

Productive Use Appliance Financing Facility Procurement Subsidy Request Form	Instructions
<p>This form is for companies interested in participating in the Productive Use Appliance Financing Facility, implemented by CLASP and Nithio and supported by the Global Energy Alliance for People and Planet (GEAPP).</p> <p>The Facility has two main components: 1) procurement subsidies that reduce costs associated with wholesale procurement of productive use appliances (PUAs), and 2) a consumer financing fund for PUA distributors.</p> <p>Companies that submit requests for procurement subsidies also have the option of requesting a small, one-time grant to cover other expenses related to the sale of the PUAs covered in their subsidy requests, referred to as Capacity Building Small Grants.</p> <p>CLASP manages the procurement subsidies and capacity building small grant fund. This form serves as the mechanism for companies to initiate their request for both of these funding opportunities.</p> <p>Please contact us at financing@clasp.ngo for questions or clarifications.</p>	
Company and Contact Information	
Organization/Company name	
Main contact name	
Title	
Email	
Phone Number (w/Country code)	
1. Please select type of organization you represent.	
If Other please specify	
2. Where is your company/organization based (country)?	
3. In which country(ies) does your organization/company operate?	
4. How many employees currently work at your company?	
4a) Of the employees working at your company, how many are women?	
4b) Of the employees working at your company, how many have disabilities?	
5. Please confirm that your company is a legally registered entity in the countries you are based in.	
Productive Use Appliance Sales (Current and Historical)	
6. Which productive use appliances does your company distribute?	Please select all that Apply. When selecting multiple choices, remember to press down the Ctrl key.
If other, please specify	
6a) How many refrigerators has your company sold to date?	Please break sales totals out by year; 2022, 2021, 2020, 2019 and 2018
6b) How many walk-in cold storage units has your company sold to date?	Please break sales totals out by year; 2022, 2021, 2020, 2019 and 2019

6c) How many electric pressure cookers has your company sold to date?	Please break sales totals out by year; 2022, 2021, 2020, 2019 and 2020
6d) How many mills have your company sold to date?	Please break sales totals out by year; 2022, 2021, 2020, 2019 and 2021
6e) How many solar water pumps has your company sold to date?	Please break sales totals out by year; 2022, 2021, 2020, 2019 and 2022
6f) How many fans has your company sold to date?	Please break sales totals out by year; 2022, 2021, 2020, 2019 and 2023
6g) Indicate the number of products sold to date.	Please break sales totals out by year; 2022, 2021, 2020, 2019 and 2024
7. For each appliance listed above please indicate the type of energy supply that your costumers use to run it a) off-grid/standalone solar b) mini-grid c) grid connected. You can list multiple energy supply types for the same product if applicable (i.e some costumers were on mini-grids, some had standalone solar)	When selecting multiple choices, remember to press down the Ctrl key.
8. Have some or all of these products already undergone quality assurance testing through VeraSol, Global LEAP, or another third-party testing agent?	
If yes - please name the quality verifying agent and/or name of the test/certification for each product.	
9. Do your products have warranties? If so, please describe the terms of the warranty for each product.	
10. Does your company assemble any part of the appliance product you sell locally?	
11. Which, if any, products would you like to sell that you currently do not sell?	
12. How do you provide after sales support service to your customers?	After sales support can include a range of services to help the customer use the product including but not limited to assistance in installation, product use training, trouble shooting, maintenance, upgrade or disposal of product)
Consumer Financing	
13. Are you currently offering any type of consumer financing to appliance customers?	
If yes, please describe	
What products do you offer consumer financing for?	
14. Are you interested in applying for a loan from Nithio to support consumer financing for productive use appliance sales?	
If yes, please indicate how much commercial funding you are looking to secure (USD)	
Procurement Subsidy Request	
15. Which productive use appliances are you requesting procurement subsidies for?	Please select all that Apply. When selecting multiple choices, remember to press down the Ctrl key.
15a) How many refrigerators models are you requesting procurement subsidies for?	Please select the number that apply

Please indicate the refrigerator model number for Model 1	
How many units of refrigerator Model 1 are you requesting subsidies for?	
What is the FOB/wholesale price of refrigerator Model 1 (USD)?	Please provide the FOB/ wholesale price for each appliance selected in qst 15
How much subsidy are you requesting, on a per-unit level (USD) for refrigerator Model 1?	Please indicate the subsidy requested for each appliance as selected in qst 15
Please indicate the refrigerator model number for Model 2	
How many units of refrigerator Model 2 are you requesting subsidies for?	
What is the FOB/wholesale price of refrigerator Model 2 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for refrigerator Model 2?	
Please indicate the refrigerator model number for Model 3	
How many units of refrigerator Model 3 are you requesting subsidies for?	
What is the FOB/wholesale price of refrigerator Model 3 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for refrigerator Model 3?	
Please indicate the refrigerator model number for Model 4	
How many units of refrigerator Model 4 are you requesting subsidies for?	
What is the FOB/wholesale price of refrigerator Model 4(USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for refrigerator Model 4?	
Please indicate the refrigerator model number for Model 5	
How many units of refrigerator Model 5 are you requesting subsidies for?	
What is the FOB/wholesale price of refrigerator Model 5(USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for refrigerator Model 5?	
15b) How many walk-in cold storage models are you requesting procurement subsidies for?	Please select the number that apply
Please indicate the walk-in cold storage model number for Model 1	
How many units of Walk-in cold storage of Model 1 are you requesting subsidies for?	
What is the FOB/wholesale price of walk-in cold storage Model 1 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for walk-in cold room Model 1	
Please indicate the walk-in cold storage model number for Model 2	
How many units of Walk-in cold storage of Model 2 are you requesting subsidies for?	
What is the FOB/wholesale price of walk-in cold storage Model 2 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for walk-in cold room Model 2	
Please indicate the walk-in cold storage model number for Model 3	
How many units of Walk-in cold storage of Model 3 are you requesting subsidies for?	
What is the FOB/wholesale price of walk-in cold storage Model 3 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for walk-in cold room Model 3	
Please indicate the walk-in cold storage model number for Model 4	

How many units of walk-in cold storage of Model 4 are you requesting subsidies for?	
What is the FOB/wholesale price of walk-in cold storage Model 4 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for walk-in cold room Model 4	
Please indicate the walk-in cold storage model number for Model 5	
How many units of Walk-in cold storage of Model 5 are you requesting subsidies for?	
What is the FOB/wholesale price of walk-in cold storage Model 5 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for walk-in cold room Model 5	
15c) How many electric pressure cooker models are you requesting procurement subsidies for?	Please select the number that apply
Please indicate the electric pressure cooker model number for Model 1	
How many units of electric pressure cooker of Model 1 are you requesting subsidies for?	
What is the FOB/wholesale price of electric pressure cooker Model 1 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for electric pressure cooker Model 1	
Please indicate the electric pressure cooker model number for Model 2	
How many units of electric pressure cooker of Model 2 are you requesting subsidies for?	
What is the FOB/wholesale price of electric pressure cooker Model 2 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for electric pressure cooker Model 2	
Please indicate the electric pressure cooker model number for Model 3	
How many units of electric pressure cooker of Model 3 are you requesting subsidies for?	
What is the FOB/wholesale price of electric pressure cooker Model 3 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for electric pressure cooker Model 3	
Please indicate the electric pressure cooker model number for Model 4	
How many units of electric pressure cooker of Model 4 are you requesting subsidies for?	
What is the FOB/wholesale price of electric pressure cooker Model 4 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for Electric pressure cooker Model 4	
Please indicate the electric pressure cooker model number for Model 5	
How many units of electric pressure cooker of Model 5 are you requesting subsidies for?	
What is the FOB/wholesale price of electric pressure cooker Model 5 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for electric pressure cooker Model 5	
15d) How many milling models are you requesting procurement subsidies for?	Please select the number that apply
Please indicate the milling model number for Model 1	
How many units of milling of Model 1 are you requesting subsidies for?	
What is the FOB/wholesale price of milling Model 1 (USD)?	

How much subsidy are you requesting, on a per-unit level (USD) for milling Model 1	
Please indicate the milling model number for Model 2	
How many units of milling of Model 2 are you requesting subsidies for?	
What is the FOB/wholesale price of milling Model 2 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for milling Model 2	
Please indicate the milling model number for Model 3	
How many units of milling of Model 3 are you requesting subsidies for?	
What is the FOB/wholesale price of milling Model 3 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for milling Model 3	
Please indicate the Milling model number for Model 4	
How many units of Milling of Model 4 are you requesting subsidies for?	
What is the FOB/wholesale price of Milling Model 4 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for Milling Model 4	
Please indicate the Milling model number for Model 5	
How many units of Milling of Model 5 are you requesting subsidies for?	
What is the FOB/wholesale price of Milling Model 5 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for Milling Model 5	
15e) How many solar water pumps models are you requesting procurement subsidies for?	Please select the number that apply
Please indicate the solar water pumps model number for Model 1	
How many units of solar water pumps of Model 1 are you requesting subsidies for?	
What is the FOB/wholesale price of solar water pumps Model 1 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for solar water pumps Model 1	
Please indicate the solar water pumps model number for Model 2	
How many units of solar water pumps of Model 2 are you requesting subsidies for?	
What is the FOB/wholesale price of solar water pumps Model 2 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for solar water pumps Model 2	
Please indicate the solar water pumps model number for Model 3	
How many units of solar water pumps of Model 3 are you requesting subsidies for?	
What is the FOB/wholesale price of solar water pumps Model 3 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for solar water pumps Model 3	
Please indicate the solar water pumps model number for Model 4	
How many units of solar water pumps of Model 4 are you requesting subsidies for?	
What is the FOB/wholesale price of solar water pumps Model 4 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for solar water pumps Model 4	

Please indicate the Solar water pumps model number for Model 5	
How many units of Solar water pumps of Model 5 are you requesting subsidies for?	
What is the FOB/wholesale price of Solar water pumps Model 5 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for Solar water pumps Model 5	
15f) How many fan models are you requesting procurement subsidies for?	Please select the number that apply
Please indicate the fan model number for Model 1	
How many units of fan of Model 1 are you requesting subsidies for?	
What is the FOB/wholesale price of fan Model 1 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD), for fan Model 1	
Please indicate the fan model number for Model 2	
How many units of fan of Model 2 are you requesting subsidies for?	
What is the FOB/wholesale price of fan Model 2 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for fan Model 2	
Please indicate the fan model number for Model 3	
How many units of fan of Model 3 are you requesting subsidies for?	
What is the FOB/wholesale price of fan Model 3 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD), for fan Model 3	
Please indicate the fan model number for Model 4	
How many units of fan of Model 4 are you requesting subsidies for?	
What is the FOB/wholesale price of fan Model 4 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD), for fan Model 4	
Please indicate the fan model number for Model 5	
How many units of fan of Model 5 are you requesting subsidies for?	
What is the FOB/wholesale price of fan Model 5 (USD)?	
How much subsidy are you requesting, on a per-unit level (USD) for fan Model 5	
Please indicate the "Other" appliances you are requesting procurement subsidies for	
Please indicate the number of units for each "other" appliance that you are requesting the subsidies for	
Please indicate the FOB/wholesale price of each "other" appliance (USD)	
How much subsidy are you requesting, on a per-unit level (USD), for every "other" appliance.	
Market Information	
16.How will you cover the balance of the cost for the procurement that you are requesting subsidies for?	Please select all that apply. When selecting multiple choices, remember to press down the Ctrl key.
If other, please describe	
17.What market segment will these products be sold to?	Please select all that apply. When selecting multiple choices, remember to press down the Ctrl key.

17a). Please indicate the number of products sold to the off-grid/stand-alone solar market segment	Please indicate the appliance, market segment, and number of products sold to each segment)
17b). Please indicate the number of products sold to the mini-grid market segment	Please indicate the appliance, market segment, and number of products sold to each segment)
17c). Please indicate the number of products sold to the grid-connected market segment	Please indicate the appliance, market segment, and number of products sold to each segment)
18. In which countries do you intend to distribute the products?	Please select all that apply. When selecting multiple choices, remember to press down the Ctrl key.
If others, please specify	
18a) Please indicate the number of sales in Kenya	
18b) Please indicate the number of sales in Uganda	
18c) Please indicate the number of sales in Nigeria	
18d) Please indicate the number of sales in Ethiopia	
18e) Please indicate the number of sales in Sierra Leone	
18f) Please indicate the number of sales in DRC	
18g) Please indicate the number of sales in other countries (broken out by country, if multiple countries)	
19.Which, if any, geographies would you like to expand to that are not listed above?	
20.How many people do you estimate these products will impact? Please include people who benefit from the product indirectly. For example, a single mill may serve many farmers and an EPC used in a cafe may serve dozen of people per day.	
Sale Strategy & Data Collection	
21.Briefly describe how you intend to distribute and market the products to customers	
22. Will some or all of the products be sold to customers by other companies/distribution partners?	
If yes, please list those partners	
23. Are there any other key partnerships with strategic importance to the sales of these products (e.g., farmer cooperatives)?	
If yes, please list them.	
24.Companies that participate in this facility will be required to share customer data (for verification and evaluation purposes only). How do you currently track this data?	
Gender	
25. Does your sales strategy explicitly focus on selling to female customers?	
If you answered yes, please elaborate.	
Leverage	
26a) Will the procurement subsidies allow your company to secure additional funding?	

26b) If yes, who do you expect will provide additional funding?	
26c) What type of funding will this be?	Please select all that Apply. When selecting multiple choices, remember to press down the Ctrl key.
26d) How much of each type of funding do you expect to raise in total?	
26e) Is this funding already committed?	
Impact	
27. What impact will the subsidies have on your commercial activities and outcomes?	(E.g., accelerating your sales timeline, enabling you to procure a larger volume of products than you would otherwise be able to, enabling price reductions)
28. What type of developmental impacts will the sale of these PUAs have for your customers?	(e.g., improvement of quality of life, increased productivity, PAYG/consumer financing helps drive financial inclusion, environmentally friendlier products etc.)
29. How many jobs do you anticipate will be created in your customers' communities after the sale of products included in the subsidy request?	
30. What percentage of the products will be sold to SMEs and businesses?	
Capacity Grant	
31. Are you applying for the capacity building small grant fund?	The Facility will offer small grants to participating companies that can be used as working capital to support one-off CapEx or OpEx costs associated with selling the PUAs included in your subsidy request, beyond the unit costs of the products themselves. Allowable uses include sales staff training, warehousing space, transportation costs, personnel costs, etc. We expect grants to fall within the \$10K-\$30K (USD) range. Please contact the CLASP team with questions.
If yes, please indicate the size of your grant request (in USD).	Note that awards will likely range from \$10,000 to \$30,000 USD, with primary consideration given to smaller grant requests and early-stage companies.
32. Please explain the purpose of this grant and provide a summary budget for each activity observing the stated allowable uses referenced in Q31 (i.e., allowable uses include a) Staffing, b) Training, c) Warehousing/ Storage, d)Vehicle purchase/ rental/ product transportation	Please note you can indicate one or a mix of activities listed above as will apply to your case. For each activity you mention, provide a summary explanation for the intended use of the grant and specify the budget for each. (Short answer)
Attachments	

33. Please share your sales forecast, with sales broken out by month for as long as it will take your company to sell all the products that you are requesting subsidies for	
34. Please share any policies or protocols your company has in place focused on environmental sustainability (e.g., e-waste management, water conservation guidance)	