

### Annex 3 A - Selection criteria for biotrade products

- **Biodiversity products:** does it meet the criteria for "native" (i.e. grows naturally in Nepal)?
- **Sustainable harvesting and collection:** is it produced according to environmental criteria that allow for sustainable use and conservation of biodiversity?
- **Untapped export potential of international or regional markets:** does demand and levels of production allow for export?
- **Constraints at the marketing level hamper export growth:** can trade be fostered with interventions at the marketing level?
- **"Easy to tackle":** can barriers be tackled within the scope of the project (within 12 months)?

### Selection criteria for sector

Product	Biodiv	Sustainable	Export Potential	Marketing constraints	Easy to tackle
Honey	only Apis Cerana	+	regional and national niche markets	very low production and productivity	?
NTFP/Herbs					
MAPs					
Bay Leaf					
Cardamom					
Soap Nut					
Essential Oils					