# PUTTING ENERGY TO WORK

Technical submission Form.

# General company and contact details.

## Business Entity Identity: [Please enter the details of the company as registered in the official documents].

|  |  |
| --- | --- |
| Name of the business that is applying |  |
| Address |  |
| HQ location (Country where the Head office is located) |  |
| Registration date in Malawi |  |
| List of countries where the company is present and/or has operations |  |
| Legal form e.g. Limited liability company, Joint Venture, Partnership, etc.] |  |
| Company Website |  |

## Contact Person

|  |  |
| --- | --- |
| Name (First name, Middle name, and Last name) |  |
| Role in the business |  |
| Email address  |  |
| Telephone # |  |

## Is the business owned or led by Women, Youths, and People with disability (PWDs)? [If the answer is yes, please substantiate the response by providing more details].

## [ ]  Yes

## [ ]  No

## If yes, provide details here:

 **1.4** **Does the business have a Gender Equity and Social Inclusion (GESI) strategy and plan and involved in activities to ensure inclusion and equitable opportunities for Women, Youths, and PWDs?** [If yes, please provide documentary evidence or clarify how the business ensures the achievement of such objectives].

## [ ]  Yes

## [ ]  No

## If yes, provide details here:

## How many employees does the business have?

[Include number and breakdown in terms of how many women, youths, and PWDs and whether full-time or part-time, how many are in managerial levels and non-managerial levels].

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Full-time Staff | Women |  | Part-time staff | Women |  |
| Men  |  | Men  |  |
|  |  |  |  |
| Youth |  | Youth |  |
| PWD |  | PWD |  |

## Is the company a member of a national or international industry association? If yes, which one(s)? \* [Question is not limited to only Renewable Energy Industry Associations].

1. REIAMA
2. Other

## [ ]  REIAMA

## [ ]  Other: \_\_\_\_\_\_\_\_\_\_\_\_\_\_

## Describe the past (up to 2 years ago) and current financial and non-financial support received from other organizations, and participation in other solar support programs by completing the following table.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Type of support e.g. subsidy, grant, technical assistance, etc  | Amount in USD | Purpose or use of funds | Start and end dates (DD/MM/YYYY – DD/MM/YYYY) | Source (from which institution or person) | Results achieved (e.g. # of products sold under the project e.g. 200 solar lights) |
| insert type or description of support received. |  |  |  |  |  |
| insert type or description of support received. |  |  |  |  |  |
| insert type or description of support received. |  |  |  |  |  |
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| insert type or description of support received. |  |  |  |  |  |

# Business Model

**2.1 Please describe your business and the products you currently have to offer. What is the focus of your business? What was your turnover in 2022 and 2023? [max 200 words].**

## Track Record - sales:

### 2.2.1 How many products and/or PUE appliances has the company sold (since inception) to date in Malawi?

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Product /Appliance name | Specifications/ Description | Cost price (in MWK) | Selling price (in MWK) | Average sales per month | # sold to date (Since inception) |
| insert product or appliance name |  |  |  |  |  |
| insert product or appliance name |  |  |  |  |  |
| insert product or appliance name |  |  |  |  |  |
| insert product or appliance name |  |  |  |  |  |
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| insert product or appliance name |  |  |  |  |  |
| insert product or appliance name |  |  |  |  |  |
| insert product or appliance name |  |  |  |  |  |
| Total |  |  |  |  |  |

**2.2.2. Do your products have a warranty? If so, what is how long is the warranty period and what does the warranty cover (labor, parts, etc.?** [select only one option].

## [ ]  None

## [ ]  1 year

## [ ]  2 years

## [ ]  3 years

## [ ]  More than 3 years

## 2.3 What role does the business play in the deployment of renewable and energy-efficient technologies in Malawi?

[select multiple in case the business is into more than one and elaborate how does the business best achieves such role].

## [ ]  Product Importation

## [ ]  Assembler/ Distributor

## [ ]  End user financier (PAYGO)

## [ ]  Installer

## [ ]  Project developer

## [ ]  Others- clarify further \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

## 2.4 How does the business distribute its products to its customers?

## [Describe existing distribution channels such as B2C, B2B. Also indicate if there are sales outlets, sales agents, direct re-sellers, etc].

## In which regions does your company currently sell and distribute its products? [Can select multiple] Provide specific areas within the region selected.

## [ ]  Central Region

## [ ]  Northern Region

## [ ]  Southern Region

1. **Proposed business idea for the Results Based Finance (RBF) Scheme.**

## 3.1 Please briefly describe the proposed business idea to be implemented under the RBF scheme. Describe the opportunity and problem to be solved. Please describe your targeted customer segment(s) and where they are located and planned activities. Further, explain how your products meet the needs of the chosen customer segment and if the customers will be willing and able to afford your product(s) at the indicated pricing.

### 3.2 What type of productive use of energy (PUE) products do you propose to distribute for the RBF scheme?

## [ ]  Water pumps

## [ ]  Cold chains

## [ ]  Refrigeration

## [ ]  Poultry incubators

## [ ]  Solar TV for Village cinemas

## [ ]  Hair clippers

## [ ]  E-mobility

## [ ]  Other PUE products not included on the list that the business proposes to supply and distribute.

### 3.3 How many PUE Products is the business targeting to sell in Malawi because of the RBF scheme? (New products are those not currently sold by the company)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Product /Appliance name | New product (Y/N) | Indicate certification (If any) | Specifications/ Description | Cost price [LCY] | Selling price [LCY] | Target # to be sold during the project |
| insert product or appliance name |  |  |  |  |  |  |
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| insert product or appliance name |  |  |  |  |  |  |
| insert product or appliance name |  |  |  |  |  |  |
| Total |  |  |  |  |  |  |

*For non-certified systems/products please provide detailed technical specifications as an attachment - Annex xx (tbd).*

### 3.4 How much grant funding (RBF) would you need to promote PUE technologies and deliver on the projected sales targets? How will you use this funding? Pls. provide a breakdown of major cost components.

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**3.5 Benefits of PUE products to customers**

Please explain how your targeted customer segment(s) will increase their productivity and their income by using the product(s)/appliance(s) offered. What is the typical amortization or cost recovery period? What are the productivity gains? How much additional income can they make? (Enter upto 100 words)

**3.6 How will the business increase product availability and raise consumer awareness for its PUE products?**

 Please explain how the business will ensure that products are accessible to target customers, and how you will increase affordability and disseminate information on the benefits and how to access the products? (Enter upto 200 words).

### Technical assistance

**4.1 What type of additional support do you foresee your business requiring for the business to grow? . Choose from the list below and clarify by providing further details.**

## [ ]  Strategy (GESI, sales business, partnership building)

## [ ]  Financial management (financial modelling, bookkeeping)

## [ ]  PAYGO development/ credit risk management

## [ ]  Product certification

## [ ]  Operational management (supply chain, internal processes and tools)

## [ ]  Technical skills building

## [ ]  Improving data capacity, analytics, M&E

## [ ]  Others\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**4.2. Is the business interested in raising commercial debt? Yes/No. If yes, how much and what will be the use of the funds?**