

Interreg

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EUROPEAN REGIONAL DEVELOPMENT FUND



EUROPEAN UNION



Social venture capital in Italy is still far from traditional venture capital...

	SOCIAL	TRADITIONAL
ACTIVE OPERATORS (N)	6	30
NUMBER OF DEALS (N)	15	128
DEALS VALUE (€ MILLIONS)	6	104
AVERAGE TICKET (€ MILLIONS)	0,4	0,8

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...but the ecosystem it's giving signals of **growth potential...**

SOCIAL VENTURE CAPITAL (2017)

UP AND RUNNING

Oltre
VENTURE

Giordano
Dell'Amore
FONDAZIONE
SOCIAL VENTURE

GENERA
nuove idee in partenza

FONDAZIONE
SVILUPPO E CRESCITA CRT

rancilio cube

SOCIALFARE
CENTRO PER L'INNOVAZIONE SOCIALE

FUNDRAISING OR STRUCTURING

**3-6 new
funds**

OTHER EXPERIENCES

cdp
SOCIAL IMPACT ITALIA

e etimos
improving
people's life

OPES
IMPACT FUND

150€M AUM

ACTUAL MARKET SIZE

400€M AUM

POTENTIAL MARKET SIZE ESTIMATE IN 2020

- 10 active operators
- At least €20 M invested per year⁽¹⁾

⁽¹⁾ Hypothesis: 10 years investment period, 2% average management fee, €250 M incremental capital (€400 M - €150 M)
Source: FSVGDA research and analysis based on private sources

...and there is great potential to express **social innovation**

SOCIAL ECONOMY



311.800

Associations, foundations and other NPOs

Over 4 million employees

28% of these NPOs has relevant economic activity⁽¹⁾



16.125

Cooperatives

650.000 employees



1.348

Social enterprises

29.000 employees

OTHER HYBRID COMPANIES



8.417

Innovative start-ups

69% CAGR 2013-2018



172

Socially-oriented innovative start-ups

87% CAGR 2013-2018



167

Companies in the Italian Benefit Corporations register

⁽¹⁾ At least 50% of their costs are covered by selling goods or services (EU Commission 2016 – Social enterprises ecosystem: Italy country report)

Source: FSVGDA analysis based on ISTAT 2015, Iris Network 2014, Italian register of innovative start-ups 2018, Italian register of benefit corporations 2018

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Fondazione Cariplo has allocated **€20M** to an **integrated strategy** addressing both the demand and supply side of the market

CAPACITY BUILDING



Training, grants and additional support for non profit organizations



IMPACT INVESTING



We created a vehicle that promotes and realizes impact investments



SOCIAL ENTREPRENEURSHIP



5 calls dedicated to incubating / accelerating new social businesses, accompanying them to investibility

Fondazione
CARIPLO



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EUROPEAN UNION



EUROPEAN REGIONAL DEVELOPMENT FUND

We designed a new vehicle to foster the growth of the Italian impact investing ecosystem and **create a supply of patient capital**

8,5

MILLIONS €
ENDOWMENT

**Giordano
Dell'Amore**
FONDAZIONE
SOCIAL VENTURE

	INTERPRETED AS IMPACT INVESTING		IMPACT INVESTING		
TRADIZIONAL FINANCE	"SRI" RESPONSIBLE INVESTMENTS	"ESG" SUSTAINABLE INVESTMENTS	"FINANCE FIRST"	"IMPACT FIRST"	PHILANTROPY
	FINANCIAL RETURN OBJECTIVES			CAPITAL PRESERVATION	GRANT-MAKING
	INCIDENTAL IMPACT: Target companies typically answer market needs, while featuring sustainable or responsible business models		SEEKING IMPACT INTENTIONALLY: Target companies intentionally tackle social or environmental challenges, while featuring economically sustainable business models		PURE IMPACT: Typically require grants and fundraising activity

We strongly believe both **direct and indirect investments** are fundamental to have the ecosystem grow...

INVESTMENT STRATEGY



INDIRECT INVESTMENTS



DIRECT INVESTMENTS
AND CO-INVESTMENTS

INVESTMENT TARGET

SOCIAL IMPACT FUNDS

Impact investing vehicles that target companies **intentionally pursuing a social impact**

Our targets might include managed funds or sub-funds, SICAFs, SICAVs, Holding companies

SOCIALLY-DRIVEN COMPANIES

Both profit and non-profit, such as:

- Social enterprises
- Social cooperatives
- Innovative socially-driven start-ups
- Benefit Corporations ("B-Corps")
- Socially-driven limited companies

OUR FIRST DEALS

Oltre
VENTURE

€1,0 M commitment in Oltre II

perXmicro

il microcredito in italia

€0,7 M company's shares

BASE

€0,5 M convertible bond

S.p.a. social enterprise in the
field of music


€0,5 M stocks + quasi equity



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...together with a new platform with the goal to **facilitate social entrepreneurship** in Italy and supply an additional way to access FSVGDA's pipeline

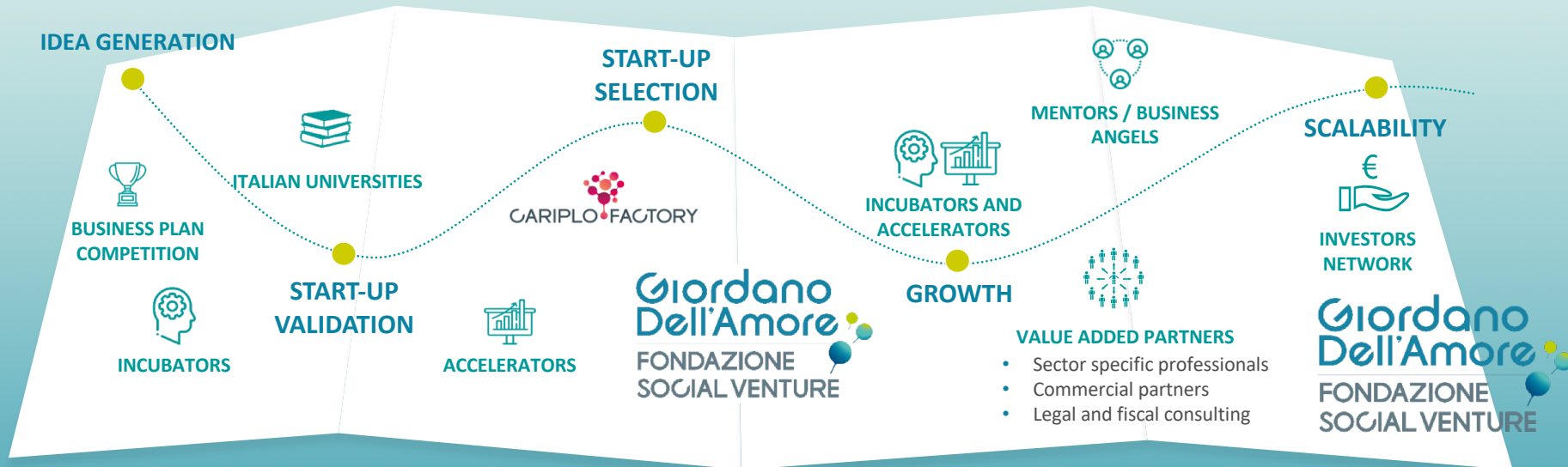


New social entrepreneurs are starting to emerge in Italy, their ideas and projects have potential but are too premature to be invested by FSVGDA

Get it!
PERCORSO DI VALORE

**WE ARE CREATING AN ENVIRONMENT TO HELP
NEW SOCIAL STARTUPS THRIVE**

Get it! brings together all the actors needed to support business initiatives in their initial stages of development tackling relevant social challenges



5

Thematic "Call for impact"

100

Ideas and start-ups invited at 1 of the 5 selection days

50

Incubation / acceleration programs (3 months)

50

Tailor-made mentorship programs (3 months)

50

Possible FSVGDA investments

4

Additional equity prizes

5 thematic call for impact

1

#Call for impact

**WELFARE, HEALTH
& WELLNESS**

- Digital and IT solutions for Welfare
- Ageing population
- Social inclusion & Disability

MARCH–APRIL 2018
97 candidates
Acceleration in progress

2

#Call for impact

**ACCESSIBLE & SUSTAINABLE TOURISM
AND CULTURAL HERITAGE**

- Accessible tourism
- Experiential tourism
- Management & Cultural Heritage

JULY-SEPTEMBER 2018
105 candidates
Acceleration about to start

3

#Call for impact

**SMART CITIES & MOBILITY ACTION,
FOOD & ENVIRONMENT**

- Accessibility & Urban Recovery
- Food & Environment

NOVEMBER '18-JANUARY '19
Following call #2

4

#Call for impact

EDUCATION & JOB OPPORTUNITIES

- Learning deficits & school dispersal
- Job opportunities creation
- Gender Equality

EARLY 2019
Following call #3

MAY 2018 - EARLY 2019
Open until early 2019

5

#Call4impact

**KEY ENABLING TECHNOLOGIES FOR
SOCIAL INNOVATION**