

For the realisation of a

Short-term expert assignment: “Feasibility study regarding the export potential of agricultural products of Philippine smallholder cooperatives for the German and European markets” we are looking for a

Consultant (m/f/d) International Agricultural Trade

Project: WINGS II 2024 - 2026

Title: Feasibility Study on the Export Potential and Certification Requirements of Selected Agricultural Products from Philippine Smallholder Cooperatives for the German and European Markets

Country: Philippines

Activity-No:

DGRV – Deutscher Genossenschafts- und Raiffeisenverband e. V. (German Cooperative and Raiffeisen Confederation) is the national apex organisation and top-level auditing federation of the German cooperative sector, with headquarters in Berlin and Bonn. The International Relations Department (AIB) of DGRV in Bonn implements projects to promote cooperative development in Latin America, Africa and Asia on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ).

The assignment will be implemented in close cooperation with DGRV, its country office in Manila, AgriCOOPh, relevant partner organisations and selected smallholder cooperatives in the Philippines. DGRV will be responsible for the overall management and coordination of the assignment, including the preparation, fieldwork, analysis, validation and reporting phases, while the DGRV country office will facilitate implementation on site. AgriCOOPh will serve as the main counterpart for the identification, engagement and coordination of selected primary cooperatives and will support access to relevant cooperative data, product information, producer groups, local stakeholders and field locations. The feasibility study will include consultations with relevant stakeholders, field visits to selected cooperatives, interviews with cooperative representatives and producers, and an assessment of selected agricultural products with regard to export readiness, certification requirements and market potential in Germany and the EU.

The expert is expected to coordinate closely with DGRV throughout all phases of the assignment. For matters related to the selected primary cooperatives, the expert is expected to work closely with AgriCOOPh as the main counterpart.

Background

Agricultural cooperatives are widespread in the Philippines. Its members are mainly smallholder families, whose agricultural products often have only limited access to reliable buyers, higher value creation levels, quality and certification systems and international markets.

At the same time, the Philippine agricultural sector is facing structural challenges. The agricultural population is increasingly ageing; the average age of Filipino farmers is given in various sources as about 55 to 59 years. Agriculture is also perceived by many young people as unattractive, especially due to low incomes, high production risks, physically demanding work and limited prospects.

The development of higher-value markets, especially in Germany and the European Union, can make an important contribution to strengthening agricultural cooperatives economically, generating additional income for smallholder families, creating new jobs in rural areas and making agriculture more attractive again for younger generations.

The EU market is subject to high requirements for food safety, hygiene, traceability, import controls and, where appropriate, phytosanitary certification. Additional requirements of the EU Organic Regulation apply to organic products. For relevant products such as coffee, cocoa, palm oil, rubber, soy, wood and certain derived products, requirements of the EU regulation on deforestation-free products must also be observed.

There can also be advantages for German and European customers. German companies, importers and consumers have a growing interest in reliable, sustainable, traceable and socially responsible agricultural supply chains. Working with well-organized smallholder cooperatives can help diversify sources of supply, ensure quality and sustainability standards, and implement due diligence obligations along the supply chain in a more credible way.

Central question

Which agricultural products from Philippine smallholder cooperatives have realistic export potential in Germany and the wider European Union, and what requirements, partnerships and practical steps would be needed to access these markets?

Objective of the Consultancy

The objective of the assignment is to prepare a practice-oriented feasibility study on the question of whether and for which agricultural products of Philippine smallholder cooperatives there is a realistic demand in Germany and/or the European Union, what types of further processing and product refinement could be carried out in the Philippines to increase value addition, marketability and export readiness, and under what conditions these products could be successfully exported.

In particular, the study aims to answer:

1. Which agricultural products of Philippine cooperatives are generally suitable for export to Germany or the EU?
2. For which of these products is there a discernible demand from importers, processors, wholesalers, specialized fair trade/organic traders or other European buyers?
3. What requirements do products and producers have to meet to be exportable?
4. Which certifications, quality standards, food safety, packaging, traceability and sustainability requirements are relevant?
5. What product refinement or additional value creation can already be sensibly done in the Philippines?
6. Which potential buyers, importers or cooperation partners in Germany and Europe come into consideration?
7. What concrete next steps would be necessary to make selected cooperatives and products exportable?

Tasks of the expert

- Inventory of selected cooperatives: The STE is to carry out a structured inventory of selected agricultural cooperatives. For this purpose, a questionnaire or survey instrument must be developed, or the existing approach further developed.
- Pre-selection and evaluation of exportable products: A shortlist of about five to ten products is to be drawn up from the existing product portfolio that appears to be suitable for an in-depth exportability test.
- Analysis of demand in Germany and the EU: The STE should check whether and to what extent there is demand for the prioritized products in Germany and/or the EU.
- Identification of potential customers and import partners: The STE is to identify potential customers in Germany and the EU and as far as possible, to conduct initial exploratory talks.
- Examination of EU requirements and export conditions: For each prioritized product, a quick review of the most important regulatory requirements must be carried out.
- Analysis of local value creation and refining opportunities: A special focus of the study will be on the question of what value creation can sensibly remain in the Philippines.
- Price, cost and profitability analysis: The STE should prepare a simplified economic assessment for the prioritized products.
- Risk Analysis: A short risk analysis is to be prepared for each prioritized product.

Management of the short-term expert assignment

The assignment will be managed by the International Relations Department of DGRV, Bonn, in close cooperation with the country office in Manila, Philippines. The DGRV office in Manila is responsible for the coordination with AgriCOOPh as well as for the organizational and technical implementation of the activities.

Working language is English.

Timeframe and Level of Effort

The assignment is expected to be implemented between 15 October and 31 December 2026. The estimated level of effort is up to 25 expert days, to be carried out on an intermittent basis. The assignment will combine remote preparation, document review, methodological development, stakeholder consultations, field-based work in the Philippines, market and regulatory analysis, reporting, and presentation of findings and recommendations.

The field-based part of the assignment in the Philippines, including on-site visits, partner interviews and product evaluation, is expected to take place in November 2026. Applicants are therefore requested to indicate their availability for travel and in-country work during this period.

The indicative allocation of expert days should cover the following main activities:

- preparation and review of relevant project, partner and market-related documents;
- development of questionnaires, checklists and an evaluation matrix;
- consultations with relevant stakeholders, including the assessment of cooperative data and the pre-selection of products;
- on-site visits, interviews and product evaluation in the Philippines;
- market, price and competition analysis for Germany and/or the EU, including the identification of and interviews with potential buyers;
- regulatory review and certification analysis;
- drafting of deliverables, presentation of findings and recommendations, and finalization of outputs.

Applicants are requested to submit a technical and financial proposal including a proposed methodology, workplan, allocation of expert days across the main activities and deliverables, daily fee rate, travel-related costs where applicable, and total proposed budget.

Deviations from the indicative allocation of days are possible but must be clearly justified in the proposal. The final number of expert days, detailed workplan and deliverables will be agreed during contract negotiation, within the available budget framework.

The work shall be performed over the period 15 October to 31 December 2026. A total of up to 25 working days including preparation and reporting are estimated, up to 12 on site in the Philippines. The following deadlines are foreseen:

- Document analysis, work planning, development of questionnaires until arrival date in the Philippines
- Fieldwork in the Philippines should be conducted until 30 November 2026
- Written report of the short-term assignment with recommendations for the further steps at latest until 31 December 2026

Deliverables / Outputs

No.	Deliverable	Description	
1	Inception Note	Final work plan, methodology, questionnaire design, selection criteria, interview partner and schedule.	Before the start of the field mission
2	Questionnaires and checklists	Questionnaire for cooperatives; Checklists on exportability, EU requirements, certification and traceability.	By 30 November 2026
3	Product Rating Matrix	Evaluation of five to ten products according to market potential, exportability, quality, certification requirements, ability to deliver, value creation and risk.	Mid December 2026
4	Overview of potential customers	List of potential customers in Germany/EU with product interest, minimum requirements and result of contact.	Mid December 2026
5	Feasibility study	Written study with market, product, compliance, value added, price, risk and customer analysis as well as recommendations.	Mid December 2026
6	Final presentation	Presentation of the results with clear recommendations for DGRV and partner organisations.	No later than 31 December 2026

Have we raised your interest?

Please send us your CV stating your qualifications according to the TOR described above and your fee expectations (daily rate) for this short-term consulting assignment exclusively by e-mail to:

bewerbung.international@dgrv.de

Subject Consultant (m/f/d) International Agricultural Trade, STE Philippines

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Closing date for applications: 21 August 2026

We inform you about our handling of your personal data and your rights under the GDPR at
<https://dgrv.de/pdf/dsh.pdf>

Please note that unencrypted e-mail communication via the public data network is always subject to the risk of unauthorized access, thus always send us confidential content only in encrypted or password-protected form.