



WHERE PASSION FOR
IMPACT MEETS CAPITAL
TO SCALE



FASE

FINANCING AGENCY FOR
Social **ENTREPRENEURSHIP**

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FASE BUILDS BRIDGES BETWEEN SOCIAL ENTREPRENEURS, IMPACT FUNDS AND INVESTORS



Originally initiated by Ashoka, we support selected social enterprises and impact funds in raising growth capital to scale their impact. For this, we identify and connect them with investors and financiers across the entire spectrum, ranging from private investors, family offices and foundations to institutional investors and public funders. So far, we channeled more than EUR 70 million in 75+ successfully closed transactions.

We are motivated by the vision that the capital we help to raise is creating innovative solutions to [global impact challenges](#). We provide **highly professional advisory** from first contact to final close and match the right partners for every single transaction.

Our investment readiness and transaction support enables impact ventures to secure the right type of funders and capital – whether equity, mezzanine, hybrid or debt. By putting our innovative financial blueprints to work, we also help investors and philanthropists to overcome traditional boundaries and achieve much more with their monies.



THE CHANGEMAKERS THAT FASE SUPPORTS DEMONSTRATE:

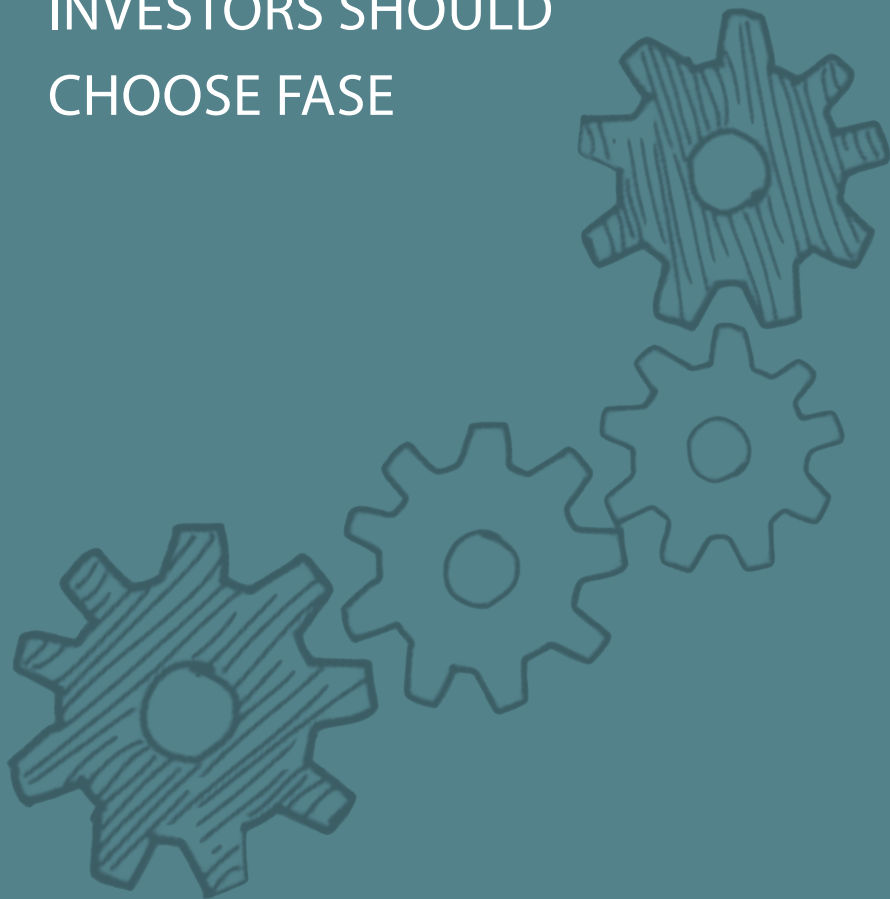
- » an existing proof of concept
- » strong and measureable social and/or environmental impact
- » first revenues and a solid commercial business case
- » significant scaling potential and/or plans for international expansion



*"I am enthusiastic about FASE because great ideas for social and ecological progress **are professionally prepared to become investment-ready.**"*

Ulrich von der Linde, investor with FASE

WHY INVESTORS SHOULD CHOOSE FASE



"Through FASE investors get access to a large variety of investments with social impact and at the same time receive an opportunity to support social enterprises on their growth journey. With FASE, investments can achieve more than just financial return."

Martina Erlwein, FASE Ambassador

Are you inspired by social enterprises and impact funds that strive to make a lasting change? Would you like to address pressing global challenges such as climate change, hunger, migration, poverty or access to basic health services in a sustainable way?

FASE helps you to put your capital to work for impact at scale. We enable you to engage directly with inspiring and outstanding changemakers in early stages of their life cycles or engage with unique impact funds to diversify your portfolio. With your investment, you can go beyond financial returns alone and **add a measurable and intentional impact to your portfolio.**

BY WORKING WITH FASE, YOU GET UNIQUE ACCESS TO:



AN OPEN PIPELINE OF INVESTMENT-READY SOCIAL ENTERPRISES

based in Europe, within a large scope of impact topics, sectors and regions, plus a selection of unique impact funds.



CUSTOMIZED IMPACT INVESTING OPPORTUNITIES

shaped at your personal risk, return and impact profile as well as to your preferred array of financing instruments (debt, equity, mezzanine, hybrid models).



ORCHESTRATED INVESTMENT PROCESS & SYNDICATION

thus reducing and diversifying risk, as well as saving your time, effort and resources.



A NEUTRAL, INDEPENDENT AND TRUSTED ADVISOR

moderating all parties involved professionally until a successful close of the round.

FASE IS A HIGHLY RECOGNIZED LEADER IN SOCIAL FINANCE ACROSS EUROPE.

We are proud to have won the support from the European Commission for the fourth consecutive time to **help build a thriving financial ecosystem for social innovation.** Our European team of top experts in corporate and impact finance, venture capital and investor relations is actively engaged in advocacy initiatives such as the G7 Impact Investing Taskforce, GECES – the European Commission's Expert Group as well as EVPA's board and expert group on hybrid finance.

discovering hands®

THE PROBLEM

More than 1.5 million women worldwide are diagnosed with breast cancer every year. Death rates are dizzying high with more than 500,000 women annually. Studies show that early diagnosis could substantially reduce death rates as well as cut treatment cost per patient. At the same time, unemployment among blind women is staggering, although they possess outstanding tactile abilities.

THE SOLUTION

discovering hands® (DH) pioneered a diagnostically superior, personal, and low-cost breast examination method by training visually impaired women as skilled diagnosticians ("Medical Tactile Examiners", MTEs). Thanks to their superior sensitive touch, these women can detect more and smaller breast cancer tumors in asymptomatic patients than the average doctor. By 2017, 27 MTEs had been trained, examining 16,000 women at doctors' practices, hospitals or special discovering hands® centers.

THE MODEL

DH operates with a structural hybrid model: a not-for profit entity (DH gUG) owns the limited-liability company (GmbH). DH sells patented single-use orientation stipes to physicians and receives a fee per examination, which is paid by insurance companies or patients. Moreover, DH also generates revenues from franchises in other countries, which supports continuous R&D and training. The model was validated in Germany and Austria (first social franchise), supported by FASE through a first investment round in 2013.

INVESTMENT

In 2016, Dr. Frank Hoffman launched the international rollout of the business in India and Colombia and raised 800k EUR, again with support from FASE. DH's second investment opportunity convinced a combination of different investor types, with a social venture funds (KfW), several business angels as well as foundations who invested with a mix of mezzanine/quasi-equity and grants.



discovering
hands

taktile diagnostik

FIND MORE
SUCCESSFUL
EXAMPLES IN OUR
[CASE STUDIES!](#)

SOME OF FASE'S SOCIAL ENTERPRISE MANDATES



ignitia

Enabling yield increases for small-scale farmers through tropical weather forecasts



Bettermarks

An adaptive learning system for maths replacing printed textbooks or exercise books.



Helioz

A simple and disruptive technology to disinfect water in developing countries



SocialBee

Temporary employment model and carefree onboarding package for corporates and refugees



Sea Ranger Service

The world's first maritime ranger service



Healthy
Entrepreneurs

Healthy Entrepreneurs

Last-mile distribution for basic health in Sub-Saharan Africa



AckerPause

Office gardening for a better appreciation of food and edibles among employees




Munch

Eliminating waste across the food industry to fight climate change


INVESTORS Q&A




I am interested to invest with FASE – what comes next?

 Wonderful. We will invite you to a **first conversation to get a better understanding of your preferences**. This includes defining the impact sectors you or your organization are interested in, the geographic areas and regions you would like to engage in, and your specific risk, return and impact profile that you target with your investments. This conversation will allow us to tailor the ideal flow of impact investing opportunities that we will provide you with. It will also help to best meet your needs for communication in terms of which channels you prefer and how often we should reach out to you.


What can I expect from FASE (and what not)?

 FASE is an **independent and highly professional financial intermediary**. We conduct our own screening of investment candidates and use an algorithm to identify the best matches between social entrepreneurs and investors for each transaction. While we add a lot of value to the transaction process by making it more efficient, professional and well moderated, each investor has to take full responsibility of the nature and scope of his or her own business, impact and legal due diligence on the potential investment candidate.

How much time does it take until I can make my first impact investment?

 The timeline depends much on how quickly we can identify a match between your profile and a social enterprise or impact fund in our pipeline. Once started, the transaction process **typically takes 6 to 9 months**. Larger deals beyond EUR 1m can need more time after the initial investor contact has been established, for example due to a bigger consortium of investors.

How can I receive information about attractive investment opportunities?

 With every so-called **Deal Flight**, we will email targeted investment opportunities to you according to your profile. We will also invite you to our monthly digital pitches (so called 'WebLounge'), management presentations, and social finance events. These invitations will give you an excellent opportunity to meet and learn more about these changemakers.

Is there a minimum ticket size for me to engage?

The minimum investment highly depends on the specific transaction as well as the enterprise's investment need, stage and preferences. Typically, most investment candidates we support **target ticket sizes starting at EUR 50,000**.

