

Gojo Foundation Application Requirements (as of 2022.04.20)

<Background>

Gojo Foundation is the corporate foundation of Gojo & Company. Both share the vision of creating a world where everyone can determine their future. Gojo & Company is a for-profit organization hoping to reach that goal through microfinance, which works best with clients running or aspiring to run small businesses. Gojo Foundation hopes to research and fund work that improves the livelihoods of low-income households who are unable, unwilling, or otherwise unlikely to run businesses - we call them the 'Non-Entrepreneurial Poor' (NEP). We are looking to fund projects that are innovative, scalable and impactful.

<Grant Overview>

Theme	Financial Inclusion for Non-Entrepreneurial Poor (NEP)
Grant Period	1-2 years but can be extended to 3 years
Project Requirement	Project must validate one or more of the hypotheses set out below this table (*1)
Required Output	<ul style="list-style-type: none">• Project plan including issue identification, review of the current situation (research and analysis)• Semi-annual reporting (verbal + documented) during the grant period• Final reporting (verbal + documented) at the end of the grant period• Any other tangible output defined in the Project plan• Publication summarizing the findings
Eligibility of the Applicant	<ul style="list-style-type: none">• Applicant must be an organization (corporates, non-profit, government, others), not an individual• Applicant must be able to communicate in English (all submission, reporting, presentations are expected to be in English)• Applicants must be capable of carrying out the project (resource, skill, network, experience, etc.)
Grant Amount	Maximum 5 million JPY / project
How to Apply	Application through the foundation website

Application Period	2022/04/01 to 2023/03/31 (Application may close before the deadline)
Selection	The Selection Committee will review each application. Project will be approved at the Trustee Meeting every quarter.
Conditions	Refund of the grant may be required in cases as below: <ul style="list-style-type: none"> • If what has been submitted is identified to be untruthful • If there is a significant delay or pause in project progress • If there is a significant change in scope of the project • If the organization or individual working for the project violates any laws • If there is significant harm or damage to the beneficiaries due to the project

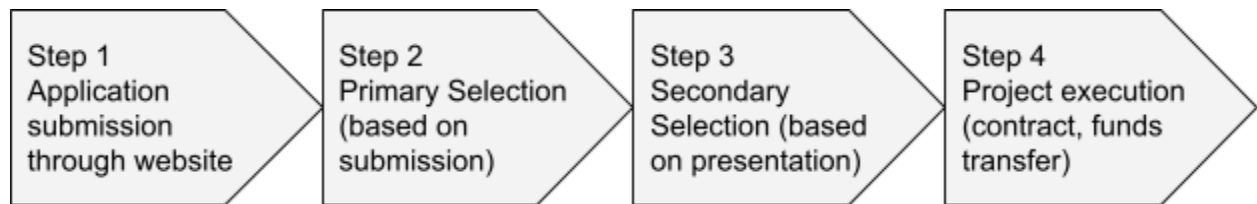
***1: Hypotheses to validate**

Project must validate one or more of the below set of hypotheses.

1. Innovative Loan Products for NEP
 - For the non-entrepreneurial poor (NEP) MFI loans need to be much more flexible with regards to loan cycle and repayment timing.
 - The NEP need to build more of their own capital, and borrow less of it from others. NEPs need services that help them create their own life-long capital through saving, against which they can borrow, making money management cheaper and less stressful.
2. Innovative Savings System for NEP
 - Savings Groups are a successful form of savings-sharing: they create and distribute their own capital so don't need outside capital – but management services would greatly improve them.
 - ROSCAs (rotating savings and credit association) can be spread further.
3. Operate Financial Institution using Local Resource
 - Most of the NEP's financial needs can be met with surplus funds held by others in the village.
 - Organizations that offer a community function in the village such as churches, temples, mosques, local community associations, unions, etc., can play a major role in organizing the financial services.
 - Local young women (including those with little schooling) might be recruited and trained as employees or volunteers, helping them as well as their communities.
4. Use of Technology
 - Even people with low literacy will be able to use mobile financial services with the help of staff.
5. Importance of Qualitative Research
 - Insights gained from field visits and deep-dive interviews are the basis for problem solving, and data is only meaningful with these insights.

<Application and Selection Process>

Application and selection follows below steps:



Step 1 : Application submission through website

- Prepare documents as below
 - Project Application Form (Word document)
 - Download from the foundation website
 - You may use pictures, graphics, highlights etc. to make it easy for readers to understand
 - Write the contents within the frame provided. Do not add columns or rows nor change the frame size unless it is unavoidably necessary
 - Font size must be 10 or above
 - Delete the letters in the gray examples before filling in the form
 - Financial Statements for last two years (no specified format)
 - Proof of applicants' identity (ex: Certified copy of Corporate Registry or Registration)
- Submit your above documents from Submission Form
 - You need to fill out some basic information on Submission Form before uploading the documents
 - Execution Team will validate your eligibility, and contact you if there are any questions regarding the submission

Step 2 : Primary Selection

- Selection Committee members will discuss applications based on the information submitted at the quarterly Selection Committee
- Execution Team will contact you on the next steps if you pass the primary selection

Step 3 : Secondary Selection

- Present your project plan to the Selection Committee
- Execution Team will conduct a legal check
- Trustee Meeting will approve the project
- Execution Team will contact you once project is selected

Step 4 : Project Execution

- Sign a contract with the Foundation defining the disbursement terms
- Funds will be disbursed according to the contract terms
- Start the project!
- Submit project progress report to the Foundation on semi-annual basis

- Submit final report to the Foundation once project completes

<Selection Criteria>

Selection will be conducted based on below criteria:

- It should be something which cannot be done by Gojo & Company
- It should be something which others are not doing
- It should have a clear hypothesis
- It should have a large impact on financial inclusion
- It should be executed by a strong and trustworthy partner

<Disclaimer>

- Any information submitted to the foundation will be used for selection purposes only.
- Your submission will not be returned.

<Contact>

For inquiries, contact: application@gojofoundation.org