EaSI Technical Assistance Webinar
27 June 2022
Historical tour of Seed Capital

- 1989: GESTORA
- 1991: FONDO I
- 2009: FONDO BI
- 2014: FEIS
- 2018: BAF
- 2022: MICROEUROPE
Financing for business promotion and development

The promotion of business initiatives with an innovative vocation.

The consolidation of business initiatives with an innovative vocation.

Support the promotion and consolidation of business initiatives with social impact.

Invest to include.

Attraction of new funds to Bizkaia.

Working together, ideas come true.

There are no small projects, but big ideas.
Finance Tools

Working together, ideas come true.

Support the promotion and consolidation of business initiatives with social impact.

There are no small projects, but big ideas.

Financing for business promotion and development
Participatory loans or capital participation in start-ups or innovative spin-offs to support their consolidation and growth.

Participatory loans or capital participation in consolidated small and medium-sized enterprises, with marked innovative vocation and preferably based on technology with growth potential and generation of employment.

Participatory loans or participation in capital of start-ups or spin-offs with Social innovation.

Microcredits of up to €25,000 to return in 5 years with 1 year of grace period, without guarantees or commissions. Compatible with the Loans guaranteed by Elkargi and ICO.

Platform that connects to promoters that need financing for the development of an innovative project, with investors interested in participating in it.
**Fazil is the generation Z of banking:**

100% digital wallet account (Electronic Money Account). No plastic cards. Virtual card compatible with Apple Pay and Google Pay. Provider licensed as an Electronic Money Entity (Pecunia Cards EDE) regulated by the Bank of Spain. Transforming user spending into actions in favor of the environment.

**CROWDFUNDING:**

ROUND: €160K | 14.00% equity | Minimum ticket €1,059

**RECORD:** 100% of the round in 1h and +117% in just 24h

+30 new investors registered on the Platform during the 24-hour round

Many interested investors have been left unable to invest

**FINAL COLLECTION:**

€185,824.80 (+117%)

13 investors (9 non-accredited and 4 accredited)

**MICROCREDITS:**

2 Microloans of Bizkaia Aurrera (€ 7.500 each, at 0%)

And another recent microcredit of 15.000 at 2,5%
PROJECT OBJECTIVE
Developing new systems and procedures for the regeneration of organs and tissues, applying advanced technology in the area of health.

DESCRIPTION
OSTEOPHENOIX is a biotechnological company dedicated to the development of new systems and procedures for the regeneration of organs and tissues, applying state-of-the-art technology in the area of health. Osteophoenix has patented a device that allows natural bone and gum regeneration, doubling the ability to place dental implants.

CROWDFUNDING:
ROUND: € 50,000 | equity |
FINAL COLLECTION: 60,000 € (+120 %)
7 investors (6 non-accredited and 1 accredited)

MICROCREDIT:
€ 20,000

FUND BI:
Participatory Loan: € 100,000 in 2020 (Payment Term: 7 years)
Sabino Arana, 8, 5th floor
48.013 Bilbao (BIZKAIA)
T: 94 416 22 23
www.seedcapitalbizkaia.eus
oscar.ugarte@bizkaia.eus

Thank you!
Crowdfunding for MFIs – trends & opportunities

27 June 2022

Organiser
European Microfinance Network (EMN)
European Crowdfunding Network is Non-Profit-Organization (Brussels, 2013) and professional network for European crowdfunding platforms.

Whose mission is to support innovation, represent and promote the European crowdfunding industry as a key aspect of innovation within alternative finance and financial technology.

For more information:

www.eurocrowd.org
Crowdfunding is a toolbox that contains a set of funding tools, non-financial and financial:

1. **DONATION:** supporting a mission
2. **REWARD:** backers expect a perk
3. **LENDING:** loans in exchange of an interest
4. **EQUITY:** investment for a share
Civic Crowdfunding "Apply the crowdfunding process to an initiative or project capable of generating positive impacts on the community".

Matchfunding "hybrid co-financing model, in which public or private entities provide a fund to "leverage" the amount raised through crowdfunding for projects that have been previously selected".

"Crowdfunding Sherpas", original diagram by Francesc Balaguer
Crowdfunding provides an alternative tools that allows promotors to do many things:

1. Validates an idea, narrowed down in a campaign
2. It’s combined with other types of funding
3. Expands the “collectiveness” through a specific communication
4. Maximize our impact thanks to the “community”
Top Manta · Ropa legal hecha por gente ilegal

Sindicato Popular de Vendedores Ambulantes de Barcelona

FINISHED
03 / 06 / 2018
Funded!

Received
€ 67.184

Optimum
€ 44.529

Minimum
€ 20.098

2465 BACKERS

https://en.goteo.org/project/top-manta-bcn
Non-profit coop for sustainable mobility

Mataro - SPAIN

22,825 €
Common Views

Aligning funding tools under a specific set of parameters

Matchfunding
Matchfunding in 5 steps

1. **ENTITY**
   - Public or private
   - Set a “time frame”
   - “Calls” for projects
   - Limits the fonds at disposal

2. **FIELD**
   - Aligned with the mission or corporate social responsibility strategy

3. Criteria selection / Basis of the call are public
4. **Platform WWW**
5. **Location** + **1st or 2nd phase** + **X2 For each donation**

Configure the algorithm for match
Figure 5: Main match-funding structures.

Source: Triggering Participation, a collection of civic crowdfunding and match-funding experiences in Europe, Eurocrowd, 2018
Barcelona
CONJUNTAMENT

96.000€

para 24 proyectos

Barcelona

EMPRENDEDURÍA SOCIAL DE PROXIMIDAD

ECONOMÍAS COMUNITARIAS Y COLABORATIVAS POR EL PROCOMÚN
231,366 €

135,366 €

96,000 €

58,51%

41,49%

118 persons

donated to more than just one project

Matchfunding

Citizenship

Ayuntamiento de Barcelona

+ info aquí!
Matchfunding in 5 steps

1. ENTITY
   - Investitionsbank Berlin
   - During one year
   - 9 projects
   - 195,000 €

2. FIELD
   - Field of Social Entrepreneurship

3. Criteria selection / Basis of the call are public

4. Platform WWW
   - startnext Programme

5. Location (Local)
   + 1st or 2nd phase (Success)
   + (Top Up - after)

Matchfunding in 5 steps + 25k Microcredit

Configure the algorithm for match
Just published!!!
@eurocrowd

Download it!

SCALING UP PARTNERSHIPS

A blueprint for the implementation of match-funding schemes between public authorities and crowdfunding platforms.

#CrowdCamp

22 Cases
8 countries
+Blueprint
Scaling up partnerships: A blueprint for implementation of match-funding
Crowdfunding is transversal

Crowdfunding doesn’t compensate but supplement traditional financing.
Together we can create **bridges among tools** which could give a chance to:

1. **Mitigate risks** by working together, sharing values
2. **Arrange common goals** as we reinforce social impact
3. **Create a full pathway** for social entrepreneurship
4. **Maximize our impact** as we develop solid ground for collaboration

- **matchfunding**
# OUR OBJECTIVES

**www.eurocrowd.org**

## Policy
- Ongoing dialogue with EU institutions
- Joint statements with fellow trade bodies

## Training
- Publications
- Events
- 2 annual conferences
- Seminars, webinars and workshops
- 2 country strategic groups

## Research
- Own research
- EC research projects
- Consulting services for regional and local authorities

## Conduct
- ECN Code of conduct
- Best practices
- Transparency
- Fairness

- inspiring tomorrow’s finance -
Crowdfunding for MFIs – trends & opportunities

THANK YOU!

Contact
mauricio.obrien@eurocrowd.org