

Health and Prosperity Initiative Call for Proposals

—
May 11, 2020

The U.S. International Development Finance Corporation (“DFC”) is launching its Call for Proposals (the “Call”) from private sector entities seeking DFC support for health-related investments in DFC-eligible emerging market countries via equity financing, debt financing, political risk insurance, feasibility studies, technical assistance, investment funds, and related DFC products.

DFC’s focus in the health sector is to help **low-income and middle-income countries¹ attain a prosperous future** by developing **robust, sustainable health systems led by private sector innovators**. As countries in the developing world face the immense challenges of the COVID-19 pandemic, addressing both **communicable** and the increasing prevalence of **non-communicable diseases (NCDs)** creates new **strains on emerging market health systems**. DFC seeks to finance economically sustainable private sector projects that **support the global COVID-19 response** and investments in **health system capacity, including supply chains** (including the production and distribution of PPE, ventilators, therapeutics, diagnostics, vaccines, and other medical supplies/products/equipment); innovative care delivery systems; digital health and related IT systems; health care financing and insurance; data science innovations; medical technology and devices; water and sanitation (WASH); nutrition; pharmaceuticals (with FDA certification or equivalent)²; biomedical research; and other related investments. DFC is particularly interested in supporting investments in Africa consistent with U.S. Government’s *Prosper Africa* initiative, investments that support women through the DFC’s *2X Women’s Initiative*, investments that complement other U.S. Government **global health programs**, investments that leverage U.S. Government biomedical research in emerging technologies, and investments with the potential to have highly impactful health outcomes.

DFC is America’s development bank, and partners with the private sector to support solutions to the most critical challenges facing the developing world today. DFC investments adhere to high standards and respect the environment, human rights, and worker rights. For additional information about DFC, please see www.dfc.gov.

¹ As defined by the World Bank.

² Projects involving the manufacturing of pharmaceuticals or medical equipment are reviewed closely. Prior to supporting such projects, evidence that the safety and efficacy of such products are approved/licensed by the U.S. Food and Drug Administration or an equivalent foreign public health authority must be received. DFC also requires evidence that the products have not been withdrawn from the U.S. market for reasons of safety or lack of effectiveness.

Key Dates	
Call Issued Proposals Due	May 11, 2020 Open Ended

Geographic Focus	Investment Types
All DFC-eligible countries, with a special focus on Africa. ³	Equity financing Debt financing Political risk insurance Feasibility studies & technical assistance Investment funds

PURPOSE OF THE CALL

DFC seeks to catalyze up to \$5 billion over the next three years in health-related investments in DFC-eligible countries for expansion, business development, growth capital, and with new investment capital, restructuring and/or privatization of private sector entities working in the health sector. DFC will seek to commit up to \$2 billion over the next three years in direct U.S. Government financing and other investment support through this initiative. Selections will be conducted through a competitive process. DFC has sole discretion in making selections, including policy priorities, market needs, and the ongoing construction of a balanced and diversified portfolio.

INVESTMENT QUALIFICATIONS & CHARACTERISTICS

- Applicants should be seeking DFC support for private sector-led investments that support the COVID-19 response or other projects in health system capacity, including supply chains (including the production and distribution of PPE, ventilators, therapeutics, diagnostics, vaccines, and other medical supplies); innovative care delivery systems; digital health and related IT systems; health care financing and insurance; data science innovations; medical technology and devices; water and sanitation (WASH); nutrition; pharmaceuticals (with FDA certification or equivalent)⁴; biomedical research; and other related investments.
- Additional consideration will be given to proposed investments that support USG government priorities, including to enhance two-way trade and investment between the U.S. and Africa as envisioned by the U.S. Government’s Prosper Africa initiative; investments that support women through the DFC’s 2X Women’s

³ Visit [Where We Work](#) for a full list of DFC-eligible countries.

⁴ Projects involving the manufacturing of pharmaceuticals or medical equipment are reviewed closely. Prior to supporting such projects, evidence that the safety and efficacy of such products are approved/licensed by the U.S. Food and Drug Administration or an equivalent foreign public health authority must be received. DFC also requires evidence that the products have not been withdrawn from the U.S. market for reasons of safety or lack of effectiveness.

Initiative; investments that complement other U.S. Government global health programs such as PEPFAR, PMI, and the Global Health Security Agenda (GHSA); and investments with the potential to have highly impactful health outcomes for COVID-19 or NCDs.

- Proposed opportunities and target countries should be described in the applicant's submission.
- The investment thesis should reflect the management team's prior experience and track record of impact and financial performance.
- DFC is targeting individual investments ranging in size from \$5 million to \$500+ million, for a total aggregate direct exposure of up to \$2 billion through this initiative.
- Applicants must be privately owned and managed entities.

SELECTION CRITERIA

1. Credibility and thoughtfulness of the proposal; consistency and clarity of the investment thesis and proposed strategies.
2. Previous track record of the management team making or managing investments in emerging markets, and the team's experience in the health sector.
3. Experience, depth, credibility, and cohesiveness of the management team.
4. Ability to show a compelling business plan that addresses a market opportunity and logistics delivery capacity needed to improve health outcomes.
5. The management team's experience servicing debt obligations or acting as a fiduciary in managing institutional capital, and meeting reporting requirements.
6. Ability to mobilize additional capital within a reasonable time.
7. Demonstration of how the proposed investments may have a sustainable, positive developmental impact on the host country/countries in support of country priorities in areas including, but not limited to health outcomes, job creation, infrastructure improvements, social policies, and corporate social responsibility initiatives, as well as innovation, technology and knowledge transfer.
8. Ability of project to comply with DFC's policies related to environmental and social sustainability as well as respect for human and workers' rights. For further details on DFC policies, please visit [DFC Policies](#).^{5,6}
9. Ability of the project to specify and meet pertinent metrics, articulate how and why it will produce specific outcomes, and evaluate performance.

⁵ DFC Policies incorporate the International Finance Corporation [Performance Standards](#).

⁶ DFC investment support may not be used for activities relating to research, advocacy, or performance of, involuntary sterilization or abortion as a means of family planning.

10. DFC prefers, but does not require, a “U.S. Connection,” which means that the project company must either (i) be a U.S. entity that is at least 25% U.S.-owned or a foreign entity that is majority U.S.-owned, OR (ii) raise investment capital from U.S. investors that is equal to or greater than 25% of the DFC loan or other support.

SELECTION PROCESS

Non-Qualifying Proposals

Each proposal will be reviewed utilizing DFC internal policies and procedures, will require appropriate application materials as specified on the DFC website for each product, and against the criteria of the Call. Those entities not selected for further due diligence review will be notified via email. The selection process is very competitive, and DFC may receive proposals from many highly qualified applicants. Regrettably, DFC may not have the capability to support all of the worthy investment opportunities that apply.

Selection of Finalists

Each application will be assigned to the relevant business line (loan, equity investment, political risk insurance, fund investment, feasibility study or technical assistance) and screened to determine which applicants will be selected for further consideration. A project team will be assigned for those selected for further consideration. The project team may conduct on-site due diligence of finalists. DFC may select candidates for further due diligence based solely on their written proposals.

Recommendations & Approvals

Upon the completion of due diligence, the project team will make its recommendation for selecting one or more investments for consideration for approval which may involve DFC’s Investment Committee and Board of Directors, as appropriate. DFC reserves the right to recommend any proposals or none of them.

SUBMITTING A PROPOSAL

1. Set up an account in the DFC Forms system

The DFC Forms system is the on-line platform where all potential clients complete application and associated forms for all of DFC’s product lines. If you do not already have an account in this system, please follow the instructions in this [User Guide](#) and set up an account as soon as possible if you intend to submit a proposal.

2. Submit your proposal online

Once you have set up an account in the DFC Forms system, log in and select the application/registration form for the appropriate product: Form 001 for Finance, Form

002 for Political Risk Insurance or Form 004 for Investment Funds. You may complete application forms for more than one DFC product and for more than one project within the same account. Each form will guide you through a series of questions and will let you know if you have not answered a question that DFC deems mandatory (i.e. the system will not let you submit the form until all mandatory questions are complete). Some questions ask for you to attach specific supporting documentation, but you may attach additional documentation at any time by clicking the “Supporting Documentation” link at the bottom of any page in any form. Once you click “Submit” on the last page of any form, your proposal will be sent to DFC and will no longer be available for editing and you will not be able to submit any more documents without DFC assistance. **Please ensure that your proposal is complete before you click “Submit”.**

DFC reserves the right not to consider any proposal submitted after the deadline or to extend the deadline at its discretion.

OTHER

- To obtain a description of DFC investment products, please visit [DFC's Investment Products website](#).
- DFC will not be liable for any costs incurred in connection with the submission of a proposal.
- DFC reserves the right not to select any of the proposals or to suggest that proposals be supplemented or combined with other proposals without reinitiating the selection process. The issuance of the Call does not obligate DFC to provide support to any proposal or any selected project.