



Forestry, Fisheries and the Environment
Trade, Industry and Competition
Science, Technology and Innovation



Invitation to submit an Expression of Interest (Eoi)

Financial and/or technical support for micro, small, medium and large enterprises and community cooperatives in the biotrade/bioprospecting sector under the BioPANZA Market Access Cluster (MAC) in collaboration with ABioSA project

- Are you a southern African micro, small, medium or large enterprise/business/community cooperative operating in the biotrade/bioprospecting sector/working with indigenous biological resources i.e. working with indigenous plants?
- Are you a biotrade raw material provider, ingredient supplier, finished product producer and/or distributor?
- Are you in need of technical and/or financial assistance?

The BioPANZA Market Access Cluster (MAC) in collaboration with the GIZ ABS Compliant Bio-trade in South(ern) Africa (ABioSA) project is inviting you to complete the **one-page expression of interest (Eoi)** below to be considered for the technical and/or financial support programme planned from 2026 to 2028.

Note: Only companies that respond to this Eoi will be contacted **to continue with the next step that will require you to complete a diagnostic assessment survey in 2026** that categorises MSMEs, based on their maturity level and support needs. These BioPANZA MAC can then identify and organise participating enterprises into 5 broad categories namely:

1. Start-up
2. Emerging
3. Established
4. Growth ready
5. Export ready/exporting enterprises

Closing date for Eois is **31 May 2026**

Submissions to adrie.elmohamadi@giz.de.

If you have any further questions, please contact Adrie El Mohamadi on the email above.

A service provider will be appointed in the final quarter of 2026 to support the BioPANZA MAC reference committee with selection and recommendation of MSMEs for technical and/or financial support, as well as support in the transition between categories if/when needed.

NOTE: This Eoi is not open to business support organisations such as associations, laboratories and other service providers in the biotrade sector. An alternative industry-wide call will be issued for proposals focusing on industry-wide initiatives.



Expression of Interest (to be completed)		
SECTION A: CONTACT DETAILS		
Company name:		
Name of owner/representative:		
Contact number:		
Email:		
Company website:		
Company physical address:		
Country:		
SECTION B: BUSINESS INFORMATION AND PRODUCT INFORMATION, COMPLIANCE INFORMATION AND EXPORT DETAILS		
B-1: BUSINESS INFORMATION		
Is your formally company registered	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Legal form/business entity:		
Years in operation		
Does the company have business and financial management processes	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Type of business	<input type="checkbox"/> Raw material producer	<input type="checkbox"/> Trader
(multiple selections possible)	<input type="checkbox"/> Processor	(please describe processor level)
	<input type="checkbox"/> Other	(please specify other)
B-2: PRODUCT INFORMATION		
Name(s) of indigenous species used by your company:		
Name(s) of value-added product(s) produced by the company:		
Type of industry application (food, cosmetic and/or Pharmaceutical etc.):		

I, _____ hereby declare that company, _____ is interested in being analysed using the referral tool developed by ABioSA to potentially receive technical and/or financial support from ABioSA or partnering BioPANZA MAC BSOs. The above information is provided with consent to be contacted to further provide more information.

Name and Surname

Signature

Position

Date

*Please note that the application deadline is 31 May 2026

**Please return this form to: adrie.elmohamadi@giz.de



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Implementing parties

BioPANZA Market Access Cluster (MAC)

BioPANZA aims to leverage existing initiatives and structures in the bioprospecting and biotrade sector, and to address the innovation chasm, promote applied research, local processing, innovation and product development; and promote the use and awareness of products based on indigenous biodiversity.

The BioPANZA Market Access Cluster (MAC) aims to address the lack of information on market and industry trends and access to markets challenges as follows:

- The MAC will provide guidance and strategic directions that helps BioPANZA to deliver against its market access vision and objectives.
- The MAC aims to promote the local and international trade in value-added natural plant-based ingredients and products, and to build a vibrant bioprospecting and biotrade economy.
- It seeks to provide appropriate systemic support to MSMEs in the natural ingredient sector, enabling them to offer quality products, and to promote MSME access to local, regional and international markets.

The MAC will mobilise the advisory capacity of industry champions, stimulate networking and collaboration between bioprospecting and biotrade sector stakeholders, and contribute insights on market access and SMME requirements to government policies.

ABioSA Phase III

The ABioSA project is funded by the Swiss State Secretariat for Economic Affairs (SECO) and implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, jointly with the Department of Forestry, Fisheries and the Environment (DFFE). ABioSA phase III runs from 2026 to 2028 and aims to support the enhancement of MSME capabilities and strengthen sector coordination. It will support government to create an inclusive and enabling environment and promote effective knowledge creation and sharing that will lead to increased production, compliance and exports leading to expanded local and international market access and equitable benefit-sharing. This will contribute to fostering a resilient, prosperous, inclusive, competitive and sustainable biotrade sector in Southern Africa.

This call is based on Component 1: Provides appropriate technical and financial enterprise support to MSMEs (*micro-level*) by implementing a programmatic approach to capacitate the pipeline of MSMEs within an enabling public and private environment through a diagnostic assessment and referral tool. This will generate five categories to profile MSMEs within those value chains. Each category will have a set of criteria that identifies key characteristics and positions the MSMEs for graduation from one category to another. The tool will indicate a referral pathway between the meso level organisations/BSOs within the biotrade sector and provide recommendations on what type of technical and financial public and/or private support is required in each of the categories.