



Climate finance, programme delivery and sustainable infrastructure for East Africa and the Horn.

HK Consult llc provides proposal development, project preparation and programme delivery services to multilateral funds, bilateral donors, development finance institutions and international prime contractors. The principal has twenty-five years of continuous in-country experience in Ethiopia and the wider region, is lead author of three climate investments now approved and financed at a combined USD 110 million, and has held full budget and delivery accountability on programmes funded by FCDO, USAID, the World Bank and the African Development Bank. Available as prime with vetted local delivery partners, as subcontractor to international primes, and for institutional consultancy and short-term technical assistance.

USD 110M

Approved by the GCF and Adaptation Fund boards · publicly verifiable

3.4M people

Beneficiaries and increased resilience across the approved portfolio

USD 600M+

Corridor infrastructure pipeline structured, Berbera & Dire Dawa

25 years

Continuous delivery in East Africa field engineering to country leadership

COMPANY DATA

LEGAL NAME	TRADING AS	UNIQUE ENTITY ID	BUSINESS SIZE	ENTITY TYPE
Hailu Kebede LLC	HK Consult llc	EFYDTE88FRZ7	Small business	Virginia single-member LLC

CORE COMPETENCIES

- **Climate fund proposal development.** Lead authorship of feasibility studies, concept notes and full funding proposals for the GCF, Adaptation Fund and the Fund for Responding to Loss and Damage, through Secretariat and iTAP review to board decision.
- **Project preparation and financial structuring.** Pre-feasibility and feasibility studies, validation of economic and financial analysis, blended finance structures, IRR and payback modelling, debt service scheduling.
- **Programme execution and budget accountability.** Mobilisation to close-out: workplans, procurement, subcontractor management, risk registers, variance control and donor reporting cycles.
- **Infrastructure and facilities delivery oversight.** Contract administration and QA/QC supervision of local construction, electrical and mechanical installation subcontractors against scope, schedule and specification.
- **Compliance and fiduciary control.** Donor financial management, procurement compliance, environmental and social safeguards, anti-fraud controls and audit-ready documentation.
- **Government and counterpart engagement.** Federal ministries, regional bureaux, regulators, municipal authorities and national designated authorities.
- **Multidisciplinary team leadership.** Directing economists, hydrogeologists, agronomists, irrigation and transport engineers, GIS analysts and safeguards specialists.

DIFFERENTIATORS

Verifiable capital record

Three board-approved climate investments listed publicly on the Green Climate Fund and Adaptation Fund portfolios — not self-reported figures.

Both sides of the transaction

Writes the proposals that get finance approved and holds the budget that spends it, so designs are costed against what delivery actually requires.

Consistently top-rated

Programmes rated at the top of annual review scales by DFID/FCDO, USAID, the World Bank and AfDB, across twenty-five unbroken years in the region.

DELIVERY AND CONTRACTING APPROACH

- **Prime with local delivery partners.** HK Consult holds the contract, the compliance obligation and the client relationship; qualified Ethiopian firms deliver the physical works under back-to-back subcontracts with milestone payments and defined QA/QC gates.
- **Subcontractor to international primes.** Specialist technical assistance and in-country delivery support to primes holding US Government, FCDO or multilateral contracts.
- **Teaming and joint venture.** Open to formal teaming where combined past performance strengthens a bid.
- **Mobilisation.** Offices, banking, registration, staffing and procurement established under donor rules and country regulations at the same time.
- **Local constraints as plan items.** Foreign exchange, customs clearance, permitting, site security and seasonal access.
- **Audit readiness.** Documentation maintained throughout performance, not assembled at close-out.

PAST PERFORMANCE

GREEN CLIMATE FUND ·
FP243

USD 50.0M

GCF grant USD 45.0M
Approved 2024 · disbursing

Climate-resilient community access to safe water powered by renewable energy, Ethiopia

Solar-powered water pumping and efficient irrigation across the drought-exposed Kobo-Girana Valley and Borena Zone, with recoverable grants to widen access to finance. Approved at B.40, October 2024; implementation to 2032. Anticipated 2.1 million people with increased resilience and 173,000 tonnes CO2e avoided. Accredited Entity: Ministry of Finance, Ethiopia.

Lead author, funding proposal · greenclimate.fund/portfolio/projects/fp243

GREEN CLIMATE FUND ·
FP058

USD 50.0M

GCF grant USD 45.0M
Approved 2017 · 100%
disbursed

Responding to the increasing risk of drought: gender-responsive resilience, Ethiopia

Year-round drinking water and small-scale irrigation for rural communities, combining solar-powered pumping with rehabilitation of degraded land around water sources. 1.3 million beneficiaries; over half women, 30% female-headed households. Accredited Entity: Ministry of Finance, Ethiopia.

Lead author, funding proposal · greenclimate.fund/portfolio/projects/fp058

ADAPTATION FUND

USD 9.99M

Fully transferred
Completed 2022

Climate Smart Integrated Rural Development Project, Ethiopia

Drought resilience across seven agro-ecological landscapes through integrated water, agriculture and natural resource management. Implementing Entity: Ministry of Finance, Ethiopia.

Lead author, project proposal · adaptation-fund.org

FCDO · PWC-LED ALLIANCE

Country Lead

Ethiopia portfolio
2022 – July 2026

Green Cities, Infrastructure and Energy Programme (GCIEP), Ethiopia

Full accountability for the Ethiopia portfolio — workplan, budget and its efficient use, alliance partners, government counterparts and close-out. Delivered a USD 185M GCF concept note for Addis Ababa e-mass mobility and charging infrastructure, a USD 600M+ Berbera and Dire Dawa corridor pipeline, Ethiopia's first E-Mobility Technical Working Group, and a public transport dataset covering 184 bus and 385 minibus routes.

Country Lead · budget, delivery and donor reporting accountability

USAID · CHEMONICS

Technical lead

Water supply
Ethiopia

Groundwater development and rural water supply, Ethiopia

Hydrogeological survey, borehole siting, well design and contractor supervision on USAID-funded water supply infrastructure. Earlier assignments with COOPI and Celler Brunnenbau across the region.

Hydrogeologist and water resources specialist · works supervision

KEY PERSONNEL

Tesfaye Hailu — Principal. MSc Geophysics, BSc Geology (Addis Ababa University). Twenty-five years across hydrogeological engineering, climate finance and programme leadership across Ethiopia, Kenya, Tanzania, Uganda and Rwanda. Country Lead, GCIEP (FCDO/PwC alliance) to July 2026; Country Director, Power for All; Programme Manager and Country Director, CDKN/PwC and Triple Line Consulting; hydrogeologist with Chemonics/USAID, COOPI and Celler Brunnenbau. US permanent resident. Languages: English, Amharic.

■ **Technical.** Financial modelling, GHG accounting (CDM methodologies), MEL frameworks, ArcGIS, AutoCAD, wire-line logging, Geodin.

■ **Standards.** GCF and Adaptation Fund proposal architecture, FCDO programme management, USAID contracting environment, World Bank and AfDB procedures, IFI safeguards.

Tesfaye Hailu

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