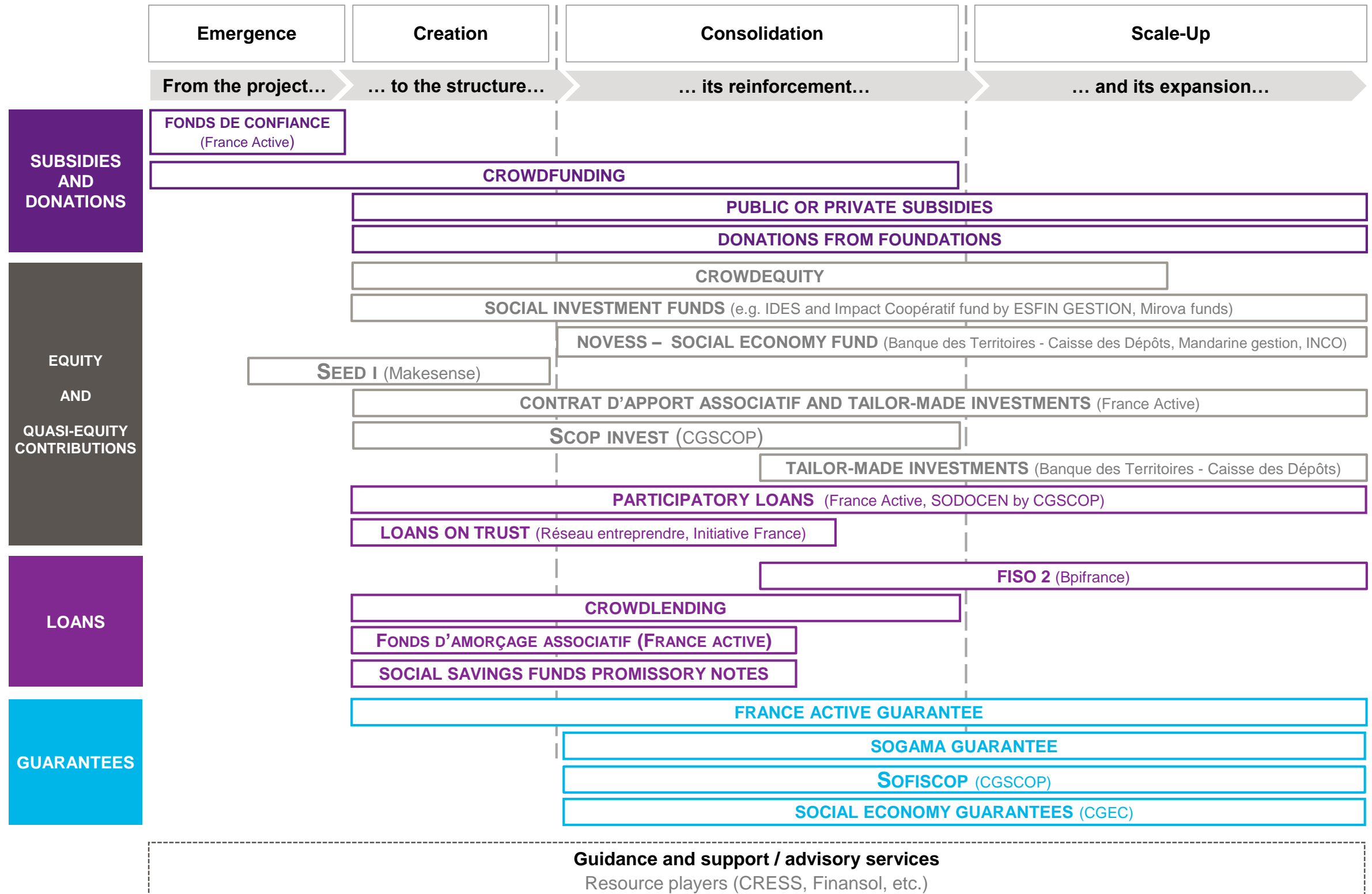


MAP OF THE MAIN FINANCING OFFERS

DEDICATED TO THE EMERGENCE AND ACCELERATION OF SOCIAL ECONOMY ORGANISATIONS



CLOSE-UP ON TOOLS // SUBSIDIES AND DONATIONS



Fonds de confiance

France Active

The “Fonds de confiance” fosters the emergence of new social economy organisations by funding **part of the feasibility study costs over a 6- to 9-month period** (project promoter’s salary, travel expenses, overheads, etc.).

› www.franceactive.org



Any project promoter wishing to found a social economy organisation and who must therefore be employed by a company to conduct a feasibility study.

Any company, and more particularly any social economy organisation, wishing to contribute to the creation of a new social enterprise.



Up to 50% of the feasibility study costs ex-VAT borne by the company (project promoter’s salary, travel expenses, overheads, etc.).

Up to €20,000 maximum per project, in the form of a subsidy (€28,000 in some regions).
NB: Obtaining co-financing from another partner is mandatory.

Foundations

There are various kinds of foundation (corporate, public utility, etc.) offering support in one or more preferred areas, such as:

› www.fondationdefrance.org

› www.centre-francais-fondations.org

› www.admical.org

› www.institut-de-france.fr

Social economy organisations

Depends on the foundation: either by submitting a project or responding to a call for projects.

CLOSE-UP ON TOOLS // EQUITY OR QUASI-EQUITY CONTRIBUTIONS



Social investments / Social economy

There are various kinds of private equity organisations which invest to support the creation and development of social economy organisations.

Examples include:

› [CIGALES](#) (Clubs d'Investisseurs pour une Gestion Alternative et Locale de l'Épargne Solidaire): social venture-capital organisations which invest their members' savings in the creation and development of small local organisations.

› [ESFIN-IDES](#): investment company investing equity and quasi-equity in social economy organisations

› [INCO](#): investment fund exclusively supporting businesses with a high social and environmental impact

› [Garrigue](#): a national social venture capital cooperative. Thanks to citizens' savings, Garrigue acquires interests in companies with high social and environmental added value

› [Lita.co](#): crowdequity platform connecting up individuals, social investment professionals and high social impact enterprises.



Depending on the investors: limited companies (SA, SARL), cooperatives (SCOP, SCIC), non-profit organisations, etc.



Capital contributions, current accounts, bonds

Most of these entities also provide support in addition to funding

_ Discover more players in the **Finansol study** “*Les acteurs du financement solidaire et leur réponse aux besoins de financement des associations et entreprises à forte utilité sociale*” [HERE](#)

SEED I

SEED I - The first Impact investing fund dedicated to social and environmental start-ups in the pre-seed stage.

The fund was initiated in 2019 by MakeSense in partnership with emblematic private and public co-investors who share the values of the social economy (CDC, FEI, Revital'Emploi, etc.)

SEED I is linked to the incubator MakeSense to maximise chances of success for the start-ups it finances.

Funding tools: equity, participatory loans.

› www.fund.makesense.org

Start-ups with:

- A **direct social or environmental impact**
- A significant market size and high potential for growth
- In the **pre-seed stage**: having a functional prototype, generating between €0 and €500,000 in revenue, and with a time-to-market within 1 year

Financing **between €50,000 and €150,000**

CLOSE-UP ON TOOLS // EQUITY OR QUASI-EQUITY CONTRIBUTIONS



Contrat d'apport associatif

France Active

This contract is designed to strengthen the equity of social utility non-profit organisations creating or sustaining jobs by developing economic activities.

It consists of an equity contribution with right of recovery, designed to finance investments and/or working capital requirements necessary to create or develop the organisation, except for operating costs and/or previous or future operating losses.

› www.franceactive.org



Any non-profit organisation pursuing a social utility goal which creates or sustains jobs by developing economic activities, such as:

- Organisations for integration through work,
- Sheltered workshops,
- Personal services organisations,
- Non-profit organisations active in a social utility sector: culture, environment, training for low-skilled people, etc., and developing economic activities.



Between €5,000 and €30,000 with right of recovery.

Term: between 2 and 5 years.

The contribution is returned:

- either in one payment, at the end of the contract.
- or in several yearly payments, after a grace period of at least one year.

Tailor-made investments

France Active

France Active investments aim to strengthen the equity of organisations with a high social utility, driving strong development plans and for which conventional debt financing alone is inappropriate.

France Active is a patient and benevolent investor providing strategic support and seeking to maximise the social impact.

› www.franceactive.org

Social economy enterprises with high social utility, and particularly:

- Enterprises active in the integration and disability sectors, promoting job-creating development projects and pursuing an ambition of nationwide development.
- Social innovation enterprises with strong potential for growth: national ambition, significant job creation and/or outreach to a high number of beneficiaries.

Tailor-made financial instruments, such as: bonds, convertible bonds, equity securities, equity investments completed by a current account loan.

Loan term: medium-term loans of at least 6 months (2 years minimum in some cases).

Amount: up to €1.5 million.

Period: 7-year exit horizon.

SCOP INVEST

CGSCOP

Pursues the aims of:

- Strengthening equity
- Supporting permanent capital build-up alongside shareholder investments
- Planning for the resources needed to support the entity's projects

› www.les-scoop.coop

Any cooperative being created, transferred, taken over or already existing.

Starting at €25,000 per project

Up to 50% of permanent capital

Term: more than 7 years

CLOSE-UP ON TOOLS // EQUITY OR QUASI-EQUITY CONTRIBUTIONS



Social economy tailor-made investments

Banque des territoires - Caisse des Dépôts

The Banque des territoires - Caisse des Dépôts seeks to invest in innovative, transformative projects for regions, with viable business models meeting needs of the State, local authorities or private stakeholders.

It focuses on investments that generate positive externalities (creation of sustainable, non-relocatable jobs and improved social cohesion, quality of life, territorial resilience, ecosystem protection and reduced greenhouse gas emissions, fighting resource wastage and circular economy, local production and consumption, etc.)

The Banque des territoires - Caisse des Dépôts is a prudent investor seeking long-term profitability

› www.caissedesdepots.fr



Social economy organisations

From development to scale-up*

4 priority sectors for direct investments:

- Health/medico-social
- Integration through work
- Agroecology and sustainable nutrition
- Economic development (financial tools (funds, venture capital firms, etc.), economic tools (third places, barter, platforms, etc.))

* Seed funding possible for public-interest cooperatives (SCIC)



Financial tools compatible with the economic model: equity (shares, corporate rights) and quasi-equity (convertible bonds, equity securities, associative securities, current account loans)

Amount: investments ranging from €300,000 to €2 million

Other conditions:

- Minority power of the CDC (min. 10%; max 30% of voting rights)
- Pari Passu: the CDC never invests alone and demands sensible profitability alongside other co-investors

NovESS Social Economy Fund

Banque des territoires - Caisse des Dépôts

The NovESS Social Economy Fund finances and supports social economy enterprises in their scale-up.

The fund was initiated in 2016 by the Banque des territoires - Caisse des Dépôts in association with emblematic private and public co-investors who share the values of the social economy .

NovESS is managed by Mandarine Gestion in partnership with INCO.

› www.novess.fr

All organisations meeting the criteria of article 1 of the Social and Inclusive Economy law (non-profits, cooperatives, foundations, mutual societies) and now also commercial companies meeting certain criteria laid down by the law (limited profit-making, governance and social utility) having status as a social economy organisation or carrying the ESUS (social utility enterprise) seal of approval.

More particularly:

- **enterprises in the acceleration stage:** social economy enterprises with at least three years of operation, in the acceleration stage, and with prospects of positive results
- **enterprises in the scale-up stage:** social economy enterprises with at least 6 years of operation, promoting large-scale, emblematic projects and generating positive results

Financial tools: equity (shares), and quasi-equity (associative securities, equity securities, participatory loans, convertible bonds)

For enterprises in the scale-up stage: financing between €1 million and €5 million

For enterprises in the acceleration stage: investments between €100,000 and €500,000

CLOSE-UP ON TOOLS // EQUITY OR QUASI-EQUITY CONTRIBUTIONS



Participatory loan

France Active

France Active's participatory loan is designed to strengthen the permanent capital of social enterprises, i.e. non-profits and social utility enterprises that create or consolidate jobs by developing economic activities.

The loan is granted to finance investments and/or working capital requirements necessary for the entity's development, except for operating costs and/or previous or future operating losses.

› www.franceactive.org



Any social enterprise (commercial company or non-profit organisation) in the creation or development stage and which creates or consolidates jobs:

- Organisations for integration through work
- Sheltered workshops
- Social utility organisation promoting economic activity and employment
- Public interest cooperative (SCIC)
- Activity and employment cooperative (CAE)
- Company bought out by its employees, particularly in SCOP form if jobs are saved



Mainly as a participatory loan.

In some cases, it may take the form of a current account loan in which case it holds at least 5% of the company's capital.

Amount: from €5,000 to €2,000,000

Term: 5 to 7 years, with a grace period.

SOCODEN Participatory loan

CGSCOP

This loan aims at:

- Financing the enterprise's intangible needs throughout its development;
- Supporting permanent capital build-up alongside shareholder investments;
- Scaling invested funds by creating a leverage effect based on partners' financial contributions and external financing.

› www.les-scoop.coop

Any cooperative being created, transferred or taken over or already existing.

Amount:

- €3,000 per employee for cooperatives with more than 5 employees
- Up to €5,000 per employee for cooperatives with less than 6 employees

Term: 3 or 5 years

Participatory loan (PL) classification: loans or quasi-equity?

There is much debate over the classification of participatory loans. While the French Monetary and Financial Code classes PL as quasi-equity, they are considered to be loans from a legal and accounting perspective (in the balance sheet, the "PL" account is a category 16 account: "Borrowing and equivalent") and by most banks (PL are treated as external debts).

CLOSE-UP ON TOOLS // LOANS



Fonds d'amorçage associatif

France Active

This seed funding offers small non-profit organisations in the set-up or initial development stage a first step towards financial structuring to sustain a social utility activity creating or securing jobs.

It is a contribution with right of recovery designed to fund small non-profit organisations still lacking sufficient visibility to obtain medium-term loans. The contribution is intended to finance investments and working capital necessary for the organisation's creation or development, except for any previous or future operating losses.

› www.franceactive.org



Small non-profits pursuing a social utility aim and creating or securing jobs by developing activities, with the following characteristics:

- first job recently created
- economic model still weak
- share of economic activity still low

The project must be coherent overall and its partners must have a strong interest in it.



Amount of the seed funding with right of recovery: between €5,000 and €10,000.

Term: 12 months, renewable once. The term may be extended to 18 months.

FISO 2 Social Innovation Fund

Bpifrance

Like its predecessor FISO, this fund aims to contribute to the initiation and financing of social innovation projects across the country.

In partnership and by co-funding with regional authorities, representing a total of around €21 million invested by 2022, for the start-up of 200 social innovation projects.

› www.bpifrance.fr

Companies:

- Offering innovative solutions meeting a social need to which there are few or no answers,
- Seeking to demonstrate the feasibility of their solution, its viability and the possibilities of duplication and expansion,
- Aiming for a viable economic model,
- Creating employment and/or providing a social and/or environmental benefit,
- Adopting a participatory approach with stakeholder involvement.

Financial tools: repayable advance or interest-free loan for innovation

Amount: from €30,000 to €50,000

Other conditions:

- Total amount limited to the equity or quasi-equity of the enterprise
- Covers 50% of eligible expenses at the most

CLOSE-UP ON TOOLS // LOANS



“Entreprendre autrement” Loan on Trust

*Réseau
entreprendre*

The “Entreprendre Autrement” programme seeks to support entrepreneurs and business reactivators with two priorities:

- “Creating jobs”, particularly for long-term job-seekers (integration, disability).
- “A high social impact”, particularly on target population groups, primarily the most vulnerable and disadvantaged

› www.reseau-entreprendre.org



Social project promoters (projects pursuing a social, societal or environmental aim with limited profit-making)



Loans on trust:
ranging from €15,000 to €50,000 (up to €90,000 for innovative projects), granted to the person and repayable over 5 years, interest-free and without any guarantee.

“Initiative remarquable” Loan on Trust

Initiative France

The “Initiative remarquable” loan on trust, which is interest-free and without any guarantee, is granted on top of the local loan on trust obtained by the entrepreneur via an Initiative network platform.

It boosts the remarkable organisation’s equity and facilitates access to bank financing

› www.initiative-france.fr

The loan is granted to entrepreneurs:

- creating, taking over or growing a business
- whatever their status
- with fewer than 10 FTEs at the time of the loan
- posting less than €2 million ex-VAT in revenue at the time of the loan
- creating at least one job
- meeting at least one of the four remarkable criteria: territorial dynamics, environmental commitment, proactive social initiative, innovation

From €5,000 to €25,000: it is systematically combined with a support and sponsorship plan prepared jointly between the entrepreneur and the platform.

Repayment over a term of 3 to 5 years.

CLOSE-UP ON TOOLS // GUARANTEES



France Active Guarantee

France Active

The **France Active Guarantee** is designed to facilitate access to bank loans in good conditions. France Active provides its guarantee to restrict or exclude the granting of personal securities to offer entrepreneurs better protection.

www.franceactive.org

- Organisations with a strong social, territorial or environmental impact,
- Social economy organisations, particularly organisations active in the integration through work and disability sectors, whatever their legal status (commercial company, non-profit, cooperative, etc.), in the set-up or development stage and which create or consolidate jobs.



ESS (Social Economy) Guarantee CEGC

This guarantee from Compagnie Européenne des Garanties et Cautions (CEGC) is provided for general-interest projects financed by banks in the BPCE group. There are two types of guarantee.

www.c-garanties.com

- General-interest projects financed by BPCE group banks



Loans secured by the France Active Guarantee: medium-term loans of 2 years minimum. No minimum or maximum amount.

Loan coverage rate of the France Active guarantee

- Up to 65% for start-ups or organisations of less than 3 years
- 50% in other cases
- The secured amount is limited to €50,000 or €100,000, depending on the type of project, and may reach €200,000 for integration and disability sector organisations.
- **Term:** maximum 5 years.

The investment loan guarantee is a turnkey offer designed to facilitate the realisation of general-interest projects. It secures medium- and long-term loans as a substitution for or supplement to local authority guarantees or collateral.

The bridging guarantee is granted for one year in order to release funding immediately pending the arrangement of a local authority guarantee. It may be fully or partially converted into a long-term guarantee if the local authority denies or reduces its guarantee.

CLOSE-UP ON TOOLS // GUARANTEES



SOGAMA Guarantee – Non-profit organisation loan

Available to all non-profit organisations with investment or liquidity needs, the Sogama guarantee:

- covers the risk up to 70% of the loan (up to 100% for some transactions)
- may be given to any bank selected by the borrower
- replaces or reduces the usual guarantees (mortgages, personal securities or local authorities' guarantees)

By providing its guarantee, Sogama facilitates financing for 4 types of need:

- Medium- and long-term loans
- Liquidity loans
- Loans (Banque des territoires - Caisse des Dépôts)
- Subsidy repayment guarantee

>www.sogama.fr

Social economy non-profit organisations and players.

Loans secured by SOGAMA: investment loans of €20,000 minimum, from 2 to 32 years (maximum grace period of 2 years), with straight-line repayment or financial amortisation.

Amount: up to 70% of the loan.

SOFISCOOP

The guarantee is designed to facilitate access to bank loans for cooperatives, by providing a guarantee on a medium- or long-term bank borrowing.

>www.les-scoop.coop

Any cooperative being created, transferred or taken-over, or already existing.

Bank loan guarantee up to 50% of the amount.

No personal security.