

## STAKEHOLDER SELECTION CRITERIA FOR PROCESSORS & EXPORTERS

| # | Criteria  | Maximum Marks | Evaluation Parameters  |
|---|---|---------------|--|
| 1 | <b>Relevance to Project Scope</b>                       | 15            | Involved in major horticulture crops (5)<br>Engaged in processing/value addition (5)<br>Aligned with project objectives (5)  |
| 2 | <b>Operational Readiness</b>                            | 15            | Has functioning farm/pack house/processing unit (5)<br>Willingness to comply with certification requirements (5)<br>Capacity to implement internal audit recommendations (5) |
| 3 | <b>Export Orientation / Market Linkages</b>             | 15            | Existing exporter with export record (5)<br>Demonstrated interest in exporting (5)<br>Linkages with buyers/importers (5)   |
| 4 | <b>Commitment to Cost Sharing (20%)</b>                 | 10            | Written consent and signed commitment provided (10)<br>No commitment = 0   |
| 5 | <b>Geographic Representation</b>                        | 10            | Located in a high-potential horticulture region (10)   |
| 6 | <b>Legal/Regulatory Compliance</b>                      | 10            | Valid CNIC and business registration (FBR, SECP) (10)  |
| 7 | <b>Technical Suitability</b>                            | 10            | Willing to undergo training and internal audit (5)<br>Has staff/resources for compliance (5)   |
| 8 | <b>Sustainability &amp; Impact Potential</b>            | 10            | Clear future plans and written consent for sustaining certification (5)<br>Potential for scaling/export expansion (5)  |
| 9 | <b>Inclusion (Women/Youth-led, Marginalized Groups)</b> | 5             | Woman/youth-led or marginalized group enterprise (5)   |
|   |   | <b>100</b>    |  |