



**INTERNATIONAL  
COFFEE  
ORGANIZATION**

**ED** 2205/15

20 August 2015  
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**E**

**Common Fund for Commodities**

**7<sup>th</sup> Open Call for Proposals**

1. The Executive Director presents his compliments and, for the information of Members, attaches a document received from the Common Fund for Commodities (CFC), which contains the 7<sup>th</sup> Open Call for Proposals application form and the instructions to fill in the form.
2. The deadline for Members to submit proposals to the CFC requesting financing for projects is **19 October 2015**.

**THE COMMON FUND FOR COMMODITIES  
7<sup>TH</sup> OPEN CALL FOR PROPOSALS**

**[PROJECT TITLE]**

**Submitted by [Organization Title] on [Date]**

# Part I. General Information

## 0. AFFIRMATIONS

The application is completed by the undersigned,

<b>Full Name:</b>	
<b>Official Title:</b>	
<b>Date the application form was completed:</b>	
<b>I hereby confirm that:</b>	<b>Please confirm by marking "V"</b>
I am duly authorized to represent the Applicant: [enter the official name of organization submitting the application]	
The country in which my project is to take place is a CFC member country <sup>1</sup> .	
The Applicant is in compliance with all applicable social and environmental regulations and will remain complaint for the whole period of the requested CFC involvement.	
The Applicant is not the subject of, a defendant in, or respondent to any investigation, civil litigation, arbitration, or other action or proceedings related to their business activities. I will inform the CFC without delay if any such action or proceedings occur after the date of submission of this application.	
I warrant that the information provided in this application form is true and accurate.	<sign or type your full name here>

## I.1. KEY INFORMATION ABOUT PROPOSAL

### I.1.1 LOCATION OF OPERATIONS AND DEVELOPMENT RELEVANCE

### I.1.2 TARGET MARKET AND COMMODITY-ORIENTATION

<sup>1</sup> See for the actual list of CFC member countries <http://common-fund.org/about-us/members-states/>

### I.1.3 FINANCIAL VIABILITY

Form of financing requested	
Total project cost (USD or EUR)	
CFC Financing requested (USD or EUR)	
Project Internal Rate of Return (IRR) %	

### I.1.4 RELEVANT EXPERIENCE IN THE PROPOSED TYPE OF OPERATIONS

## **I.2. DOCUMENTS SUBMITTED WITH THE PROJECT PROPOSAL**

The proposal contains the following documents (check what applies):

	<b>Indicate YES if included with the proposal</b>
<u>Application form of less than 20 pages</u>	
Attached financial <u>projections</u> for the project (Annex V and VI, to be submitted in an Excel file):	
Cash flow	
Income and expenditure	
Balance sheet	
Background information about the proponent	
Financial results of the proponent for the last three years	
Background information on key individuals	
Evidence of registration and good standing	
Evidence of relevant partner relations e.g. cofinancing agreements	
Evidence of collateral and/or other risk mitigation facilities	

## Part II. Request for Financing

CFC financing can be provided in either USD or EUR. Depending on the form of financing required for the project, please complete ONE of the tables below, as follows:

If loan financing is requested, please complete Table II.1

If equity financing is requested, please complete Table II.2

If financing is requested under Fast Track procedure, please complete Table II.3.

### II.1 TABLE TERM LOAN

<b>CFC loan terms</b>	<b>Please describe your proposed terms</b>
The loan amount is not less than USD 300,000 and not more than USD 1,500,000 (or EUR equivalent).	Loan amount (in USD or EUR):
The loan amount requested from CFC is matched with at least the same amount of co-financing provided by the applicant and/or by other defined co-financiers.	Amount of co-financing (in your requested currency) provided by the applicant :  Amount of co-financing (in your requested currency) provided by co-financiers:
The loan period can be up to 7 years with maximum grace period of up to 2 years, depending on the financing needs of the project to be financed	Loan period:
The loan is to be collateralized with a pledge or mortgage over assets or with a third party guarantee.	Collateral:
CFC's indicative interest rates range between 5% and 10% per annum, depending on the risk profile of the project.	Interest rate:

## II.2 TABLE EQUITY

<b>CFC equity terms</b>	<b>Please describe your proposed terms</b>
The equity amount is not less than USD 300,000 and not more than USD 1,500,000 (or EUR equivalent).	Equity (in USD or EUR):
The equity amount requested from CFC is matched with at least the same equity amount provided by the applicant and/or by other defined co-investors.	Amount of co-investment (in your requested currency) provided by the applicant:  Amount of co-investment (in your requested currency) provided by co-investors:
The equity participation will not result in an ownership of more than 49% of the share capital.	Percentage of share capital ownership:
There is to be a clear exit / divestment strategy.	Exit / divestment strategy:

## II.3 TABLE FAST TRACK

<b>CFC Fast Track terms</b>	<b>Please describe your proposed terms</b>
The amount is not less than USD 50,000 and not more than USD 120,000 (or EUR equivalent).	Amount (in USD or EUR):
Fast Track funding is in principle repayable, unless satisfying justification is provided for non-repayable funding.	Provide repayment terms or provide rationale for requesting non-repayable funding.
The amount requested from CFC is matched with at least the same amount of funds provided by the applicant and/or by other defined co-financiers.	Amount of co-financing (in your requested currency) provided by the applicant:  Amount of co-financing (in your requested currency) provided by co-financiers:

## Part III. Project Description

### III.1 PROJECT OPERATIONS

#### III.1.1 OPERATIONAL MODEL

#### III.1.2 OPERATIONAL CAPACITY

#### III.1.3 MARKET SYSTEM IMPACT/INNOVATION

#### III.1.4 MONITORING AND EVALUATION ARRANGEMENTS

#### III.1.5 COMPETITIVE CHALLENGES

#### III.1.6 SWOT ANALYSIS

	<b>Positive Factors</b>	<b>Negative Factors</b>
Internal	Strengths	Weaknesses
External	Opportunities	Threats

#### III.1.7 ENVIRONMENTAL IMPACT

### III.2 PROJECT DEVELOPMENT IMPACT

#### III.2.1 NET ECONOMIC IMPACT

#### III.2.2 SUSTAINABILITY OF THE PROJECT MODEL

#### III.2.3 POVERTY PROFILE OF THE END BENEFICIARY AND SOCIAL IMPACT

### **III.3 FINANCIAL VIABILITY OF THE PROJECT**

#### **III.3.1 SUMMARY FINANCING STRUCTURE AND ADDITIONALITY OF CFC FINANCING**

#### **III.3.2 PAST FINANCIAL TRACK RECORD**

#### **III.3.3 FINANCIAL PROJECTIONS**

#### **III.3.4 EXIT STRATEGY AND SUSTAINABILITY AFTER COMPLETION**

#### **III.3.5 RISK MITIGATION FACILITIES**



## Part IV. Other Information

### IV.1 ORGANIZATIONAL DATA:

Registered name of the organization	
Type of organization: (private company, cooperative, investment fund, NGO, governmental organization)	
Registration data	
Year of incorporation / registration	
Country and address	
Name contact person	
Email contact person	
Cell phone contact person	
Website	

### IV.2 HOW DID YOU FIND OUT ABOUT THE CFC CALL FOR PROPOSALS?

Advertisement – please name the publication	
CFC's website	
Any other – please specify	

## ANNEX I. KEY PERFORMANCE INDICATORS

Please choose the applicable indicators from the list below and provide the requested information. Feel free to add indicators you think relevant.

Indicator	Current situation (A)	Situation after project completion (B)	Explain how your project will contribute to the change from A to B
Economic			
Social			
Environmental			

## ANNEX II. FINANCIAL MODEL OF THE PROJECT

### PROJECTED BALANCE SHEET

Projections need to be provided for number of periods according to life time of financing until full repayment

Year	-3	-2	-1	0	1	2	3	4	5	6	7
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#### Balance Sheet

Cash and cash equivalents

Trade receivables (clients)

Trade receivables suppl. (advances)

Other receivables

Inventory

Other current assets

**Total current assets**

Intangible fixed assets

Tangible fixed assets (Property, Plant and Equipment)

Investments

Other fixed assets

**Total fixed assets**

**Total assets**

Bank overdraft

Short term loans

Short term portion of long term debt

Trade creditors (suppliers)

Trade creditors buyers (advances)

Other current liabilities

**Total current liabilities**

Long term debt - Borrowings

    from banks

    from related parties

    other borrowings

Other long term liabilities

Provisions for risks and charges

Net deferred taxes

**Total Long term liabilities**

Paid in capital

Reserves

    Revaluation reserve

    Other reserves

Retained earnings

Net profit for the year

**Equity**

**Total Liabilities and Equity**



### ANNEX III. FINANCING STRUCTURE

<b>Project Activity</b>	<b>CFC</b>	<b>Co-financier A</b>	<b>Co-financier B</b>	<b>Counterpart Contribution</b>	<b>Total Cost</b>
1					
2					
3					
Etc.					
<b>Total financed</b>					
% financed					

## ANNEX IV. BUDGET

Cat. Code	Category Name	Item of Expenditure	Unit	Unit Price	Quantity	Total Costs
I	Vehicles, Machinery & Equipment	as applicable	item			
		...	...			
II	Civil Works	as applicable	item			
		...	...			
III	Materials & Supplies	as applicable	item			
IV	Personnel	as applicable	month			
		...	...			
V	TA & Consultancies	as applicable	month			
		...	...			
VI	Duty Travel	as applicable	journey			
		...	...			
VII	Dissemination & Training	as applicable	journey			
		...	...			
VIII	Operational Costs	as applicable				
		...				
IX	Supervision , Monitoring and Evaluation					
X	Contingencies		%			
	<b>TOTAL BUDGET</b>					



## ANNEX VI. BALANCE SHEET

(In US Dollars)

To be submitted in an Excel file

Balance Sheet	Historical			Current financial year	
	Year -3	Year -2	Year -1	actual Year 0	forecast Year 0
<b>CURRENT ASSETS</b>					
Cash and bank					
Trade receivables - clients					
Trade receivables - suppliers (advances)					
Other receivables					
Stock					
Other current assets					
<b>Total current assets</b>					
<b>FIXED ASSETS</b>					
Intangible fixed assets					
Land, buildings, equipment					
Financial fixed assets					
<b>Total fixed assets</b>					
<b>TOTAL ASSETS</b>					
<b>CURRENT LIABILITIES</b>					
Trade creditors - suppliers					
Trade creditors - buyers (advances)					
Bank overdraft and short term loans					
Current portion of long term debt					
Other current liabilities					
<b>Total current liabilities</b>					
<b>LONG TERM LIABILITIES</b>					
Shareholder loans					
Bank loans					
Other long term liabilities					
<b>Total long term liabilities</b>					
<b>EQUITY</b>					
Paid-in capital					
Retained earnings					
Net profit for the year					
Revaluation reserve					
Other reserves					
Total equity					
<b>TOTAL EQUITY AND LIABILITIES</b>					



**THE COMMON FUND FOR COMMODITIES  
7<sup>TH</sup> OPEN CALL FOR PROPOSALS**

**Instructions for completing the  
CFC Application Form**

CFC does not charge any fees during the application procedure. However, on approval of CFC financing, successful proponents will be expected to cover a fair share of the applicable legal and due diligence costs in connection with the use of the CFC financing.

**PLEASE SUBMIT THE COMPLETED APPLICATION FORM AND ANY SUPPLEMENTARY  
DOCUMENTS TO**

**[opencall@common-fund.org](mailto:opencall@common-fund.org)**

**or by mail addressed to the**

**Managing Director, Common Fund for Commodities,  
P.O. Box 74656, 1070 BR, Amsterdam, The Netherlands**

**PLEASE DO NOT SUBMIT THIS DOCUMENT TO THE CFC WITH THE APPLICATION**

# Information on the process of consideration of applications received through the open call

Proposals must be submitted by completing the prescribed application form.

The applications received will be screened internally by the CFC Secretariat for their completeness and for meeting the basic criteria as given in the Open Call.

The applications passing the screening process will be subjected to a detailed approval process commencing with an evaluation by the Fund's external technical advisory committee, the "Consultative Committee".

Upon positive review by the Consultative Committee, the applicant will receive a term sheet stipulating the key terms and conditions of the CFC financing. Upon acceptance of the term sheet by the applicant, the CFC Secretariat will prepare a recommendation for a decision by the Executive Board.

During the whole process, the applicant may be required to provide further information and documentation. In the period between the positive review by the Consultative Committee and the final approval, the applicant may be visited by CFC representatives for due diligence purposes.

The Executive Board approves or rejects the proposal. The Executive Board may also conditionally approve a proposal. The Secretariat will communicate the decision by the Executive Board to the applicants.

CFC will only contact proponents of proposals that are deemed suitable for further consideration. Unfortunately, the CFC is unable to respond to queries on individual applications.

## SELECTION CRITERIA

Each application will be assessed against:

- the CFC objectives as stated in the Open Call;
- the track record of the applicant and its technical, managerial and financial capacity to execute the project and reach the targeted goals in stipulated time;
- the quality of the application in terms of completeness and the logic of the project design;
- the quality and transparency of the underlying financial information provided.

## PROCESS AFTER APPROVAL BY THE EXECUTIVE BOARD

As soon as all conditions for final approval have been fulfilled, the applicant will receive one or more agreements governing the CFC finance. For disbursement of the CFC finance the agreement(s) need(s) to be duly signed by both parties and certain conditions precedent need to be fulfilled. The conditions precedent normally include a legal opinion on the compliance and effectiveness of the CFC agreements under the law and regulations of the country of the applicant.

## **CALENDAR OF THE 7<sup>TH</sup> OPEN CALL FOR PROPOSALS**

6 August to 19 October 2015:	applications received by the CFC
15 October to 1 December 2015:	Screening of applications by the CFC
15 December 2015:	Submission of project proposals to the Consultative Committee
25 to 28 January 2016:	Consideration of project proposals by the Consultative Committee
1 February to 15 March 2016:	negotiation of the key terms and conditions and preparation of recommendation to the Executive Board
13-14 April 2016:	consideration of financing recommendations by the Executive Board

The final decision of the Executive Board will be communicated shortly after the Board meeting in April 2016.

# Instructions for completing Part I: General Information

## **0. AFFIRMATIONS**

Please complete all fields in this section. The application may only be considered by the CFC if all statements are positively confirmed.

## **I.1. KEY INFORMATION ABOUT PROPOSAL**

### I.1.1 LOCATION OF OPERATIONS AND DEVELOPMENT RELEVANCE

Please indicate the primary and any secondary geographical location(s) where project operations would take place and how the proposed operations would relate to the development issues existing in those locations. The CFC expects that projects receiving financial support are implemented in the Member Countries of the CFC (see the web site of the CFC for a complete list).

### I.1.2 TARGET MARKET AND COMMODITY-ORIENTATION

Please characterise the target market from which the project would generate income stream(s) and how these are related to the commodity sector. The CFC expects that projects primarily take advantage of opportunities in commodity value chains.

### I.1.3 FINANCIAL VIABILITY

Please complete all cells in the table in this section. The CFC expects to finance projects with recoverable forms of financing, e.g. loans, equity, quasi-equity etc. Projects with CFC contribution not exceeding USD120, 000 are eligible to be financed under the Fast Track Facility.

### I.1.4 RELEVANT EXPERIENCE IN THE PROPOSED TYPE OF OPERATIONS

Provide a short summary of the most relevant past experience in the implementation of the type of operations envisioned in the project proposal.

## **I.2. DOCUMENTS SUBMITTED WITH THE PROJECT PROPOSAL**

Please complete the table indicating which documents are submitted to support the proposal. The completed Application Form may not exceed 20 pages. Please do not include documents unless they contain information directly relevant to the proposal.

## Instructions for completing Part II: Request for Financing

CFC financing can be provided in either USD or EUR. Depending on the form of financing required for the project, please complete and include only ONE of the tables in this Section II, as follows:

If loan financing is requested, please complete Table II.1

If equity financing is requested, please complete Table II.2

If financing is requested under Fast Track procedure, please complete Table II.3.

### II.1 TERM LOANS:

- loan amount between USD 300,000 and USD 1,500,000 (or EUR equivalent);
- loan period up to 7 years with maximum 2 year grace period;
- collateralized with pledge / mortgage over fixed assets or with third party guarantees;
- indicative interest rate between 5% and 10% depending on CFC's assessment of risk and local market rates,

### II.2 EQUITY STAKE IN IMPACT INVESTMENT FUNDS AND OTHER FORMS OF IMPACT FINANCING:

- equity amount between USD 300,000 and USD 1,500,000 (or EUR equivalent);
- minority stakes only;
- clear exit divestment strategy;
- board representation by a CFC delegate may be required,

### II.3 FAST TRACK FINANCING

Can be considered for activities yielding immediate results towards CFC objectives as stated under section 4 and / or the development of innovative products and services in a pre-commercial phase:

- financing amount of between USD 50,000 and USD 120,000 (or EUR equivalent);
- in principle, Fast Track financing concerns returnable funding with flexible financing and security conditions, under a simplified approval procedure.

Please bear in mind that:

- the CFC will only consider proposals where its share of financing does not exceed 50% of the total amount of financing required for the project;
- the term of the loan may not exceed 7 years;
- the applicable interest rate will be determined by the CFC based on the risk profile of the project;
- equity financing is mainly intended for projects where equity is explicitly required , e.g. impact investment funds;
- in the case of equity investments, the CFC usually own a minority stake only but never more 49 % of equity capital.

# Instructions for completing Part III: Project Description

## III.1. OPERATIONS

### III.1.1 OPERATIONAL MODEL

The description of the operational model of the project should not exceed [700] words, and should cover the critical elements which make the project operations possible e.g.:

- target product and market;
- activities required to reach the market;
- availability of inputs and skills to carry out project operations;
- positioning of the project in operational/competitive environment;
- competitive advantage of the company in the target market;
- information on track record, management experience in the target market;
- intended growth model.

### III.1.2 OPERATIONAL CAPACITY

Please provide information concerning the operational and financial management capacity of the organization which will implement the project. The focus in this section should be on the capacity of management structures of the company proposing the project to execute the proposed operational and financial model.

The following information should be provided.

(i) operational management capacity:

- company can demonstrate documentation concerning day-to-day operational management processes;
- company monitors its inventory levels;
- company has established/repeated relations with its buyers. This means that the company does not rely on one-off sale contracts for major part of its operations;
- company executives have track record of running a profitable operation in the same or related sector;
- company is aware of its obligations regarding legal practices, can demonstrate licenses, certificates, anti-fraud and anti-corruption policies;

(ii) financial management capacity:

- business ratios and indicators, e.g. profitability, EBITDA, gross profit margin, burn rate, return on assets, debt ratio, asset turnover, average collection period etc.
- how many years of audited financial reports are available for the company or its parent companies;
- evidence of past payment of corporate taxes, and bank references;
- references from existing financiers and operational partners of the company.

### III.1.3 MARKET SYSTEM IMPACT/INNOVATION

Please explain any innovation impact of the proposed project and indicate its expected multiplier effect, and/or demonstrate the possibility for expansion/replication. The section should clearly demonstrate the relevance of the project to the broader mandate of the CFC, e.g. how the project would contribute to addressing the adverse consequences of commodity dependence and/or improve the position of commodity producers in the value chain. The following questions may be considered:

- Will the project lead to any positive changes in legislation and policies?
- Will the project lead to any changes in physical or market infrastructure to support other farmers?

- What is the potential for upscaling of the project, or for crowding-in of other businesses (e.g. value chain), or other forms of replication of success? This question can be evaluated based on the estimates of the market size which can be captured using the operational model of the project;
- Whether the project contains sufficient element of innovation in terms of implementing a new model, or adapting an existing model to new circumstances.

#### III.1.4 MONITORING AND EVALUATION ARRANGEMENTS

Please list any specific arrangements available for monitoring and evaluation of the proposed project, based on the key performance indicators listed in . The following questions may be considered:

- does the project have or can the project produce a clear checklist for monitoring and evaluation of its results?
- does the project provide for any form of external monitoring and evaluation?
- whether the performance indicators of the project could be clearly attributed to the activities of the project?

#### III.1.5 COMPETITIVE CHALLENGES

Please clearly indicate the competitive environment in which your interventions takes place:

- Description of the competition the company / operation is facing
- List of companies/ operations competing with yours
- Competing suppliers
- Other relevant facts

#### III.1.6 SWOT Analysis

Please complete the Strengths, Weaknesses, Opportunities and Threats (SWOT) table indicating positive and negative factors, both external and internal, potentially affecting the implementation of the project.

#### III.1.7 ENVIRONMENTAL IMPACT

Please list any factors creating positive environmental impact, including their estimated value in USD if possible. The CFC would normally expect projects to be environment-neutral and would not consider projects with negative environmental impact. Any clear evidence indicating that the project would generate positive environmental impact can be considered an additional factor in support of the project. Examples of acceptable evidence include:

- independently assessed value of environmental services generated by the project, e.g. carbon credits;
- evidence of reduced costs of environment clean-up which would otherwise be needed without the project, e.g. savings on waste disposal resulting from utilization of waste by the project;
- certification of the project under one of the commonly recognized environment protection regimes.

### **III.2 DEVELOPMENT IMPACT**

The CFC expects the development impact of the project to be quantified, wherever possible. This should be based on the clear identification of the target beneficiary group(s), indicating the nature of development gains and the numbers of people expected to benefit from the project. This includes

both the direct and indirect and/or secondary effects of the project operations in the context of the current situation in the relevant commodity value chain(s).

Please complete the table in Annex I with the key impact indicators which can be monitored and assessed during the implementation of the project.

### III.2.1 NET ECONOMIC IMPACT

The net economic impact of the project is evaluated on the basis of a beneficiary model presented by the applicant demonstrating the case that the net economic impact of the project as

net impact per household \* number of households, where  
net impact per household = revenue – costs – opportunity cost, and  
opportunity cost = net value of alternative activities foregone by the household to participate in the project

Assumptions and any other inputs used as basis for calculation of NEI reflected in the dashboard

### III.2.2 SUSTAINABILITY OF THE PROJECT MODEL

The economic sustainability of the project is assessed from the point of view of the end beneficiaries. The following questions illustrate typical challenges to the sustainability of a project:

- Is this a long term productivity gain for the household? Productivity gain is NOT long-term if, inter alia:
  - it depends on a non-renewable resource;
  - it depends on one-time contribution e.g. of skill/capital/labour;
- does the project depend on technology which cannot be supported by the beneficiaries without further external subsidies;
- are there potential competitive threats to the development gain? If yes, would they be serious enough to impede the operational model introduced by the project?
- are there external threats, e.g. market prices, natural risks which can undermine the project model? If known, how many years since the most recent critical event in prices, weather?
- are there challenges to the rate of participation of the target beneficiary group(s) in the operational model of the project, e.g. social, cultural impediments to sustained involvement in the project?
- any other considerations impeding the sustainability of the project activities for the end beneficiaries.

If any measures can be taken to mitigate the challenges to project sustainability, these need to be mentioned in this section.

### III.2.3 POVERTY PROFILE OF THE END BENEFICIARY

Please provide the reference information about the poverty situation of the target group(s) participating in the project, quoting sources where relevant. The information should provide sufficient background for the evaluation of other measures of the project impact. The poverty profile is evaluated based on the public statistical information; the typical indicators which can be provided in this section include:

- the poverty line in the target country;
- the income distribution data for the country, including average, median incomes, average GDP per capita and income inequality score;
- the income data of the target project group, including any special vulnerable group considerations e.g. gender, or marginal region.



### **III.3. FINANCIAL VIABILITY**

#### III.3.1 SUMMARY FINANCING STRUCTURE AND ADDITIONALITY OF CFC FINANCING

Please indicate the total project cost and all sources of financing including the total investment over the course of CFC involvement. Do not miss to please complete table in the Annex IV providing a budget break-down and a description of the sources of financing.

The *additionality* of CFC financing refers to the challenges to the feasibility of the project in the absence of CFC involvement. Please indicate any specific reasons, if any, why locally available financing cannot replace the CFC involvement.

#### III.3.2 PAST FINANCIAL TRACK RECORD

Please attach the financial statements of the proponent for the past three years indicating whether these statements have been audited. Please also attach the evidence of good financial standing e.g. references from the bank, evidence of tax payments.

#### III.3.3 FINANCIAL PROJECTIONS

In this section of the document please state clearly the key assumptions underlying the financial projections and provide supporting information illustrating that these assumptions can be deemed realistic (historic data, market research etc.)

Please complete the Annexes II and III of the application form. The financial projections should assume the realization of the operational model presented in this application and should cover the full period of CFC's involvement.

Please also provide cashflow projections explicitly demonstrating the anticipated schedule of disbursements of CFC funding as well as the projected repayment / exit of CFC.

**For all financial projections it is strongly recommended to use the model Excel worksheets provided with this Call for proposals (see Annex V and VI). The files containing completed financial worksheets should be submitted electronically with the application form.**

In case of an equity investment, please provide a calculation of the projected return on investment. For impact investment funds, please attach the investment memorandum supporting the projected rate of return and providing the details of any costs, fees and charges required for the operation of the fund. The investment memorandum should also provide the details of the "waterfall" of income distribution in the fund.

#### III.3.4 EXIT STRATEGY AND SUSTAINABILITY AFTER COMPLETION

"Exit" means the end of financial support by the CFC upon completion of the project, including the recovery of any funds advanced for the project. The CFC expects its exit to be planned in a way that it would not undermine the continuation of the operations established by the project.

Please provide any details concerning the plans for the future exit by the CFC from the project, and any factors which may affect the actual exit.

#### III.3.5 RISK MITIGATION FACILITIES

Please characterise the known risks facing the project indicating, where possible, their potential financial impact on the project. Please describe any risk mitigation facilities (as guarantees, collateral, etc.) which could be available for the project. For each risk mitigation measure, please indicate the relevant type of risk and the amount of security available. Please indicate the conditions for the use of the risk mitigation facilities, if any.

## Instructions for completing Part IV: Other Information

Please supply additional information concerning your organization and this application:

Registered name of the organization: please indicate all names under which the organization is publicly known.

Type of organization: please indicate whether the submitting organization is a private company, cooperative, investment fund, NGO, governmental organization or another type of organization.

Registration data: please indicate the reference data under which the organization is known in the official registration records. Copies of the registration documents may be attached.

Year of incorporation / registration: Please indicate when the company has been registered under its current trading name.

Country and address: Please provide a postal address for the company. If the company has a postal address which is different from its street address (e.g. a P.O. Box), please indicate both the postal and the street address.

Name contact person: please provide the name and official title of the person(s) who can be contacted with regard to this application.

Email contact person: please provide one or more email addresses where we could send enquiries regarding this application.

Cell phone contact person: please provide a telephone number including the full international and regional codes.

Website: if the company has a web site, please provide its address here.