

Annex II: Selection criteria

BioInnovation Africa II

Call for Expressions of Interest

1. Essential requirements that need to be fulfilled according to the [develoPPP](#) funding mechanism, including:

 - 1.1. At least one of the partner companies privately owned and run for profit.
 - 1.2. A minimum of two audited annual financial statements available.
 - 1.3. Sufficient economic solvency and liquidity to make necessary own contribution (at least 50% of the total project budget).
 - 1.4. Nature and extent of planned changes are measurable the project duration / potential to generate concrete impacts within the project timeframe.
 - 1.5. Staff resources and specialist qualifications required to carry out the project.
 - 1.6. Project design is coherent, objectives and activities are realistic and cost-benefit ratio is appropriate.
 - 1.7. Project will create structures to ensure the sustainability of results and changes achieved.
 - 1.8. Project activities are not required by law.
 - 1.9. Project makes good business sense but is not directly relevant to earnings (promotion of core business is excluded as a general rule).

2. BIA project-specific criteria:
 - 2.1. Implementation in one (or more) of the four beneficiary countries.
 - 2.2. Committed partners, at least one of them being registered in Europe.
 - 2.3. Business relationship between the (African and European) project partners.
 - 2.4. Familiarity and understanding of the national ABS requirement and national guidelines on benefit sharing for conservation and sustainable use is an asset.
 - 2.5. Commitment and compliance (actual or potential) with the [UNCTAD Ethical BioTrade Principles and Criteria](#) in supply chains.
 - 2.6. Tangible contribution to...
 - 2.6.1. Improved sustainable use and conservation of biodiversity on the ground, e.g., by...
 - a) Strengthening capacities on sustainable cultivation and collection methods.
 - b) Assessing and establishing sustainable harvesting quotas/period or standards.
 - c) Implementing Biodiversity Action Plans.
 - d) Link to potential Nature-based Solutions and National Biodiversity Strategies and Action Plans (NBSAPs).
 - 2.6.2. Addressing market requirements and export readiness, e.g., by

- a) Strengthening capacities on processing and transport.
 - b) Setting up supply chain traceability.
 - c) Organisational support to SMMEs and cooperatives.
 - d) Supporting compliance with national regulations (incl. ABS).
- 2.6.3. Employment, working conditions and other social standards e.g., by
- a) Strengthening the capacities on working safety and hygiene.
 - b) Ensuring gender-inclusiveness throughout the supply chain.
 - c) Ensuring compliance with minimum wage and advancing the establishment of living wage/living income.
- 2.6.4. Inclusion and empowerment of Indigenous Peoples and Local Communities (IPLC) in the conservation and valorisation of biodiversity.
- 2.6.5. Synergies with existing activities / initiatives, e.g., Sector Development Plans or National policies and priorities.
- 2.6.6. Strengthening the capacities, equal representation and active engagement of women and other marginalized groups. esp. further up the value chain.
- 2.7. Potential to up-scale or replicate project results.
- 2.8. Potential of private sector partners to quantifiably contribute to project activities (co-investments, technology transfer, long-term off-take agreements, etc.).

3. Additional country-specific considerations

Following additional aspects will be of an advantage:

South Africa

- Committed partners that are prepared to (a) inform themselves of the SA & EU relevant guidelines, requirements & frameworks; (b) Check the status of respective species on the TOPS list as it may limit some commercial activities
- Support capacity development on negotiation skills; trading and bookkeeping skills; supply management; and create value chain understanding

Cameroon

- Collaboration with national research structures in aspects related to the value chain(s) development
- Activities that help foster the private sector in the field of biotrade in Cameroon

Madagascar

- Intervention area either in the DIANA, SAVA or BOENY region is an asset
- Link to ongoing interventions by the Ministry of Environment and Sustainable Development (MEDD), especially the [ABS-MADA](#) project
- Link to ongoing interventions by GIZ Madagascar

Namibia

- Strengthening the participation and capacities of the local youth