



**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 National Agribusiness Finance Specialist  
Package Nos. MEF-CS03-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 **National Agribusiness Finance Specialist** will be selected in accordance with the policies of the Asian Development Bank detailed in the *ADB Procurement Policy: Goods, Works, Non-consulting and Consulting Services, and Procurement Regulations for ADB Borrowers: Goods, Works, Non-consulting 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 **19 March 2023**. Late submission of EOIs will not be accepted. The URL/link for EOI submission for **National Agribusiness Finance Specialist** position is below:  
[https://selfservice.adb.org/OA\\_HTML/adb/xxcrs/jsp/ADBCsrnFwd.jsp?sel=185878](https://selfservice.adb.org/OA_HTML/adb/xxcrs/jsp/ADBCsrnFwd.jsp?sel=185878)
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 8 a.m. to 5 p.m. Phnom Penh time.

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CC:  
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## TERMS OF REFERENCE

<b>Contract</b>	ACSEP/CS03-ICS/MEF/TR		
<b>Project</b>	Agriculture Value Chain Competitiveness and Safety Enhancement Project		
<b>Expertise</b>	<i>National Agribusiness Finance Specialist</i>		
<b>Source</b>	National	<b>Category</b>	Independent
<b>Objective and Purpose of the Assignment</b>			
<p>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.</p> <p>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 <i>National Agribusiness Finance Specialist</i> Consultants (NAFSC) 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.</p> <p>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. 2 The project will have the following outcome: value addition of five competitive AVCs in the project areas increased.</p>			
<b>I. Scope of work</b>			
<p>Under the guidance of the MEF-TR/PIU Project Director/Project Manager and the International Agribusiness Finance Specialist (IAFS), the consultant’s major responsibilities include, but not limited to:</p> <ol style="list-style-type: none"> <li>1. Serving as Deputy Team Leader of FSC team responsible for overall implementation of Output 1 in compliance with relevant financial covenants of ACSEP as part of the PIU for Output 1.</li> <li>2. Helping PIU establish an organizational structure and staffing to administer AVCL-CL and ECL-CL separately from CGF to ensure independency between the CLs operation and CGF operation.</li> <li>3. Assisting IAFS in preparing and updating a detailed implementation schedule for Output 1 activities, in line with the overall project implementation schedule to be prepared by the PMU under MAFF.</li> <li>4. Assisting IAFS in updating the General Operating Guidelines of Output 1 including all templates and formats required for the operationalization of the CLs.</li> <li>5. Assisting IAFS in preparing an ACSEP CLs Standard Operating Procedures (SOP) Manual for the PIU (or Administrator of the CLs), which is a practical guide for the PIU staff to administer the CLs, including PIU’s review process of PFIs’ requests for payments and sub loans that require PIU’s review due to safeguard categorization or the amount over the free limit in close coordination with the PMU safeguard specialists.</li> <li>6. Assisting IAFS in preparing a shortened version of the SOP Manual for PFIs, which is a guide for PFIs to provide AVCLs and ECLs in coordination with PFIs.</li> <li>7. Assisting IAFS in establishing and improving a coordination mechanism with PFIs and developing a strategy and action plan to facilitate PFIs’ lending under ACSEP.</li> <li>8. Assisting IAFS in establishing and improving an outreach mechanism for potential sub loan borrowers in coordination with PFIs and PMU/PIU for Output 2 under MAFF that will be closely working with potential sub loan borrowers.</li> <li>9. Assisting IAFS in establishing and improving a monitoring and reporting mechanism for (a) PFIs’</li> </ol>			

- compliance with financial covenants of ACSEP and (b) PFIs' lending of ACSEP financial products.
10. Monitoring (a) PFIs' compliance with financial covenants of ACSEP and (b) PFIs' lending of ACSEP financial products.
  11. Assisting IAFS in proposing remedial strategies based on the monitoring of PFIs' lending of ACSEP financial products as needed in consultation with PFIs.
  12. Coordinating closely with the International Credit Guarantee Specialist (ICGS) and the National Credit Risk Management Specialist (NCRMS) for activities of AVCL-CL and ECL-CL and those of CGF for smooth implementation of Output 1.
  13. Working with the IAFS to take a lead of PIU Output 1 and FSC team to ensure (a) relevant indicators of the Design and Monitoring Framework (DMF), (b) safeguard compliance in the implantation of Output 1 of ACSEP, and (c) relevant actions in ACSEP Gender Action Plan to be all accomplished.
  14. Organizing and providing capacity building for PIU Output 1 staff and PFIs in technical areas of PFIs' needs and interests, including technical and financial appraisal of sub loan proposals, and agricultural value chain financing schemes and safeguards and gender development together with PMU.
  15. Working with PFIs in the outreach and capacity building activities for potential sub loan borrowers, including business proposal preparation and financial planning.
  16. Facilitating participation of more financial institutions in ACSEP.
  17. Preparing as FSC team quarterly and annual project progress reports relevant to Output 1 and submitting to PMU.
  18. Writing as FSC team required reports, manuals, other printing materials as required relevant to Output 1 implementation.
  19. Liaising with ADB project officer for matters that requires ADB's approval, views and attention.
  20. Coordinating with government agencies, including the National Bank of Cambodia, the SME Bank of Cambodia, and CGCC, and development partners on Output 1 implementation.
  21. Performing other activities pertinent to the consultant's expertise that will be required by the PIU.

## II. Minimum Qualification

The National Agribusiness Finance Specialist/Deputy Team Leader (NAFS) should have a graduate degree in Finance, Economics, Business Administration (MBA), Management or a related discipline. The consultant should have a minimum of at least 8 years of relevant work experience in agricultural finance, SME finance, and microfinance at financial and microfinance institutions in Cambodia. Proven-track record of work experience with various financial tools (credit line, credit guarantee, equity trust fund) is highly desirable. Prior experience with international development agencies particularly international financial institutions (IFIs) is desirable. The specialist must have strong analytical and writing skills in producing relevant reports. The consultant must be proficient in English and Khmer.

Minimum Specific Experience (relevant to assignment)                      **8                      years**  
 Regional/Country Experience                      **Desired**

## III. Duration of contract

The contract will be 46 months, with possible extension if required.

<b>Places of Assignment:</b>	<b>Days Estimated Dates</b>	<b>(dd/mm/yyyy)</b>
Phnom Penh, Cambodia	40 person-months	Start date: April 20, 2023 End date: February 28, 2027
Provinces, Cambodia	6 person-months	
<b>TOTAL</b>	<b>46 person-months</b>	

NOTE: The consultant is responsible for their own health and safety in relation to the consulting services assignment and shall comply with the country-specific requirements and regulations in relation to COVID-19.