

TERMS OF REFERENCE (ToR)

For: Agri-Technical and Technological Consultancy Services

Issued by: JSC GH Agri (GHA)

Date: March 30, 2025

Background and Objectives

Following the results of the 2024 Request for Proposal (RfP) and finalized discussions with participating parties, JSC GH Agri (GHA) has resolved to proceed under Option 2 of the RfP framework, which involves the open selection of qualified technical service providers and suppliers through competitive bidding. This decision ensures full compliance with the standards of international financial institutions (IFIs) and export credit agencies (ECAs), while maintaining transparency and competitiveness throughout the project development process.

GHA is implementing a flagship agribusiness project in Georgia: a Year-Round Strawberry Production Facility integrating high-tech greenhouse and polytunnel systems for prolonged seasonality production. The project is structured to meet both local food security priorities and international export market standards. To support this initiative, GHA seeks to engage a qualified Agri-technical and technological consultancy institution to guide the Concept Development Phase and ensure investment readiness in line with global best practices.

The selected consultant will be responsible for evaluating GHA's preliminary production plans and refining them into a comprehensive, feasible, and bankable project concept. This includes recommending appropriate strawberry varieties suitable for year-round and seasonal production, based on Agri-climatic data, market demand, and export orientation.

Specific components to be supported under this consultancy include:

- A 4-hectare high-tech glass greenhouse for year-round strawberry production (with monthly harvesting targets), equipped with vocational training capacity and relevant demonstration systems.
- A fully automated propagation center for strawberry seedlings, fruit tree cuttings, and tulip bulb production, integrated with educational equipment for vocational training.
- Tunnel and open-field production areas located in Kharagauli municipality (~400m above sea level), adapted for seasonal crop training and field-based practical education.

The consultant will also ensure that the 10-year business plan, developed under their guidance, demonstrates clear commercial viability. The plan must yield a positive Net Present Value (NPV) and an Internal Rate of Return (IRR) of at least 21%, calculated based solely on direct investment CAPEX and OPEX. The calculation must exclude civil engineering, land leveling, and off-site infrastructure (roads, water, energy). Financial projections should be based on average international market prices for strawberries to reflect realistic export-oriented revenues.

Finally, the consultant will be expected to:

- Prepare detailed Terms of Reference (ToRs) for engineering, procurement, and Agri-input supply packages



- Ensure ToRs comply with IFI/ECA tendering standards
- Support GHA in evaluating and selecting eligible suppliers, including Dutch greenhouse providers and Spanish EPC firms for alignment with EP Partnership funding criteria
- Assist in developing a comprehensive Investor Deck and provide support in engagement with institutions such as Atradius, FMO, and other relevant IFIs

Contact

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