REPUBLIC OF GHANA

MINISTRY OF FINANCE

REQUEST FOR EXPRESSION OF INTEREST (REOI)
(CONSULTING SERVICES-FIRM SELECTION)

ENGAGEMENT OF A CONSULTANCY FIRM TO IDENTIFY, ASSESS AND SECURE 100,000 HECTARES OF SUITABLE LAND FOR OIL PALM DEVELOPMENT UNDER THE NATIONAL LAND BANK PROJECT IN GHANA

(REF. NO: GR/MOF/CS/QCBS/04/2026)

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1.0 BACKGROUND

The Ministry of Finance (MoF), in collaboration with the Ministry of Lands and Natural Resources (MLNR), are jointly initiating the National Land Bank Project. The project aims to identify, access, and secure an initial 100,000 hectares of suitable land for oil palm cultivation across Ghana's key agro-ecological zones. Land will be developed under a mixed model combining estate farms and out grower/smallholder schemes.

In line with Government's commitment to building a self-sufficient and export-ready agricultural economy, the National Policy on Integrated Oil Palm Development (2026-2032) was developed as indicated in the 2026 Budget Statement and Economic Policy. The policy aims at supporting the cultivation of up to 250,000 hectares of land for Oil Palm by creating approximately 250,000 direct and indirect jobs across the value chain, thereby achieving self-sufficiency in palm oil production and other value added products, promote export competitiveness, and enhance sustainability, gender inclusion, and equitable participation of women and youth.

Oil Palm remains one of the strategic commodities which anchors Ghana's leading export crops, which is critical for food security, industrial processing, and import substitution. Despite sustained and growing demand, sustainable expansion of production has been severely constrained by limited access to suitable, legally secure, and investment-ready agricultural land.

The Ministry therefore requires the services of a management consultancy and investor-advisory firm ('The Lead Consultant') with demonstrable track record of structuring and managing public-private partnerships in support of national development priorities.

In its capacity as The Lead Consultant, the firm shall be responsible for mobilizing and coordinating the full range of expertise – whether in-house, through associates, or through consortium partners – required to execute and deliver the following five thematic areas:

i. Mapping & Data Analysis;
ii. Field Validation & Land Valuation;
iii. Legal, Environmental & Social Safeguards;
iv. Land Securing & Registration; and
v. Land Bank Development & Investment,

The project will combine geospatial analysis, ground validation, legal due diligence, and structured community engagement to build a credible, investment-ready national land bank, in accordance with international requirements/standards/best practices and aligned with Ghana's agricultural transformation agenda.

2.0 OBJECTIVE

The overall objective of this assignment is to provide integrated technical leadership, operational coordination, and quality assurance and the successful implementation of the National Land Bank Project for Oil Palm Development in Ghana, securing an initial 100,000 hectares of suitable, legally documented, and investment-ready land.

Specifically, the consulting firm will be required to:

a. Map land suitability using agro-ecological, soil, and climatic data;
b. Facilitate the engagement of stakeholders (traditional authorities, landowners, MMDAs, etc) for land access;
c. Conduct environmental and social assessments to ensure responsible land use:
d. Conduct property impact assessments and valuations for the purpose of estimating budget for acquisition
e. Coordinate the legal acquisition and facilitate registration and documentation of acquired lands; and
f. Package land bank data into investment-ready criteria for private sector engagement.

It is expected that the engagement of the firm will result in the following deliverables:

a. Suitability maps for oil palm;
b. Digital land bank platform of the mapped and secured lands, including parcel-level data
c. SIA, Stakeholder participation and validation report;
d. EIA Report/Sustainability framework;
e. Legal documentations and community agreements;
f. Investment packages for land parcels; and
g. Final land bank report.

3.0 SCOPE OF ASSIGNMENT

The selected consulting firm shall provide integrated technical leadership and coordination across the five (5) thematic areas of the project, supported by cross-cutting project management functions. The scope is structured as follows:

- Project Coordination and Planning
- Technical Leadership and Quality Assurance
- Stakeholder Engagement and Government Relations
- Performance Monitoring and Reporting
- Financial Oversight and Procurement Support
- Team Leadership and Capacity Development
- Knowledge Management and Project Closure

4.0 EVALUATION CRITERIA

The shortlisting criteria are:

- Minimum of 10 years of combined institutional experience (of firm or its associates) managing large-scale, multi-year projects in at least two of the following domains: agricultural development, land administration, natural resource management, or investment facilitation.
- Demonstrated experience managing projects with total budgets exceeding USD 5 million, preferably funded by government and/or multilateral/bilateral development partners (World Bank, AfDB, EU, USAID, or equivalent). Cumulative experience across the firm and its associates will be considered
- Proven institutional capacity to coordinate multi-disciplinary teams spanning geospatial analysis, legal and social safeguards, field operations, and investment facilitation.
- Prior engagement on land bank, land administration, or large-scale land access projects in Ghana or West Africa is an advantage; Sub-Saharan Africa experience is required.
- Experience working with traditional land tenure systems, community engagement, and FPIC processes in West Africa is a significant advantage.
- Institutional experience in the oil palm value chains, including estate and outgrower/smallholder models, is an added advantage.

The Ministry of Finance, acting as the lead Ministry, now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the above services. Interested firms must provide information demonstrating that they have the required qualifications and relevant experience to perform the assignment including, where applicable, the experience of their associates and key personnel.

This assignment is open to consulting firms (including joint ventures and consortia) with demonstrated institutional capacity in structuring and managing public-private partnerships in support of national development priorities. Consulting firms will be shortlisted based on **Quality and Cost Based Selection (QCBS)** procedures as set out in the Public Procurement Act, 2003 (Act 663), as amended and in the Guidelines of the Public Procurement Authority of the Republic of Ghana.

It is mandatory for firms to include in their submissions the following statutory documents:

- Valid Registrar General's Renewal Certificate
- Certificates of Registration of Firm
- Valid GRA Tax Clearance Certificate
- Valid SSNIT Clearance Certificate
- Valid VAT Registration Certificate
- Three (3) years' current Audited Financial Statements
- Valid Public Procurement Authority Certificate

Key Experts will not be evaluated at the shortlisting stage.

5.0 DURATION

The estimated period of engagement shall be Sixty (60) months subject to extension where necessary.

6.0 DEADLINE FOR SUBMISSION OF EXPRESSION OF INTEREST

Expressions of Interest shall be in English and must be submitted electronically through the e-GP portal (https://www.ghaneps.gov.gh) by 4:00 p.m. on **Monday, September 22, 2026.** The detailed Terms of Reference (TOR) can be accessed electronically via the e-GP portal (https://www.ghaneps.gov.gh).

Interested eligible consulting firms may obtain further clarification preferably by email, at the address below from 8:00 a.m. to 5:00 p.m., Monday through Friday (except on Public Holidays). Tel: 0302747197 Ext. 1503, Email: Gdamalie@mofep.gov.gh and flare@mofep.gov.gh MWilson@mofep.gov.gh