

Annexure A - Grant Application Form

EFINA TECHNICAL ASSISTANCE & SCALING GRANT- WINDOW ONE

FUNDING SUPPORT FOR SCALING PRODUCT TARGETED AT EXTENDING FINANCIAL SERVICES TO THE INFORMAL SECTOR

EFInA is pleased to announce its first request for proposals for the Technical Assistance and Scaling Grant. **Window One** will only consider proposals that aim to scale products targeted at the informal sector, in order to enhance financial access points and thereby significantly increase the uptake and usage of formal financial products/services by this population.

To apply, please fully complete sections 1 to 15 and submit to proposals@efina.org.ng by **6:00 pm on Monday, June 26, 2026**

- Section 1: Company Details
- Section 2: Project Summary Details
- Section 3: Executive Summary
- Section 4: Project Description
- Section 5: Viable Business Case
- Section 6: Geographic Reach
- Section 7: Developmental Impact
- Section 8: Capacity to Implement
- Section 9: Consumer Protection, Awareness and Education
- Section 10: Sustainability
- Section 11: Innovation
- Section 12: Risks and Assumptions
- Section 13: Work Plan Schedule
- Section 14: Project Budget
- Section 15: Mandatory Documents

Please note: all information contained in this application will be treated with the highest level of confidentiality.

Section 1: Company Details

Company Name	
Contact Name	
Contact Job Title	
Contact Email Address	
Alternate Email Address	
Address	
Town, State	
Telephone Number	
Mobile Phone Number	
Alternate Phone Number	

Enhancing Financial Inclusion and Advancement LTD/GTE

RC No: 723455

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Info@efina.org.ng | www.efina.org.ng



CEO's Name	
CEO's Contact	

Section 2: Project Summary Details

Project Title	
Project Focus Sector	
Amount Requested (USD)	
Company Matching Funds (USD)	
Total Project Budget (USD)	
Project Start Date	
Project End Date	

Section 3: Executive Summary

Should be no more than two pages

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Section 4: Project Description

1.	Describe the problem the project seeks to solve
2.	Describe how the project will solve the problem identified
3.	Provide a description of the range of products/services that your organisation will offer



4. What are the project targets and expected outcomes?
5. What was success recorded when the project was successfully piloted?
6. What is the current status of the project?

Section 5: Viable Business Case

1. Using data and market research, provide justifications for why the organisation is implementing this project
2. Describe the customer value proposition of the proposed project. Provide convincing reasons why an informal customer in a rural/underserved area should use the products/services offered. Also, describe how the products/services are different from what competitors are offering.



3.	Why would an agent want to offer the product/services offered? Describe the benefits to agents in rural areas. What is the plan to target female agents?
4.	What are the project timelines, and what targets will be achieved during the timeframe?
5.	How many customers will the products/services reach during the project timeline?
6.	Describe how the organisation will recruit, onboard, and sustain active agents?
7.	What tools will the organisation use to monitor agent activity?
8.	How many agents will be recruited over the project lifetime? What percentage of these agents is expected to be active at the end of the 12-month period of EFInA funding? What percentage of these agents will be in rural areas? How many agents will be female?
9.	Explain why this project requires additional funding from EFInA?

10. Provide details of any other sources of funding (including other grants received) for this project

Section 6: Geographic Reach

1. In how many states will the products/services be offered? How many Local Government Areas (LGAs) in each proposed state will be covered? Please provide details on the rural/urban focus of the project
2. Describe how the proposed project will lead to deepening financial inclusion among informal customers living in rural areas?
3. Describe the plans (if any) to deploy the proposed project in Northern Nigeria (North East or North West geo-political zones)

Section 7: Developmental Impact

1. Describe why informal customers who live in rural areas would use the proposed products/services. Is there a compelling use case for the informal customers in rural areas, underserved areas?



2.	Describe the impact that the proposed products/services will have in creating jobs within the rural/underserved community. Describe how it would impact the economy of the community
3.	Describe other indirect impacts (financial and non-financial) that the proposed products/services could have on the community.

Section 8: Capacity to Implement the Project

1.	Provide details of the lead company: <ul style="list-style-type: none">o brief historyo registration number and legal statuso ownership (list of shareholders), managemento organisational structure
2.	Provide details on the current business operations: <ul style="list-style-type: none">o current products/services offeringso annual revenues for the past 3 yearso number of years in businesso current total number of employees (permanent and contract staff)
3.	Provide the CVs of each member of the proposed project team
4.	What are the roles and responsibilities of each project team member?



5. Demonstrate how the proposed project team has successfully implemented projects of similar magnitude/complexity in the past?
6. Describe the team's experience building and managing agent networks. How many agents does the organisation currently have? What proportion of these agents are active?
7. Describe the team's experience in implementing financial inclusion-related projects
8. If partnerships will be involved, has the lead organisation worked with any of the partner organisations before? If so, provide details of project(s) that have been successfully implemented in the past. Describe how the partnership(s) will assist the successful implementation of this project
9. Provide details of partner companies: <ul style="list-style-type: none">○ nature of business○ legal status○ role to be played in the project○ experience deploying agent networks or providing formal financial services
10. Describe the nature of the collaboration e.g., consortium, agreement, MOU, etc.



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Section 9: Consumer Protection, Awareness and Education

1. What are the organisation's plans for providing customer service? Will customer service be offered in multiple languages? If so, state which languages

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2. What are the pricing, terms, and conditions for customers using the products/services offered? How will the organisation communicate the pricing, terms, and conditions to customers?
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3. When a customer has a problem with the products/services offered, what redress mechanisms has the organisation put in place to address customer complaints?
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4. What types of promotional materials will be used? Describe the organisation's plans to customise the materials to the languages spoken by customers in the target areas.

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5. What plans does the organisation have to ensure that the technology platform utilised is secure and consumer data is protected?
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6. Provide a detailed plan for educating agents and customers on how to use the products/services in the target areas?
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7.	How will your organisation provide technical support to agents and support with liquidity management/rebalancing?, if applicable
8.	Provide details on the agents' incentive structure, if applicable

Section 10: Sustainability

1.	Describe how the proposed products/services will create customer behaviour change that will lead to continued usage of the products/services over time?
2.	Provide evidence that the organisation can continue to offer these products/services after EFInA funding has been fully disbursed
3.	Provide evidence that the Board of the organisation is committed to implementing this project (in terms of strategic direction, funding and other resources needed) for the proposed project duration

Section 11: Innovation

1.	Describe how the proposed solution is substantially different from what is already being offered in the market
2.	What potential to scale does the product/service innovation offer to other regions in Nigeria in order to maximise impact?
3.	How will the proposed project contribute to furthering the financial inclusion agenda in Nigeria?



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Section 12: Risks and Assumptions

1. Describe the key assumptions that you are making and the risks associated with this project, and how you intend to mitigate the potential impact of the risks. Include the assumption you have made about the business, legal, and social environment in which this project will be implemented

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2. Provide a list of the risks that could affect the project, the potential impact on the project, the probability of occurring and the mitigation strategies. Fill out the table below

Risk	Impact (Low, Medium, High)	Probability of Occurring (Low, Medium, High)	Mitigation Strategies

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3. List the critical success factors for the project

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4. What enablers/obstacles exist in the regulatory environment? Consider the regulatory environment in which you operate, and whether this will enable your organization to implement the project successfully. Please specify any potential obstacles, how they will affect the project, and how the impact will be managed

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Section 13: Work Plan Schedule

Please complete the Financial and Work plan template.

Section 14: Project Budget

Please complete Financial and Work plan template.

Section 15: Mandatory Documents

The following documents must be submitted with a completed Grant Application Form.

1. EFInA financial & work plan template
 - a. Sheet 1: Project KPIs



- b. Customers by State
 - c. Work Plan
 - d. Sheet 2: Milestones
 - e. Sheet 3: Project Budget (Expenditure)
 - f. Sheet 4: Project P&L (Statement)
2. Capacity statements
- a. Copy of license to operate as a fintech, where applicable
 - b. Copies of relevant licenses/regulatory approvals for the proposed project from relevant regulators, e.g. Central Bank of Nigeria (CBN),
 - c. Curriculum Vitae (CV) of the members of the proposed project team
3. Copies of the following documents:
- a. Certificate of Incorporation
 - b. Memorandum and Articles of Association
 - c. Most recent Corporate Affairs Commission (CAC) 7 (Particulars of the Directors)
 - d. Most recent Corporate Affairs Commission (CAC) 2 (Statement of share capital and return of allotment of shares)
 - e. Form Corporate Affairs Commission (CAC) 10 (Form of annual returns) filed for the year preceding the year of the Grant
 - f. Audited accounts statements for the last 2 years preceding the year of the Grant (however, new entities or joint ventures may present the audited statements of their main sponsor or shareholders)
 - g. Signed Memorandum of Understanding (MOU) with all implementation partners
 - h. Letter from the organisation's Board approving the EFInA Grant application and stating their commitment to the proposed project
 - i. Tax Identification Number (TIN)
 - j. Where applicable, applicants with intellectual property that is protected by law in Nigeria must demonstrate proof that they have obtained permission to use such intellectual property prior to commencing a project funded by EFInA

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