grid invites expressions of interest from qualified capital placement service providers to support FLO's catalytic capital raise and subsequent institutional fundraising.

1. Identify and introduce suitable investors aligned with FLO's strategy and target investor profile.
2. Support investor engagement through subscription and successful closing.
3. Prioritise investors with relevant experience in agriculture, private credit, climate adaptation, financial inclusion, gender and/or smallholder farmer and cooperative ecosystems.
4. Provide a clear, transparent commercial proposal covering advance, monthly retainer and success/placement-fee alternatives.

3. FUNDRAISING MANDATE & COMMERCIAL FRAMEWORK

1. **Fund Structure**: FLO Agri Neo Fund is a Singapore-domiciled private debt fund with a target Fund I size of US$50 million.
2. **Current Fundraising Objective**: The immediate mandate is to secure US$3–5 million of catalytic capital from one or more investors, contributing towards a US$10 million catalytic first close. This initial capital is intended to establish the Fund's deployment track record and unlock the wider institutional capital stack, including strategic co-investors and senior debt.
3. **Investor Focus**: Potential targets could be a wide-range of investors from family offices to foundations, impact investors and even institutional investors. However, they must (1) have an appetite for private credit, agriculture, climate adaptation, financial inclusion, gender and smallholder farmer / cooperative ecosystems, (2) comfortable with investing in Sub-Saharan Africa and India (ring-fencing sub-regions is possible) and (3) be **willing to be an anchor** (first investor) and take a junior risk position to other investors.
4. **Investor Return**: The FLO Fund is a fixed-return debt fund, targeting an average investor return of 9%, depending on the investor's position in the fund. Catalytic investors may be asked to accept lower returns based on fund performance. In exchange the will be enabling financing with substantial impacts on farmer income, sustainable agriculture practices, gender inclusions and supply chain resiliency.
5. **Fundraising Mandate**: The selected placement partner will be responsible for identifying and introducing suitable investors and supporting the fundraising process through investor engagement, subscription and successful closing.
6. **Timeline:** The objective is to secure the catalytic capital and achieve the required first-close commitments **within six months of engagement**.
7. **Scope of Engagement**: The placement partner's role is limited to capital origination and successful placement. There is no ongoing responsibility for investor servicing following closing; post-investment relationships will be managed directly by FLO, the Fund Manager and the investor.
8. **Commercial Proposal**: Respondents should clearly set out their preferred commercial model, including any advance / upfront fee, monthly retainer, placement or success fee, and any additional services or expenses proposed. Any success fee should specify the applicable percentage, payment trigger and other relevant conditions.
9. **Engagement Outcome**: The selected partner will be appointed by ABS Grid under a separate placement agreement, with the detailed scope, commercial terms, deliverables and payment arrangements documented therein.

4. REQUIRED RESPONSE

Respondents may answer below or provide a separate proposal using the same numbered structure.

#	Information requested
1	Firm profile, legal entity, regulatory status and primary contact.
2	Relevant capital-raising / placement track record, including capital raised in the past 3 years, where applicable.
3	Type of capital raised and typical investor types, ticket sizes and geographies.
4	Relevant agriculture / food / livestock / fisheries mandates, including private credit or working-capital funds.
5	Relevant experience in climate adaptation, financial inclusion, gender and/or smallholder farmer / cooperative ecosystems.
6	Proposed approach, investor universe and geographic coverage for FLO's catalytic raise.
7	Relevant investor / LP relationships and examples of comparable mandates.
8	Proposed team and role in the engagement; conflicts or existing relationships with FLO / ABS to be disclosed.
9	Commercial proposal: advance, monthly retainer and placement/success fee, including percentages, payment triggers and any minimums.
10	Indicative timeline and any information / support required from ABS Grid.

5. SUBMISSION

Event	Date
RFP Issue Date	16 November 2026
Submission Deadline	27 November 2026
Evaluation & Selection	2 December 2026
Onboarding	4 December 2026

6. DEFINTIONS

I. **Accelerating Impact Finance Luxembourg** ("*AIFL*") is the programme entity administering the **International Social Finance Accelerator** ("*ISFA"*) and providing selected fund managers with technical and financial support.

II. **ABS Grid Ltd**, incorporated in the UK, is the Investment Manager / Investment Advisor to FLO Agri Neo Fund for purposes of the Fund's investment strategy, origination and execution.

III. **FLO Agri Neo Fund** is a Singapore-domiciled private debt fund managed within the regulated Singapore fund-management structure of Point Hope Pte Ltd, with ABS Grid responsible for the investment management/advisory activities.

IV. Under the ISFA programme, AIFL provides the Support Services Envelope ("*SSE*") to support eligible pre-launch activities of the selected fund manager. The SSE is subject to AIFL's RFP, approval, contracting and payment procedures.

V. Accordingly, ABS Grid may propose and engage external service providers whose services are eligible for support under the SSE, subject to the applicable AIFL RFP and approval process.

VI. The purpose of the following schedules is therefore to explain to prospective service providers how the AIFL-supported procurement and payment process operates once ABS Grid has identified a potential engagement.

VII. **Schedule 1** sets out the RFP, evaluation, selection and contracting process involving ABS Grid, the service provider and AIFL.

VIII. **Schedule 2** sets out the SSE invoicing and payment process, including the role of AIFL in validating and paying approved invoices on behalf of ABS Grid.

Schedule 1 — SSE RFP Tendering Process

1. ABS Grid informs the AIFL programme team of the support requirement, timing and priorities.
2. ABS Grid prepares the RFP and shares the complete RFP with the programme team for review.
3. AIFL publishes the RFP on the programme website. The RFP must remain public for at least two weeks.
4. Qualified partners submit technical and financial proposals to ABS Grid, copying programs@acceleratingimpact.org.
5. If suitable expertise is not available within the AIFL partner network, AIFL and ABS Grid may identify a suitable external provider, and the support may be paid from the SSE.
6. If ABS Grid selects a non-AIFL partner where the relevant expertise exists within AIFL's network, the cost is borne by ABS Grid.
7. ABS Grid analyses the proposals and, following discussion with the programme team, selects the provider. AIFL decides the allocation of the SSE to the proposed services.
8. ABS Grid and the selected provider sign a Services Agreement covering scope, deliverables, team and timeline.
9. A Side Letter covering payment terms is signed between ABS Grid, the selected provider and AIFL. The Services Agreement and Side Letter are subject to AIFL's General Terms of Business and General Code of Conduct.

Schedule 2 — SSE Invoicing & Payment Procedure

- The Service Provider issues invoices to ABS Grid as the legal counterparty / buyer under the Services Agreement.
- Invoices must contain the required seller, buyer, transaction, VAT and payment information.
- An invoice requested for payment under the SSE must include “Accelerating Impact as Payor” in its payment terms.
- For pre-payments, the Service Provider issues a debit note based on a pro-forma invoice and subsequently issues the final invoice at the end of the invoicing period / calendar year.
- AIFL's Programme Team validates the invoice with ABS Grid. Once approved and compliant with AIFL's General Terms of Business, AIFL pays the invoice on behalf of ABS Grid.
- The SSE maximum disbursement is EUR 80,000, all costs and fees included. Any cumulative invoicing above the SSE threshold is to be paid by ABS Grid