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| DBS Foundation Social Enterprise Grant Programme 2016  2016 年星展基金會社會企業獎助金計畫  2016年星展基金会社会企业补助金计划  grant APPLICATION FORM  申請表格  申请表格 |
| **Application process**  After filling in the necessary details and attaching additional documents if any (not to exceed 3MB), you may email the form to [dbsfoundation@dbs.com](mailto:dbsfoundation@dbs.com).  Note: DBS Foundation grants are intended for registered social enterprises operating in the six identified countries only. Incomplete applications will not be processed.  **申請流程**  把表格填充後並連同欲附加的額外文件（不超過3MB），郵電至[dbsfoundation@dbs.com](mailto:dbsfoundation@dbs.com).  注：基金會獎助金僅開放指定六國營運之註冊社會企業申請。申請資料不完備者，恕不受理。  **申請流程**  把表格填充后并连同欲附加的额外文件（不超过3MB），邮电至[dbsfoundation@dbs.com](mailto:dbsfoundation@dbs.com).  注：星展基金会补助金仅针对在 6 个认定国家经营业务的已注册社企。若申请信息不完整，则申请无效。 |

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| **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. As such, income generation should play a key supporting role to achieve their social mission. 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 be able to clearly demonstrate such impact with measurement and reporting.  Mature social enterprises that have obtained other forms of investment should remain majority controlled in the interest of its social mission. Social enterprises should also be independent entities that are autonomous of the state. While social enterprises should be able to sustain themselves through their own commercial operations, we recognise that some reliance on grants in the early pilot/start-up stages is common.  **社會企業定義**  社會企業係為於其核心承擔社會使命，並運用永續商務模型達成社會使命之企業。其首要目標為達成正向積極之社會、文化、社群經濟及／或環境成果，因此收入產生應扮演達成其社會使命之重要支援角色。其以所得營收自立，而非仰賴慈善捐款營運。傳統商務模型專注於為股東提供利潤，將部分之超額利潤回饋社會公益，但社會企業則是聚焦於以其營運模型達成社會使命。獲得之利潤主要用於加強其創造正面社會影響之能力，且能夠以評估結果及報告確切證明此等影響。  已取得其他形式投資之成熟社會企業應主要受控於其社會使命，社會企業亦應為不受國家控制之自治獨立實體。雖然社會企業應能夠經由本身之商務營運自立，但初期試營運／新創階段仰賴獎助金之情形實屬常見。  **什么是社会企业？**  社会企业是一类以社会使命为核心，并通过可持续发展的商业模式实现其社会使命的企业。社企的主要目标是实现积极的社会、文化、社区经济和/或环境成果。因此，产生收益对其社会使命的实现至关重要。社企通过自身收入维持运营，而无需依赖于慈善捐助。传统商业模式侧重于用商业收益回报股东，并拿出一部分超额利润用于社会公益；而对于社企来说，其经营模式的重心为实现社会使命。社企获得的利润用于增强自身能力以创造积极的社会影响，并能通过方法和报告来清楚地展现此社会影响。  已获得其他形式的投资的成熟社企应主要遵从其社会使命。同时，社企应为独立、自治的实体。虽然社企应通过自身商业运作实现自力更生，但我们认识到，一些处于试点和初创阶段的社企往往在一定程度上依赖于补助金。 |

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| A. ABOUT THE SOCIAL ENTERPRISE /關於社會企業/关于社会企业 | | | | | |
| Registered name of business entity  商業實體登記名稱  企业实体的注册名 | Click here to enter text. | | | | |
| Business name (if different from registered name)  營業名稱（若與註冊名稱不同）  企业名（若与注册名不同） | Click here to enter text. | | | | |
| Business registration number  商業登記編號  企业注册号 | Click here to enter text. | | | | |
| Accreditation organization  認證組織  认证机构 | Click here to enter text. | | | | |
| Country of incorporation  公司組成所在國家  注册国家 | Click here to enter text. | | Date of incorporation  公司組成年份  公司成立年份 | | Click here to enter a date. |
| Type of entity  [Please select one]  實體種類 [請選一]  实体类型 [请选一] | Sole Proprietorship /獨資企業/独资营业 | | | | |
| Limited Liability Company /有限責任公司 /有限责任公司 | | | | |
| Partnership /合夥事業 /合伙人 | | | | |
|  | Others, please state:  其他，請說明  其他，请注明 | | Click here to enter text. | |

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| Country of operation  [Please select all that apply]  營運國家 [請選擇所有適用的選項]  运营国家 [请选择所有适用的选项] | CHINA / 中國 /中国 | INDONESIA /印尼 / 印度尼西亚 |
| HONG KONG /香港 / 香港 | SINGAPORE /新加坡 / 新加坡 |
| INDIA /印度 / 印度 | TAIWAN /台灣 / 台湾 |
| Number of year(s) of business operation  [Please select one]  商業營運年資[請選一]  企业经营年限[请选一] | Less than 2 years /少過2年/少过2年 | |
| 2 to 3 years / 2至3年 / 2至3年 | |
| More than 3 years /多過3年/多过3年 | |
| Registered address  註冊登記地址  注册地址 | Click here to enter text. | |
| Company website (if any)  公司網站（若有）  公司网址（如有） | Click here to enter text. | |

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| B. KEY CONTACT PERSON /主要聯絡人 / 主要联系人 | |
| Full name / 全名 / 全名 | Click here to enter text. |
| Designation in social enterprise (e.g. founder, chief operating officer)  於社會企業中之職稱（例如創辦人、首席執行長）  社企代表人（如创始人、首席运营官） | Click here to enter text. |
| Email address  電子郵件信箱  邮箱 | Click here to enter text. |
| Contact number (include country and area codes)  聯絡電話（包括國碼及區碼）  联系电话（包括国家及地区代码） | Click here to enter text. |

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| c. grant application / 獎助金申請 / 补助金申请 | | | |
| Which grant are you applying for?  [Please select one from the drop down list]  台端所欲申請之獎助金種類為何？[請從紅色列表選一]  您申请哪项补助金？[请从红色列表选一] | Select ONE type of grant | | |
| Prototype Grant */*原型獎助金 */* 原型补助金  For newly established social enterprises with innovative and scalable ideas that address relevant social problems. The idea is ready to be developed into a working prototype. This grant is expected to help the social enterprises get to market.  對象為對於相關社會問題具有創新及可發揚構想之新近創立社會企業，其想法已進入可開發為作用原型之階段，此獎助金盼能協助社會企業進入市場。  针对提出创新性、有发展潜力的想法以解决相关社会问题的社企。此类想法可变成实际原型。该补助金用于帮助此类社企进入市场。 | | |
| Organisational Grant */*組織獎助金 */* 机构补助金  For social enterprises that have been in operation for between 2 to 4 years and need support to build up their organisation in areas of such as acquiring fixed assets, building a team, product research and development, marketing, etc. This grant is expected to be directly used to grow the business, further impact and/or ensure sustainability.  對象為已營運2至4年且需要購置固定資產、建立團隊、產品研究開發、行銷等協助擴大組織之社會企業。此獎助金盼能直接用於業務成長，進一步影響及／或確保永續能力。  针对已经运营 2-4 年，且需要在购买固定资产、建立团队、产品研发、市场营销等方面获得支持以创建组织机构的社企。该补助金直接用于扩大业务，增加影响力和（或）确保企业的可持续性。 | | |
| Scale Up Grant */*擴大營業獎助金 */* 发展补助金  For established social enterprises with proven track record that have been operating for more than three years and have reached breakeven. The grant would help to scale up the social impact or geographical reach of the business.  對象為營運三年以上，已達損益平衡且具有驗證實績之社會企業。獎助金將協助擴大企業之社會影響或地理涵蓋。  针对具有良好业绩、已经运营 3 年以上且达到盈亏平衡的稳定社企。该补助金可帮助社企扩大社会影响力或扩宽业务经营地域。 | | |
| What is the grant amount you are applying for?  台端所欲申請之獎助金金額為何？  您申请的补助金金额为多少？ | *Please state all amounts in Singapore Dollar.*  請以新加坡元說明全部金額。  请以新元注明所有金额。  0 | | |
| Is the social enterprise a recipient of any financial incentives? (e.g. donations)  社會企業目前或先前是否接受任何其他財務資助，例如 獎助金及捐獻？  社企目前或曾经获得过任何其他财务激励吗，如补助金和捐款？ | Yes | No | |
| *If yes, please provide details regarding the quantum and duration.*  若有，請提供有關金額與期間之詳情。  如果有，请提供具体金额和时间范围。 | | Click here to enter text. |

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| d. grant application details /獎助金申請詳情 /补助金申请的具体内容 | |
| **D[1] Describe the social mission at the core of your business. / 請說明台端之事業引以為核心目標之社會使命。/ 描述作为您企业核心的社会使命。** | |
| What social problem(s) does your business target and in which community?  台端之事業以何種社群中之何種社會問題為目標？  您的企业旨在解决什么社会问题，在哪个社区解决问题？ | Click here to enter text. |
| How do you know that the abovementioned problem(s) is/are real and significant issues?  台端如何得知上述問題為確實且重大之疑慮？  您如何知道上述问题的真实性和重要性？ | Click here to enter text. |
| How will you know if your social mission has been achieved?  台端將如何得知是否達成社會使命？  您如何知道已经实现您的社会使命？ | Click here to enter text. |

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| **D[2] Describe the sustainable business model adopted. / 請說明採用之永續事業模型。/ 描述您采用的可持续发展商业模式。** | |
| What is the product, service or solution that your business offers?  台端之事業提供何種產品、服務或解決方案？  您的企业提供什么产品、服务或解决方案？ | Click here to enter text. |
| What are the main sources of revenue and expenses for your business, and who are your customers?  台端事業之主要營收與開支之來源為何，台端之顧客為何？  您企业的主要收入来源和支出是什么，您的客户有哪些？ | Click here to enter text. |
| Where/How do you allocate the profits generated from your business?  台端將如何分配台端事業所產生之利益？  您将企业利润分配在哪些领域，又如何分配？ | Click here to enter text. |

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| **D[3] Describe how the sustainable business model achieves the social mission. / 請說明永續事業模型如何達成 社會使命。/ 描述可持续发展的商业模式如何实现社会使命。** | | |
| How will your business alleviate the abovementioned social problem(s)?  台端之事業將如何解決上述社會問題？  您的企业将如何缓解上述社会问题？ | Click here to enter text. | |
| What are the strengths and weaknesses of your social enterprise?  台端之社會企業有何強項及弱點？  您的社企有什么优势和劣势？ | Click here to enter text. | |
| **D[4] What is the social impact of your social enterprise? / 台端之社會企業有何社會影響？ / 您的社企有什么社会影响？**  Social impact should be measurable and closely tied to alleviation of the social problem identified in the section above.  社會影響應可衡量且與解決上段所提出之社會問題密切相關。  社会影响可以被衡量，而且它与上一节提到的解决社会问题密切相关。 | | |
| Who are the intended or existing beneficiaries of your social enterprise?  台端社會企業目標或現有之受益者為何？  谁是您社企的预期或现有受益人？ | *Provide evidence of the positive outcomes for the beneficiaries, if any.*  請提供確實提供利益之證據。  请为此类受益提供证明。  Click here to enter text. | |
| How do you plan to increase your social impact in the future?  台端計畫未來如何增加社會影響？  未来，您打算如何增加社会影响？ | Click here to enter text. | |
| How do you measure and report your social impact?  台端如何評估並報告社會影響？  您如何衡量和报告您的社会影响？ | *List at least three metrics that are relevant to your business.*  請列出至少三項與台端事業相關之標準。  请至少列出三项与您的企业相关的指标。  Click here to enter text. | |
| **D[5] What are your financial plans? / 台端之財務計畫為何？ / 您的财务计划是什么？**  A social enterprise should have financial plans which include a complete financial projection and evidence that the enterprise will be self-sustaining due to income from a customer base.  社會企業之財務計畫應包含完整之財務預測，並能夠證明企業將以來自顧客基礎之收入自立。  社企应制定财务计划，包括完整的财务预估和证据，证明企业可通过来自客户群的收入维持自身运营。 | | |
| Is your business currently generating revenue and expenses?  台端之事業目前是否產生營收及支出？  您的企业目前产生收入和费用吗？ | | *Describe your 12-month operating budget with revenue and expenses.*  請描述台端之12個月營運預算連同營收與支出。  请说明 12 个月内的运营预算，包括收入和支出。  Click here to enter text. |
| Has your business reached break-even point? If not, how and when do you expect to reach breakeven point?  台端之事業是否已經達到收支平衡？若否，預期將如何及於何時達成？  您的企业已达到盈亏平衡了吗？如果没有，您预计如何及何时可以达到？ | | Click here to enter text. |
| Is your business making a profit? If not, how and when do you expect to be profitable?  台端之事業目前是否獲利？若否，預期將如何及於何時開始獲利？  您的企业正在盈利吗？如果没有，您预计如何及何时能盈利？ | | Click here to enter text. |
| **D[6] What is the business development roadmap in next 12 – 18 months? / 往後12至18個月間有何業務發展規劃？ / 未来 12至18 个月的企业发展路线是什么？**  A clear action plan articulates existing and projected resource use, key targets, timelines, milestones and success indicators. This includes plans for establishing partnerships and a customer base, promoting the product or service within the targeted community, and securing revenue beyond initial funding.  明確行動計畫應具備清晰之現有及預計資源運用、主要目標、時間規劃、分段目標及成功指標，其中並包含建立合作關係及顧客基礎之計畫，於目標社群中推廣產品或服務，並穩固初始資金投入後之營收。  用清晰的行动计划说明目前及预期的资源利用、主要目标、时间表、进展以及成功指标。该计划还应包括如何建立合作关系及客户群，提升目标社区内的产品或服务，并确保收入超过初始资金。 | | |
| How will you grow your business?  台端計畫如何促進業務成長？  您如何发展企业？ | *List the steps you will take along a timeline, with target milestones.*  請以時間軸列出所將採取之步驟，並說明分段目標。  根据时间线、进展目标列出您将采取的步骤。  Click here to enter text. | |
| How well do you know your customer and how will you build a customer base?  台端對於顧客是否熟悉，計畫如何建立顧客基礎？  您对客户的了解有多少，您如何建立客户群？ | *Briefly describe experience(s) you have had with your target customers and customer outreach plans.*  簡要描述台端先前經營目標顧客之經驗以及客群擴大計畫。  简要描述您在目标客户和客户拓展计划方面的经验。  Click here to enter text. | |
| Who are your business partners and how are you building partnerships?  台端現有哪些業務合作夥伴之，如何建立合作關係？  您的商业伙伴有哪些，您如何与其建立合作关系？ | Click here to enter text. | |
| **D[7] Tell us more about the innovations within your social enterprise. / 請說明台端社會企業中創新之處。/ 请更详细地介绍您的社企的创新性。**  An innovative social enterprise has a novel and revolutionary idea, with the potential to transform the status quo surrounding the social problem. In addition, there tends to be a high barrier of entry or competitive advantage against others.  創新社會企業應懷抱富革命性之新穎想法，並有潛力扭轉造成目前社會問題之現狀。此外，亦應有高度入行門檻或相較於他人之競爭優勢。  一个创新型社企应具有新颖且富有革命性的想法，并具备改变社会问题现状的潜力。此外，它应该有更高的市场准入壁垒或竞争优势。 | | |
| How is your idea unique in addressing the problem you are trying to solve?  台端有何獨特想法能夠解決台端所欲解決之問題？  您的想法在解决社会问题方面有何独特之处？ | Click here to enter text. | |
| How does innovation apply in your business?  台端如何於事業中實踐創新？  您的企业如何应用创新？ | *Provide concrete examples of innovation in your business, if any.*  請盡可能提供台端事業中之具體創新實例。  如果您的企业有创新性，请提供具体实例。  Click here to enter text. | |
| **D[8] What is your team’s capability? / 台端之團隊有何能力？/ 您的团队有什么能力？**  In a strong team, each team member plays a pivotal role, and has relevant skills and experience to execute the project fully. Founders are able to assemble a solid team and board members to have full in-house control of all resources needed.  於強大團隊中，每一成員均扮演關鍵角色，且應具有完整執行計畫所需之技能及經驗。創辦者有能力組織實力堅強之團隊及董事會成員，對於一切所需資源具有完備之自有控制能力。  在一个强大的团队中，每位团队成员都发挥着举足轻重的作用，并拥有充分执行项目所需的相关技能和经验。创始人将团队与董事会成员牢牢地团结起来，充分地控制了一切所需的内部资源。 | | |
| Who are you working with in your team to make this social enterprise a success?  台端之團隊中擁有哪些促使此一社會企業成功之成員？  在您的团队中，您在和哪些成员合作并推动社企成功？ | *Provide an overview of your management team (including yourself) and any advisors, highlighting any relevant experiences.*  請概要介紹台端之管理團隊（包括台端本人）及所有顧問，請特別詳述相關經驗。  概述您的管理团队（包括您自己）以及企业顾问，并重点说明一切相关经验。  Click here to enter text. | |
| What is the one key challenge which the team faced?  此團隊面臨之最大挑戰為何？  您的团队遇到的主要挑战是什么？ | Click here to enter text. | |
| **D[9] How would you use the grant from DBS Foundation? /台端將如何使用星展基金會之獎助金？/ 您将如何使用从星展基金会获得的补助金？**  A grant from DBS Foundation should be used for business development instead of individual stipends and personal expenses. The social enterprise must demonstrate a need for external funding support and be in alignment with the spirit of the grant.  星展基金會之獎助金應用於企業發展而非個別津貼及個人開支。社會企業必須證明其對於外部資金支援之需求，且符合獎助金之精神。  星展基金会补助金应当用于企业发展，而不是个人津贴和个人支出。社企比须表明它对外部资金支持的需求，且该需求应与补助金精神一致。 | | |
| *How will you utilise the funds to achieve the objectives of your social enterprise and bring your business to the next stage? Please share a breakdown of the grant utilisation.*  台端將如何利用此資金達成台端之社會企業目標，並帶領台端之事業進入下一階段？請分項說明獎助金之運用。  您将如何利用资金来实现社企目标，并如何将您的企业提升至更高的层次？请说明保证金的去向分配。  Click here to enter text. | | |

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| e. declaration /聲明/ 声明 | |
| I/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.  I/We represent, warrant and undertake that our submission of the proposal set out herein is in compliance with 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).  I/We 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 they may have disbursed.  I/We understand that this is an application to be assessed for possible funding by DBS Foundation. I/We agree that DBS Foundation retains full discretion in deciding which organization or project it wishes to fund and its reasons for doing so.  By submitting this form and the subsequent related articles, pictures and/or videos to DBS Foundation Ltd., the applicant hereby gives consent to DBS Foundation Ltd’s collection, use and disclosure of the applicant’s personal data for the purpose of collection, use and disclosure via “Asia for Good” and/or such other social enterprise initiative as DBS Foundation Ltd. may in its determine.  本人／我方聲明所有於此表及隨附資訊中陳述之事實，據我方所知具為真實正確，我方並未隱瞞／扭曲任何重大事實。  本人／我方陳述、保證並承諾，我方對於在此提出提案之提交符合適用法律，且將不致造成對於任何第三方協議之違反及／或侵害任何第三方之權利。  本人／我方瞭解，若我方以有違資助意圖之不實／誤導陳述／部分揭露取得資金，星展基金會有權立即撤消獎助金，並向我方組織收回任何其已撥付之資金金額。  本人／我方瞭解此申請將由星展基金會評估是否提供資金。本人／我方同意星展基金會保留完整之權利，自行決定所欲資助之組織或計畫以及如此決定之理由。  藉由提交此表及後續相關文件、照片及／或影片至星展基金會，申請人在此同意星展基金會有限公司為經由「Asia for Good」及／或此等其他社會企業倡議之收集、使用及揭露目的，收集、使用並揭露申請人之個人資料。  我/我们特此声明，据我们所知，表格中所列信息及其附带信息真实、正确，而且我们并未隐瞒/歪曲任何重要事实。  我/我们声明、保证和承诺，此处的提案提交符合适用法律，不会导致违反与任何第三方签订的协议和/或侵犯任何第三方的权利。  我/我们了解，如果我们通过与基金意图不相符的虚假/误导性说明/不完整披露而获得了资金，星展基金 有权立即撤销补助金，并从我们企业收回所有已支出的补助金。  我/我们了解，申请信息将由星展基金会进行补助评估。我/我们同意，星展基金会有权自行决定它想资助的机构、项目以及资助理由。  向星展基金会有限公司提交此表格以及后续相关文章、图片和/或视频即表示，申请者允许星展基金会有限公司收集、使用和披露申请者的个人信息，并将其用于“Asia for Good”和/或由星展基金会有限公司确定的任何其它倡议的信息收集、使用和披露。 | |
|  | I have understood the terms and conditions of the grant.  本人已瞭解獎助金之條款與條件。/ 我已了解补助金的条款与条件。 |

**--- END終/ 完 ---**