



BCRS - Fundraising for SMEs

EaSI Technical Assistance

How to secure investment for your MFI

Stephen Deakin - Stephen.deakin@bcrs.org.uk



BCRS is a UK MFI

Our business loans funds



Loans ranging from
£10,000 to £150,000



Terms from
1 – 7 years



Support for SMEs in West
Midlands & environs



Relationship based
approach to lending

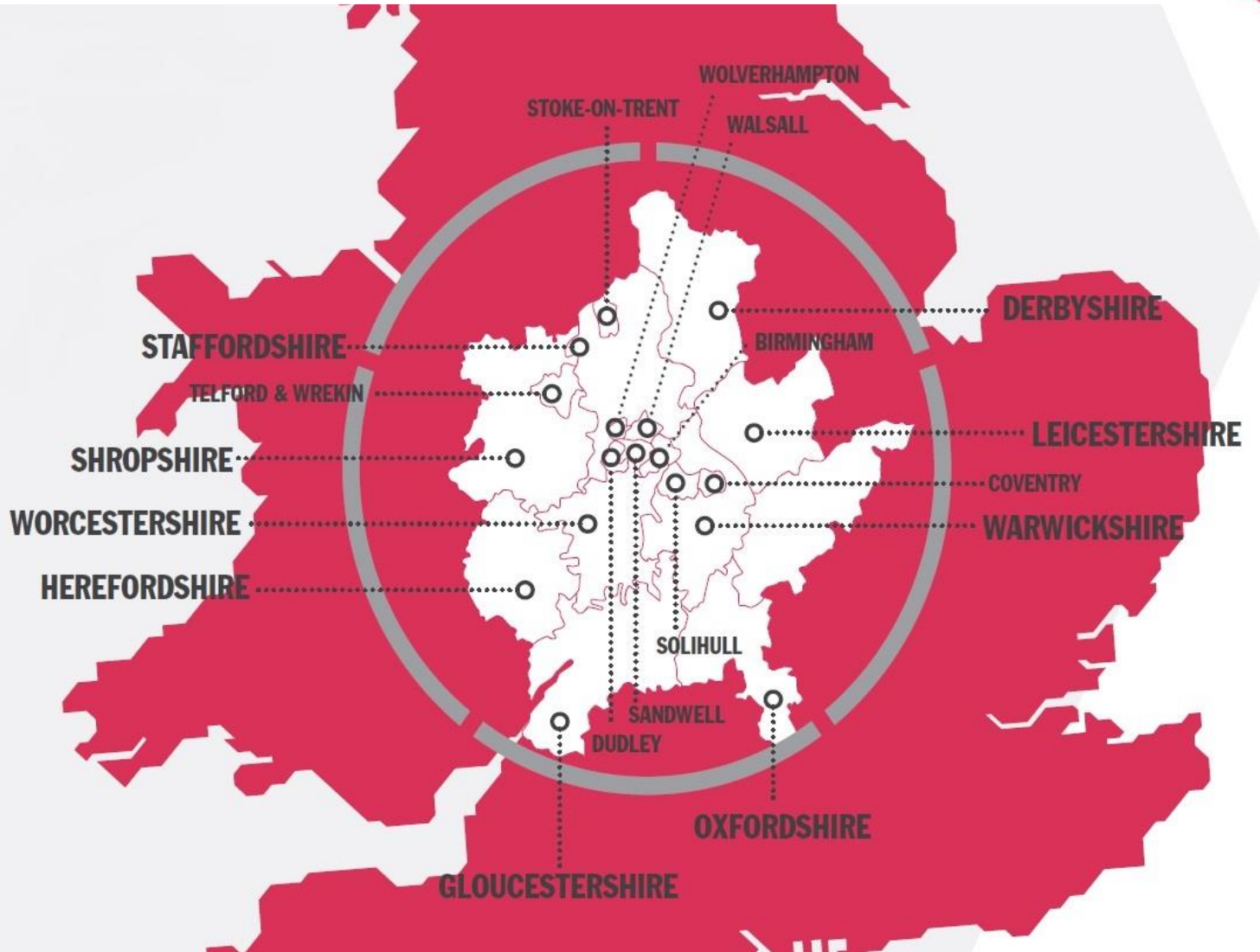


No early repayment
charges



Speedy loan process

Geographical coverage...



Achievements to date

Number of businesses supported:
 **1,392**

Money lent to date:
 **£47 million**

 **3,742**
jobs created

+



5,633
jobs safeguarded



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Why we created the new fund

CIEF (Community Investment Enterprise facility)

- To support our mission/strategy
- To be in control of our own destiny and remove reliance on government funding

CIEF Fund overview

- Total fund £15 million
- £7.5 million provided by BSC who are funded through dormant bank accounts
- Fund supported by Enterprise Finance Guarantee (could use EaSI/COSME)
- Uses a UK tax relief to make senior debt more affordable
- Both Junior and Senior investors
- Senior debt is provided through a fund manager
 - This adds another layer of complexity if possible deal directly with the investor

10 Top Tips

1. Identify potential investors and find introductions to as many as possible
2. Build relationships with investors – people do business with people they like
3. Be flexible and think outside the box – develop your ask based on investors needs as well as your own
4. Keep communication channels open and be prepared to adapt along the way
5. Be prepared to involve partners if necessary to make the investment “big enough” for investors

10 Top Tips *continued*

6. Be patient and allow plenty of time (our CIEF fund took over 2 years before funds were drawn)
7. Build a robust model and business case
8. Use good quality professionals to support you
9. Set achievable targets so that investor doesn't have any concerns and stop further drawdowns of funds
10. Don't give up



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For more information, about:

Technical Assistance, contact:
easi.ta@fs.de

Ratings and Evaluations, contact:
easi.ta@microfinanzarating.com

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