

# TERMS OF REFERENCE (SHORT TERM CONSULTANCY)

## I. General information

<b>Title of the assignment</b>	Feasibility study to enhance the uptake of domestic sector rooftop solar systems in Sri Lanka
<b>Name of the project</b>	Green Policy Dialogue Facility (GPDF)
<b>Country</b>	Sri Lanka
<b>Deadline for submission</b>	27 May 2025 at 17:00 (UTC+2)

## II. Context and justification of the need

### 1) Expertise France

Expertise France (EF) is a public agency and the French inter-ministerial actor in international cooperation. It became a subsidiary of the French Agency for Development Group (AFD Group) in January 2022. As the second largest agency of its kind in Europe, it designs and implements projects that sustainably strengthen public policies in developing and emerging countries on a range of policy issues (e.g. sustainable development, governance, stability, health, education). It operates in key areas of development and contributes alongside its partners to the implementation of the Sustainable Development Goals (SDGs).

For more information, please visit the website: [www.expertisefrance.fr](http://www.expertisefrance.fr)

### 2) European Union Delegation to Sri Lanka and the Maldives

The European Union (EU) Delegation to Sri Lanka and the Maldives is the funding partner of the EU Green Recovery Facility<sup>1</sup>. Cooperation between the EU and Sri Lanka is based on the partners' mutual respect for democratic principles and human rights and covers a number of key areas of cooperation, including; diversification of trade and investment; networking between EU and Sri Lankan business communities; strengthening technical, economic and cultural linkages and providing technical assistance to Sri Lanka to interact more effectively with the EU; supporting Sri Lanka's efforts to improve the living conditions of the poorer sections of the population; green recovery, environmental protection and sustainable management of natural resources.

In the framework of the Global Gateway Initiative launched by the European Commission in 2021, the EU Green Recovery Facility is part of a series of EU funded initiatives to be rolled out between 2021 and 2027 under the Team Europe Initiative (TEI) "Green Recovery", which will mainly focus on green economic recovery and on valuing and protecting Sri Lanka's rich biodiversity.

<sup>1</sup> "EU Green Recovery Facility" is the "brand name" of the Green Policy Dialogue Facility (GPDF) initiative.

For more information, please visit the website: [https://www.eeas.europa.eu/delegations/sri-lanka\\_en?s=238](https://www.eeas.europa.eu/delegations/sri-lanka_en?s=238)

### 3) EU Green Recovery Facility

The EU Green Recovery Facility (The Facility) is a four-year intervention funded by the European Union (EU). It uses the current economic crisis as an opportunity to support Sri Lanka towards a more sustainable growth trajectory. The ultimate goal entails achieving a green (and blue) economy that is circular, carbon neutral, and socially inclusive; which, not only, is more respectful of biodiversity resources and socio-economic/demographic context, but would also provide much needed macroeconomic stability.

In this context, the Facility harnesses policy experiences and knowledge from the EU, along with national and regional ones, to contribute to the green recovery (medium term) and transition (long term) of the Sri Lankan economy and society.

The Facility more specifically supports the mainstreaming of green economy (GE) challenges and objectives in the Sri Lankan policy landscape, as well as the facilitation of bringing GE policy to action by contributing to the following specific objectives:

- **SO1:** Support the development and implementation of inclusive national green, blue and sustainable public policies, with participation of women and men in all their diversity.
- **SO2:** Improve the business and investment climate in view of promoting an inclusive circular economy (both green and blue).
- **SO3:** Increase accessibility and availability to green and sustainable finance.

The primary direct beneficiaries of the Facility are public institutions, particularly the Ministry of Environment and the Ministry of Finance, as well as government institutions focused on SMEs. Other direct beneficiaries include the private sector, financial institutions, and civil society.

### 4) Background and justification

Sri Lanka's energy sector is a pivotal component of its socio-economic landscape, experiencing significant transformations to align with global and national sustainability goals. Over the years, the country has focused increasingly on renewable energy (RE) and energy efficiency (EE) as critical pillars for achieving its climate commitments and reducing reliance on imported fossil fuels. Guided by ambitious targets, including a [70% renewable energy share in electricity generation by 2030 and complete carbon neutrality by 2050](#), Sri Lanka's strategic approach is centred around comprehensive reforms, robust policies, and active involvement from both public and private sector stakeholders. The Facility Steering Committee's decision to explore the challenges of increasing the integration of domestic sector rooftop solar systems to the grid reflects Sri Lanka's commitment to accelerating these clean energy initiatives.

The Sri Lankan energy sector consists primarily of electricity, petroleum, and biomass resources, with electricity being the focal point of ongoing renewable energy advancements. In Sri Lanka's energy sector, biomass and petroleum each contribute around 40-45% to primary energy supply, while electricity accounts for 10-12% of final energy use, with biomass dominating residential energy needs and petroleum primarily serving the transport sector.

The power sector is structured under the [Ministry of Energy \(MoPE\)](#), while the [Ceylon Electricity Board \(CEB\)](#), the key player in electricity generation, transmission, and distribution,

is the dominant entity. However, the CEB faced many challenges such as underperforming electricity distribution by municipal, urban, and town councils. In 1983 [Lanka Electricity Company \(LECO\)](#) a state owned enterprise (SOE) established with the intention of improving operational efficiency in power distribution in Sri Lanka, mainly focusing on specific geographic areas. LECO receives electricity from CEB at 11 kV and distributes in LECO franchise areas along the Western coastal belt. The [Public Utilities Commission of Sri Lanka \(PUCSL\)](#) serves as the regulator, overseeing compliance, efficiency, tariff and consumer protection procedures and standards. Additionally, the [Sri Lanka Sustainable Energy Authority \(SLSEA\)](#) leads efforts in promoting renewable energy and energy efficiency initiatives across various sectors.

Rooftop solar photovoltaic (PV) systems <sup>2</sup>have emerged as a significant component of Sri Lanka's renewable energy portfolio. In 2011, to support PV expansion, Sri Lanka introduced the 'Net Metering' scheme, a policy that enabled electricity customers to connect their own on-site generation system to the utility grid and receive credits on their electricity bills for their own renewable energy generation in excess of their electricity consumption that is exported to the electricity distribution network. Since then, the sector has experienced substantial growth, with the cumulative installed capacity of rooftop solar projects - spanning domestic, commercial, and industrial applications - reaching approximately 1,200 MWp by November 2024. To further encourage the adoption of rooftop solar systems across domestic and commercial establishments, Sri Lanka implemented the following four distinct schemes: [Net Metering, Net Accounting, Net Plus, and Net Plus Plus](#), targeting various consumer segments.

According to the 2023 annual reports of the distribution companies, [CEB](#) and [LECO](#), Sri Lanka has approximately 7.7 million electrical connections, of which around 55,000 are equipped with rooftop solar systems. This represents less than 1% of the total electrical connections. Notably, the majority of domestic rooftop solar installations are concentrated in select sub-distribution regions around Colombo, where penetration rates reach approximately 7% of total connections. In contrast, rooftop solar adoption in remote areas remains markedly low. Despite this, the current level of rooftop solar penetration aligns with the annual targets outlined in Sri Lanka's 2030 agenda, which aims to achieve 70% renewable energy generation. However, the sector faces significant technical and non-technical challenges that must be addressed to sustain growth and realize its full potential.

The following are some of the technical and non-technical challenges identified during initial stakeholder consultations. However, this is not an exhaustive list, and a comprehensive assessment is required to identify all relevant barriers across the country.

Technical challenges:

- Voltage Management Issues: Fluctuations in voltage levels in areas with high solar penetration can adversely impact grid performance.
- Grid Stability: Integrating intermittent solar power into the grid necessitates meticulous planning and management to maintain stability.
- Transformer Capacity: Distribution transformers, particularly in regions with high solar penetration, may lack the capacity to manage reverse power flows resulting from low daytime consumption and high solar generation.

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<sup>2</sup>Rooftop solar photovoltaic systems are grid connected solar PV systems installed on existing roofs of capacities under the different schemes (Net Metering, Net Accounting, Net Plus, and Net Plus Plus) that are currently available in Sri Lanka. The capacity of these systems is in the kW range.

#### Non-technical challenges:

- Limited Public Awareness: Awareness of the benefits of rooftop solar systems and available incentives remains low, especially in non-urban areas.
- Regulatory Gaps in Quality Control: Inadequate regulations governing the quality of solar installations and components can lead to substandard systems, compromising efficiency and longevity.
- Investor Risk: Existing agreements, particularly those related to rooftop leasing, expose investors to undue risks. The absence of tri-party agreements among homeowners, developers, and financial institutions further complicates investment security.
- Inconsistent Service Providers: Some companies involved in the supply and installation of rooftop solar systems have ceased operations, leaving customers unable to access warranty claims and after-sales services.

Lanka Electricity Company Ltd (LECO) has taken proactive measures to address energy storage challenges in its distribution network. As an initial step, in collaboration with the University of Moratuwa (UoM) and with funding from the Asian Development Bank (ADB), LECO has established a pilot microgrid project at UoM. This initiative ensures an uninterrupted power supply for multiple campus buildings while serving as a learning platform for implementing mini-grid projects in other locations.

Additionally, with ADB support, LECO has launched an initiative (currently at the design stage before going for the procurement and installation of the batteries) to design and install a centralized battery storage system at the distribution transformer level, creating a ‘transformer island’ in the [Delkanda](#) consumer area<sup>3</sup>. This area has the highest rooftop solar penetration within LECO’s service regions. The proposed transformer island at the Delkanda area, serves approximately 150 households, including 50 that are already connected to rooftop solar systems. The primary objective of this initiative is to mitigate technical challenges associated with high solar penetration by integrating centralized battery storage at the transformer level. The project aims to stabilize the local grid, enhance reliability, and provide insights for broader replication across LECO and Ceylon Electricity Board (CEB) networks.

Sri Lanka can also draw lessons from European Union and countries like Australia, which have successfully increased rooftop solar adoption through regulatory and technical solutions. Tailoring these strategies to the local context could accelerate Sri Lanka’s transition to renewable energy.

### III. Objectives and desired results

#### 1) General Objective of the Consultancy

To accelerate the sustainable energy transition in Sri Lanka

#### 2) Specific objectives of the Consultancy

To conduct a comprehensive feasibility study to identify and analyse the technical and non-technical barriers limiting the expansion of domestic rooftop solar adoption in Sri Lanka,

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<sup>3</sup> The installation of storage batteries at the transformer level will be done with the assistance of ADB. The present assignment, which is complimentary to the ADB supported initiative, will focus on understanding and making recommendations for sustainable model(s) and options for cost sharing of such transformer island battery storage systems.

including a roadmap of identified funding pathways. The study will further develop practical solutions and a detailed implementation plan to effectively address the most critical challenges identified.

### **Anticipated results**

The consultancy shall have the following two components:

- Component Result 1: Understand technical/non-technical barriers and recommend solutions for critical barriers to increase penetration of domestic sector rooftop solar.
- Component Result 2: Develop market models & equitable tariff methodologies for the sustainability of the proposed Battery storage system at the “Distribution Transformer Islands” by the LECO.

The consultancy is expected to deliver a comprehensive feasibility study report, encompassing but not limited to the following:

#### *Component 1*

- A detailed domestic rooftop solar distribution map illustrating existing projects and potential areas for future expansion.
- Identification and detailed compilation of technical and non-technical barriers:
- As there could be several barriers that need to be cleared together to foster the development and expansion of rooftop solar PV systems, which would be different depending on the consumer profiles identified:
  - Recommendations for combined solutions under different scenarios for consumer and stakeholder type (i.e.; addressing minimum requirements and ambitious requirements, etc.)
  - Estimation of capacity addition achievable through each solution or combination of solutions recommended, supported by insights from countries that have successfully addressed similar challenges.
- A cost-benefit analysis for each proposed solution or combination of solutions
- A list of relevant stakeholders, along with a detailed implementation plan and a responsibility matrix outlining roles and accountability.
- An overview of available funding opportunities, both local and international, to support the implementation of the proposed solutions.

#### *Component 2*

- A list of applicable use cases for the proposed “Distribution Transformer Island” in the Sri Lankan context.
- An analysis of the cost of electricity for charging and discharging within the “Distribution Transformer Island” framework.
- Proposed funding models and the most suitable tariff structure for the Delkanda “Distribution Transformer Island” pilot project.
- Recommended funding models and tariff calculation methodologies for future “Distribution Transformer Island” projects.



#### IV. Description of the assignment

##### 1) Planned activities

The consultancy team will undertake a comprehensive study of the domestic rooftop solar sector in Sri Lanka, engaging with relevant stakeholders and incorporating knowledge and expertise from Europe and other countries that have successfully implemented domestic rooftop solar projects. The consultancy team will achieve the objectives of this assignment through the following activities, organized into 3 distinct phases:

##### Steps of the consultancy

###### Phase 1 – Inception phase (for both Component 1 and Component 2)

- Conduct stakeholder consultations with MoPE, CEB, LECO, PUCSL, SLSEA, Solar Industry Association, ADB & potential funding organizations and other relevant entities.
- Review existing studies, policies, and regulations.
- Develop a detailed work plan and methodology.

###### Phase 2 – Data Collection and Analysis phase

###### Component 1

- Conduct a Baseline Study:
  - Map the existing distribution of rooftop solar installations across the country based on information and data available at CEB and LECO.
  - Identify the different kinds of rooftop solar PV customer and stakeholder groups
  - Identify technical and non-technical barriers according to customer and stakeholder groups hindering the increased penetration of domestic rooftop solar systems through stakeholder consultations, literature survey and other means.
  - Study and analyse solutions implemented in Europe and other countries that have successfully addressed similar challenges.
- Identify Suitable Solutions - propose viable solutions, in particular from the European Union, to overcome the identified barriers.
- Estimate Potential Capacity Addition - assess the potential capacity addition achievable through the implementation of each proposed solution by taking into consideration the “combined solutions under different scenarios, including consumer and stakeholder type” described above.
- Estimate Implementation Costs - evaluate the cost of implementing each proposed solution.
- Conduct Cost-Benefit Analysis - perform a cost-benefit analysis for each solution to determine its feasibility and impact.
- Select/Recommend Optimal Solutions - identify and prioritize the most optimal and impactful solutions that align with the project’s objectives.
- Identify Relevant Stakeholders - determine the key stakeholders responsible for implementing each solution.
- Develop Responsibility Matrix and Implementation Plan - create a detailed responsibility matrix and a comprehensive implementation plan outlining roles, timelines, and accountability.

- Identify Funding Sources - explore and identify available funding sources, both national and international sources suitable for project support.
- Develop Funding Models - design the most appropriate funding model to support the implementation of the proposed solutions.

## Component 2

- Study Project Features:
  - Analyse the features and specifications of the proposed “Distribution Transformer Island” project to be implemented in the Delkanda area.
  - Determine the optimum capacity of the battery storage system for the given transformer and its associated consumer base, considering demand patterns and solar penetration levels.
- Conduct Customer Surveys:
  - Conduct surveys to understand user cases and gather feedback from customers who will be connected to the project with different barriers such as: upfront investment, knowledge of solar PV systems, trust in suppliers, etc.
  - Survey should also include potential consumers with a breakdown of barriers per consumer type.
  - Identify the potential capacity addition by evaluating consumers on the waiting list for rooftop solar system installations.
- Estimate Energy Costs:
  - Estimate the potential costs associated with the capital investment, operations/maintenance, replacement, charging and discharging energy, and etc. within the “Distribution Transformer Island” framework.
  - Propose a suitable tariff model to share the cost
- Identify Funding Sources - explore and identify available funding sources, both local and international, to support the replication of the project.
- Assess Legal and Regulatory Requirements - identify the legal and regulatory requirements, as well as necessary changes, to facilitate the implementation of the proposed tariff model.
- Develop Replication Guidelines - outline key dos and don'ts for replicating the “Distribution Transformer Island” model in other locations to ensure technical, economic, and regulatory feasibility.

## Phase 3 – Delivery phase (for both Component 1 and Component 2)

- Prepare comprehensive reports (study report for component 1 and feasibility study report for component 2) detailing findings on technical and non-technical barriers, proposed solutions and funding options.
- Organize a validation workshop with relevant stakeholders to review, discuss, and validate the findings and recommendations outlined in the reports.
- Where feasible, obtain initial consent or commitments from identified funding sources to support the implementation of the proposed project.
- Conduct a dissemination workshop for a wider stakeholder group including policy makers and potential investors to present the validated findings and recommendations.

## 2) Anticipated deliverables

Phase	Deliverable	Objectives and expected results of the deliverable	Expected Submission Date
Phase 1	<b>Deliverable 1 -</b> Inception Report	<u>Component 1 and 2</u> Update of the methodology and work plan, outlining the initial feedback from stakeholders.	T0* + 03 weeks
Phase 2	<b>Deliverable 2 -</b> Baseline study report	<u>Component 1:</u> A domestic rooftop solar distribution map, identified technical and non-technical barriers, and proposed solutions. <u>Component 2:</u> Detailing customer survey results, existing legal and regulatory frameworks, and proposed changes required for implementation.	T0 + 19 weeks
Phase 2	<b>Deliverable 3 -</b> Report on optimum solutions	<u>Component 1:</u> Outlining the most viable solutions, including potential capacity addition from each solution, cost-benefit analysis, and a list of relevant stakeholders. <u>Component 2:</u> Report on project costing and tariff structure: including the capital investment, cost of charging and discharging, costs for additional equipment (if required), cost-benefit analysis, funding requirements, and a list of stakeholders.	T0 + 25 weeks
Phase 2	<b>Deliverable 4 -</b> Report on funding mechanism	<u>Component 1 and 2</u> identified funding sources, summarizing stakeholder meetings with funding agencies, proposing an optimal funding mechanism, and including risk assessments and a risk matrix.	T0 + 30 weeks
Phase 3	<b>Deliverable 5 -</b> Draft Feasibility Report	<u>Component 1 and 2</u> A comprehensive document integrating all assessments, findings, and recommendations.	T0 + 35 weeks
Phase 3	<b>Deliverable 6 -</b> Validation	Stakeholders attended and the outcome of the validation workshop	T0 + 41 weeks



	workshop report		
<b>Phase 3</b>	<b>Deliverable 7 -</b> Dissemination workshop report	Stakeholders attended and the outcome of the dissemination workshop	T0 + 45 week
<b>Phase 3</b>	<b>Deliverable 8 -</b> Final Report for Component 1	A finalized document incorporating feedback from the validation workshop for component 1.	T0 + 48 weeks
<b>Phase 3</b>	<b>Deliverable 9 -</b> Final Report for Component 2	A finalized document incorporating feedback from the validation workshop and presenting the conclusive feasibility study for component 2.	T0 + 48 weeks

\* T0 = Contract award date

#### 4) Monitoring and Evaluation (M&E) of the Consultancy Assignment

The Consultancy Team should report the assignment progress in a timely manner by aligning the planned activities with the M&E standards outlined in the M&E plan of the Facility, which will be shared with the Consultancy Team at the beginning of the consultancy. As part of the analysis phase, adjustments to the methodology or subsequent activities will have to be made as needed, with documentation of changes for M&E purposes. The methodology should therefore specify data sources, data collection and analysis along with methods and tools used, reporting, quality control and assurance procedures, etc.

#### 5) Coordination

The Consultancy Team (service provider) shall designate a single contact person for project administrative purposes. Mr Etienne Baudon of the Sustainable Development Department (e-mail: [etienne.baudon@expertisefrance.fr](mailto:etienne.baudon@expertisefrance.fr)) will be the service provider's sole contact person for Expertise France.

The Consultancy Team will work under the supervision of the Project Team of the Facility, based in Colombo, and in close collaboration with Expertise France headquarters from preparation for the consultancy and missions right up to its completion. Furthermore, regular exchanges must take place with the Project Manager on assignment progress and any difficulties that may be encountered.

A launch meeting shall be held 2 days after the contract award has been notified.

## V. PLACE, DURATION AND INDICATIVE SCHEDULE

1. **Estimated start date:** 15 July 2025
2. **Estimated end date:** 16 June 2026
3. **Effective duration:** Approx 11 months
4. **Location:** The consultancy will take place remotely as well as through missions in Sri Lanka.

## VI. REQUIRED EXPERTISE AND PROFILES

These terms of reference define the ***minimum required profiles***. If deemed necessary, a list of additional experts, comparable to the profiles presented below with justification for their expected contributions can be proposed. The Service Provider must also provide a declaration of the availability of such specialists and/or suitable subject matter expert/s for the required roles. Three reference contacts must be communicated for each profile submitted and Expertise France reserves the right to organise an interview with the Team Leader and/or the designated team, prior to the award of the contract as part of the evaluation process.

The Service Provider may decide on the number of team members to be deployed to fulfil the five (5) required profiles. In the technical offer, it must be clearly stated which profile(s) the individual team member satisfies out of the five (5) required profiles. In the event all positions are filled by an international expert/s, it is essential to have a national expert in the team to act as the national counterpart.

### Team Leader

The Team Leader will be the main contact person for Expertise France for the execution of this task. In particular, the Team Leader will have to plan and direct the activities and work of the team according to the identified needs. The Team Leader will be held responsible for the quality of all deliverables and on time submissions.

The Team Leader should have the following set of qualifications, competencies, skills and experience:

#### ***(International Profile) Team Leader cum Renewable Energy Expert***

##### *Educational Qualifications:*

- Master's degree in the field of renewable energy/electrical engineering

Any other profile in line with the consultancy to be performed can also be considered.

##### *Professional Experience:*

- A minimum of 10 years of experience in renewable energy
- A minimum of 6 years of proven experience in managing a Consultancy Team of similar size to this present assignment (information regarding the teams managed – composition, size, etc. - is expected to be clearly specified in the CV).
- Experience in integration of rooftop solar in distribution networks
- Professional experience in European Union based solar expansion projects would be a strong asset
- Professional experience in Sri Lanka or in the region in a similar assignment will be considered as an asset

##### *Professional Skills:*

- Excellent listening, synthesis and communication skills
- Rigour and ability to write in a clear, precise and concise manner
- Perfect oral and written command of English

### ***(International Profile) Domestic Rooftop Solar Energy Expert***

The Domestic Rooftop Solar Energy Expert should have very sound knowledge and experience in domestic solar energy integration, tariff structuring and expansion. They will work under the supervision of the Team Leader. He/she will ensure overall technical expertise for the assignment, he/she shall work closely on the technical aspects of the assignment. The expert will have sound understand legal/regulatory frameworks of Sri Lanka electricity sector and legal frameworks of Europe and other countries which have successfully implemented domestic sector solar integration.

#### ***Educational Qualifications:***

- Master's degree in the field of renewable energy/electrical engineering

Any other profile in line with the consultancy to be performed can also be considered.

#### ***Professional Experience:***

- A minimum of 6 years of experience in integration of rooftop solar in distribution networks.
- A minimum of 3 years of experience in battery storage (distribution level) for renewable energy projects
- Experience in electricity tariff/regulatory matters
- Professional experience in European Union based Solar expansion projects will be a strong asset
- Professional experience in Sri Lanka or in the region in a similar assignment will be considered as an asset

#### ***Professional Skills:***

- Excellent listening, synthesis and communication skills
- Rigour and ability to write in a clear, precise and concise manner
- Perfect oral and written command of English.

### ***(National Profile) – National Energy Expert cum National Coordinator***

The national expert should have very sound knowledge and experience on renewable energy sector and will work under the supervision of the Team Leader. She/he will ensure coordination of stakeholders and collection of data/information and data analysis.

#### ***Educational Qualifications:***

- Master's degree or equivalent in the field of renewable energy/electrical engineering.

Any other profile in line with the consultancy to be performed can also be considered.

#### ***Professional Experience:***

- A minimum of 10 years of experience in design of renewable energy/distribution systems.
- A minimum of 5 years of experience in Sri Lankan state, non-state sectors (institutions and individuals) and international development partners involved in energy sector.
- Proven experience in renewable energy/distribution systems project management.
- Knowledge on legal/regulatory of distribution system/distribution code would be an asset.

*Professional Skills:*

- Very good knowledge of renewable energy integration to distribution system
- Excellent listening, synthesis and communication skills.
- Very good analytical, oral and written command of English.

***(International Profile) – Legal Expert***

The expert should have a very sound knowledge and experience on legal frameworks electricity sector particularly in renewable energy integration and will work under the supervision of the Team Leader. He/she will ensure overall legal expertise for the assignment, he/she shall coordinate with stakeholders and understand legal/regulatory frameworks of Sri Lanka electricity sector and legal frameworks of Europe and other countries which had implemented successful domestic sector solar integration.

*Educational Qualification:*

- A Bachelor's degree in Law / LLB / Energy Policy
- A Master's degree in Law / LLM / Energy Policy or related field would be an asset

Any other profile in line with the task to be performed under this consultancy can also be considered.

*Professional Experience:*

- A minimum of 5 years of experience within the last 8 years in energy and utilities regulatory field.
- A minimum of 5 years of experience in Solar energy distribution and regulatory field.
- Professional experience in Sri Lanka or in the region in a similar assignment will be considered as an asset

*Professional Skills:*

- Good knowledge on consumer protection will be considered a strong asset
- Excellent listening, synthesis and communication skills
- Very good analytical, oral and written command of English

***(International Profile) – Financial Expert***

The expert should have a very sound knowledge on project finance and experience in securing green / sustainable project financing. The expert should have a very sound knowledge and experience on financial modelling/tariff calculation in electricity sector particularly in renewable energy integration and will work under the supervision of the Team Leader. He/she will ensure overall financial expertise for the assignment, he/she shall coordinate with stakeholders and understand costing tariff structures of Sri Lanka electricity sector and different financial models of Europe and other countries which had implemented successful domestic sector solar integration.

*Educational Qualifications:*

- Undergraduate degree in Finance, Economics or related field
- A Master's degree in Finance, Economics or related field would be an asset

Any other profile in line with the task to be performed under this consultancy can also be considered.

*Professional experience:*

- A minimum of 8 years of experience in financial analysis and project finance
- A minimum of 5 years of experience in finance modelling in electricity sector/tariff modelling.
- A minimum of 4 years of experience working with European funding partners and mechanisms, including European development banks.
- Proven experience in financial modelling and structuring actual projects
- Professional experience in Sri Lanka or in the region in a similar assignment will be considered as an asset

*Professional Skills:*

- Good knowledge on consumer protection will be considered a strong asset
- Excellent listening, synthesis and communication skills
- Very good analytical, oral and written command of English

**Cross-cutting expertise**

Cross cutting expertise includes expertise such as: Quality control and assurance (QC & QA), Gender and social inclusion, Consumer survey design and administration, etc. but also potential technical expertise for which a specific consultancy team member is not identified. This should be explicitly mentioned in the profiles if fulfilled within the minimum required profiles of the team. Consultants may wish to suggest additional experts if deemed necessary to cover the cross cutting expertise needed.

Quality Control & Quality Assurance (QC & QA)

The consultancy team must possess expertise within the team in quality control and quality assurance to ensure all deliverables comply with the QC & QA framework outlined in the methodology and approach of the technical proposal. However, the ultimate responsibility for these processes resides with the team leader.

Gender

The designated team should also **demonstrate experience in Gender mainstreaming**.<sup>4</sup>

The consultancy team is encouraged to incorporate gender considerations into both the technical and methodological approaches. Depending on the scope of technical assistance, it is recommended to review existing documentation on challenges related to implementing IGE with a gender impact. Suggested activities might include strategies to disseminate current gender commitments within IGE-related policies and the use of gender-disaggregated data to ensure comprehensive integration of gender perspectives. Methodologically, the team should propose dissemination, advocacy, and communication activities, such as workshops, that highlight the benefits of integrating environmental, climate, and gender considerations into IGE initiatives, with attention to gender-balanced participant representation. These activities should target organizations and institutions involved in gender equality and IGE-related

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<sup>4</sup> In alignment with the OECD-DAC gender equality policy marker, the EU Green Recovery Facility is classified as DAC 1. It adheres to the minimum recommended criteria, which entail conducting a thorough gender analysis as an integral part of the interventions. Gender equality is established as a significant objective within the initiative. Moreover, data and indicators are systematically disaggregated by sex where applicable, underscoring a commitment to monitor and report on the attained gender equality results during the Facility's evaluation phase. Following these requirements, it is expected that all members of the Consultancy Team have a general understanding of gender-related issues while one member having proven experience and knowledge (e.g., through publications, reports from similar missions, etc.) in gender issues within the context of inclusive green transitions.



issues, including, but not limited to, gender focal points in ministries, women's rights groups, and women's business associations.

#### Consumer Survey

The consultancy team should have the expertise to design and administer a consumer survey to gather feedback and identify the barriers. The technical offer should specify how the survey's effectiveness in capturing accurate and actionable insights will be ensured.

#### ***Additional experts<sup>5</sup>***

The consultancy team may also propose any additional experts required for the successful completion of the assignment with. The justification for deploying other experts and their expected level of efforts backed by their resumes should be submitted along with the resume of the team leader and the sustainable energy expert/s.

### **VII. Visibility**

During the implementation of all activities, the Consultancy Team will have to ensure that the visibility of Expertise France, the European Union and the EU Green Recovery Facility is maximised. All deliverables, as well as events organised, must be in line with the Facility's visibility guidelines and based on the Facility's templates.

### **VIII. Application modalities**

**Form of contract:** Service contract

**Submission deadline:** 27 May 2025 at 23:59 (UTC+2)

**Bid composition:**

- A technical offer, including:
  - Short note of understanding of the context and issues (2 pages maximum; font : Calibri ; font size : 11 ; line spacing : 1.15 ; margins : 2 cm);
  - Methodology (8 pages maximum; font: Calibri; font size: 11; line spacing: 1.15; margins: 2 cm);
  - Detailed résumés<sup>6</sup> including 3 non-related referees preferably from immediate superiors of previous work places for the past 5 years (5 pages maximum each);
  - Organisational chart with the roles and responsibilities of the consultant team members
  - Quality assurance procedures for deliverables;

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<sup>5</sup> The service provider may decide to deploy experts as relevant and needed for the assignment

<sup>6</sup> The justification for deploying other experts and their expected level of efforts backed by their resumes should be submitted along with the resume of the Team Leader and other defined profiles. The Expertise France may interview the Team Leaders of the short-listed Consultancy Teams.

- Work plan and workflow;
- A financial offer including the mission(s) in Sri Lanka and all necessary costs (based on the budget template provided);
- Incomplete bids will not be considered.