**DBS Foundation Social Enterprise Grant Programme**

**Application Form**

**Before you proceed…**

You are encouraged to read the [**Terms & Conditions**](https://www.dbs.com/iwov-resources/images/dbs-foundation/grant-programme/overview/terms-and-condition.pdf) and proceed with the application only if you meet the eligibility criteria. By proceeding with the application, you are deemed to be agreeable to the Terms & Conditions set forth herein.

**About the application process**

1. Application forms received before 31 July 2019, 2359hrs (Singapore time, GMT+8) will be evaluated from August to September 2019. Application forms received on 1 August 2019 and thereafter will be evaluated in the next evaluation cycle in 2020.
2. You may take upwards of 90 minutes to complete the application form.
3. Save your application form in .**docx format only** and email the form and any supplemental documents to [**dbsfoundation@dbs.com**](mailto:dbsfoundation@dbs.com?subject=2018%20DBSF%20Grant%20CFP_)**;** ensure that the total file size **does not exceed 3MB.** You will receive an acknowledgment email within five working days of us receiving your application.
4. All applications will be postmarked electronically according to DBS Foundation email system, which is based on Singapore time zone (GMT+8). DBS Foundation does not accept responsibility for entries not received for any reason whatsoever. Incomplete, illegible, corrupted, unrecognisable file formats, misdirected, lost or untimely entries will be void, disqualified and not be evaluated.
5. Each entity may only submit one application for evaluation; entities with multiple applications in a single Evaluation Period will be disqualified.
6. Shortlisted applicants are required to make a presentation to the DBSF evaluation panel(s), which will be conducted in English.

* If the Applicant/presenter is unable to converse in English, the Applicant/presenter is encouraged to engage his/her own interpreter during the presentation and Q&A session. DBSF will make best attempts to assist in translating the Applicant’s pitch during question and answer (Q&A) session if the Applicant is be unable to converse fluently in English.
* Applicants may consider travelling to a designated DBS office to participate in the evaluation in person at their own cost. No travel reimbursements will be provided. Otherwise, the pitch will be conducted via video or telephone conference.

1. The Grant is awarded based on the milestones and scale-up plans in accordance with the information provided in the application form and in the presentation before DBS evaluation panel(s). All grants will be awarded and disbursed in Singapore Dollars.
2. We experience very high volume of applications that will take time to evaluate. We seek your understanding if we are unable to accede to requests for constant updates regarding application status.

**Finally,**

We are excited to know more about you and your social enterprise, so we urge you to submit your application as early as possible. Do buffer in extra time in case of unforeseen issues or other clarifications with your application. We look forward to hearing from you!

**What is a Social Enterprise?**

Social enterprises are businesses that have a social mission at their core and use sustainable commercial models to achieve this social mission. Their primary objective is to achieve positive social, cultural, community, economic and/or environmental outcomes. They sustain themselves with earned revenue, with no reliance on philanthropic giving for their operations.

Traditional commercial models focus on delivering profits to shareholders and may contribute a portion of excess profits for social good; social enterprises focus on centering their operating models around achieving their social mission. Profits generated are committed towards strengthening their ability to create positive social impact and to clearly demonstrate such impact with measurement and reporting.

**Who are we?**

[**DBS Foundation**](https://www.dbs.com/dbsfoundation/about-us/default.page) (DBSF) focuses on championing social entrepreneurship and developing businesses for good. DBSF wants to catalyse the growth of an ecosystem of businesses that will also address Asia’s evolving social needs. We work with social enterprises in China, Hong Kong, India, Indonesia, Singapore and Taiwan with programmes ranging from venture challenges, masterclasses, capacity building, grant support and skills-based volunteering. The vision of the Foundation is to build a more inclusive Asia through its programmes with social enterprises and by encouraging the overall development of businesses for good.

**What are we looking for?**

We want to support social enterprises in **scaling their businesses** through improving operational capacity, innovation capabilities, extending geographical reach, and increasing social impact.

The social enterprise applicant **must**:

* Be registered as a business in at least one of the following markets: China, Hong Kong, India, Indonesia, Singapore, Taiwan
* Have a business product/solution that has been validated in the market, as evidenced by revenue generation and/or traction in client acquisition, with clear plans to scale up business;
* Be committed to a social mission and have a clear roadmap towards scaling social impact;

Some examples on use of grants that we support:

* Expand to new regions/markets
* Increase production capacity
* Establish or strengthen a brand
* Improve operational efficiency
* Build or structure a team
* Enhance social impact measurement / management
* Protect intellectual property

The grant must not be used for ongoing liquidity needs, to pay off debts, buy out shareholders, or for a guarantor function.

**We offer grants between SGD 50,000 and SGD 250,000 to social enterprises who have a product market fit, demonstrated traction in sales and revenue, clear social impact and are ready to scale up.**

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| Date of Application | Click or tap to enter a date. | | |
| 1. **About the social enterprise** | | | |
| Name of registered business entity | Click or tap here to enter text. | | |
| Business registration number (e.g. UEN number) | Click or tap here to enter text. | | |
| Date of incorporation | Click or tap to enter a date. | | |
| Accreditation organisation where entity was registered as a business | Click or tap here to enter text. | | |
| Registered address | Click or tap here to enter text. | | |
| Business operating address (if different from registered address) | Click or tap here to enter text. | | |
| Type of entity | Choose an item.  If ‘Others’ is selected, please specify: Click or tap here to enter text. | | |
| Place of incorporation | Choose an item. | | |
| Place of operation(s) | China | Hong Kong | Indonesia |
| India | Singapore | Taiwan |
| Others: Click or tap here to enter text. | | |
| Date that entity became operational | Click or tap to enter a date. | | |
| Number of employees | Full-time: Click or tap here to enter text.  Part-time: Click or tap here to enter text. | | |
| Has the entity applying for the grant received any financial incentives such as prize monies, grants, investments, and/or philanthropic donations? | No  Yes. Please provide details on:   * Source of funds * Amount (SGD) * Date that funds were received   Click or tap here to enter text. | | |
| Industry | Choose an item.  If ‘Others’ is selected, please specify: Click or tap here to enter text. | | |
| Social mission | Choose an item. | | |
| Referring to the [United Nations Sustainable Development Goals](https://www.un.org/sustainabledevelopment/sustainable-development-goals/) (UN SDG), which SDG does your entity primarily align with? | Choose an item. | | |
| Any other SDG that your enterprise entity aligns with? | Choose an item. | | |
| Company website (if any) | Click or tap here to enter text. | | |
| Social media handles (if any) | Click or tap here to enter text. | | |
| Miscellaneous (if relevant) | Certified B Corporation  Accredited by local social enterprise accreditation body (e.g. raiSE Centre for Social Enterprise in Singapore)  State: Click or tap here to enter text.  Completed incubator / accelerator programme(s)  State: Click or tap here to enter text.  Current DBS Corporate Banking client | | |

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| 1. **Key contact person** | |
| First Name | Click or tap here to enter text. |
| Last Name | Click or tap here to enter text. |
| Designation (e.g. founder, chief operating officer) | Click or tap here to enter text. |
| Email address | Click or tap here to enter text. |
| Contact number  *[country code] [area code] [number]* | Click or tap here to enter text. |
| Personal identification number | Click or tap here to enter text. |

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| 1. **About the business** | |
| **Introduction** | |
| Give a short description of your social enterprise (in 50 words) | Click or tap here to enter text. |
| **3(a) Social mission & social impact** | |
| **Identification of social issue:**  What is the social problem to be solved? | Click or tap here to enter text. |
| **Stakeholders:**  Who is affected and who is currently involved in tackling the social issue? | Click or tap here to enter text. |
| **Theory of change:**  How can the problem be alleviated with your solution? | Click or tap here to enter text. |
| **Social impact metrics:**  How are the impact objectives tracked? Describe any social impact achieved to date. | Click or tap here to enter text. |
| **3(b) Product / Solution** | |
| **Product service offering:**  What are the products and services offered? Describe how it is designed to meet customers’ needs. | Click or tap here to enter text. |
| **Industry analysis:**  How big is this market and what are the existing competition/substitutes? | Click or tap here to enter text. |
| **Innovation:**  What differentiates your solution against existing solutions? Describe product iterations, if relevant. | Click or tap here to enter text. |
| **3(c) Business development strategy** | |
| **Revenue model:**  How does the entity generate revenue? Describe the revenue streams and revenue growth rate (current and projected). | Click or tap here to enter text. |
| **Sales strategy:**  Who are your target customers and what are the customer acquisition channels? Describe the traction in customer acquisition. | Click or tap here to enter text. |
| **3(d) Financial viability** | |
| Has the entity reached EBITDA[[1]](#footnote-2) breakeven? | Yes. State when Click or tap here to enter text.  No. State when will the business expect to. Click or tap here to enter text. |
| Has the entity achieved profitability? | Yes. State when Click or tap here to enter text.  No. State when will the business expect to. Click or tap here to enter text. |
| Latest Year Financials (in Singapore Dollars) | |  |  | | --- | --- | |  | In SGD equivalent | | Indicate relevant financial year | Click or tap here to enter text. | | Revenue | Click or tap here to enter text. | | Gross Profit | Click or tap here to enter text. | | Operating expenses | Click or tap here to enter text. | | Net Profit/(Loss) | Click or tap here to enter text. | |
| How do you intend to allocate profits to scale business and social impact? | Click or tap here to enter text. |
| **3(e) Scale-up plans over 36 months** | |
| **What are the business growth plans?** Identify key short- to mid-term growth drivers and milestones. | Click or tap here to enter text. |
| **What is the roadmap towards scaling social impact?** Identify key short- to mid-term drivers and milestones. | Click or tap here to enter text. |
| **Operating budget:**  Describe the entity’s operating budget with reference to business growth plans and social impact roadmap stated above. | Click or tap here to enter text. |
| **Risks & challenges:**  What are the key risks and challenges faced? | Click or tap here to enter text. |
| **Founder(s) and management team:**  Provide an overview of your management team and any advisors, highlighting any relevant experiences. Provide an organisation chart. | Click or tap here to enter text. |

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| 1. **Grant information** | |
| What is the grant amount you are applying for (in Singapore Dollars)? | SGD Click or tap here to enter text. |
| **What will the grant be used for?**  Explain how the grant will support the scale-up plans and enable the entity to achieve key milestones over the period of the Grant (24 months). | Click or tap here to enter text. |

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| 1. **Declaration** |
| /We   * declare that all the facts stated in this form and the accompanying information is true and correct to the best of our knowledge and that we have not withheld/distorted any material facts. * represent, warrant and undertake that our submission of the proposal set out herein is compliant to applicable laws and will not result in a breach of any agreement(s) with any third party and/or infringe any third party's right(s). * understand that if we obtain funding by false/misleading statements/partial disclosure not in line with the funding intent, DBS Foundation reserves the right to immediately withdraw the grant and recover from our organization any amount of the funding that DBS Foundation may have disbursed to us. * am/are willing to provide any additional supporting documentation and/or evidence that may be required to verify the information provided herein. * understand that this is an application to be assessed for possible funding by DBS Foundation and I/We consent to the use of information provided herein for said purpose. Some of the information provided in the document could be sensitive and shall remain confidential unless I/We agree to its release. * agree that DBS Foundation retains full discretion in deciding which organization or project it wishes to award grant toward and its reasons for doing so.   By submitting this form and subsequent related articles, pictures and/or videos to DBS Foundation, I/we hereby give consent to DBS Foundation for the purpose of collection, use and disclosure of the Applicant’s personal data for the Grant application.   |  |  | | --- | --- | | **Additional Declaration for entities incorporated in India ONLY.**  *Foreign Contribution Regulation Act (FCRA)* | | | Is the entity applying for this grant FCRA registered or in the process of registering for FCRA? | Yes. Please provide proof of FCRA registration as a supporting document.  No. Please answer the following questions. | | Is the profitability of entity applying for this grant dependent solely on the sales revenue and not on account of the income receivable by way of grants and/or awards? | Yes  No | | Does the entity applying for this grant have a definite cultural, economic, educational, religious or social (“CEERS”) programme? | Yes  No | | Will this grant be used towards funding any other persons and/or entities which require FCRA registration or approval? | Yes  No | |
| I/We have read and understood the terms and conditions of the application. |
| Name of Applicant: Click or tap here to enter text. |
| Designation: Click or tap here to enter text. |
| Name of entity: Click or tap here to enter text. |
| Date: Click or tap to enter a date. |
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**END OF APPLICATION FORM**

1. EBITDA is calculated as Earnings Before Interest, Taxes, Depreciation and Amortization. [↑](#footnote-ref-2)