

BonVenture

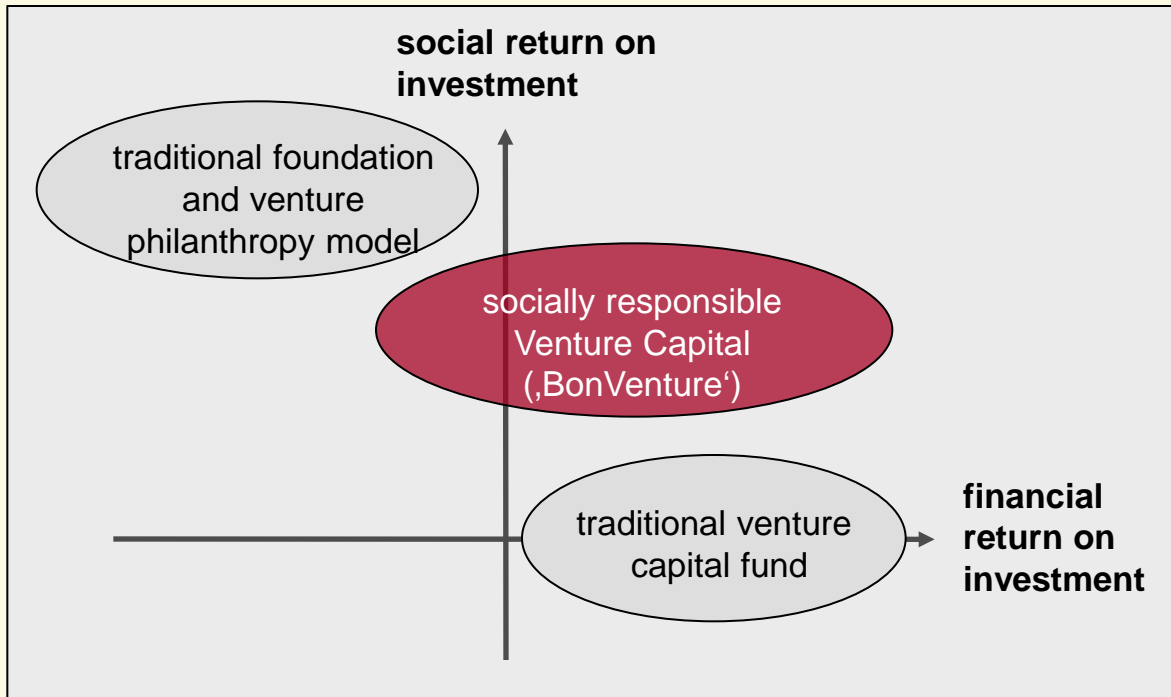
Fund and Foundation for Social Responsibility

Supporting Companies and Organizations with a Social Purpose in German-Speaking Countries

Presentation Zero Project

BonVenture Management GmbH, 2016-02-12, Dr. Erwin Stahl

Positioning: BonVenture positioned as double bottom line investor with strengthened goal to achieve financial return



- BonVenture aims at the **double bottom line** of optimizing **financial and social return on investment**

BonVenture positions in-between foundations/venture philanthropy and traditional venture capital funds



BonVenture group today

- ✓ Management of EUR 29,6m (incl. 1st closing BVIII)
- ✓ Active management of 22 social enterprises in the portfolio's
- ✓ Professional **investor reporting** in accordance to EVCA regulations
- ✓ Since founding assessment of more than **4.000 project proposals and business plans**
- ✓ First fund that is registered in accordance to the **EU regulation** for SE (EuSEF)
- ✓ Co-funder of the first **Social Impact Bond** in Germany in 2014 (successful in 2016)
- ✓ Co-initiator and manager of the first **mission-related inv. fund** for foundations in Germany
- ✓ **expert and consultant** for social innovations, social entrepreneurship and impact investing
- ✓ **Pioneer** in the field with strong track record and long-term experience

Investment focus: Key terms

Stage:	Social enterprises in start-up and growth phase
Sector:	Innovative social services or products / ecological innovations / projects concerning transparency and social development
Investment Size:	On average EUR 600k – EUR 800k per project (first round)
Country:	Germany, Austria, Switzerland (DACH region)
Financing:	mainly equity and mezzanine financing; secured and unsecured loans, silent participation
Number of deals:	~50% of companies in non-profit/hybrid sector, ~50% of companies in for-profit social enterprises (equity & mezzanine), in total 20-25 organizations
Investor Role:	Minority share holder, often together with co-investors

Active Projects



Magazine for sustainable economic management



Fast-growing tree plantations for sustainable generation of energy



IT services offered by people with disabilities



Ecologic and social made-to-measure jeans with organic fabrics and textiles



Mentoring program for children with a migration background



Ecologic and sustainable fish & food



Innovative school project



Online learning and support system for school mathematics



Reintegration program for male serial offenders



Placement of in-kind donations



Coaching partnerships for pupils and students



Breast cancer prevention with blind medical active examiners



Innovative social consultancy



Flexible day care centres adapted to parents' needs (cross-over agreed by all investors)

How we add value to our portfolio organizations

1 Strengthening the management

- sparring partner for senior management
- regular exchange on strategy issues or back-up in times of crisis
- (re-)definition of core processes

2 Improving social impact management

- Build/ optimize and maintain specification, planning and evaluation of social impact

3 Improving financial management

- Build/ optimize and maintain management information systems and reporting on financial performance

4 Strengthening corporate governance and management

- introducing external advisors
- helping with board set up

5 Expanding business

- provide contacts relevant for sales and from our networks

**Dr. Erwin Stahl:
Managing Director**



**Dr. Charlotte Hengst:
Investment Manager**



**Jochen Herdrich:
Investment Manager**



**Angela Lawaldt:
Investment Manager**



**Dr. Axel Seemann:
Senior Advisor**



**Agnes Rauscher:
Office Manager**



....and a broad network of pro-bono partners, among others...



FRESHFIELDS BRUCKHAUS DERINGER

