



Crowdfunding and social impact

Daniele Calzolari, La Bolsa Social, Spain



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La Bolsa Social in numbers



- **1st authorised** equity crowdfunding platform in Spain for social enterprises
- Established in **2015** by José Moncada
- **22 social enterprises** financed linked to SDGs
- **EUR 4.5 million** invested
- **>6 500 investors** community
- **>700 companies** analysed
- **2 exits** (45% IRR)



Our investors seek to invest in:

- Impact entrepreneurs, born to solve social problems
- Early-stage companies with validated business model and measurable social impact
- Scalable businesses
- Based in Spain



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Social impact is about real economy



We are sector agnostic, provided that there is social impact. Our portfolio companies are active in agri-food, sustainable fashion, healthcare, education, smart cities, among others.

Equity investment rounds **between EUR 100k and EUR 500k.**



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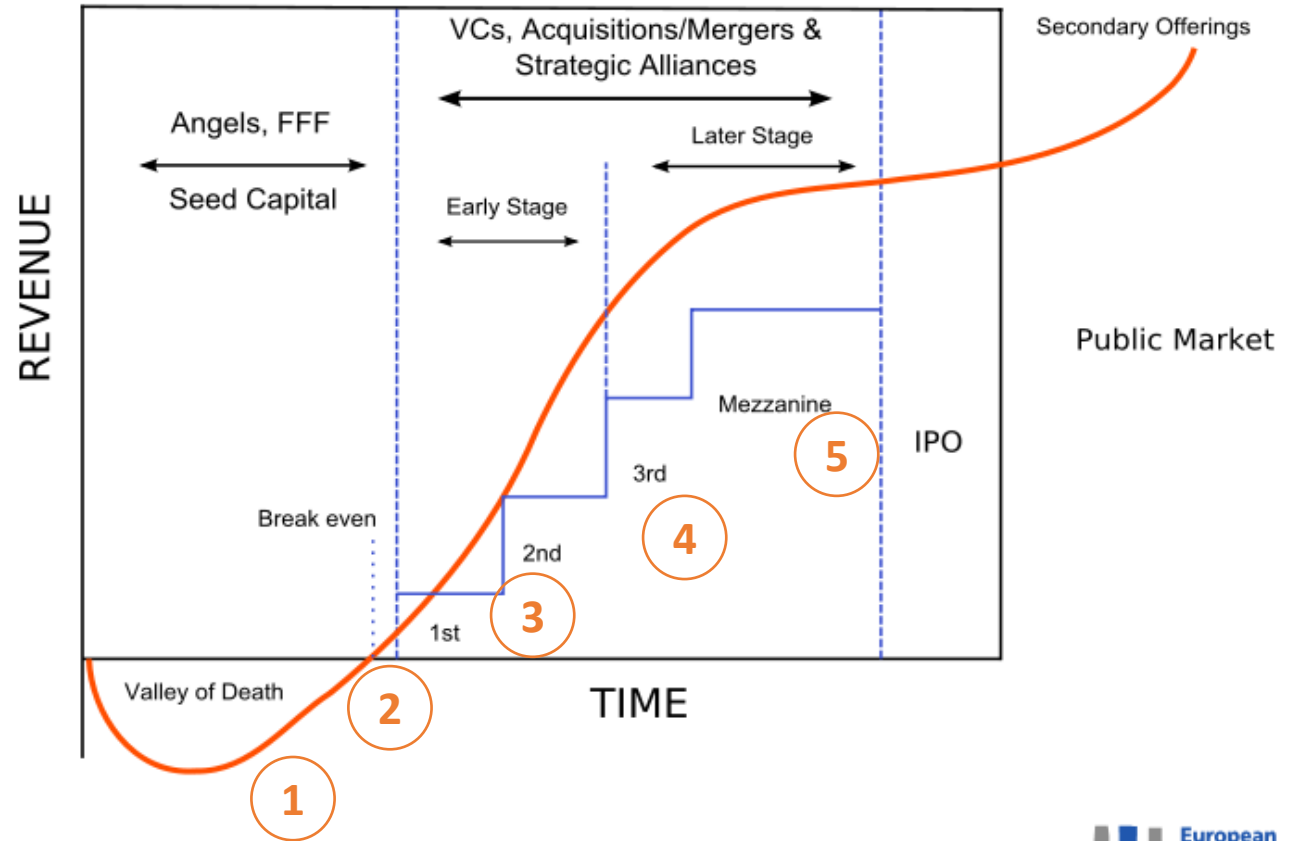


Financial solutions for each phase



1. Crowdequity ✓
2. VC Fund ✓
3. Impact M&A ✓
4. Crowdlending 🛠️
5. Secondary market 🛠️

Startup Financing Cycle



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Crowdfunding and ESF are compatible



Crowdfunding platforms and European Social Funds are compatible and complementary...

...because they attract private capital to solve social and environmental challenges of the SDGs in a transparent, participative and democratic manner.

Crowdfunding platforms are eligible financial intermediaries...

...when authorised by the national securities market supervisor (e.g. CNMV in Spain) and selected by local public authorities (e.g. municipalities, ministries etc.).

How could ESF play a differential role to enhance impact through crowdfunding?

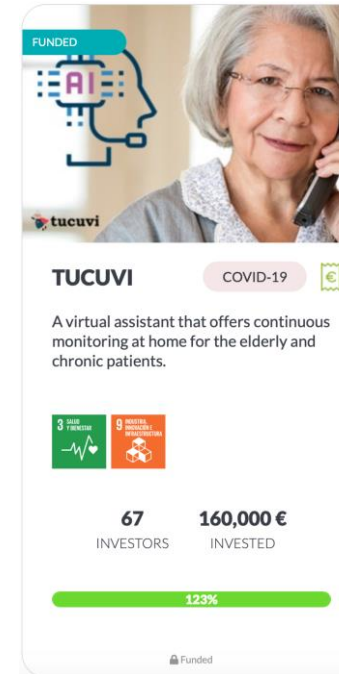
- 1) Match-funding mechanisms stimulate co-investment (burden sharing).
- 2) Guarantees schemes (crowdlending) generate trust and attract private capital.
- 3) Blended finance (e.g. first loss, concessional return) catalyses private capital (multiplying x4 public money).
- 4) Complementary technical assistance schemes contribute to the success of young social enterprises.



Responding to COVID19 crisis



- 95 applicant companies
- 2 successful crowdfunding campaigns
- 128 investors invested EUR 315k in:
 - AI application for medical monitoring for elderly population
 - Software solution to promote healthy lifestyle in the sustainable city
- Selection process still in progress
- Top-notch alliance of impact investors



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¡Muchas gracias!



daniele.calzolari@bolsasocial.com

www.bolsasocial.com



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