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

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

CONFIDENTIAL

Market and Potential Study for Downstream Value Addition in Rare Earth Elements (REEs), Niobium and Tantalum in Brazil	**Project number/ cost centre: G-012304-001** **Tender number 10008158**

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

Brazil holds significant geological potential and emerging production capacity in rare earth Elements (REEs), which are critical inputs for key technologies of the energy transition, digitalization and advanced manufacturing. At the same time, Brazil is a globally relevant producer of niobium (Nb) and has growing potential in tantalum (Ta), two critical and high value metals with important applications in electronics, energy systems and high-performance materials.

Despite this resource endowment, the economic structure associated with these minerals remains largely concentrated in upstream activities, with limited downstream processing, manufacturing, technological learning and local value creation. Strengthening downstream value chains offers opportunities for productivity growth, technological upgrading, quality employment and more resilient integration into global supply chains.

Against this backdrop, the study aims to provide a rigorous, data driven and policy-oriented assessment of downstream value addition opportunities, entry barriers and enabling conditions, and to derive actionable policy options aligned with Brazil's development objectives and international cooperation frameworks, including EU–Brazil raw materials partnerships.

The analysis will draw on internationally recognized analytical standards and best practices (e.g. OECD, UNCTAD), without being bound to a single prescriptive methodology.

Objectives

1.1.1 Overall objective

To analyze the market potential, entry barriers and policy options for promoting downstream value creation in Brazil for rare earth elements (REEs) and niobium (Nb) and tantalum (Ta), and to identify how international partnerships – in particular with the European Union – can be leveraged for technology transfer, investment and capacity building.

1.1.2 Specific objectives

1. Identify and prioritize rare earth elements and associated downstream value chains with high potential for local value creation in Brazil and strategic relevance for European Industrial Ecosystem

2. Analyze entry barriers and enabling factors for domestic firms at different stages of the value chain, including regulatory, technological and market-access constraints affecting integration with European markets

3. Assess existing capabilities and capability gaps, aligned with the TOPP framework (technical, operational, political and prospective capacities). Including areas where EU–Brazil industrial cooperation could accelerate upgrading.

4. Develop realistic scenarios and business cases for upgrading into higher value added segments, including potential models for EU industrial participation, structured offtake arrangements and joint investment.

5. Derive concrete, implementable policy options and cooperation approaches for Brazil and its international partners, notably the European Union, aimed at strengthening value chain integration, sustainable investment and long-term industrial resilience.

6. Map European demand projections and assess alignment between Brazil's upgrading ambitions and EU strategic autonomy objectives under the Critical Raw Materials Act.

7. Develop a structured framework for EU–Brazil industrial partnerships in REEs, Nb and Ta value chains, identifying priority segments, cooperation formats and risk-sharing mechanisms aligned with both Brazil's development objectives and EU strategic autonomy goals.

Scope of the Study

1.1.3 Geographical scope

The primary geographical focus of the study is Brazil. International benchmark cases and comparative experiences shall be used where relevant to contextualize findings and inform policy design.

While maintaining a national perspective on market potential, policy frameworks and international partnerships, the study shall apply a hybrid geographical approach. In-depth analytical work shall be conducted for one or two selected sub-national focal regions ("industrial hubs"), which shall serve as analytical deep dives to enable robust techno-economic assessments, realistic entry barrier analysis, detailed capability mapping and concrete policy and partnership design.

The selection of focal regions shall be explicitly justified based on mineral endowment, existing industrial and technological capabilities, infrastructure, institutional capacity and relevance for downstream value creation. Findings from the focal regions shall be used to derive policy lessons and scalable insights applicable at the national level.

1.1.4 Thematic scope

The study covers rare earth elements (REEs), niobium (Nb) and tantalum (Ta). Given the heterogeneity within the group of REEs, the study shall apply transparent prioritization criteria to identify a limited number of REEs and value chain segments for in-depth analysis.

Prioritization shall be based on:

- Market relevance and demand outlook (including enduse applications),
- Geological presence and production potential in Brazil,
- Technological sophistication and upgrading potential.

Methodological Principles

Proposals shall adhere to the following minimum methodological standards:

1.1.5 Data rigor and hierarchy

- Priority shall be given to national production, industrial and firm level data, where available and methodologically sound.

- Trade data, including with the EU, may be used as a second-best proxy only where production data are unavailable, with explicit discussion of limitations.
- All data sources must be transparent, traceable and reproducible.

1.1.6 Sequential analytical logic

The study shall follow a clear analytical sequence:

- Identification of market and value addition potential,
- Assessment of existing capabilities and feasibility,
- Identification of binding entry barriers and capability gaps,
- Design of targeted policy instruments and EU-Brazil cooperation options.

1.1.7 Mixed methods approach

Quantitative analysis (technoeconomic assessments, market analysis, comparative matrices) shall be complemented by clearly specified qualitative methodology. Proposals shall describe the qualitative methods to be applied (e.g. structured expert interviews, stakeholder consultations, political economy analysis, case-based comparison), including sampling logic, validation procedures and data triangulation approach. The qualitative component shall include structured consultations with selected EU and Brazilian industry stakeholders along relevant segments of the value chain (e.g. separation, alloy production, magnet manufacturing, recycling), where feasible and proportionate to the study scope. Stakeholder engagement shall be limited to a focused number of interviews and shall not require confidential commercial data.

1.1.8 Operational definition of capability gaps

Capability gaps shall be defined in operational terms and assessed only where they constitute binding constraints for downstream value creation, rather than general development challenges. The analysis shall focus on gaps that directly affect the feasibility, scalability or competitiveness of downstream activities along the value chain and that can be addressed through policy instruments, institutional reforms or international cooperation.

1.1.9 Explicit Scope and Limits of the Techno-Economic and Business Case Analysis

The study shall include indicative techno-economic and business case analyses exclusively for analytical and policy-design purposes. The objective is to assess order-of-magnitude economic feasibility, identify binding cost drivers and risks, and provide a robust analytical basis for the design of policy instruments, policy mixes and partnership strategies. The analysis shall support policy decision-making and shall not be designed for investment approval.

For selected priority minerals and value chain segments, the analysis shall include:

- Indicative CAPEX and OPEX ranges based on international benchmarks and available evidence;
- Assessment of economies of scale and minimum efficient scale;
- Identification of key cost drivers (e.g. energy, inputs, logistics, financing, compliance);

- Identification of risk allocation challenges across value chain segments (technology risk, market risk, regulatory risk, pricing risk, offtake risk);
- Indicative value added and margin structures, where data allow;
- Qualitative or semi-quantitative sensitivity considerations (price volatility, energy costs, financing conditions, technology choice);
- Distinction between segments that are commercially viable under current conditions and those that are viable only under specific policy or partnership conditions.
- Assessment of strategic relevance for Brazilian industrial upgrading and European industrial resilience, including demand alignment and potential offtake anchoring

The study explicitly shall not include:

- Full project-level financial models (e.g. IRR, NPV, detailed cash-flow projections);
- Bankability or creditworthiness assessments for specific firms or projects;
- Site-specific feasibility studies;
- Use of confidential or proprietary firm-level financial data;
- Detailed market forecasts beyond what is required for comparative feasibility assessment.

Data safeguards and presentation

- Results shall be presented as ranges and scenarios rather than point estimates.
- All assumptions, benchmarks and data gaps shall be transparently documented.

The results of the techno-economic analysis shall be used explicitly to:

- inform the prioritization of value chain segments and entry barrier analysis in Part 1;
- assess how policy instruments and policy mixes affect risk–return profiles and scale thresholds in Part 3;
- identify where international partnerships can most effectively reduce capital, technology or demand risks in Part 4.

1.1.10 Sub-national analytical focus

Given Brazil's size and heterogeneity, the study shall apply a hybrid geographical approach combining national-level analysis with in-depth sub-national case studies (e.g., the MAGBRAS initiative, amongst others). The sub-national focus shall enable higher analytical resolution in techno-economic assessments, business case development, capability gap identification and actor mapping. The study shall explicitly distinguish between findings that are region-specific and those that are generalizable or scalable to other regions.

2. Tasks to be performed by the contractor

The contractor is responsible for providing the following services:

Part 1: Analysis of Market and Entry Barriers along the Value Chain

2.1.1 Objective

To identify and assess the potential for local value creation and upgrading, including their techno-economic viability, and to analyse entry barriers for domestic firms at different stages of the value chain (mining, separation, refining, manufacturing of intermediates and end products, recycling).

2.1.2 Key tasks

1. Assessment of value creation and upgrading potential along the REEs + Nb/Ta value chains, considering:
   - proximity to existing productive and technological capabilities,
   - global market size and demand dynamics (current and projected),
   - value capture potential (value added, margins, learning effects),
   - strategic relevance for the energy transition and industrial upgrading, including the risk of extractive or “green reprimarisation” lock-in in the absence of coherent and active industrial policies.
2. Definition and prioritization of REEs and Nb/Ta based on explicit selection criteria.
3. Technoeconomic analysis of relevant value chains, including process steps, dominant technologies, scale effects, CAPEX/OPEX (subject to data availability).
4. Indicative techno-economic and business case assessment for selected value chain segments, including:
   - order-of-magnitude estimates of CAPEX and OPEX,
   - scale requirements and economies of scale,
   - cost drivers and sensitivity to energy, input and financing costs,
   - indicative value added, margins and learning potential,
   - identification of commercially viable vs. policy-dependent segments.
5. Identification and classification of entry barriers (technological, financial, regulatory – primarily domestic regulatory constraints –, market related, infrastructure, environmental and social), including macroeconomic and structural financial constraints such as exchange rate volatility, cost of capital and access to long-term financing and also distinguishing, where relevant, between leading firms and SMEs, and their differentiated access to technology, finance, markets and policy instruments.
6. Distinction between internal vs. external barriers and between structural barriers and those addressable through policy.
7. Identification of existing competencies and competency gaps, aligned with the TOPP framework, focusing on binding constraints for downstream value creation rather than general development challenges and explicitly identifying the role of key public actors (e.g. public universities, technological institutes, state-owned enterprises where relevant) alongside private actors.
8. Detailed techno-economic and business case assessments shall be conducted primarily for the selected focal region(s), while national-level analysis shall be used for market prioritization and comparative assessment across minerals and value chain stages.

2.1.3 Expected outputs

- Mapping and assessment of value creation and upgrading potentials by mineral and value chain stage, with a clear justification of prioritization criteria.
- Prioritized list of minerals with technical and economic justification.
- Indicative techno-economic profiles / business case summaries for priority minerals and value chain segments, serving as an analytical basis for policy design.
- Comparative matrix of entry barriers by mineral and value chain stage.
- Capability and capability gap matrix linked to value chain segments and aligned with TOPP capacities.

Part 2: EU Market, Regulatory and Demand Alignment Analysis

2.1.4 Objective

To assess the alignment between Brazil's prioritized REE, Nb and Ta value chains and EU market demand, regulatory frameworks and strategic autonomy objectives.

2.1.5 Key tasks

- Analysis of EU demand structure and demand projections for prioritized REEs, Nb and Ta, based primarily on secondary data sources.
- Assessment of regulatory requirements relevant for market access (e.g. sustainability, traceability, environmental compliance).
- Mapping of strategic EU industrial ecosystems relevant for prioritized value chain segments.
- Targeted and proportionate engagement with selected EU industrial stakeholders active in relevant REE, Nb and Ta value chain segments, aimed at validating demand assumptions and identifying market access and regulatory conditions, thereby informing subsequent cooperation design under Part 4.
- Identification of regulatory or compliance gaps affecting EU market integration.
- Assessment of potential offtake anchoring and demand-risk mitigation mechanisms.

2.1.6 Expected outputs

- EU demand and regulatory alignment matrix by prioritized mineral and value chain stage.
- Identification of regulatory and compliance gaps.
- Strategic alignment assessment with EU industrial priorities.

Part 3: Industrial, Trade and Investment Policy and Benefit-Sharing Instruments

2.1.7 Objective

To analyse international and national experiences with industrial, trade and investment policy instruments, as well as benefit-sharing mechanisms, relevant for downstream value creation

in rare earth metals (REEs) and Nb/Ta, and to assess their applicability and activation potential in the Brazilian context.

2.1.8 Key tasks

1. Identification and classification of policy instruments, explicitly covering:
   - **Industrial policy instruments** (e.g. local content requirements, state participation, pricing and procurement instruments, R&D and skills support),
   - **Trade policy instruments** (e.g. export measures, trade remedies, preferential trade arrangements, standards and certification),
   - **Investment policy instruments** (e.g. investment incentives, public–private partnerships, risk-sharing mechanisms, strategic financing, investment screening)[1],
   - **Benefit-sharing and governance instruments** (e.g. transparency and participation requirements, community development mechanisms, environmental and social safeguards), including instruments relevant for territorial development, reduction of social inequalities and fiscal progressivity.
2. Review of selected international case studies (e.g. China, Canada, Australia, Malaysia), assessing:
   - effectiveness in enabling downstream value creation,
   - sequencing and combinations of instruments,
   - unintended effects and political economy constraints, including trade-offs between investment attraction, rent capture and domestic value retention.
3. Use of the techno-economic assessments from Part 1 to evaluate how different policy mixes:
   - improve project bankability,
   - shift risk-return profiles,
   - enable scale-up and market entry.
4. Mapping of existing industrial, trade and investment policy instruments in Brazil and assessment of their performance, coherence and institutional anchoring.
5. Policy gap analysis and feasibility assessment, explicitly linking:
   - identified entry barriers,
   - capability gaps,
   - and potential leverage points along the value chain,
6. Assessment of policy feasibility, including social legitimacy, stakeholder acceptance and distributional implications, as relevant for the sustainability of industrial policy interventions.

Expected outputs

- Structured inventory of industrial, trade and investment policy instruments and international experiences relevant to REE, Nb and Ta.
- Assessment of implementation requirements, risks, institutional preconditions and governance challenges.

- Assessment and prioritization of policy instruments both individually and as coherent policy mixes, including their appropriate sequencing over the short, medium and long term. The analysis shall explicitly evaluate how combinations of industrial, trade and investment policy instruments, acting jointly and sequentially across value-chain stages, generate higher activation potential than isolated measures, taking complementarities, trade-offs, political economy constraints and implementation capacity in Brazil into account.

Part 4: EU–Brazil and Multilateral Resource Partnerships

2.1.9 Objective

To assess how international resource partnerships can be used as a practical lever for downstream value creation, technology transfer, investment and capacity building, with a specific focus on identifying concrete European actors and cooperation pathways capable of closing the capability gaps identified in Brazil.

2.1.10 Key tasks

1. Documentation and comparison of **existing partnership agreements** (EU, Germany and selected countries; Global Gateway; other relevant initiatives), including governance arrangements, financing mechanisms, and implementation status and constraints.
2. **Actor-based technology and capability mapping** in Germany and the European Union for REEs and associated value chains (e.g. separation technologies, alloy production, recycling, magnet production), including, where relevant firms (including SMEs and technology providers), research and technology organizations, clusters and innovation ecosystems, and training and skills development institutions. The actor-based technology and capability mapping in the EU and Brazil shall be explicitly linked to the selected Brazilian focal region(s), enabling the identification of realistic cooperation pathways anchored in existing regional capabilities and institutions.
3. **Explicit linkage of European capabilities to Brazilian capability gaps** identified in Part 1, distinguishing between short-term cooperation potential, medium-term capability building, and longer-term industrial upgrading pathways.
4. Identification of **concrete cooperation pathways** (e.g. pilot and demonstration plants, potential for EU industry to establish downstream REE value chain capacity in BR, incl. the removal of radioactive components, joint R&D and technology transfer arrangements, vocational training and skills partnerships, investment facilitation and co-financing mechanisms, and offtake or market access arrangements where relevant), including explicit consideration of technology transfer provisions, local content participation and domestic capability development clauses.
5. Development of **policy-oriented recommendations** for realistic, governance-sound and implementable resource partnerships, aligned with Brazil's institutional capacities, development objectives and international commitments, explicitly addressing the risk of "green reprimarisation" and ensuring that partnerships contribute to sustained domestic value creation rather than reinforcing upstream dependency.

2.1.11 Expected outputs

- Comparative assessment of partnership models and governance arrangements, including their relevance for downstream value creation.

- Mapping of concrete European actors and capabilities (companies, technology centers, clusters) relevant for REEs, Nb and Ta, explicitly linked to identified Brazilian capability gaps.
- Identification of concrete and actionable cooperation options, specifying type of partner, form of cooperation, targeted capability gap, and indicative implementation requirements and risks.
- Policy recommendations for EU–Brazil resource partnerships, including prioritization of partnership formats with the highest potential impact.

Certain milestones, as laid out in the table below, are to be achieved during the contract term:

Milestones / Process Steps / Partial Services	**Deadline (after contract start)**
Inception Report (methodology, work plan, prioritization)	4 weeks
Market and potential mapping report	Month 2.5
Entry barriers and capability gap analysis report	Month 4
EU market, regulatory and demand alignment report	Month 5
EU–Brazil actor and capability mapping table (linked to identified capability gaps and priority cooperation pathways in selected Brazilian focal region(s))	Month 6.5
Regional deep-dive annex (focal region case study)	Month 7.5
Scenarios and business case report	Month 8.5
Policy paper with actionable recommendations	Month 9
Presentation of results in a validation workshop	Month 10

Period of assignment: End of June 2026 until 30th of 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. Including presentation and

interaction between the relevant actors in the contractor's area of responsibility (1.2.1) and strategy for establishing cooperation and then cooperating with the relevant actors (1.2.2).

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 draw up a **personnel assignment plan** (1.6.2) with explanatory notes that lists all the experts proposed in the tender; the plan includes information on assignment dates (duration and expert days) and locations of the individual members of the team complete with the allocation of work steps as set out in the schedule.

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

Team leader / Senior Mineral Economist

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
- Personnel management, in particular identifying the need for short-term assignments within the available budget, as well as planning and steering assignments and supporting local and international short-term experts
- Regular reporting in accordance with deadlines

Qualifications of the team leader

- Education/training (2.1.1): university degree (German 'Diplom'/Master) in economics, Mineral Economics, Industrial Economics, Development Economics, or related field.

- Language (2.1.2): C1-level language proficiency in language English and B2-level language proficiency in language Portuguese.
- General professional experience (2.1.3): 15 years of professional experience in economic analysis, industrial development, or resource-based value chains.
- Specific professional experience (2.1.4): 10 years in mineral value chain analysis and downstream industrial upgrading strategies; techno-economic assessments and policy-oriented economic studies.
- Leadership/management experience (2.1.5): 10 years of management/leadership experience as project team leader or manager in a company
- Regional experience (2.1.6): 5 years of experience in projects in emerging or resource-rich economies; experience in projects in Brazil or Latin America is a strong asset).
- Development cooperation (DC) experience (2.1.7): 3 years of experience in DC projects

Key expert 1: Industrial Policy and Investment Specialist

Tasks of key expert 1

- Lead responsibility for Part 3 (policy instruments, trade and investment frameworks, policy mix design).

Qualifications of key expert 1

- Education/training (2.2.1): Economics, Public Policy, Industrial Policy, International Trade or related field.
- Language (2.1.2): B2-level language proficiency in language English and C1-level language proficiency in language Portuguese.
- General professional experience (2.2.3): 10 years of experience in industrial policy, trade policy, or investment policy analysis.
- Specific professional experience (2.2.4): 5 years in policy instrument design and evaluation; analysing industrial upgrading in raw materials or heavy industry sectors; assessing policy mixes and political economy constraints.
- Regional experience (2.2.6): Knowledge of Brazil's institutional and policy framework is desirable.

Key expert 2: Techno-Economic and Engineering Specialist

Tasks of key expert 2

- Lead responsibility for techno-economic analysis under Part 1 and contribute to business case scenarios.

Qualifications of key expert 2

- Education/training (2.2.1): Engineering (Mining, Metallurgical, Chemical, Industrial) or related technical discipline.
- Language (2.1.2): C1-level language proficiency in language English.

- General professional experience (2.2.3): 10 years of experience in industrial process analysis or project feasibility assessment.
- Specific professional experience (2.2.4): 5 years in techno-economic assessments (CAPEX/OPEX estimation, scale analysis, cost drivers); mineral processing, separation technologies or advanced materials value chains (REEs, Nb, Ta or comparable sectors); sensitivity analysis and industrial cost benchmarking.

Key expert 3: EU Market, Regulatory and Partnerships Specialist

Tasks of key expert 3

- Lead responsibility for **Part 2** (EU Market, Regulatory and Demand Alignment Analysis).
- Lead responsibility for **Part 4** (EU–Brazil and Multilateral Resource Partnerships).
- Conduct stakeholder consultations at EU level (institutions, industry, relevant initiatives).
- Develop the EU–Brazil actor and capability mapping framework and identify priority cooperation pathways linked to identified capability gaps.
- Contribute to the formulation of strategic recommendations and partnership models in the policy paper.

Qualifications of key expert 3

- Education/training (2.2.1): U Studies, International Economics, Industrial Policy, Law, International Relations, Development Studies or a related field.
- Language (2.1.2): C1-level language proficiency in language English.
- General professional experience (2.2.3): 8 years of professional experience related to EU industrial policy, regulatory frameworks, raw materials markets, international cooperation or resource partnerships.
- Specific professional experience (2.2.4): Demonstrated experience in: analyzing EU demand structures and regulatory requirements affecting market access; stakeholder consultations at EU level; resource diplomacy, technology transfer frameworks or industrial cooperation models; actor mapping and partnership design and familiarity with EU raw materials policy and strategic autonomy debates.

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

Team Composition and Complementarity

The contractor shall demonstrate:

- Clear allocation of responsibilities across Parts 1–4.
- Methodological integration between techno-economic, policy and partnership components.
- Balanced expertise combining Brazil-specific knowledge and EU market/regulatory expertise.
- Sufficient availability of key experts to ensure analytical depth and timely delivery within the 12-month timeframe.

5. Costing requirements

Assignment of personnel and travel expenses

Per diem allowances are reimbursed as a lump sum up to the maximum amounts permissible under tax law for each country as set out in the country table in the circular from the German Federal Ministry of Finance on travel expense remuneration (downloadable from the German Federal Ministry of Finance – tax treatment of travel expenses and allowances for international business travel as of 1 January 2026 (GERMAN ONLY)).

Accommodation allowances are reimbursed as detailed in the specification of inputs below.

With special justification, additional Accommodation costs up to a reasonable amount can be reimbursed against evidence.

All business travel must be agreed in advance by the officer responsible for the project

Sustainability aspects for travel

GIZ has undertaken an obligation to reduce greenhouse gas emissions (CO_2 emissions) caused by travel. When preparing your tender, please incorporate options for reducing emissions, such as selecting the lowest-emission booking class (economy) and using means of transport, airlines and flight routes with a higher CO_2 efficiency. For short distances, travel by train (second class) or e-mobility should be the preferred option.

CO_2 emissions caused by air travel must be offset. GIZ specifies a budget for this, through which the carbon offsets can be settled against evidence.

There are many different providers in the market for emissions certificates, and they have different climate impact ambitions. The Development and Climate Alliance (German only) has published a list of standards (German only). GIZ recommends using the standards specified there.

Specification of inputs

Fee days	Number of experts	Number of days per expert	Total	Comments

Designation of TL	1	70	70	
Designation of Key expert 1	1	65	65	
Designation of Key expert 2	1	55	55	
Designation of Key expert 3	1	50	50	
Travel expenses	**Quantity**	**Number per expert**	**Total**	**Comments**
Per-diem allowance in country of assignment	10	3	30	Assumes a 10days site visit to Brazil by three experts.
Overnight allowance in country of assignment	10	3	30	**Overnight stays abroad:** **Note: Under the BMF travel expense regulations, overnight allowances not exceeding 100% of the lump sum amounts can be submitted for reimbursement against evidence. Up to 75% of the maximum rates specified in the travel expense regulations can be submitted for reimbursement on a lump-sum basis.** **Please indicate in the price schedule whether your offer is on a lump-sum basis or against evidence.**
Transport	**Quantity**	**Number per expert**	**Total**	**Comments**
International flights *Brazil*	3	3	3	Travel to the place of service delivery Brazil
CO_2 compensation for air travel	6	80,00	480,00	A fixed budget of EUR **480,00** is earmarked for settling carbon offsets against evidence.
Travel expenses (train, car) • 6 days in Brasilia; mobilization to meetings and to airports	6	3	6	Travel within the country of assignment, transfer to/from airport etc.
Other costs	**Number**	**Price**	**Total**	**Comments**
Flexible remuneration	1	12.000,00	12.000,00	A budget of EUR **12.000,00** is foreseen for flexible

				remuneration. Please incorporate this budget into the price schedule. Use of the flexible remuneration item requires prior written approval from GIZ.

Workshops, events and trainings

The tenderer shall organize and facilitate one validation workshop to present and discuss the key findings, analytical results and policy recommendations of the study.

Format and duration:
The workshop shall be conducted as a half-day in-person event in Brazil (exact city to be agreed during implementation). A hybrid format (in-person with online participation option) may be agreed if appropriate.

Participants:
The workshop is expected to involve approximately 20–30 participants, including representatives from relevant Brazilian public institutions, selected EU stakeholders, industry representatives, research institutions and development cooperation actors. The final list of participants will be agreed in coordination with GIZ and the EUD.

Logistics and costing basis:

- GIZ will arrange and finance the venue rental and basic catering (e.g. coffee breaks and light lunch).
- GIZ will arrange the necessary technical equipment (room infrastructure, projection, online connection if applicable).
- The Contractor shall be responsible for moderation and facilitation of the workshop.
- The Contractor shall cover travel and accommodation costs for its own team members.

Travel and accommodation costs of external participants shall not be covered by the Contractor unless explicitly agreed otherwise.

If the workshop is conducted fully online, no venue or catering costs shall be budgeted. The Contractor shall provide

6. Inputs of GIZ or other actors

GIZ are expected to make the following available:

- Facilitation of contact, where feasible and based on existing institutional networks, with key public stakeholders in Brazil (e.g. ministries, regulatory agencies, development banks, research institutes) relevant to REEs, Nb and Ta value chains. The Consultant remains responsible for stakeholder identification and primary engagement.
- Facilitation of contact, where feasible and within established cooperation channels, with selected EU institutions and industrial stakeholders, including coordination

support where appropriate. The Consultant retains responsibility for identification, outreach, follow-up and substantive engagement.

- Coordination support with existing initiatives under EU–Brazil cooperation frameworks (e.g. Global Gateway or related resource partnership dialogues), where relevant and aligned with project scope.
- Logistical support for workshops and validation meetings (venue booking, invitations, participant coordination, online meeting infrastructure), subject to prior agreement and availability of resources.
- Support in organizing the final validation workshop in Brazil, including stakeholder mobilization and dissemination support, in coordination with the Consultant.

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 language.

The complete tender must not exceed 20 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 language.

Please calculate your financial tender based exactly on the parameters specified in Chapter 5 Quantitative requirements. The contractor is not contractually entitled to use up the days, trips, workshops or budgets in full. The number of days, trips and workshops and the budgets will be contractually agreed as maximum limits. The specifications for pricing are defined in the price schedule.

8. Outsourced processing of personal data

In the course of implementing the contract, the Contractor may process personal data (e.g. names, contact details and professional affiliations of interview partners, workshop participants and relevant stakeholders) for the purpose of stakeholder consultations, actor mapping and organization of the validation workshop.

Such data processing shall be limited to professional contact data and shall be carried out exclusively for the implementation of the contract.

The Contractor shall comply with the applicable data protection and information security provisions as set out in the currently applicable version of GIZ´s General Terms and Conditions of Contract (AVB = Allgemeine Vertragsbedingungen) and relevant data protection legislation (including General Data Protection Regulation GDPR, where applicable).

If required, an annex on outsourced data processing shall be concluded prior to the start of data processing activities.