2019

CHANGE TOMORROW TODAY

SOCIAL PROGRAMME AT A GLANCE
CONTENTS

2019 IN NUMBERS .............................................. 4

SUPPORT TO SOCIAL ENTREPRENEURSHIP ............... 8

ALUMNI NETWORK .............................................. 14

SOCIAL INCUBATOR ............................................ 18

PHILANTHROPY ................................................ 20

FINANCIAL EDUCATION ....................................... 22

MICROFINANCE ................................................. 23

CONFERENCES AND SEMINARS .............................. 24

SPONSORSHIPS AND PARTNERSHIPS ......................... 26
2019 IN NUMBERS

Social Innovation Tournament

165 applications from 27 countries
3 training sessions
20 SITolarships awarded to SIT Alumni projects
33 high-impact ventures joined the second SIT Alumni meeting
10 ventures pitched at EVPA
11 ventures attended the Católica Scaling Impact Executive Programme in Portugal

Social Media

Followers

Facebook: 4,957
LinkedIn: 3,660
Twitter: 1,781
Instagram: 1,046
16 Seminars and Conferences

- 72% external participants
- 104 participants per event on average

Philanthropy

- EUR 269,695 donated to 11 NGOs
- 1,221 pieces of IT equipment donated to 91 schools and NGOs
Change Tomorrow

Societal Challenges

- education
- health
- environment
- ageing
- inclusion

Social Innovation Tournament

Call for Impact VENTURES!

15 Finalists join SIT Alumni

Mentoring Bootcamp
Improving ideas, solutions and pitching skills

Final Event
The Winners are!
Tomorrow TODAY!

Every year more impact ventures changing the world for good

Access to finance
Investor’s Fair
Visibility & Recognition
Networking
Mentoring
Incubation
Impact Bootcamp

Social Innovators and Transformers
SIF Alumni Network: Tools to Scale Impact

and more...
SUPPORT TO SOCIAL ENTREPRENEURSHIP

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of applications</td>
<td>165</td>
<td>206</td>
<td>308</td>
</tr>
<tr>
<td>Number of countries</td>
<td>27</td>
<td>28</td>
<td>31</td>
</tr>
<tr>
<td>Mentoring Bootcamp</td>
<td>Amarante, Portugal</td>
<td>Amarante, Portugal</td>
<td>Cluj, Romania</td>
</tr>
<tr>
<td>Final Event</td>
<td>Dublin, Ireland</td>
<td>Copenhagen, Denmark</td>
<td>Riga, Latvia</td>
</tr>
<tr>
<td>Special Category</td>
<td>Sustainable production and sustainable consumption</td>
<td>Sustainable development with a special emphasis on the circular economy</td>
<td>Ageing</td>
</tr>
</tbody>
</table>
2019 Social programme at a glance | EIB Institute
WINNERS

1st Prize
General Category & EY Voucher

**HeHop**
seeks to break the circle of violence. The new app will gather legal evidence essential for tackling all kinds of abuse (physical, sexual, emotional and verbal) in professional, private and public life. Less than 10% of such attacks result in a formal complaint as victims fear that without proof they will not be believed.

1st Prize
Special Category

**Fazla Gida**
is a waste management platform that provides holistic solutions for companies, enabling the reduction of waste at source. Sustainability is a recurring theme, gaining ever more importance in today’s world.

2nd Prize
General Category

**Jelly Drops**
are hydrating treats that enable people with dementia to hydrate more often and independently, since many people with dementia find eating easier and more intuitive than drinking. Dehydration is one of the leading causes of death for people with dementia.

2nd Prize
Special Category

**Zouri Shoes**
collects plastic from the Portuguese coast and reuses it in the production of a cool and sustainable vegan footwear brand. After the shoes reach the end of their useful life, the old shoes are turned into raw material for the production of urban furniture and blocks, thus making this a social and circular business model.

INSEAD

PositiveCV from Finland and Zouri Shoes from Portugal attended the INSEAD Social Entrepreneurship programme.
PROGRAMME

SPECIAL CATEGORY TOPIC
The environment (with a special emphasis on biodiversity and ecosystems conservation)

CALL FOR PROPOSALS
1 February – 4 March 2020

15 FINALIST PROJECTS
Announced on 15 May 2020

MENTORING BOOTCAMP
17-19 June 2020
Lisbon, Portugal

FINAL EVENT
8 October 2020
Lisbon, Portugal
Help social entrepreneurs scale up/deep/out their venture to achieve higher impact.

ABOUT
The Scaling Impact Executive Programme is a one-week full-time executive training course that helps impact-driven entrepreneurs develop a scaling plan adapted to their initiatives, fine-tune the strategy of engagement with key stakeholders, develop their marketing and communication strategy, develop an investment case for financing and prepare to pitch their scaling plan to an audience of investors.

WHAT
Seven days of training delivered by an international-oriented faculty with deep expertise in social entrepreneurship, fundraising and impact investing.

The programme included workshops on social innovation, scaling models, marketing and communication for social enterprises, preparing the investment case, negotiations and partnership development, fundraising and pitching techniques.

WHO
11 high-impact ventures, 24 entrepreneurs from six countries.

WHERE
Amarante and Lisbon, Portugal in collaboration with Católica Lisbon School of Business and Economics.

SHOWCASING OF HIGH-IMPACT VENTURES
The Institute partnered with EVPA (European Venture Philanthropy Association) and hosted a showcase of its Alumni ventures at the EVPA Annual Conference in The Hague, Netherlands. A total of 10 SIT Alumni participated in the event.
ALUMNI NETWORK

WHAT
Network and knowledge; sharing best practices and supporting each other; platform for communicating opportunities and sharing about successful achievements; opportunities to pitch in selected conferences; access to experts network (pro bono advice); access to one-on-one mentoring opportunities; access to impact investors; webinars on topics related to social entrepreneurship; participation in training sessions and bootcamps; visibility and recognition.

PARTNERSHIPS

SIT ALUMNI MEETING 2019
Following the success of the first SIT Alumni Meeting in 2018, the second SIT Alumni Meeting held in October 2019 brought together 33 successful Alumni projects from 13 countries. The Alumni members attended two tailor-made workshops on: “Unconventional Problem-Solving” with Kim van Niekerk, and “Impact Measurement and Management” with Tom Keyte from inFocus. Alumni also had the chance to listen to a motivational speech by Neil O’Brien from Time to Fly.

SITOLARSHIPS
The SI铊arship initiative was launched in 2018. The objective of the initiative is to support high-impact ventures in scaling their impact. Thanks to the SI铊arships, social entrepreneurs can receive funding to attend conferences and training programmes, participate in networking exercises, visit similar projects in different countries to exchange experiences, or procure consultancy services. In 2019, twenty alumni projects benefited from this initiative.

Peppy Pals attended Apple’s Worldwide Developers Conference in San Jose (USA) and had the opportunity to meet key people within Apple, which led to many opportunities for them, including a bootcamp for female founders.
SOCIAL MEDIA TRAINING COURSE
Twelve Alumni projects attended a two-day certified course on social media led by Andrew Davis from MediaTrust. Social media is a crucial channel for social entrepreneurs to increase their visibility, attract talent, generate business opportunities and attract funding. Therefore, learning how to capture an audience’s attention is vital.

INSPIRING, NETWORKING, SHARING AND GAINING VISIBILITY AND RECOGNITION
Several SIT Alumni presented their projects at high-impact events and won important prizes. Some highlights include:

TRIGGER.SYSTEMS and its founder Sara Gonçalves won the EIT Woman Award, which recognises outstanding women innovators and is worth EUR 20 000.

MORE THAN ONE PERSPECTIVE was among the finalists of EY Entrepreneur of the Year in the Social Entrepreneurship category in Austria.

The Portuguese project SPEAK won the third place award at the Chivas Venture Tournament in May.

WALK WITH PATH won the Horizon Prize worth EUR 1 million and its founder, Lise Pape, was included on the Forbes list of women-led start-ups disrupting the healthcare industry.

GLOWEE, which has already created many strategic partnerships, signed a partnership this year with the city of Rambouillet to make it the first experimental city lit by bioluminescence.

GOODBAG was among the top eight start-ups at the Web Summit Pitch competition.

KONEXIO won the jury’s first prize of EUR 600 000 at Google’s Impact Challenge in France.

NEW IN 2020
SIT Alumni website
Network of Experts
8-week e-learning programme on Impact Management and Measurement
Partnership with University of Oxford
GOODBAG

SPEAK

WALK WITH PATH

GLOWEE

KONEXIO

MORE THAN ONE PERSPECTIVE
ALUMNI NETWORK

WEBINARS
The webinars for social entrepreneurs are part of the EIB Institute & Católica-Lisbon Series on “Social Innovation, Scaling and Impact” developed by Católica-Lisbon and sponsored by the EIB Institute for the SIT Alumni.
These webinars enable participants to maintain focus on their learning journey, assess their progress on scaling and financing, and explore emerging topics.

TOPICS

The Future of Social Innovation and Impact Investing in Portugal and Europe
Filipe Santos, Católica-Lisbon, and Filipe Almeida, Portugal Inovação Social

The Power of Words – How Best to Persuade Investors with Language
João Cotter Salvado, Católica-Lisbon

Leading Systemic Change
Frederico Fezas Vital, Junior Achievement Portugal & Terra dos Sonhos, and Silvia López Herrero, System Change for Sustainability

Responsible business and leadership: Now is the time
Nuno Moreira da Cruz, Católica-Lisbon

Leading Teams for Social Innovation
Kátia Almeida, BELIEVE & LEAD, Girl Move Academy

Social Innovation Q&A Webinar
Filipe Santos, Católica-Lisbon

Business model innovations for impact
João Santos, MAZE

Digital marketing
Frederico Fezas Vital, Junior Achievement Portugal & Terra dos Sonhos, interviews Rafic Daud, UNDANDY

Mistakes in Win-Win Negotiations
Nuno Delicado, Pluris and SportImpact

Learning from Failures
Frederico Fezas Vital, Junior Achievement Portugal & Terra dos Sonhos, interviews Joe Santos, Vencer Autismo

Financing Instruments for Impact
Filipe Santos, Católica-Lisbon

Creative Leadership
Kátia Almeida, BELIEVE & LEAD, Girl Move Academy
INCUBADORA REGIONAL DE INOVAÇÃO SOCIAL
IRIS is an incubator for capturing ideas and projects and supporting the creation, development and acceleration of innovation, with a mission to strengthen the nascent Portuguese social entrepreneurship ecosystem and foster regional development through social innovation initiatives. It is co-funded with “Partnerships for impact” (Portugal 2020 funds).

HOW
Providing social start-ups with a supporting and engaging environment and tools to help them benefit from investment opportunities, networks, partnerships and knowledge, notably through hosting of local and international events, establishment of partnerships, workshops and training seminars.

WHERE
Amarante, Tâmega and Sousa region (northern Portugal).

WHAT
The Social Innovation Meet Up 2019 marked the second year of activities of the incubator.

More than 400 children from several schools benefited from a high number of social innovation promotion sessions under the Begin Innovation 2.0 programme.

The “Aprendizes da Inovação Social” competition challenged school-age children to come up with innovative solutions to tackle regional problems. The winner proposed an environmentally-friendly solution to replace the small milk cartons that are distributed daily at the school.
16 social enterprises in residency. A total of 26 enterprises have benefited from incubation since 2017.

The first edition of the **GROW Innovation programme** was completed. Eleven impact ventures participated in a six-month acceleration programme, a building capacity programme for social innovations. The projects pitched their ideas at the Annual Meetup and competed for several prizes. The winning projects were **eCO2Blocks** and **Pilldeal**, which shared equally the first prize (EUR 10 000). **Oficina Criativa do Futuro** was selected to attend the SIT Scaling Executive Education Programme powered by the Institute and **BIT-it** was selected to attend a Social Media Workshop.

**eCO2Blocks** produces masonry blocks with 100% industrial waste-based materials, carbon dioxide and non-potable water.

**Pilldeal** is a device that helps consumers ensure that they do not forget to take their medicines.

**Oficina Criativa do Futuro** uses a participatory bottom-up approach to intervene in neglected public spaces.

**BIT-it** is a video game and artificial intelligence-based method to address bullying at school for youngsters aged 6-15.

**Training sessions** for social entrepreneurs, staff from local municipalities, public entities and other professionals from social-driven organisations, in various areas of relevance: How to prepare an application to apply for Portugal Social Innovation funds; Digital Marketing; Designing Powerful Marketing Messages; Social Impact Measurement; and Social Media.

24 people from 10 local authorities attended a 2-day **Innovation Bootcamp** learning about social innovation and developing a solution to a regional problem.
### PHILANTHROPY

### IT DONATIONS

In 2019, the EIB donated around 1,000 pieces of IT equipment to African schools through our partnership with Close the Gap, which takes used IT equipment to African schools, thus helping people to improve their educational and economic prospects.

<table>
<thead>
<tr>
<th>Country</th>
<th>IT equipment donated</th>
</tr>
</thead>
<tbody>
<tr>
<td>Belgium</td>
<td>100</td>
</tr>
<tr>
<td>Bulgaria</td>
<td>86</td>
</tr>
<tr>
<td>Czech Republic</td>
<td>7</td>
</tr>
<tr>
<td>France</td>
<td>276</td>
</tr>
<tr>
<td>Germany</td>
<td>20</td>
</tr>
<tr>
<td>Greece</td>
<td>83</td>
</tr>
<tr>
<td>Lithuania</td>
<td>271</td>
</tr>
<tr>
<td>Luxembourg</td>
<td>146</td>
</tr>
<tr>
<td>Portugal</td>
<td>13</td>
</tr>
<tr>
<td>Romania</td>
<td>80</td>
</tr>
<tr>
<td>Slovakia</td>
<td>70</td>
</tr>
<tr>
<td>Morocco</td>
<td>7</td>
</tr>
<tr>
<td>China</td>
<td>1</td>
</tr>
<tr>
<td>Kenya</td>
<td>1</td>
</tr>
<tr>
<td>Austria</td>
<td>23</td>
</tr>
</tbody>
</table>

1,221 pieces of IT equipment donated

144 desktops

1,065 laptops

12 other pieces of IT equipment

15 countries

42 schools

49 NGOs
GRANTS FOR HUMANITARIAN CATASTROPHES

ATTICA FIRES IN GREECE

Inauguration of three playgrounds and sports fields for children in Attica built with the donation by the EIB Group.

EUR271 260 to DESMOUS

CYCLONE IDAI IN MOZAMBIQUE, MALAWI AND ZIMBABWE

EUR261 695 to

SOS VILLAGES D’ENFANTS MONDE

RELAIS POUR LA VIE

Walking/running marathon held over a week-end by teams in a relay format to raise money for the fight against cancer.

EUR4 000 donated to Fondation Cancer

SPICY 3

Solidarity triathlon to collect donations to support various actions in Burkina Faso, notably the construction of a medical and social centre to help children suffering from serious diseases.

EUR4 000 donated to L’hymne aux Enfants

EIB STAFF PHILANTHROPIC EVENTS

Support for social or sporting events with a philanthropic purpose with relevant participation of EIB Group staff.

EUR261 695 to

Save the Children

caritas LUXEMBOURG

British Red Cross

EUR271 260 to

Malteser International

Handicap International

Humanity Inclusion
**GREECE**
**Programme with ActionAid**
- July/August: Signature of a EUR 100 000 Grant Agreement with ActionAid Hellas;
- December: Official Launch of the Programme in Athens.

From September 2019 to September 2021, over 40 000 late primary and secondary students mainly from underprivileged areas in Athens, Thessaloniki, Central Macedonia and Epirus will benefit from financial education activities, provided by a network of 2 000 teachers. These will be a combination of training and mentoring sessions and awareness-raising activities provided by the partners of the Institute, Action Aid Hellas, in collaboration with Aflatoun International and ERGO. The objective is that at the end of the programme students will be familiar with basic economic/financial concepts and have the opportunity to apply those skills to their own lives.

This will be the first time that systematic and harmonised activities focusing solely on financial education will be implemented in Greece.

**ITALY**
**Museum on Wheels – SAVE**
The EIB Institute, the Museo del Risparmio (MdR) and Scania Italia have partnered for a second consecutive year to implement the Museum on Wheels Project in Italy during the academic year 2019-2020. The objective is to improve the financial education of vulnerable groups in less affluent regions in Italy. The Discovery Truck will visit new cities by focusing on the south of Italy and its two largest islands, Sardinia and Sicily.

Seven cities (Genoa, Olbia, Sassari, Alghero, Oristano, Carbonia-Iglesias, Cagliari) in 2019.
MICROFINANCE

NEW IN 2020
Digital Literacy Academy for Managers of Microfinance Institutions

VENICE MICROFINANCE INITIATIVE
Students from Università Ca’ Foscari in Venice provided pro-bono support during a three-month internship at INCOFIN (Belgium).

EUROPEAN MICROFINANCE DAY
We supported the European Microfinance Day closing event in Brussels in October 2019.

EUROPEAN MICROFINANCE NETWORK AND MICROFINANCE CENTRE
Since 2015, we have been sponsoring the annual EMN (European Microfinance Network) Conference and the annual MFC (Microfinance Centre) Conference. In 2019, the EIB Group was one of the main sponsors of the EMN Conference in Vienna and of the MFC Conference in Istanbul.

CEO FORUM AND CEO SUMMIT
We provided a grant to MFC to finance the 2019 CEO Forum, an innovative approach aimed at the professional development of CEOs of microfinance institutions. We also sponsored the CEO Summit.

EUROPEAN RESEARCH CONFERENCE
Researchers, microfinance practitioners and reference institutions in the field attended the European Research Conference on Microfinance in Paris.

The Institute was one of the sponsors of the Conference, a tripartite organisation by Université Paris Dauphine, Business School de Montpellier and IRD under the aegis of the European Microfinance Platform (e-MFP).

The EIB Institute complements the activities of the European Investment Bank Group (EIB and EIF) in the area of microfinance.

NEW IN 2020
Digital Literacy Academy for Managers of Microfinance Institutions
The Institute organises regular seminars and conferences to encourage knowledge dissemination and innovative thinking about issues of particular concern to the EIB Group. These serve both to help staff in their work and to inform the general public.

**CONFERENCES**
We organised in Luxembourg the fifth edition of the October Days for Sustainable Development: Innovative consumption and production practices for a more sustainable society (SDGs 11 and 12), exploring pilot and creative best practices emerging in the food, fashion and tourism sectors.

In addition to the panels with speakers from both the public and private sectors, international organisations, academia, NGOs and the EIB, nine mostly local talented start-ups pitched and explained how their businesses contribute to a more sustainable world.

**SEMINARS**
We organised seminars on topical issues such as social innovation, impact investing and many more.

AGORA 4 Youth: Crossed perspectives on the inclusion of young people, in partnership with

Act locally: What is the social impact in Luxembourg? in partnership with

Conversation with an impact investor
Nicolas Crochet, Co-founder

Refugee relief in Syria and Colombia by the world’s oldest humanitarian organisation
Douglas Graf von Saurma-Jeltsch, Member of the Board of Directors, Malteser Hilfsdienst e.V., President of Malteser International Europe.

We also partnered with the University of Luxembourg and others in organising a series of lectures under the general theme of “Inequality and…”
## INEQUALITY AND...?

<table>
<thead>
<tr>
<th>Topic</th>
<th>Speaker</th>
<th>Institution/Institute</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inequality and Women in Politics</td>
<td>Alessandra Casarico</td>
<td>Bocconi University</td>
</tr>
<tr>
<td>Inequality and Educational Prosperity</td>
<td>J. Douglas Willms</td>
<td>The Learning Bar</td>
</tr>
<tr>
<td>Inequality and Beliefs</td>
<td>Christina Fong</td>
<td>Carnegie Mellon University</td>
</tr>
<tr>
<td>Inequality and Consumption</td>
<td>Tullio Jappelli</td>
<td>University of Naples Federico II</td>
</tr>
<tr>
<td>Inequality and Public Opinion</td>
<td>Leslie McCall</td>
<td>City University of New York</td>
</tr>
<tr>
<td>Inequality and the Elites</td>
<td>Michael Hartmann</td>
<td>Technischen Universität Darmstadt</td>
</tr>
<tr>
<td>Inequality and the Art Market</td>
<td>Andres Solimano</td>
<td>International Center for Globalization and Development</td>
</tr>
<tr>
<td>Inequality and Early Childhood</td>
<td>Costas Meghir</td>
<td>Yale University, National Bureau of Economic Research and Institute for Fiscal Studies</td>
</tr>
<tr>
<td>Inequality and Bequests</td>
<td>Charles Horioka</td>
<td>Asian Growth Research Institute</td>
</tr>
<tr>
<td>Inequality and Pain</td>
<td>Michael Wolfson</td>
<td>University of Ottawa</td>
</tr>
<tr>
<td>Inequality and Child Human Capital</td>
<td>Janet Currie</td>
<td>Princeton University</td>
</tr>
</tbody>
</table>