


# Main application

 Congratulations on meeting the pre-screening criteria. This is the full application form which is meant to give us more information about your business. Questions with an asterisk (\*) requires a response.


## BUSINESS ONLINE PRESENCE




Provide web addresses for the ones that are available.

Company website \_\_\_\_\_  
Facebook \_\_\_\_\_  
YouTube/Vimeo \_\_\_\_\_  
LinkedIn \_\_\_\_\_  
Twitter \_\_\_\_\_  
Other \_\_\_\_\_

## BUSINESS REGISTRATION


 \* Year of business registration

\_\_\_\_\_

 \* Address of registered business

Address \_\_\_\_\_  
City/Town \_\_\_\_\_  
Country

- Afghanistan
- Albania
- Algeria
- Andorra
- Angola
- Antarctica
- Antigua and Barbuda
- Argentina
- Armenia
- Australia
- ... 170 additional choices hidden ...
- United Kingdom
- United States
- Uruguay
- Uzbekistan
- Vanuatu
- Venezuela
- Vietnam
- Yemen
- Zambia
- Zimbabwe

 Address of business headquarter (if different from the address above)

Address \_\_\_\_\_


City/Town \_\_\_\_\_

Country

- Afghanistan
- Albania
- Algeria
- Andorra
- Angola
- Antarctica
- Antigua and Barbuda
- Argentina
- Armenia
- Australia
- ... 170 additional choices hidden ...
- United Kingdom
- United States
- Uruguay
- Uzbekistan
- Vanuatu
- Venezuela
- Vietnam
- Yemen
- Zambia
- Zimbabwe


 **INVESTMENT PITCH DECK**

 **EMPLOYEES**

 \* Number of employees

The value must be a number

\_\_\_\_\_

 \* Number of female employees

The value must be a number

\_\_\_\_\_

 \* How many female employee(s) are in management positions that have decision-making authority?

\_\_\_\_\_

 **BUSINESS FINANCIALS**



**Provide details below in US Dollars.** For sections where information is not available, **indicate in the text box 'N/A' and briefly explain why you are not able to provide the information.** Note that providing as much information as possible will improve UNCDF's ability to assess your financing requirement and suitability for potential investment.

 \***Revenue** In USD Only

Revenue is the money generated from normal business operations, calculated as the average sales price times the number of units sold. Revenue does not include grants or donations. <https://www.investopedia.com/terms/r/revenue.asp> Value must be a number. Write 'N/A' in the text boxes if not applicable.

FY 2023 (Year to Date) \_\_\_\_\_

FY 2022 (Annualized) \_\_\_\_\_

FY 2021 (Annualized) \_\_\_\_\_

FY 2020 (Annualized) \_\_\_\_\_

FY 2019 (Annualized) \_\_\_\_\_

 **\*EBITDA In USD Only**

EBITDA is earnings before interest, tax, depreciation, and amortization. Value must be a number. Write 'N/A' in the text boxes if not applicable.

FY 2023 (Year to Date) \_\_\_\_\_

FY 2022 (Annualized) \_\_\_\_\_

FY 2021 (Annualized) \_\_\_\_\_

FY 2020 (Annualized) \_\_\_\_\_

FY 2019 (Annualized) \_\_\_\_\_

 **\*Net Profit or Net Loss In USD Only**

Refer to link for explanation: <https://www.accountingcapital.com/basic-accounting/net-profit-and-net-loss/> Value must be a number. Write 'N/A' in the text boxes if not applicable.


FY 2023 (Year to Date) \_\_\_\_\_

FY 2022 (Annualized) \_\_\_\_\_

FY 2021 (Annualized) \_\_\_\_\_

FY 2020 (Annualized) \_\_\_\_\_

FY 2019 (Annualized) \_\_\_\_\_

 **\*Number of customers**

The value must be a whole number without commas or decimal points. Value must be a number. Write 'N/A' in the text boxes if not applicable.

FY 2023 (Year to Date) \_\_\_\_\_

FY 2022 (Annualized) \_\_\_\_\_

FY 2021 (Annualized) \_\_\_\_\_

FY 2020 (Annualized) \_\_\_\_\_

FY 2019 (Annualized) \_\_\_\_\_

 **\*Total assets value In USD Only**

Organization's total assets on balance sheet. Total Assets, most commonly used in the context of a corporation, are defined as the assets owned by the entity that has an economic value whose benefits can be derived in the future. (Source: <https://www.wallstreetmojo.com/total-assets/>) Value must be a number. Write 'N/A' in the text boxes if not applicable.

FY 2023 (Year to Date) \_\_\_\_\_

FY 2022 \_\_\_\_\_

FY 2021 \_\_\_\_\_

FY 2020 \_\_\_\_\_

FY 2019 \_\_\_\_\_


 **\*Total equity value In USD Only**

Organization's total equity on balance sheet. The total equity of a business is derived by subtracting its liabilities from its assets. (Source: <https://www.accountingtools.com/articles/how-to-calculate-total-equity.html>) Value must be a number. Write 'N/A' in the text boxes if not applicable.


FY 2023 (Year to Date) \_\_\_\_\_

FY 2022 \_\_\_\_\_

FY 2021 \_\_\_\_\_  
FY 2020 \_\_\_\_\_  
FY 2019 \_\_\_\_\_

 \*Has your business reached break-even? Answering 'no' will not disqualify your application.

- Yes  
 No


 If yes, which year did your business break even?

\_\_\_\_\_

### CURRENCY

\*Indicate the currency that your business operates in

- Fijian Dollar  
 Papua New Guinean Kina  
 Solomon Islands Dollar  
 Vanuatu Vatu  
 Kiribati Dollar  
 Samoan Tala  
 Tongan Pa'anga  
 Tuvaluan Dollar  
 US Dollar  
 Others \_\_\_\_\_

 \* Are you a credit providing business?

- Yes  
 No

### SAVINGS & LOAN PORTFOLIO INFORMATION (CREDIT PROVIDING ENTITIES ONLY)



**Provide details below in US Dollars.** For sections where information is not available, **indicate in the text box 'N/A' and briefly explain why you are not able to provide the information.** Note that providing as much information as possible will improve UNCDF's ability to assess your financing requirement and suitability for potential investment.

 \*Gross loan portfolio In USD Only

Gross loan portfolio= Principal for all outstanding loans minus Written-off loans. Value must be a number. Write 'N/A' in the text boxes if not applicable.

FY 2023 (Year to Date) \_\_\_\_\_  
FY 2022 (Annualized) \_\_\_\_\_  
FY 2021 (Annualized) \_\_\_\_\_  
FY 2020 (Annualized) \_\_\_\_\_  
FY 2019 (Annualized) \_\_\_\_\_

 \*Number of borrowers

Number of clients borrowing money from the institution. Value must be a number. Write 'N/A' in the text boxes if not applicable.

FY 2023 (Year to Date) \_\_\_\_\_  
FY 2022 (Annualized) \_\_\_\_\_  
FY 2021 (Annualized) \_\_\_\_\_

FY 2020 (Annualized) \_\_\_\_\_

FY 2019 (Annualized) \_\_\_\_\_

 **\*Total Savings Deposited In USD Only**

Value must be a number. Write 'N/A' in the text boxes if not applicable.

FY 2023 (Year to Date) \_\_\_\_\_

FY 2022 (Annualized) \_\_\_\_\_

FY 2021 (Annualized) \_\_\_\_\_

FY 2020 (Annualized) \_\_\_\_\_

FY 2019 (Annualized) \_\_\_\_\_

 **\*Number of Savers**

Number of clients saving money with the institution. Value must be a number. Write 'N/A' in the text boxes if not applicable.

FY 2023 (Year to Date) \_\_\_\_\_

FY 2022 (Annualized) \_\_\_\_\_

FY 2021 (Annualized) \_\_\_\_\_

FY 2020 (Annualized) \_\_\_\_\_

FY 2019 (Annualized) \_\_\_\_\_

 **\*Portfolio at Risk at 30 Days**

Total Loan Portfolio Overdue 30 Days divided by Total Loan Portfolio. Value must be a number. If your number has a decimal point use period and not comma. For example 3.5% not 3,5%. Write 'N/A' in the text boxes if not applicable.

FY 2023 (Year to Date) \_\_\_\_\_

FY 2022 (Annualized) \_\_\_\_\_

FY 2021 (Annualized) \_\_\_\_\_

FY 2020 (Annualized) \_\_\_\_\_

FY 2019 (Annualized) \_\_\_\_\_

 **\*Operational Self-Sufficiency Ratio**

'Total Operating Income' divided by '(Operating Expenses + Financial Expenses + Net Loan Loss Provision Expenses)'. Value must be a number. If your number has a decimal point use period and not comma. For example 3.5% not 3,5%. Write 'N/A' in the text boxes if not applicable.

FY 2023 (Year to Date) \_\_\_\_\_

FY 2022 (Annualized) \_\_\_\_\_

FY 2021 (Annualized) \_\_\_\_\_

FY 2020 (Annualized) \_\_\_\_\_

FY 2019 (Annualized) \_\_\_\_\_

 **\* FINANCING NEED**



The information below will help UNCDF understand the financing need of your business, and how UNCDF can play a role in that capital raise either as investor or facilitator. **Provide the information in US Dollars.** Indicate 'N/A' if it is not relevant to your business at this point in time.

 **\*Debt - Amount Needed** In USD Only

Debt financing occurs when a firm raises money for working capital or capital expenditures. In return for lending the money, the individuals or institutions become creditors and receive a promise that the principal and interest on the debt will be repaid. (Source: <https://www.investopedia.com/terms/d/debtfinancing.asp>) The value must be a number. Write 'N/A' in the text box if not applicable.

USD

\_\_\_\_\_

 **\*Debt - Use of Funding**

What will the debt be used for? (e.g., purchasing equipment, setting up production facility)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

 **\*Debt - Tenor** Desired funding tenor


- 1-2 years
- 2-4 years
- 4-6 years
- >6 years
- Not applicable

 **\*Guarantee - Amount Needed** In USD Only

Financial guarantees act just like insurance and are very important in the financial industry. They allow certain financial transactions, especially those that wouldn't normally take place, to go through, permitting, for instance, high-risk borrowers to take out loans and other forms of credit. In short, they mitigate the risk associated with lending to high-risk borrowers and extending credit during times of financial uncertainty. (Source: <https://www.investopedia.com/terms/f/financial-guarantee.asp>) The value must be a number. Write 'N/A' in the text box if not applicable.

USD

\_\_\_\_\_

 **\*Guarantee - Use of Funding**


What is the guarantee needed for? Are you in discussions with an investor or financial institution that a UNCDF guarantee could unlock funding from? If yes, provide details.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

 **\*Guarantee - Tenor**

Desired Funding Tenor

- 1-2 years
- 2-4 years
- 4-6 years
- >6 years
- Not applicable

 **\*Equity** In USD Only

Equity financing is the process of raising capital through the sale of shares in an enterprise. Equity financing essentially refers to the sale of an ownership interest to raise funds for business purposes. (Source: <https://helicopter-view.com/blog/investopedia-what-is-equity-financing>). UNCDF does not directly provide equity financing. In this case, UNCDF would assist the company with soliciting equity investment either through the BUILD Fund or other investors. The value must be a number. Write 'N/A' in the text box if not applicable.

USD

\_\_\_\_\_

 **\*Equity - Use of Funding**

What is the equity needed for?

\_\_\_\_\_  
\_\_\_\_\_


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 **\*Equity - Tenor**

Desired Funding Tenor

- 1-2 years
- 2-4 years
- 4-6 years
- >6 years
- Not applicable

 **CURRENCY**

 **\*Indicate the currency that you need financing in**

- Fijian dollar
- Papua New Guinean kina
- Solomon Islands dollar
- Vanuatu vatu
- Kiribati dollar
- Samoan Tala
- Tongan pa'anga
- Tuvaluan dollar
- US Dollar
- Other \_\_\_\_\_

 **FINANCING & TECHNICAL ASSISTANCE FROM OTHER ORGANIZATIONS**

 **\*Financing**

Has your business received financing from a bank or investor, or are you in the process of negotiating a financing deal? Financing includes grant, debt, guarantee, and equity investments.

- Yes
- No

 **\*Financing**

If yes, elaborate on the financing you've raised or in the process of raising. Answer to the extent possible.

Name of Investor/Grantor Institution \_\_\_\_\_

Financing amount (USD) \_\_\_\_\_

Financing instrument (e.g. grant, loan, guarantee, equity, etc.) \_\_\_\_\_

Purpose of the funding \_\_\_\_\_

Other information useful to know \_\_\_\_\_

 **\*Financing**


If no, select why you have not raised financing from other organizations.

- Have not found a reason to raise financing externally
- Not able to provide collateral
- Business model is considered too risky by investors
- Not enough track record to show results
- Other, please specify... \_\_\_\_\_

 **\*Technical assistance (TA)**

Has your business received technical assistance from another organization or are you in the process of negotiating technical assistance from another organization? Examples of technical assistance includes support on business plan development, market research, etc.

- Yes
- No

 **\*Technical assistance (TA)**

If yes, elaborate on the technical support received to the extent possible. Details can include name of service provider, area of support (e.g. business plan development, export readiness).

Name of TA provider (Organization) \_\_\_\_\_

Focal point at TA provider (Name and Email) \_\_\_\_\_

Area of support \_\_\_\_\_

Other information useful to know \_\_\_\_\_

I would like the TA provider to be involved if UNCDF conducts a light-touch due diligence on my business (Yes/No) \_\_\_\_\_

 **PARTNERSHIP WITH UNCDF**



\*Do you have or have you had a partnership agreement with UNCDF?

- Yes
- No

 If yes, what UNCDF programme have you partnered with? What is/was the scope of the partnership?

\_\_\_\_\_

\_\_\_\_\_

 **Other information to support your application**

Please add any relevant information to support your application.

\_\_\_\_\_

\_\_\_\_\_

\*How did you find out about this call for Expression of Interest?

- Facebook
- LinkedIn
- Twitter
- Newspaper/Media
- Colleagues/Friends
- UNCDF Website/Newsletter
- Others: Please specify \_\_\_\_\_

 **I DECLARE THAT:**

All the information and statements made in this form is true and accept that any misrepresentation contained in it may lead to the disqualification of our business. Our business does not have an outstanding status such as bankruptcy or any pending litigation or other action that could impair its operation as a going concern. We fully understand and recognize that UNCDF is not bound to accept this application and that we shall bear all costs associated with its preparation and submission, and that UNCDF will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the evaluation

- Agree
- Disagree (your entry will not be submitted)


 **I CONSENT TO:**



UNCDF using information provided in this application to do a high-level analysis on the financing and business development needs of SMEs in the Pacific. UNCDF using the outcome of the analysis (individual company level data will NOT be disclosed in this analysis) in advocating for patient, impact capital for SMEs in the Pacific among Government, development partners, and other key stakeholders. Note: There be no disadvantage for selecting 'disagree' below. However, by allowing UNCDF to use and share your data in aggregate form, meaning individual company level data will NOT be disclosed, it will help us to better design our programmes and advocate for the right type of support needed to expand impact investing in the Pacific.

Agree

Disagree

 To finish this form, please click the below button titled "**Mark as Complete.**" This will complete the entry form for you to preview and ensure correctness/completeness. If you would like to edit this form once complete, please click "... " in the upper right corner of this form, followed by "**edit**". Once you are satisfied with this form, you must click "**Submit**" on the left side. Upon submission, you will no longer be able to edit this entry.