



European
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EaSI Technical Assistance

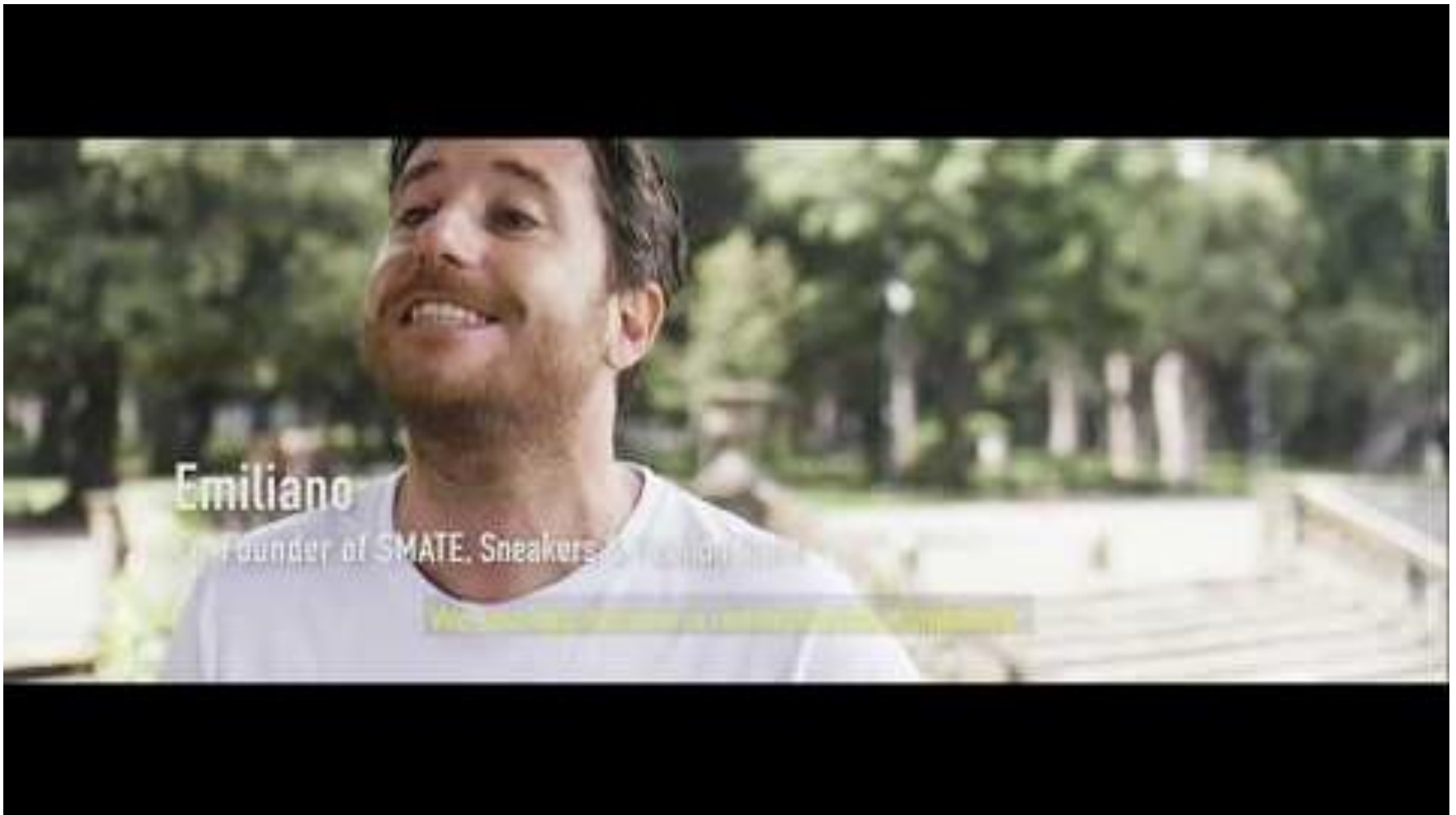
How to secure investments for your MFI

Webinar 16.05.2019

Produced by the EMN Think Tank on Fundraising

Moderator – Paul Kalinauckas

Introductory Video



Purpose of this Webinar

- to assist MFIs in developing their Fundraising Strategies

This Webinar is
for MFIs looking
to raise funds from
social and commercial
investors

Webinar Outcomes

Clear overview of the process for raising funds from Investors

Practical tips and hints on how to make your Investor Pitch

Knowledge of successful fundraising exercises, case studies

AGENDA

EaSI Programme

Investor perspectives – what are investors looking for?

Bruno Dunkel, Impulse

Cristina Dumitrescu, European Investment Fund

A successful Case Study of Fundraising

Stephen Deakin, BCRS Business Loans

EMN Think Tank on Fundraising for MFIs

Moderator:

Paul Kalinauckas, BCRS (UK)

Think Tank Members:

Tatjana Antic Drca, AgroInvest (Serbia)

Giulia Boioli, PerMicro (Italy)

Bruno Dunkel, Inpulse (Belgium)

*Jennifer Tankard, Responsible
Finance (UK)*

Caroline Lentz, EMN



EMN Think Tank on Fundraising

Objectives

- The objective of this new EMN WG is to share best practices related to Fundraising* activities and to individuate some areas of mutual interest that could be better investigated under the EMN umbrella.
- This in line with the new EMN efforts related to promoting partnerships and contact with potential funders, in the interest of members that are looking, especially in Western European countries, for growing visibility facing investors, donators, financial institutions.

Activities

- Through this Think-tank, EMN wants to:
- Map different experiences and different ways EMN organize themselves for Fundraising
- Share them with the Network (learning from others)
- Working on a database that summarizes costs of funding, bank and non-bank (interest rate, duration, deal structure, ...)
- Individuate some areas where the Network could jointly invest (i.e. donations, crowdfunding, ...)
- Systematically 'Sell' the MF sector to potential investors, once identified MFIs needs and requirements
- Design projects of collaboration between EMN members that could be the object of external finance for the sector.

Expected final outputs

- 4 meetings of the think-tank per year (2 on-site & 2 on-line)
- Compilations of 5 best practices on fundraising for microfinance to be shared with the network members
- Database of organizations potential investors/donors for the sector and related projects
- Design of 2 collaborative projects within the members that could be the object of external funding
- 1 workshop during the 2018 or 2019 EMN Annual Conference.
- 2 webinars.





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Let's go.....

***Investor perspectives –
what are investors
looking for?***

Speakers:

Bruno Dunkel, Inpulse

*Cristina Dumitrescu,
European Investment
Fund*