

ANNEXES

ANNEX 1: Submission Requirements

GIZ will conduct an initial review of entrepreneur support organizations and invite potential PI TA partners to submit a partnership application. Expressions of interest will include and be assessed on the following dimensions:

Requirements	Attachment title
Organizational Background	
<ul style="list-style-type: none"> • Shareholders 	
<ul style="list-style-type: none"> • Management/team CVs 	
<ul style="list-style-type: none"> • Mission and objectives 	
Baseline Qualifications & Program Synergy	
<ul style="list-style-type: none"> • Subject matter expertise and track record in startup support and capital raising 	
<ul style="list-style-type: none"> • Program(s) structure and objectives 	
<ul style="list-style-type: none"> • Curriculum / content match to Investment Readiness / Investor Engagement objectives (or capacity to develop and provide) 	
<ul style="list-style-type: none"> • Relevance of mentor / support networks 	
<ul style="list-style-type: none"> • Track record with previous programs 	
Startup Pipeline	
<ul style="list-style-type: none"> • Alignment of sector/business types with CARP 	
<ul style="list-style-type: none"> • Stage of focus 	
<ul style="list-style-type: none"> • Geographical reach 	

<ul style="list-style-type: none"> • Rigor of selection process for entry into the program 	
Investor networks	
<ul style="list-style-type: none"> • Relationships with potential investors (local and international) 	

ANNEX 2: Minimum Qualifications for PI Grant beneficiary firms

PI Partner programs should provide support that addresses some of the following:

- **Investment Readiness Diagnostic:** A diagnostic to assess the business and its readiness/prospects for raising capital.
- **Business Building / “Getting the business ready for investment”:** technical guidance and coaching on key areas address investment readiness gaps including:
 - Customer discovery and market sizing
 - Identifying and communicating a customer value proposition
 - Developing and testing initial go-to-market tactics
 - Developing a credible revenue model and growth plan, including building an initial financial model with assumptions
 - Establishing appropriate corporate structures and cap tables
 - Industry / market specific mentoring and guidance, as appropriate
- **Investment Readiness – Preparation for capital raising:**
 - Capital raising sources and requirements for each
 - Understanding typical investment processes and key investment terminology
 - Developing investor materials (executive summary, pitch deck, etc.)
 - Preparing for due diligence
 - Understanding term sheets / common investment structuring
 - Developing an overall investor engagement plan including identifying realistic investors
 - Board and post-investment requirements
- **Investor Engagement:**
 - Executing the fundraising strategy (program provides impartial guidance)
 - Identifying investors
 - Dealing with due diligence and negotiations
 - Discussions on exit plan

ANNEX 3: Screening Checklist for Applicants

General Information

Financed by:

Implemented by:



CARP

COVID 19 Adaptation
and Recovery Pilot

Name of the Applicant	
Name of the Company	
Relationship of the Applicant to the Company	
Registration Status	
Legal Status	
Ownership Structure of Company	<input type="checkbox"/> Single owner <input type="checkbox"/> Multiple owners <input type="checkbox"/> Others: _____
Do the Owner/s identify themselves as male or female?	<input type="checkbox"/> Male <input type="checkbox"/> Female
Area of Operation/ Industry	
Location of Companies Headquarter, Area of Business Activities	

<i>(For official use only)</i>	
Name of official assessor	
Name of organization	
Date of assessment	
Screening requirement	<input type="checkbox"/> Part I: Exclusion Screening <input type="checkbox"/> Part II: E&S Screening (if required, triggered under GIZ discretion)
Preliminary assessment result	<input type="checkbox"/> Approve <input type="checkbox"/> Approve with precaution <input type="checkbox"/> Reject

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IRAQ REFORM, RECOVERY & RECONSTRUCTION FUND

Implemented by:



Note for precautions	_____
Signature	
Date	

If applicant answers 'yes' to one or more questions below in the general eligibility criteria, the application will be automatically disqualified.

Part I: Exclusion Screening

Please cross out whichever does not apply.

Is your company involved in the following areas?	<input type="checkbox"/> Yes / <input type="checkbox"/> No
• Production or activities involving forced labor / harmful child labor;	<input type="checkbox"/> Yes / <input type="checkbox"/> No
• Production or trade in any product or activity deemed illegal under host country laws or regulations or international conventions and agreements;	<input type="checkbox"/> Yes / <input type="checkbox"/> No
• Production or trade in weapons and munitions;	<input type="checkbox"/> Yes / <input type="checkbox"/> No
• Gambling, casinos and equivalent enterprises;	<input type="checkbox"/> Yes / <input type="checkbox"/> No
• Trade in wildlife or wildlife products regulated under the Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES);	<input type="checkbox"/> Yes / <input type="checkbox"/> No
• Production or trade in radioactive materials;	<input type="checkbox"/> Yes / <input type="checkbox"/> No
• Production or trade in or use of un-bonded asbestos fibers;	<input type="checkbox"/> Yes / <input type="checkbox"/> No

• Production or trade in wood or other forestry products from unmanaged forests;	<input type="checkbox"/> Yes / <input type="checkbox"/> No
• Production or trade in products containing poly-chlorinated biphenyl, or PCBs;	<input type="checkbox"/> Yes / <input type="checkbox"/> No
• Production, trade, storage, or transport of significant volumes of hazardous chemicals, or commercial scale usage of hazardous chemicals;	<input type="checkbox"/> Yes / <input type="checkbox"/> No
• Production or trade in pharmaceuticals subject to international phase outs or bans;	<input type="checkbox"/> Yes / <input type="checkbox"/> No
• Production or trade in pesticides/herbicides subject to international phase outs or bans;	<input type="checkbox"/> Yes / <input type="checkbox"/> No
• Production or trade in ozone depleting substances subject to international phase out;	<input type="checkbox"/> Yes / <input type="checkbox"/> No
• Production or activities that impinge on the lands owned, or claimed under adjudication, by indigenous peoples, without full documented consent of such people.	<input type="checkbox"/> Yes / <input type="checkbox"/> No
<i>(For official use only)</i>	Disqualified or Proceed

ANNEX 4: List of eligible and ineligible expenses

All funds must be used for purposes that increase the prospects of the firm to raise private investment and fall within the list of eligible expenses. Each PI Grant application must include a project proposal and budget that identifies the use of funds.

The following list represents acceptable use of funds:

- Salary costs and fees associated with delivery/on-going execution of core business functions.
- Product design and development and/or developing and testing prototypes.
- Sales and marketing activities, including those aimed at increasing potential customer base (e.g., trade fairs, trade shows, etc.).
- Equipment purchases and/or modernization.
- Advisory and training services/external consultants, including from approved PI TA Partners (see below).
- Implementation of IT solutions.
- Costs related to applications for Intellectual Property protection.

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- Operating expenses that do not fall into the non-eligible expenses.

Pre-Investment Grants will **NOT** support expenses in relation to:

- Retroactive payments (i.e., payments in arrears).
 - Any dividends or bonus payments to staff, management, or shareholders.
 - Repayment of funds loaned to the company by related parties, including the founder/entrepreneurs, other individuals, or financial institutions.
 - Payments to cover fees levied by investors or pay any advisory or placement fees or bonuses to external advisers.
- Expenses incurred where the activities being paid for having a negative impact on the physical and/or social environment using the ESMF.

ANNEX 5: CARP Project's Exclusion List

The WB has classified 19 areas of business involvement that are exempted from funding from this Project. Together, they form the basis of the CARP Project's exclusion list. The following type of activities are ineligible for financing under this Project:

1. Production or trade in any product or activity deemed illegal under Iraq's laws or regulations or international conventions and agreements
2. Production or trade in pharmaceuticals, pesticides/herbicides, ozone depleting substances, polychlorinated biphenyls (PCBs) subject to international phase outs or bans
3. Trade in wildlife or wildlife products regulated under Convention on International Trade in Endangered Species
4. Production or trade in weapons and ammunitions
5. Production or trade in alcoholic beverages
6. Production or trade in tobacco
7. Gambling, casinos, and equivalent enterprises
8. Production or trade in radioactive materials (this does not apply to the purchase of medical equipment, quality control measurement equipment, and any equipment where the radioactive source is considered to be trivial and/or adequately shielded.)
9. Cross-border trade in waste and waste products, unless compliant with the Basel Convention and the underlying regulations
10. Production or trade in or use of unbounded asbestos fibers
11. Unsustainable fishing practices, such as drift net fishing in the marine environment using nets in excess of 2.5 km length, electric shocks, or explosive materials
12. Production or trade in wood or other forestry products other than from sustainably managed forests
13. Production or activities involving harmful or exploitative forms of forced labor or harmful child labor

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14. Activities involving land acquisition and/or restrictions on land use resulting in involuntary resettlement or economic displacement
15. Any activities involving significant degradation or conversion of natural and/or critical habitats and/or any activities in legally protected areas
16. Production, trade, storage, or transport of significant volumes of hazardous chemicals, or commercial scale usage of hazardous chemicals (gasoline, kerosene, other petroleum products, textile dyes, and so on)
17. Production or activities that have adverse impacts, including relocation, on the lands, natural resources, or critical cultural heritage subject to traditional ownership or under customary use by Indigenous Peoples
18. Activities involving significant adverse impacts on critical cultural heritage
19. Production or trade-in or use of non-biodegradable packaging material such as polythene bags and Styrofoam.

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