



Inspiratiedag MET IMPACT

28/01/2020 Leuven

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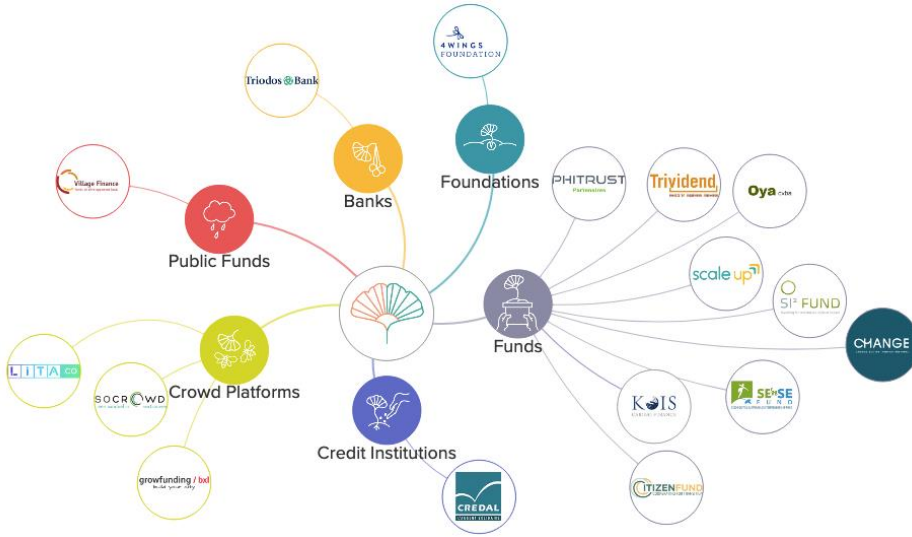


Origins of the project

- Solifin is Belgian member-based organization created in **2019** which believes that money can have a positive impact when used to support the real economy that innovates and tackle societal challenges
- Solifin's seven founding members:



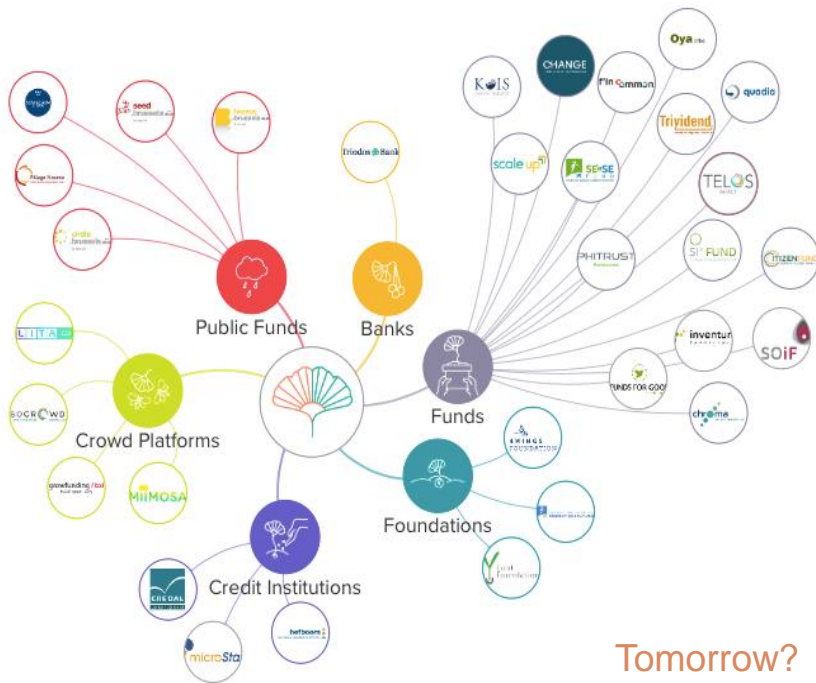
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Solifin's network



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Tomorrow?



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Board of directors



Piet Colruyt
CEO / Impact Capital
in Piet Colruyt



Isabelle Philippe
Director / Credal
in Isabelle Philippe



Olivier Van Cauwelaert
CEO / Scale Up fund
in Olivier Van Cauwelaert



Etienne de Callatay
Chairman / Orcadia Asset management
in Etienne de Callatay



Thomas Van Craen
Managing Director / Triodos Bank
in Thomas Van Craen



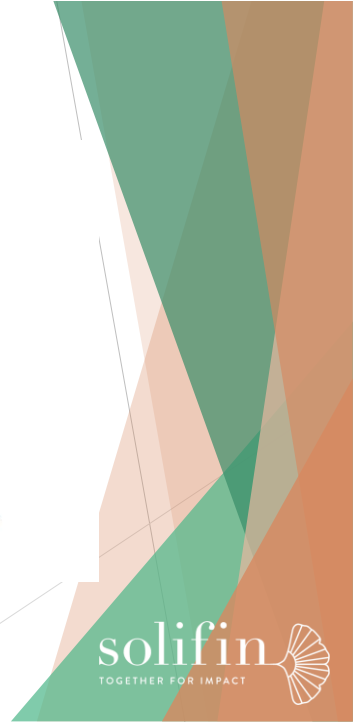
Celine Bouton
Deputy Director / Lita.co
in Celine Bouton



Virginie Samyn
CEO / 4Wings Foundation
in Virginie Samyn



Luc Van Liedekerke
Professor / UAntwerpen & KULeuven
in Luc Van Liedekerke



Ethics committee – members



Nikolay Dentchev
Professor / Vrij Universiteit Brussel
in Nikolay Dentchev



Tanguy Vanloqueren
Advisor / Foundation For Future Generations
in Tanguy Vanloqueren



Sarah Schelstraete
Director / Social Innovatie Fabriek
in Sarah Schelstraete



Christel Dumas
Associate Professor / ICHec Brussels Management School
in Christel Dumas



Virginie Khaufclair
Associate Professor / HEC Liège
in Virginie Khaufclair



How it works?

STEP 1 - Smart mapping

Entrepreneurs fill in the online submission form about their project, their sectors, their state of development and the amount they are seeking

How to proceed

- ✓ **Step 1: smart mapping**
Answer the 4 questions on your project and see all the financial opportunities available to you.
- > **Step 2: project submission**
- > **Step 3: fundraising workshop**
- > **Step 4: matchmaking session**
- > **Step 5: deal making**

Step 1: smart mapping

Amount

From

Up to

Stages

What is your stage of development?

Sectors

What is your sector?

Locations

What is your location?



STEP 2 : Project submission

Solifin shows all the available financial tools for the project owner. If they submit their project to review, we "match" them with the members of our network and organize a matchmaking session where they can pitch their project and discuss face to face with – at least – four of them.

CONVERTIBLE DEBT

Loan that entitles the lender (or the holder of loan debenture) to convert the loan to common or preferre... [read more](#)

PHITRUST
Partenaires

GRANT CIRCULAR ECONOMY

A grant is an award, usually financial, given by one entity (typically a company, foundation, or governme... [read more](#)

Village Finance
Centre de développement local

DEBT

Debt is an amount of money borrowed by one party from another. Debt is used by many corporations and indi... [read more](#)

Oya co

EQUITY

Equity represents the amount of money that would be returned to a company's shareholders if all of the ... [read more](#)

scale up





STEP 3 : Fundraising workshop

We provide to the entrepreneurs a workshop focused on different aspects of fundraising such as the different financial options for them, getting to know the ecosystem and the impact investing landscape. We coach them on their impact statement and 5-minute pitch in order to be the best prepared to meet the investors.

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Citizenfund

- **Organisation** : private fund
- **Sector**: multisectoral (not limited)
- **Location**: Belgium
- **Target size**: seed and early stage
- **Investment structure** : Equity and Debt
- **Investment min/max** : min. 2 000€ max. 15 000€
- **Impact measurement** : work in progress – based on SDGs
- **Time and proceedings** :
 - *Introduction/analyze/selection committee*
 - *Presentation to cooperators and vote*
 - *Intervention (loan or capital) + follow-up (observer)*
- **Size**: Investment capacity = 130 000 euros
- **Exit strategy** : long-term
- 7 companies in portfolio



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Oya Seed

- **Organisation** : Private Fund
- **Sector**: Health & well being; sustainable cities and communities, decent work and economic growth
- **Location** : BE + NL
- **Target size**: starting organizations
- **Investment structure** : Equity or convertible loans.
- **Average participation**: 50 K max
- **Impact measurement** : SROI
- Time and proceedings :
*Filling in the Business Model Canvas / Meeting/
Discussion with the Team/ Presentation to the Board*
- **Size**: portfolio of 1.5 M EUR
- **ROI** : 2-5%
- **Projects funded** : BeeOdiversity, Kampani, Helder Recht



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Trividend

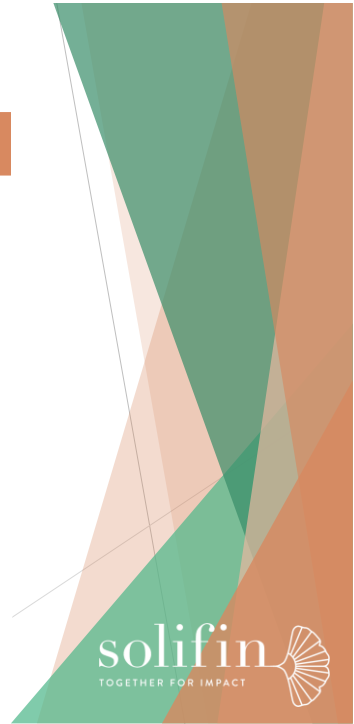
- **Organisation**: Private fund
- **Sector**: Renewable energy, mobility, employment, supporting initiatives, living production, sustainable food
- **Location**: Belgium
- **Target size** : start up and expansion stage
- **Investment structure** : Equity and Debt
- **Investment**: min. 50 K EUR & max. 150 K EUR
- **Projects funded** : Billy Bike, Cyclobility, de Wassende Maand
- **Size** : 1,8 M EUR in portfolio
- **ROI** : 4%



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Which financial actor for which stage of your project?

| SEED | EARLY | GROWTH |
|---|---|---|
|   |   |   |
|   |   |   |
|   |   |   |
| <p>KOIS</p> |    |  |



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STEP 4 – Matchmaking
 After a 5-minute pitch in front of all the investors, we match entrepreneurs and investors during 20-minutes “speed dating” in order to trigger the fundraising process.



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Matchmaking 2019

- ▶ Matchmaking sessions
 - ▶ 4 sessions hosted by Citizenfund, Triodos Bank, Hub.Brussels, Coopcity
 - ▶ 4 x 2-hour workshops
 - ▶ 29 impact enterprises
 - ▶ 14 early stage, 12 start-up, 3 scale-up
 - ▶ 19 based in Brussels, 7 in Wallonia, 3 in Flanders
 - ▶ Examples of success stories:
 - ▶ WAIO (Citizenfund, Credal/Change, Brucircle)
 - ▶ Happy Hours Market (Citizenfund, Lita.co, Triodos Bank)
 - ▶ Into the Spoon (Village Finance, close contact with Trividend)
 - ▶ Konligo (Lita.co, Trividend?, Finance.Brussels)



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The capacity building

- ▶ The agenda:
 - ▶ Common filtering canvas
 - ▶ Common advocacy agenda
 - ▶ Sharing knowledge on valorisation of social enterprises
 - ▶ Co-creation of an « impact » certification/label
 - ▶ **How to foster co-investment within the network?**
 - ▶ How to create synergies in investment management? (for ex. board representation)
 - ▶ What do we do with « junk » pipeline?
 - ▶ Innovative ways of financing management costs + access public guarantees
 - ▶ How to set up good partnerships with pre-funding organisations? (Sociaal Innovatie Fabriek, GroupeOne, VentureLab, Beefounders, etc.)
 - ▶ Data strategy
- ▶ **What priority?**

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