



**MINISTRY OF ECONOMY AND FINANCE
KINGDOM OF CAMBODIA**

**Loans 4013(ADB), 8387(AFD), 8389(AIF) and Grant 9216(JFPR)-CAM
Agricultural Value Chain Competitiveness and Safety Enhancement Project**

**REQUEST FOR EXPRESSIONS OF INTEREST
Recruitment of International Credit Guarantee Specialist
Package Nos. MEF-CS02-ADB**

1. The Kingdom of Cambodia has received financing from the Asian Development Bank in the form of loans and grant [Loans 4013(ADB), 8387(AFD), 8389(AIF) and Grant 9216(JFPR)] towards the cost of Agricultural Value Chain Competitiveness and Safety Enhancement Project (ACSEP). The project will strengthen value chains of competitive agricultural products (CAPs)—cassava, mangoes, cashew nuts, vegetables, and native chicken—in the provinces of Kampong Cham, Kampong Thom, Oddar Meanchey, Preah Vihear, Siem Reap, and Tboung Khmum. The project will (i) facilitate access to credit for agro-enterprises and agricultural cooperatives; (ii) promote viable market links among agro-enterprises and agricultural cooperatives, and enhance food safety and quality; and (iii) improve farm-to-market connectivity. The project will benefit about 230 agricultural cooperatives (about 27,000 households) and about 50 agribusinesses in the project areas.
2. The Ministry of Economy and Finance (MEF), implementing agency (IA) for ACSEP output 1, invites Expressions of Interest (EOIs) for the consulting services as Individual Financial Specialist Consultants (FSC) to provide technical and administrative support to the MEF in implementing output 1. The Project Implementing Unit (PIU) for output 1 which was established by MEF will be comprised of designated MEF officials and the FSC team. The FSC team will closely work with the participating financial institutions (PFIs) to implement three ACSEP financial schemes under output 1, namely, the agricultural value chain loan credit line (AVCL-CL), equity capital loan credit line (ECL-CL), and credit guarantee fund (CGF). The FSC team will closely coordinate with ACSEP PIU for output 1 particularly on financial aspects, capacity building and outreach to potential subloan borrowers. The duration of the services is varied and based on the professional specialist requirements and can be extended depending on the need.
3. The FSC team will be engaged under time-based contracts and will comprise of two international and four national experts, namely: (i) international agribusiness finance specialist; (ii) international credit guarantee specialist; (iii) national agribusiness finance specialist, (iv) national financial management specialist; (v) national project administrator, and (vi) national credit risk management specialist.

4. As part of the FSC team, an *International Credit Guarantee Specialist* will be selected in accordance with the policies of the Asian Development Bank detailed in the *ADB Procurement Policy: Goods, Works, Nonconsulting and Consulting Services, and Procurement Regulations for ADB Borrowers: Goods, Works, Nonconsulting and Consulting Services (2017, as amended from time to time)*, including the *Guidance Note on Consulting Services Administered by ADB Borrowers (2018, as amended from time to time)* which can be found at:
<https://www.adb.org/documents/adb-procurement-policy>;
<https://www.adb.org/documents/procurement-regulations-ADB-borrowers>;and
<https://www.adb.org/documents/consulting-services>.
5. To obtain more detailed information (terms of reference and cost estimates), interested consultants should check the URL/link below on the Asian Development Bank Consultant Management System (ADB CMS). Expressions of Interest (EOI) completed form and its supporting documents must be submitted through the ADB CMS not later than **05 April 2022**. Late submission of EOIs will not be accepted. The URL/link for EOI submission for *international credit guarantee specialist* position is below:

https://selfservice.adb.org/OA_HTML/adb/xxcrs/jsp/ADBCsrnFwd.jsp?sel=177633
6. Trust Regulator reserves the right to accept or reject any EOI, and to annul the Selection of Consultants process or reject EOIs at any time prior to contract award, with or without thereby incurring any liability to the affected consultants.
7. To request for clarifications, consultants can contact below email addresses during office hours from 9 a.m. to 5 p.m. Phnom Penh time.

Mr. Khun Veasna
Head of Procurement Unit
Agricultural Value Chain Competitiveness and Safety Enhancement Project
Project Implementation Unit
Telephone No.: (855-17) 495-550
Email Address: veasnakhun017@gmail.com
Office Address: MEF, PIU, Building 168F, 8th Floor, Street 598, Sangkat Chrang Chamres 1, Phnom Penh, Cambodia

Mr. Sam Ang Po
Head of Operation Unit
Agricultural Value Chain Competitiveness and Safety Enhancement Project
Project Implementation Unit
Phone No.: (855-12) 899-960
Email Address: samangpo@gmail.com
Office Address: MEF, PIU, Building 168F, 8th Floor, Street 598, Sangkat Chrang Chamres 1, Phnom Penh, Cambodia

CC:
H.E Mr. SOK Dara
Project Manager
Agricultural Value Chain Competitiveness and Safety Enhancement Project
Project Implementation Unit
Phone No: (+855) 12 232-488

Email Address: sokdara@gmail.com

Office Address: MEF, PIU, Building 168F, 8th Floor, Street 598, Sangkat Chrang Chamres
1, Phnom Penh, Cambodia

TERMS OF REFERENCE

Selection Number	177633
Project	LOAN-4013 CAM: Agricultural Value Chain Competitiveness and Safety Enhancement Project – CS02 International Credit Guarantee Specialist (50264-002)
Expertise	Credit Guarantee Specialist (CGS)
Expertise Group	Finance and Investment
Source	International

OBJECTIVE AND PURPOSES OF THE ASSIGNMENT

The Kingdom of Cambodia has received financing from the Asian Development Bank in the form of loans and grant [Loans 4013(ADB), 8387(AFD), 8389(AIF) and Grant 9216(JFPR)] towards the cost of Agricultural Value Chain Competitiveness and Safety Enhancement Project (ACSEP). The project will strengthen value chains of competitive agricultural products (CAPs)—cassava, mangoes, cashew nuts, vegetables, and native chicken—in the provinces of Kampong Cham, Kampong Thom, Oddar Meanchey, Preah Vihear, Siem Reap, and Tboung Khmum. The project will (i) facilitate access to credit for agro-enterprises and agricultural cooperatives; (ii) promote viable market links among agro-enterprises and agricultural cooperatives, and enhance food safety and quality; and (iii) improve farm-to-market connectivity. The project will benefit about 230 agricultural cooperatives (about 27,000 households) and about 50 agribusinesses in the project areas.

The project is aligned with the following impacts: (i) inclusive and sustainable development in agriculture sector achieved; and (ii) private sector developed by promoting SMEs and entrepreneurship. The project will have the following outcome: value addition of five competitive AVCs in the project areas increased.

The Ministry of Economy and Finance (MEF), implementing agency (IA) for ACSEP output 1, require consulting services for an individual International Credit Guarantee Specialist (ICGS) as part of the Financing Specialist Consultants (FSC) team to provide technical and administrative support to the MEF in implementing output 1. The Project Implementing Unit (PIU) for output 1 which was established by MEF will comprise of designated MEF officials and the FSC team. The FSC team will closely work with the participating financial institutions (PFIs) to implement three ACSEP financial schemes under output 1, namely, the agricultural value chain loan credit line (AVCL-CL), equity capital loan credit line (ECL-CL), and credit guarantee fund (CGF). The FSC team will closely coordinate with ACSEP PIU for output 1 particularly on financial aspects, capacity building and outreach to potential subloan borrowers. The duration of the services is varied and based on the professional specialist requirements and can be extended depending on the need.

The FSC team will comprise two Agribusiness Finance Specialists (international and national), a Credit Guarantee Specialist (international), a Credit Risk Management Specialist (national), a Financial Management Specialist (national), and a Project Administrator (national).

Scope of work

Under the guidance of the PIU Project Director and in close coordination with the International Agribusiness Finance Specialist (IAFS) and the Credit Guarantee Corporation of Cambodia (CGCC), the consultant, as part of the PIU for Output 1, is responsible for (i) designing the CGF including guidelines, operating procedures, governance structure, and (ii) implementation of the CGF component of Output 1 in compliance with relevant financial covenants of ACSEP. In designing the CGF, consistency with CGCC operation is considered in view of an anticipated transfer of management of ACSEP guarantees to CGCC beyond the ACSEP project period, while some unique project specific feature should also be considered.

Detailed Tasks and/or Expected Output

The consultant's major responsibilities include, but not limited to:

- (i) Updating the General Operating Guidelines of Output 1 including all templates and formats required for the operationalization of the CGF in reference to relevant guidelines, manuals and agreement templates of CGCC in close coordination with CGCC.
- (ii) In reference to CGCC Standard Operating Procedures (SOP) Manual, preparing an ACSEP CGF SOP Manual for

- the Guarantor, which is a practical guide for the PIU staff to operate the CGF such as qualifying PFIs, reviewing and approving/rejecting guarantees on AVCLs and ECLs approved by PFIs.
- (iii) In reference to CGCC Scheme Guidelines, preparing a shortened version of the SOP Manual for PFIs, which is a guide for PFIs to refer to in requesting the Guarantor guarantees for AVCLs and ECLs.
 - (iv) Helping PIU establish an organizational structure and staffing to administer the CGF.
 - (v) Establishing and improving a coordination mechanism with PFIs to facilitate their access and use of the CGF.
 - (vi) Establishing and improving a monitoring and reporting mechanism for PFIs' overall performance and lending of ACSEP financial products in cooperation with IAFS.
 - (vii) Organizing and providing, as FSC team, capacity building for PIU Output 1 staff and PFIs on ACSEP CGF SOP and other topics related to credit guarantees.
 - (viii) Providing on-the-job training for the PIU and PFIs on CGF SOP.
 - (ix) Carrying out the initial start-up and pilot phase of CGF operations in coordination with PFIs.
 - (x) Incorporating, if any, lessons from the pilot phase operations to improve the CGF operations.
 - (xi) Monitoring PFIs' lending of ACSEP financial products.
 - (xii) Proposing remedial strategies based on the monitoring of PFIs' lending of ACSEP financial products as needed in consultation with PFIs.
 - (xiii) Providing inputs for quarterly and annual project progress reports relevant to Output 1.
 - (xiv) Writing required reports, manuals, other printing materials as required relevant to Output 1 implementation.
 - (xv) Liaising with ADB project officer for matters that requires ADB's approval, views and attention.
 - (xvi) Coordinating as FSC team with government agencies, including the National Bank of Cambodia, the SME Bank of Cambodia, and CGCC, and development partners on Output 1 implementation.
 - (xvii) Perform other activities pertinent to the consultant's expertise that will be required by the PIU.

Minimum Qualification Requirements

The International Credit Guarantee Specialist should have at least a bachelor's degree in Finance, Economics, Business Administration, Management or a related discipline. The consultant should have a minimum of 10 years' experience in credit risk management, measurement, underwriting, collection and collateral resolution processes, preferably in both advanced and developing countries. The consultant should have a minimum of 7 years' experience with credit guarantee preferably for SME and/or agriculture loans and practical knowledge of international best practices in credit guarantee systems. Prior experience with international financial institutions (IFIs) is highly desirable. Relevant experience in ADB developing member countries particularly those in Southeast Asia is desirable.

Minimum General Experience	10	years
Minimum Specific Experience (relevant to assignment)	7	years
Regional/Country Experience	Desired	

Deliverables	Type	Estimated Submission
Quarterly and Annual Reports	Report	

Schedule and Place of Assignment (chronological and inclusive of travel)

City and Country	Working Days	Estimated Start	Estimated End	Other Details
Phnom Penh, Cambodia	88	01-Apr-2023	31-Jan-2024	
Other City, Cambodia	22	01-Feb-2024	31-Mar-2024	
Home Office	110	02-May-2022	31-Mar-2023	
Total	220	Intermittent; Max. Working Days/Week: 5 for home office, 5 for Field		