

**THE COMMON FUND FOR COMMODITIES
10TH 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, INCLUDING SDGS

1.2 TARGET MARKET AND COMMODITY-ORIENTATION

¹ See for the actual list of CFC member countries www.common-fund.org/organization/members-of-the-CFC.

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. 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 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 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

III.1 PROJECT OPERATIONS

III.1.1 OPERATIONAL MODEL

Current operational practices

Intended Operational Model

III.1.2 OPERATIONAL CAPACITY

III.1.3 MARKET SYSTEM IMPACT/INNOVATION

III.1.5 COMPETITIVE CHALLENGES

III.1.6 SWOT ANALYSIS

	Positive Factors	Negative Factors
Internal	Strengths	Weaknesses
External	Opportunities	Threats

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.2.4 ENVIRONMENTAL IMPACT

III.2.5 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	
Any other – please specify	

ANNEX I.1 IMPACT 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
<p>Economic</p> <p>Number and type of beneficiaries/ households (m/f)</p> <p>Average net (additional) income per type of beneficiary/household</p> <p>Number of additional jobs created</p> <p>Average net (additional) income per job</p> <p>Total hectares financed</p> <p>Total production volume, processed output (output type/quantity)</p> <p>Net average income per hectare</p> <p>If possible: opportunity cost = net value of alternative activities foregone by beneficiaries to participate in the project</p>			
<p>Social</p> <p>.....</p>			
<p>Environmental</p> <p>.....</p>			
<p>Value chain development</p> <p>....</p>			

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

ROJECTED INCOME STATEMENT

Exchange rate local currency / USD

PROFIT & LOSS STATEMENT	Historical			Current financial year		Projections						
	Year - 3	Year - 2	Year - 1	actual	forecast	Year + 1	Year + 2	Year + 3	Year + 4	Year + 5	Year + 6	Year + 7
	2014	2015	2016	Year 0 2017 YTD	Year 0 2017F	Year + 1 2018	Year + 2 2019	Year + 3 2020	Year + 4 2021	Year + 5 2022	Year + 6 2023	Year + 7 2024
in USD												
Sales												
Cost of Goods Sold												
GROSS MARGIN												
Other operating income												
GROSS INCOME												
Personnel costs												
Marketing and sales expenses												
Administrative expenses												
Other operating costs												
EBITDA												
Depreciation and Amortization												
EBIT												
Income from grants												
Exceptional income/expenses												
Interest expenses												
Income tax												
NET INCOME												

Exchange rate local currency / USD

0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
------	------	------	------	------	------	------	------	------	------	------	------	------

BALANCE SHEET in USD	Historical			Current financial year		Projections						
	Year - 3 2014	Year - 2 2015	Year - 1 2016	actual Year 0 2017 YTD	forecast Year 0 2017F	Year + 1 2018	Year + 2 2019	Year + 3 2020	Year + 4 2021	Year + 5 2022	Year + 6 2023	Year + 7 2024
CURRENT ASSETS:												
Cash												
Trade receivables - clients												
Inventories												
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 payables - suppliers												
Bank overdraft and short term loans												
Current portion of long term debt*												
Other current liabilities												
TOTAL CURRENT LIABILITIES												
LONG TERM LIABILITIES:												
Subordinated debt / shareholder loan												
Long term bank loans **												
Other long term liabilities												
TOTAL LONG TERM LIABILITIES												
EQUITY												
Paid-in capital												
Retained earnings												
Revaluation reserve												
Other reserves												
TOTAL EQUITY												
TOTAL EQUITY AND LIABILITIES												

* Long term debt maturing in < 12 months

** Please include the requested CFC loan in the projections

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								