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MGFA Call for Proposals 2026

Annex to Call for Proposal (No. 3088/DoF, 26/05/2026): Overview of MGFA Eligibility Criteria, and Application and Selection Processes

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INTRODUCTION

This Overview of MGFA Eligibility Criteria, and Application and Selection Processes is Annex 1 to the Call for Proposals issued under No. 3088/DoF, 26/05/2026 by the Director General of the Department of Forestry of the Ministry of Agriculture and Environment of the Lao People's Democratic Republic.

The MGFA targets businesses operating in the agricultural sector (agri-businesses) that have a strong interest to invest in deforestation-free and sustainable agricultural value chains (AVCs) in six provinces of Laos, namely Sayaboury, Luang Prabang, Houaphan, Oudomxay, Luang Namtha and Bokeo provinces. Agribusinesses that meet the eligibility criteria could receive matching-grant funding (MGF) worth up to 50% of the value of their proposed investment, with a maximum grant size of EUR 50,000. In addition, selected agri-businesses are offered needs-based technical assistance free of charge. Below, this Overview provides information about the SU-I-GFLM project's objective, the Call for Proposals and related management structure, application processes and selection criteria.

6 PROVINCES

Sayaboury, Luang Prabang, Houaphan, Oudomxay, Luang Namtha & Bokeo

50% MATCH

Grant covers up to 50% of your proposed investment value

EUR 50,000 MAX

Maximum matching grant size per agri-business

SU-I-GFLM PROJECT

The Government of the Lao PDR represented by Ministry of Agriculture and Environment (MAE), in cooperation with Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, are implementing the SU-I-GFLM project (the project) with funding from the Green Climate Fund (GCF) and the German Federal Ministry for Economic Cooperation and Development (BMZ).[1]

Project objective

The project's core objective is to support the Government in achieving its targets for reduction of forest degradation, deforestation and emission of greenhouse gases (GHG).

Project area and timeline

The project runs in 27 districts of Sayaboury, Luang Prabang, Houaphan, Oudomxay, Luang Namtha and Bokeo provinces.[2]

Project Management

The SU-I-GFLM project's National Project Management Unit (NPMU) is established in the Department of Forestry (MAE) and is technically supported by GIZ.

Private sector and project support

The project considers the private sector to play a key role in achieving project objectives. The project offers support to agribusinesses to catalyze investment in deforestation-free and sustainable agricultural production and thus contribute to reduction of forest degradation, deforestation and GHG emissions.

Scope and expected impact

The project targets agribusinesses that are ready to invest in deforestation-free and sustainable agricultural production as found on the project's Whitelist. Investments should have a positive impact on the value chains linked to the Whitelist, contributing to mutually beneficial commercial relations with farmers, more sustainable, climate-smart and deforestation-free practices or otherwise contribute to reduction of forest degradation, deforestation or GHG emissions. Without sufficient demonstration of a contribution to project objectives and link to sustainability, the investment will not be supported.

Matching-grant funding: size and own contribution

The range of available matching-grant funding per agribusiness is between EUR 5,000 and EUR 50,000, and is allowed to fund up to 50% of the value of the investment. The remaining funding of the investment should come from agribusines itself and amount to 50% or more of investment value. An agribusiness should thus financially be amply solvent and liquid to be able to make this contribution.

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[1] https://www.greenclimate.fund/project/fp200#documents

[2] A complete overview of project districts can be found in Appendix 1.

MATCHING GRANT FACILITY FOR AGRIBUSINESSES

The Management and oversight of the established Matching Grant Facility for Agribusiness (MGFA) is a shared responsibility of the Department of Forestry (DoF), the Environment and Forest Protection Fund (EFF) and GIZ. The management and oversight function includes the responsibility for the MGFA selection processes and criteria, and for approval of individual MGFA applications.

Transparency and objectivity

MGFA Management has established transparent and objective selection criteria, application and approval processes that are documented in this Overview, which will be published online.

CALL FOR PROPOSALS

The Call for Proposals targets agribusinesses with concrete plans to make investments in de-forestation free and sustainable agricultural value chains within Sayaboury, Luang Prabang, Houaphan, Oudomxay, Luang Namtha or Bokeo provinces. MGFA Management urges these agribusinesses to verify and follow the eligibility criteria below before applying for matching-grant funding and technical support. For the current call, the total available grant funding amount is EUR 1.8 million with a maximum funding of EUR 50,000 per applicant. MGFA Management reserves the right not to award all available funding in case investments don't meet selection criteria or don't contribute to project objectives. Links to application templates, guidelines for applicants and MGFA Management's contact details are provided below. Agribusinesses are encouraged to reach out to the MGFA Coordination Unit and request for clarification or assistance if needed through contact details provided.

Eligibility criteria are summarized below in Section 5 of this Overview and can be used by agribusinesses to verify if they are compliant and qualify for MGFA support. Agribusinesses are encouraged to apply using the Guidelines for Applicants, Application Form and Investment budget and timeline templates (Excel). In case of questions, comments or concerns regarding the Application Form or the overall Call for Proposal, kindly use the contact details provided in Section 6. Finally, Section 7 provides a summary overview of MGFA selection processes and Section 8 of the related estimated schedule. The document concludes with an overview of general conditions and a disclaimer in Section 9 and Statement on Data Management in Section 10.

→ **EUR 1.8M**

Total available grant funding for this call

→ **EUR 50,000**

Maximum grant funding per applicant

→ **10 SECTIONS**

Full document covers eligibility, application, selection & schedule

ELIGIBILITY OF APPLICANTS

The MGFA applies four sets of criteria to establish eligibility for project support, relating respectively to each:

- applicants (5.1);
- agricultural production: Whitelist (5.2)
- investments (5.3); and
- expenditures (5.4).

5.1 ELIGIBILITY OF APPLICANTS.

Agribusinesses are eligible if they are legally compliant, privately owned and independently managed, and if they source inputs from or have operations linked to the project districts. An overview of project districts can be found below in Appendix 1. Among other criteria, applicants should have adequate financial management capacity or at least apply record keeping systems that allow for assessment of the financial situation of the agribusiness. An overview of all eligibility criteria is provided in Table 1:

Table 1: Eligibility criteria for agribusinesses

No	Issue	Specification
1	Legal form	Individual enterprise, partnership or limited liability company, established under Lao Law.
2	Ownership	Fully privately owned.
3	Management	Independently managed and operating.
4	Integrity	Full compliance of business owner, management and staff with GCF's Policy on Prohibited Practices, including a zero-tolerance for, either directly or indirectly, condoning, encouraging, participating or engaging in any of the following behaviors and practices: 1. Corruption; 2. Fraud; 3. Coercion; 4. Collusion; 5. Obstruction; 6. Abuse; 7. Money Laundering; 8. Retaliation against whistle blowers of witnesses; 9. Financing of Terrorism; 10. Harassment. 11. Discrimination based on any criteria, including but not 12. limited to gender and ethnicity Agri-business owners and management are to take any necessary measures to prevent and combat such behaviors and practices.

ELIGIBILITY OF APPLICANTS

No	Issue	Specification
5	Legal	Full, documented legal compliance of Agri-MSMEs and their owners, including but not limited to compliance with regulatory requirements: 1. To register with MoIC. 2. To be fully licensed by MAE to operate agriculture related activities. 3. To establish tax liability and pay due taxes. 4. To have and use an approved company stamp. 5. Established by and under the Labour Law. 6. Established by and under the Law on Social Security. 7. Established by and under the Law on Accounting.
6	Age	Formally established and in actual operation for at least 2 years.
7	Activity	Engaged in at least one of the AVCs of the Whitelist, promoting sustainable, deforestation free agricultural practices.
8	Geography	The agribusiness must operate or source crops from farmers in at least one of the project districts.
9	Financial management	**Must:** • Show financial statements, including statements of income and working capital over the most recent year, and a recent overview of assets and liabilities; or a complete series of bank statements for at least the most recent 12 months. • Have a staff member knowledgeable in financial management.
10	Bank account	Must have a bank account in the name of the company in place before grant issuance.
11	Procurement	**Must:** • Have a staff member with a basic understanding of procurement rules and processes. • Be willing to work closely with EFF on preparation and implementation of procurement plan according to EFF requirements; • Be willing to share regular financial monitoring reports with EFF according to EFF templates and requirements.
12	Operations	The Agri-MSMEs should be a financially and operationally effectively running business that is not in debt distress.
13	Income	Positive estimates of overall business income for at least the next 24 months.
14	Equity	Ability to demonstrate availability of 50% equity contribution to investment and related working capital requirements.
15	Other grants	No other grant funding applications or award for the same investment.
16	Project Cooperation	**Commitment in writing to project management to:** • Share data and information with project representatives in good faith; • Agree to and actively support verification of eligibility and integrity requirements by EFF and project representatives; • Invest time and effort to prepare investment and procurement plans with project support.
17	Readiness	Readiness to implement the investment and procurement plans.

ELIGIBILITY OF APPLICANTS

No	Issue	Specification
18	Social governance	• Appropriate social governance policies in place • Verifiable commitment and willingness to invest in sustainable, climate-resilient, deforestation-free agricultural production • Verifiable commitment to socially responsible relations with farmers, including use of written contracts with farmers in project target villages that meet criteria of the Government Decree on Contract Farming and Good Practice Standards.
19	Environmental governance	• Verifiable commitment and willingness to invest in environmentally sustainable, climate friendly and deforestation free agricultural production methods • Appropriate environmental policies in place and records of related accomplishments. • Formal, written confirmation by PAEO and/or DAEO of full compliance of the Agri-MSME's operations with applicable environmental and social laws and regulations of the Lao PDR and with the project's Exclusion List.
20	Grievance Redress Mechanism	Commitment and pro-active support to application and dissemination of the SU-I-GFLM's Grievance Redress mechanism to agents and farmer-producers from which the applicant sources his inputs or are involved in his business activities.

5.2 ELIGIBILITY OF AGRICULTURAL PRODUCTION

To be eligible, the investment should be made in agricultural production value chains and production systems that are in accordance with the project's Whitelists. The Whitelist is a list of agricultural value chains and productions systems approved by the project. The Whitelists have been added as Appendices 2 and 3 of this document.

5.3 ELIGIBILITY OF INVESTMENTS

The description of eligibility of investment for MFGA support consists of two parts: The first part provides an exhaustive overview of criteria investment should meet to be eligible (Table 2); The second part provides an non-exhaustive overview of investments positively considered as eligible for MGFA support (Table 3).[3]

[3] A Negative List of excluded sectors and activities is provided in Table 5.

ELIGIBILITY OF APPLICANTS

Table 2: Eligbility criteria for investments

No	Issue	Specification
1	Ownership	The investment should be made in assets purchased and owned by and in the name of the Agri-MSMEs.
2	Asset type	The investment should be made in fixed productive assets[4], whether tangible (e.g. equipment, machinery, plant, warehouse, storage, drying grounds, tractors) or intangible (e.g. certification, branding). Investment in financial assets or the form of purchase of land are not eligible.
3	Business use only	The asset should be used for business purposes only
4	Firsthand	The asset invested in should be purchased and used firsthand, i.e. purchased directly from the producer or supplier of the asset as the first user of the asset.
5	Vehicles	Vehicles of any kind are excluded from eligibility.
6	Legality	The purchase and ownership of the assets invested in should be fully legally compliant and be licensed and authorized by relevant authorities.
7	Environmental and Social Safeguards	The investment should be fully legally compliant with applicable environmental and social safeguards regulations of the Lao PDR, including but not limited to requirements to: 1. Prepare an Initial Environmental Examination or Environmental and Social Impact Assessment;[5] 2. Prepare an environmental and social monitoring plan; 3. Have Environmental Compliance Certificate issued by MAE for the investment for which MGF has been requested;[6] 4. Comply with regulations that prohibit the use of agro-chemicals and other harmful substances. This legal compliance should be documented and verified, and confirmed through formal, written confirmation by PAE and/or DAE.
8	Operationalization	The expenditures made for the investment are only eligible if the asset is fully operational within 12 months after conclusion of the matching-grant agreement.
9	Financial documentation	The expenditure made on the investment is only eligible if real, stated in the proposal's budget and detailed in contracts, invoices and receipts. Adequate documentation of purchase, delivery and payments for the assets have to be provided according to the timeline indicated by the EFF for expenditures to be eligible.
10	Business outcome	Investments in productive assets are eligible only if they positively contribute to the Agri-MSME's profitability over time.

[4] I.e. assets that durably contribute to production or marketing processes, for over a year or over one productive cycle. Investment in current assets, i.e. assets to use within one cycle of operations or in regular running of operations (e.g. stock) are not eligible.

[5] Depending on the investment categorization based on MoNRE's Ministerial Agreement on Endorsement and Promulgation of a List of Investment Projects and Activities Requiring for Conducting Initial Environmental Examination or Environmental Impact Assessment (No. 8056/MoNRE, 17/12/2013).

[6] According to relevant Law, Decrees and Ministerial Regulations, among which in particular but not exclusive the Government Decree on Environmental Impact Assessment (No. 21/GoL, 31/01/2019), MoNRE Instructions on Initial Environmental Examination (No 8029/MoNRE, 17/12/2013), on Environmental and Social Impact Assessment (No 8030/MoNRE, 17/12/2013) and on Hazardous Waste Management (No 744/MoNRE, 11/02/2015).

ELIGIBILITY OF APPLICANTS

Table 3: Positive list with examples of eligible investments

The overview of investments eligible for MGFA support mentioned in Table 3 is not exhaustive; other investments might also be supported, if they meet the criteria mentioned in Table 2.

No	Category	Suggestions
1	Fees for external experts	This includes all contracts with subcontractors or external firms, e.g.: • costs of external workshops, seminars, and training events (incl. all services relevant for the workshops e.g., facilitation). The experts can either be listed individually or consolidated in a pool. The technical requirements profile of the experts must be described. The award procedures must be documented. • production and printing of teaching and information material • preparation of studies • provision of consultancy services • transportation and logistics costs This could include: • Acquisition of sustainability and climate compatibility certifications • Getting GMP or HACCP certification • Getting quality or food safety certification The external service providers need to be agreed with the MGFA committee
2	Travel expenses	Any travel linked to the proposed activities can be compensated
3	Costs for materials and equipment	**Processing equipment, such as:** • driers, ovens • choppers, mills, cutters, threshers, shredders, crushers, presses • washers, cleaners • sorters, separators, centrifuges etc. • mixers • pelleting machines • roasters, cookers, smokers • bottling and canning machines • pasteurizers • cold-chain equipment (e.g. fridges, freezers etc) • fermentation vats • packing machines, balers, wrappers etc. **Sustainable energy equipment, such as:** • Solar cells, wind turbine, water turbine, • Batteries and other items required for the functioning of such systems
4	Other costs	• All costs related to training for smallholder farmers • Expenses related to pilot tests • Costs of the audit of the Matching Fund

ELIGIBILITY OF APPLICANTS

5.4 ELIGIBILITY OF EXPENDITURES

Only eligible expenditures can be co-funded by the MGFA and included in the budget used to determine the 50% equity contribution to the investment. Expenditures are considered eligible only if made for acquisition of ownership and necessary for enabling effective usage of the productive asset. Expenditures that are considered necessary to enable effective usage of newly acquired productive assets are considered eligible if included by the supplier of the productive asset and part of one or more of the following categories:

- Shipping and insurance of transportation within the border of the Lao PDR;
- Installation and training of first use;
- First-year maintenance and warrantee.

Additionally, the expenditures should at all-time be identifiable, justifiable, verifiable and in compliance with the Laws of the Lao PDR. Table 4 below provides an overview of ineligible expenditures.

ELIGIBILITY OF APPLICANTS

Table 4: Ineligible expenditures

	Issue	Specification
1	Technical support	Expenditure for technical support to management and operations are ineligible; instead, grantees will be technically assisted free of charge as part of project support.
2	Financial	Repayment of debt is not eligible even if taken out to finance purchase of a fixed productive asset; any related expenditures, such as financial penalties, or foreign exchange losses are ineligible as well.
3	Current assets	Expenditures made on current assets (i.e. assets to use within one productive cycle of operations or in regular running of operations), including for example stock are excluded.
4	Operational costs	Expenditures made on any type of operational costs are ineligible, incl. for example utilities (e.g. electricity)
5	Staff salaries and rewards for agents	Expenditures for staff (salaries) and agents (commission) are not eligible.
6	Tax	Payments made for tax of any kind, such as Value Added Tax or different kinds of import taxes or customs duties are ineligible.
7	Inputs	Expenditures for inputs to farmers, whether in the form physical goods (e.g. seeds, fertilizer etc.) or loans, are ineligible.[7]
8	Legal	Expenditures for legal affairs, such as for litigation, guarantees, insurance, are ineligible.
9	Provisions, reserves	Any type of accounting-based provisioning for future losses or liabilities, and reserves, including contingency reserves, are ineligible.
10	Timing	The expenditures made for the investment are not eligible if the productive asset is either purchased or paid before the date of conclusion of the matching-grant agreement between the Agri-MSME and EFF.

[7] However, fixed assets of which ownership remains with the agri-MSME that are used by the farmers with whom the agri-MSME cooperates for the production or basic processing of agricultural crops to be supplied to the agri-MSMEs are part of their cooperation, are eligible.

ELIGIBILITY OF APPLICANTS

Finally, Table 5 below contains a list of companies and activities that are ineligible in any case and under any circumstance.

Table 5. Exclusion List

No.	Companies or their investments are not eligible for funding if they engage in or include the following practices
1	Production or trade in wildlife products or other products or activity deemed illegal under Lao PDR laws, regulations, or international conventions and agreements, or subject to international bans.
2	Production or trade in weapons and munitions.
3	Production or trade in alcoholic beverages (excluding beer and wine).
4	The production, processing, handling, storage or sale of tobacco or products containing tobacco.
5	Gambling, casinos and equivalent enterprises.
6	Trade in wildlife or wildlife products regulated under CITES: https://cites.org/sites/default/files/eng/disc/species_02.10.2013.pdf
7	Production or trade in radioactive materials. This does not apply to the purchase of medical equipment, quality control (measurement) equipment and any equipment where IFC considers the radioactive source to be trivial and/or adequately shielded.
8	Production or trade in or use of unbounded asbestos fibres. This does not apply to purchase and use of bonded asbestos cement sheeting where the asbestos content is less than 20%.
9	Projects or activities that convert, clear, or degrade critical, native or primary forests, or natural habitats.
10	Production or trade in unsustainably sourced wood or other forest products (NTFPs), or in any goods from businesses engaged in exploitative or unauthorized environmental or social practices. This includes activities that are likely to contribute to villages´ increased vulnerability to natural disasters.
11	Production or trade in products containing PCBs (Polychlorinated Biphenyls).
12	Production or trade in pharmaceuticals subject to international phase outs or bans.
13	Projects involving the commercial manufacturing of ozone-depleting substances (ODS) or the production or use of persistent organic pollutants (POPS) that are banned or scheduled to be phased out of production and use by international agreement during the life of the project.
14	Production, purchase, or trade in pesticides, insecticides, herbicides and other dangerous chemicals banned by international conventions (like Stockholm) or WHO regulations, or on the "List of banned agrochemicals in Lao PDR, June 2010" in part III of this document.
15	Projects or activities that involve compulsory land acquisition, cause involuntary resettlement, displace people, affect legitimate tenure rights or Indigenous Peoples' lands and livelihood without consent, physically affect residential structures, or use project interventions to promote village relocation and consolidation.
16	Projects or activities that adversely affect Indigenous or local communities or cause significant damage to cultural heritage or sites of archaeological, historical, religious, or natural value.

ELIGIBILITY OF APPLICANTS

Table 5. Exclusion List

No.	Companies or their investments are not eligible for funding if they engage in or include the following practices
17	Production or activities involving harmful or exploitative form of child labour or forced labour.
18	Projects located in sensitive ecological areas and world heritage locations.
19	Projects or activities located in, impacting, or leading to new or expanded settlements within areas designated as National Parks, Protected Areas, or other zones not authorized for agriculture or habitation under frameworks such as PLUP or NPA macro-zoning.
20	Extraction or construction projects or activities located in, or impacting natural habitats or existing (or proposed) protected areas, including road works, or any construction likely to cause negative environmental impacts. This includes consideration of relevant regulations for IUCN Categories I-VI and Ramsar sites.
21	Production, trade, storage, or transport of significant volumes of hazardous chemicals, or commercial scale usage of hazardous chemicals. Hazardous chemicals include gasoline, kerosene, and other petroleum products.
22	Introduction of non-native species, unless they are already present in the vicinity or known from similar settings to be non-invasive, and the introduction of genetically modified plant varieties into a designated project area.
23	Crops that require intensive use of potentially harmful substances (see Table 6 below) and that are currently prohibited in Lao PDR through a national moratorium (e.g. banana plantations)

ELIGIBILITY OF APPLICANTS

Table 6. List of banned agrochemicals in the Lao PDR (June 2010)

Insecticides and acaricides	Fungicides
1. Aldrin	30. Binapacryl
2. BHC	31. Captafol
3. Chlordane	32. Cycloheximide
4. Chlordimeform	33. Mercury and mercury compounds
5. Chlorfenvinphos	34. MEMC
6. Chlorthiophos	35. PMA
7. Cyhexatine	36. Selenium compound
8. DDT	Rodenticides
9. Dieldrin	37. Chlorobenzilate
10. Dimefox	38. Sodium fluoroacetate
11. Dinitrocresol	Herbicides
12. Demeton	39. 2, 4, 5 –T
13. Endrin	40. Dinoseb
14. Endosulfan	41. Dinoterb acetate
15. Ethyl Parathyon	42. Paraquat
16. EPN	43. Sodium chlorate
17. Heptachlor	Fumigants
18. Hexachloro cyclohexane	44. EDB
19. Leptophos	45. Ethylene oxide
20. Lindane	46. Methyl bromide
21. Methamidophos	Others
22. Methomyl	47. Arsenic compound
23. Methyl parathion	48. Calcium arsenate – herbicide, rodenticide, molluscicide, insecticide
24. Monocrotophos	49. DBCP – Nematocidide
25. Polychlorocamphene	50. Daminozide – Plant growth regulators
26. Phorate	51. Fluoroacetamide – Insecticide, rodenticide
27. Schradan	52. Oxamyl – Insecticide, acaricide, termiticide
28. TEPP	53. Phosphamidon – Insecticide, nematodicide
29. Toxaphene	54. Sodium Arsenite – Insecticide, fungicide, herbicide, rodenticide
	55. Thallium (i) sulfate – Rodenticide, insecticide

APPLICATION SUPPORT

Application Support Workshops. To increase awareness and understanding for the MGFA's approach, eligibility criteria and application and selection processes, the MGFA will organize Application Support Workshops in each of six project provinces during the months of June and/or July. The workshops will introduce potential applicants to the Call for Proposals and to the Application and Investment Forms and address any questions they may have. The workshops are provided as a service to agribusinesses that consider applying. The organizers will not reimburse any costs made by agribusiness to attend nor any form of DSAs.

Registration for Application Support Workshops. Agribusiness that would like to attend an Application Support Workshop should contact the MGFA Coordination Unit via email or phone and indicate the preferred location. Application Support Workshops will be held in Sayaboury, Luang Prabang, Houaphan, Oudomxay, Luang Namtha and Bokeo provinces. The registration email should provide the name and contact details of the agribusiness, and name and position of the person proposed to attend the Workshop (not more than 2 persons per agribusiness).

Agribusinesses that have applied for participation in one of the workshops will be informed of the exact date, time and location of the workshop. In case there are more requests than can be accommodated, the organizers reserve the right to select businesses for attendance.

MGFA Coordination Unit Contact Details

Email:	mgfa.lao@giz.de
Phone:	(+85620) 59 63 60 53
Postal address:	Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH Department of Forestry Ministry of Agriculture and Environment (MAE) Chanthabury District, Vientiane Capital, Lao PDR P.O Box 1295

SELECTION PROCES

What follows after application? Following the deadline for submittance of Application Forms, technical MGFA representatives, under supervision of the MGFA Management Team, will review each Application Form. The review will focus on compliance with eligibility criteria and contribution to achievement of project objectives. Agribusinesses that have submitted complete Application Forms and considered potentially eligible will be contacted for intense on-site visits by MGFA Business Development Experts. During the visits, due diligence checks will be held, an assessment of strategic, operational and financial management capacities done, and the agribusiness will be supported with preparation of its investment and procurement plans.

Preparation of on-site visits. MGFA representatives will contact applicants to jointly plan a date for the on-site visit, explain the purpose of the visit and processes involved, and arrange for the agribusiness to sign a Letter of Commitment. Through signing the letter, the agribusiness owner confirms the commitment to invest adequate time and effort to work with project representatives to do assessments and prepare investment and procurement plans, share data and information in good faith, and actively support project representatives to perform due diligence processes, including verification information externally.

On-site visits. During the on-site visits, MGFA representatives, in close cooperation with the agribusiness owner or assigned senior manager, will perform due diligence checks and support preparation of Business Development, Investment and Procurement Plans. The plans should clearly demonstrate a link to sustainability and include information on management of waste and pollution of regular production processes. Due diligence processes will apply a Business Partner Screening Tool to document compliance, assess financial management and operations and involve verification with and written confirmation by external sources such as officials of the Ministry of Agriculture and Environment, farmers and possibly buyers and suppliers. The MGFA representatives will report back their findings in writing to MGFA Management Team for their perusal and consideration.

Submittance and review of investment and procurement plans. Following the on-site visits, the agribusiness owner should sign for and formally submit the Business Development, Investment and Procurement Plans to the MGFA and request for matching-grant funding. Each complete and documented set of plans and budgets will be reviewed by the MGFA's Management Team representatives from DOF, EFF and GIZ, combined with the due diligence findings from the on-site visits. The review will focus on compliance with eligibility criteria, strength of the plan and contribution to project objectives. Ultimately, the MGFA Management Team will review and either approve or decline submitted plans and inform each applicant in writing of findings and decision.

SELECTION PROCESS

Scoring system. In case the total demand for grant funding requested by approved investment and procurement plans is higher than EUR 1.8 million, all eligible plans will be given a weighted score and ranked using the following matrix:

	Element	Score 1-10	Weight	Weighted score
	Agribusiness management strength and market position			
1.	Agricultural Value Chain's growth and development		8%	
2.	Strength of the agribusiness' market position		8%	
3.	Agribusiness' strategic and financial management capacity		8%	
4.	Agribusiness operational strength		8%	
	Agribusiness commitment to project objectives			
5.	Agribusiness commitment to sustainable, deforestation free agricultural value chains		20%	
6.	Agribusiness commitment to structural, responsible, mutually beneficial cooperation with farmers		20%	
	Agribusiness scale of operations			
7.	Number of farmers, applying sustainable agricultural practices, managed directly and indirectly by the Agribusiness		14%	
8.	Number of hectares of agricultural land managed sustainably		14%	
	Total		100%	

Approval, contracting and implementation. The MGFA Management Team will share approved Investment and Procurement Plans with the EFF and will mandate and request EFF to conclude a matching-grant agreement with the approved agribusinesses. EFF will monitor implementation of the Investment and Procurement Plans and disburse the grant installments.

CALL FOR PROPOSALS SCHEDULE

Step 1

Call for Proposals

Issuance of Call for Proposals by SU-I-GFLM NPMU / MGFA Management Team and publication on project-partner websites.

Step 2

Call for Proposals Provincial Orientation Workshops (6)

Kick-off workshops:

- Introduction and explanation Call for Proposal application processes and selection criteria with Q&A
- On-site application support for agribusinesses.

Step 3

Submittance Applications & Investment Proposal

DEADLINE for sending Application Forms is 31/07/2026.

Step 4

Registration, review and off-site follow-up questions/ Preparation short-list for on-site visits.

- Registration of applications by MGFA Coordination Unit
- Off-site follow up with agribusinesses for clarification.
- Shortlisting of agribusinesses and planning of on-site due diligence visits.

Step 5

On-site visits

Support to elaboration of:

- Investment Plan
- Procurement Plan

Implement due diligence processes:

- Interview agribusiness owner.
- Interview DAEO/PAEO.
- Interview Farmers.
- Interview suppliers, buyers.

Step 6

Agribusiness to send Investment and Procurement plan to MGFA

DEADLINE for sending Investment and Procurement Plans will be communicated to eligible agribusinesses by the MGFA Coordination Unit

Step 7

MGFA Management to review Investment and Procurement plans

- MGFA reviews, approves and scores Investment and Procurement Plans.
- MGFA will send notification of review findings and decisions to all applicants, both those denied and approved.

Step 8

Signing matching-grant agreement

- EFF will prepare draft matching-grant agreements in cooperation with approved applicants.
- The agreement will be verbally confirmed, stamped and signed by EFF and the agribusiness and with witnesses present, and notarized.

Step 9

Procurement, Disbursement & Monitoring

- Procurement, delivery and installation of productive asset
- Installments follow the schedule embedded in matching grant agreement based on evidence.

CONDITIONS AND DISCLAIMER

There is no legal entitlement to project support based upon application and submittance of a proposal. The discretion to review and assess applications and proposals, and decide about awarding project support, rests exclusively with the MGFA Management Team. MGFA Management reserves the right not to award all available funding in case, according to its own judgement and based solely on its own discretion, there are not enough proposals that meet selection criteria or contribute to achievement of project objectives.

If project support is awarded by MGFA's Management Team, the EFF will conclude a legally binding contract with the selected agribusiness on related conditionalities under the Laws of the Lao PDR. Parallel to this contract, EFF and GIZ will conclude a separate Memorandum of Understanding with the selected agribusiness on technical support and related conditionalities.

Applicants should commit, in writing, to sharing data and information with project representatives in good faith and actively support verification and documentation of eligibility and integrity requirements MGFA representatives through external interviews, including with farmers, business partners and Government officials.

Applicants should commit in writing to investing time and effort required to prepare investment and procurement plans with MGFA representatives and follow their recommendations if and when required.

On behalf of the SU-I-GFLM Project, the NPMU and MAE representatives will provide adequate means of formal accreditation and introduction of the project representatives that will perform the due diligence processes and provide support to applicants.

If selected, the business should be ready to implement the investment and procurement plans and to make the required equity contribution of 50% of the total investment value.

If selected, the agribusiness should commit in writing and through pro-active support to the application and dissemination of the SU-I-GFLM's Grievance Redress Mechanism (GRM), by signing and company stamping the declaration on Commitment on Social and Environmental Practices, the text of which has been provided below in Appendix 4.[8]

[8] https://su-i-gflm.org/document/I-GFLL%20Grievance%20Redress%20Mechanism%20-%20System%20Description%20v1.1%20_ENG.pdf.

DATA PRIVACY STATEMENT

The data controller(s) for the processing of personal and business data submitted under this Call for Proposals are [Ministry of Agriculture and Environment Department of Forestry – REDD+ Unit] and [Environment and Forest Protecton Fund] and [GIZ Project Office in Lao PDR] (together, the "Controllers").

Personal and business data contained in the application and supporting documents will be processed solely for the purposes of receiving, assessing and evaluating applications, conducting eligibility and due diligence checks, awarding and administering matching grants, monitoring implementation, and fulfilling reporting/audit requirements of the project.

Access to applications and supporting documents is restricted to authorized personnel of [DoF/REDD+ Unit], [GIZ Lao team], [Environment and Forest Protection Fund (EFF/EPF)] and GFA Lao team] on a need-to-know basis for the purposes stated above.

Personal and business data will be stored securely and retained only for as long as necessary for the above purposes and applicable legal/audit requirements, after which it will be securely destroyed.
Among personal and business data included are those shared by applicants as part of on-site for due diligence processes and support to elaboration of investment and procurement plans.

1.Contact Details of GIZ
Project email address: mgfa.lao@giz.de
Email address of GIZ's data protection officer: datenschutzbeauftragte@giz.de
Postal address of GIZ's headquarters:
Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
Friedrich-Ebert-Allee 32 + 36, 53113 Bonn, Germany *or*
Dag-Hammarskjöld-Weg 1 – 5, 65760 Eschborn, Germany

2.Categories of Personal Data and Processing Purpose
We process your name, e-mail, company data and responses provided in the application forms. We obtain this data from the documents submitted by your company under the "Call for Proposals" issued by the Department of Forestry in the Ministry of Agriculture and Environment of the Lao People's Democratic Republic. The purpose of processing the data is to assess the submitted proposals verify the eligible of interested companies to receive matching grant funds.

3.Recipients of Your Personal Data
To achieve the purposes outlined above we may share your personal data with the service provider GFA Consulting Group, the Environmental and Forest Protection Fund as well as the REDD+ Unit under the Department of Forestry. Your data will be processed within Germany and the Lao PDR.

DATA PRIVACY STATEMENT

4.Retention of Your Personal Data

Your personal data will be retained only for as long as necessary to fulfill the purpose for which it was collected (see 2.) or to comply with legal obligations.

5.Your rights

You have the right to request information about our processing of your personal data and to have incorrect personal data rectified. Provided that certain conditions are met, you also have the right to have your personal data erased, require its processing to be restricted, object to its processing, withdraw your consent to the processing which you may have given, or transfer your personal data to another controller. More information on your rights can be found at https://www.giz.de/en/html/data_protection.html.

If you wish to exercise any of these rights or if you have any questions or concerns regarding the processing of your personal data, please contact datenschutzbeauftragte@giz.de.

If you think that your data protection rights are infringed, you can lodge a complaint with the competent data protection authority (Bundesbeauftragte für Datenschutz und Informationsfreiheit).

6.Legal basis for processing

The processing of your personal data is necessary for the performance of a task carried out in the public interest, as the project is designed to support agricultural enterprises in Lao PDR contributing to the overall development of the agricultural sector while reducing the rate of deforestation and protecting natural resources. Your data will be handled in compliance with the GDPR and applicable national laws.

By submitting your proposal and the respective documents required to be assessed for the matching grant funding, you will consent to the processing of the personal and business data, as specified in this Data Privacy Statement.

APPENDIX 1

SU-I-GFLM PROJECT PROVINCES AND DISTRICTS

HOU	Houaphanh Province
1	Hiem
2	Houameung
3	Viengxai
4	Xam Neua
5	Xamtai
6	Xone
7	Sopbao

LUA	Luang Prabang Province
12	Nan
13	Phonthong
14	Viengkham
15	Xieng Ngeun

LUA	Luangnamtha Province
20	Long
21	Namtha
22	Viengphoukha
23	Nalae

SAY	Sayaboury Province
8	Thongmixai
9	Paklay
10	Sayaboury
11	Hongsa

BOK	Bokeo Province
16	Meung
17	Houixai
18	Pha Oudom
19	Paktha

OUD	Oudomxay Province
24	Namo
25	Xay
26	Beng
27	Nga

APPENDIX 2

SUPPORTED AGRICULTURAL VALUE CHAINS IN LNT, BOK, OUD

Any investment in the value chains is required to be sustainable and deforestation-free, not contributing to land use change, increased emission, loss in biodiversity or other related negative environmental or social impacts. The following table summarizes the eligible products for Luang Namtha, Bokeo and Oudomxay.

1	Coffee	3	Rice	5	Tea	7	Fishponds
2	Cardamom	4	(Home) Vegetable garden	6	Fruit trees	8	Broom Grass
9	Rubber	10	Grazing land (fodder production)	11	Bamboo	12	Sericulture

APPENDIX 3

SUPPORTED AGRICULTURAL VALUE CHAINS IN LBP, HPN, SAY

Any investment in the value chains is required to be sustainable and deforestation-free, not contributing to land use change, increased emission, loss in biodiversity or other related negative environmental or social impacts. The following table summarizes the eligible products for Luang Namtha, Bokeo and Oudomxay.

1	Coffee	3	Rice	5	Tea	7	Fishponds
2	Cardamom	4	(Home) Vegetable Garden	6	Fruit trees	8	Broom Grass
9	Rubber	10	Grazing land (fodder production)	11	Bamboo	12	Sericulture
13	Job`s Tears	14	Styrax Tonkinensis	15	Tung Oil	16	Rattan
17	Beekeeping	18	Sichuan Pepper	19	Sacha Inchi	20	Cotton
21	Bong Bank	22	Wild Galangal	22	Sesame	23	Pineapple

APPENDIX 4

COMMITMENT ON SOCIAL AND ENVIRONMENTAL PRACTICES

The company ______________________, as applicant for the SU-I-GFML Project's "MATCHING-GRANT FACILITY for AGRIBUSINESSES" (MGFA), confirms its commitment to uphold all Social and Environmental Safeguards elements detailed in the Matching Grants Guidelines and the Safeguards Screening Tools, specifically:

- Disseminating the (project-provided) information about SU-I-GFML's Grievance Redress Mechanism to the producers / farmers involved in the company's activities / business.
- Generally, only promoting Sustainable Agriculture Practices and not supporting chemical-based and / or unsustainable practices.
  - In particular, helping ensure the respect of the "List of banned agrochemicals in Lao PDR, June 2010" provided in the Safeguards Screening Tools document; through dissemination to producers / farmers involved in the company's activities / business.

Date:

Name:

Position:

Signature:

Company stamp: