



Terms of Reference

“Develop position paper on investment possibilities, opportunities and challenges of Karnali and Sudhuraschim Province in Nepal.”

Work Commence Date:	10 August 2024
Work Completion Date:	24 August 2024
Language Required:	English/Nepali
Location Work Area:	Home Office with a visit to the Federation of Nepalese Chambers of Commerce & Industry (FNCCI) & concerned stakeholders
Reporting to	Federation of Nepalese Chambers of Commerce & Industry – FNCCI

i. BACKGROUND:

1. Thematic Introduction:

Before the provincial investment summit in Karnali and Sudhuraschim, it is necessary to develop a position paper about the needs, possibilities and challenges of those provinces. Nepal's Karnali and Sudurpashchim Provinces, located in the mid-western and far-western regions respectively, are areas rich in natural resources and cultural heritage, with immense potential for economic growth and development. Despite their significant potential, these provinces remain underdeveloped, facing challenges such as inadequate infrastructure, limited market access, and logistical difficulties. To harness their potential effectively, it is essential to conduct a thorough analysis of investment opportunities and threats in these regions. Karnali, with its vast mountainous terrain and significant hydropower potential, and Sudurpashchim, with its diverse topography and untapped tourism prospects, both require targeted strategies to overcome existing obstacles and drive economic progress.

Given this context, there is a critical need to engage a consultant to develop a comprehensive position paper on investment opportunities, needs, possibilities and challenges separately for Karnali and Sudurpashchim Provinces. The consultant will conduct an in-depth analysis, providing actionable insights and recommendations to guide strategic investment decisions. This position paper will serve as a foundational document to attract and guide investments, fostering sustainable

economic growth in these regions. The ToR for this task will outline the scope of work, deliverables, and timeline, ensuring a structured and effective approach to this important undertaking.

Moreover, the study is expected to prepare a provincial investment position paper for gender-equitable, inclusive, green resilient economy programs covering the Decent Work Country Program (DCWP) 2023-2027 and various activities set by the FNCCI and Nepal Government.

2. Project Background

In Nepal, there is a growing need to explore and capitalize on investment opportunities to stimulate economic development, particularly in regions like Karnali and Sudurpashim. The FNCCI recognizes the potential benefits of investments and aims to conduct a comprehensive study to identify opportunities and threats in this area. This study will result in the development of a position paper that will be used in various investment summits and other strategic forums to guide policy and investment decisions.

The position paper will provide insights into the current investment landscape, identify potential sectors for investment, analyze need, possibilities and challenges, and propose strategies to mitigate these risks. The goal is to create a robust framework for investment that can attract both domestic and international investors, promote sustainable development, and contribute to the overall economic growth of Nepal.

ii. DUTIES AND TASKS OF CONSULTANT

The main duties of the consultant are to:

- i. To review and analyze existing literature, policies and programs related to investment opportunities and challenges in Karnali and Sudurpashchim Provinces from gender perspective.
- ii. Conduct a SWOT analysis (Strengths, Weaknesses, Opportunities, and Threats) of the investment landscape of allocated provinces. In this case, FNCCI Provincial Coordinators will provide support to the consultant.
- iii. Identify key sectors with high potential for investment and analyze their specific possibilities, opportunities and threats. This can particularly identify the impact on women dominated sectors and challenges faced.
- iv. Engage with key stakeholders, including investors, provincial government officials, and industry experts, to gather insights and validate findings.
- v. Develop a comprehensive position paper outlining the investment possibilities, opportunities, threats, and recommended strategies for mitigating risks. Also, provide recommendations to increase investments in the context of women led economic units.

- vi. Present the findings and recommendations to FNCCI and other stakeholders in a clear and concise manner.

iii. MAJOR DELIVERABLES

- i. A brief description of the methodology applied for the assigned analysis.
- ii. An outline of the position paper.
- iii. The first draft of the 25-30 pages position paper in English and nepali, including sector-specific chapters and analysis.
- iv. The final version of the position paper incorporating feedback from stakeholders.
- v. A presentation summarizing the key findings and recommendations of the position paper to be delivered at investment summit either in Karnali or in Sudurpashchim.

iv. WORK SCHEDULE

The planned work is for 15 days. The consultant is expected to complete the specified tasks within this timeframe from the date of signing the contract. If the work cannot be completed within the stipulated time, FNCCI may extend the duration upon the consultant's request and with the approval of the relevant authorities, but there will be no change in the consultant's fee for the extended period.

v. PAYMENT MODALITY

1. Consultancy payment is based on assigned tasks. The consultancy fee will be paid in day basis for 15 working days.
2. The detailed payment schedule and conditions will be defined by the Contract to be concluded between FNCCI and the consultant.
3. In addition to the consultancy fee, FNCCI will bear the liability of travel and daily subsistence of the consultant.

vi. REPORTING

1. The consultant will report, in written form, to Mr. Gokarna Raj Awasthi, Director General (fncci.dg@gmail.com) of FNCCI and Mr. Hari Paudel, Assistant Director of FNCCI (hari@fncci.org), on the status and results of the assigned tasks under the given Terms of Reference (ToR).
2. Details on a reporting timeline will be defined by the Contract to be concluded between FNCCI and the Consultant.

vii. REQUIRED SKILLS, EXPERIENCE AND COMPETENCIES OF THE CONSULTANT

- i. Minimum Master's degree or equivalent in economics, business administration, or a related discipline.
- ii. At least five years of relevant working experience in the professional field.
- iii. Publications in relevant fields are a plus.
- iv. Ability to work constructively with different stakeholders in a complex environment and under strictly defined timelines.
- v. Strong and proven research and analytical skills.
- vi. Excellent writing and presentation skills.
- vii. Excellent command of written and spoken English.

viii. APPLICATION

Interested individual (national) with relevant expertise and proficiency in English and Nepali language, are requested to submit their 1) Cover letter explaining why you are the suitable candidate for this assignment and 2) expected fees and 3) CV. Applicants are requested to send the documents to hari@fncci.org no later than 04 August 2024. Applications received after this will not be considered. Please indicate “Application: Develop position paper on investment possibilities, opportunities and challenges of Karnali and Sudhuraschim Provinces in Nepal.