

**THE COMMON FUND FOR COMMODITIES
17TH OPEN CALL FOR PROPOSALS**

[PROJECT TITLE]

Submitted by [Organization Title] on [Date]

Part I. General Information

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 observes the principles of UN Global Compact, including universal principles on human rights, labour, environment and anti-corruption. The Applicant is in compliance with all applicable social and environmental regulations and will remain compliant 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, INCLUDING SDGS

I.1.2 TARGET MARKET AND COMMODITY-ORIENTATION

¹ See for the actual list of CFC member countries www.common-fund.org/about-us/member-states/.

I.1.3 FINANCIAL VIABILITY

Form of financing requested	Please indicate if loan, equity, or Fast-Track facility is involved.
Total project cost (USD or EUR)	
CFC Financing requested (USD or EUR)	
Project IRR, %	

I.1.4 RELEVANT EXPERIENCE IN THE PROPOSED TYPE OF OPERATIONS

I.1.5 LIST OF OPERATING OR EMERGING COMPETITORS IN THIS FIELD

I.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 <u>of 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. cofinancing 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 financial or 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 (i.e. term loan or trade finance) or impact bond 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 LOAN

CFC loan terms	Please describe your proposed terms
The loan amount, normally, is not less than USD 300,000 and up to USD 1,500,000; in exceptional cases amounts of around USD 2 million (or EUR equivalent) may be considered	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:
For <u>term loans</u> , the loan period can be up to 5 years with maximum grace period of up to 2 years, depending on the financing needs of the project to be financed. For <u>trade finance</u> , the loan period can be up to 12 months annually renewable for up to 5 years in total.	Loan period:
The loan is to be collateralized with a pledge or mortgage over assets or with a third party guarantee. For trade finance, the loan will be disbursed based on sales contracts from eligible buyers. The buyers agree to make full payment under the sales contract directly into the account of the CFC.	Collateral: For trade finance please provide name and country of main buyer(s):

<p>CFC's indicative interest rates range between 5% and 10% per annum, depending on the risk profile of the project.</p>	<p>Interest rate:</p>
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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 specified 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:

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.	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

Please note that the CFC will withdraw its commitment to any projects failing to provide reasonably accurate and complete information about the project in this application form, e.g. regarding regulatory constraints or competitive challenges. All information for projects receiving approval of CFC financial support will be verified at the due diligence stage.

III.1 PROJECT OPERATIONS

III.1.1 OPERATIONAL MODEL

Current operational model

Intended operational model

Operational plan

III.1.2 OPERATIONAL CAPACITY

III.1.3 MARKET SYSTEM IMPACT/INNOVATION

III.1.4 COMPETITIVE CHALLENGES

III.1.5 SWOT ANALYSIS

	Positive Factors	Negative Factors
Internal	Strengths	Weaknesses
External	Opportunities	Threats

III.2 PROJECT DEVELOPMENT IMPACT

III.2.1 EXPECTED IMPACT AND RELATED SDGS

III.2.2 NET ECONOMIC IMPACT

III.2.3 SUSTAINABILITY OF THE PROJECT MODEL

III.2.4 POVERTY PROFILE OF THE END BENEFICIARY

III.2.5 ENVIRONMENTAL AND SOCIAL IMPACT

III.2.6 MONITORING AND EVALUATION ARRANGEMENTS

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	
Social Media (e.g. LinkedIn)	
Any other – please specify	

ANNEX I.1 IMPACT INDICATORS: SUGGESTED IRIS METRICS

The impact indicators the CFC expects proponents to monitor and report are:

- Total beneficiaries of the project, indicating what type of stakeholder they represent (clients, suppliers, distributors or others);
- Income creation per beneficiary, such as additional client income for using the product/service of the organization; payments to supplier; payments to distributors; others;
- Total employees of the organization, by gender;
- Wage level paid by the organization;
- Area of land impacted by the project;
- Productivity yield: Average agricultural yield per hectare on the area impacted by the project.

The table below shows a list of IRIS metrics associated with the minimum impact indicators required by the CFC. They are presented according to the SDG they help to advance. Please, select the most appropriate metrics for your organization, according to its business model and fill in the Excel spread sheet.

Please, bear in mind that this list is not exhaustive and the proponents are encouraged to select additional metrics and SDGs, if relevant to demonstrate their organization's impact. The complete list of IRIS metrics and SDGs can be found at:

- IRIS platform: <https://iris.thegiin.org/>
- List of SDGs: <https://sustainabledevelopment.un.org/sdgs>

IMPACT INDICATORS	Baseline Situation	Projection	IRIS ID (in brackets) and metric definition
	Year 0 2020	Duration 20XX	
SDG1: No poverty			
Total individuals impacted (e.g. smallholders): suppliers, clients or distributors	<i>Please, fill in the Excel spreadsheet</i>		Depending on the business model of the company, it can refer to suppliers (PI5350), clients (PI4060) or distributors (PI2758) of the organization.
Income of the individuals impacted by the project			Depending on the business model of the company, it can refer to the value of the Average Payment made to suppliers (PI1492), Clients income (PI9409) or Earnings of distributors (PI4881), <i>per annum</i> .
Producer Price Premium (in %)	<i>Please, fill in the Excel spreadsheet</i>		Price premium (in %) that the supplier selling to the organization obtains from its goods or services.
SDG2: Zero Hunger			
Average Agricultural Yield	<i>Please, fill in the Excel spreadsheet</i>		Average agricultural yield per hectare, <i>per annum</i> . Depending on the business model of the company, it can refer to suppliers (PI2046) or clients (PI3468).
Total hectares cultivated			The land can be directly controlled (OI5408) or Indirectly Controlled (land that the organization supports or influences but does not directly cultivate or manage) (PI3789).

Total volume produced		Total volume of the produce sold by the organization <i>per annum</i> . Specify the unit of reference. (PI1263)
SDG5: Gender Equality		
% of women among the individuals impacted	<i>Please, fill in the Excel spreadsheet</i>	Depending on the business model of the company, it can be suppliers (PI1728), clients (PI8330) or distributors (PI6659) of the organization.
Full-time Employees: Female		Number of paid full-time female employees at the organization. (OI6213)
SDG8: Decent work and economic growth		
Number of Full-time Employees	<i>Please, fill in the Excel spreadsheet</i>	Full-time paid employees work year round and typically work 35-50 hours per week. If local definitions of full-time equivalency differ, use the appropriate standard. (OI3160)
Value of the Full-time Wages		Value of wages paid to all full-time employees of the organization. Specify the currency. (OI5887)
Number of Individuals Trained		Number of individuals who received training offered by the organization. (PI2998)
SDG10: Reduced Inequalities		
Poverty profile of the individuals impacted	<i>Please, fill in the Excel spreadsheet</i>	The individuals can be very poor , poor , or low income (the IRIS id will depend if the individual is a supplier, client or distributor of the company).

ANNEX I.2 FINANCIAL RATIOS

PLEASE INDICATE THE BELOW RATIOS FOR PLANNING HORIZON OF THE PROJECT

FINANCIAL RATIO	Current				After project completion	
	Year -3	Year -2	Year -1	Year 0	Year 1 Year 7
1) Equity ratio (%)						
2) Leverage ratio						
3) Interest Cover Ratio (ICR)						

To be computed as follows*:

1) Equity ratio (in %): Total Equity / Total Assets

2) Leverage ratio: Total Debt / EBITDA

Total Debt should include: Bank overdrafts and short-term loans + Current portion of long term debt + Long term bank loans + Subordinated / Shareholder loans + CFC loan/ Enhanced equity

3) Interest Cover Ratio (ICR): EBITDA / Interest expenses

Interest expenses should include all interest and other finance charges in respect of Total Debt.

** Please make sure that the calculation base of the financial ratio's shall have the same meaning as given in Annex II (Financial model of the project).*

ANNEX II. FINANCIAL MODEL OF THE PROJECT

Please provide the financial model including Profit and Loss and Balance Sheet projections as Excel files based on the template included in the application package.

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								