

Form 1 – Pre-questionnaire

Prior to providing detailed information about your project, the following questions confirm your understanding of what the CIF is, how it can help your project, whether your project is aligned with its objectives, and what further efforts may be required on your part to develop your project into a bankable state for construction financing. Answering “No” to any question does not necessarily disqualify your project from CIF, however it may reflect a misalignment that will need to be addressed prior to proceeding through the program.

*Please check all boxes

1. Our project relates to at least one of following sectors:

Affordable housing, climate & environment, digital, education, energy, green & open public space, healthcare, informal settlements upgrading, roads & bridges, transport & mobility, urban regeneration, waste management, water & sanitation, and food security

Yes

2. Our project is aligned with the associated city’s or region’s master plan(s).

Yes

3. Our project supports one or more of the following 17 United Nations (UN) Sustainable Development Goals (SDGs)

Yes

4. Our project meets the required criteria of a minimum investment amount of USD\$25 million.

Yes

5. We are applying to the CIF because we recognise that we require support with both the funding and the expertise to properly develop our project into a bankable format in order to attract private capital funding for construction/operation.

Yes

6. We are applying to the CIF because we recognise that we require private capital to construct our project and are willing to provide an appropriate return to the investor(s).

Yes

7. If necessary, we are willing to approach and work with national levels of government to pursue the provision of financial guarantees, which can include sovereign guarantees and/or other risk mitigation instruments, so that investors are comfortable with any political and payment risks.

Yes

8. We are ready, willing, and committed to facilitate and pursue any meeting requests during the development process, including with state/regional and national government stakeholders. We will work to ensure that needed permits and approvals will be issued/procured expediently.

Yes

9. Should the project require any tax/regulatory incentives or any other general waivers to reduce construction and operating costs as a way to achieve economic viability, we are ready, willing, and committed to work regionally and nationally to ensure that they are implemented for the benefit of the project.

Yes

10. We recognize that political risk exists during development. If we walk away from the project (or frustrate the process) during active development, we commit to repaying any individual CIV investors' capital contributions up to the point where development is terminated, on a dollar-for-dollar basis.

Yes

11. **Official representative of the project:**

(Description: Please state the name of the official contact person for this project. Note that we will be contacting and addressing all project-related inquiries with this individual)

Title (e.g., Mr., Dr., etc.):

Name:

Role (e.g., Consultant, Secretariat, Project Manager, etc.):

Contact email:

Confirm email:

Organisation name:

12. **Project title:**

13. **Project location:**

Region/City:

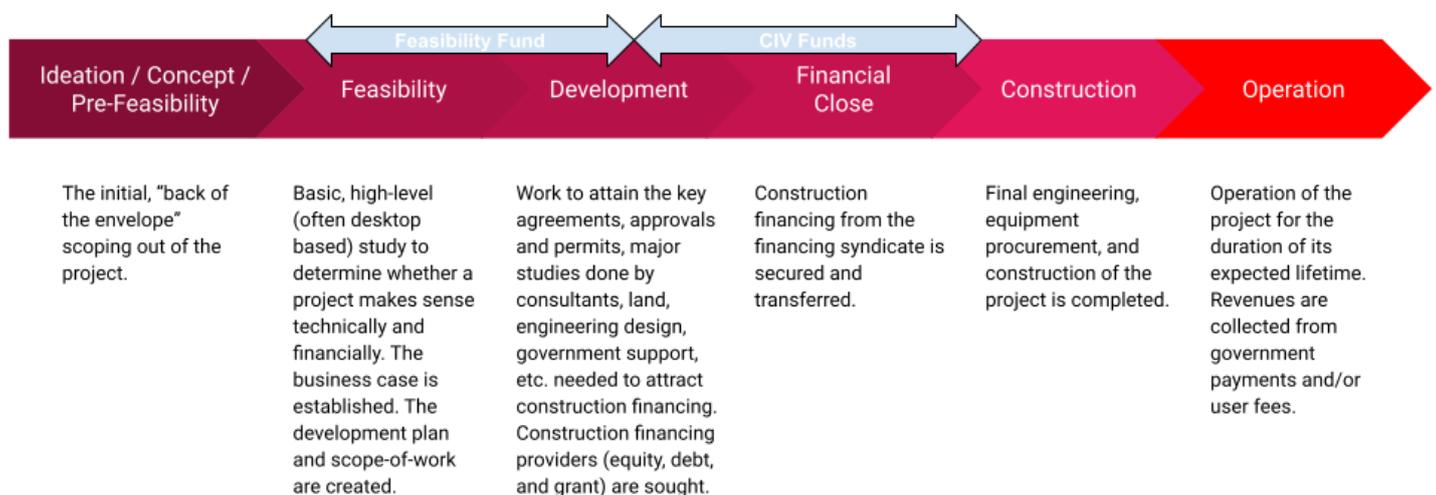
Country:

Form 2 – Project Questionnaire

*Note: The words ‘applicant’ or ‘promoter’ or ‘sponsor’ refer to the **project’s promoting entity** rather than the individual responding to the questions. If the applicant is a government entity, that entity is the ‘promoter’ for the purposes of these questions, and uses of the term ‘government’ within them refer to other levels of government not associated with the promoter.*

The following questions relate to the characteristics and current development status of your project. Your answers will help us to confirm its appropriateness for CIF and to determine how far you have progressed with development to date as well as what assistance you require from CIF. Please answer as many questions as possible to the best of your ability and (at the end) provide any documentation from work that has been completed to date that supports your answers.

To provide context to the questions, the following graphic describes the stages generally associated with the project creation process and shows when each of the two CIF funding mechanisms are applicable.



SECTION 1: General description of proponent and project

1. **Please provide a general project description, including the technologies to be employed and the intended user/customer type. You will be asked to describe the objectives and business model in subsequent questions.**

Title:

Brief description (max 500 words)

2. **Please describe the specific problems the project will address and its objectives.** (max 500 words)

3. **Please identify the sectors that apply to your project.**

(1 main (minimum) + 2 sub-sectors (optional))

- Affordable Housing
- Climate & Environment
- Digital
- Education
- Emergency response
- Energy
- Food security
- Green & open public space
- Healthcare
- Informal Settlements Upgrading
- Local economic development
- Roads & Bridges
- Transport & Mobility
- Urban Regeneration
- Waste Management
- Water & Sanitation
- Women's economic empowerment
- Others:

4. Please describe how your project aligns with/supports the objectives of the associated city's or region's master plan(s) (max 500 words)

5. Please select any of the following vulnerable groups that could also benefit from this project:

- Children and youth
- Women
- Persons with Disabilities/Differently Abled
- Small and medium-sized enterprises, micro-enterprises
- Tribes, indigenous groups
- Low-income communities
- Other:

6. Besides any financial assistance sought from CIF, what areas of project development support/expertise do you require help with?

- Business case/Feasibility study
- Environmental/Social impact studies
- Architectural services (architecture and landscape)
- Project management systems
- Engineering support
- Urban Intelligence (Strategy)
- Digital technology support
- Market Research and demographic profile
- Capacity building
- Others:

7. **Has your organisation carried out a Public Private Partnership (PPP) project before?**

- Yes/No

If yes is selected, please specify:

Details and nature of the PPP project (max. 500 words)

Project implementation & success (max. 500 words)

Upload: Attachment

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SECTION 2: SDG alignment

8. Please identify which United Nations (UN) Sustainable Development Goals (SDGs) your project supports and describe how it does so (Maximum 5).

SDG (number)	SDG targets (sub-number)	How does your project align with the SDG targets (max. 100 words)	List relevant metrics that are applicable for the selected SDG targets (max. 100 words)

SECTION 3: Budgeted costs, financing, and revenue

9. Please provide the following information about the estimated/planned budget for the project feasibility and development phases, up to and including financial close.

All the legal fees, technical and financial consultancy fees, application/service fees, agreement consideration, and overhead costs that have been and/or will be incurred to take the project from concept/ideation to financial close. In general, the development activities that can drive these costs include (but are not limited to):

- Feasibility studies
 - Environmental and social impact studies (Note: If investment from international sources is desired, this work typically needs to be completed to IFC/World Bank standards)
 - Acquiring permits and approvals
 - Securing the rights to (not necessarily buying) land
 - Negotiating legal agreements with other stakeholders
 - Design engineering
- Please provide a full and complete budget total, which includes any overhead amounts needed to get the work done as well as an appropriate contingency amount. Typical values can range from USD\$200,000 for smaller/simpler projects to USD\$2,000,000 to larger/complex projects, representing a 1 to 3% of a project’s construction budget.
 - If available, please provide a reasonable breakdown of the values provided here in a supporting document and ensure that the values provided here match those totals.

Note: Please consider all items that are needed to de-risk your project to the point that commercial and institutional construction investors are willing to commit to the project (i.e, it is “bankable”). This generally means that the project is ready to build (i.e., “shovel-ready”). Some of these items/costs (for example, the actual purchase of land for the project) may be left for the post-financial close construction budget, however this adds to the development risk seen by construction investors and may make this financing more difficult and/or expensive. The CIF CIVs are here to take such risks and to provide financing for them.

Costs	What is the total estimated development budget (spent and forecast, in USD)?	How much has been spent to date (in USD)?	Who has funded the project to date (if applicable)?
Feasibility studies			
Environmental and social impact studies			
Acquiring permits and approvals			
Securing the rights to land (not necessarily buying)			
Negotiating legal agreements with other stakeholders			
Others:			
Total:	-Automated calculation-	-Automated calculation-	-Automated calculation-

Of the total feasibility/development phase budget, how much are you looking to receive from the CIF Feasibility Fund (for feasibility stage and early development stage work) (in USD)?

Of the total feasibility/development phase budget, how much are you looking to finance using the CI Vehicles' Funds (for mid-development stage to financial close work) (in USD)?

10. Please provide the following information about the estimated/planned budget for the project construction phase.

All the costs that will be incurred to take the project from financial close to the first day of operation. The actual physical construction (I.e., EPC contractor) cost typically makes up the vast majority of this phase's budget, but it may include some other costs required before it can be built.

a. What is the total estimated construction phase budget (in USD)?

If available, please provide a reasonable breakdown of the values provided here in a supporting document and ensure that the values provided here match those totals.

b. What sources do you anticipate will be used to finance the construction phase (please indicate % for each, totalling to 100%)? (Please refer below for options)

This can consist of approximate values if not known/planned now and can change at a later date.

Select source	Please indicate % of each source

Reference: Q11 Source options

- i. Project applicant equity:
- ii. Government entity (other than project applicant) equity:
- iii. Government entity (other than project applicant) loan/debt:
- iv. Government entity (other than project applicant) grant/contribution:
- v. Private sector (other than project applicant) equity:
- vi. Private sector loan/debt:
- vii. Grant facility (e.g. DFI) grant/contribution:
- viii. Other entities (please specify):

11. Please provide the following information about the estimated/planned budget for annual project operation, maintenance, and asset management.

The “typical” costs that will be incurred per year to operate the project, which should include personnel and staff, mechanical maintenance, as well as back-office accounting and management.

a) What is the total estimated average annual operating budget (i.e., the average cost for one full year of operations) (in USD)?

- If available, please provide a reasonable breakdown of the values provided here in a supporting document and ensure that the values provided here match those totals.
- Do not include “occasional” operating-stage costs, such as mid-life equipment replacement or project decommissioning/termination costs associated with the end of the project’s life.

b) For project financing purposes, what is the expected term/operating lifetime for the project?

- **Description:** I.e., although the project infrastructure may last/operate for longer, how many years will the initial operating contract be for (in years)?

Note: This question aims to capture the basic financial performance metrics of the project. Do not worry if you are unable to answer some of these questions with certainty. It is more important that we understand where you are in the process.

12. Please provide the following information about the estimated annual revenue the project will generate. Here, the term “revenue” means either the fees/fares collected directly from users by an operator (i.e., user-pays model) or payments made by government to an operator for providing/maintaining a service (i.e., government-pays model).

- a) Please describe the mechanism/business model by which the project will generate a financial return for private investors, including whether it is a government-pays or user-pays model, or a combination of the two (e.g., user fees with government-guaranteed minimum revenue). (max. 250 words)**

Examples:

#1 - A public entity engages a private operator to construct, operate, and maintain a toll road. The operator revenue is derived by the collection of toll fees (user-pays), however the public entity sets the prices and guarantees a minimum level of revenue (government-pays if needed). The annual revenue is therefore determined as the toll fee per user times the number of users per year, subject to a minimum.

#2 - A public entity engages a private operator to construct and maintain a public park. The operator revenue is derived solely by a flat fee paid by the public entity (government-pays), perhaps contingent on meeting certain levels of service. While the annual revenue is therefore a set value, there is an expected number of park users per year, and the cost per user can be determined.

Note: Questions 12b-d are based on the relationship:

$$\text{Total annual revenue} = (\text{cost per user}) (\# \text{ of users per year})$$

OR

$$\text{Total annual revenue} = (\text{cost per unit of good}) (\# \text{ of units of good produced per year})$$

or some variation of either depending on your particular business model.

- b) What is the expected fee/fare/cost per user/customer OR the expected cost per unit of good being produced (in USD per user/unit)?

- c) How many users/customers OR units of good produced do you expect per year?

- d) What is the estimated total annual revenue (coming from either government payments or user fees) (in USD)?

- e) What is the estimated resulting internal rate of return (IRR) for the project as a whole (%)? If this has not been calculated in a financial model, what do you think it will be/is reasonable?

- f) What is the estimated resulting IRR for equity investors (%)? If this has not been calculated in a financial model, what do you think it will be/is reasonable?

- i. Attach file: Provide study/financial model to justify fair return (IRR) to the equity investor (mention input from eligibility form)

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SECTION 4: Project schedule

13. Please provide the following information for each major project development task listed.

Note: Do not worry if you have not started many of the items listed. It is more important that we understand what is needed and how long it will take to attain the items.

Project development task	Description	Start date (estimated future or actual past)	% Completion (Nearest 25%)	End date (estimated future or actual past if completion is 100%)	Describe the status OR the reason why the item is not needed, or anything else that is pertinent
Feasibility studies/business case	Technical and financial studies justifying that the project makes sense				
Development plan	The work plan, scope, budget, and schedule for developing the project				
Identification and securing of rights to all needed lands	Lands to be purchased or leased for the project.				
Environmental and social impact assessment/study (ESIA)	Work/study generally needed to obtain environment-related permits and approvals.				
Local community consultation and impact mitigation plan/agreement	Following from ESIA, agreements to mitigate social impacts and improve local project acceptance				
Regulatory permits and approvals	As needed by authorities to allow construction and operation to begin				

Government support agreement(s)	Related to financial/sovereign guarantees, tax relief, equipment importation waivers, etc.				
Design/engineering plans and equipment list	Completed to a degree of specification appropriate to/required for construction tendering				
Business agreements. i. Concession/PPP/off-taker agreement ii. EPC/construction contractor agreement iii. Operational/O&M provider agreement	Depending on the project promoter type and business model, these agreements (and counterparties) may be independent or combined in a variety of ways. Regardless of the approach, each will need to be in place in a form approved by the project financing/lending syndicate prior to financial close.				
Other	Please describe any other major project development task				

14. Please list all known regulatory permits and approvals required from local, state, and national bodies that are required prior to authorities allowing construction to begin.

Generally, this includes any document that provides the project the right to use the land, air, or water associated with or impacted by the project.

- **Examples:** Typical examples include environmental impact approvals or the right to use lands or water controlled/regulated by other government entities. Please consider and include items even if they are directly within your/the promoter’s control, such as, for example, a municipal government promoter requiring approval from its own municipal council.
- **Note:** Most infrastructure projects require at least a few permits and approvals from different government regulating entities or Authorities Having Jurisdiction.

Indicate government (e.g., local, state, national, other)	Name of permit/approval	Description/comments

15. Please provide the expected construction start date.

16. Please provide the expected commercial operation date/start date of operation.

SECTION 5: Project Risks

17. Please describe all risks that are reasonably potentially applicable to your project. (Refer below options)

- **Description:** All projects bear at least a few different types of risk throughout their development, construction, and operation phases. These may include technical, financial, cost, legal, regulatory, political, operational, social, market, or other types of risk.

Risk Item	Risk type	Risk probability	Risk Impact	Risk description (max. 200 words)	Mitigation plan (max. 250 words)
Change of government (mandatory item)					

Reference Q18 Options:	
<p>Risk type options:</p> <ul style="list-style-type: none"> ▪ Operational ▪ Institutional ▪ Legal ▪ Regulatory ▪ Market ▪ Liquidity ▪ Financial ▪ Other 	<ul style="list-style-type: none"> ▪ Unlikely (20-40%) ▪ Very Unlikely (0-20%)
<p>Risk probability options:</p> <ul style="list-style-type: none"> ▪ Very likely (80-100%) ▪ Likely (60-80%) ▪ Possible (40-60%) 	<p>Risk Impact options:</p> <ul style="list-style-type: none"> ▪ Negligible ▪ Minor ▪ Moderate ▪ Significant ▪ Severe

SECTION 6: Government support

18. Other than any direct project funding from government sources that you identified in Questions #10 or #11, has your project been officially recognized/supported/endorsed in a positive light at the municipal, state, and/or national levels? (max. 500 words)

Examples include inclusion/recognition of the project in official plans, general promotion/advertising of the project, and indirect financial support such as tax/regulatory incentives and/or credit support guarantees. Please describe.

- Note: If you are a government entity, we are particularly interested in support by levels of government other than your own.

19. Whether identified in Question #19 as having been already provided or not, how would you rate the project's need for the following government-sponsored support mechanisms in order to be successful?

	Essential	Welcome	Not necessary	Justification (max. 200 words)
Tax incentives	○	○	○	
Regulatory incentives	○	○	○	
Financial/payment guarantees	○	○	○	
Equipment importation waivers	○	○	○	

20. Are you aware of any precedence within the project's country to date that has established the framework required to implement a sovereign guarantee or other similar types of government-sponsored financial risk mitigation for private investors?

- Yes/No

If yes is selected:

Brief description (max. 200 words)

21. Please attach any project documents that support the answers provided above. In the earlier stages of project development, these typically include:

- Project development plan (the work plan, scope, budget, and schedule for developing the project)
- Feasibility studies/business case (technical and financial studies justifying that the project makes sense, including risk assessments)
- Financial model
- Construction and operations budget (if separate from/not included with above items)
- Construction and operations schedule (if separate from/not included with above items)
- Evidence of government support (any type)

Drop files here

Where available, please also attach any other documentation that you are willing to share that shows more advanced project development.