

1- External environment	Deforestation practices due to expansion of agricultural land	Medium	High	Promote sustainable intensification practices that don't encroach the forestry land, and national traceability system
2-People and the organisation	AC may have low commitment to provide services to their members, to take loans, to engage in business with SMEs	Low	Medium	Empower and engage AC at the initial stage of planning, implementation and monitoring of the action. In the worst case situation, change target AC in case agreement on collaboration with the Action cannot be reached.
3- Legality and regulatory aspects	Limited engagement and commitment in implementation of SPS law and climate change policy	Medium	Medium	Ensure leadership and institutional commitment through TA and policy dialogue, and synergies with other DPs before supporting the implementation of the SPS law and climate change policies.

Lessons Learnt:

From the experience of similar programme such as EU CAPFISH and other donor-funded agriculture programmes (e.g. Agriculture Services Programme for Innovation, Resilience and Extension (ASPIRE) by IFAD, and Strengthening the Climate Resilience of Agricultural Systems (CRAS) by GIZ, the main lessons learnt and findings of the evaluation can be summarized as follow – with indication on how this has informed the action:

Lesson learnt from similar programmes	How this has informed the action design
Early and close engagement with relevant key government ministries needs to be enhanced to strengthen partnership for effective implementation.	The project steering committee will be established, co-chaired by MAFF and the EU with representatives from relevant ministries, to steer programme implementation with strong and close dialogue since the beginning.
Profit should be the main focus of any agricultural value-chain development programme. SHFs are not conversant with farm economic performance concepts. This has resulted in the past in the promotion of non-profitable models, with low value addition and low return to family labour.	Capacity-building on farm economic performance, including farm records, modern farming technics and digital literacy, will helps farmers increase efficiency and reduce the amount of inputs, natural resources and labour needed. This will ultimately help them to increase profit.
Delivery of advisory services to SHF through public agencies alone have proven to be only moderately successful, especially in terms of outreach and adequacy to the actual needs faced by the producers. In a fast-changing context of export-oriented agriculture, deeply affected by climate risk and inputs price increase, there is no size-fit-all: advisory services need to be tailor-made, adaptive and located close to the producers.	The intervention logic is focused on the crucial role of ACs to provide services to the SHFs, in close coordination with the public extension services. ACs, by definition, are close to the field and, if properly capacitated, can respond fast to the needs of their members.
Buyers of raw cashew nut and pepper have emphasised the crucial role that professional ACs play to aggregate large quantities of produce and perform quality checks. This will ensure a constant supply of reliable product to buyers.	The action is precisely addressing this aspect by capacitating ACs with knowledge and funds to act as aggregators of quality raw cashew nut and pepper.

3.5 The Intervention Logic

The underlying intervention logic for this action is that the compliance with higher environmental, safety and social standards of value chains with high potential for exports to EU and ASEAN, and promoting responsible investments for local processing, will increase the sustainability and competitiveness of the sector. This will in turn bring greater benefits and profits to farmers and agri-businesses and will reduce the impact of agriculture to climate change, resulting in green growth, decent jobs and improved accessibility of food for rural households in Cambodia.

The action provides technical assistance, policy dialogue, networking and lesson learnt to key government and agri-business stakeholders, notably agriculture cooperative and smallholder farmers. The action supports enhancement of institutional capacity, and the regulatory framework, for the improvement of the agri-food safety system; climate-resilient agriculture policy and R&D; and decent work (output1). The action also assists the AC and their smallholder