



# Sustainable Industrial Clusters

## TOR: FINANCIAL INVESTMENT ADVISOR

Expert Pool Reference # 79



## Assignment Objective

- The Ethiopian Industrial Parks Development Corporation (IPDC) envisions becoming a global manufacturing hub and a key driver of Ethiopia's industrialization. Recent macroeconomic reforms and Special Economic Zone (SEZ) regulations are central to enhancing investment, trade, and industrial growth in the country. In response to these opportunities, IPDC launched a strategic reform aimed at transforming itself into an entrepreneurial state-owned enterprise. This reform focuses on improving operational efficiency, ensuring financial sustainability, and enhancing sectoral competitiveness.
- To successfully navigate this transformative journey, IPDC seeks to recruit a highly skilled Financial Investment Advisor. The Advisor will provide critical guidance on financial strategy, investment planning, and compliance, helping IPDC manage complex financial challenges, mitigate risks, and achieve sustainable growth. This role is crucial for supporting IPDC's long-term vision and financial stability.
- The advisor will also contribute to the Sustainable Industrial Clusters (S.I.C. II) project by driving sustainable investment initiatives, generating economic value, and achieving environmental and social sustainability goals for Ethiopia's industrial parks.

## Context / Background

- The Ethiopian Industrial Parks Development Corporation (IPDC), established in December 2014, plays a pivotal role in advancing Ethiopia's industrialization agenda. By managing industrial parks equipped with streamlined business environments, common services, and quality infrastructure, IPDC attracts domestic and foreign investment, accelerating economic transformation.
- On December 4, 2024, the Ethiopian Investment Holdings (EIH) announced the integration of IPDC under its portfolio, as per the Council of Ministers Regulation No. 487/2022. This strategic move centralizes the management of state-owned enterprises to enhance their global competitiveness and investment potential. EIH aims to oversee the transformation of IPDC by leveraging its resources to attract international investors, boost economic productivity, and align with sustainable development goals.
- The S.I.C. II project strengthens the resilience of Ethiopia's textile and garment sector by promoting worker welfare, aligning manufacturers with global market standards, and advising on sustainable industrial operations.
- This secondment will leverage the advisor's expertise to achieve the dual objectives of IPDC's financial enhancement and S.I.C. II's sustainability goals.

### At GIZ

- TBC

### At Partner

- TBC

## Services requested

### Key tasks

The **Financial Investment Advisor** will offer strategic guidance and oversight on all financial matters to ensure alignment with IPDC's broader objectives. Specific responsibilities include:

- Design and implement comprehensive financial strategies to support the establishment, growth, and operationalization of IPDC's business units.
- Conduct detailed feasibility studies and provide actionable recommendations on investment opportunities to maximize returns and ensure long-term financial viability.

- Develop robust compliance frameworks ensuring all financial decisions adhere to Ethiopian laws and international standards.
- Identify, assess, and mitigate potential financial risks across IPDC's operations, safeguarding the corporation's financial health and sustainability.
- Provide expert financial guidance to enhance the profitability and growth of IPDC's subsidiaries in construction, hospitality, logistics, and manufacturing sectors.
- Oversee financial assessments of capital projects, ensuring optimal resource allocation and strategic alignment with IPDC's objectives.
- Lead training initiatives to build the financial acumen of IPDC staff, focusing on advanced financial management practices, risk assessment, and compliance.
- Develop and introduce tools, templates, and frameworks to improve budgeting, forecasting, and performance monitoring across the organization.
- Perform detailed financial analyses, including cash flow projections, ROI, and cost-benefit assessments, to inform decision-making.
- Prepare and present regular financial reports to the executive team, highlighting key insights, risks, and opportunities.
- Engage with investors, development partners, and financiers to secure funding for IPDC's strategic initiatives and projects.
- Lead the preparation of investment proposals and actively participate in high-level negotiations to attract financial resources supporting IPDC's reform and growth agenda.

In summary, this assignment has the following key tasks:

- Develop comprehensive financial strategies to ensure the sustainability and profitability of IPDC's industrial parks.
- Establish financial models and revenue projections for long-term operational efficiency.
- Identify and engage potential investors, structuring investment proposals and conducting due diligence.
- Create investor engagement tools, such as pitch decks and prospectuses, to attract both local and international investors.
- Lead negotiations with financial institutions and investors for capital projects.
- Advise on policy adjustments to make Ethiopian industrial parks more competitive globally.
- Develop capacity-building initiatives for IPDC staff in financial and investment management.
- Monitor and evaluate the financial performance of industrial parks, establishing KPIs and providing actionable insights.

## Deliverables and Timeline

In line with the above Key Tasks, the Financial Investment Advisor is expected to provide the following deliverables to the S.I.C. II project:

Deliverables	Timeline
<ul style="list-style-type: none"> <li>• <b>Green Financing Initiatives:</b> develop detailed proposals for at least two green financing mechanisms, such as climate bonds, carbon credit programs, or green grants, to fund green industrial projects within the IPs.</li> </ul>	January 2025
<ul style="list-style-type: none"> <li>• <b>Policy and regulatory recommendations:</b> develop a policy brief outlining recommendations for incentives and frameworks to attract sustainable investments in industrial clusters.</li> </ul>	Quarterly
<ul style="list-style-type: none"> <li>• <b>Monthly Reporting and Meetings:</b> Develop a monthly report detailing all activities performed and attend monthly meetings with the S.I.C. component manager and relevant staff.</li> </ul>	Monthly

## Output and Output indicators

All outputs and indicators.

## Location

IPDC HQ office, Addis Ababa, Ethiopia.

## Expert Profile Needed

General qualifications:

- Education: Advanced degree in Finance, Economics, Business Administration, or a related field.
- Professional certifications such as CFA (Chartered Financial Analyst), CPA (Certified Public Accountant), or ACCA (Association of Chartered Certified Accountants) are highly desirable.
- Financial Modelling and Valuation Analyst (FMVA) certification or equivalent is an advantage.

Professional Experience:

- Minimum of 7 years of experience in financial advisory, investment analysis, or corporate finance, with significant exposure to state-owned enterprises or large, complex organizations.
- Proven success in advising or leading financial strategies, especially in large-scale transformations or high-growth environments.
- Expertise in financial modelling, risk analysis, and strategic planning.
- Strong knowledge of Ethiopian investment climate, financial regulations, industrial policies, legal frameworks and international compliance standards.
- Experience working with international development agencies or in emerging markets is a plus.
- Experience in establishing and managing subsidiaries or business units across diverse sectors.

Experience in the region/knowledge of the country:

- At least 7 years of relevant professional experience, 5 years within Ethiopia.

Skills:

- Strong negotiation and communication skills.
- Results-oriented mindset with excellent analytical thinking and problem-solving abilities.
- Proficient in financial modelling and data analytics tools (e.g. advanced excel).
- Fluent in English (C2 level in writing, reading and speaking), and a native Amharic speaker. Additional language is considered a plus.

## Suggested Expert

Expert 1 Financial Investment Advisor

## Anticipated expert days

Expert 1 Financial Investment Advisor : 20 days per month starting from **01 January 2025 – 31 December 2025**.

## Other costs anticipated

All travel costs for the expert and operating costs (e.g. office, administrative support, internet, phone bill, laptop, etc.) have to be assumed by IPDC.