FAMILY BANK LIMITED

REQUEST FOR EXPRESSIONS OF INTEREST (CONSULTING SERVICES)

AHGC/ DEPARTMENT

Financing Agreement reference: GRANT NO: G-KE- H00-ZZZ-010: ML-0086

Family Bank Limited has received financing from the African Development Bank towards the cost of the Project 'Increase Access to Trade Finance for Women-Led and Owned SMEs (WSMEs) in Kenya' initiative and intends to apply part of the agreed amount for this grant to payments under the contract for the below categories;

1. Enhance the "Queen Banking" Customer Value Proposition (CVP) for WSMEs in Trade Finance REF: 2026/08/14 FBL- 1

This component will undertake a gender diagnostic assessment of the financial and non-financial trade finance offerings under the "Queen Banking" CVP to identify if the needs faced by WSMEs in accessing trade finance in Kenya are being met in the offerings extended by Family Bank Ltd. The component will in addition deliver targeted interventions to strengthen WSME bankability and improve their understanding of trade finance products while simultaneously refining Family Bank's Queen Banking CVP to better serve this market segment. Implementation period for this project will be within 6 months from date of onboarding.

2. Gender Sensitive Capacity Building to FBL Trade Finance Officers REF: 2026/08/14 FBL- 2

This component will focus on strengthening Family Bank's institutional capacity to effectively design, market, and deliver trade finance solutions to WSMEs in trade through equipping our staff with knowledge and tools to provide financial and non-financial services to address the needs of WSMEs in trade finance. Implementation period for this project will be within 6 months from date of consultant onboarding. The Technical Assistance will be deployed to support the following activities:

- Design and deliver comprehensive training program for Family Banks' credit, loan, and relationship officers covering trade finance products, WSME business models, value chain dynamics and gender considerations in trade.
- Conduct specialized workshops on gender-sensitive risk assessment, addressing unconscious bias, challenging stereotypes about women entrepreneurs, and alternative collateral evaluation for WSMEs.
- Develop comprehensive Gender-Sensitive Engagement Guidelines for serving WSME trade finance customers.
- Training on African Continental Free Trade Area (AfCFTA) opportunities, regional trade agreements (East African Committee (EAC), Common Market for Eastern and Southern Africa (COMESA)), and how to guide WSMEs in leveraging cross-border trade opportunities to key staff in trade.
- Conduct training-of-trainers sessions to ensure sustainability and ongoing capacity development within Family Bank, beyond the project period.
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3. Strengthen Monitoring and Evaluation (M&E) Reporting for Improved Gender Outcomes REF: 2026/08/14 FBL- 3

This component will support Family Bank to enhance its ability to capture and report gender-related data, improving gender accountability, and supporting the sustainability of the Queen Banking CVP. Implementation period for this project will be within 6 months from date of consultant onboarding. This component will support the following activities and outputs:

- Conduct a review of Family Bank's existing Management Information Systems (MIS) capabilities and identify gaps in capturing gender-disaggregated trade finance data against the 30% carve-out target and other key indicators.
- Develop standardized data collection forms, templates, and protocols aligned with We-Fi indicator requirements and Family Bank's key indicators.
- Train Family Bank's IT staff, trade finance officers, branch managers, and data focal persons on MIS data collection, entry, validation, quality assurance, and reporting protocols.
- Conduct a baseline survey to establish starting point for key performance indicators including number of WSMEs accessing trade finance, loan volumes, business characteristics, employment levels, and revenue figures.

Family Bank Limited now invites eligible consultants to indicate their interest in providing these services. Interested consultants must provide information indicating that they are qualified to perform the services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). Consultants may constitute joint-ventures to enhance their chances of qualification.

Eligibility criteria, establishment of the short-list and the selection procedure shall be in accordance with the African Development Bank's ***"Rules and Procedures for the use of Consultants"*** (2015), which is available on the Bank's website at **http://www.afdb.org.**

Expressions of interest must be electronically sent to this E-mail: tenders@familybank.co.ke by **28.08.2026** at **4:00pm. Kindly mention the Ref number and Title of the category interested in tendering as the subject of your email.** Any enquiries can be directed to the same email address highlighted above.

Family Bank
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