



APPLICATION FORM FOR FUNDING PROPOSALS

Eligible Country: Tanzania

CookFund for Accelerated Market Rollout of Clean Cooking Solution Programme

Note: Read the Call for Proposal (CFP) and understand the eligibility criteria prior to completing this application form.

General Enterprise Information	
Enterprise Name:	Mwakaluka General Enterprise Limited
Type of enterprise (limited company/sole proprietorship/partnership):	Limited Company
Business registration number:	129898
Date of incorporation/registration:	15 June 2014
Type of proposed clean cooking solution (LPG/Bioethanol/Briquettes/Improved Cookstoves/Electric Pressure Cooker):	Improved Cook Stoves (ICS)
Proposed target region (Dar/Mwanza/Morogoro/Pwani/Dodoma):	Dar es Salaam, Pwani and Morogoro
Postal Address:	PO BOX 9823
Office Telephone:	+255754929848
Office Email:	Mwakalukageneral@gmail.com/info@mwakalukagen.com
Mobile No. of Owner Developer/Director:	+255754929848



**Funded by
the European Union**

Location of the Enterprise/ Physical Address:	
Region:	Dar es Salaam
District:	Kinondoni
Ward:	Kinondoni
Street:	Kibisho street
Total number of employees:	30
Ratio of male to female employees (e.g., 12 males: 15 females)	20 males and 10 females
Total Business assets/Value (TZS):	TZS 450,000,000
1. <u>Project Description and Background Information/ Summary</u> <i>[Provide a brief description of the business, including objectives, expected outcomes, revenue and profits, business experience in clean cooking solutions, key features of cooking product offered, developmental impact(s) to communities and funding requirements]</i> Background/brief history of the enterprise: <p>Mwakaluka General Enterprise Limited is a family business owned by husband-and-wife duo, Abaswege Mwakaluka and Esther Mwakaluka. Aba and Esther's entrepreneurial journey started in 2005 when they started a store selling grains and animal feeds at Ubungu in the City of Dar es Salaam. The business grew extensively and in 2011, the couple built a storage warehouse to receive and store large quantities of grain and animal feeds from distributors and opened additional sales outlets in the areas of Tabata, Tegeta and Kariakoo.</p> <p>In 2012, Esther decided the business should venture into the clean cooking space inspired by her own and other women's cooking experiences. With a capital of TZS 30 million, she and her husband decided to import and sell improved charcoal cookstoves within all their shops. Using their sales experience obtained over the years and supported by a customer-centered marketing approach that incorporates both direct and retail-based sales, Esther and her husband managed to sell over 3000 units of their improved charcoal cookstoves, sold under the brand name Wamoto, in under two years. In June 2014, the couple incorporated their business under the name Mwaluka General Enterprise Limited. Aba undertook the role of Managing Director, overseeing the business' operations including supply chain management and finance while Esther took on the role of Sales and Business Development Director, supporting her husband with managing the retail outlets and growing customer sales.</p> <p>The company has three distinct product lines which are; grains, animal feeds and cookstoves. The contribution of each product line to total business sales is in the ratio of 5%, 55% & 40%. Animal feeds is the main cash generating product line and the most profitable. This is followed closely by the Wamoto improved cookstoves and lastly is the grains business. In 2022, we made sales of TZS 1.5 billion.</p> <p>The business started operations with only 3 employees (including Aba and Esther) but currently we are a strong workforce of 30 people. Our growth is due to the hard work, tenacity and drive of our employees and the great leadership of the founding family. The company expects to further growth as we seek to achieve our stated vision.</p> Mission statement: <p>Our mission is to deliver value to our customers through quality products and services and contribute to growing the Mwakaluka brand for the benefit of our family and all our employees.</p>	

Vision statement:

Our vision is to be the number one brand for animal feeds and improved cooking stoves in Tanzania.

Business objective(s):

1. Drive sales through customer centric marketing and high-quality products.
2. Increase profitability by minimizing costs and wastage within all processes.
3. Strive to be the best in all areas of our business

Business owner(s):

Full Name	Gender	Nationality	Ownership percentage	Type of ID	Identification number
Abaswege Mwakaluka	Male	Tanzanian	60%	National ID	2013099901012
Esther Mwakaluka	Female	Tanzanian	40%	National ID	2013099901013

Years of experience in clean energy cooking industry:

11 years

Current developmental outcomes and impact(s): (Describe expected social, economic, and environmental impacts from the proposed support)

- Use of our improved cookstoves reduces the consumption of charcoal which is traditional fuel and saves a lot of tons of trees that are cut every day. Trees takes time to grow, and they are beneficial to our environment. Penetration of affordable improved help reduce the demand for charcoal and overtime save tree cutting.
- Apart from saving the environment, reduction use of charcoal reduces carbon emission thus saving the health especially of women who are mainly responsible for cooking.

2. Information about the Enterprise Management

[Provide a profile of the promoters involved in the project and the management team of investors/company. In case of a greenfield project, and management is currently not in place, indicate any plans to the extent possible]

Management details. (NB: Key Staff may include Accountants, Sale Personnel, Store managers, etc.)

First Name	Last Name	Nationality	Gender	Role	Education qualifications	Years of experience	Mobile No.
Abaswege	Mwakaluka	Tanzanian	Male	MD	B. Com Accounting	17	+255754929848
Esther	Mwakaluka	Tanzanian	Female	Sales and Business Development Director	BSc. in Fisheries and Aquatic Sciences	17	+255754929001
Moses	Mlingi	Tanzanian	Male	Finance Manager	CPA	6	+255754923111
Reinalda	Mushi	Tanzanian	Female	Operations Manager	B. Com in Accounting	3	+255754012678
Fatma	Mwinyiamiri	Tanzanian	Female	Procurement Officer	Diploma in Procurement	3	+255652567890
Shomari	Kapombe	Tanzanian	Male	Stores Officer	Form 4 - CSEE	17	+255652876768

3. Information about the Product

Product Description

a) Describe the range of products you sell which are applicable for CookFund grant funding.

We sell Tier 3 affordable Improved Cookstoves (ICS) under the brand name of Wamoto.

b) What are the features or specification of each product? (Describe how your product works)

Wamoto Cookstoves are tier 3 fuel efficient household rocket stove. The improved charcoal cook stoves are made from metal cladding of 24 or 26-gauge metal sheet and a synthetic clay liner fired at 600 degrees Celsius in efficient kiln. The liner is the fire chamber of the stove; the bottom of liner is perforated in a special arrangement to allow the right amount of air needed to start the fire. Liner is made using a special clay mixture that's long lasting and not easily damaged. Its walls are made in such a way that it can reflect the heat and direct it to the cooking pot.

The cookstoves work by inserting charcoal into the fire chamber of the stove and lighting a fire using a matchstick with any lighting fluid (such as kerosene).

Refer to the product specification sheet attached with this form showing detailed description of the cookstove.

c) How is your product developed or manufactured?

The cookstoves are developed and manufactured in Guangdong China at the Guangdong Cookstove Solutions Company based on Internationally acceptable (ISO) standards for cookstoves. We contribute to the design of the cookstoves including shape, color and brand name.

The cookstoves are shipped from China in pieces which are then assembled in our warehouse in Ubungu.

d) How is your product checked for quality?

The manufacturer is ISO 9001 certified for quality management systems which provides us comfort on the quality of their manufacturing processes. Prior to importation, we ensure compliance with TBS requirements by obtaining a certificate of conformity. Additionally, we test the cookstoves independently using TIRDO and SGS for quality, efficiency, durability and safety every two years. The most recent testing report and certificates are attached along with this form for your review.

e) How is it delivered or distributed to customers?

Our customers base includes retailers, households and walk-in customers. Our retailers include various stores and shops located in Dar es Salaam, Pwani and Morogoro regions. Through our sales staff, we receive and record their orders on a bi-weekly basis. The stoves are packed and dispatched to them promptly. For retailers in Dar es Salaam, the stoves are delivered directly to their shops using our mini truck. For those outside Dar, we use outsourced transportation services to deliver the stoves.

We also have a sales program that involves visiting potential customer households in order to pitch and sell our improved cookstove. Our salesmen do awareness training and direct selling during these visits.

We four sales outlets/shops in Dar es Salaam whereby we sell our cookstoves to walk-in customers.

f) How much is the product sold? (include retail price details)

The cookstoves are sold for TZS 25,000 at whole sale to agents and TZS 30,000 at retail price to end users.

- g) What benefits does your product provide to customers in comparison to other clean cooking alternatives on the market?

The cookstoves have the following benefits:

1. They are made of high-quality material and have a useful life of 5 years.
2. The stoves are reasonably priced.
3. They have a high thermal efficiency which allows for faster cooking.
4. The cookstoves use less charcoal which reduces overall household consumption per year in comparison to traditional cookstoves.

- h) Do you provide repair and maintenance services for your products? (What happens if the product is damaged)

No, however we have plans in 3 years' time to set up a small manufacturing plant in collaboration with our supplier that will cater to the Tanzanian market and the wider EAC block. Discussions and negotiations are still underway.

- i) What are the strengths and limitations of using your product?

The major strengths are those outlined under (g) which speaks of the benefits of our cookstoves. However, the limitations of our products are:

It is manufactured internationally and hence has to be imported. As a result, we suffer from foreign exchange fluctuations which can affect the cost and prices of our stoves.

Delayed shipping affects our ability to meet customer orders and achieve sales targets.

Product sourcing information *[where do you source your clean cooking technology and/or fuel?]*

Product Sourcing Details

- a) For manufacturers, describe the raw materials used to develop or manufacture your product?

N/A, we are not manufacturers of the cookstoves.

- b) Where and from whom do you purchase the raw materials?

N/A, we are not manufacturers of the cookstoves.

- c) If your product is imported or locally purchased, describe the purchase and importation process from order placement until the product arrives to your warehouse or business premises?

Ordering – Based on our internal sales forecasts and targets for the year, we determine the estimated number of cookstoves we will need from our supplier. Our estimates are shared with the suppliers with expected order dates and time of arrival via email. This allows us both ample planning time to avoid any delays. The plans of course are subject to change depending on our cash flow needs, actual demand and supplier capacity. Any changes are also communicated much earlier to manage the process. We share our purchase order with Guangdong via email showing the quantity of cookstoves required.

Receiving – The stoves are received at the Dar es Salaam port whereby all the clearing processes are performed by our clearance agent prior to the container being delivered to our warehouse in Ubungu.

Warehousing – The container is inspected, cookstove parts received are counted against purchase order and shipping documents, with any discrepancies documented separately for discussion with the supplier. The goods are then received and offloaded for storage. The cookstove parts are stored in the warehouse prior to the assembly process.

<p>d) What is the cost of sourcing/developing your product until its ready for use?</p> <p>The cookstoves cost TZS 20,000.</p>
<p>e) For briquettes manufacturers, how do you ensure sustainable and consistent supply of raw materials for briquette production?</p> <p>N/A</p>
<p>4. Photos: Provide photos of business premises and cooking products (maximum 5 best photos with minimum 1MB each).</p> <p>Provided.</p>
<p>5. Technical Information</p> <p>5.1. Testing and certification</p> <p><i>If the product has been tested in the lab and certified by authorities such as Tanzania Bureau of Standard, feel free to share a copy of testing results.</i></p> <p>Refer to testing reports and certificates received from TIRDO and SGS for the improved cookstoves.</p>
<p>6. Market Demand and Supply</p> <p>[Provide details on your current customer base]</p>
<p>(i) Describe your customer/client base? (Types of customers serviced and their locations, example, households, restaurants, institutions, retailers, wholesalers)</p> <p>Our customer base comprises of the following: 55% are retail shops located in Dar es Salaam, Pwani and Morogoro. These currently number at XXX. 20% are walk-in customers who purchase from our retail outlets in Dar es Salaam. 25% are households.</p>
<p>(ii) How many customers do you currently service?</p> <p>In 2022, we sold XXX number of cookstoves to XXX number of customers. This is a 20% growth from our sales numbers in 2021.</p>
<p>(iii) What are the main challenges you experience serving your customer base?</p> <p>Customers struggle to perceive the benefits of using improved cookstoves when there is a plethora of substandard cheap traditional cookstoves in the market that hardly last long. Hence to convert a new customer takes time to explain and create awareness of the benefits of using Wamoto Cookstoves.</p>
<p>(iv) What is your current distribution strategy? Do you sell directly through own shops, retailers/dealers, online or a combination of all? Please describe.</p> <p>We sell through our own shops, other retailers and directly to customers via door-to-door service. In 2022 we started incorporating social media to create awareness of our brand. By using Facebook, Instagram, TikTok and WhatsApp we were able to expand our reach to more customers within our regions of operations but also other regions in Tanzania.</p>

<p>(v) Who are your main competitors in the market? (Provide details of their names, location, size and sales capacity)</p> <p>The market for cookstoves is extensive. Our competitors are not only sellers of charcoal improved and traditional cookstoves but also sellers of EPC, LPG and Bioethanol. We are all competing for the same customers and the same cooking space within their kitchens.</p> <p>Our direct competitors are traditional charcoal cookstove sellers who are informal and not regulated. These hold the majority share (approximately XX%) of the market. Other competitors include improved cookstove sellers such as Envotec, SEECO and Burn whose products are performing well on the market. These sellers together hold XX% of the market share.</p> <p>We have provided additional details of our market in our marketing plan attached to this form. It incorporates a detailed competitor analysis that outlines the names, location and estimated size of our direct competitors in the improved cookstove market.</p>
<p>(vi) What is your overall market share?</p> <p>We currently have X% share of the market in the country / XX % in the targeted region.</p>
<p>(vii) For LPG businesses - how often do you refill cylinders at the depot in a week? At each trip, how many cylinders (3kg, 6kg, 15kg and 38kg) do you refill?</p> <p>N/A.</p>
<p>(viii) For LPG businesses – how many new complete cylinders do you sell in a week?</p> <p>N/A</p>
<p>(ix) For LPG businesses – what is the sales target set by your wholesaler/supplier?</p> <p>N/A</p>

<p>7. <u>Financial performance</u></p> <p>a) How much revenues did your business generate in the past three consecutive years? (TZS) (Please provide a breakdown per year)</p> <p>The following were our total business revenues for the past 3 consecutive years:</p> <p>2022 – TZS XX billion</p> <p>2021 – TZS X billion</p> <p>2020 – TZS XXX million</p> <p>b) Provide a breakdown of revenues generated per product portfolio in the past three consecutive years? (Include revenue ratios for all products sold, both clean cooking and non-cooking)</p> <p>Our improved cookstove business line reported the following sales revenues:</p> <p>2022 – TZS XXX million</p> <p>2021 – TZS XXX million</p> <p>2020 – TZS XXX million</p> <p>The sales revenues for our animal feeds and grains business amounts to:</p> <p>TZS XXX million in 2022, TZS XXX million in 2021 and TZS XXX million in 2020.</p>

- c) How many units of products (i.e., stoves, cylinders, briquettes, EPC, bioethanol stoves and fuel etc.) did you sell in the past three years? (Please provide a breakdown per year)

We sold XXX units of improved cookstove in 2022. This is a 20% increase from 2021 sales which were XXX units. In 2020 we sold XXX units.

- d) How much gross and net profit/loss did you generate in the past three consecutive years? (Please provide a breakdown per year)

Our gross profit for 2022 is XXX, 2021 is XXX and 2020 is XXX.

Net profit for 2022 is XXX, 2021 is XXX and 2020 is XXX.

- e) If your business is loss-making, what is the reason for this performance? Why are you making losses?

We are not loss making.

- f) Have you obtained a loan or overdraft in the past two years? (If yes, provide details of the loan amounts, bank/financial institution, term/period, and interest rate.)

We obtained a reimbursable grant from E+CO, an impact capital provider, in 2017 of TZS 100 million to scale our clean cooking initiative. This was paid back in 2019. We recently took a loan from NMB in 2020 of which the details are provided below:

- Bank Name: NMB Bank Plc
- Branch: Kinondoni
- Loan principal amount: TZS 250 million
- Interest: 17%
- Loan term/period: 2 years
- Any outstanding balance: 0

Refer to the separate attachment named Credit History for details of all our loans in the past 2 years and their payment status.

- g) For each loan detail captured above, please provide additional evidence confirming existence including but not limited to the credit contract (optional) and a bank letter confirming the existence of the loan.

Refer to the separate attachment named Credit History for details of all our loans in the past 5 years and their payment status. We have also attached evidence of the loan agreements for 2 sampled loans.

- h) Do you keep books of accounts and prepare periodic financial statements?

Yes, we do in accordance to the requirements of the Companies Act.

- i) Are your financial statements audited? If yes, please provide evidence of audited financial statement for the past three consecutive years. If not, please provide us with the management accounts and filed tax returns for the period as an alternative.

Yes, our financial statements are audited by XXX & Associates LLP. We have attached the audited financial statements for 2022, 2021 and 2020 as requested.

8. Investment and Funding Requirements and Returns

[Provide detailed description to each question below]

a) Why do you require CookFund grant funding?

We want to see every household in Tanzania using Wamoto cookstoves. We do not have the financial muscle to do this in the short term but with CookFund grant we can scale our stove sales in the programme regions of Dar es Salaam, Pwani and Morogoro. As a CookFund grantee we will be able to support the accelerated rollout of clean cooking solutions in Tanzania, reduce deforestation and also grow our business. A win-win situation for the both of us.

b) What are the total costs and cost breakdown (TZS) required for expansion?

We target to reach 20,000 new customer households with our cookstoves. To achieve this we have outline the following cost breakdown:

- Working capital (inventory financing): TZS XXX million
- Expansion of storage warehouse: TZS XX million
- Set-up of 2 new sales outlets in Morogoro and Pwani: TZS XX million
- Purchase of new truck: TZS XX million
- Hiring of sales and marketing staff: TZS XX million
- Door-2-Door marketing program: TZS XX million

The total expansion cost amounts to TZS XXX million.

c) How much are you contributing to the total cost (TZS) above? (*Minimum contribution is **25% of total cost***)

We will contribute 32% of the total expansion cost. This amounts to TZS XXX million.

d) How will you raise your contribution amount? (Provide details of the available finance sources you will use to raise this money. Please note that sunk investment costs are not applicable as contribution. Sunk investment costs include all assets purchased and/or owned prior to submission of the CookFund proposal.)

The company directors will inject TZS XX million in the form of cash as equity to fund the expansion. Additionally, we will source TZS XX million as loan from Mwanga Hakika Bank and TZS XX million as loan from NMB Bank.

e) If the grant funding provided is lower than the amount requested, how will this affect your expansion plan and achievement of expansion goals? (In your detailed expansion plan please show impact of the following events – only 25%, 50%, 75% and 100% of grant amount requested is awarded)

Our expansion plan will be affected by the amount of grant funding provided. In the event the grant requested is fully provided our expansion plan will proceed as highlighted above. In the event a lower amount is provided the following impact will occur:

At 75% of the requested grant amount: We will maintain the same target customers and target ICS sales. We will reduce the scale of the Door-2-Door marketing program and re-focus using social media marketing and sales through our 2 new outlets. As a result, our investment will be revised to:

- Working capital (inventory financing): TZS XXX million
- Expansion of storage warehouse: TZS XX million
- Set-up of 2 new sales outlets in Morogoro and Pwani: TZS XX million
- Purchase of new truck: TZS XX million
- Hiring of 10 permanent sales and marketing staff: TZS XX million
- Door-2-Door marketing program: TZS XX million

At 50% of the requested grant amount: We will reduce the target customers and target ICS sales to XXXX. We also remove the purchase of the new truck from our expansion plans and hire only 50% of the sales and marketing staff. As a result, our expansion plan will be revised to:

- Working capital (inventory financing): TZS XXX million
- Expansion of storage warehouse: TZS XX million
- Set-up of 2 new sales outlets in Morogoro and Pwani: TZS XX million
- Hiring of 5 permanent sales and marketing staff: TZS XX million
- Door-2-Door marketing program: TZS XX million

At Below 25% of the requested grant amount: We will reduce the target customers and target ICS sales to XXXX. We also remove the purchase of the new truck from our expansion plans, reduce the expansion capacity of the storage warehouse, reduce the scale of the Door-2-Door marketing program and hire only 50% of the sales and marketing staff on a temporary basis. As a result, our expansion plan will be revised to:

- Working capital (inventory financing): TZS XXX million
- Expansion of storage warehouse: TZS XX million
- Set-up of 2 new sales outlets in Morogoro and Pwani: TZS XX million
- Hiring of 5 temporary sales and marketing staff: TZS XX million
- Door-2-Door marketing program: TZS XX million

- f) What is your current product market price(s) and how much discount will you provide to address the issue of end-user affordability if provided the CookFund grant?

Our current market price is TZS 30,000. We will provide a TZS 5,000 discount and sell the stoves at TZS 25,000.

- g) Provide financial projections showing business performance in the event 25%, 50%, 75% and 100% of the grant amount requested is provided. Include projected income statement, balance sheet and cash flow statement for 3 years.

Financial projections showing business performance in the event 25%, 50%, 75% and 100% of the grant amount requested is provided is attached along with this application form. Please see.

9. Sales and marketing plan

[Describe the actions or tactics you will use to expand your market and sell more clean cooking technology. Furthermore, is paramount to include the implication cost to the expansion budget below in section]

- a) What marketing actions/tactics will you use to create awareness of your clean cooking product in the target region(s)?

Our tried and testing marketing approach will be used to create awareness of our cookstoves in the market and generate end-user sales in our target regions. Refer to our detailed marketing plan that describes our sales approach using our 2 new retail outlets, our Door-2-Door marketing program and our social media marketing strategy.

- b) How will you convince new customers to purchase your product?

Refer to our detailed marketing plan that describes our sales approach using our 2 new retail outlets, our Door-2-Door marketing program and our social media marketing strategy.

c) Will you employ additional marketing and sales staff? If yes, how many and what gender?

We will employ 10 new sales and marketing staff on a permanent basis if our grant amount requested is approved. We expect to use a 60%-40% gender split when hiring. A priority will be given to women in an effort to increase gender parity in our business.

d) How will you distribute your clean cooking product to the target customers at the lowest cost possible?

Refer to our detailed marketing plan that describes our sales approach using our 2 new retail outlets, our Door-2-Door marketing program and our social media marketing strategy. This captures how we intend to distribute our cookstoves at the lowest cost possible in order to maximize both affordability and profitability.

e) If you plan on using intermediaries such as retailers/shops, how will you ensure end-user price discounts are complied with?

We will only use supermarket space in Dar es Salaam such as Shoppers and Maisha whereby we will install our activation booths to perform direct selling of our cookstoves. This will ensure control of end user prices.

f) What budget will you assign for sales and marketing? (Include a breakdown of all costs related in a tabular form)

Our sales and marketing budget is TZS XX million in the event 100% of the grant requested is provided. XX million is the event 75% is provided and XX million for 50% and below.

g) How much discount per product are you going to offer/provide to final customers?

TZS 5000 will be the discount.

10. Detailed implementation plan

[Provide an implementation plan including details of all steps/tasks to project completion, status of the tasks e.g., completed/in progress and the expected time or date of completion of each task. Separate attached elaboration file is highly encouraged. Please use Gantt chart for presentation]

Refer to the implementation plan attached.

11. Regulatory Compliance and Certification

[Provide details of compliance to applicable government regulations, including any specific project specific licenses, permits, incentives or other types of support to the project that may be available. Expected compliance documents include certificates of business registration (business license and/or certificate of incorporation), TIN certificate, TRA tax clearance, EWURA permits, OSHA registration certificate, etc. Furthermore, for improved stoves and electric stoves please provide efficiency tests reports, TBS, and other necessary certificates] Please attach scanned copies.

Refer to the certificates attached as evidence of regulatory and legal compliance.

12. Development Results (Outcomes and Impacts)

[Describe the expected development outcomes and impact(s) from the investment accruing to the enterprise and affected communities, e.g., job creation, income generation, empowerment of disadvantaged groups, including women and youth and rural populations, etc.]

Number of jobs to be created (direct and/or indirect).

10 new direct jobs and 20 new indirect jobs.

What is the cost incurred by the business as a result of creating the new jobs.

TZS XX million per year as salary and other benefits (NSSF and WCF) over the duration of the programme.

Expected number of units to be sold through the project support.

Dependent on grant support provided. At 100% - 20,000 units, at 75% - XXXX units, at 50% - XXXX units and at 25% - XXXX units.

Number of households expected to be served and benefit from the project.

20,000 households

Social benefits of the project to the broader community (including but not limited to empowerment to disadvantaged groups and/or women and youth, etc.)

- Reduction of charcoal quantities used in households
- Reduced deforestation as a result.
- New jobs for Tanzania selling Wamoto cookstoves
- Improved household disposable incomes

13. Additional documentation, if available

[Please indicate which other types of supporting documentation you are submitting with your proposal]

Documentation	Submitted [select appropriate option]
Photos of business premises and cooking products	Yes
Business plan	Yes
Financial projections (income statement, balance sheet and cash flow statements for two (2) years)	Yes
NSSF and WCF certificates	Yes
EWURA license (for LPG super dealers)	Choose an item.
Tax Identification Number (TIN) certificate and tax clearance letter	Yes
Certificate of incorporation (if applicable)	Yes
Business license	Yes
Letter of introduction from bankers	Yes
Audited financial statements (mandatory) for previous three (3) years of operations.	Yes
Other: Financial projections, information about strategic partners, expansion plans, tenders, management resumes etc.	Yes

14. Confirmation

I hereby confirm the information provided in this form is accurate to the best of my knowledge. [confirmation should be provided by approved representatives of the enterprise]:

Full Name: Abaswege Mwakaluka

Title: Managing Director

Signature: To be signed

Date: 06/04/2023

Witnessed by:

Full Name: Esther Mwakaluka

Title: Sales and Business Development Director

Signature: To be signed

Date: 06/04/2023

Submit this form along with and any supporting documentation to the recipient cookfund.tz@uncdf.org before the application deadline of 31 October 2023.

Please note: Applicants who do not submit both the application form and supporting documents within the deadline will not be considered.

For further instruction on submission please refer to the Call for Proposal (CfP) document.