



PIONEER  
FACILITY

[www.nexusfordevelopment.org](http://www.nexusfordevelopment.org)

## ELIGIBILITY CRITERIA

This document outlines some of the areas that Nexus and the Investment Committee examine in applicants to the Pioneer Facility. We request that at the time of applying for the Pioneer Facility, you decide if you have enough information available for us to determine if your organization aligns with these points. We are not requesting that you send this information now.

If you do not feel that your organization meets what we are looking for, please let us know why, for example if your organization is too early-stage. Please tell us which guidelines you meet and which you don't so we can keep your contact details as this fund and our others evolve.

Successful applicants to the Pioneer Facility will meet most of the following criteria and will have organized information that shows their eligibility to meet these points.



# 01

## Social Enterprise Model Qualifications

---

### Services and Technology Provided

The technologies or services provided by your organization focus on providing at least one of the following:

- clean energy
- clean water
- sanitation solutions.

Examples include clean cookstoves, solar systems, biogas digesters, water purification devices and waste-to-energy systems.

### Beneficiaries

The direct beneficiaries of your service or technology are be low-income and/or marginalized communities.

### Geography

Your organization operates in Southeast Asia.

### Business Stage

Your organization is in a growth phase with a business plan and is ready to scale its activities.

### Track Record

Your organization has a 3+ years proven track record showing that you can manage the funding ask.



# 02

## Financial Qualifications

---

### Payback Ability

Your organization can show clear payback ability of the current funding ask.

If applicable, your organization can show any future positive events that can be locked into for guarantee of repayment. Examples include: sales contracts, guarantees, etc.

### Additionality

Pioneer Facility funds must be additional meaning the expected results will not be achieved without Pioneer Facility investment finance

### Growth

The investment of PF funds into the project / enterprise will directly promote an increase of the core benefits delivered to the targeted beneficiaries

### Financial Records

Your organization has at least 3 years of well-organized financial records (audited if possible).



