

**Request for proposal: Placement agent fundraising services**  
**Submission deadline: 17h00 CET on 30<sup>th</sup> August 2024**

## **Introduction**

VAI Capital (VAI) is an investment firm specialised in e-mobility based in Switzerland and with a presence in Kenya, Rwanda, Ghana and Zambia. VAI is supported by the International Climate Finance Accelerator program, Luxembourg. Our mission is to be the market leader for investment in sustainable transport and renewable energy with solutions that create better outcomes for people and planet.

VAI has worked in the Africa e-mobility sector for the last four years, including completing pilot investments, research projects and screening more than 200 e-mobility businesses. During the last four years VAI has obtained technical and financial support from the ICFA, and funding from Energy Catalyst, Innovate UK, REPIC (Swiss Government) and the Shakti Foundation.

The Mobility Credit Fund (MCF) is Africa's first fund dedicated to e-mobility. MCF is a USD debt fund providing businesses with growth capital to address the funding gap faced by the fast-growing Africa e-mobility industry. MCF has comprehensive ESG, gender and impact reporting. VAI is working with Symbiotics to launch the MCF investment vehicle.

VAI seeks to raise USD 70m for MCF with a first close target of USD 30m secured in Q1/2 2025. An anchor commitment has been secured and VAI is looking to raise funding from foundations, family offices, fund of funds and smaller institutional investors, and seeks placement agent services to support its asset raising efforts.

## **Scope of services**

VAI Capital seeks proposals for placement agent services for MCF focusing on:

1. Introductions to investors who have an interest in the strategy and ability to deploy within the specified time scale
2. Support for the investor process as required to achieve a commitment

The services should start as soon as possible and are expected to run for six months, with an option to extend the contract and the right to terminate with one month notice. VAI may appoint more than one service provider.

All investor materials have been prepared by VAI including but not limited to: Teaser, Investor Presentation, Data Room for Investors to conduct due diligence

## **Proposal submission**

Please provide a proposal that includes the following components:

1. A brief summary of the firm (including names and bios of the people who will work on the assignment)
2. Details of the relevant experience with fundraising efforts with similar investment strategies or a similar target investor base
3. A workplan with a timeline for completing the work.
4. A fee proposal. Proposals entirely or mostly weighted towards a success-based fee structure will be preferred.

Respondents will be invited for an on-line interview to ensure alignment of goals and to assess the ability of the teams to work together.

Interested service providers should submit their proposal in writing to [john@vai.capital](mailto:john@vai.capital) and [ben@vai.capital](mailto:ben@vai.capital), copying [info@icfa.lu](mailto:info@icfa.lu), by 17h00 CET on 30<sup>th</sup> August 2024. Any queries should be addressed in writing to [john@vai.capital](mailto:john@vai.capital) and [ben@vai.capital](mailto:ben@vai.capital).