ETCF WINDOW 3.1 · TERM SHEET

Nigeria Energy Transition Challenge Fund (ETCF) Window 3.1:

Skills Development for Energy Transition Term Sheet



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Powering Nigeria's Energy Transition Through Skills: ETCF Window 3.1 Backs Training, Certification and Inclusive Green Jobs

SKILLING NIGERIA'S CLEAN-ENERGY WORKFORCE

A Nigeria-wide window funding TVET institutions to train and certify technicians, energy administrators and clean-energy entrepreneurs.

FINANCING



€100–200K

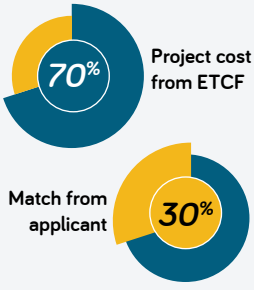
Grant per institution

WINDOW TIMELINE

2026
2027
2028
2029

Four years of investment, with individual grants running 12 to 24 months.

HOW THE MONEY SPLITS





INVESTMENT AREAS

01	*Training infrastructure and equipment upgrades*
02	*Trainer capacity building*
03	*Better curricula and delivery, including blended and digital options*
04	*Apprenticeships and job placement pathways*

Window 3.1 of the Energy Transition Challenge Fund (ETCF) is a Nigeria-wide window designed to strengthen the skills, institutions, and talent pipeline needed to deliver Nigeria's energy transition ambitions by investing in renewable energy and energy-efficiency training, certification, and clean-energy entrepreneurship. Running over 2026–2029, the window supports private and public TVET institutions that are accredited members of the Nigerian Energy Support Programme (NESP) Training Partner Network established by GIZ in Nigeria that can train and certify technicians, energy administrators (ESG compliance officers, project finance specialists, stakeholder communications managers, certified energy auditors, energy efficiency consultants) and other clean energy practitioners using competency-based standards, notably for Solar Mini-Grid Design (MGD), Solar Mini-Grid Operation (MGO), Solar PV Installation (SPVI) and Solar PV Installation & Supervision (SPVIS).

Investments focus on upgrading training infrastructure and equipment, building trainer capacity, improving curricula and delivery, including blended/digital options, enabling apprenticeships and job placement pathways in the clean-energy sector. Financing is provided through results-based grants, typically EUR 100,000–200,000 over 12–24 months covering up to 70% of project costs as detailed in the project budget, with a required 30% match from the applicant. ETCF funds are applied only to traceable, invoiced expenditure on training infrastructure, equipment, teaching aids and trainer capacity. ETCF funds will not be used to subsidise trainees or tuition fees directly.

The window is explicitly inclusion-oriented, with participating institutions required to set and deliver targets for the participation of women and youth. Any discounted training places offered to these groups are funded by the institution itself and may be counted as part of its in-kind verifiable matching contribution; they are not financed from ETCF funds. In this context, inclusion also encompasses persons with disabilities and other marginalised and vulnerable groups. Success is measured through concrete outcomes such as the number of people trained and certified, institutions upgraded, and jobs created alongside broader energy access and emissions benefits.

01 Window 3.1: Skills Development for the Energy Transition

ENERGY TRANSITION CHALLENGE FUND

€20M
initial programme, supporting Nigeria's Energy Transition Plan across power, industry and residential sectors

THE AMBITION: NIGERIA'S ENERGY TRANSITION PLAN

2060
Net-zero emissions target

250 GW
Installed capacity

>90%
Of that capacity renewable

80%
Electric vehicles

>80%
Of the population with clean cooking

840K+
Net new green jobs by 2060

The ETCF is an initial EUR €20 million Programme that seeks to contribute to Nigeria's Transition Plan which outlines pathways for transitioning the power, industry and residential sectors. It is funded by Germany's Federal Ministry for Economic Cooperation and Development (BMZ), via the German Development Bank (KfW). ETCF is implemented by the AECF, a development finance provider based in Nairobi, Kenya and operating across the continent, including a programme office in Nigeria.

Nigeria's Energy Transition Plan (ETP) aims to achieve net-zero emissions by 2060, anchored on full electrification of the economy, 250 GW of installed capacity (over 90% renewable), 80% electric vehicles, and clean cooking for over 80% of the population. This transition represents both an environmental imperative and an economic opportunity with the potential to create over 840,000 net new green jobs by 2060. However, achieving this ambition requires a skilled workforce and robust institutional capacity.

Despite progress, Nigeria faces persistent challenges including:

- Limited technical skills in renewable energy (RE) and energy efficiency (EE).
- Technical and Vocational Education and Training (TVET) curricula.
- Weak institutional coordination; and
- Inadequate clean energy infrastructure in public institutions

To address these barriers, the Energy Transition Challenge Fund (ETCF), implemented by AECF with funding from KfW/BMZ, has established Window 3, which focuses on Investing in Skills, Capacity Development, and Jobs for the Energy Transition.



01



Window 3 complements Windows 1 and 2 by strengthening human capital, institutional capacity, and access to clean energy in public institutions, thereby catalysing job creation and inclusive participation in the green economy.

Applicants are expected to submit a short funding application with their concept, justifying their requirements for the project to be funded, the funding amount and the project duration. Shortlisted applicants will be requested to submit a more comprehensive full proposal and business plan depending on the nature of the organisation.

Applicants must provide a justified cost-per-trainee model demonstrating that the proposed budget is sufficient to deliver high-quality, competency-based training. The model should include the full cost of training delivery, including trainers, materials, equipment, practical sessions, assessment, certification, trainee support, monitoring, and follow-up. The number of trainees proposed must be realistic and should not compromise training quality, practical exposure, safety, or certification outcomes. Proposals will be assessed on both cost efficiency, Inclusion and value for money.

The cost-per-trainee model will also be used to:

(i) value any discounted training places the institution offers as part of its in-kind matching contribution, and

(ii) establish the institution's baseline (average annual number of trainees over the last two years, supported by enrolment records) against which the additional trainees enabled by ETCF support will be measured.

Applicants are required to present a pricing and access framework setting out their standard tuition fees; any discounts, instalment payments or cross-subsidies they will offer (in particular to vulnerable women, persons with disabilities and low-income youth); the eligibility criteria they will apply; and how these measures will be funded from the institution's own resources or third-party co-funding. ETCF funds will not be used for scholarships, tuition discounts or other direct subsidies to trainees, and AECF will not select or verify individual trainees. Discounts funded by the institution may be counted towards its in-kind matching contribution (see Section 16).

Window 3.1 builds on the curricula, competency standards, certification framework and Training Partner Network developed under NESP. AECF will coordinate with KfW during selection and implementation so that ETCF support does not duplicate support institutions already receive.

PROPOSALS ARE ASSESSED ON 3 CRITERIA

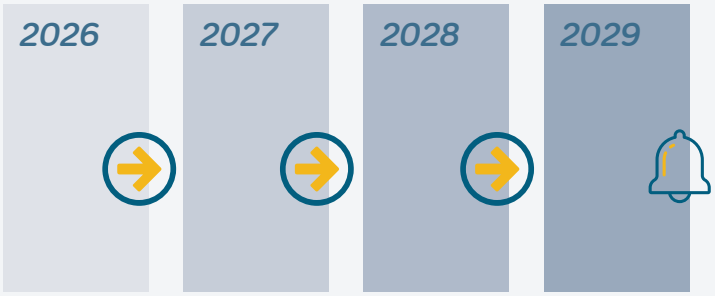
- *Cost efficiency*
- *Inclusion*
- *Value for money*

PRICING AND ACCESS FRAMEWORK: 4 ELEMENTS

- *Standard tuition fees*
- *Eligibility criteria applied*
- *Discounts, instalments or cross-subsidies, especially for vulnerable women, persons with disabilities and low-income youth*
- *How these are funded: own resources or third-party co-funding*

02 Programme Duration

2026-2029 (4 Years)



03 Geography

Nigeria (applicants from all states are welcome to apply, if they meet the eligibility criteria indicated below). To ensure regional representation, AECF will aim for a geographically balanced portfolio and intends to include at least one grantee located in, or primarily serving, the northern geopolitical zones (North-Central, North-East or North-West), subject to applications meeting the minimum quality threshold. Applicants should justify their location and catchment with reference to market demand (e.g., existing and planned mini-grid and solar deployment).



04 Eligible organizations

Private and public training institutions that are accredited members of the NESP Training Partner Network at the close of the application window, as confirmed by NESP. Institutions in the ongoing NESP accreditation round are eligible only if their accreditation is confirmed before the application deadline. Institutions outside the network, including NGOs and newly established training companies, are not eligible under this call.

05 Objectives



OBJECTIVE

Strengthen skills and competencies needed for the energy transition

METHOD: *targeted investments in Technical and Vocational Education and Training (TVET) institutions*

PROGRAMME FOCUS

Support TVET programmes delivering market-ready renewable energy (RE) and energy efficiency (EE) skills

TARGET OUTCOME

Build a strong pipeline of certified technicians, engineers, and entrepreneurs

PRIORITY COURSES

Solar PV Installation (SPVI)

Solar PV Installation & Supervision (SPVIS)

The objective of Window 3.1 is to strengthen the skills and competencies needed for the energy transition through targeted investments in Technical and Vocational Education and Training (TVET) institutions. Build a strong pipeline of certified technicians, engineers, and entrepreneurs by supporting TVET programmes that deliver market-ready RE/EE skills aligned with nationally validated competency standards (as reviewed and updated under NESP and maintained by the national certification body) for Solar PV Installation (SPVI) and Solar PV Installation & Supervision (SPVIS), including core modules on basic electricity, PV technology, Occupational Health and safety (OHS), system sizing, installation, commissioning, maintenance, and customer relations. These courses are priorities, but do not represent the full scope of training.

Specific objectives include:

- Building a pipeline of qualified and certified technicians and engineers in renewable energy and energy efficiency.
- Enhancing the capacity of TVET centres to provide industry-relevant training and innovation support.
- Increasing the number of people trained and certified by participating institutions, by improving training quality, capacity and cost-efficiency.
- Fostering gender-inclusive access to green jobs, entrepreneurship, and leadership opportunities in the clean energy sector.
- Strengthen institutional capacity to deliver certified RE/EE training that aligns with COREN, NBTE, NESI regulatory frameworks, the NESP Competency Standards 2026 and certification framework, and competency requirements for solar PV professionals.
- Promote digital delivery models including content digitization, Learning Management System platforms, and Massive Open Online Course development to expand access to RE/EE training across Nigeria.

06 Focus areas



Targets interventions that strengthen both supply and demand for clean energy skills and innovation. Applications must address all the following areas: training, gender inclusion, certification and placement.

Other focus areas, that applicants may explore include: (ETCF funds may only be applied to traceable, invoiced investments under these areas.)

S/N	SPECIFIC FOCUS AREAS	DESCRIPTION
1.	*TVET Infrastructure and Capacity Building*	Investments in modern training facilities, solar labs, and energy efficiency equipment to improve hands-on learning in technical institutions. This includes upgrades to equipment and facilities required by the revised NESP Competency Standards 2026.
2.	*Skills Development and Certification*	Support for curriculum alignment with COREN, NEMSA and REA standards and the NESP Competency Standards 2026, preparation for certification under the NESP certification framework (e.g., assessment equipment and examination-readiness materials), and industry-led apprenticeships. ETCF will not finance the development of curricula already developed under NESP; support is limited to adopting and implementing the updated standards. Supported TVET trainees must be enrolled in certification pathways that include practical assessment of installation, commissioning, maintenance, OHS, and customer service components as outlined in Solar Photovoltaic Installation (SPVI)/Solar Photovoltaic Installation and Supervision (SPVIS) unit standards.
3.	*Gender and Youth Inclusion*	Promotion of women-in-energy initiatives, mentorship programs, and youth skill acceleration for inclusive participation in the energy economy. ETCF may finance traceable enabling costs such as targeted outreach campaigns, gender-responsive facilities and accessibility adaptations. Discounted places for women and youth must be funded by the institution.
4.	*Provision of Standards-Based Training Equipment*	Support TVETs with modern practice-oriented training equipment aligned to the competency standards, including PV installation kits, electrical measurement tools, protective devices, software tools (PVsyst, HOMER, Helioscope, etc.), and maintenance equipment. Teaching aids, training manuals aligned to the updated NESP Competency Standards 2026 and practical training consumables are also eligible.
5.	*Training of Trainers (ToT) and Institutionalization of Curriculum*	Implement ToT programs to ensure instructors are competent in updated RE/EE curriculum, digital delivery methods, and hands-on assessment aligned with the harmonized competency units. ToT and trainer certification delivered by external providers and invoiced to the institution are eligible. Applicants should set out how they will retain trained trainers.
6.	*Inclusive Access Funded by the Institution*	ETCF funds will not be used for scholarships, tuition discounts, stipends or other direct subsidies to trainees. Institutions may offer discounted places to women, youth, persons with disabilities and other vulnerable groups from their own resources; the value of these places, calculated using the approved cost-per-trainee model, may be counted towards the institution's in-kind matching contribution.
7.	*Reliable Power Supply for Training Delivery (subject to final confirmation by AECF and KfW)*	Where an applicant demonstrates that unreliable electricity supply directly disrupts training delivery, a right-sized solar PV or hybrid power solution for the training facility may be considered, preferably one that also serves as a live training asset. Such costs may not exceed 25% of the ETCF grant and must be justified by the expected improvement in training delivery. Reducing energy costs alone is not a sufficient justification.

07 Funds available

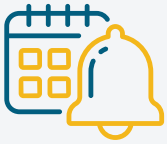
GRANT SIZE



€100–200K

Grant range per investee

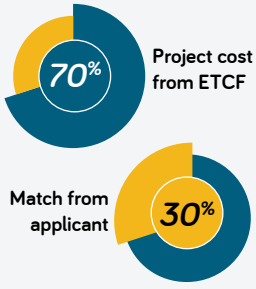
DURATION



12 - 24

Months

CO-FUNDING RULES



ADMINISTRATIVE REQUIREMENTS

Institutions must open a bank account

Account details must be submitted with each claim, before each disbursement

Grant Range per Investee: EUR 100,000 – EUR 200,000

Duration of Funding Agreement: 12–24 months

Funding Instrument: Results-Based Financing (RBF) model tied to specific milestones, including activity, output, and outcome-based deliverables. A total of up 70% of the requested amount for each successful project will be funded through the ETCF program but projects requiring less grants would obtain greater priority for support.

Funding payment will be milestone-based, where disbursements are based on mutually agreed milestones that must be achieved/delivered. The first disbursement will not exceed 10% of the total amount awarded. Subsequent disbursements shall be invoiced based on documentary evidence of actual costs incurred, converted from the current currency of payment to USD at actual exchange rates.

Traceability of ETCF funds: ETCF funds may only be used for expenditure that can be verified through third-party invoices, receipts, delivery notes, physical inspection and proof of payment (e.g., equipment, teaching aids, software licences, and ToT or trainer certification delivered by external providers). Each grant agreement will include a budget that clearly separates items financed by ETCF from items financed by the institution's matching contribution. Expenditure that cannot be evidenced in this way, including any direct subsidy to trainees, will not be reimbursed.

Funding payments for inventory may be disbursed in US dollars or Euro on behalf of grantees directly to suppliers where applicable. Direct payment to suppliers is the preferred modality for major equipment purchases.

Institutions are obliged to open bank accounts and submit the account along with their claims prior to each disbursement.

Duration of the funding agreement with investees: 12- 24 months



08 Expected Results and Impact

Targets interventions that strengthen both supply and demand for clean energy skills and innovation. **Applications must address all the following areas:** training, gender inclusion, certification and placement.

Other focus areas, that applicants may explore include: (ETCF funds may only be applied to traceable, invoiced investments under these areas.)



S/N	INDICATOR	EXPECTED OUTCOME
1.	*No of trained solar/EE technicians and energy administrators*	1,333 skilled and certified individuals (at least 50% women and 70% youth).
2.	*No of TVETs and institutions strengthened*	4–8 institutions upgraded with equipment, software, and facilities.
3.	*No of jobs created*	100 - 250 direct and indirect jobs, gender disaggregated.
4.	*Number of trainees certified*	Number of trainees certified in MGD, MGO, SPVI and SPVIS competency units, including breakdown across installation, maintenance, OHS, and customer-service skills.
5.	*Number of training institutions/trainers certified*	Number of trainers certified and number of institutions that have fully institutionalized competency aligned RE/EE curricula.
6.	*Number of additional trainees*	Number of trainees trained and certified, disaggregated by gender, youth, disability and region.
7.	*Institution-funded inclusive places*	Number of discounted training places provided by institutions from their own resources (in-kind contribution), disaggregated by gender, youth and disability.

09 Sustainability





Strengthen institutional financial viability. The grant should help TVETs build their revenue base. Applicants must show how the grant will contribute to the institution's financial sustainability, during the program implementation period ending June 2029.



Link trained technicians to employment and entrepreneurship pipelines through AECF-supported SMEs and programs and other industry partners.



Create awareness about opportunities in the renewable energy sector and encourage talent to build competencies in the field.



Institutionalize curricula within COREN and National Board for Technical Education (NBTE) and NESP certification frameworks.



Promote partnerships with the private sector and development partners for continued resource mobilization post-grant.



Coordinate with NESP and disclose all other donor or government support received or applied for, to avoid duplication of funding.

10 Gender and Social Inclusion



In line with AECF's Gender Lens Investing (GLI) strategy, all Window 3 projects will integrate gender targets and inclusive recruitment policies. Women and youth will receive preferential consideration in training, leadership, and enterprise support. Preferential consideration will be delivered through the institution's recruitment, outreach and own-funded discounts, not through ETCF-funded subsidies. Institutions are encouraged to align with the forthcoming NESP gender policy.



11 Monitoring, Evaluation, and Learning (MEL)

The MEL framework will track quantitative and qualitative progress aligned with the ETCF Results Framework, focusing on:

Training and employment outcomes (by gender and region).

Number of additional trainees enrolled and certified against each institution's baseline.

Employment and income outcomes of graduates, tracked through tracer surveys after training.

Institutional performance improvement metrics.

Renewable energy deployment data (e.g. kW installed, CO_2 reduced, etc.).

Success stories and case studies to inform scale-up and policy engagement.

12 Desired socio-economic impact



Participating companies and implementing partners under Window 3 are required to demonstrate how their projects meet the following socio-economic impact criteria. These will serve as part of the proposal evaluation and performance-monitoring framework.

S/N	EXPECTED IMPACT AND RELEVANCE	INDICATOR(S)
1.	Direct job creation in installation, operation, maintenance, and manufacturing	*Direct job creation in installation, operation, maintenance, and manufacturing*
2.	Promotes gender equity and youth empowerment through institution-funded fee discounts, outreach, mentorship, and enterprise incubation.	*Opportunities for youth and women in technical and entrepreneurial roles*
3.	Enhanced institutional capacity of TVET institutions to deliver industry-relevant training in renewable energy and energy efficiency.	*Strengthened TVET institutions with accredited curricula*
4.	Development of a pool of qualified, certified trainers capable of delivering practical, hands-on solar and clean energy training across multiple institutions and regions.	*Solar Certified trainers*
5.	Increased reach, flexibility, and cost-effectiveness of clean energy training through blended and digital learning platforms.	*Digital delivery models supporting long term sustainability beyond the funding*
6.	Encourages domestic value addition in components such as inverters, racking systems, batteries, and energy-monitoring tools.	*Growth of the local solar equipment and service industry*
7.	Strengthens business profitability, allowing reinvestment and expansion into new markets.	*Enhanced competitiveness for MSMEs through reduced operational costs*
8.	Requires implementers to show continuous social, economic, and environmental benefits to their target communities and markets.	*Demonstrated promotion of sustainable-development outcomes throughout the funding cycle*

13 Type of support available



The support package includes:



Provision of co-financing grants for traceable, invoiced investments in training infrastructure, equipment, teaching aids and trainer capacity.



Provision of targeted technical assistance on business development services as required by the investee.



Support in accessing further funding through investment advisory and investment facilitation support.

14 Eligible systems



Eligible systems include solar PV training kits, electrical testing tools, PPE, racking systems, inverters, batteries, charge controllers, and software licenses for PV system design. Teaching aids and training consumables required by the updated NESP Competency Standards 2026 are also eligible.

Ensure that all supported TVET programs align with nationally validated NESP Competency Standards 2026 for Solar PV Installation (SPVI) and Solar PV Installation & Supervision (SPVIS), including curriculum elements on basic electricity, PV technology, Occupational health and safety (OHS), component sizing, installation procedures, testing, commissioning, maintenance, and customer relations.

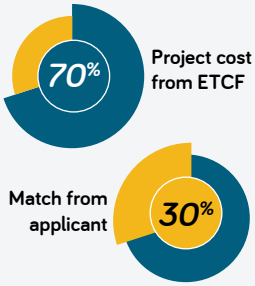
15 Eligible expenditures



Funds may be used for eligible systems such as solar PV training kits, electrical testing tools, PPE, racking systems, inverters, batteries, charge controllers, other technical training kits and apparatus, adaptation of training materials to the updated NESP Competency Standards 2026, Training of Trainers and trainer certification delivered by external providers, teaching aids and training consumables, digitisation & software licensing, content development, and integration of digital tools for remote and blended learning models. Power supply solutions for training facilities are eligible only under the conditions in Section 6, item 7. All ETCF-financed expenditure must be supported by third-party invoices and proof of payment.

Ineligible expenditure (not financed from ETCF funds): scholarships, tuition fee discounts, stipends, examination or certification fees for trainees, transport or accommodation allowances, and any other direct payment or subsidy to trainees; salaries, trainer hours and other internal staff costs of the applicant (these may be counted as in-kind matching contribution); routine operating costs, facility rental, utilities and general overheads; land acquisition and new construction; costs incurred before the grant agreement is signed; procurement from related parties or at non-competitive prices; and any expenditure that cannot be evidenced by third-party invoices.

16 Matching contributions



Applicants may receive up to 70% of the total project budget from the ETCF and are required to contribute the remaining 30% as matching funding, which may be provided in cash, in kind, or a combination of both.

The ETCF therefore requires a minimum matching contribution of 30% of the total project budget from the applicant. Proof of the availability and accessibility of matched funding is required during the selection process and must be provided prior to any disbursement.

The matching funding requirements are as follows:

Minimum 30% of the total project budget. The matching contribution may be fully in cash, fully in-kind or a combination of cash and in-kind but in cash contribution would be prioritised.

Where possible, applicants are encouraged to provide at least 50% of the matching contribution in cash with the maximum allowable in-kind contribution capped at 30%, as applications with cash matching will be prioritized during the selection process. Applicants that are unable to provide matching funding in cash are still encouraged to apply, provided they clearly justify why cash contribution is not feasible. Strong and well-justified in-kind contributions will be considered, especially where they significantly enhance project implementation and sustainability.

Matching contributions may take the following forms:

In Cash

Where at least one party (e.g., venture capital firm, impact investor, incubator/accelerator, foundation, or the founder) agrees to provide financial support to the applicant. Acceptable evidence includes a signed MoU or contract, a bank statement, and/or a letter confirming the total amount disbursed or to be disbursed. All submitted documents must clearly state the conditions, timelines, and any other relevant considerations attached to the funding.

In-Kind

In-kind matching includes any significant, quantifiable, and verifiable non-financial contribution made to the project by the applicant or a third party. Applicants must clearly state the monetary value of each in-kind contribution and demonstrate how it directly supports the delivery and success of the proposed project.

Examples include Use of goods, services, and facilities (e.g., software licenses, office or workshop space, real estate), up to 30% of management time, Staff time (up to 100% of staff contributions directly related to the project), Provision and access to equipment, Specialized materials, technical assistance and expert advisory services. Reasonable and verifiable applicant staff time, including trainer hours spent delivering training, may be counted as in-kind matching but is not reimbursable from ETCF funds.

Institution-funded training places: discounted training places that the institution offers to trainees may be counted as in-kind matching. They are valued using the approved cost-per-trainee model, net of any fee actually charged to the trainee, and must be evidenced through enrolment, attendance and assessment records. This is the only way tuition support for trainees can form part of a Window 3.1 project, and it is financed by the institution, not by ETCF.

17 Eligible institutions



To be eligible for funding, TVET institutions must meet the following criteria:

1. Be legally registered and physically established in Nigeria as a training institution at the point of signing agreement with ETCF
2. Must have operated for a minimum of two (2) full accounting years at the time of application.
3. Must be an accredited member of the NESP Training Partner Network at the close of the application window, as confirmed by NESP, and hold any accreditation required by COREN, NBTE or other recognised regulatory bodies for the courses proposed.
4. Applicants must demonstrate capacity to deliver competency-based training in RE/EE, including accredited curricula, certified trainers, training facilities, access to industry-grade equipment.
5. Applicants require evidence of partnerships with anchor industries, installers, ESCOs, mini-grid developers, and OEMs to provide apprenticeships, job placements, and internship pathways.
6. Passes AECF's KYC (Know Your Customer), AMT/CFT (anti-money laundering and counter-financing of terrorism), PEP (politically exposed person) and IDD (integrity due diligence) screening, based on the information submitted as part of the concept note.
7. Be able to show commitment to matching AECF funding based on the ratios stated in matching contributions.
8. Disclose all grants, equipment and other support received or applied for from other development partners or government in the last three years, so that ETCF support does not duplicate existing funding.
9. Be compliant with fundamental laws and regulations in-country, including tax compliance laws.
10. Be compliant with international human rights, labour standards, and environmental management laws.
11. NOT be involved in any act of corruption. AECF requires that the applicant (including its staff, contractors, and suppliers) not be involved in offering third parties, or seeking, accepting, or being promised by third parties, for themselves or any other party any gift, remuneration, compensation, or benefit of any kind whatsoever, which could be interpreted as an illegal or corrupt practice.]
12. **Sanctionable Practice:** any Coercive Practice, Collusive Practice, Corrupt Practice, Fraudulent Practice or Obstructive Practice (as such terms are defined herein), which (I) is unlawful under German or other applicable law, and (ii) which has, or potentially could have, a material legal or reputational effect on this Agreement between the Recipient and AECF or its implementation
13. **Coercive Practice:** the impairing or harming, or threatening to impair or harm, directly or indirectly, any person or the property of the person with a view to influence improperly the actions of a person.
14. **Collusive Practice:** an arrangement between two or more persons designed to achieve an improper purpose, including to influence improperly the actions of another person.

17



15. **Corrupt Practice:** the promising, offering, giving, making, insisting on, receiving, accepting or soliciting, directly or indirectly, of any illegal payment or undue advantage of any nature, to or by any person, with the intention of influencing the actions of any person or causing any person to refrain from any action.

16. **Fraudulent Practice:** any action or omission, including misrepresentation that knowingly or recklessly misleads, or attempts to mislead, a person to obtain a financial benefit or to avoid an obligation.

17. **Obstructive Practice:** (i) deliberately destroying, falsifying, altering or concealing evidence material to the investigation or the making of false statements to investigators, in order to materially impede an official investigation into allegations of a Corrupt Practice, Fraudulent Practice, Coercive Practice or Collusive Practice, or threatening, harassing or intimidating any person to prevent it from disclosing its knowledge of matters relevant to the investigation or from pursuing the investigation, or (ii) any act intended to materially impede the exercise of KfW's access to contractually required information in connection with an official investigation into allegations of Corrupt Practice, Fraudulent Practice, Coercive Practice or Collusive Practice.

18. NOT be associated with activities prohibited by the government of Nigeria, terrorism, money laundering, or a list that prohibits trading with some business (IFC, USAID, UN, EU, German and any other networks), United Nations Security Council resolutions issued under Chapter VII of the UN Charter. The screening will be conducted for all applicants and associated parties against provisions such as https://sanctionssearch.ofac.treas.gov/, www.worldbank.org/debarr, World-Check, EU sanctions list, etc

19. NOT be a representative of a government or a semi-governmental agency of any sort. This includes government-owned or partially owned enterprises or companies that have ownership or substantial business ties with government or quasi-government bodies. Any subsequent identification of such links will lead to the immediate termination of the grant agreement. This restriction does not apply to public training institutions that are members of the NESP Training Partner Network (including other training institutions), which are eligible under this call. Public applicants must show that they can receive, ring-fence and account for grant funds through a dedicated bank account and provide written approval from their governing authority to commit the matching contribution.

20. Grant AECF and KfW and its agents at any time to inspect all Project-related documentation and to visit the Project and all installations related thereto.

18

Selection Criteria



Each applicant will be evaluated and scored against the following criteria:

1. Demonstrate strength of alignment between proposed training programs and the harmonised NESP Competency Standards 2026 for SPVI/SPVIS/MGD/MGO.
2. Availability of qualified, certified trainers with relevant industry experience. The proposal must include the CV of key personnel with the education and experience required for the technical nature of the proposed project. Clear staffing plan, including CVs of key personnel (trainers, project leads, technical coordinators).
3. Demonstrate readiness to deploy digital training modalities (MOOCs, LMS platforms, blended learning)
4. Structured placement pipelines including apprenticeships, on-the-job training, and partnerships with employers will be an added advantage.
5. Demonstrate the capacity of the management team to implement the proposed business/project (adequate internal resources/capacity) - at headquarters and in-country.
6. Demonstrate understanding of the country context and culture where the project is operating or proposing to operate.
7. Use of digital training modalities such as content digitisation, LMS platforms, and online/blended learning.
8. Proposed innovations that improve outreach, affordability, or learning outcomes.
9. **Additionality:** the number of additional trainees the institution commits to train and certify and how the proposed investment enables this.
10. Strong gender and youth inclusion strategy with a minimum of 50% women and 70% youth, or a plan to reach these targets. These targets are to be met through the institution's own outreach and fee policy, not ETCF-funded subsidies.
11. Demonstrated governance and administrative systems capable of managing milestone-based RBF grants.
12. Evidence of prior performance in technical training programmes or donor-funded projects.
13. Sound financial management systems and ability to maintain open-book transparency.
14. A clear budget that separates items to be financed by ETCF (traceable, invoiced expenditure) from items financed by the applicant's matching contribution.
15. A practical and sustainable business model that shows how the institution will maintain training programmes beyond ETCF support.
16. A credible revenue model showing how the grant would help TVETs build their revenue base. Applicants must show how the grant will contribute to the institution's financial sustainability, during project implementation ending June 2029.
17. The applicant would also be required to show how the institution monetises its training offer (fee levels, expected enrolment and other income).

18



18. Cost-recovery mechanisms (paid training, consultancy services, equipment rentals, partnerships). Appropriate measures to ensure sustainability of the investments (e.g. maintenance budgets for purchased equipment).

A. **Audited financial statements for FY2023, FY2024 and FY2025** (at least two years for institutions that have operated less than three).

- The full original signed set for each year, not retyped copies, in the applicant's legal name.
- Each year has its own auditor's report, signed and stamped by a licensed ICAN/ANAN auditor.
- Prior-year comparative figures in each year's accounts match that year's audited figures. Any restatement is explained in the notes.

B. **2026 management accounts (January–September 2026)**.

- Income statement, balance sheet and cash flow, signed by the head of finance and the CEO or principal.
- Bank statements for all accounts for January–September 2026, issued by the bank and showing all inflows and outflows.

C. **Tax compliance.** Company income tax and VAT returns for 2023–2025 with proof of filing, and a valid Tax Clearance Certificate.

D. **Minimum income.** Audited total income must be at most equal to the ETCF grant requested in at least one of the last two or three audited years (FY2023–FY2025). The grant is converted at the OANDA rate on the application deadline.

19. Demonstrated ability to mobilize resources and attract private-sector contributions.

20. Strong justification of how training will meet local labour market needs and support Nigeria's Energy Transition Plan. Cooperation with private sector companies is a plus.

21. Clear articulation of expected socio-economic impacts such as:

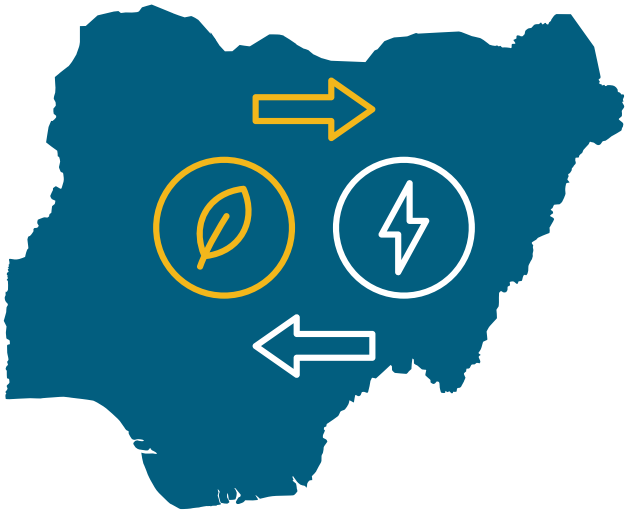
- Increased employability and income for graduates
- Gender-inclusive job creation
- Strengthened local RE companies through a skilled talent pipeline
- Environmental benefits (diesel displacement, OHS compliance)

22. Identification of risks (operational, financial, political, environmental).

23. Clear mitigation strategies demonstrating readiness to implement in diverse Nigerian contexts.

24. **Regional representation:** contribution to a geographically balanced portfolio, including location and catchment in under-served regions, justified by market demand (see Section 3).

25. **Complementarity:** evidence that the proposed investment does not duplicate support already provided by other partners.



Nigeria Energy Transition Challenge Fund (ETCF) Window 3.1:

Skills Development for Energy Transition Term Sheet

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