

19<sup>th</sup> MFC Annual Conference  
19-я Ежегодная Конференция МФЦ

Microfinance in the Cloud / Облачное Микрофинансирование  
23-24 June 2016, Tirana, Albania / 23-24 июня 2016 года, Тирана, Албания



# ALTERNATIVE FINANCING MODELS FOR MICRO AND SMEs IN THE EU

*Workshop 4B, 11:00 – 12:15*

*June 24, 2016*

*Workshop sponsored by the fi-compass EaSI TA*

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What is an **alternative**  
model?

# Key Alternative Finance Models

## **Debt**

- Peer to Peer Consumer Lending
- Peer to Peer Business Lending (inc. real estate models)
- Invoice Trading

## **Equity**

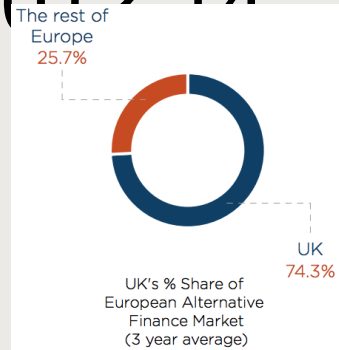
- Equity-based Crowdfunding

## **Non-Financial Return**

- Rewards-based Crowdfunding
- Donation-based Crowdfunding
- Subscription Crowdfunding

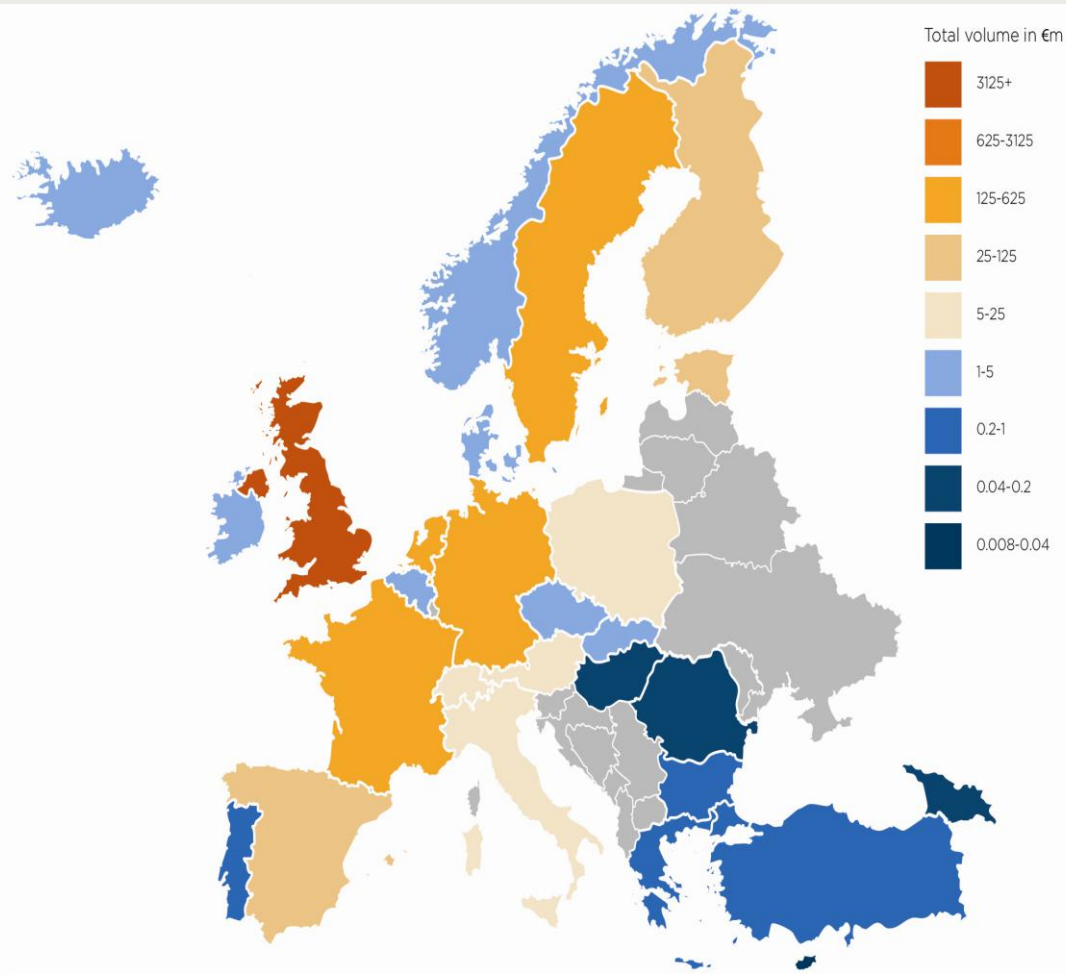
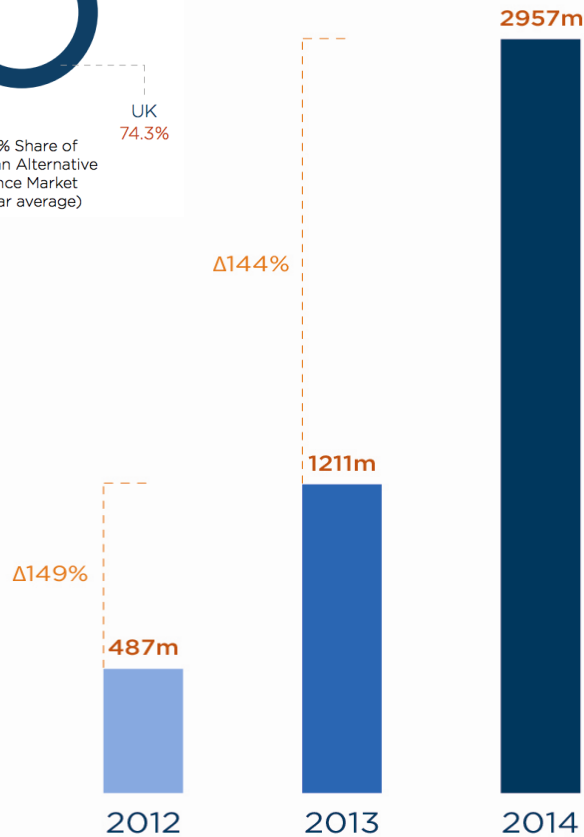
# Overall Size of the European Alternative Finance Market

2012-14



AVERAGE GROWTH RATE

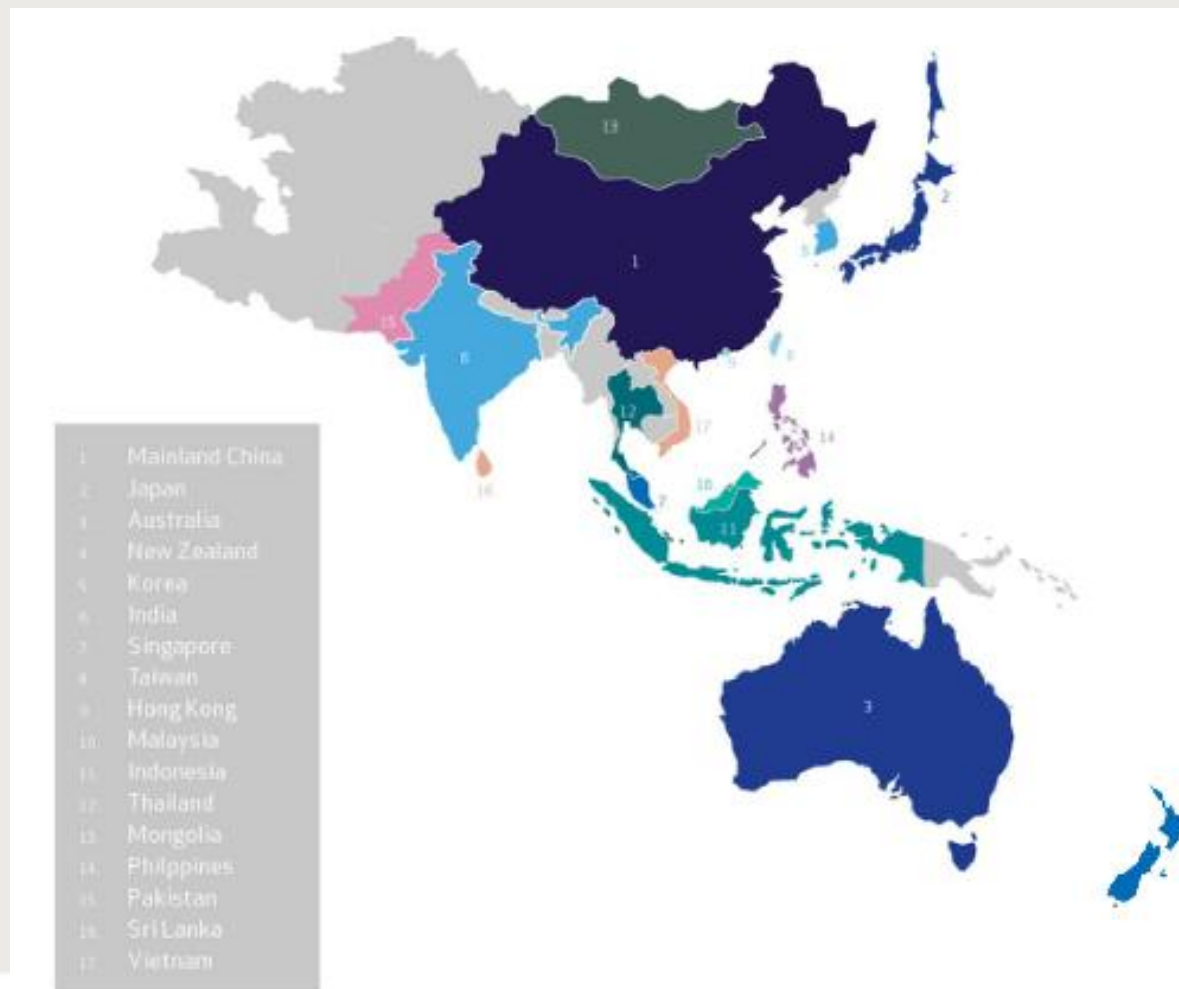
Δ146%



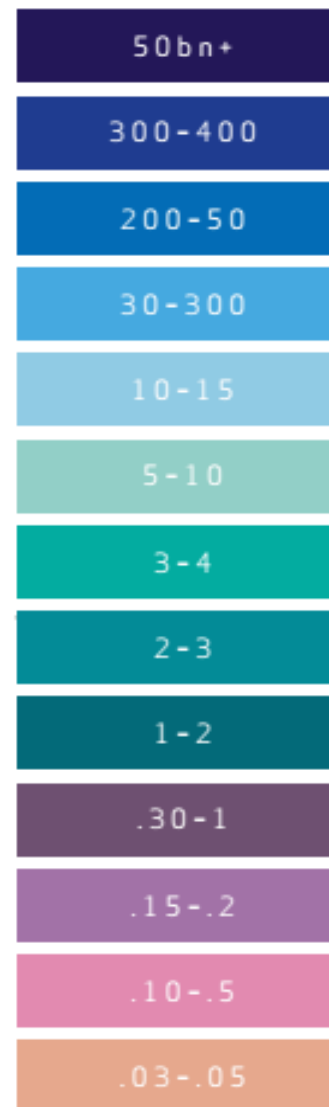
# Alternative Finance Platforms: Balkans

- Croatia – Croenergy, Doniralica
- Slovenia - Borza terjatev, Start-it, Adrifund
- Romania – Buy & Help, Doneaza Cu Avon, Multifinantare, Galantom, Golibre, Bursa Binelui, WeAreHere, Potsieu, Crowdfunding UBB, Crestemidei
- Greece – FEAST Greece, Easy Starter, One Up, OpenCircle, ClassFund, Efund, Groopio
- Turkey – Fongogo, Crowfun

# Asia Pacific 2015



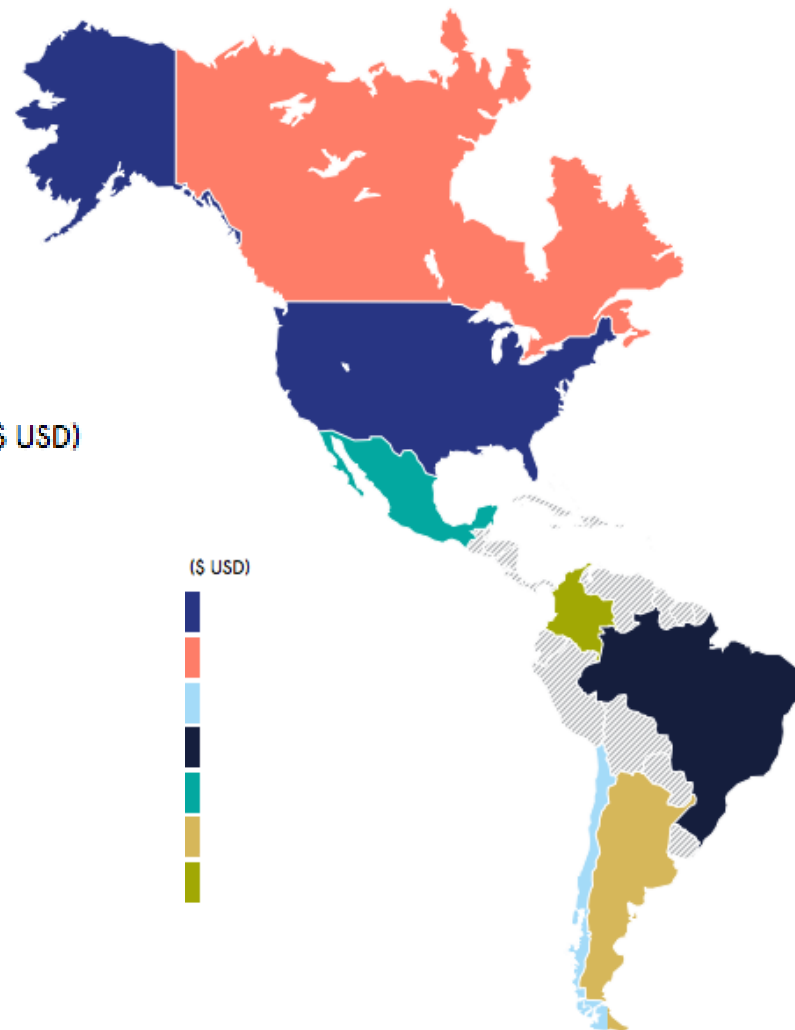
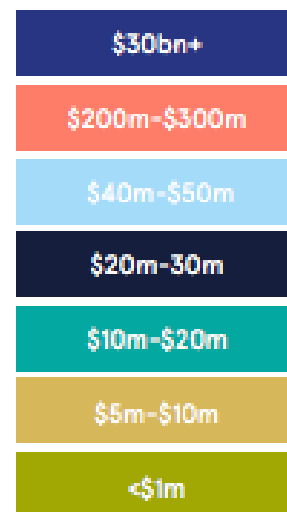
Total Volume 2015  
(\$m USD)



# Americas 2015

Figure 15: Comparative Market Volumes of Alternative Finance Transactions in the Americas (2015)

Total Volume 2015 (\$ USD)





# Questions

- Gains and losses for microfinance from moving towards the fintech model?
- To create own platform or work with an existing one?
- How could the new models help build scale for microfinance?
- What new risks have to be managed in the cloud lending models?