

SUCCESSFUL IMPACT INVESTORS MODELS FOR FUNDING SOCIAL ECONOMY IN EUROPE 8 CASE STUDIES

*Empowering partnerships
for social innovation*



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1. Introduction

During all phases of a social economy entities, the issue of financing remains a major and often complex challenge, regardless of their legal form. Yet, there are many actors and financing tools adapted to these projects.

Research studies repeatedly show that funding strategies of social enterprises differ from mainstream SMEs. Therefore, financing sources of social enterprises differ from other businesses. The study¹ of the social enterprise sector conducted in the UK in 2023 shows that social enterprises have a lower propensity to use traditional banking products (such as overdrafts and loans), and instead rely on factoring/invoice discounting and grants funding provided by central government and local authorities. This suggests that mainstream lenders do not offer financial products appropriate to the needs of social enterprises.

This document reviews financing options for social economy entities available in Europe that correspond to social enterprise needs, stage of development, and legal status. This review is not meant to be exhaustive but surveys the principal actors and schemes in Europe that can be approached by social economy actors to help them in their search for financing.

The relevant financing options can be broadly categorised into five groups: grants, debt instruments, equity, risk protection and hybrid instruments.

¹ Liñares-Zegarra, J. M., & Wilson, J. O. S. (2024). Access to finance for UK social enterprises. *The European Journal of Finance*, 30(15), 1757–1784. <https://doi.org/10.1080/1351847X.2024.2332712> accessed from <https://www.tandfonline.com/doi/full/10.1080/1351847X.2024.2332712#d1e160>

2. Financing continuum for social enterprises

The financing continuum for social enterprises in Europe spans a diverse range of financial instruments, designed to support organizations at different stages of growth and impact maturity. At the early stage, grants and subsidies—often provided by governments, the European Union, or philanthropic foundations—play a critical role in funding innovation, capacity building, and pilot projects without requiring repayment. As enterprises develop, they may access concessional loans, bridge loans, or senior debt, which provide repayable capital under varying terms of flexibility, risk, and cost. For organizations needing more adaptable financing, quasi-equity instruments such as revenue participation loans, convertible debt, and subordinated debt offer repayment structures tied to performance or future events, bridging the gap between debt and equity. At the more advanced stage, equity investments—including concessional, subordinated, and regular equity—enable enterprises to scale their operations while aligning with impact-driven investors.

Depending on the enterprise's age, business model, and revenue profile, certain financial products are more suitable than others. For instance, early-stage social enterprises with limited revenue and high uncertainty may benefit most from grants, patient capital, or convertible debt, which provide flexibility without immediate repayment pressure. In contrast, a mature enterprise with steady cash flow—such as a recycling cooperative with long-term service contracts—may be well-positioned to take on senior debt or revenue-based financing. Meanwhile, scaling ventures with strong growth potential, such as a tech-enabled social enterprise in education or health, might seek impact equity to accelerate expansion without taking on heavy debt burdens. Tailoring financing to the specific needs and maturity of the enterprise is key to supporting sustainable growth and long-term impact.

Table 1 summarises financial products for social enterprises specifying the business model and development stage of the enterprises for which the product is most appropriate.

Table 1: Financial products for social enterprises

Financial product	Definition	Typical Ticket Size (EUR)	Business Model of Product Users	Development Stage of Product Users
GRANTS				
Regular Grant (*)	Non-repayable funds provided to support early-stage or nonprofit activities, typically without performance conditions.	5k - 500k	Non-revenue generating	Seed/Start-up
Rewards-Based Crowdfunding	Financial contributions to a project or enterprise in exchange for a non-financial reward (goods or services) at a later stage.	3k-50k	Mixed Revenue / Revenue generating	Seed/Start-up
Repayable Grant	Funds that must be repaid under certain conditions, often if the project generates revenue.	50k - 500k	Mixed Revenue / Revenue generating	Early growth
Matching Grant	Grants that require the recipient to raise matching funds, promoting co-financing and sustainability.	10k - 1M	Non-revenue generating	Early growth
DEBT				
Accounts Receivables Advance	A short-term financing arrangement where a lender advances funds to a business based on the value of its outstanding invoices or receivables.	50k - 5M	Mixed Revenue / Revenue generating	Early to scaling
Outcomes-linked Loan (*)	Debt where repayment terms and interest are linked to the achievement of impact outcomes.	250k - 5M	Mixed Revenue / Revenue generating	Scaling

Debt Co-Financing	Joint debt provision with other investors or lenders to spread risk and expand capital availability.	100k - 5M	Mixed Revenue / Revenue generating	Expansion
Concessional Debt (*)	Loans offered at below-market terms, such as reduced interest rates or longer grace periods.	100k - 3M	Mixed Revenue / Revenue generating	Scaling
Senior Debt	Primary debt that has seniority in repayment and is often used for more mature ventures.	500k - 10M	High-growth	Maturity
Debt Crowdfunding	Retail investor funding through platforms, where investors provide loans with expectations of fixed returns.	10k - 500k	Mixed revenue	Seed to early
Bridge Loan (*)	Short-term debt used to cover temporary financing gaps or operational costs.	50k - 1M	Mixed Revenue / Revenue generating	Early growth
QUASI-EQUITY				
Convertible Debt	Debt that can convert into equity under specific conditions, offering flexibility to both investor and investee.	100k - 2M	High-growth	Early to expansion
Subordinated (junior) debt	Subordinated debt that ranks below senior obligations, offering higher returns but taking greater risk.	100k - 5M	Mixed Revenue / Revenue generating	Expansion/Scaling
Revenue Participation Debt	Financing repaid through a share of future revenues, aligning investor returns with company performance.	100k - 2M	Revenue generating	Early growth
EQUITY				
Equity crowdfunding (*)	Equity investment in early-stage, high-growth firms, seeking large returns and scale potential.	10kv- 1M	Revenue / High-growth	Seed to early growth
Concessional Equity	Equity investments made on softer-than-market terms to support mission-driven enterprises.	50k – 200 k	Mixed Revenue / Revenue generating	Early to scale
Venture Capital (*)	Retail investor funding through platforms, where investors provide loans with expectations of fixed returns.	500k - 10M	High-growth	Early to scale
Regular Equity (*)	Traditional equity investment in return for ownership, typically seeking market or above-market returns.	250k - 10M	High-growth	Growth to maturity
RISK PROTECTION				
Credit Guarantee (*)	Instruments that reduce lender risk by guaranteeing repayment in part or full in case of default.	100k - 10M	Revenue generating	Any
HYBRID				
Impact Bond with Investor and Third Party Outcome Payor	Debt that can convert into equity under specific conditions, offering flexibility to both investor and investee.	500k - 20M	Revenue/mixed	Scaling
Angel Investment	Traditional equity investment in return for ownership, typically seeking market or above-market returns.	50k - 1M	High-growth	Seed/Early

Financial products marked with () are featured in the case studies presented in Section 3.*

2.1. GRANTS

The category of grants includes financing solutions that do not require repayment or financial compensation. Depending on the tool or the actor, they can be used to finance investments or

operational costs. These financing tools can be relevant at all stages of development—from the emergence phase to scaling up—and for all legal statuses. In most cases, however, grant programmes target emerging social impact projects or new social enterprises with high impact potential. They support testing, experimenting and shaping the idea before launching their activity. Eligible for these programs or grants are entrepreneurial projects that require a validation and modeling phase of the concept.

2.1.1. Regular grant

Regular grants are provided to the individuals and businesses to test their innovative ideas that focus on solving social or environmental issues and have a scale-up potential. Most commonly, they are offered in combination of other support services, such as mentoring, expert advice and networking to support the innovators in fine-tuning the idea, testing it and developing a prototype product. For instance, [TransferHUB](#), Poland is a social incubator which invites social enterprises and social innovation projects in the area of employment creation to participate in the incubation programme within which innovators receive grants of up to €25,000 to finance the development and implementation of an innovation prototype, testing innovations with recipients and users, refining the final version of the innovation. **The details of TransferHUB's offer is described in the Case Study no. 1.**

Conversely, the [Foundation for Future Generations](#), Belgium runs a “Prototyping the Future” within which it offers grants of up to €5,000 to students entrepreneurs who are pre-selected by Walloon, Flemish, and Brussels student incubators. A jury of experts then selects the most promising initiatives with a positive societal impact for which a grant would have a crucial leverage effect and bring them closer to bringing their product, service, or technology to market.

Another approach is utilised by [France Active](#) with a support programme called “Pacte Émergence” dedicated to the emergence of entrepreneurial projects with strong social impact potential. After support from a France Active advisor and selection into the program, the project is presented to France Active's financial partners who may award a grant of up to €20,000, aimed at funding the maturation and experimentation phase.

2.1.2. Rewards-based crowdfunding

Rewards-based crowdfunding consists of individuals donating to a project or business with the expectation of receiving a non-financial reward in return, such as goods or services at a later stage. A common example is a project or business offering a unique service (rewards) or a new product (pre-selling) in return for investment. This form of crowdfunding allows companies to launch with orders already on the books and cash-flow secured (a major issue for new businesses) and gathers an audience before a product launch. It is a popular option for startups and entrepreneurs as it provides a way to fund the launch of new companies or products. It is particularly suitable for products and services that either are innovative or garner high levels of consumer attention.

For instance, [MiiMOSA](#), Belgium is a crowdfunding platform supporting agricultural and food transition project which collects donations in exchange for products, stays or life-size experiences.

[Growfunding](#), another Belgian crowdfunding platform supports organisations, collectives, start-ups or individuals with projects addressing societal challenges and have positive social change as their main objective. Growfunding facilitates setting up crowdfunding campaigns and raising funds typically

between €3,000 and €15,000. Coaches assist the project owners in developing the communication, choosing the target amount, brainstorming on the types of awards.

2.1.3 Repayable grant

Repayable grants are designed for organizations which want to move away from standard grants and look towards more income generating approaches, those who have moved beyond start-up funding and other similar programmes but are not yet able to access loans or other social investment options. It supports social enterprises and community businesses to develop the confidence to seek and repay investment as part of building sustainable futures in changing times.

A repayable grant is a financial instrument that provides funds to early-stage enterprises under the condition that repayment is required only if certain agreed-upon criteria are met—typically, if the funded project begins to generate revenue. This structure enables recipients to access capital during the critical early growth phase without immediate financial burden, while aligning repayment with success milestones. Since the investment is a grant, not a loan, no interest is charged, and no penalties will be enforced in the event the grant is not repaid.

The [Rank Foundation](#), UK is a good example of the repayable grant funding available to social enterprises and community businesses in Plymouth. Grants ranging from between £5,000 and £65,000 give them the confidence to seek and repay investment as part of building sustainable futures in changing and challenging times.

2.1.4 Matching grant

A matching grant is a funding mechanism that requires recipients to secure an equivalent amount of funding from other sources, fostering co-financing, financial discipline, and long-term sustainability. This instrument is particularly valuable for non-revenue generating mission-driven entities in the early growth phase and require support to scale impact.

The [Rank Foundation](#) in the UK runs a RISE Match Trading programme where the amount of grant funding matches the amount of income generated from business operations, pound-for-pound. Each participating project has access to a three-year grant (a mix of pure grant and matched trading in years two and three, designed to incentivise earned income and to a maximum of £22.5K).

2.2. DEBT

2.2.1. Accounts receivables advance

An accounts receivables advance is a short-term financing solution in which a lender provides upfront capital to a business based on the value of its outstanding customer invoices. This instrument helps bridge cash flow gaps, allowing businesses to access working capital without waiting for invoice payments to be collected. This type of financing is particularly well-suited for growing enterprises with reliable receivables and established revenue streams. It enables them to maintain operational momentum, invest in growth, and meet short-term obligations without resorting to long-term debt or equity dilution.

[Coop57](#), Spain offers a financial advance product to its cooperative members as one of the products for maintaining liquidity. Given the delays in the invoices payment for the provision of services to public administration bodies, the cooperative provides small loans of no more than 80-90% of the invoice amount for up to 12 months.

2.2.2. Outcomes-linked loan

Outcomes-linked loans, also known as social impact bonds or pay-for-success financing, are an innovative funding mechanism increasingly available to social enterprises in Europe. These loans link terms and conditions concerning interest, fees and repayment to the achievement of specific social or environmental outcomes, such as improved employment rates, reduced homelessness, or better health outcomes. The social enterprise is incentivised to maximize its impact by receiving financial rewards ranging from discounted interest payments to partial or even full remission of the loan repayment. In some cases, if the activities lead to exceptional results, the interest and debt can even be forgiven. Due to the fact that financial returns can essentially be compensated by impact, a performance-based loan could even be relevant for a non-profit organisation without the ability to fully cover its cost. This is particularly the case if there the lender is a philanthropic or donor organization that is using a performance-based loan instead of a grant and will forego repayments and interest in return for impact.

Outcomes-linked loans are often combined with other financing mechanisms into a hybrid financing schemes such as impact bonds with investor and third party outcome payor described in the next section of this report. While hybrid instruments involve public and private financiers, a simple outcomes-linked loans are contracts between a financial provider and a social enterprise.

[FRW](#), a loan fund in Poland, like several other similar institutions in Poland, offers loans to social economy entities to invest in assets, develop new products and services that will increase revenues, to create new jobs and to finance other activities. When the borrower meets pre-defined outcomes, such as at least one job created or maintained, the interest rate is significantly reduced. Additionally, 25% of the loan amount can redeemed if additional outcomes related to supporting people with disabilities or special needs are achieved. **The details of FRW's offer is described in the Case Study no. 2.**

2.2.3. Debt co-financing

Co-financing loans are granted to the institutions which secured part of the funding needed to support the project and seek complementary funding from another financial institution. Co-financing, therefore, is conditional on securing other loan or pre-arrangements for another loan or other financial product and can take various forms.

A matching loan can complement grant funding obtaining which requires own contributions. For example, [Clann Credo](#), Ireland provides match funding loans to the institutions which apply for the government-funded grants but lack sufficient own funds to cover required contributions of up to 25% of the project cost.

Another type of co-financing takes place when two non-bank financial institutions co-fund the social enterprise. [F'inCommon](#) and [FUNDS FOR GOOD IMPACT](#) Belgium offer additional loans in the same amount and with the same financing conditions that a social enterprise secured in another financial institution, such as Credal, W.alter, Brusoc, NewB or other financial institution.

Top up loans can also be offered to the social enterprises which fundraised through crowdfunding platforms. [FUNDS FOR GOOD IMPACT](#), Belgium provides 0% loans to social enterprises in the seed and start-up phase. The co-financing loan matches loans from crowdfunding platforms, such as Lita.co. [SoCrowd](#) in Belgium goes a step further by helping social enterprises set up a crowdfunding campaign and engage their supporters, customers, members, and others to purchase shares in Socrowd. After a successful appeal, SoCrowd triples the amount raised and pays out the money as an interest-free loan to the social enterprise project.

2.2.4. Concessional debt

Concessional loans, also known as preferential loans, are provided to social enterprises on terms that are more advantageous than those typically available in the marketplace. Such favourable conditions may include, most commonly, interest rates set below market levels and the option to defer repayments. The primary objective of these loans is to lower the cost of capital and alleviate financial pressures, thereby enabling social enterprises to pursue long-term social and environmental goals without jeopardising their financial sustainability. Financial institutions are able to offer concessional loans because their operational models prioritise social impact over profit, and they are supported by a blend of subsidies, guarantees, philanthropic funding, and blended finance mechanisms to mitigate risk and reduce costs.

There are many examples of financial institutions offering concessional loans to social economy entities, including [AFIN](#) in Romania providing access to financing for entities with social impact who have overcome their start-up phase and need capital resources to grow, [Community Finance](#) Ireland supporting organisations in the voluntary, community and social enterprise sector, [Credal](#), Belgium supporting social enterprises and cooperatives in Brussels and the Walloon region (**further described in Case Study No. 3**), [Hefboom](#), Belgium offering loans to non-profit organizations, social entrepreneurs, cooperatives, artists and cultural organizations, [Finance&invest.brussels](#), Belgium providing loans at a reduced interest rate.

2.2.5. Senior debt

Senior debt, or regular loans, offered to social enterprises in Europe represent traditional financing where lenders have the highest priority claim on the enterprise's assets in case of default. These loans typically come with fixed interest rates and repayment schedules and are often provided by commercial banks, ethical lenders, or social finance institutions. Senior debt is usually secured by collateral, making it less risky for lenders but sometimes challenging for social enterprises with limited tangible assets. Despite this, many social enterprises in Europe access senior debt to finance working capital, equipment, or expansion projects, especially when they have proven business models and stable cash flows. This form of financing allows enterprises to maintain full ownership while leveraging debt to grow, provided they can meet the repayment obligations.

[Citizenfund](#), Belgium is a citizen investment cooperative offering small loans of up to EUR 15,000 at up to 6% interest rate. The fund serves economically viable and disruptive projects with a positive societal impact in the start-up phase.

2.2.6. Debt crowdfunding

Debt crowdfunding often called peer-to-peer lending, is a direct alternative to a bank loan with the difference that, instead of borrowing from a single source, companies can borrow directly from a number of individuals who are ready to lend. Crowdlenders often bid for loans by offering an interest rate at which they would lend. Borrowers then accept loan offers at the lowest interest rate. Internet-based platforms are used to match lenders with borrowers. Due diligence is carried out for each loan request, as crowdfunding platforms have a duty to protect both businesses and investor interests. Platforms normally require financial accounts and a trading track record. Debt crowdfunding platforms serve profit-generating enterprises in the growth phase, launching a new product/service or expanding to new territories.

[Lita.co](#) in Belgium and France is a crowdfunding platform offering debt instruments to companies that develop concrete solutions to the major environmental and social challenges of our time. Quasi-equity takes a form of non-dilutive bonds which are complementary to bank loans to leverage and optimise the financing strategy.

[Ecco Nova](#), Belgium is a crowdlending platform that allows to quickly raise funds for renewable energy production projects, real estate development, or to finance the growth of SME businesses. Investment amounts range from € 150 k - 5000 k for up to 12 years.

2.2.7. Bridge loan

Bridge loans are short-term financial instruments extended to social enterprises across Europe to address temporary cash flow shortfalls, particularly while awaiting anticipated funds such as grants, contract payments, or investment releases. These loans offer immediate access to working capital, enabling organisations to sustain operations, deliver essential services, or commence projects without interruption.

[Coop57](#), Spain provides bridge loans to its members with contracted grant funding from the municipal authorities. The details of this product is presented in the **Case Study No. 4**.

[ERSTE Group Social Banking](#) offers bridge loans to social organisations in several countries of Central and Southern Europe.

[AFIN](#), Romania offers loans to enterprises with social impact to cover the costs of implementing the projects financed from European funds or other private sources before the contracted grant funding is disbursed. AFIN supports social enterprises in the growth phase.

[Credal](#), Belgium supports social enterprises and cooperatives in Brussels and the Walloon region with several types of loan products, including bridge loans of up to 12 months are considered to be a form of pre-financing of subsidies.

[Clann Credo](#), Ireland provides bridging loans to community and voluntary groups, charities, social enterprises and amateur sports clubs which can claim grants only upon the completion of the project and submission of the receipts for goods and work done. The bridge loan allow to cover the costs of project implementation and invoices payment.

2.3 QUASI-EQUITY

2.3.1 Convertible debt

Convertible debt is a hybrid financing instrument that begins as a loan but can be converted into equity under agreed conditions, typically during a future funding round or upon achieving specific milestones. This structure allows social enterprises to access capital without immediately giving up ownership, providing flexibility during early or growth stages. Convertible debt is particularly attractive to impact investors who seek both financial and social returns, as it enables them to support mission-driven organizations while retaining the option to become equity stakeholders later. It also helps enterprises delay valuation discussions and reduce initial dilution, making it a strategic tool for balancing growth capital needs with long-term mission alignment.

[W.ALTER](#), Belgium, a public fund in Belgium, facilitates the creation of social and cooperative economy businesses by supporting the start-up of your activities. Used at startup, this financing solution gives you the opportunity to benefit from sufficient liquidity to launch your business. This type of loan is considered quasi-equity. W.ALTER has the option of converting the loan into shares. The conversion is organized on the same principles as for an equity contribution (up to a maximum amount equal to the contribution of the cooperative members). In the event of a conversion, W.ALTER cannot become the majority shareholder. The amount of financing can reach up to €200,000 per project, or even €500,000 if your project is part of the energy transition.

2.3.2 Subordinated (junior) debt

Junior subordinated debt is a form of flexible, high-risk financing increasingly used in Europe to support social enterprises, especially those in growth or scale-up phases. This type of debt ranks below other loans in repayment priority, meaning it is only repaid after senior debts are settled in case of default—making it riskier for lenders but less burdensome for borrowers. Because of this subordinated position, it is often considered “quasi-equity” and can help social enterprises attract additional funding by strengthening their capital structure. In Europe, mission-driven investors and impact finance institutions may offer junior debt with concessional features, such as lower interest rates, extended repayment terms, or performance-based conditions. This financing tool is particularly valuable for social enterprises that need capital to expand but want to avoid diluting ownership or cannot meet the strict collateral or profitability requirements of traditional lenders.

[ERSTE Social Banking](#) offers subordinated loans to social or green business to cover up to 30 % of the planned investments with the financing volume within the range of EUR 50,000–500,000. Subordinated debt strengthens the capital base thus improving financial and risk profile, enabling the enterprise to obtain further co-financing with a bank loan. Quasi-equity from ERSTE Social Banking does not require any personal guarantees or collateral and has no effect on the company’s ownership structure. The subordinated loan has a fixed interest rate and the repayment period of up to 10 years and a grace period for principal repayment of 4 years.

[Foundation for Future Generations](#), Belgium runs a Seed Equity & Sustainable Entrepreneurship (SE'nSE) Fund with a competition every year to win seed capital of €50,000 in the form of a subordinated loan for young entrepreneurs with green start-ups. Its intention is to provide intermediate financing between the 3Fs (friends, family, and fools) and larger, more sustainable sources of funding.

[W.alter](#), a public fund in Belgium operating exclusively in the Walloon region of Belgium offers subordinated loans to social enterprises and cooperatives in early stage or growth stage to finance asset investment or cover operating expenses.

2.3.3 Revenue participation debt

Revenue participation debt, also known as revenue-based financing, is an innovative funding model that links loan repayments to a percentage of the enterprise's revenue rather than fixed instalments. This structure provides flexibility, allowing repayments to scale up or down based on the organization's financial performance—making it especially suitable for enterprises with variable or seasonal income. Unlike traditional loans, revenue participation debt does not require equity dilution or strict collateral, which makes it accessible to mission-driven organizations focused on reinvesting in their impact.

[Soria Futuro](#), Spain finances tangible or current investments with revenue participation loans. The loan interest rate is composed of two tranches, one fixed and one variable, linked to the evolution of the business project. In case of startups and young companies, a participating loan can be converted into equity at an agreed future date based on the achievement of a series of milestones. If a participating loan is converted into share capital, the capitalized amount may not exceed 40% of the resulting shareholding in the company. No additional collateral or guarantees are required and the performance does not affect the credit history of the borrower.

2.4 EQUITY

2.4.1 Equity crowdfunding

Equity crowdfunding consists of selling a stake in their business to a number of investors in return for investment. The main difference between equity crowdfunding and these traditional models is that, rather than establishing a one-to-one relationship, it is offered to a wide range of potential investors, some of whom may also be current or future customers. Equity crowdfunding does this by matching companies with would-be angels via an internet-based platform. This form of financing is suitable for enterprises in the pre-profit phase but with a solid business plan with financial forecasts showing that the business is investment-ready. Due diligence is usually carried out by the platform and the investor may have the option to ask for more information. The crowdfunding platforms focusing on serving enterprises with a purpose additionally, conduct the assessment of the expected impact of the companies and projects that will receive funding.

[Bolsa Social](#), a crowdfunding platform in Spain, offers equity investment in early-stage impact startups with high growth and profitability potential.

[Lita.co](#) in Belgium and France supports start-ups and scale-ups from seed to series B with social and environmental innovations and high impact potential to secure private equity investments. More details about their product are presented in **Case Study No. 5**.

2.4.2 Concessional equity

Concessional equity is a form of mission-aligned investment offered to social enterprises in Europe, where investors accept below-market returns or longer exit timelines in exchange for supporting high-

impact ventures. Unlike traditional equity, which prioritizes financial gain, concessional equity emphasizes social or environmental outcomes and often comes with more flexible, founder-friendly terms—such as limited control rights, capped returns, or performance-based exit conditions. It is typically provided by impact investors, philanthropic foundations, or development finance institutions that aim to catalyse growth in sectors like social inclusion, sustainable agriculture, or affordable healthcare. In Europe, concessional equity plays a crucial role in bridging the gap between grants and commercial investment, enabling early-stage or scaling social enterprises to attract capital without compromising their mission or ownership.

[Citizenfund](#), Belgium is a citizen investment cooperative offering minority stakes in equity of up to EUR 15,000 with the investment period of up to 10 years. The fund serves economically viable and disruptive projects with a positive societal impact in the start-up phase.

2.4.3 Venture capital

Venture capital for social enterprises in Europe is an evolving investment model that offers substantial funding to growth-stage social businesses, enabling them to scale their impact-driven innovations. In contrast to traditional venture capital, which prioritises financial returns, impact venture capital seeks to strike a balance between achieving social or environmental outcomes and delivering competitive financial performance. European impact-focused venture funds and specialist investors provide not only capital but also strategic guidance, access to networks, and sector expertise to social enterprises operating in sectors such as clean technology, healthcare, education, and inclusive finance. Typically, this financing involves taking equity stakes, allowing investors to share in the long-term success of the enterprise and to encourage rapid expansion and market growth. Venture capital serves as a vital bridge between early-stage grants or concessional funding and large-scale commercial investment, empowering social enterprises to drive systemic change across Europe.

[Sefea Impact](#), Italy provides equity (shares) or quasi-equity (convertible bonds, participating loans and subordinated instruments, etc.) Investments are available for start-up companies to scale their product or service, increase their customer base, and establish a sustainable revenue model. Investment value ranges from EUR 300,000 to 2,000,000. More information about Sefea Impact is presented in **Case Study No. 6**.

[Impact Ventures](#), Hungary invests only in companies with significant social or environmental impact - intentional and measurable. Particular attention is paid to compliance with the United Nations – Sustainable Development Goals, ESG and SFDR guidelines. It provides equity investments with minority stakes and convertible loans - debt that can be converted into equity at later funding rounds.

[Tilia Impact Ventures](#) in Czechia provides patient and mission-aligned capital to impact-driven companies (especially in climate, education, health, and social inclusion sectors) in early stage of development located in Central and Eastern Europe. The ticket sizes range between €300,000 and €1.5 million per deal for initial rounds. Tilia Impact Ventures cooperates with [Marc Impact Programme](#) an international acceleration programme for organisations from Central and Eastern Europe (currently Austria, Croatia, Czech Republic, Hungary, Romania and Serbia) to boost finance readiness and social impact. Marc offers capacity-building solutions for enterprises, enhancing their readiness for social impact generation, financing, and investment.

2.4.4 Regular equity

Regular equity provided to social enterprises entails investors supplying capital in return for ownership shares in the business, anticipating both financial returns and positive social or environmental outcomes. This funding approach is prevalent among growth-focused social enterprises with proven market potential and aspirations to scale. In contrast to concessional or subordinated equity, regular equity investors generally seek competitive returns and may participate actively in governance, for example, through board membership or exercising voting rights. European social enterprises secure regular equity from impact-oriented venture capital funds, private equity firms, and, on occasion, traditional investors interested in aligning profit with purpose. Such investment enables social enterprises to broaden their impact, foster innovation, and reinforce their market position, all while remaining committed to their mission-driven objectives.

[Den Sociale Kapitalfond](#), Denmark is a double bottom line investor offering equity investment as a minority or majority investor, typically for four to six years to impact-driving businesses. More information about the equity investments are presented in the **Case Study No. 7**.

[Shaping Impact Group](#), Belgium is a private equity fund manager investing in social impact enterprises in the scale-up phase whose product or service provides a strong response to a social or environmental challenge. Typical investments with minority stake range from € 250 k to 1500 k for 7-8 years.

[Impact Expansion](#), Belgium targets fast-growing impactful companies with proven business models and in need of capital and support to scale. It focuses on businesses in Western Europe (preferably in Benelux and France) aiming at affordable and effective healthcare, improvement of life opportunities through adult education and skill development, protection of the environment (transition to a low carbon economy including waste management, renewable energy, eco-friendly agriculture and food production solutions, circular economy). It offers minority and majority investments with the equity ticket range of €5m - €30m.

2.5 RISK PROTECTION

2.5.1 Credit guarantee

Guarantees offered to social enterprises in Europe serve as a form of risk mitigation provided by public institutions, development banks, or social finance organizations to help these mission-driven businesses access financing more easily. By covering a portion of the potential losses lenders might face, guarantees reduce the perceived risk of lending to social enterprises, which often have limited collateral or operate in challenging markets. This support encourages banks and other financial institutions to extend loans or credit lines to social enterprises that might otherwise be deemed too risky.

[France Active](#) offers guarantee solutions for start-ups and already established enterprises which want to further develop the business with positive social and environmental impact. The guarantee covers up to 65% of the amount of a bank loan up to €50,000 in the event of business failure. Details of the guarantee product are presented in **Case Study No. 8**.

[Mikrofonden](#), Sweden supports social entrepreneurs, social enterprises, cooperatives and associations by issuing credit guarantees not only for bank loans (incl. overdrafts, investment loans, bridge loans) but also for renting premises and leasing of, for example, an eco-friendly car or coffee machine.

2.6 HYBRID INSTRUMENTS

2.6.1 Impact Bond with Investor and Third Party Outcome Payor

Social impact bonds often referred to as social outcomes/impact partnerships or pay for success schemes are fundamentally partnerships that focus on achieving better outcomes and on measuring the real world impact on people in the most vulnerable situations. They differ from traditional fee-for-service contracts due to a focus on outcomes rather than inputs or activities.

Impact bonds are outcome-based contracts between public authorities and measurable outcomes established by the commissioning authority (the outcome payer) and the investor is repaid only if these outcomes are achieved. For example, payments would be made if a young person has entered a job or if a homeless person has been supported into sustainable accommodation.

There were many pilot projects testing social impact bonds schemes in the Netherlands, Portugal, Spain in the last 10 years and most of them were not replicated or scaled-up because of numerous administrative challenges and limited effectiveness compared to the other types of financial instruments. Social impact bonds require expertise and professional engagement of all involved parties, both public and private. The significant resources invested in the design, monitoring and management of the partnership can only be justified if certain economies of scale are achieved. Nevertheless, some social impact bond schemes continue, the examples of which are presented below.

[Life Chances Fund, UK](#) is a £70m fund committed by central government to help people in society who face the most significant barriers to leading happy and productive lives. It provides top up contributions to local government commissioners in England in order to support outcomes-based contracts involving social investment, referred to as Social Impact Bonds (SIBs). It currently runs 29 projects.

[Den Sociale Kapitalfond](#) Effekt Fund in Denmark invests in social impact bonds, by funding a supplier's intervention targeting a specific target group in areas such as employment, health and homelessness. The Fund's bonds are repaid through the achievement of social outcome objectives (e.g. helping a person in homelessness find a viable home). An entity, e.g., a municipality, rewards the achievement of these objectives – typically using funds saved because of the intervention.

2.6.2 Angel Investment

Angel investors, affluent and experienced entrepreneurs, provide financial backing to early-stage ventures in exchange for equity or convertible debt. Unlike venture capitalists, who typically manage pooled funds and seek high returns on investment, angel investors often prioritize the social impact of their investments alongside financial returns. This unique perspective allows them to support initiatives that align with their values, making them invaluable partners for NGOs and social enterprises aiming to create meaningful change. Moreover, angel investors can offer more than just capital; they bring a wealth of experience, mentorship, and industry connections. Their involvement can significantly enhance the credibility of a venture, attracting further investment and support.

[Bolsa Social](#), Spain offers support from social business angels in the form of equity investment, coupled with mentoring to impactful start-ups in late-pre-seed and seed phases, in the final stages of testing, prototyping, pre-industrialization, etc., with ambitious projections, and in startups in the commercial phase with strong market traction.

3. Case Studies



Case Study No. 1: Regular Grant

Regular grants are provided to the individuals and businesses to test their innovative ideas that focus on solving social or environmental issues and have a scale-up potential. Most commonly, they are offered in combination of other support services, such as mentoring, expert advice and networking to support the innovators in fine-tuning the idea, testing it and developing a product prototype.

1. Description of a financial product

Grants of up to EUR 23,000 are available for social innovation projects through TransferHUB for social innovators who successfully complete the pre-incubation stage. This stage involves preparing an innovation that effectively addresses the needs of the target audience and solves the identified problem.

The grant may be used to finance the development and implementation of a prototype, test innovations with recipients and users, and refine the final version of the innovation.

Grant applications are evaluated by a grant committee, which selects the most promising social innovation ideas. Successful applicants enter into grant agreements that outline the specific activities to be undertaken. Grant funds are disbursed in advance, in tranches, according to the activity schedule. Disbursements are closely aligned with the budget and timeline created by the innovator and are monitored by a TransferHUB mentor.

2. Types of social enterprises targeted

Social enterprises, cooperatives, nonprofit organizations, and early-stage impact entrepreneurs with innovative ideas aimed at improving job market inclusion, education, or social services are eligible to apply for grants. Most frequently, grant applications are submitted by nonprofit institutions and individuals.

Solutions developed with support from TransferHUB are made publicly accessible and are available through the Ministry of Family, Labour and Social Services under a Creative Commons license. These solutions can be utilized by nonprofit organizations (such as NGOs), public institutions (such as schools), or for-profit businesses.

3. Information about the financial institution offering the financial product

TransferHUB is a Polish social innovation incubator and accelerator, founded in 2011 and operated by the Fundacja Inicjatyw Społeczno-Ekonomicznych (FISE) in partnership with Youth Business Poland (YBP). The organization specializes in nurturing, developing, and funding early-stage social enterprises and social innovation projects focused on employment creation. Every social innovation project supported by TransferHUB aims to enhance the position of beneficiaries and users in the labor market—whether by

generating new opportunities, addressing work-related challenges, removing barriers, or proactively preventing their emergence.

TransferHUB delivers its incubation programs in four-year cycles. During the 2016–2019 cycle, it supported the development of 31 innovative projects. The 2020–2023 cycle saw support for 50 innovations, and the current 2024–2027 cycle is set to assist at least 30 employment-focused innovations.

4. Funding sources, financial instruments, other institutions involved

TransferHUB is financed from European funds. The current financing round is funded by European Funds for Social Development (EFSD) programme for 2021-2027 operated by the Ministry of Funds and Regional Policy and allocated by the Ministry of Family, Labour and Social Services through the calls for proposals for social incubators. The total eligible expenditure of the TransferHUB project is EUR 2.3 million, of which 95% was covered by European funds and 5% was covered by the state budget.

5. Pre-financing assessment of client's eligibility

Grant applications undergo formal assessment conducted by an incubation specialist based on the formal and content assessment forms within 15 working days of receiving the application.

The final decision about the grant is made by the Grant Committee.

The formal assessment covers four criteria, such as general eligibility (residence in Poland, participation in pre-incubation programme), credibility (completed pre-incubation programme), correct preparation of grant application and meeting the accessibility standards set out in the Guidelines for the implementation of equality principles within EU funds for 2021-2027.

The content assessment includes the evaluation of the alignment of the proposal with TransferHUB objectives (focus on work-related issues), innovativeness, universality and feasibility.

6. Information about the scale of outreach

Incubation programmes are implemented by TransferHUB in four-year editions. The 2016-2019 edition supported the development of 31 innovations, the 2020-2023 edition supported 50 innovations and the current edition (2024-2027) will support at least 30 employment-related innovations.

7. Challenges, lessons learned, ideas for the future

Through its experience, TransferHUB has found that offering intensive incubation and mentoring prior to the grant application process significantly enhances the quality of proposed solutions. Approximately one-third of mentees choose not to pursue their ideas further and do not apply for grants. The remaining participants submit well-developed proposals with clear plans for utilizing and testing their ideas with grant funding.

One of the main challenges is ensuring that solutions developed with grant support are implemented and sustained after the grant period ends. These solutions are made publicly available and can be adopted by any enterprise or institution, not just the original grantees. To encourage broader adoption, TransferHUB

promotes the solutions tested during the grant phase on its website, where materials are available for download.

Looking ahead, TransferHUB intends to continue offering these programs, contingent on the continued availability of funding.

8. Client Story

Agro-Eko-Lab <https://european-social-fund-plus.ec.europa.eu/en/social-innovation-match/case-study/agro-eko-lab>

The "Agro-Eko-Lab" initiative is designed to support young farmers, particularly those inheriting small family farms, as well as students enrolled in agricultural schools, by introducing them to innovative methods for producing and marketing farm products. This initiative provides a comprehensive suite of educational materials tailored for secondary and vocational schools specializing in agriculture. Developed as a micro-innovation by the "Dobre" Food Cooperative Association, these resources include a textbook, practical workshop plans for students (specifically intended for vocational education instructors), detailed schedules for study visits to farms and cooperatives, and a video showcasing the experiences of farmers who have successfully operated small-scale, integrated farms. The program was implemented across 10 vocational schools with an agricultural focus, engaging 114 students and 17 vocational subject teachers.

Case Study No. 2: Outcomes-Linked Loan

Outcomes-linked loan is a type of loan product where repayment terms are tied to the achievement of impact milestones or outcomes. As such, it is a part of a large class of financial instruments that provide incentives to the borrower to achieve certain pre-defined measurable and verifiable results (outcomes) by modifying certain terms and conditions of debt repayment based on the achievement of such outcomes.

1. Description of a financial product

Social economy entities can benefit from an innovative investment loan designed to reward measurable social impact. The product offers not only highly attractive terms—such as a loan amount of up to EUR 23,000 for up to 5 years, with a grace period of up to 6 months and a preferential interest rate of just 0.25%—but also unique incentives for achieving social outcomes. No fees or commissions are charged for granting or servicing the loan, and the security requirements are tailored individually to each applicant.

The loan can be used to finance investments in fixed and intangible assets, implement new technologies, develop new products and services, create jobs, and support other activities that drive the growth of social enterprises.

What sets this product apart is its outcome-linked structure: if the borrower achieves pre-defined social objectives—such as creating jobs for people with disabilities or mental health challenges, delivering community-based health or social services, improving accessibility for people with special needs, or implementing green economy projects—up to 40% of the loan principal may be forgiven. This approach not only reduces the financial burden on social enterprises but also directly supports their mission to generate positive social change.

2. Types of social enterprises targeted

This innovative loan product is available to a wide range of social enterprises, as defined by national legislation. Eligible entities include social cooperatives, employment-focused cooperatives, reintegration units supporting individuals at risk of poverty or social exclusion, social integration centres and clubs, Vocational Activation Centres (ZAZ), Occupational Therapy Workshops (WTZ), as well as non-governmental organizations recognized under the Act on Public Benefit and Volunteer Work. The offer also extends to non-profit companies, sports clubs, church organizations, and local government associations.

Importantly, the programme is open to both newly established social enterprises (operating for less than 12 months) and those with a longer track record. This inclusive approach ensures that a diverse spectrum of organizations—regardless of their stage of development—can access the financial support needed to drive meaningful social change.

3. Information about the financial institution offering the financial product

Fundusz Regionu Wałbrzyskiego (FRW) is one of the providers of this outcome-linked loan product. As a well-established business support institution in the Lower Silesia region, FRW has been strengthening the

Polish economy for over 33 years. The Fund has a proven track record in supporting micro, small, and medium-sized enterprises, social economy organizations, and agricultural producer groups.

Currently, FRW implements a wide range of EU and government-backed loan programmes, including low-interest working capital loans, mortgage loans, and dedicated financing for development, innovation, energy efficiency, and business start-ups. Beyond financial products, FRW also invests in people—offering subsidized training courses that help underemployed individuals and those at risk of unemployment to develop new professional skills and improve their prospects on the labour market.

4. Funding sources, financial instruments, other institutions involved

The portfolio of outcome-based loans is financed by BGK (the Polish Development Bank), which allocates funds to eligible regional and local loan funds through a competitive tender process. This initiative is part of the BGK project “European Repayable Instruments for the Development of the Social Economy,” implemented under Measure 04.09 ‘European Loans for the Social Economy’ within the European Funds for Social Development 2021–2027 programme, and co-financed by the European Social Fund Plus. BGK acts as a trustee, ensuring transparent and effective management of resources.

The project’s financial structure is robust, with co-financing from European funds amounting to 35 million EUR, a state budget subsidy of 2 million EUR, and an own contribution of 5 million EUR.

The financing agreement was signed in December 2024 between BGK and a consortium of loan funds. Altogether, 13 loan funds are actively implementing the BGK project, ensuring broad access and effective delivery of support to social enterprises across Poland.

5. Pre-financing assessment of client’s eligibility

Pre-financing assessment form is part of the set of documents that are submitted together with the loan application form.

6. Information about the scale of outreach

So far, 831 loans have been disbursed to social economy entities and 831 workplaces have been created. The outreach is limited by the total funding amount.

7. Challenges, lessons learned, ideas for the future

One of the main challenges in providing loans to social economy entities in Poland is the limited supply of funding relative to the high demand for concessional loan products. Although the terms are highly attractive, the total budget allocated for these loans restricts the number of entities that can benefit.

The product was launched in December 2024 and in the first six months the maximum loan amount was approximately EUR 100,000.

8. Client Story

ARTE Cooperative with a mission focuses on supporting the sustainable reintegration of individuals at risk of social exclusion—particularly those affected by homelessness or addiction—helping them return to both social and professional life.

ARTE's core activities include construction projects, interior finishing, and the renovation of apartments and stairwells. The cooperative also offers a broad range of cleaning services, including specialized work at heights and landscaping tasks such as planting, mowing, pruning, and weeding. Additionally, ARTE hand-paints ceramics—mugs, plates, bells, and other items—and provides custom printing on T-shirts and plush toys. Currently, ARTE employs 35 people under employment contracts, with an additional 15 individuals participating in internships. Access to financing for social economy entities has been instrumental in ARTE's resilience during the pandemic and its subsequent growth. The cooperative actively leverages every available support mechanism, including additional financing from BGK distributed through loan funds. These funds have enabled investments in fixed assets, machinery, and technical equipment, as well as employee training and consulting. A loan from FRW made it possible to cover the costs associated with the reconstruction and expansion of a residential and commercial building into a social welfare home with training and assisted living facilities, as well as the purchase of a 500 kW mobile, containerized boiler house—directly contributing to ARTE's ongoing development and impact.

Case study No. 3: Concessional Debt



Concessional loans, also known as preferential loans, are provided to social enterprises on terms that are more advantageous than those typically available in the marketplace. The primary objective of these loans is to lower the cost of capital and alleviate financial pressures, thereby enabling social enterprises to pursue long-term social and environmental goals without jeopardising their financial sustainability.

1. Description of a financial product

Loans available for social cooperatives, associations, and social economy entities can be used to support cash flow needs, finance movable or real estate investments, fund major purchases (such as vehicles, large equipment, or renovations), or enable the overall development of the project. Loan amounts range from EUR 2,500 to EUR 1,000,000 and may be structured as working capital loans (with terms of 1 to 5 years), short-term investment loans (3 to 7 years), or long-term investment loans (for up to 20 years).

The interest rate is competitive—comparable to the market rate—and is tailored according to the loan amount, duration, and the borrower's risk profile. Application fees typically range from EUR 200 to EUR 550. What truly sets Crédal's loans apart from those in the mainstream financial sector is their flexible approach to guarantees. Crédal collaborates closely with loan applicants to identify solutions that are well-suited to each project while appropriately considering the risk taken by Crédal.

Additionally, Crédal provides loans to self-employed individuals and entrepreneurs whose projects make a meaningful contribution to a more inclusive society—whether through social, environmental, cultural, or civic initiatives. Loans of up to EUR 100,000 are available for both short- and long-term investments, supporting major purchases, working capital, and periods of negative cash flow.

2. Types of social enterprises targeted

Crédal offers concessional loans to social enterprises, social cooperatives, nonprofit organizations, and commercial businesses that demonstrate a clear positive impact on the environment and society.

3. Information about the financial institution offering the financial product

Crédal is a Belgian social finance cooperative and ethical lender established in 1984. It provides ethical banking services, microcredit, and a range of financing solutions to individuals, nonprofits, social enterprises, and cooperatives. Crédal's mission is to facilitate access to financing for projects that advance the common good, with a strong emphasis on social inclusion, environmental sustainability, and democratic entrepreneurship.

Beyond loans for social enterprises, Crédal also offers bridging loans to support projects awaiting public subsidies or facing delayed payments, as well as occasional equity investments in social enterprises.

In addition to its financial products, Crédal delivers non-financial services including business coaching for social entrepreneurs and cooperative founders, financial literacy training for nonprofit leaders, and incubation support through partnerships with social innovation hubs.

4. Funding sources, financial instruments, other institutions involved

Crédal raises funds by mobilizing savings from its members to finance social projects. In addition, it leverages public funding through partnerships with the Walloon Region and Brussels-Capital Region and benefits from European Union programs such as the EaSI Microfinance Guarantee Facility. Recently, Crédal entered into the agreement with the Council of Europe Development Bank (CEB) for portfolio funding. Crédal also collaborates with other ethical banks, including Triodos Bank, in Belgium.

5. Pre-financing assessment of client's eligibility

Crédal employs a scorecard to assess loan applicants, utilizing a comprehensive two-part qualitative evaluation grid. The first part focuses on general considerations such as project location, organization size, and the intended purpose of the loan—ensuring it does not fund prohibited sectors like sex work, alcohol, weapons, or gambling. This section also evaluates the business model and the qualifications of the entrepreneur.

The second part consists of an ESG checklist—a matrix of 26 criteria divided into 10 environmental, 11 social impact, and 5 governance criteria. Applicants must meet all mandatory criteria within this matrix to qualify for a loan; failure to do so results in rejection of the application. Environmental criteria include sourcing from local suppliers, minimizing intermediaries between producer and consumer, implementing concrete measures to reduce or offset ecological footprints, and adopting zero-waste or circular economy practices with at least 30% of raw materials upcycled, recovered, or reused.

Social criteria cover aspects such as market-appropriate pricing, making products or services accessible to disadvantaged groups, including vulnerable individuals (such as the unemployed, low-skilled, or disabled), promoting awareness of social, societal, and environmental issues, and strengthening community relationships. Governance criteria assess collaboration with partners, co-creation with stakeholders (including employees, customers, and suppliers), and resource pooling of investments, experiences, knowledge, and expertise.

The mandatory criteria vary by sector to ensure relevance. Some criteria are prioritized depending on the nature of the business. For example, restaurants must meet five mandatory criteria: maintaining market-level pricing, sourcing supplies primarily from Belgium or neighboring countries, processing goods domestically, minimizing intermediaries between producer and consumer, and using seasonal produce. Bakeries, on the other hand, have four mandatory criteria: artisanal, non-industrial production; sourcing organic farm products; limiting intermediaries; and processing within the country.

6. Information about the scale of outreach

Since the inception, Credal supported over 12,000 social economy organizations with loans of over EUR 450 million. At the end of 2024, Credal had 3,862 active borrowers who created or preserved 2,670 jobs, mainly in the areas of socio-professional integration and local and sustainable economy.

7. Challenges, lessons learned, ideas for the future

Crédal faces two primary challenges: limited sustainability due to high operating costs, and risk management in the absence of collateral. The organization provides more than just capital; it offers personalized financial advice, coaching, and ongoing monitoring. This hands-on approach is labor-intensive—similar to other microfinance models, it can require several hours of staff time per client, which substantially increases the cost per loan. As a result of these significant operational demands, Crédal relies on government subsidies to support human resources expenses.

Crédal primarily assists individuals or organizations that are unable to access traditional banking services because they lack collateral or a credit history, which inherently raises the risk of default. To mitigate this risk, Crédal leverages guarantee mechanisms, such as insurance provided by institutions like Sowalfin or the European Investment Fund. While these mechanisms are beneficial, they introduce additional complexity and dependence on external partners.

Historically, Crédal experienced difficulties raising sufficient funds from socially-oriented investors to meet loan demand. However, in 2024, Crédal secured a loan from the Council of Europe Development Bank (CEB) for portfolio funding, which significantly increased the availability of loans for organizations within the social economy sector.

8. Client Story

Bike 43 is a pioneering project in the family bike space. Practical, everyday family bike, something different from the classic cargo bike. It is a practical, everyday bike that allows couples to do without one of their two cars. Nearly 8 configurations are possible depending on the children's ages.

They are designed for intensive, everyday use and they are also built to last at least for 10 years thanks to the strength and reliability of the materials. All the design decisions are rooted in ecological and sustainable values and what is important is that all production is located in Belgium.

A loan from Crédal allowed the company to finance working capital and increase production three times and also professionalize the assembly line.

Case study No. 4: Bridge Debt



Bridge loans are short-term financial instruments extended to social enterprises across Europe to address temporary cash flow shortfalls, particularly while awaiting anticipated funds such as grants, contract payments, or investment releases. These loans offer immediate access to working capital, enabling organisations to sustain operations, deliver essential services, or commence projects without interruption.

1. Description of a financial product

A bridge loan functions as a cash advance for grants or subsidies that have been approved but not yet disbursed. The maximum loan amount is EUR 500,000, representing 80% to 90% of the grant's value. The annual interest rate is 5.25%, which can be paid either upon maturity or in monthly installments. There are no additional fees or commissions. The loan must be repaid upon receipt of the grant or, at the latest, within 12 months of signing the bridge loan agreement.

The loan is secured by a joint personal guarantee, which is a social guarantee provided by Coop57 members. Borrowers are required to contribute 0.5% of the bridge loan amount to the Loan Guarantee Fund.

Borrowers may also assign the right to collect the grant directly to Coop57. In this arrangement, the grant funds are paid directly to Coop57, which deducts the bridge loan amount and accrued interest, then transfers the remaining grant funds to the borrower within a maximum of five days. When this guarantee option is used, the interest rate is reduced to 4.25% per annum, and the assignment of rights serves as collateral for the bridge loan.

This financial product can also be utilized as a cash advance for unpaid invoices when a member institution provides services to municipalities and experiences delayed payments. In such cases, the loan helps the social enterprise manage cash flow during the interval between invoice issuance and payment.

2. Types of social enterprises targeted

Coop57 offers financial services exclusively to its members, which may include cooperatives, associations, foundations, insertion companies, and other entities within the social and solidarity economy. These organizations must operate independently, engage in economic activities, and generate positive impacts or deliver added value to society through their work.

3. Information about the financial institution offering the financial product

Coop57 is an ethical and solidarity-driven financial services cooperative, whose primary aim is to promote social transformation within both the economy and society at large.

Its principal role involves financing projects within the social and solidarity economy through financial intermediation. In practice, this means gathering savings from civil society and directing these funds towards supporting social and solidarity economy organisations. These entities typically generate

employment, encourage cooperative practices and associations, foster solidarity, and advance sustainability, all grounded in ethical and solidarity-based principles.

Coop57 operates as a democratic, assembly-based organisation, comprised of individuals and entities from the social and solidarity economy. The cooperative is collectively owned by its members, who self-manage and organise to oversee its activities.

Beyond bridge loans and cash advance loans, Coop57 also provides credit lines, working capital loans, investment loans (including those for energy-efficiency projects), home loans for housing cooperatives, loans for purchasing premises, and loans to support the capitalisation of cooperatives and labour societies.

Today, Coop57 brings together 7,000 members and partner institutions, managing a loan portfolio valued at EUR 46 million. In 2024 alone, it financed 366 projects and disbursed EUR 27 million in new loans.

4. Funding sources, financial instruments, other institutions involved

Member contributions, from both legal entities and individuals, make up the largest share of Coop57's funding. Coop57 welcomes two categories of members: collaborating members, who solely contribute their savings, and service members, who both save and utilize Coop57's financial services. Since Coop57 is not a bank and cannot provide deposit accounts, it instead offers voluntary share capital contributions—remunerated at 0.5% per year—which members can withdraw at any time, as well as fixed-term voluntary contributions that earn 1.5% interest annually if left untouched for at least 24 months. By the end of 2024, Coop57 managed EUR 64.5 million in contributions from 5,600 contributors.

5. Pre-financing assessment of client's eligibility

As Coop57 operates as a cooperative, all social enterprises seeking bridge loans must first become members. To obtain membership, an institution must undergo a social evaluation process and receive approval from Coop57's governing council. Membership requires a mandatory share capital contribution of EUR 900, along with a EUR 100 fee to cover entry costs.

There are no additional eligibility criteria for bridge loans beyond assessing whether the product suits the applicant's financial needs and repayment capacity. Coop57 offers a variety of debt products, so after reviewing the loan application, the credit committee may recommend the most appropriate loan type to meet the member institution's requirements. If a bridge loan is not deemed suitable, the committee might propose an alternative, such as a line of credit.

6. Information about the scale of outreach

In 2024, Coop57 granted 90 bridge loans and advances against issued invoices, amounting to a total of EUR 6 million. This represented 22% of all loan disbursements for the year, with the overall sum reaching EUR 27 million. The average bridge loan stood at EUR 65,000, with individual amounts ranging from EUR 7,000 to EUR 300,000. Notably, over half of the bridge loans provided in 2024 were for sums under EUR 50,000.

7. Challenges, lessons learned, ideas for the future

As a membership-based organization, Coop57 fosters strong relationships with its members, allowing it to gain a deep understanding of their needs and growth potential. This close connection enables Coop57 to develop products that effectively address members' requirements. With a diverse portfolio of loan products, Coop57 can respond to a wide variety of needs, thereby supporting the expansion of socially oriented enterprises and cooperative organizations. Additionally, Coop57 recognizes that the growth of the social economy depends heavily on support from national and local governments, which create favorable conditions and provide funding for social enterprises through municipal channels. If policy priorities shift, social enterprises may encounter challenges not only in securing subsidies but also in accessing markets for their social services.

8. Client Story

ENRAIZANDO S. COOP. GALEGA is a non-profit cooperative dedicated to developing community-based social projects in rural areas. It offers a range of social services, welfare, and home healthcare support through a transdisciplinary team that may include professionals such as psychologists, social workers, social educators, social integrators, and occupational therapists. A bridge loan of EUR 16,000 from Coop57 provided advance funding for subsidies supporting social intervention projects.

Case study No. 5: Equity Crowdfunding



Equity crowdfunding consists of selling a stake in their business to a number of investors in return for investment. Rather than establishing a one-to-one relationship, it is offered to a wide range of potential investors, some of whom may also be current or future customers.

9. Description of a financial product

Equity crowdfunding enables the mobilization of investments ranging from €200,000 to €5 million. Both private individuals and impact investors can participate, with minimum investments typically starting at just €100 and extending to much higher amounts. Lita assists with preparing the campaign page, setting the terms, determining valuation, and selecting the appropriate investment instrument before launching the fundraising campaign on its platform. The setup fee for a campaign is €2,500, with a commission of 6% applied to funds raised. Additionally, there is a fee for investor relations and ongoing administrative work, ranging from approximately €1,500 to €3,000, depending on the number of investors involved.

10. Types of social enterprises targeted

Lita offers its services to social enterprises, green startups, organizations in the social economy, and cooperatives that are in the growth or scaling-up phase and have a clear, credible impact mission aligned with the Sustainable Development Goals (SDGs) or other defined environmental and social objectives.

11. Information about the financial institution offering the financial product

Lita is the first European impact investing platform launched in France in 2014 and dedicated to social enterprises and sustainable development. It connects private investors with social enterprises, environmental startups, and cooperatives seeking to raise capital in a responsible and transparent way. Lita.co operates in France, Belgium and Italy, focusing exclusively on projects with measurable social or environmental impact.

12. Funding sources, financial instruments, other institutions involved

Lita.co mobilised a network of committed investors (90,000 private individuals, so called 'crowd').

Alongside the 'crowd', Lita campaigns sometimes involve business angels, impact investors, or networks of private investors. Some campaigns or Lita itself attract funds from institutional investors. For example, Lita (the company) has raised funding rounds via institutions like BNP Paribas, Demeter Partners, etc. In the case of Lita's expansion to Belgium, stakeholders like Credal, 4Wings Foundation, Impact Capital are shareholders / supporters. Lita also interacts with European regulatory / finance frameworks (for example via its ECSP license), and there is some linkages to EU instruments like InvestEU. In 2019-2021 Lita was granted the support of the Easi grant.

13. Pre-financing assessment of client's eligibility

Lita selects companies through a comprehensive due diligence process that includes both financial and extra-financial (ESG, social, and environmental) assessments. The evaluation of environmental and social impact focuses on identifying the specific impacts claimed by the company and the methods used to measure them. Relevant policies—such as those related to the environment, social responsibility, labor, diversity and inclusion, and ethics—are thoroughly reviewed, alongside an analysis of potential risks including regulatory, social, or health-related concerns.

ESG / extra-financial evaluation is not just a “box-ticking” add-on, but rather integrated throughout:

- From the very start: the mission / impact of the enterprise is a core part of pre-screening. If the impact is weak or poorly explained, project may be rejected early.
- Impact measurement and data: LITA.co looks for credible measurement plans, KPIs, data on environmental or social effects, how you plan to report, what standards are used.
- ESG risks: what environmental risks are associated; what social risks (workers, communities); governance risks (transparency, conflicts of interest); compliance with laws; supply chain issues etc.
- Governance practices: clarity in equity ownership; investor rights; board / decision making; accountability.
- Assessment of whether impact / ESG criteria are sustainable, scalable, verifiable.

Only about 5% of applicants are selected to ensure high quality and mission alignment.

14. Information about the scale of outreach

Since the inception, Lita facilitated private equity financing for 182 companies for the value of over EUR 100 million.

15. Challenges, lessons learned, ideas for the future

One of the most important aspects has been educating retail investors on how to strike the right balance between pursuing financial returns and prioritizing social impact.

With the expansion of reach to other countries, Lita also faced the complex challenge of managing compliance requirements for cross-border crowdfunding, ensuring that our operations remained transparent and trustworthy across various jurisdictions.

The lesson learnt is the fact that transparency and compelling storytelling are crucial ingredients for the success of any fundraising campaign. By openly sharing the mission and impact, Lita.co was able to inspire trust and attract a broader base of supporters.

Looking ahead, Lita plans to expand into more European markets by leveraging the new EU Crowdfunding Regulation, opening up opportunities to support even more impactful projects. In addition, it is exploring the development of thematic funds focused on high-priority sectors such as renewable energy, inclusive housing, and fair agriculture, allowing investors to align their contributions with their values.

16. Client Story

Enercoop is renewable energy cooperative offering 100% green electricity from local producers. Lita platform enable the cooperative to raise growth capital through equity crowdfunding campaigns. Thanks to the financing obtained through Lita, it managed to expand its cooperative model to new regions, empowering thousands of citizens to switch to clean energy.

Case study No. 6: Venture Capital



Venture capital for social enterprises in Europe is an evolving investment model that offers substantial funding to growth-stage social businesses, enabling them to scale their impact-driven innovations. In contrast to traditional venture capital, which prioritises financial returns, impact venture capital seeks to strike a balance between achieving social or environmental outcomes and delivering competitive financial performance.

17. Description of a financial product

Venture capital for social enterprises may be provided in the form of equity (shares) or quasi-equity instruments, such as convertible bonds, participating loans, and subordinated debt. Investment amounts typically range from EUR 500,000 to EUR 2,500,000, with a standard investment period of 5-7 years. These funds are available to established entities (not the start-ups) seeking to scale their products or services and expand their customer base, and establish a sustainable revenue model.

18. Types of social enterprises targeted

Sefea Impact focuses on providing financing to social enterprises defined as private entities whose main activities aim at creating civic, solidarity and social benefits by the Third Sector Reform Law (Law No. 106), social cooperatives and their consortia, other cooperatives, and other companies (limited liability companies and joint ventures) with fewer than 500 employees, with no turnover limits, with a proven business model and a clear and measurable social and/or environmental objective with a preference for:

- Reducing social inequalities by identifying specific areas for improvement
- Improving the quality of life and well-being of local communities
- Improving the quality of education and educational services
- Climate change mitigation
- Promoting the transition to the circular economy
- Protection and restoration of biodiversity and ecosystems

19. Information about the financial institution offering the financial product

Sefea Impact is an Asset Management Company established in 2016, specializing in the creation and management of closed-end alternative investment funds (AIFs) dedicated to impactful finance. The company's mission is to generate positive changes in community well-being. In addition to seeking fair economic returns, its investment criteria emphasize expanding individual capabilities, strengthening social capital, and advancing environmental sustainability as core drivers of value creation.

The first impact fund, launched in 2018 and scheduled to close in 2025, is the "Sì – Social Impact Fund." This closed-end AIF, bearing the EuVECA label, primarily provided financing to enterprises with a significant social impact. The second fund, introduced in 2024—the "Third Sector Cooperation Fund"—is also a

closed-end AIF with the EuVECA label and is designed to primarily support cooperatives, rather than social enterprises.

20. Funding sources, financial instruments, other institutions involved

Sefea Impact is supported by 22 investors with varied backgrounds. While SEFEA Holding is the largest investor, it holds less than 50% ownership, ensuring that no single shareholder can unilaterally make strategic decisions. The majority of Sefea Impact's ownership resides with non-profit organizations, third sector entities—such as the Giordano Dell'Amore Social Venture Foundation—and a range of grant-making foundations. Investors include both “banking foundations,” a distinctive type of private, non-profit organization created during the privatization and consolidation of the Italian banking sector in the early 1990s, as well as traditional grant-making foundations, pension funds, the Holy See, and financial institutions like Intesa Sanpaolo Bank, CFI (a private entity established by Italy's three cooperative groups to invest in worker buyouts), and several insurance companies.

In 2019, Sefea Impact ended its partnership with the European Investment Fund (EIF) due to the EIF's strict requirements regarding returns, governance, and other considerations, which did not align with Sefea Impact's business model and vision. A significant challenge was the EIF's expectation that fund managers invest substantial amounts of their own capital to ensure alignment of interests.

21. Pre-financing assessment of client's eligibility

Sefea Impact utilizes a comprehensive impact management and measurement process that involves evaluating ESG risks and potential negative impacts. This process relies on 26 performance indicators focused on social and environmental objectives, along with 49 Principal Adverse Impact (PAI) indicators, which are also used to assess adherence to the “do no harm” principle. Required data is gathered through surveys and management tools, then analyzed by the asset management company.

As part of the ESG and Impact due diligence, the analysis also evaluates the good governance practices of target companies. This includes examining the presence of robust management structures—such as procedures that ensure transparent decision-making, control and management systems, statutory audit frameworks, and collegial management bodies. Additionally, the assessment covers employee relations and workplace safety policies (including regulatory measures, additional safety initiatives, history of allegations, violations, or sanctions related to discrimination or workers' rights, and transparent compensation policies), as well as compliance with tax obligations (such as any prior allegations or sanctions for corruption or fraud, significant pending cases with tax authorities, and the existence of informal safeguards or anti-corruption policies).

22. Information about the scale of outreach

By the close of 2024, the Si – Social Impact Fund had built a portfolio comprising 33 companies with total investments amounting to EUR 26 million. The newly established Third Sector Cooperation Fund currently holds EUR 25 million in assets, with an ambition to grow to EUR 60 million.

23. Challenges, lessons learned, ideas for the future

Sefea Impact operates within a niche market focused on social economy and impact financing, with only a handful of similar institutions present in Northern Italy. While this unique positioning offers significant opportunities to serve many underserved social economy organizations, it also presents challenges. The concept of investing in cooperatives and social impact enterprises remains relatively unfamiliar in the region, making it difficult for Sefea Impact to effectively communicate its value proposition and demonstrate the benefits of its financing solutions to potential investees.

24. Client Story

Riesco Soc. Social Cooperative delivers high-quality catering services by utilizing local, organic, or zero-mile seasonal ingredients. As a Type B cooperative, it is dedicated to providing employment opportunities for individuals with disabilities. In addition to its core business, the cooperative organizes leisure and social activities for employees with disabilities, both within the company and in its workshops. Riesco Soc. supports Sustainable Development Goal 8 (Decent Work and Economic Growth) and Goal 10 (Reduced Inequalities). The cooperative received an equity investment of EUR 500,000 from the Si – Social Impact Fund.

Case study No. 7: Regular Equity

Regular equity provided to social enterprises entails investors supplying capital in return for ownership shares in the business, anticipating both financial returns and positive social or environmental outcomes. This funding approach is prevalent among growth-focused social enterprises with proven market potential and aspirations to scale. In contrast to concessional or subordinated equity, regular equity investors generally seek competitive returns and may participate actively in governance, for example, through board membership or exercising voting rights.

25. Description of a financial product

Equity investments on commercial terms are offered to socially-oriented businesses during investment rounds. Most of these investments involve minority stakes—typically around 40% of equity—while still ensuring active participation in governance. The return on equity, measured as EBITDA divided by total equity, ranges from 14% to 50%.

26. Types of social enterprises targeted

The equity investment is offered to small and medium-sized enterprises (SMEs), empowering marginalised persons and persons in marginalised areas and implement scalable models.

Impact-driving businesses with one or more of the following social impact models are eligible:

- Socially Run Businesses (“traditional businesses run in a social way”), employing, training and working with people in vulnerable positions as a significant resource.
- Social Products & Services (“social business models”), with products, services & technologies which create new opportunities for people in vulnerable positions.
- Socially Sustainable Communities (“geographically focused business models”) creating local growth & opportunities in deprived areas
- Social Prevention & Rehabilitation (“prevention & rehabilitation focused business models”) preventing or rehabilitating marginalization among at-risk groups through products and services.

In the first funding round – Invest I fund - the biggest focus is on the first model – socially run businesses as this has proven to be an effective way to create new and potentially life changing opportunities for people in vulnerable positions. The second investment fund – Invest II – will place more investment in the second model – social products and services for seniors and vulnerable youth.

27. Information about the financial institution offering the financial product

Den Sociale Kapitalfond is a commercial foundation with a non-profit mission, founded by TrygFonden in 2011. Its aim is to develop investments that create sustainable opportunities for individuals in vulnerable situations. Den Sociale Kapitalfond Management ApS, established by Lars Jannick Johansen and owned by the founder, partners, and employees, manages the foundation and its activities. The management company operates on a not-for-profit basis and adheres to social economic principles.

In its early years, Den Sociale Kapitalfond focused on pilot investments, experimenting and testing the potential among Danish companies. Subsequently, the organization worked to develop the market through a variety of projects, including accelerator programs for Danish—and later Nordic—companies and startups. Building on this foundation, the first commercial social impact investment funds were established: initially the capital fund, Den Sociale Kapitalfond Invest, followed by the impact fund, the Social Capital Fund Effekt. In recent years, efforts to mature the market have been transferred to the independent association Invest for Impact Denmark, allowing Den Sociale Kapitalfond to concentrate exclusively on its investment funds.

Today, Den Sociale Kapitalfond is comprised of 18 professionals who bring together investment expertise with a strong dedication to ESG and social impact.

28. Funding sources, financial instruments, other institutions involved

Den Sociale Kapitalfond has established two funds—Invest I and Invest II—with a combined capital commitment of EUR 130 million. Invest I was launched in 2018 and concluded in 2024, while Invest II commenced in 2024. Of the total capital, 41% was provided by governmental and institutional investors, including pension funds; 36% came from other funds; 19% was contributed by family offices, corporate investors, and other professional investors; and the remaining 4% was invested by Den Sociale Kapitalfond's team and advisors.

29. Pre-financing assessment of client's eligibility

The Fund evaluates both social impact and broader ESG potential of investees from the initial screening stage, as part of due diligence, and through investment plans developed collaboratively with company management teams. These considerations are formalized in investment agreements and remain central to ongoing engagement with portfolio companies.

During the pre-investment phase, the Fund conducts an initial screening of potential investments using double bottom line criteria, assessing alignment with the Fund's theory of change and evaluating the potential to contribute to the Sustainable Development Goals (SDGs).

As part of due diligence, the Fund maps impact objectives and key performance indicators (KPIs), reviews the company's impact model and theory of change, identifies risk factors, and assesses all three dimensions of ESG.

Each investment agreement incorporates a five-year investment plan, which features a social impact strategy with clearly defined targets and KPIs. The expectation is that the impact will continue beyond the investment period and after exit. Social impact priorities are integrated into the exit process by engaging with potential buyers and embedding these commitments in the sale agreement, ensuring the continuity of the company's impact model and ESG objectives.

Social impact management follows the EIF standard and the best practices of Den Sociale Kapitalfond, with reporting conducted in accordance with the Invest Europe ESG Reporting Guidelines.

30. Information about the scale of outreach

The Invest I fund invested in 10 companies, resulting in the empowerment of 3,328 individuals in vulnerable positions according to key performance indicators since the start of the investment. The annual social return on investment—measured as public sector savings generated by the social inclusion practices of the portfolio companies—was estimated at EUR 7.3 million.

31. Challenges, lessons learnt, ideas for the future

One common challenge during the onboarding phase is that potential investees often lack a structured approach to social responsibility. While they may have defined social goals and ideas for achieving them, they frequently do not have frameworks in place for measuring social outcomes and impact.

Attracting additional impact investors remains a key priority for Den Sociale Kapitalfond. Although pension funds are considered suitable investors, they can be difficult to engage because they typically seek larger investment opportunities. To address this, a fund of funds structure is currently being developed with the participation of Den Sociale Kapitalfond.

32. Client Story

WaterCare ApS, located in Assens, specialises in water purification and management solutions. Notably, 20% of its workforce has been recruited from the margins of the labour market. In 2022, the company secured an equity investment of EUR 2.4 million, representing a 42.5% ownership stake.

Throughout the investment period, WaterCare consistently maintained a workforce in which 20% of employees came from disadvantaged backgrounds. By 2024, the company had achieved several significant social milestones: it introduced a health scheme that led to reduced sickness absence, published an employee handbook outlining a Code of Conduct, whistleblower policy, staff association, and pension terms, and was awarded the Social Responsibility Mark for its commitment to inclusive employment.

Case Study No. 8: Credit Guarantee

Guarantees offered to social enterprises in Europe serve as a form of risk mitigation provided by public institutions, development banks, or social finance organizations to help these mission-driven businesses access financing more easily. By covering a portion of the potential losses lenders might face, guarantees reduce the perceived risk of lending to social enterprises, which often have limited collateral or operate in challenging markets. This support encourages banks and other financial institutions to extend loans or credit lines to social enterprises that might otherwise be deemed too risky.

33. Description of a financial product

A guarantee is a product that serves as a form of surety, acting as an insurance policy for banks by covering up to 80% of a loan amount of up to EUR 200,000 with a commission of 2.5% of the loan amount. The guarantee can secure a loan from any bank in France. The bank loan guarantee is often combined with the equity investment as part of the investment plan developed together with the social enterprise.

34. Types of social enterprises targeted

Target clients are social enterprises, inclusive businesses, nonprofits, cooperatives, and impact-driven enterprises defined by the 2014 law as solidarity enterprises of social utility. Such enterprises at any stage of development, from business idea through creating the business, further developing it, transforming to even relaunching are eligible for bank loan guarantees.

35. Information about the financial institution offering the financial product

France Active is a leading French network of solidarity finance organizations created in 1988. Its mission is to accelerate the success of entrepreneurs committed to building a fairer and more inclusive society. Guarantees for bank loans were the first product developed by France Active in 1995 in response to high unemployment and the need for financial inclusion of self-employed entrepreneurs. France Active thus stimulated access to finance for the unbanked entrepreneurs. Today, France Active offers a package of tailor-made support mainly for social enterprises.

The following types of services are offered in addition to bank guarantees:

- Equity investments: Minority participations through France Active Investissement.
- Grants: Non-refundable support in exceptional cases in very vulnerable territories.
- Personalized advisory services: Strategic, financial, and governance coaching.
- Business plan development support: Tailored for social and solidarity economy projects.
- Impact readiness support: Helping organizations build impact measurement frameworks.
- Local network access: Through 40+ territorial France Active associations across the country.

In order to provide guarantees, France Active must to comply with all prudential requirements imposed on banks and guarantee funds.

36. Funding sources, financial instruments, other institutions involved

France Active utilizes funding from private investors who contribute to solidarity savings. Additionally, European Union provides funding, including EIF counter-guarantees under the EaSI and InvestEU programs. Local governments and regional authorities also participate by co-financing guarantee schemes and start-up support initiatives. Additionally, France Active cooperates with banks and non-bank financial institutions (e.g. Adie) to facilitate access to credit for social enterprises.

37. Pre-financing assessment of client's eligibility

Prior to providing financing, a comprehensive evaluation is conducted to determine the client's eligibility. The entrepreneurial project must clearly articulate its social or environmental objectives, demonstrate a commitment to impact measurement and transparent governance, and show evidence of financial sustainability or a credible plan to reach operational break-even.

The pre-financing assessment employs several tools specifically designed for social economy actors. These include a financial viability analysis tailored to their unique context, an impact assessment framework aligned with social economy principles, and a risk analysis that examines mission integrity, governance strength, and management capacity.

After financing is granted, all supported projects are required to submit annual impact reports focusing on social outcomes. France Active compiles these results into an Annual Impact Report, which aggregates both financial and social performance. This measurement process is aligned with national social economy indicators as well as the United Nations Sustainable Development Goals (SDGs).

38. Information about the scale of outreach

In 2024, France Active provided guarantees for bank loans (to both vulnerable entrepreneurs and institutions that promote employment and social cohesion) in the amount of EUR 315 million.

39. Challenges, lessons learned, ideas for the future

Scaling social enterprises involves the critical challenge of preserving mission integrity while pursuing organizational growth. Another ongoing objective is to enhance access for social economy actors to mainstream capital markets. Recent experience demonstrates that guarantee mechanisms play a pivotal role in unlocking bank financing for social enterprises. Furthermore, offering local, proximity-based support has been shown to significantly boost both the impact and financial sustainability of these organizations.

Looking ahead, several promising opportunities emerge. Broadening the range of impact-linked financial products could drive more positive outcomes. Increasing the mobilization of solidarity savings for direct investment into social enterprises also presents a key opportunity. Finally, strengthening partnerships with EU and global social finance initiatives will help reinforce the sector and extend its reach.

40. Client Story

"Le Relais" (France) is a worker cooperative in the recycling and reuse sector that creates employment opportunities for vulnerable individuals. With support from France Active, including a loan guarantee and impact investment, the cooperative has generated more than 2,000 jobs for people at risk of exclusion and diverted thousands of tons of textiles from landfills.