

**"IFE-10-WiB-C1: Procurement Procedure "Call for Proposals for women in Business in Egypt"
Contest for Participation (Stage 1) – Answers to candidates' questions
Date of publication: 19.12.2022.**

No.	Section	Questions	Answers
	Categorisation		
1	Categorisation	My project offers electric vehicles for sale to the market with full-fledged after sales services (maintenance, spare parts, etc.). Which category do I qualify for?	<p>For-profit projects fall either under Category 3 or Category 4, depending on the job creation potential:</p> <p>Category 3: Targets for-profit projects with broader job creation impact. Accordingly, as a direct result of the project, jobs at third-party level will be created and must constitute more than 50% of the total new job creation estimates. Applicants are expected to provide Letters of Intent (at least 25% from the expected jobs to be created at 3rd party private sector entities) in the Concept Note stage.</p> <p>Category 4: Targets for-profit projects with job creation impact at the applicant level.</p> <p>Categorization depends on each project's specific nature and job creation impact. Please also refer to the Guidelines for Applicants, Section 2: "Project Categories" for further details.</p>
2	Categorisation	Applicant is an agri-tech company working to support small farmers (2-20 feddan) for joining supply chain with food processing companies. We have post-harvest stations for preparing agro-crop before sending it to the end user and we are in the process of being part of a consortium with a food processing company to include all supply chains from agriculture-to- post harvest industry taking into consideration that in all those stages a lot of women are included in the workforce - almost 25% at every stage. Which Category are we eligible for?	<p>To properly answer your question, we would need more specific data about the project. Note that categorization of the project would depend on its nature and not on the type(s) of applying entity(-ies).</p> <p>If the project is for-profit - it would fall under Category 3 or Category 4, depending on the job creation potential (applicant vs. third-party entities). However, if your project is not-for-profit, it may fall under Category 2 (not-for-profit, but generating revenue). Category 1 projects are typically infrastructure projects (not-for-profit and not generating revenues).</p> <p>Please consult our Guidelines for Applicants for detailed information about project categories.</p>
	Eligibility		
3	Eligibility	We are a company working in the poultry industry, providing poultry management solutions and originally based in UAE. Is it preferable to apply for the IFE grant: - Through our development office based in Egypt which has been operating for only 1 year? OR - Through the mother company based in UAE that has been operating for 5 years?	<p>In case you are considering applying as an individual applicant - please make sure that the applicant entity is legally registered in Egypt and complies to the IFE eligibility criteria.</p> <p>In case you are considering applying as a consortium partner, please note that all consortium partners must be legally registered in Africa, the EU or EFTA region. Applicants or consortium members registered elsewhere are not eligible to apply. Note that at least one of the consortium members must be legally registered and operating in Egypt.</p> <p>Please refer to the Guidelines for Applicants, Annex 5.2: "Eligibility conditions and list of required documents for Projects" for further details.</p>
4	Eligibility	Is it mandatory for the applicant to be operating in Egypt or elsewhere for at least 3 years?	<p>Individual applicants must be registered in Egypt. If applying as a consortium, lead applicant/partners can be registered in any of the African countries or EU/EFTA, but at least one of the consortium members must be registered in Egypt.</p> <p>Further, all applicants (individual, lead applicant, and consortium members) must have been operating for a minimum of 3 years.</p> <p>Exception: In case of a recently registered entity in Egypt, which is an investee of an individual applicant or any of the consortium members (e.g. subsidiary, joint venture, SPV), then the respective shareholders of this entity must have been operating for a minimum of 3 years at the time of CN submission.</p> <p>You can also refer to the Guidelines for Applicants, Section 3. "Conditions for Applicants" for further details.</p>
5	Eligibility	We are an NGO and we established a recycling workshop for women go green job creation. Am I eligible for the IFE grant?	<p>NGOs are eligible to apply for the IFE grant. Eligibility of the project will depend on its specifics and the job creation potential, as well as on the ability of both the applicant(s) and the project to meet all IFE conditions and criteria outlined in the Guidelines for Applicants.</p> <p>While preparing your Concept Note, please remember that IFE cannot offer grants to ongoing projects.</p>
6	Eligibility	We have a 30% women representation in our Board of Directors and Executive Management. Is my entity eligible to apply under the WiB Call for Proposals?	<p>Companies with Board and Executive Management representation above 30% are considered as eligible applicants for the Women in Business Call for Proposals.</p> <p>Please also refer to the Guidelines for Applicants and Annex 5 for full eligibility criteria details.</p>

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7	Eligibility	We are currently building a network for point of sales. Am I eligible for the IFE grant?	This would depend on the proposed business model of the project. If the PoS are allocated as fixed assets in the company's financials and essential for the expansion project, then yes. Please note that IFE does not provide financing for operating expense nor can co-finance a project that has already started. For further reference on eligibility conditions and criteria, please consult our Guidelines for Applicants.
8	Eligibility	Regarding financial eligibility: do I need to upload the financial statements represented to the Egyptian Tax Authority? Can you please explain what do you mean by turnover in financials?	IFE conditions require submission of certified financial statements for the past 3 years. Turnover pertains to revenues (sales) in financial statements. Please note that your average turnover for the last 3 years should be at least 50% of the requested grant. Please also see Section 3: "Conditions for Applicants" in the Guidelines for Applicants.
9	Eligibility	As an NGO, can you please explain how we can prove own cash contribution capability?	Cash contribution can stem e.g. from own funds, other donors/investors, or commercial loans that will be exclusively used for the project purpose. Applicants need to provide documentary evidence for envisaged cash contributions (signed MOUs or LOIs for loan agreements and/or donation provisions, bank statements, etc.). In addition, NGOs - if not subject to legal audit - must demonstrate budgetary balance (neutral or positive result) in the last three financial years. It would also be necessary to demonstrate financial capability to cover operating costs of the project. Guidelines for Applicants, Annex 5.1: "Eligibility conditions and list of required documents for Applicants" provide further insights.
10	Eligibility	The company has been operating in Kenya for 3 years and the subsidiary company has only 1 year of operations. Am I eligible for the IFE grant?	For as long as all eligibility criteria are fulfilled and new good jobs will be created in the private sector, you may qualify for the grant. Please note that the project and estimated job creation must take place in Egypt. Depending on how you plan to proceed - as an individual applicant or in a consortium, be mindful of Eligibility of the Applicant, Registration and Years of Operation conditions. You can also refer to Annex 5.1 in the Guidelines for Applicants for further details.
11	Eligibility	Would raw materials be considered as eligible costs for the IFE grant?	Costs incurred beyond the investment phase of a project are not eligible for IFE support. Please also note that operating costs (salaries and operating expenses) cannot be considered eligible as part of the total investment costs. However, raw materials may be considered as part of eligible investment costs in support to the first assets conversion cycle, only if it is duly justified and would not exceed maximum of 3 months of the operating phase of the project.
12	Eligibility	Is proof of allocating and availing own cash contribution mandatory in the CN phase?	At the Concept Note stage, it is preferable that proof of own contribution or plan of availability of own funds is submitted (cash contribution can be in the form of own funds, loans, equity investments or other donor funds). Proof of own cash contribution can be submitted in the form of Letter(s) of Intent from bank(s) or investor(s), proof of availability of funds in the applicant's bank account, etc. We would appreciate provision of sufficient evidence that the financing plan for the project has been well thought through. Requirements for submission of supporting documentation at the CN stage are clearly indicated in Annex 5 of the Guidelines for Applicants.
13	Eligibility	Can our official bank statements prove the availability of 15% cash needed of own contribution? Also: how do we prove in-kind contribution?	Bank statement can be used as a proof of availability of applicant's cash contribution. All applicants are advised to provide evidence or plan of availability of own contribution - it serves as a proof of project's maturity (e.g. also Letters of Intent or MoUs from banks or other investors, etc.). Provision of sufficient evidence that the financing plan for the project has been well thought through is necessary. If the applicant chooses to include in-kind contribution (land, buildings, machinery, equipment) which is to be exclusively used for project purposes, then an independent valuation (by a certified evaluator) would be required for all in-kind contribution items. For the Concept Note stage, IFE would require only the list of planned in-kind contributions and respective values, whereas the mentioned independent valuation is optional but still very much welcomed as evidence of project's maturity (note that this would be mandatory at potential later stages).
14	Eligibility	Regarding the minimum ticket of 1 million EUR: does that mean the grant ticket size or the total investment cost of the project?	Ticket size refers to the grant volume. Please note that IFE grant size is different from the project's total investment cost. IFE offers grants between 1 million EUR and 10 million EUR per project. For example, if you are applying under Category 4: IFE's maximum co-financing can reach up to 25% of the total project cost and applicant's contribution must be minimum 75%. Having in mind the ticket size, grant request must be minimum 1 million EUR; notably, applicant's contribution in such case must be minimum 3 million EUR. This means that the total investment cost is 4 million EUR and this is, also, the minimum overall investment cost for projects applying under Category 4.

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15	Eligibility	The project will have a female workforce participation ratio well above the average female participation ratio of the specific sector of the project (ideally 20% above the current average ratio according to available industry statistics). Are we eligible for the fund, even if all jobs created are for men not women?	<p>Please note that one of the applicant eligibility conditions for the WiB Call for Proposals relates to the following: (iii) Employment: The envisaged project will have a female workforce participation ratio well above the average female participation ratio of the specific sector of the project (ideally 20 percentage points above average value).</p> <p>Projects claiming to fulfill the above condition would need to have the element of contribution to creating new good jobs for female workforce above the respective industry's norm i.e. preferably 20% above current/average norms. Proposing to create jobs only for men while at the same time claiming to fulfill the above-mentioned condition would not qualify. However, the Guidelines for Applicants list three Applicant Eligibility criteria for the WiB Call. Applicants must fulfil <u>at least one</u> of the three.</p> <p>Please study the Guidelines carefully, namely Section 3: Conditions for Applicants.</p>
16	Eligibility	I support IT technology companies through digital marketing services where I help them to generate leads and increase revenue. If that will help them hire more employees to run their new projects, am I eligible for the IFE grant?	<p>Projects applying for IFE grants must successfully demonstrate potential for creation of new, good, sustainable jobs in the private sector as well as substantiate estimates of the number of jobs to be created as the direct result of IFE funding. In addition, you may wish to closely study the list of eligible expenditures that may be accepted as investment costs before applying for the grant - whereas (digital marketing) services are not eligible.</p>
	General		
17	General	Where can I find the PDF template to submit my concept note?	<p>IFE accepts Concept Note submissions through the online SmartME system. All necessary templates can be found as downloadable documents in the system itself - you need to register in order to gain access. We do not use PDF templates. During registration on the SmartME platform please make sure to verify your email to be able to proceed further. SmartME link: https://smartme.adalia.fi/login/IFE</p>
18	General	Please confirm that at the CN stage it is not mandatory to upload certified translated documents?	<p>As per our Guidelines: notarized certified translated documents are not mandatory in the CN phase. You can upload uncertified translation for the documents and provide notarized certified translation at a later (Full Project Proposal) stage if your project is accepted.</p>
19	General	Can I apply with the same project for the two calls for proposal in Egypt at the same time? (WiB and Regional Call 2)? And, can you fund the same institution under two different calls for proposals offering 2 different projects?	<p>In general terms, yes, you can apply for both calls. However, IFE will not fund the same project twice i.e. if the project was shortlisted in both calls, IFE will not double-fund the project. Accordingly, if you are eligible for the WiB Call, we would strongly advise that you apply only for WiB.</p> <p>Regarding multiple project submissions under one applicant entity: there is no limitation to the number of projects an entity/applicant(s) can submit. However, applicant(s) need to substantiate financial, technical and management capacity to embark on several projects simultaneously.</p>
20	General	We are a private sector company and we are going to apply for the IFE grant. In case of approval of the grant, is there any third party who will monitor or you will disclose our financials to? How will the audits be done?	<p>In case your project is awarded the grant, IFE will exercise Monitoring and Evaluation (M&E) throughout the investment phase. During the investment, all applicants have an obligation to submit quarterly reports to IFE through the SmartME system and report on progress of planned activities. As part of the M&E, site-visits will be performed by IFE and/or KfW. The M&E shall continue 3 years into the operating phase of the project whereas achievement of KPI targets will be monitored.</p> <p>All projects funded by IFE will be subject to external audit. All applicants are required to fill out, sign and upload a Declaration of Undertaking. Para 8 of the Declaration stipulates, among other things, also the following: "Our financial transactions and financial statements shall be subject to auditing procedures in accordance with Applicable Law. Furthermore, we accept that our data (including personal data) generated in connection with implementation of the Contract and the performance of the Contract are stored and processed according to the Applicable Law by the Recipient and IFE."</p>
21	General	We are a company engaged in selling vehicles and offering after sales services. On SmartME, which sector should we use to define our business activities: Consumer Goods or Retail since Automotive is not in the dropdown sectors options?	<p>If you cannot find the appropriate sector, the respective drop-down menu in SmartME will offer the option to choose "Various/Cross-cutting/Others" which would open up a new text field where you can further elaborate on the respective sector.</p>

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22	KPIs	Does the job creation has to happen in a third party entity or can it only be within the applicant's entity?	Jobs can be counted if they are created either at the Applicant entity (or at an entity in the Applicant consortium) and/or if they are created at Third Parties. Further, jobs must fulfil certain conditions (ILO standards) and only those jobs created in the private sector can be considered. Moreover, job creation at the applicant entity and/or at third-party entities would depend on the project's nature i.e. on the category under which you plan to apply. Section 1 of the Guidelines for Applicants offers more details regarding job creation.
23	KPIs	Do I get additional bonus points if 50% of the jobs created are for women?	Yes. Projects that have the potential to create more than 50% of new good jobs in the private sector for women get bonus points.
24	KPIs	Do all jobs need to target women as this call is WiB call for proposals?	Not necessarily. However, this would also depend on the proposed investment's nature and applicant eligibility criteria qualifying you to apply under the WiB Call. Note that one of the applicant eligibility conditions for the WiB Call for Proposals relates to the following: (iii) Employment: The envisaged project will have a female workforce participation ratio well above the average female participation ratio of the specific sector of the project (ideally 20 percentage points above average value). Projects claiming to fulfill the above condition would need to have the element of contribution to creating new good jobs for female workforce above the respective industry's norm i.e. preferably 20% above current/average norms.
25	KPIs	Do the bonus points differ if jobs created are 55% for women vs. 100% for women?	No. As long as more than 50% of new jobs are created for women, you get additional bonus points.
26	KPIs	For the category 2, is there a KPI for hiring disabled / special needs employees who are categorized as 5% mandatory workforce as per the Egyptian Labor Law?	IFE does not differentiate KPIs per project category. There are in total three KPIs of the IFE (see Guidelines for Applicants, Annex 1 for a detailed description): • Creation of new and good jobs (KPI 1), • Improvement of working conditions or income (KPI 2), • Provision of higher education or short-term job-related trainings (KPI 3). All three apply regardless of the category the project applies under. IFE does not have a specific job creation KPI for special needs or disabled employees.

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