

Terms of reference (ToR) for the procurement of services below the EU threshold

CONFIDENTIAL

Strategic Opportunity Assessment of Regional Lithium Value Chains to Support the Development of South Africa's Battery and Battery Materials Industry	Project number/ cost centre: G-018088-001
	Tender number 10045976

0.	List of abbreviations	2
1.	Context.....	3
2.	Tasks to be performed by the contractor	3
3.	Concept.....	6
	Technical-methodological concept	6
	Project management of the contractor (1.6)	6
	Further requirements (1.7).....	6
4.	Personnel concept.....	7
	Team leader.....	7
	Key expert 1	7
5.	Costing requirements	8
	Workshops, events and trainings.....	10
6.	Inputs of GIZ or other actors.....	10
7.	Requirements on the format of the tender	10
8.	Option	10
	Requirements on the format of the tender for the option.....	11
9.	Outsourced processing of personal data	11
10.	Annexes	11

0. List of abbreviations

AG	Commissioning party
AN	Contractor
AVB	General Terms and Conditions of Contract for supplying services and work
FK	Expert
FKT	Expert days
KZFK	Short-term expert
ToRs	Terms of reference

1. Context

The global transition towards electric mobility, renewable energy systems and battery energy storage is driving rapidly increasing demand for lithium and other critical battery minerals. Southern Africa possesses significant lithium resources, particularly in Zimbabwe and Namibia, while exploration activities continue across several other countries. However, much of the region's lithium is currently exported with limited local value addition, resulting in missed opportunities for industrial development and regional economic integration. Although South Africa has limited domestic lithium resources, it possesses several comparative advantages that could enable it to play a strategic role in regional battery materials value chains. These include established chemical processing capabilities, advanced industrial infrastructure, strong logistics networks, engineering expertise, research institutions and a policy commitment to mineral beneficiation and green industrialisation. Developing regional lithium value chains could enable southern Africa (understood to refer to countries south of the Sahara or the SADC constellation) to capture greater value from its mineral resources while supporting industrialisation, investment attraction and the development of South Africa's battery and battery materials industry.

This study forms part of broader efforts to support the establishment of a competitive battery and battery materials industry in South Africa. The study is intended as a strategic opportunity assessment that will provide an evidence base for future policy development and identify priority areas for more detailed technical and commercial investigations.

The purpose of the study is to assess regional lithium value chain opportunities and evaluate South Africa's potential role as a regional lithium refining hub in support of the country's battery and battery materials industry. The study should identify opportunities, constraints and enabling conditions for regional beneficiation and provide practical recommendations to inform policy, investment promotion and future feasibility studies. The study is intended to answer the following overarching question:

Is there sufficient strategic, commercial and industrial justification for South Africa to pursue the development of regional lithium refining capacity, and what actions would be required to realise this opportunity?

2. Tasks to be performed by the contractor

The study should provide:

- an overview of regional lithium supply opportunities;
- an assessment of South Africa's comparative advantages for lithium refining;
- identification of opportunities and constraints for developing regional lithium value chains;
- practical policy and investment recommendations; and
- a prioritised roadmap identifying short-, medium- and longer-term actions, including recommendations for future pre-feasibility studies where appropriate.

Objective 1: Assess Regional Lithium Supply

- Map known lithium resources, operating mines and advanced projects in Southern Africa distinguishing projects according to their stage of development,
- Identify the principal lithium minerals, concentrates and intermediate products that could potentially be supplied to South Africa.
- Identify potential feedstock sources for regional beneficiation.

- Assess logistics corridors connecting resource-rich countries to South Africa.
- Identify key constraints and uncertainties affecting South Africa's ability to access regional lithium feedstock.

Objective 2: Assess Market Opportunities

- Review global and regional lithium demand trends.
- Identify major lithium refining locations and market developments.
- Assess opportunities for Southern Africa to participate in higher-value battery material supply chains.

Objective 3: Assess South Africa's Competitive Position

Evaluate South Africa's comparative advantages and constraints for lithium refining, including:

- industrial infrastructure;
- chemical processing capability;
- transport and logistics;
- utilities;
- skills and research capability;
- testing capabilities;
- investment climate.

Objective 4: Identify Key Enablers and Constraints

Assess:

- policy and regulatory issues;
- infrastructure gaps;
- investment requirements (at a high level);
- institutional arrangements;
- strategic partnerships required to support regional beneficiation.

Objective 5: Develop Strategic Recommendations

Provide practical recommendations on:

- South Africa's potential role within regional lithium value chains;
- priority policy interventions;
- opportunities for investment promotion;
- priority areas requiring more detailed pre-feasibility or feasibility studies;
- how South Africa could promote regional joint ventures with lithium-producing countries.

The consultant shall review and build upon relevant national, regional and international studies on battery value chains, critical minerals and mineral beneficiation. These include, but are not limited to, the World Bank's *Battery Storage Market and Value Chain Assessment in South Africa*, the African Development Bank's *Lithium-Cobalt Value Chain Analysis for Mineral-Based Industrialization in Africa*, and other relevant studies on regional industrialisation and critical minerals. The consultant should identify knowledge gaps and ensure that the proposed work complements, rather than duplicates, existing research.

The consultant shall provide the following:

1. Inception report outlining the methodology, work plan and project management approach.
2. Regional lithium supply and market assessment report.
3. South Africa opportunity assessment report.
4. Final report incorporating GIZ's comments.

5. PowerPoint presentation summarising findings, using the H2.SA II/BVC format.

Note that all reports and the presentation should be provided in Word or PowerPoint format, not PDF.

Milestones/partial works	Deadline/place/person responsible	Criteria for acceptance
Inception Report outlining the methodology, work plan and project management approach.	2 weeks after signing of the contract. Submitted electronically to GIZ in Pretoria by the service provider.	Demonstrates a clear understanding of the assignment; includes a detailed methodology, work plan, project schedule, stakeholder engagement approach, risk management measures, and quality assurance process. The report is approved by GIZ.
Regional Lithium Supply and Market Assessment report.	TBA. Submitted electronically to GIZ in Pretoria by the service provider.	Supply potential and market trends. Includes analysis of regional feedstock availability, logistics corridors, global market developments and key opportunities and constraints. The report addresses the agreed scope and is approved by GIZ.
South Africa Opportunity Assessment report.	TBA. Submitted electronically to GIZ in Pretoria by the service provider.	Provides a comprehensive assessment of South Africa's potential role as a regional lithium refining hub, including industrial capabilities, infrastructure, policy environment, competitiveness, opportunities, constraints and preliminary recommendations. The report addresses the agreed scope and is approved by GIZ.
Final report and PowerPoint presentation summarising findings and recommendations.	TBA. Submitted electronically to GIZ in Pretoria by the service provider.	Final report incorporates GIZ's comments and provides clear, evidence-based findings, conclusions and practical recommendations. The report includes an executive summary, implementation roadmap and supporting references. A professional presentation summarising the key findings and recommendations is delivered. The final deliverables are approved by GIZ.

Period of assignment: from 23 November 2026 until 30 April 2027.

3. Concept

In the tender, the tenderer is required to show *how* the objectives defined in Chapter 2 (Tasks to be performed) are to be achieved, if applicable under consideration of further method-related requirements (technical-methodological concept). In addition, the tenderer must describe the project management system for service provision.

Note: The numbers in parentheses correspond to the lines of the technical assessment grid.

Technical-methodological concept

Strategy (1.1): The tenderer is required to consider the tasks to be performed with reference to the objectives of the services put out to tender (see Chapter 1 Context) (1.1.1). Following this, the tenderer presents and justifies the explicit strategy with which it intends to provide the services for which it is responsible (see Chapter 2 Tasks to be performed) (1.1.2).

The tenderer is required to present the actors relevant for the services for which it is responsible and describe the **cooperation (1.2)** with them.

The tenderer is required to present and explain its approach to **steering** the measures with the project partners (1.3.1) and its contribution to the **results-based monitoring system** (1.3.2).

The tenderer is required to describe the key **processes** for the services for which it is responsible and create an **operational plan** or schedule (1.4.1) that describes how the services according to Chapter 2 (Tasks to be performed by the contractor) are to be provided. In particular, the tenderer is required to describe the necessary work steps and, if applicable, take account of the milestones and **contributions** of other actors (partner contributions) in accordance with Chapter 2 (Tasks to be performed) (1.4.2).

The tenderer is required to describe its contribution to knowledge management for the partner (1.5.1) and GIZ and to promote scaling-up effects (1.5.2) under **learning and innovation**.

Project management of the contractor (1.6)

The tenderer is required to explain its approach for coordination with the GIZ project. In particular, the project management requirements specified in Chapter 2 (Tasks to be performed by the contractor) must be explained in detail.

The tenderer should agree to participate in virtual bi-weekly (every two weeks) progress meetings. The progress meetings should be used to update GIZ on progress and raise potential challenges.

Further requirements (1.7)

N/A

4. Personnel concept

The tenderer is required to provide personnel who are suited to filling the positions described, on the basis of their CVs (see Chapter 7), the range of tasks involved and the required qualifications.

The consulting team should collectively demonstrate expertise in:

- critical minerals and mining;
- battery materials and mineral beneficiation;
- industrial economics and value chain analysis;
- chemical processing and metallurgy (at a strategic level);
- trade, investment and industrial policy; and
- stakeholder engagement within the Southern African mining and manufacturing sectors.

The below specified qualifications represent the requirements to reach the maximum number of points in the technical assessment.

Team leader

Tasks of the team leader

- Overall responsibility for the advisory packages of the contractor (quality and deadlines)
- Coordinating and ensuring communication with GIZ, partners and others involved in the project
- Regular reporting in accordance with deadlines
- Research, data collection, technical input, analysis and reporting.

Qualifications of the team leader

- Education/training (2.1.1): University degree (German 'Diplom'/Master) in economics, or engineering, or mining engineering or geology.
- Language (2.1.2): C2-level language proficiency in English.
- General professional experience (2.1.3): 10 years of professional experience in the mining, or the geological sector.
- Specific professional experience (2.1.4): 8 years in mineral resource assessment.
- Leadership/management experience (2.1.5): 5 years of management/leadership experience as project team leader or manager in a company.
- Regional experience (2.1.6): 8 years of experience in projects in southern Africa (region), of which 2 years in projects in South Africa (country).
- Development cooperation (DC) experience (2.1.7): N/A years of experience in DC projects.
- Other (2.1.8): Demonstrable experience in mineral resource assessments and mineral processing capacity assessments.

Key expert 1

Tasks of key expert 1

- Research, data collection
- Data assessment
- Data analysis

- Report preparation.

Qualifications of key expert 1

- Education/training (2.2.1): First degree in engineering, or environmental science, or economics, or mining engineering, or geology.
- Language (2.2.2): C2 -level language proficiency in English.
- General professional experience (2.2.3): 5 years in mining or related sectors.
- Specific professional experience (2.2.4): 5 years in mining and/or mineral related research, or resource assessment.
- Leadership/management experience (2.2.5): N/A
- Regional experience (2.2.6): 3 years in southern Africa (including South Africa)
- Development Cooperation (DC) experience (2.2.7): N/A
- Other (2.2.8): Demonstrable experience in mineral resource assessments and mineral processing capacity assessments.

Soft skills of team members

In addition to their specialist qualifications, the following qualifications are required of team members:

- Team skills
- Initiative
- Communication skills
- Socio-cultural skills
- Efficient, partner- and client-focused working methods
- Interdisciplinary thinking

5. Costing requirements

The following basic calculations for the contract for works are a reference value based on the acceptance criteria for each partial work/milestone specified in Chapter 2 (Tasks to be performed by the contractor).

Since the contract to be concluded is a contract for works, we would ask you to offer your services at a lump sum price.

In addition, the assessment of the financial bid is also based on the underlying daily rate. Please also provide the underlying daily rate. A breakdown of days is not required.

Milestones/partial works	Estimated expert days for orientation	Deadline/place/person responsible
Regional Lithium Supply and Market Assessment report.	18	9 October 2026. Submitted electronically to GIZ in Pretoria by the service provider.
South Africa Opportunity Assessment report.	18	23 October 2026. Submitted electronically to GIZ in Pretoria by the service provider.

Final report and presentation	4	13 November 2026. Submitted electronically to GIZ in Pretoria by the service provider.
Project management, admin and internal reporting	3	31 November 2026. Throughout, service provider.

Specification of inputs

Fee days	Number of experts	Number of days per expert	Total	Comments
Team Leader	1	18	18	
Key Expert 1	1	25	25	
Travel expenses	Quantity	Number per expert	Total	Comments
Per-diem allowance in country of assignment	2 local trips and 1 regional trip	4 days local and 3 days regional per expert	8 days local and 6 days regional	
Overnight allowance in country of assignment	2 local trips and 1 regional trip	4 nights local accommodation and 3 nights regional accommodation per expert	8 nights local and 6 nights regional	
Transport	Quantity	Number per expert	Total	Comments
Local flights in South Africa and regional flights in southern Africa	2 local and 1 regional flights	2	(6) 4 Local Flights 2 Regional Flights	

Compensation of CO2 emissions	2 local and 1 regional flights	2	(6) 4 Local Flights 2 Regional Flights	Budget for settling carbon offsets should be included and will be paid against evidence.
Travelling Expenses	1	1	1	A fixed amount of ZAR 1,000.00 is provided to cover transportation costs. This includes, mileage, e-hailing and taxis.

Workshops, events and trainings

N/A

6. Inputs of GIZ or other actors

- N/A

7. Requirements on the format of the tender

The structure of the tender must correspond to the structure of the ToR. In particular, the detailed structure of the concept (Chapter 3) should be organised in accordance with the positively weighted criteria in the assessment grid (not with zero). The tender must be legible (font size 11 or larger) and clearly formulated. It must be drawn up in English.

The complete tender must not exceed 10 pages (excluding CVs). If one of the maximum page lengths is exceeded, the content appearing after the cut-off point will not be included in the assessment. External content (e.g. links to websites) will also not be considered.

The CVs of the personnel proposed in accordance with Chapter 4 of the ToRs must be submitted using the format specified in the terms and conditions for application. The CVs shall not exceed 4 pages each. They must clearly show the position and job the proposed person held in the reference project and for how long. The CVs can also be submitted in English.

As the contract to be concluded is a contract for works, please offer a fixed lump sum price that covers all relevant costs (fees, travel expenses etc.). The price bid will be evaluated on the basis of the specified lump sum price. In addition, please also provide the underlying daily rate. A breakdown of days is not required.

8. Option

N/A

Requirements on the format of the tender for the option

Please complete both spreadsheets in the price schedule, i.e. one for the main service and one for the optional service.

9. Outsourced processing of personal data

N/A

10. Annexes

N/A