

**THE COMMON FUND FOR COMMODITIES  
11<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>

## 1. KEY INFORMATION ABOUT PROPOSAL

### 1.1 LOCATION OF OPERATIONS AND DEVELOPMENT RELEVANCE, INCLUDING SDGS

### 1.2 TARGET MARKET AND COMMODITY-ORIENTATION

<sup>1</sup> See for the actual list of CFC member countries [www.common-fund.org/organization/members-of-the-CFC](http://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

### 1.5 LIST OF OPERATING OR EMERGING COMPANIES IN THIS FIELD

## **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>
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 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 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:

**TABLE II.2 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 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**

<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

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 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 KEY IMPACT INDICATORS

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	
Any other – please specify	



## ANNEX I.1 IMPACT 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
<p><b>Economic</b></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><b>Social</b></p> <p>.....</p>			
<p><b>Environmental</b></p> <p>.....</p>			
<p><b>Value chain development</b></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**

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
<b>Expenditure to be financed (CF)</b>								
<b>Capital expenditure (mobile)</b>								
<b>Capital expenditure (immobile)</b>								
<b>Net Total Capital Expenditure</b>								
<b>Net Cash Flow working Capital</b>								
<b>Net Cash Flow</b>								
<b>Financed by CFC</b>								
<b>In %</b>								
<b>Co-financier A</b>								
<b>In %</b>								
<b>Co-financier B</b>								
<b>In %</b>								
<b>Grant financing</b>								
<b>In %</b>								
<b>Counterpart contribution</b>								
<b>In %</b>								
<b>Total Financing</b>								