



EIF – Investing in Social Impact

SITRA

23 May 2017

EIF's VC Fund-of-Funds Activity

“ Europe's largest and most
influential investor in
European Venture Capital ”



Invested in
300+ Venture
Capital **funds**

4000+
Portfolio
companies

More than
170+ VC fund
manager
relationships

99% visibility
on European
venture market

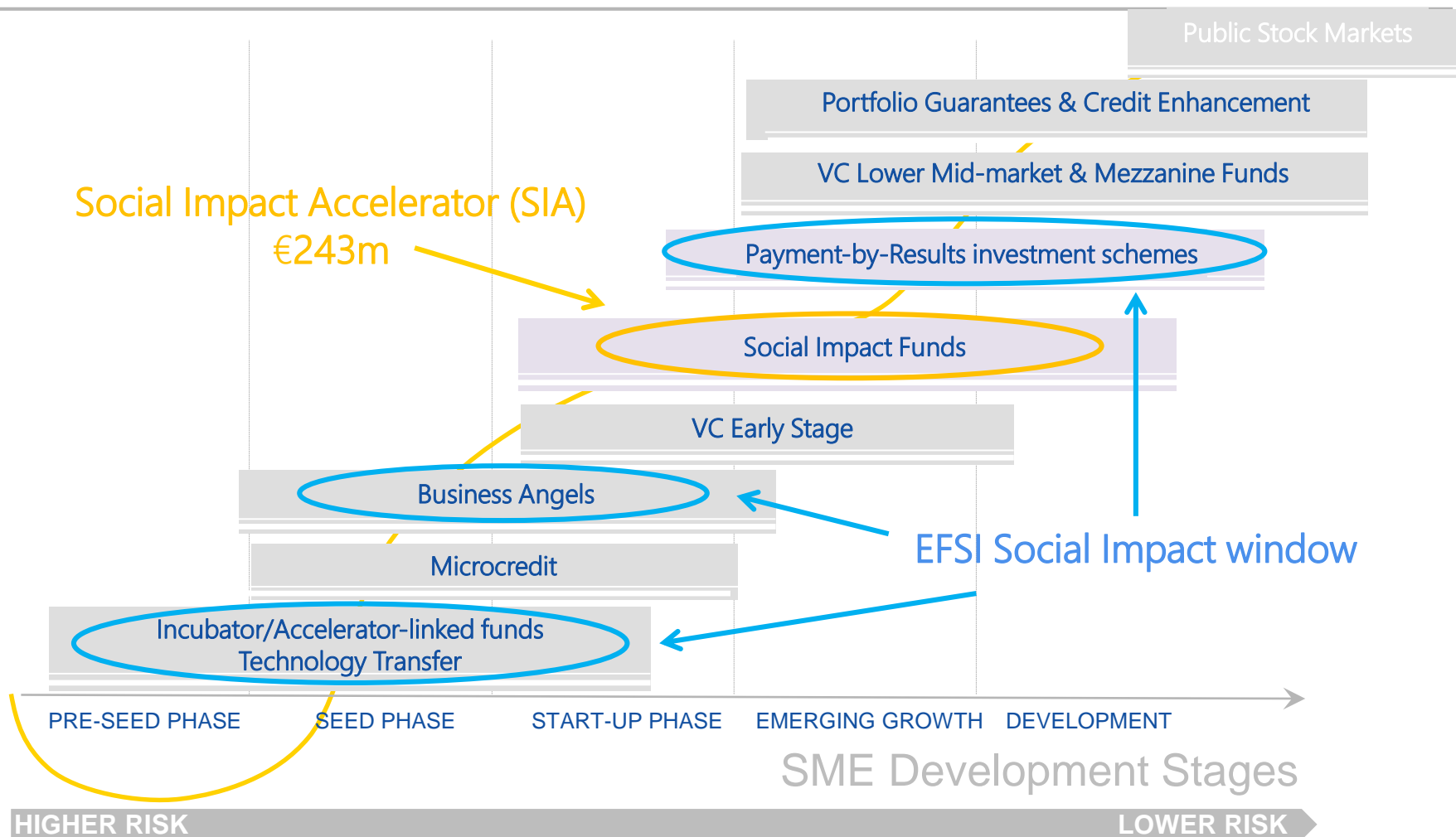
20 years on
European
VC market

Over €5bn
Outstanding **Equity**
Investments in
European Venture
Capital funds

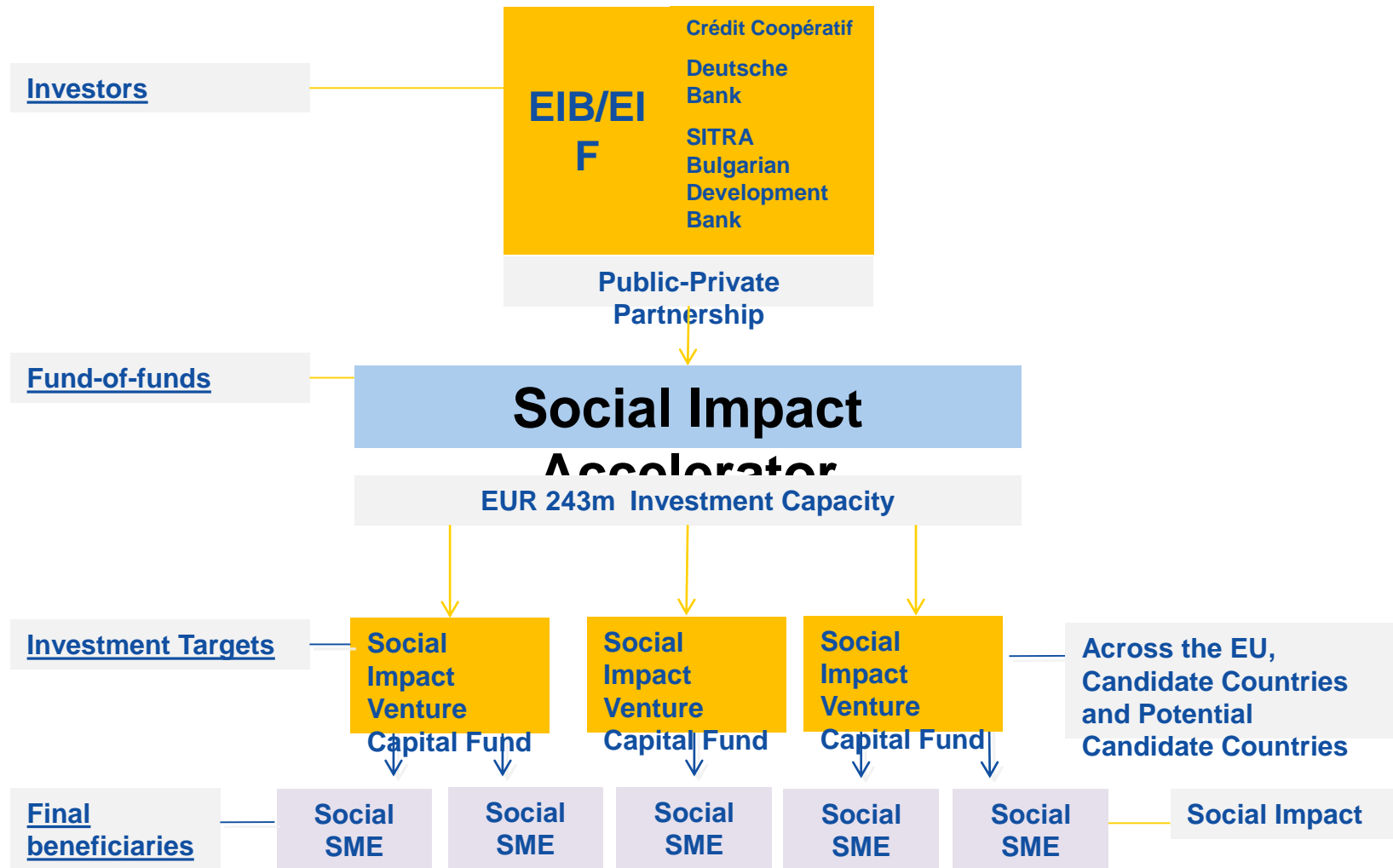
Backing first
time funds
managed by
tomorrow's **top**
quartile teams

First mover in
Europe's emerging
markets and
technology sectors

EIF's Impact toolbox



SIA – Structure



Social Enterprise Business Models

Business Models

Social Business Models



MyChoicePad helps children, young people and adults who have speech, language or communication needs.

Traditional Business Models Run in a Social Way



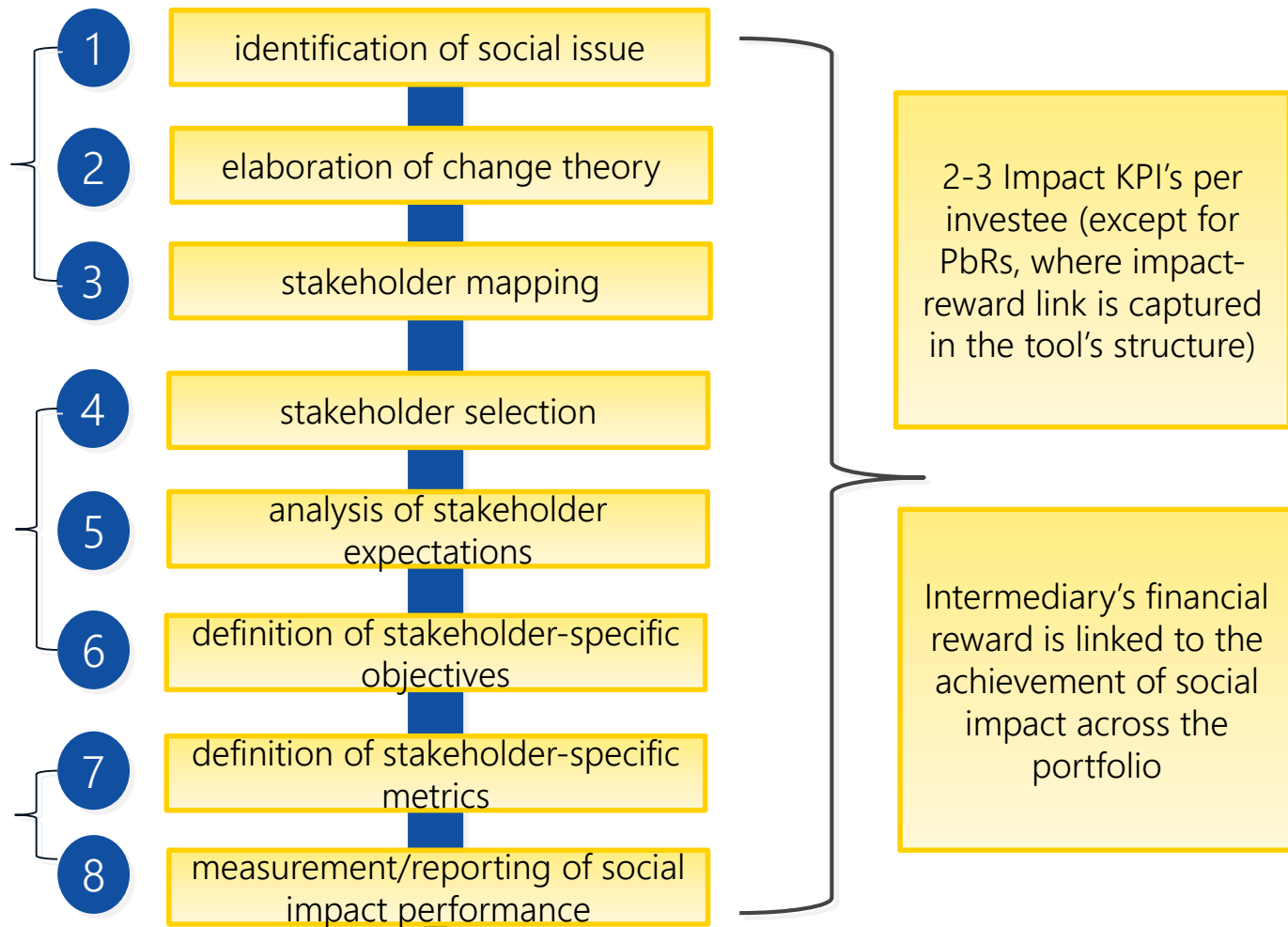
Autistic individuals receive the opportunity to contribute their skills to the IT sector (e.g. Software Testing) and to independently fund their lives.

Geographically-Focused Business Models



The Gym provides low cost health and fitness facilities in purpose-built gyms which are open 24 hours a day.

Impact Measurement



SIA - State of play

Since 2014:
10 social impact fund
investments
EUR 102.5m committed

Impact Ventures UK

Bridges
Ventures



social impact
ventures NL

ANANDA
SOCIAL VENTURE FUND

BONVENTURE

IMPACT
PARTENAIRES

CITIZEN
CAPITAL

PhiTrust Partenaires

Oltre
VENTURE

New instruments for impact investing

Investments in/alongside intermediaries **linked to incubators/accelerators** targeting social enterprises

Investment in business angels funds or co-investments **alongside business angels** targeting social enterprises

Payment by Results investment schemes targeting social sector organizations at large

EFSI Investment Criteria(*)

Independent
Management team

EIF ranks (at least)
pari passu

Max commitment:
€ 50m

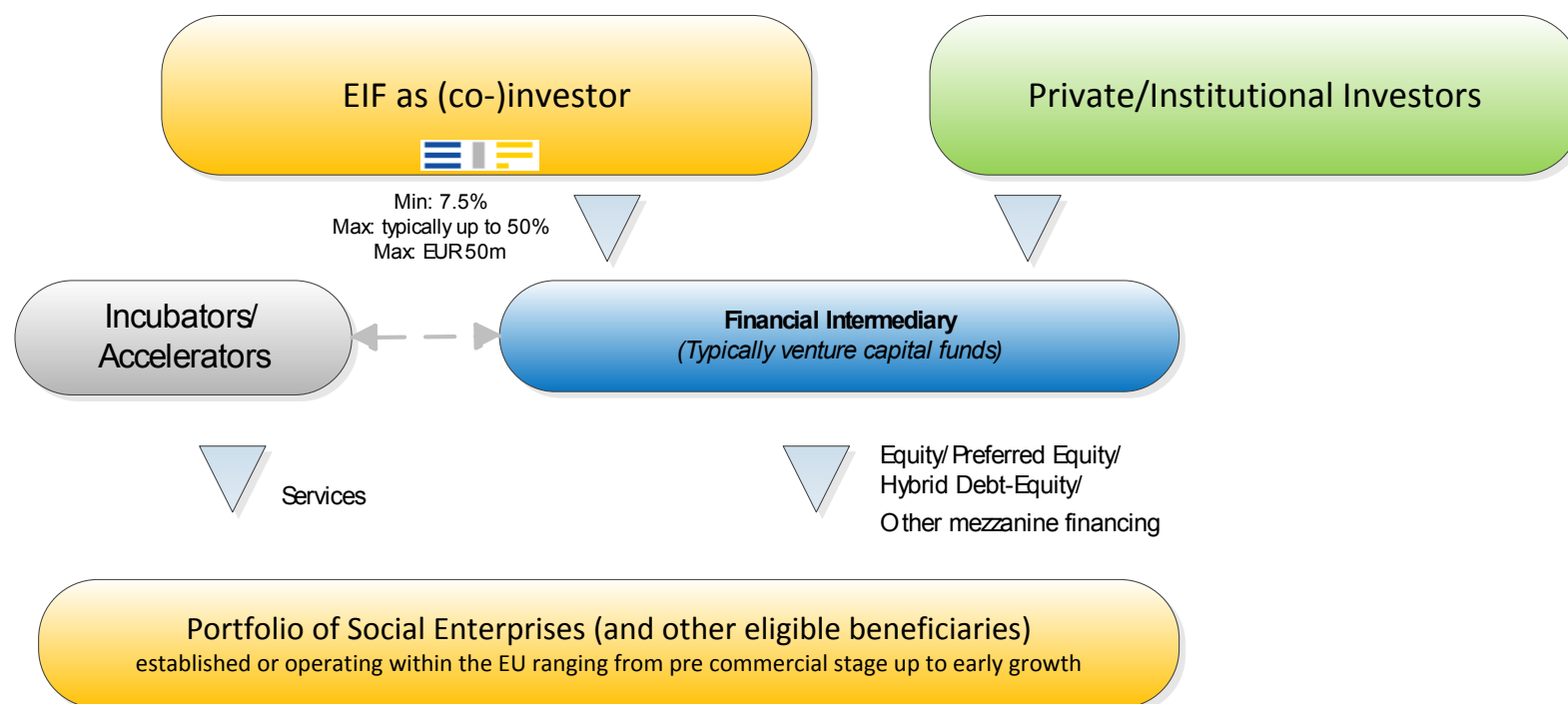
$7.5\% \leq \text{ticket size} \leq 50\%$ (typically)

2X – 2/3 rule
Eligible beneficiaries:
SMEs, Small mid-caps,
SocEnt

15 years +3



Accelerators and Incubators



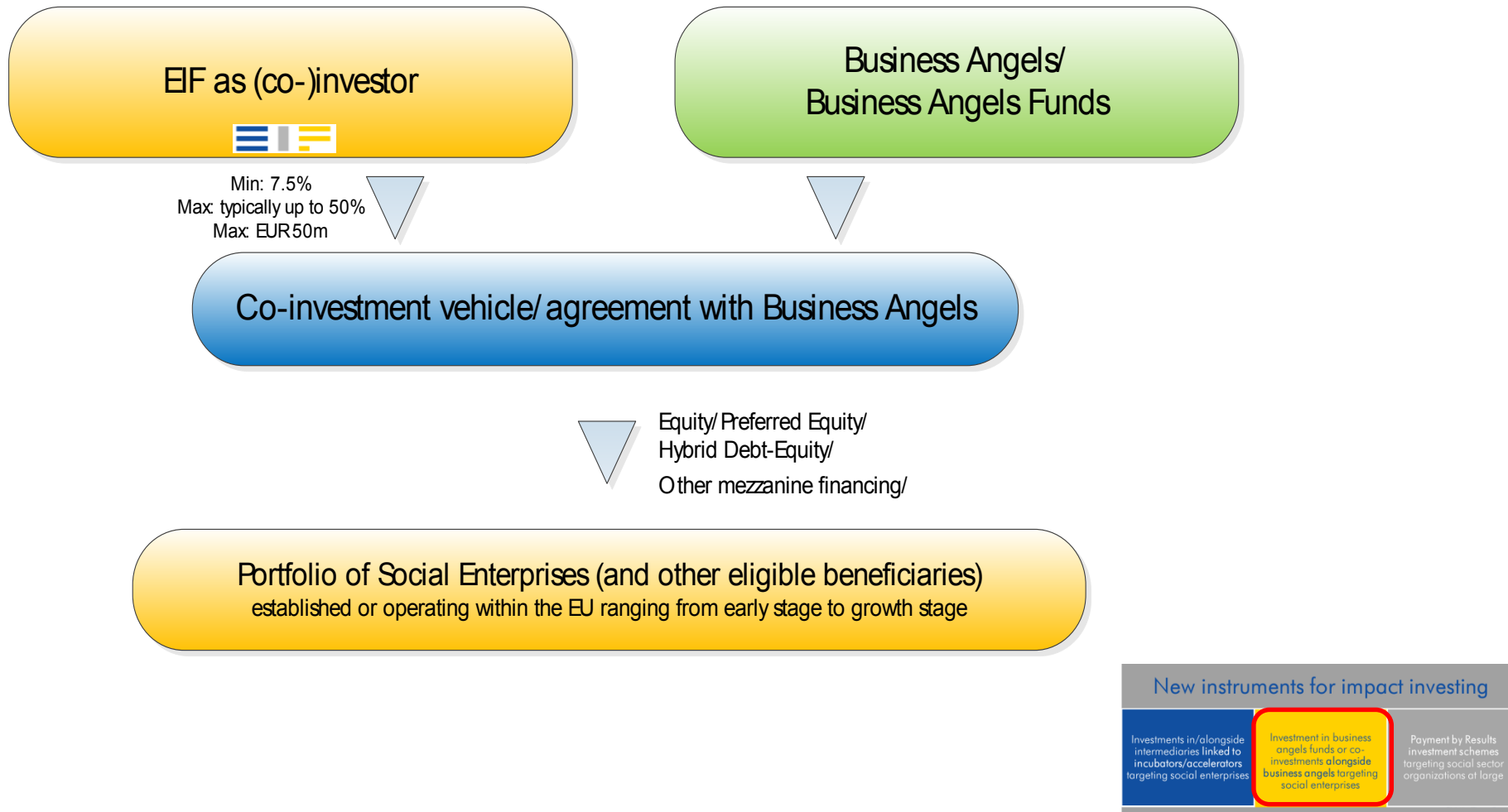
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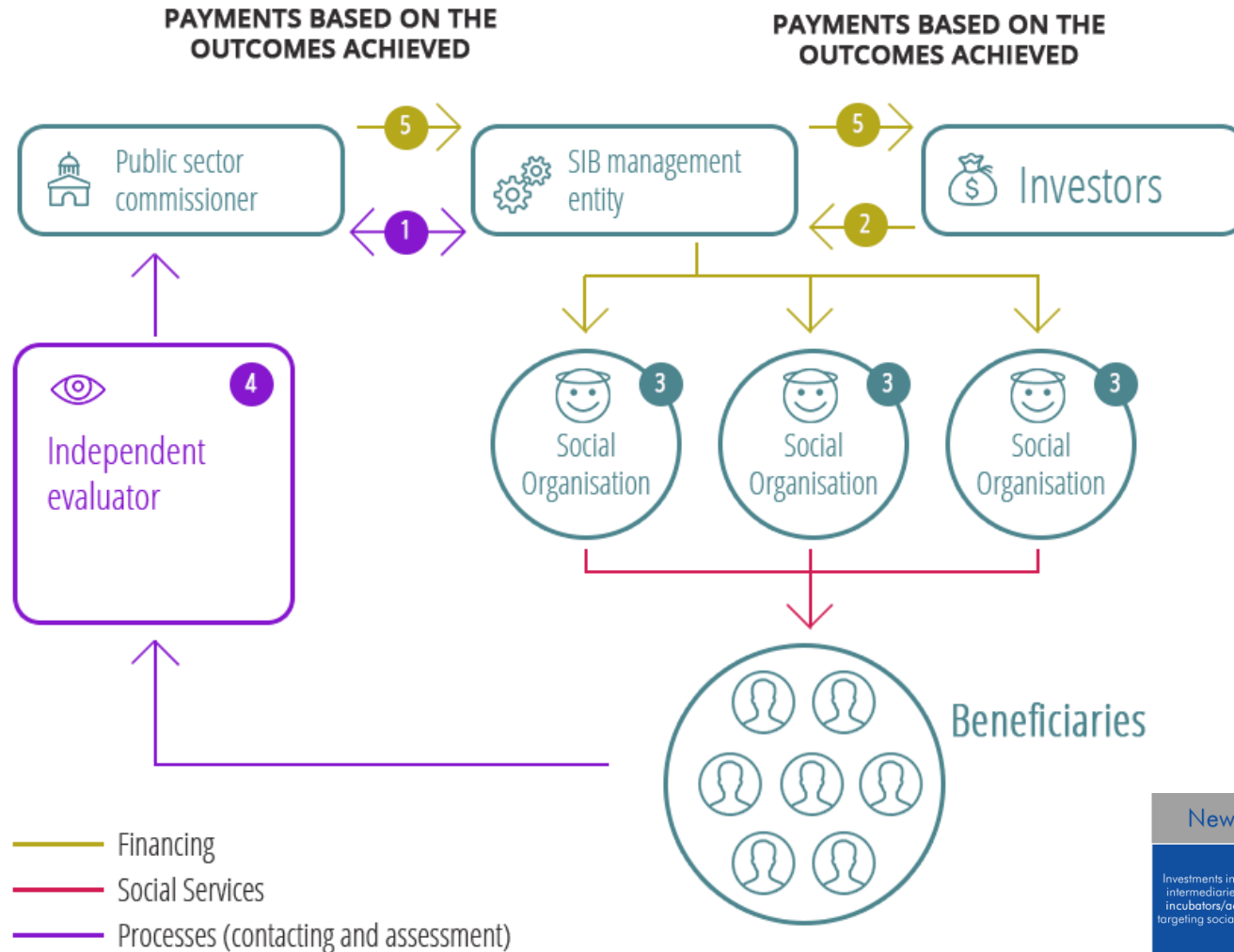
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Social Impact Business Angels



Payment-by-Results



New instruments for impact investing

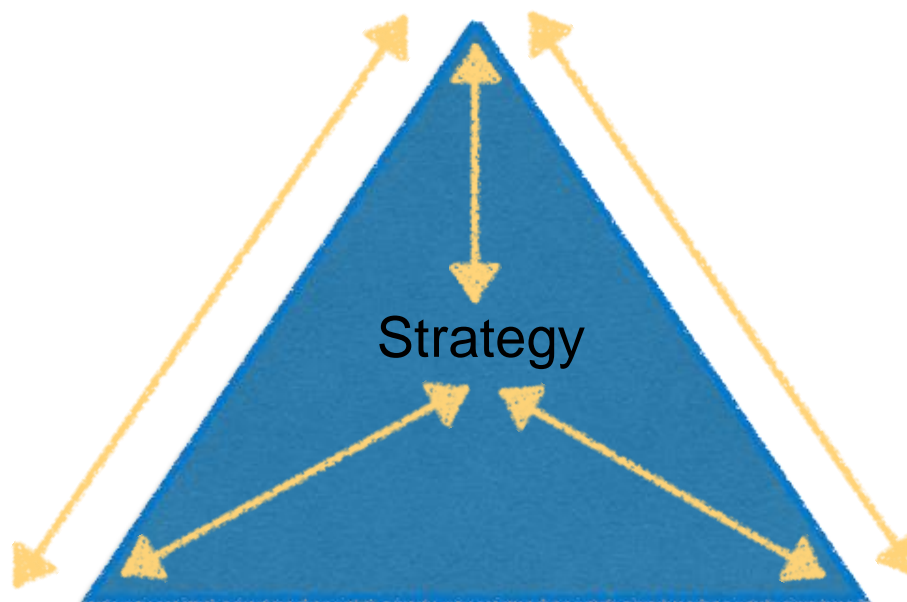
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The Magic Triangle

Team/Track-Record



Market Opportunity

Fund Parameters

Contact



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