# KYRGYZ REPUBLIC

# AGRICULTURAL PROJECT IMPLEMENTATION UNIT

**TERMS OF REFERENCE**

**for FOR THE INDIVIDUAL INTERNATIONAL CONSULTANT for Agriculture Value Chain Development**

1. **Project background information**

The Ministry of Water Resources, Agriculture and Processing Industry of the Kyrgyz Republic established the Agricultural Project Implementation Unit (APIU) to coordinate, manage and implement agricultural projects and any other future projects that receive financial support from the Asian Development Bank (ADB) and other donors.

Approved by the Asian Development Bank (ADB) Board of Directors on December 6, 2023, the Climate Resilient Agricultural Value Chains Development Project (Project) aims to improve household and national food security through resilient, climate-adapted value chains.

The Law of the Kyrgyz Republic “On Ratification of Agreements on Financing the CRAVCD between the Kyrgyz Republic and ADB, signed on December 13, 2023 in Bishkek dated June 27, 2024 No. 109 was issued.

State policy in agriculture is aimed at ensuring food security and stimulating the development of medium and large processing complexes, logistics centers for exporting products to foreign markets and comprehensive support for companies with the highest export potential, by providing access to long-term and cheap credit resources, and trade information. The strategic goal of reforms in the agricultural sector is to ensure food security, develop sustainable agriculture and create conditions for the development of clusters in the production and processing of agricultural products. These country development priorities are included in the National Development Program of the Kyrgyz Republic until 2026, approved by Decree of the President of the Kyrgyz Republic dated October 12, 2021 No. 435.

The CRAVCD VC, financed by the Asian Development Bank, focuses on poverty reduction by increasing rural productivity and creating income-generating activities.

The main result of the proposed project will be an increase in the supply of fresh and processed fruits and vegetables to domestic and international markets.

The CRAVCD VC will have two outcomes: (i) increased lending from participating financial institutions (banks) to support the development of horticultural value chains and (ii) strengthened horticultural value chains.

Executive agency is the Ministry of Water Resources, Agriculture and Processing Industry of the Kyrgyz Republic (MWRAPI KR).

Implementing agency is the Agricultural Projects Implementation Unit of the MWRAPI KR.

Open Joint Stock Company "Aiyl Bank" as a participating financial institution (bank) will finance agribusinesses at the national level.

The goal of the project is to increase the supply of fresh and processed fruits and vegetables to domestic and international markets, increase the export potential of the Kyrgyz Republic, as well as create income-generating jobs in the horticulture sector.

The project consists of two main components:

**Component 1:** Financing by Participating Financial Institutions (PFIs) of Eligible Sub-Projects by providing sub-loans to Eligible Sub-borrowers in accordance with this Loan and Grant Agreement and the Project Agreements,

**Component 2:**(i) Strengthening horticulture value chains through contract farming agreements between farmers and processors and/or exporters, promoting climate-smart agronomic and processing practices to reduce losses, training women owners and/or managers in management business and entrepreneurship, as well as the implementation of measures to promote cross-border trade in Kyrgyz agricultural products; and (ii) support for project implementation by the PIU, including through improved project management, monitoring and reporting, and strengthening the capacity of PFIs to develop and implement horticulture finance policies, procedures and loan products, provide staff training in horticulture subsector lending, conduct activities to reach clients to increase their awareness of PFIs' products and services, and strengthen the capacity of PFIs to develop an appropriate Environmental and Social Management System ESMS.

**2. Goals and objectives**

The project aims to develop activities that increase productivity and supply of fresh and processed horticultural products to domestic and international markets.

The project objective is to improve food security through sustainable horticulture value chains adapted to climate change.

1. **Scope of work and responsibilities**

The list of key responsibilities for this position are:

* Assist the APIU in the identification of target value chains to be the focus of project interventions from both a commodity and geographical perspective;
* Assist the APIU in developing models of value chains identifying the main stakeholders detailing respective value addition in the marketing chain for use by PFIs to identify their borrowers;
* Review of available value chain studies undertaken in Kyrgyz Republic, prepare commodity market investigations and analyses for potential horticultural value chains to assist in identifying the most promising areas for potential subprojects;
* Provide technical support to the APIU in their development of the activities to strengthen linkages between farmers/farmer groups and downstream value chain operators;
* Assist the financial management specialist to develop training programs to introduce improved financial management practices amongst PFIs to generate the measures required for monitoring and reporting;
* Conduct annual reviews of sub-loans to determine if changes are needed in the means of identifying potential bank clients and in the nature of interventions provided under the project;
* and Conduct annual reviews of PFI loans financed by the project to determine efficiency of implementation and the realization of benefits accruing to borrowers.
* Other tasks agreed with the APIU management.

1. **Reporting and approval procedure**

The consultant will report to the project coordinator and the director of APIU, who will evaluate their performance of their duties.

1. **Qualification requirements**

* Experience in SME development and planning is required.
* This position requires at least 15 years of experience in agrobusiness development and more than 10 years of experience in value chain development (ideally with horticulture products).
* Recent work experience in the Kyrgyz Republic and other Central Asian countries is preferable.
* The Consultant should have a university degree from an internationally recognized educational institution and be fluent in English and Russian.
* He/she will be based in the APIU, but will be required to travel frequently to project areas.
* The Consultant should demonstrate good written skills in English and Russian.
* He/she will have good interpersonal skills and will be familiar with working in large multinational teams.

1. **Work period**

The work period of the position will initially be 12 months, with the possibility of extension by mutual agreement of the two parties, with a probationary period of two months.