



TERMS OF REFERENCE (TOR) FOR A CONSULTANT TO UNDERTAKE A FINANCIAL LANDSCAPE ASSESSMENT AND DEVELOPMENT OF FUNDING PROPOSALS FOR SMALLHOLDER FARMERS AND AGRI-MSME FINANCING IN ZIMBABWE

1. The Zimbabwe Agricultural Development Trust (ZADT)

ZADT is a local Trust which was established and registered in 2010 with the objective of providing business development services and soft loans to smallholder farmers and/or agriculture value chain actors working with and for the benefit of smallholder farmers including women and youth in Zimbabwe.

2. Background and Rationale

Agriculture remains central to Zimbabwe's economic recovery, rural employment, food security, and export performance. Smallholder farmers and agri-MSMEs drive production and rural livelihoods but face persistent barriers to accessing affordable, appropriate, and sustainable financial services.

Despite the presence of commercial banks, Microfinance Institutions (MFIs), Direct Foreign Investors (DFIs), agricultural finance schemes, and mobile money platforms, access to finance remains constrained by high perceived risk, macroeconomic volatility, limited collateral, climate shocks, weak value chain integration, gender and youth exclusion, and underdeveloped insurance markets.

This assignment will provide a comprehensive financial landscape assessment to inform the Creating Adaptive Unique Systems for financing Entrepreneurial Women and Youth (CAUSEWAY) Project design, donor dialogue, blended finance mechanisms, and investment strategies. Importantly, it will also translate identified opportunities into investment-ready pitches and funding proposals to mobilize resources for the CAUSEWAY Project, which facilitates access to finance for women and youth agripreneurs and related SMEs.

3. Purpose of the Assignment

The purpose of this assignment is twofold:

i) Financial Landscape Analysis

To generate an evidence-based analysis of Zimbabwe's agricultural finance ecosystem, focusing on smallholder farmers, women and youth agripreneurs, and agri-MSMEs. The analysis will identify systemic gaps, financing opportunities, and strategic entry points for donor-supported

interventions that enhance financial inclusion, climate-resilient investment, gender equality, private sector participation, and sustainable rural transformation.

ii) Resource Mobilization for the CAUSEWAY Project

To develop tailored pitch decks and funding proposals specifically designed to mobilize additional donor and investor resources for the CAUSEWAY Project, which:

- Provides training services in financial literacy, business proposal writing, and entrepreneurship to make women and youth agripreneurs “bank-ready.”
- Manages a revolving credit facility that channels concessionary loans through local financial institutions, who assume 100% risk.
- Pilots innovative financing and risk mitigation products that incentivize financial institutions to extend their own capital to previously excluded sectors.
- The consultant will ensure that the pitch decks and proposals are aligned with donor priorities and demonstrate the catalytic role of the revolving credit facility and training services in building inclusive, scalable, and sustainable financing models.

4. Objectives of the Study

- Map and analyse the agricultural finance ecosystem.
- Assess supply-side and demand-side dynamics.
- Analyse financing gaps across priority value chains.
- Evaluate enabling environment and climate risk exposure.
- Provide strategic recommendations for product innovation, blended finance, de-risking, PPPs, and policy reforms.
- Translate identified financing opportunities into donor-facing pitch decks and funding proposals that directly support the scaling and sustainability of the CAUSEWAY Project.

5. Scope of Work

The Consultant/Consulting Firm will undertake the following:

5.1 Desk Review

- Review relevant national policies and strategies (Financial Inclusion Strategy, Agricultural and Food Systems Policies, Climate Adaptation Strategies, Central Bank regulations).

- Review donor-funded agricultural finance initiatives.
- Analyse available financial sector and agricultural sector data.

5.2 Supply-Side Financial Sector Analysis

- Develop an institutional map of agricultural finance providers.
- Assess outreach, product structures, pricing, collateral requirements, portfolio-at-risk trends.
- Evaluate institutional constraints to scaling agricultural finance.
- Assess digital financial services penetration in rural areas.

5.3 Demand-Side Assessment

- Conduct fieldwork in selected provinces representing different agro-ecological zones.
- Use KIIs, FGDs, and enterprise surveys to assess:
 - Financing needs by production cycle.
 - Investment capital gaps.
 - Informal financing usage.
 - Gender- and youth-specific barriers.
 - Financial literacy levels.
- Pay special attention to women and youth agripreneurs targeted by the CAUSEWAY Project.

5.4 Value Chain Finance Analysis

- Map actors and financing flows for selected priority value chains.
- Identify embedded finance models (contract farming, input credit).
- Analyse bottlenecks at production, aggregation, processing, and export levels.
- Estimate financing gaps.

5.5 Climate and Gender Lens (Mandatory Donor Requirement)

- Disaggregate data by gender and age.
- Identify systemic gender gaps in access to finance.
- Assess climate vulnerability exposure of target beneficiaries.
- Propose climate-smart financial instruments.
- Align recommendations with donor gender equality and climate finance commitments.

5.6 Gap Analysis and Strategic Recommendations

- Estimate the agricultural financing gap.
- Identify underserved segments and geographic disparities.
- Propose investment-ready opportunities.
- Recommend scalable financing models (e.g., guarantee schemes, warehouse receipt financing, blended finance).
- Identify potential pipeline opportunities for donor co-financing.

5.7 Development of Funding Pitches and Proposals for the CAUSEWAY Project

- Prepare donor-facing pitch decks showcasing the catalytic role of the revolving credit facility and training services.
- Draft funding proposals to mobilize resources for:
 - Expansion of financial literacy and entrepreneurship training.
 - Scaling of the revolving credit facility.
 - Piloting of new financial products and risk mitigation instruments.
- Ensure proposals highlight alignment with donor priorities (gender equality, youth inclusion, climate resilience, financial inclusion).

6. Methodology

The Consultant shall propose a robust mixed-methods approach including:

- Quantitative financial data analysis.
- Qualitative stakeholder consultations.
- Market systems approach.
- Gender and social inclusion framework.
- Climate risk integration.

The methodology must demonstrate:

- Data triangulation.
- Stakeholder validation.
- Ethical standards and data confidentiality.
- Safeguards compliance (as applicable under donor guidelines).

7. Deliverables

- Donor-Facing Pitch Decks: Concise, visual presentations of investment opportunities, explicitly linked to the CAUSEWAY Project activities (training, revolving fund, pilot models).
- Funding Proposals: Drafted in donor-appropriate formats, highlighting:

- Financing needs for training services and the revolving credit facility.
- Evidence of catalytic impact in piloting inclusive finance models.
- Opportunities for co-financing with DFIs, banks, and private investors.
- Alignment with donor priorities (gender equality, youth inclusion, climate resilience, financial inclusion).

8. Duration of Assignment

The assignment is expected to last approximately six (6) weeks from contract signing.

- Week 1–2: Desk review, inception report.
- Week 3–4: Fieldwork and stakeholder consultations.
- Week 5: Draft report, pitch decks, and proposals.
- Week 6: Final report, validation workshop, and submission of funding proposals.

9. Institutional Arrangements

- The Consultant will report to the ZADT Project Implementation Unit (PIU) Team Leader.
- Regular progress updates (bi-weekly) will be required.
- The PIU will facilitate access to stakeholders, data, and project beneficiaries.
- Draft outputs (reports, pitch decks, proposals) will be reviewed by the PIU and donor representatives before finalization.

10. Required Qualifications

- Demonstrated experience in financial sector diagnostics in Sub-Saharan Africa.
- Proven track record in developing donor-facing investment pitches and funding proposals for specific projects, not just sector-wide analysis.
- Experience with revolving credit facilities, blended finance, and inclusive agribusiness financing.
- Strong communication and presentation skills for donor audiences.

11. Deadline for submission of applications

Applications should be submitted to ZADT by 1600hrs (Zimbabwe time) on 18 March 2026 through email on the following address;

info@zadt.co.zw and copy kmaturure@zadt.co.zw