



Common Fund for Commodities

9th 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 9th Open Call for Proposals application form and the instructions to fill in the form. Applications are to be made in English only as the CFC cannot provide for translations of proposals submitted in other languages.
2. The deadline for Members to submit proposals to the CFC requesting financing for projects is **31 October 2016**.

**THE COMMON FUND FOR COMMODITIES
9TH 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,

Full Name:	
Official Title:	
Date the application form was completed:	
I hereby confirm that:	Please confirm by marking "V"
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 ¹ .	
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>

1. KEY INFORMATION ABOUT PROPOSAL

1.1 LOCATION OF OPERATIONS AND DEVELOPMENT RELEVANCE

1.2 TARGET MARKET AND COMMODITY-ORIENTATION

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

1.3 FINANCIAL VIABILITY

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

1.4 RELEVANT EXPERIENCE IN THE PROPOSED TYPE OF OPERATIONS

2. DOCUMENTS SUBMITTED WITH THE PROJECT PROPOSAL

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

	Indicate YES if included with the proposal
Application form of <u>less than 20 pages</u>	
Attached financial <u>projections</u> for the project (in Excel):	
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. co-financing agreements	
Evidence of collateral and/or other risk mitigation facilities	

I understand that any information supplied to the CFC in this application form and its attachments will be made available for consideration by the Consultative Committee and other Governing Bodies of the CFC. **If any of the documents contain sensitive commercial information, please indicate this clearly.**

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.

TABLE II.1 TERM LOAN

CFC loan terms	Please describe your proposed terms
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:

TABLE II.2 EQUITY

CFC equity terms	Please describe your proposed terms
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.	<p>Amount of co-investment (in your requested currency) provided by the applicant:</p> <p>Amount of co-investment (in your requested currency) provided by co-investors:</p>
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:

TABLE II.3 FAST TRACK

CFC Fast Track terms	Please describe your proposed terms
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.	<p>Amount of co-financing (in your requested currency) provided by the applicant:</p> <p>Amount of co-financing (in your requested currency) provided by co-financiers:</p>

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

	Positive Factors	Negative Factors
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 below list 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		Number of beneficiaries/households (m/f); (average) net (additional) income per beneficiary/household	
		Net impact per beneficiary/household = revenue – costs – opportunity cost	
		Number of additional jobs created; net income per job	
		Total hectares financed; net income per hectare	
		and, if possible opportunity cost = net value of alternative activities foregone by the household to participate in the project	
Social			
Environmental			

ANNEX II. FINANCIAL MODEL OF THE PROJECT

BALANCE SHEET	Historical (audited)			Current financial year		Projections						
				actual	forecast							
	Year -3	Year -2	Year -1	Year 0	Year 0	Year +1	Year +2	Year +3	Year +4	Year +5	Year +6	Year +7
CURRENT ASSETS												
Cash and bank												
Trade receivables - clients												
Trade receivables - suppliers (advances)												
Other receivables												
Stock												
Other current assets												
Total current assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
FIXED ASSETS												
Intangible fixed assets												
Land, buildings, equipment												
Financial fixed assets												
Total fixed assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL ASSETS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
CURRENT LIABILITIES												
Trade creditors - suppliers												
Trade creditors - buyers (advances)												
Bank overdraft and short term loans												
Current portion of long term debt												
Other current liabilities												
Total current liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
LONG TERM LIABILITIES												
Shareholder loans												
Bank loans												
Other long term liabilities												
Total long term liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
EQUITY												
Paid-in capital												
Retained earnings												
Net profit for the year												
Revaluation reserve												
Other reserves												
Total equity	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL EQUITY AND LIABILITIES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

ANNEX III. PLANNED FINANCING STRUCTURE

Year / in USD	0	1	2	3	4	5	6	7
Expenditure to be financed (CF)								
Capital expenditure (mobile)								
Capital expenditure (immobile)								
Net Total Capital Expenditure								
Net Cash Flow working Capital								
Net Cash Flow								
Financed by CFC								
In %								
Co-financier A								
In %								
Co-financier B								
In %								
Grant financing								
In %								
Counterpart contribution								
In %								
Total Financing								

**THE COMMON FUND FOR COMMODITIES
9TH 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

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.

The Executive Board approves or rejects the proposal. The Secretariat will communicate the decision by the Executive Board to the applicants. The Executive Board may give its approval with additional conditions to be met by the applicant.

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.

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.

Every proposal need to substantiate and quantify its projections and demonstrate a financially sustainable business plan.

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 9TH OPEN CALL FOR PROPOSALS

1 Aug to 31 Oct 2016:	applications received by the CFC
1 Nov to 30 Nov	Screening of applications by the CFC
10 Dec 2016:	Submission of project proposals to the Consultative Committee
22 to 25 Jan 2017:	Consideration of project proposals by the Consultative Committee
26 Jan to 5 Mar 2017:	negotiation of the key terms and conditions and preparation of recommendation to the Executive Board
6 April 2017:	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 2017.

IN THE CASE OF BOARD APPROVAL

The Board will consider and approve/reject project proposals based on the information supplied to the CFC in the application form and responses to questions raised by the Secretariat and the Consultative Committee.

The proponents of projects receiving positive conclusion by the Executive Board will be expected to meet the conditions specified by the Board, and facilitate the conclusion of the necessary legal documentation to enable the CFC to open its financial support. The following steps finalizing are envisioned:

The non-binding term sheet, which will be submitted to the project proponent after a desk top due diligence, which includes preliminary conditions of the final loan contract, to be verified in an onsite due diligence, executed by a member or a delegated of CFC staff.

The draft contract and the draft pledge agreement, which will contain all conditions to be proposed to the project proponent after the onsite due diligence is finalised.

The signed loan contract and the signed pledge agreement will be submitted to the project proponent after the MD of CFC has finally signed both documents

THE "SUNSET CLAUSE". All projects approved by the Executive Board must complete the relevant legal and due diligence process and become operational within 24 months after approval. The CFC will withdraw its financial commitments to projects failing to meet this condition.

The CFC secretariat envisages to finalize a project with the above mentioned documents within 12 months after project approval, if no extraordinary circumstances inhibit the finalization of these major steps.

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.

PLEASE MAKE SURE TO PROVIDE COMPLETE FINANCIAL DATA AND FINANCIAL PLAN. For all financial projections it is strongly recommended to use the model Excel worksheets provided with this Call for proposals. To facilitate any analysis of data the files containing completed financial worksheets should be submitted electronically together with the application form. Please provide the original Excel worksheets rather than pdf or screenshot versions of the same.

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.

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,

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,

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.

Please make sure than a financial plan including a planned balance sheet is provided. The CFC would not be able to consider project proposals without clearly stated financial projections.

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 relevant key performance indicators. 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. The key performance indicators critical for achieving the intended impact should be identified; the target levels for these indicators should be indicated and compared with their current levels. Additional target indicators may be included if they help to demonstrate the impact of the project.

Please spell out clearly any assumption underlying these estimates, as well as any other input used as basis for calculation of Key performance indicators showing the NEI (net economic impact) of the project.

The key performance indicators critical for achieving the intended impact should be identified; the target levels for these indicators should be indicated and compared with their current levels. The following sets a minimum requirement for the indicators expected by the CFC.

- number of beneficiaries/households (m/f); (average) net (additional) income per beneficiary/household
 - Net impact per household = revenue – costs – opportunity cost
 - number of additional jobs created; net income per job
 - total hectares financed; net income per hectare
- and, if possible
- opportunity cost = net value of alternative activities foregone by the household to participate in the project

Additional performance indicators may be included for each project individually, but do not substitute for the above mentioned indicators, regarded as the minimum to be delivered. Please clearly explain assumptions underlying the estimates

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/region**, 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 (balance sheet and profit and loss statement) 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 deliver a financial plan for profit and loss statement and a planned balance sheet if possible cash flow statements for the entire planning period. 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. To facilitate further analysis, the files containing completed financial

worksheets should be submitted electronically together with the application form. Please provide the original Excel worksheets rather than pdf or screenshot versions of the same.

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.