

#### **About the Report**

The Korea Social Value and Solidarity Foundation (SVS) publishes an annual report each year with the aim of furthering the diverse stakeholders' understanding of its yearly activities and performance. This report highlights SVS' commitment to the development of a sustainable social finance ecosystem and the growth of the social economy.

#### [Reporting period and scope]

The report spans the entire fiscal year of 2020, from January 2 to December 31. It has been reviewed and verified by working level employees as well as executives of the SVS.

## [The current status of companies receiving finance and information on their performance in creating social value]

The current status of the companies financed by social finance intermediaries and the information on their performance in creating social value, presented in this report, is based on the SVS Impact Report published in April 2021. The data presented in this report does not represent the social finance market in Korea. The data on the current status contained in this report has been obtained from published sources that should be considered reliable or the internal analysis of SVS, but SVS does not warrant or guarantee their accuracy or completeness, either expressed or implied.

### **Korea Social Value and Solidarity Foundation**

**Annual Report 2020** 



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## Messages From the Leadership

SVS has been working tirelessly to provide the financing needed for social economy enterprises and social innovation projects.



In 2020, SVS worked tirelessly to provide the financing needed for social economy enterprises and social innovation projects that are brightening every corner of our society. In this Annual Report, I would like to share with you SVS' various alternative initiatives in cooperation with social finance intermediaries across the country during the past year, and invite you to consider how we might continue to improve in the future.

South Korean society has begun to seriously examine how to internalize social values and the ESG (Environment, Social and Governance) in all areas, including government policies, corporate activities, and civil society movements. It is very encouraging that values that have been pursued in the social economy sector, such as people-centered development, democracy, ecology and the environment, are beginning to be discussed in all spheres of society.

The increase in the number of social economy enterprises or the amount of funding provided is important, but the most essential aspect to consider would be what new values have spread in our society through social economy enterprises and in what innovative ways is finance supporting these alternative initiatives.

I hope this annual report will provide an insight into SVS' efforts which have been made in a variety of areas in 2020 and encourage your support and guidance from which we can draw strength to further our efforts in 2021. We look forward to your continued attention and support.

Rev. Kyongyong Song

President

Korea Social Value and Solidarity Foundation

It was a meaningful year that broadened the foundation of cooperation with related organizations including intermediaries, public organizations and private companies by further substantiating various projects and the structure of the ecosystem.



It has been two years since the launching of the Korea Social Value and Solidarity Foundation (SVS), the first wholesale fund established in Korea, with the aim of supporting the development of a social finance ecosystem to promote the social economy.

The year 2020 was a meaningful year that further substantiated and strengthened various projects that had been introduced in the first year of launch and the structure of the ecosystem. It was also a year that broadened the foundation of cooperation with related organizations including intermediaries, public organizations and private companies.

In order for the social finance ecosystem to become richer and more robust, it is of utmost importance that various actors endeavor to achieve their objectives, and institutional foundations are established to support them, such as the enactment of the Framework Bill on Social Economy.

To this end, SVS officially launched the 'Social Finance Forum' in October 2020 with 24 domestic social finance institutions, to engage in a variety of activities to establish the institutional foundation. Broader social finance sectors, such as microcredit, regional finance, impact investment and P2P finance have joined forces with the wholesale fund of the SVS.

With this annual report, I hope to share the efforts we have made in cooperation with various intermediaries over the past year and to consider areas, which might be improved. In 2021, SVS will expand the scope of its cooperation with various actors and make new initiatives with a variety of social finance institutions.

Hakyang Park

Secretary-General Korea Social Value and Solidarity Foundation





The Korea Social Value and Solidarity Foundation (SVS) was established in January 2019 as the first-ever source of wholesale finance exclusively for the social economy in South Korea, with the aim of developing a financial ecosystem to promote the social economy and social values. The focus of SVS is on providing patient capital for social enterprises, financing projects that aim to prevent and address social problems, and identifying and fostering social finance intermediaries (SFIs) in order to cater for the growing demand for social finance. SVS strives to establish itself as an active social value investor that provides customized financial support services closely aligned with the needs of the social economy sector, and as a social finance market maker that broadens the social consensus for solidarity finance





### 2020 Highlights

SVS is the first wholesale fund exclusively for the social economy in South Korea. It supports the activities of SFIs and continues to expand the financing to companies and projects pursuing social values, in order to facilitate the sustainable growth of social economy enterprises (SEEs) and the development of social finance.



Supporting SFIs SVS provides wholesale funds to support the SFIs to launch impact funds and to develop non-profit loan products, in order to establish an effective system for providing social finance. SVS functions as catalyst capital to promote cooperation between policy finance, mainstream institutional finance and private investors, and encourages the participation of social investors by providing subordinate financing or prefinancing when necessary.

#### Investments to support the launch of funds by impact investment intermediaries

February - Extra Mile Impact Investment Fund 2 / Merry Year Social Company (MYSC)

- Social Venture Picnic Investment Fund 1 / Sopoong Ventures

May - ARK Impact Venture Investment Fund / ARK Impact Asset Management

June - Bluepoint Social Innovation Technology Startup Venture PEF 1 / Bluepoint Partners

July - TBT Open Innovation Fund / TBT Partners

**November** - Impact Square Social Enterprise Stepping Stone Fund / Impact Square

## Support for the development and provision of customized loan products to address blind spots in the supply of finance by sector and region

**January** - Support given for loans to SEEs / Korea Microcredit Joyful Union

- Support given for loans to SEEs / Band Foundation

- Support given for loans to SEEs / Korea Association of Self-Sufficiency Promotion Center

**December** - Support given for loans to the social economy in the Gyeongnam region

/ Gyeongnam Social Value Finance and Loans

### The establishment of the institutional foundation for social finance and the launch of the Social Finance Forum

March - The announcement of the demand for manifestos concerning social finance for the 21st

general election / Jointly with 21 private SFIs

**October** - The official launch of the 'Social Finance Forum', a cooperating network of SFIs



Scaling-up of social value through the promotion of impact projects SVS supports impact projects that aim to respond proactively to social problems, including pre-financing for new investment products such as Social Impact Bonds (SIBs), support for citizen ownership projects that aim to provide stable medical services and to revitalize the community, social housing projects, and projects to tackle the climate crisis.

May - Invested in Ansan Health Welfare Social Cooperative

**June** - Provided crowdfunding matching loans for the community ownership project of 'Geonmaek

1897 Cooperative' / BPLUS

**July** - Provided crowdfunding matching loans for local creators / IFK Impact Finance

**September** - Investment and loans made to the Korea Factory Roofs Photovoltaics Holding Company

/ D3 Jubilee Partners, ARK Impact Asset Management, etc.

**November** - Invested in the SIB Project for Youth Employment in Seoul

/ Pan-Impact Korea

**December** - Invested in the SIB Project for Dementia Prevention in Buyeo-gun

/ Pan-Impact Korea

- Invested in Jeonju Health Welfare Social Cooperative

- Loans made to the Rental Deposit Return Guarantee Project for Social Housing in Seoul / Korean Social Housing Association



**Building** the foundation for the social finance ecosystem

SVS supports the establishment and operation of local government funds for the social economy by cooperating with local governments that plan to promote regional development using social finance. SVS also supports the launch of local impact funds and fosters local intermediaries. In addition, SVS promotes a variety of collaborative projects to enhance the public's awareness and expand the base of social finance.

#### Developing the social finance ecosystem that promotes regional development

April	-	Signed an investment contract to support the establishment of Gyeongnam Social Value $$
		Finance and Leans

July	-	(Honam and Gyeongnam region) Support for the training of SFI employees given
November	-	Distributed a standardized IT system for SFIs / Korea Social Innovation Finance
December	-	Invested in Gyeongnam Youth Impact Investment Fund / Merry Year Social Compan

(MYSC), Gyeongnam Center for Creative Economy & Innovation

- Invested in Gangwon Picnic Investment Fund / Sopoong Ventures, Gangwon Center for Creative Economy & Innovation

#### Building the foundation for expanding the base of social finance

Mav

November

January	-	2020 New Year's Meeting held for the Social Economy				
February	-	2020 Social Value Forum for the Realization of Social Values in the Public Sector				
		/ Public Workers Solidarity Foundation, Civil Society Organizations Network in Korea,				
		Association of Korean Local Governments for Social Economy and Solidarity				

2020 Now Year's Mosting hold for the Social Economy

- Industry-university cooperation agreement for fostering social finance talent / Center for University Social Responsibility of Gyeongnam National University of Science and Technology

April Published Campaigners that Change the World - A Guidebook for Changes in Local Communities and Social Innovation

> Published the Korean version of Manifesto of the Poor: Solutions come from below SVS Social Finance Webinar with a representative of Eva, the taxi drivers' cooperative

SVS Social Finance Webinar 'Financing opportunities to start and grow platform co-September operatives - building on the success of community shares model in the UK'

October - GSEF 2020 virtual forum 'The role and transition of social finance in the post-Covid19 era'

KT Fostering Warm Technology Challenge / KT, Impact Square

SVS Social Finance Webinar 'Resident-led Energy Transition'



Spreading
the social solidarity
model to counteract the
polarization magnified
by Covid-19

SVS examines the role of social finance in helping SEEs in order to assist the prompt recovery of communities in times of crisis caused by social and natural disasters, and strives to enhance their resilience following such disasters.

#### Providing emergency working funds to SEEs for overcoming Covid-19

March

Launched the Social Economy Crisis Response Collective Action and created the
Disaster Solidarity Fund, in conjunction with social economy organizations (SEOs), civic
organizations, private corporations and public organizations

## Supporting the mitigation of damage and the strengthening of the resilience of SEEs in Korea and abroad

April

Agreement reached to provide support to overcome the Covid-19 crisis by assisting SEEs
 / Korea International Cooperation Agency (KOICA)

August

 A support project launched for SEOs in developing countries to overcome the Covid-19 crisis / Korea Fair Trade Organization, Global Social Economy Forum (GSEF), National Council of YMCAs of KOREA, Merry Year Foundation

## Promoting the model of a workers mutual aid association for workers in precarious employment, such as freelancers, small business owners and platform workers

June

 Signed an agreement for loan financing with the Garment Workers' Mutual Aid Association and provided funds for micro loans / Garment Workers' Mutual Aid Association of the National Chemical, Textile and Food Workers Union

September

Selected an implementing organization for a project that supports workers in precarious employment in Seoul and facilitated emergency micro loans

### **SVS' Social Finance Provision in 2020**

SVS provides finance to SEEs that lead social innovation and projects with social missions in order to enhance social values.

#### **SVS' Investments and Loans**



 $\textbf{SVS'} \ \textbf{commitment to its investment and loan programs} (\texttt{KRW})$ 

\_\_\_\_\_\_

19.334 billion



Total committed capital for SVS' investment and loan programs(KRW)

101.51 billion



Number of SEEs participating in SVS' (indirect) investment and loan programs

Number of SFIs participating in SVS' investment and loan programs

146

15



Average terms for investments and loans

Number of investment and loan agreements

 $5.9_{\rm years}$ 

24

## **Current status** of provision

#### **Committed and invested capital**

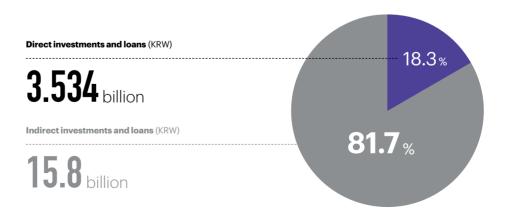
SVS' cumulative investment and loan commitment for 2020 amounts to KRW 19.334 billion, which includes the investment and loan commitment of KRW 12.31 billion made in 2019. When combined with private investment funds and policy funds, such as fund of funds and local government funds, a total of KRW 101.51 billion is provided to SEEs in the field.



#### **Direct and indirect financing**

Of the SVS' commitment to investments and loans, indirect investments and loans that are provided through SFIs make up KRW 15.8 billion (81.7%), strengthening SVS' identity as a social finance wholesale fund. Direct investments and loans of KRW 3.534 billion (18.3%) are provided to support projects with social missions and to foster and develop Intermediaries in order to create impact.

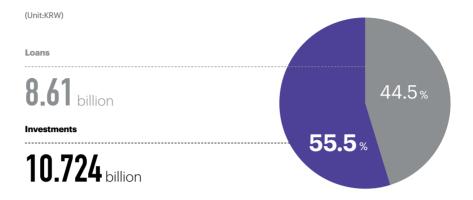
\*SVS' direct investments and loans include investments in the health welfare social cooperatives, emergency micro loans to workers in precarious employment (in connection with the public project supported by the Seoul Metropolitan Government), and the investments and loans made to support the solar photovoltaic project that utilizes the factory roofs of small and medium-sized enterprises (SMEs).



#### Structure of provision

#### **Types**

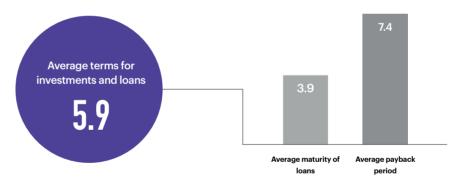
Of the cumulative investment and loan commitments made by SVS, totaling KRW 19.334 billion, the investments through impact funds and other channels accounts for 55.5 percent, or KRW 10.724 billion. The other 44.5 percent, or KRW 8.61 billion, are loans provided through SFIs and other channels.



#### **Terms**

The average term of investments and loans is 5.9 years, the average payback period for investments mainly through impact funds is 7.4 years, and the average maturity of loans to SEEs through intermediaries is 3.9 years.

(Unit:years)



#### Rates of return

The estimated yield on investments and loans, which is variable dependent on the realized yield of the investments in impact funds, is 4.13%, and the fixed return on loans, including loans provided jointly with SFIs, is 0.56%.

Return on investments and loans (estimated)

Return on loans (fixed)



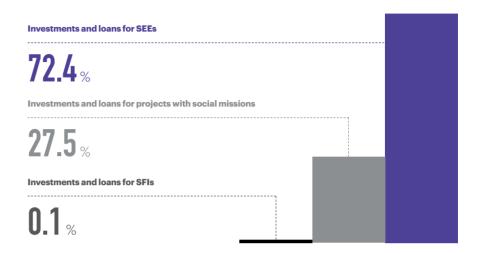
4.13<sub>%</sub> **A** 0.56<sub>%</sub> **A** 



## **SVS' investment** and loan portfolio

#### Composition of the portfolio

Our portfolio is composed of three main components: providing corporate financing to provide support at each stage of growth and for the variety of financial needs of various SEEs, such as social ventures and impact-oriented startups (72.4%); providing support for projects with social missions, such as Social Impact Bonds (27.5%); and fostering SFIs (0.1%).



#### **Composition of private investors**

(Unit:KRW)

Total private investment in the impact funds invested in by SVS in 2020 was KRW 24.03 billion, and SVS has played a pivotal role in recruiting investors for SFIs by participating as a main investor (anchor LP). The proportion of private investors in the overall commitment to impact funds are foundations and nonprofit corporations 19.9%, private financial institutions 18.8%, and public institutions 14.6% (based on capital). The high proportion of foundations, nonprofit corporations and social welfare foundations suggests that impact investment can be an attractive new method of delivering projects with social objectives for non-profit organizations

Total private investment

24.03 billion

x 2.3 times

\* Excluding our committed capital to the funds which didn't have a separate private investment facility (KRW 5.45 billion),

among our indirect investments and loans (KRW 15.8 billion)

#### Composition of private investors for each impact investment vehicle

■ Local governments ■ Corporations ■ Individuals ■ General partner ■ Policy finance, SVS

■ Public institutions ■ Private financial institutions ■ Foundations/Nonprofit corporations ■ Educational foundations ■ Social welfare foundations

(Unit:%) D3 Impact Venture Investment Fund 2 75 Social impact companies in investment phase Series A/B Extra Mile Impact Investment Fund 2 10 80 Social impact companies in the seed stage, etc. **ARK Impact Venture Investment Fund** 2 Social impact companies in investment phase Series B/C 86 or higher **Social Venture Picnic Investment Fund 1** 49 5 7 Social impact companies in the seed stage, etc. **Impact Square Social Enterprise** Stepping Stone Fund 12 3 85 SEEs and enterprises pre-approved by KoSEA **Bluepoint Social Innovation** Technology fund 33 56 11 Early-stage startups utilizing social innovation technologies **Gyeongnam Youth Impact** Investment Fund 23 8 Youth creators and social ventures in the Gyeongnam region **Gangwon Picnic Investment Fund** Regional-based startups that solve social problems 10 63 in the Gangwon region SIB Project for Youth Employment 35 in Seoul 26 Youths aged 19 to 34 living in Seoul **SIB Project for Dementia Prevention** in Buyeo-gun 20 People with mild cognitive impairment aged 60 to 80 living in Buyeo-gun **Crowdfunding Matching Loans for Community Ownership Projects** 67 Residents and members of depleted communities

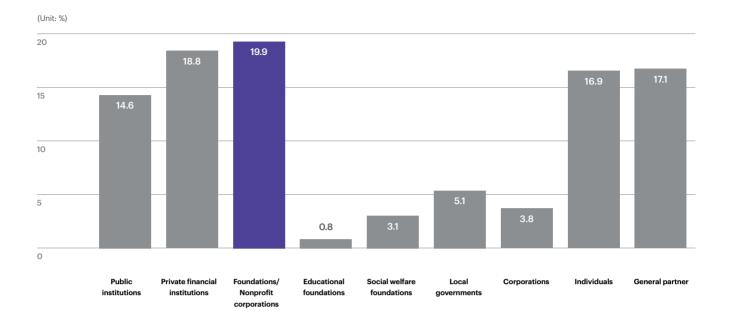
38

**Crowdfunding Matching Loans** 

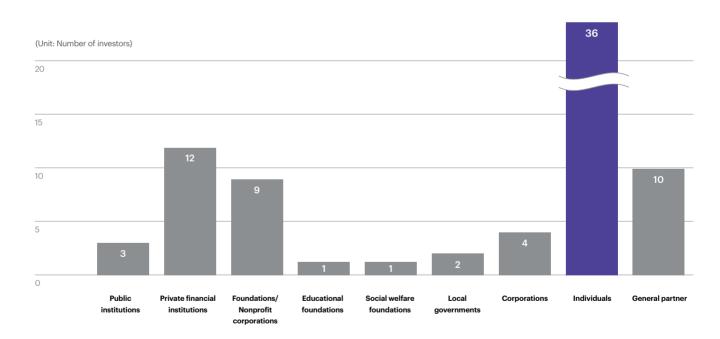
for Local Creators

Local creators

#### Percentage of capital invested by investor type



#### Number of investors by type



# PART. I SVS' SOCIAL FINANCE ECOSYSTEM

Current Status of SFIs
Current Status of SEEs
Social Value Investment Stories



#### **Current Status of SFIs**

## SFIs participating in SVS investment and loan programs

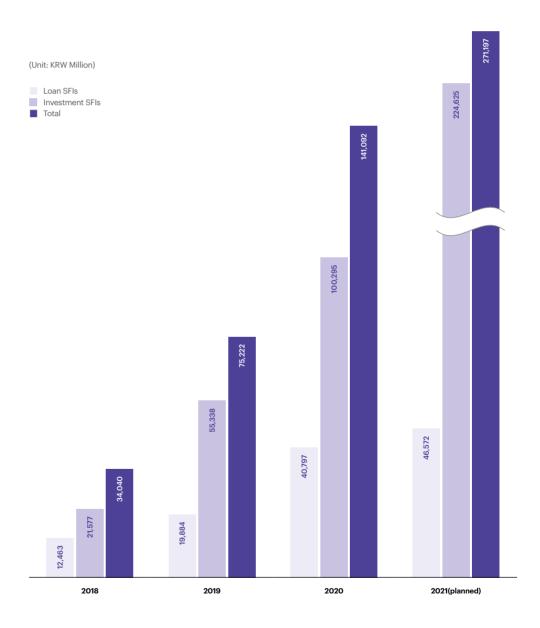
SVS provides funds through 15 SFIs (5 loan SFIs and 10 investment SFIs) all familiar with the social economy sector, in order to establish an efficient system of providing social finance. SVS cooperates with accelerators, impact venture capitals, and general partners (GPs) of private equity funds (PEFs) and hedge funds to provide customized financing suitable for each stage of growth of SEOs, including social ventures. SVS also cooperates with SFIs that offer loans to provide funds to a variety of SEOs, such as social enterprises, cooperatives, self-sufficiency enterprises and local creators, with the focus on promoting the social economy outside the Seoul Metropolitan Area.

#### SFIs working with SVS

	Name of SFI	SVS-supported Investments/Loans	Type of Company	Project Target	
Loan	Gyeongnam Social Value Finance and Loans	Lending business for the social economy	(Preliminary) social enterprise	SEEs in the Gyeongnam region	
	Band Foundation	Lending business for the social economy		SEOs and its workers	
	Korea Microcredit Joyful Union	Lending business for the social economy		Micro enterprises and SEEs	
	Korea Association of Self-Sufficiency Promotion Center (National Federation of Residents' Cooperatives)	Lending business for the social economy		Local self-sufficiency centers, self- sufficiency enterprises and residents	
	Korean Social Housing Association	A pilot project for social housing guarantees		Social housing operators (SEOs, etc.)	
Investment	D3 Jubilee Partners	Social impact fund	Investment company for the establishment of SMEs	SMEs and venture companies	
	Sopoong Ventures	Social impact fund	Accelerator	Impact investment	
	ARK Impact Asset Management	Social impact fund	Hedge fund GP	Social impact	
	MYSC	Social impact fund	Accelerator	Local and early-stage startups	
	Impact Square	Social enterprise fund	Accelerator, management participatory PEF GP	Impact investment	
	Bluepoint Partners	Social innovation technology fund	Accelerator, management participatory PEF GP	Early-stage startups with innovative technologies	
	TBT Partners	Social innovation technology fund	Investment company for the establishment of SMEs	Venture company and SMEs in early stages	
	Pan-Impact Korea	Social Impact Bond (SIB)	SIB agency	A Local government SIB	
	BPLUS	Crowdfunding matching loans for local community innovators and citizen ownership projects	Peer-to-peer lending company	Micro enterprises, SEEs, social ventures, local projects, ownership projects, etc.	
	IFK Impact Finance	Crowdfunding matching loans for local community innovators	Management participatory PEF GP	Social ventures, SMEs and startups, youth enterprises	

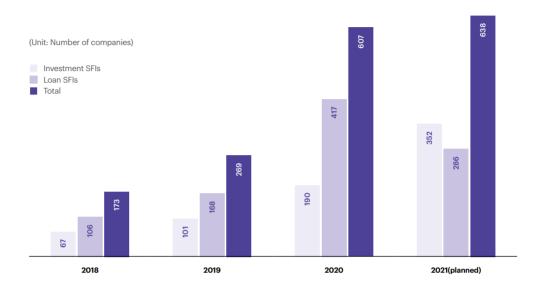
#### Assets under management (AUM) of SFIs

The total AUM of the 15 intermediaries participating in SVS investment and loan programs was KRW 141.092 billion in 2020, an 87.6% increase from the previous year. We plan for that to increase by a further approximately 92.2% in 2021, to KRW 271.197 billion. We expect that the growth of the AUM of the intermediaries specializing in social finance will be an important driver for the expansion of the social economy ecosystem.



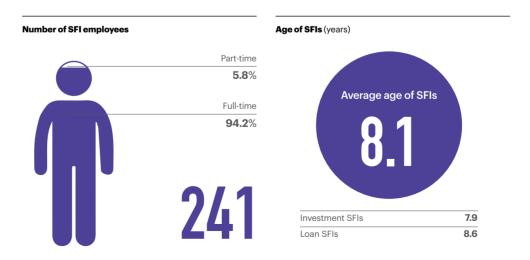
#### Number of companies financed by intermediaries

The total number of companies financed by the 15 intermediaries participating in SVS investment and loan programs is 607 (417 through loan SFIs, 190 through investment SFIs) in 2020, which has more than doubled (125.7% increase) from the previous year. In particular, the number of companies financed by loan SFIs increased by 148.2% when compared to the previous year, which is thought to be the result of a significant increase in both the supply and demand for funding related to SEOs struggling to overcome the problems associated with Covid-19.



#### Number of SFI employees | Age of SFIs

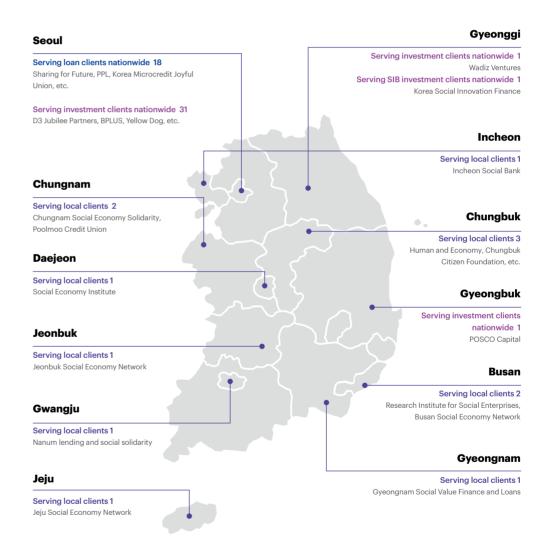
The total number of employees working for the 15 intermediaries participating in SVS investment and loan programs is 241 (94.2% full-time, 5.8% part-time) and the average SFI has traded for 8.1 years, which suggests that they are operating a stable business in creating social impact through investments and loans.



#### **SFIs in Korea**

As of the end of 2020, there were approximately 65 SFIs in Korea according to surveys by the SVS, Korea Social Enterprise Promotion Agency (KoSEA) and Korea Inclusive Finance Agency. Of these, 15 (23%) of the intermediaries are participating in SVS investment and loan programs to provide finance to 146 SEOs. SVS identifies and nurtures SFIs in each region to scale and diversify the supply of finance, and continues to cooperate with them in order to assist the expansion of the social finance ecosystem.

#### The current status of SFIs in Korea

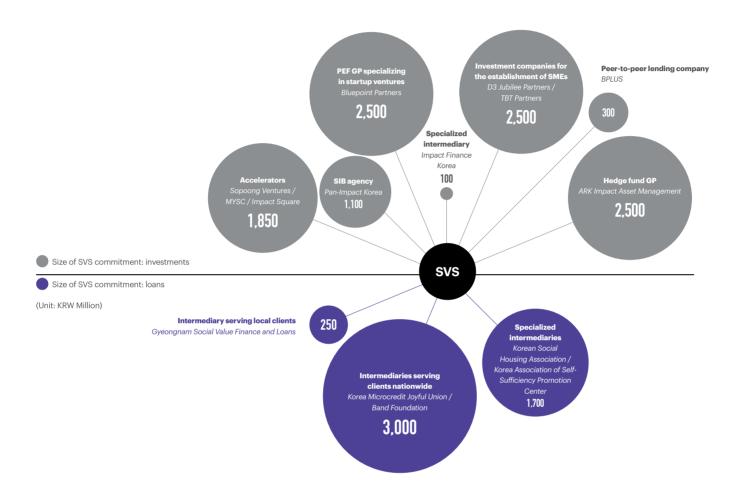


(Sources: Korea Social Enterprise Promotion Agency (KoSEA), 2020 Social Enterprise Financing Guide; Social Finance Council, 2020 The 3rd Agenda Paper; and the SVS survey

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#### The size of SFIs investments and loans supported by SVS

A total of 10 out of 34 (29.4%) investment SFIs and 5 out of 31 (16%) loan SFIs nationwide are working in cooperation with the SVS.

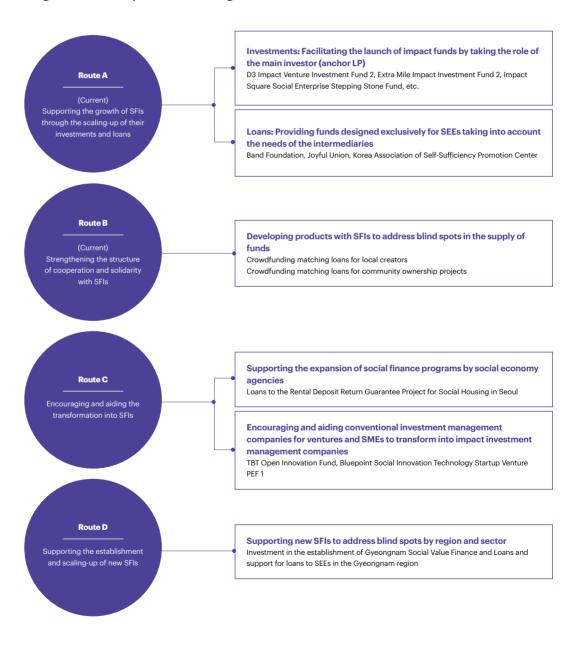


	Type of Business	SVS Commitment (KRW Million)		Number of Supported Companies		Total committed capital (KRW Million)	
Loan	Intermediaries serving clients nationwide	3,000	19.0%	49	33.6%	3,000	3.4%
	Intermediaries serving local clients	250	1.6%	-	0.0%	250	0.3%
	Specialized intermediary	1,700	10.8%	24	16.4%	1,700	1.9%
Investment	Accelerators	1,850	11.7%	30	20.5%	17,035	19.4%
	Investment companies for the establishment of SMEs	2,500	15.8%	23	15.8%	31,350	35.6%
	Hedge fund GP	2,500	15.8%	4	2.7%	26,000	29.6%
	PEF GP specializing in startup ventures	2,500	15.8%	7	4.8%	4,500	5.1%
	Peer-to-peer lending company	300	1.9%	1	0.7%	450	0.5%
	SIB agency	1,100	7.0%	1	0.7%	3,400	3.9%
	Specialized intermediary	100	0.6%	7	4.8%	265	0.3%
Total		15,800	100%	146	100%	87,950	100%

#### **SVS' Strategies to Foster SFIs**

SVS strives to establish strategies for developing a sustainable social finance ecosystem, and to provide the necessary funds to promote the social economy in each region through organic communication with SFIs, social economy agencies, investment management companies and local consultative bodies for the social economy.

#### Strategies and examples of fostering SFIs

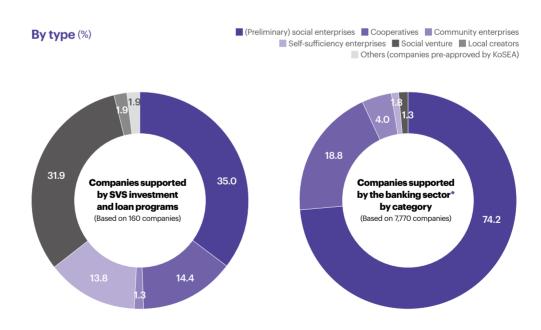


#### **Current Status of SEEs**

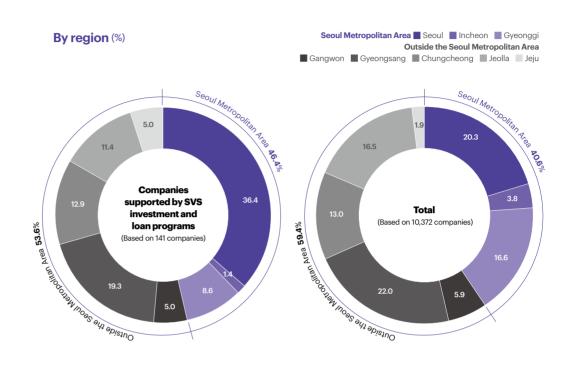
#### **SEEs Participating in SVS Investment and Loan Programs**

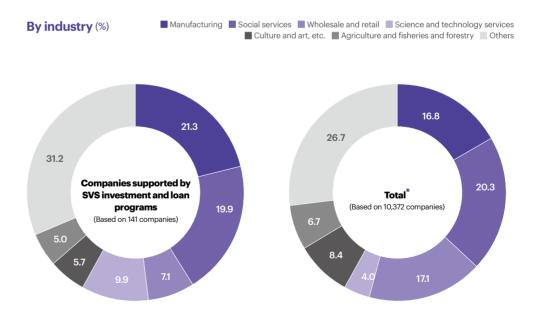
The current status of the supply of funds to the SEEs participating in SVS investment and loan programs reveals that 53.6% of the number of supported SEEs are located outside the Seoul Metropolitan Area. By the type of SEEs, (preliminary) social enterprises make up the largest proportion at 35%, followed by social ventures at 31.9% and cooperatives at 14.4%. SVS has made efforts to address financial blind spots existing in certain regions and for certain types of SEEs, for example, providing 13.8% of the funds to self-sufficiency enterprises, which are often overlooked by mainstream finance. By industry, manufacturing accounts for 21.3% and social services 19.9%, similar figures to the overall proportion of the respective industries. SVS is planning to further introduce and expand a variety of programs in cooperation with SFIs in order to support SEEs that fulfill their social, environmental and ethical responsibilities and contribute to local communities.

[Sources for the data on banking sector support and overall status] See SVS and Korea Labor Institute (KLI), 2019 Social Enterprise Performance Analysis; Korea Labor Institute (KLI) and Ministry of Economy and Finance (MOEF), 2019 Cooperative Survey Report; Korea Social Enterprise Promotion Agency (KoSEA), Economic Conditions and Employment Changes of Social Economy Enterprises in Korea After Covid-19; Ministry of SMEs and Startups (MSS) and Korea Technology Finance Corporation, 2019 Social Venture Survey Report



<sup>\*</sup> See Social Finance Council, 2022 The 1st Agenda Paper (as of the end of 2020), except in the case of social ventures, measured to October 2020

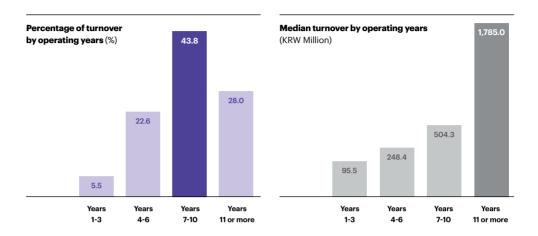




\* Excluding community enterprises and self-sufficiency enterprises

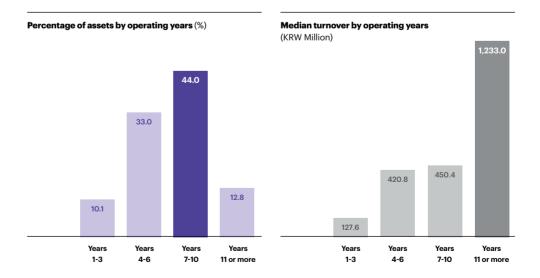
#### Volume of turnover (as of 2019)

The total turnover of the SEEs participating in SVS investment and loan programs was KRW 72.374 billion, of which 43.8% was generated from the SEEs that are in the mature stage (7th to 8 th year), 22.6% from the SEEs in the growth stage (4th to 6th year).



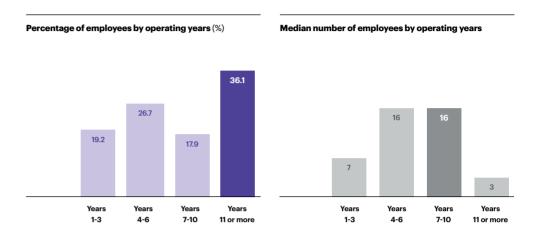
#### Volume of assets (as of 2019)

The total assets of SEEs participating in SVS investment and loan programs are KRW 154.173 billion, of which 44% are owned by SEEs aged 7 to 10 years and 33% by SEEs aged 4 to 6 years. This suggests the growth capacities of individual SEEs differ as they age, which necessitates the continued expansion of support for the scaling-up of SEEs, such as effective impact investments and loans, although this analysis is limited due to the small sample available, receiving investments and loans.



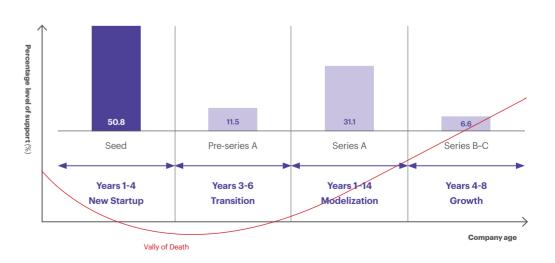
#### Volume of employment (as of 2020)

The total volume of employment in SEEs participating in SVS investment and loan programs amounts to 2,237 people, of which 36.1% are employed by highly sustainable companies operating for 11 years or more, and 26.7% by companies in the growth stage (4th to 6th year).



#### Support by investment phase (based on 61 invested companies)

Customized investment support for each stage of a SEE's development, plays an important role for the growth of companies as well as for promoting investments, leading to the expansion of the social economy ecosystem. SVS, together with the impact fund management companies, invests 50.8% of its support in companies in the initial stage (seed stage), aged 1 to 3 years, to support the successful start of impactcreating companies, while 31.1% is provided for companies in the full-fledged growth stage (Series A) with proven business models. In particular, SVS has participated as a main investor (anchor LP) in a variety of investment vehicles, such as private investment funds, start-up venture PEFs, and SME and start-up funds, in order to facilitate the provision of funds for each stage of corporate growth.



#### **SVS-supported Social Finance Programs**

#### **Social Value (SV) Performance Analysis**

SVS evaluates the social values (SV) of the companies participating in SVS social finance investment or loan programs. SVS uses performance indicators adopted from key elements of the 'Social Value Index (SVI)' which is used by the Korea Social Enterprise Promotion Agency (KoSEA) to comprehensively measure and evaluate the social and economic values created by SEEs, as well as the 'Social Economy Enterprises Evaluation System' developed by the Korea Credit Guarantee Fund (KODIT) in 2020.

#### **Current status of turnover and employment**

A survey of SEEs participating in SVS investment and loan programs shows a total turnover of KRW 72.374 billion as of 2019, and 32.5% of that, or KRW 23.509 billion, was spent on labor costs. Considering that the ratio of labor costs to turnover in all industries as of 2019 was 14%\*, the ratio of labor costs in SEEs was higher than that of conventional companies, demonstrating their job creation capacities. The total number of employments was 2,237, which amounts to 21.5 employees per SEE.

\* See Korean Statistical Information Service (KOSIS), 2019 Turnover and Annual Salary by Business Type (full-time)

Turnover (as of 2019, 94 companies responded)

KRW **72.374** billion



Labor costs (as of 2019, 100 companies responded)

KRW **23.509** billion



Number of employees

(as of 2020, 104 companies responded)

2,237



#### **Employment ratio**

Of the 59 companies that responded and were hiring vulnerable groups, the employment ratio of the employees from vulnerable groups to the total workforce was, on average 48.8% (820 people), demonstrating that the SEEs had a significant impact on job creation for vulnerable groups. In addition, the ratio of decent jobs to total employment was 89.8% (1,698 jobs), in 94 companies that responded to a survey utilizing the Social Value Index (SVI) of KoSEA, which defines 'decent job' as employment that provides at least a minimum wage, a minimum of 15 hours employment per week, and an ongoing contract.

#### Ratio of employees from vulnerable groups

(as of 2020, 59 companies responded)

48.8%



Radio of decent jobs

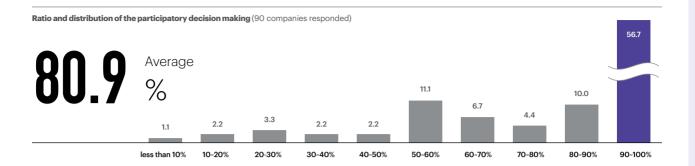
(as of 2020, 94 companies responded)

89.8%



#### Ratio and distribution of the participatory decision making

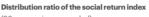
A participatory decision-making structure (governance) that includes a variety of stakeholders, is considered to be an important internal social value created by SEEs. An analysis on the ratio of the participatory decision making in major decisions shows that the participation rate of employee representatives, outside directors and members among the total decision-making personnel was on average 80.9% in 90 companies that responded to the question. The proportion of companies with the participation ratio of 90-100% was also high at 56.7%.



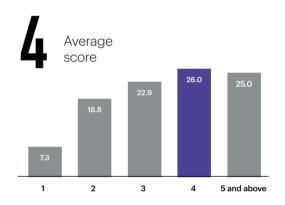
#### **Distribution of the Social Return Index**

SVS has created the Social Return Index to measure social values that SEEs created within their own organizations as well as in society. The Index consists of relevant social value evaluation indicators taken from the 'Social Value Index (SVI)' of KoSEA and the 'Social Economy Enterprises Evaluation System' of KODIT. If a company is scored positively for 3 or more of the 6 indicators, it is rated as 'excellent'.

An analysis of 96 companies that responded to the survey shows that the average score of the Social Return Index for individual companies was 4, despite the tough business environment experienced during Covid-19. In addition, the distribution ratio reveals that 74 percent of companies scored 3 or higher, suggesting that significant social returns have been made, including the growth in number of jobs, performance-based bonuses and expenditure on training, compared to the previous year. In particular, 76.9% of the 108 companies participating in the self-diagnosis survey responded that the number of employees had increased compared to the previous year (2019).



(96 companies responded)



#### **Ratio of Internal Social Return**

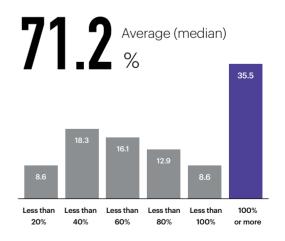
The Korea Credit Guarantee Fund (KODIT) has introduced the 'Ratio of Internal Social Return' indicators when developing the 'Social Economy Enterprise Evaluation Model', in order to reinterpret the expenditures of SEEs, as benefits returned to various stakeholders (employees, corporate stakeholders, etc.) and incorporate them in social value evaluation.

An analysis of 93 companies that responded to the survey shows that the Ratio of Internal Social Return of the companies that participated in SVS investment or loan programs was on average 71.2% of the turnover, and 35.5% of companies had a ratio of 100% or more. The reason that some companies have a ratio of 100% or more is that various social costs spent beyond their turnover are financed through quasi-equity, such as government subsidies and other support funds. Some SEEs, including social ventures, are also estimated to have financed their expenses by raising capital rather than using turnover, before entering the growth stage.

Social costs: Wages + Retirement benefits + Labor costs + Employee benefits + Advertising costs + Research expenses + Ordinary development expenses + Research and ordinary development expenses

#### Distribution ratio of social return to turnover

(as of 2019, 93 companies responded)



Social Housing and Community Ownership The first village pub and guesthouse in Korea owned by residents on the seafood street of Manho-dong, Mokpo

## **Geonmack 1897 Cooperative**



#### Q. Please describe your company.

The Geonmaek 1897 Cooperative was established with the aim of revitalizing the dried seafood street in the inner-city area of Mokpo, Jeollanam-do. There had been some tourism in this area, but in 2019, following the success of the Geonmaek 1897 Festival, which promoted local specialty, dried seafood, it was in need of further tourist attractions. It was around this time that a three-story building that looked ideal for a community ownership project, came on the market. Local merchants and residents established a cooperative to pursue systematic regional regeneration, and with the help of social finance, the building was purchased and was taken into community ownership. Since there weren't any pubs in the area, the cooperative decided to open one and combine it with a village guesthouse, in order to develop the 'Geonmaek' brand. This has since attracted tourists to the dried seafood street, and in addition, our pub also serves as a place where local merchants and residents often frequent after work, to enjoy food and drink. The pub offers good quality local dried seafood

with drinks, with the aim of contributing to the revitalization of the entire commercial district by attracting many more tourists to the area. The Geonmaek 1897 Cooperative is establishing itself as a model of co-prosperity with the local community.

## Q. What are the benefits and challenges of running a business which pursues both profit and social values?

We pride ourselves on having established a cooperative together with local merchants and residents and have created social value through community ownership, regional regeneration and job creation. Above all, we find it meaningful and fulfilling that we have created a place for the local community to come together and enjoy within the neighborhood. We derive satisfaction from not only having created five new jobs in the local community, but have also contributed to the vitalization of the area by connecting the various economic activities of local merchants. Currently, we are in the process of repaying the loan borrowed for the community ownership project, and we are in the happy position of

Impact related to UN SDGs



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We pride ourselves on having established a cooperative together with local merchants and residents and have created social value through community ownership, regional regeneration and job creation.

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The bold efforts of two social financial actors, SVS and BPLUS, helped greatly in our achievement of community ownership. We hope that the example of our project will pave the way for others and provide an opportunity for diverse strategies to emerge in social finance in Korea.

being able to plan how we will use our profit for the local community once this has been achieved.

The main challenge we are currently facing is the fall in revenue caused by Covid-19, and in addition, we have made several trials occasionally made errors which needed correcting. However, we, with citizens in Mokpo, are making steady progress.

## Q. How did you get the loan? How has it helped your business grow?

When we needed funding for our community ownership project, we were introduced to BPLUS, a P2P online investment platform connecting social projects and individual investors who were interested in local businesses. BPLUS suggested we apply for a program jointly offered by BPLUS and SVS. We were very much encouraged by the extra support provided by SVS with its enthusiasm for encouraging changes and developments in local communities. In Korea, the concept of matching funds has not yet been widely adopted, but SVS matched the fund raised through crowdfunding on BPLUS, which was an innovative approach. The bold efforts of two social financial actors helped greatly in our achievement of community ownership. We hope that the example of our project will pave the way for the further expansion of social finance and provide an opportunity for diverse strategies to emerge in social finance in Korea.

#### Q. What do you think social economy enterprises should have in mind when pursuing community ownership?

More and more actors are pursuing community (citizen) ownership nowadays, and I hope they develop whilst remembering the original goals and motivations that sparked their first interest in community ownership. It is always challenging

for citizens to become leading actors in pursuing community ownership without losing sight of promoting democracy and citizenship. It is the preservation of these values that makes it so meaningful. A constant effort is required to ensure a successful partnership between different citizen actors, and social economy enterprises may often feel impatient during the process of pursuing community ownership. However, there are several important check points along the way which must not be overlooked, and I would recommend networking or communicating with other groups who have the experience and have already achieved community ownership, who can help you in avoiding mistakes and taking the right steps. It would be wonderful if social finance support organizations would help in facilitating such networking.

## Q. In you view, what forms of finance should be accessible for the sustainable growth of social economy enterprises?

Most social economy enterprises rely on loans when accessing social finance. I believe a range of support should be available including access to initial capital investment or other funds to ensure the various needs of different types of companies can be met. The revision of the Framework Act on Cooperatives last year allowed preferential investment, but the barriers are still high and need to be lowered further. In addition, more funding channels, such as crowdfunding, should be made available. As more cases of collaborative financing, such as matching funds emerge and a new financial structure is created, the predictability and scalability of social economy enterprises will increase. I also hope that self-help funds will be created among social economy enterprises and organizations.

Company name Geonmaek 1897 Cooperative

Representative director Changsu Park

Establishment date December 2019

Address 19, Sugang-ro 4beon-gil, Mokpo-si, Jeollanam-do

Website facebook.com/PUB1897

Main services (products)

Operating a village pub and a guesthouse

Intermediary BPLUS

### **Noldam**



#### Q. Please describe your company.

The corporate name of our company is Jalnoneun, which can be loosely translated as 'Good at Having fun'. As can be deduced from our company name, our mission is 'Making Korea a country where homo ludens reigns free'. The reason we became interested in childcare issues is also related to this: we wanted to ensure children's 'right to play'. In 2015, while researching childcare issues, I learned that children had disappeared from playgrounds largely because they were being sent to private educational institutes or a childcare provider (so-called 'auntie') after school, as the number of dual-income families increased. It was then that I decided to develop a service to protect children's 'right to play'. 'Jalnoneun' creates and develops care services for children. We evaluate and select university students who wish to participate in childcare and nurture and develop them into childcare experts. In addition to oneto-one care, we also provide group care in which children can play with other children. We believe that our childcare services can provide an alternative for households of all financial levels. Up till now, our services have focused on enhancing professional competency in childcare for vulnerable groups. These families tend to have more complex problems in general, which means they require greater consideration than usual.

#### Q. What social problem do you want to tackle?

I believe the issue of childcare is a structural social problem. In the past, childcare was undertaken within the neighborhood.

After school, children played with friends close to home often returning home after sunset. However, with industrialization and individualization, our neighborhood is no longer safe and children cannot be left to play on their own. This has increased the burden on parents

#### Impact related to UN SDGs



Group care' was introduced to pursue financial and social values at the same time, without compromising our principles by taking the easy and profitable route. As one child sitter looks after several children in the neighborhood as a group, it has allowed us to provide high-quality services while lowering the cost to parents and carers. Above all, the greatest satisfaction I get from this work is that we are helping to ensure children's right to play.

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I would like to hear people say, 'How ever did we manage before Noldam?' and carers. In this regard, I believe that childcare is not just a matter for the individuals directly concerned, but a problem for which stakeholders should cooperate in a combined attempt to find a solution. On March 24th, we launched a new service 'Care for multiple children' on our app 'Noldam'. The profit structure of 'Jalnoneun' is based on the fees we collect when parents and carers pay for the services of care teachers. When our 'Care for multiple children' service takes off, the cost of childcare per child will be lowered, reducing the burden on the parents and carers, while the wages of care teachers will increase. Of course, the company will benefit from higher fees, which would be reinvested in our services. This, I believe, is a much more sustainable structure than simple one-to-one care. In the market, the cost of childcare ranges from KRW 50,000 to 60,000 per hour, which is considerable. Using the service 2-3 times a week could be burdensome for many. Our 'Care for multiple children' service starts at KRW 8,000 per hour, dramatically lowering the financial burden of parents and carers. Another huge advantage of this service is that it will allow approximately 1.8 times increase in wages to care teachers, which means providing better quality jobs.

# Q. What are the benefits and challenges of running a business which pursues both profit and social values?

As for the challenges, we must seek profit as a corporation. The way to make profit in the childcare sector is simple. You just need to combine childcare with learning, or provide childcare in English. It is easy to make a profit if you offer a 'premium' product. However, it could make us little more than a 'private educational institute that comes to you'. 'Jalnoneun', however, doesn't take the easy route. We consider 'what children need the most' from their perspective

and try to find more sustainable ways to address childcare problems. It is not easy, and it is even more difficult sometimes to convince team members, investors, stakeholders, and often, even myself.

The joy of doing this work, I would say, is our conviction that we are 'doing the right thing'. 'Jalnoneun' has introduced 'Group care' in order to pursue financial and social values at the same time without compromising our principles by taking the easy and profitable route. This has allowed us to provide high-quality services while lowering the cost to parents and carers. I am confident that this program is very marketable in apartment complexes and has potential to bring about great changes in childcare in communities. The greatest satisfaction I get from this work is that we are helping to ensure children's right to play.

## Q. How did you get the investment? How did it help your business to grow?

Social finance investors differed greatly from other investors, right down to the questions they asked about the business. Conventional venture capitals generally asked questions such as 'what was your major in university and what did you learn?', whereas impact investors asked many questions that were central to our mission, such as 'what is your personal motivation in starting this business?', 'how did you become interested in this social issue?', or 'how confident are you that your solution will solve this social issue?'. In addition, after making the decision to invest, they helped us at every stage to convert our ideas into a working business model.

Company name Jalnoneun

Representative director Misung Moon

Establishment date March 2016

Address Page Myeongdong (4F), 73, Myeongdong-gil Jung-gu, Seoul

Website noldam.co.kr

## Main services (products)

Operating 'Noldam', a matching platform for university student care sitters

Intermediary Impact Square

## **BLANK**



## Q. Please describe your company.

BLANK's mission is to create 'neighborhoods where residents want to live' and everything we do is aimed at fulfilling this mission and by pursuing this value. We started our business in Seongdaegol (Sangdo-dong), Dongjak-gu, Seoul in 2013 and have been operating shared spaces such as shared kitchens, shared workspaces, shared housing, shared offices. We recently launched the 'vacant house curation platform (Yoohuu, yoohuu.kr)' for those considering moving into another area to have an opportunity to experience living in their selected area for a short period of time, for example 1 to 6 months, before being committed. In an attempt to expand the number of neighborhoods people want to live in, we are commercializing our 'Residence subscription service', which is part of the subscription economy (a business model that facilitates a continuous flow of services and support in exchange for recurring revenue).

BLANK specializes in creating spaces and is undertaking a variety of projects in collaboration with local companies and organizations.

Ultimately, we aim to launch the 100th Yoohuu

## Q. What do you think are the advantages of having local architects working in a specific area?

One of the pillars of our business is to make people want to live in the neighborhood by creating relaxed and open relationships, and BLANK's architectural firm is striving to design community spaces, such as youth spaces (e.g., Zero Gravity Zone) and village spaces. During this process, we attempted to create shared housing, but the financial thresholds, such as land prices, were too high. We turned our attention outside of the Seoul Metropolitan Area and have rented vacant houses in Namhae and Yeosu for the long-term, allowing us to



The power of creating a neighborhood people want to live in, starts with knowing the neighborhood. It is impossible for us to know every neighborhood intimately, and we collaborate with local teams to create synergy. I think the power of the local architects lies in creating this collaboration.

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Our members have different roles and positions but all share the ownership of the company.

plan spaces and create services. The power of creating a neighborhood that people want to live in, starts with knowing the neighborhood. It is impossible for us to know every neighborhood intimately, and we collaborate with local teams to create synergy. I think the power of local architects lies in creating this collaboration.

# Q. What are the benefits and challenges of running a business which pursues both profit and social values?

BLANK's business realizes public value, but the payments for our services are, in our opinion, often low compared to the value of our expertise. In particular, we experienced some setbacks when planning shared spaces with local governments. We feel discouraged when we do not receive a fair payment, or when the space we have created is left empty. Of course, there are local governments and civil servants who are cooperative and work closely with us, and when that occurs, it's a great experience in many ways. While there is relatively good awareness of what we are trying to achieve in Seoul, it is not always the case in other regions, and it is often difficult to convince stakeholders of the relative importance of social values versus business profit. Looking back at the successful spaces we created so far, in the end, it is the people that make it work. The visual aspects of a space are important, but if that is the only focus, then people are unlikely to continue to use it. After a space is completed, continuous invest in manpower, training and operation are needed, and it is often regrettable that the focus is on immediate results. Since an architectural firm is not a suitable form of business to attract investment, we intend to focus on the current Yoohuu House business. It is a process of realizing the know-how we have accumulated over the years, but the biggest obstacle we face is securing a business profit. Many people

have asked us 'we understand that you have a noble goal, but how do you make money?', and Yoohuu House is a project which will test and demonstrate our business viability.

## Q. How did you get the loan? How did it help your business to grow?

We needed the initial facility fund to convert a vacant house in Namhae, Gyeongnam into a Yoohuu House. Whilst we were considering a conventional loan from established financial institutions, BPLUS and IFK Impact Finance suggested the Local Mate Funding. If it had been any established financial institution, they would only have taken into account our repayment ability, the loan amount and the repayment period. However, the Local Mate Funding evaluated the impact as an important criterion and it was attractive to us. Thanks to its support, we had the opportunity to redefine the social implications of what we do whilst specifying the social values of the Yoohuu project.

# Q. You were inspired by the architectural firm 'South Mountain Company' featured in the book The Company We Keep. What efforts are you making to enhance the sustainability of your members?

We have tried various options, and the most significant one is for each member to own a stake in BLANK. After a certain period of employment, members are given shares in the company, but in fact, the responsibility is greater than the gain. Our members have different roles and positions but all share the ownership of the company. However, forcing people to have part of the ownership can be a kind of imposition, so we are trying to work out the next step. We are looking for ways to enhance the sustainability for both individuals and the company.

Company name BLANK

Representative director Jieun Kim, Seungkyu Moon

Establishment date May 2019

Address 3F, 80, Seongdae-ro, Dongjak-gu, Seoul

Website blankin.net

#### Main services (products)

Vacant house curation platform 'Yoohuu', creating and operating shared housing and spaces

Intermediary IFK Impact Finance, BPLUS

## **Caredoc**



#### Q. Please describe your company.

Caredoc operates a platform that mediates supply and demand for care services based on elderly care data and was designated as a preliminary social enterprise in 2018. It enables customers looking for a carer for an elderly person to search for information about carers and care facilities, and connects them with carers who are looking for work. Caredoc is the leading senior care mobile company that operates an integrated intermediary platform of nursing homes for the elderly and carers, spearheading the onlineization of the senior care market in Korea. Caredoc has the largest database in the industry. Currently, the care market lacks an established market value system. Taking coffee as an example, one can easily check the production cost and retail price of a cup of coffee. However, how can one check the cost of care for the elderly? In the past, care

was carried out by family members, and it was unpaid and unavoidable work. Although the care market is now being industrialized, a standard for services and a price structure have not been established, which are often decided through negotiation. In addition, the range of care services performed within any 24 hours may vary greatly and many incidents and accidents can occur. However, no guidelines have been established setting out how to respond to such incidents and accidents. There is also the lack of a standard pricing system for the various services provided. We aim to establish a market value system for care services through the Caredoc business.

#### Q. What social problem do you want to tackle?

Care for the elderly is becoming a social issue.

It is difficult and costly to obtain elderly care information offline or to get accurate information



How can one check the cost of care for the elderly? In the past, care was carried out by family members, and it was unpaid and unavoidable work. Although the care market is now being industrialized, a standard for services and a price structure have not been established, which are often decided through negotiation. We aim to establish a market value system for care services through the Caredoc business.

I believe we need to create a virtuous cycle in which senior social economy enterprises invest in social startups, so that when they grow, they in turn invest in other new startups. about carers (service providers). Also, senior citizens are often alienated from information because of low information accessibility. Caredoc provides an online platform to address the problems of lack of information and the difficulty and expense of research. In addition, it is not easy to check the qualifications of personnel who are providing care services, such as carers, online. In order to improve the quality of care services, Caredoc undertakes a five stage supervision of carers (care coordinators), including verification of the caregiver's identity, licenses and experience, and conducts training and interviews carers, before connecting them with customers.

# Q. What are the benefits and challenges of running a business which pursues both profit and social values?

It gives us great pleasure to know that we are creating social value by providing customers with better quality care for the elderly and by offering better jobs for carers. However, the elderly in their 80s do not turn into 20s no matter how good the service we provide, and that's the nature of working in the elderly care industry. It is sad to see elderly people eventually deteriorate or pass away.

In terms of the business perspective, when a customer's life ends, the financial life of the customer ends as well. We need to expand our business into the areas of care that prevent the deterioration of health, such as 24-hour care for the elderly with disabilities and health care generally.

## Q. How did you get the investment? How did it help your business to grow?

We have received investments from impact investors who participated in investment rounds for startup venture companies. Various

investors, such as accelerators, conventional venture capitals, and impact investors, have invested in us a cumulative KRW 3.5 billion so far. Conventional venture capitals helped us examine our financial value and corporate growth and consider impact indicators and the quantification of social values. In other words, they enabled us to analyze the nature of our business and customers, and the direction of the company. On the other hand, impact investors enabled us to utilize their investor network through regular meetings, which has been a great help to corporate management.

#### Q. Is there anything else you want to add?

I believe we need to create a virtuous cycle in which senior social economy enterprises invest in social startups, so that when they grow, they in turn invest in other new startups. Such a virtuous cycle has not yet taken place. Since the social economy market is small, social economy enterprises can grow more stably if they are provided with sufficient support right at the beginning, rather than the usual minimal investments and loans. That, I believe, will enable the creation of a virtuous cycle within the social economy without further support. It is regrettable that the scale of support for social economy enterprises is not sufficient. On the other hand, there is often a lot of bureaucracy in the social economy sector with a lot of paperwork and reports to fill. If they can be linked to the HomeTax system or if the administrative systems of different government departments can be integrated, then I believe the administrative load will become more manageable and the time spent reduced. I hope that the efficiency of administrative work will be improved in order to create an environment in which social economy enterprises can focus their energy on running their businesses.

Company name Caredoc

Representative director Jaebyeong Park

Establishment date April 2018

Address 9F, 11-10, Teheran-ro 77-gil, Gangnam-gu, Seoul

Website carecoordi.kr

Main services (products)

Integrated intermediary platform for elderly care facilities and carers

Intermediary

MYSC, D3 Jubilee Partners

Environment, Energy and Agriculture and Fisheries

A food upcycling company that produces food through upcycling by-products from food manufacturing processes

## RE:harvest



## Q. Please describe your company.

RE:harvest is the very first food upcycling company in Korea which upcycles by-products from food manufacturing processes to produce healthy, high quality food. We have signed exclusive contracts with Oriental Brewery, Seojung Cooking and major domestic craft beer companies to repurpose the byproducts of the brewing process to produce alternative flour (Barley Saved Grain-BSG), 'RE:nerge flour'. Brewer's spent grain is a by-product of malting, mashing and lautering, which are the essential steps in beer and Sikhye making. We collect them on the same day and use them as raw ingredients to produce RE:nerge flour. It contains 2.4 times more protein, 19.7 times more dietary fiber and less carbohydrates and calories than wheat flour, which allows us to produce conventional foods made from wheat flour, but

The process of making RE:nerge flour consists

of washing, dehydration, drying, pulverization, and foreign matter/microorganism control, and we are preparing for a patent application for key technologies related to this process. It is essential to ensure that the collected byproducts are dehydrated and sterilized when converting them into raw materials, and we are working hard to improve our facilities so that they become capable of production under optimized conditions for each batch of byproduct.

Initially, we are focusing on the food sector, but in the long run, we plan to expand our business and develop high value-added products based on plant protein and cellulose. Ultimately, we aim to become a B2B raw material processing company using by-products. In December 2020, we teamed up with Oriental Brewery to develop a B2C product, the RE:nerge bar (energy bar), and the trend in its sales growth suggests growing consumer interest in sustainable consumption.



RE:harvest is the very first food upcycling company in Korea which upcycles by-products from food manufacturing processes to produce healthy, high quality food.

We operate the 'Love Sprout Project', an inspection platform that provides jobs suitable for people with developmental disabilities, in order to provide stable jobs specifically for them.

#### Q. What social problem do you want to tackle?

I used to work as a strategy consultant for an accounting firm, but guit my job after my health deteriorated. After leaving the company, I decided to set up a food and beverage business pursuing a worthy goal. Then, I learned from an industry report that food waste in the production process was a serious problem. I continued my research to create a virtuous cycle of resources, which resulted in a sustainable business model. RE:harvest's model is receiving strong positive responses from food manufacturers as it can reduce their environmental charges and labor costs for disposing of by-products. Above all, the cooperation with RE:harvest provides companies with the opportunity to improve their image in terms of their social contribution and ESG. RE:nerge flour can save 1.22 kg of carbon and 5,849 liters of water per 1 kg, and is expected to play an important role in promoting ESG and carbon neutrality in the future.

## Q. What are the benefits and challenges of running a business which pursues both profit and social values?

We operate the 'Love Sprout Project', an inspection platform that provides jobs suitable for people with developmental disabilities, in order to provide stable jobs specifically for them. This project enables them to participate in a series of work processes, including examining the product, attaching an inspection certificate sticker, and packaging it in small portions. It is part of our effort to promote and make a social contribution. RE:harvest also aims to achieve global B-Corp certification, which is granted to companies that pursue a positive impact. There are many food upcycling companies abroad, but none in Korea, and the public has a negative perception of what we do, mistakenly thinking that we use food waste.

In order to dispel this misconception, we are strengthening our collaboration with by-product manufacturers to develop products through co-branding, which would allow us to move beyond a simple by-product collection and to generate new profits as well as to improve consumer awareness. RE:nerge bar, created in collaboration with Oriental Brewery, is a case in point. We plan to maximize our eco-friendly value by expanding our business into a variety of by-product areas through partnerships with various manufacturers, such as oil and Makgeolli manufacturers.

## Q. How did you get the investment? How did it help your business to grow?

After watching many videos of Sangyup Han, CEO of Sopoong Ventures on YouTube, I emailed him to ask him to invest. He responded positively, which led to an investment. Sopoong Ventures was widely known in the impact investment sector, and after investing in our company, it helped us greatly in combining and refining our social value and business model. Receiving an investment is, in a way, one of the important success indicators for startups and you need to convince venture capitals (VCs) of the feasibility of your business. However, RE:harvest's business model, which sought to address social problems, failed to appeal to conventional VCs during the seed stage (although, nowadays, many VCs are interested in social values due to the increasing emphasis on ESG). Sopoong Ventures, on the other hand, empathized with the RE:harvest's business model that pursued social values, and provided a variety of accelerations in order to advance our business, including establishing a clear shortterm, medium-term and long-term business model from the perspective of social impact and providing business simulation.

Company name RE:harvest

Representative director Alex Min

Establishment date August 2019

Address 7, Eonju-ro 113-gil, Gangnam-gu, Seoul

Website reharvestshop.com

Main services (products)

Manufacturing and selling food upcycling products

Intermediary Sopoong Ventures

## **QuadMedicine**



#### Q. Please describe your company.

QuadMedicine owns the original patent for several types of microneedles, such as detachable and multivalent coated microneedles. Microneedles are a new concept of drug delivery system that painlessly delivers vaccines and other medicines through the skin with tiny needles less than 1mm in height. Detachable and multivalent coated microneedles are subtypes of microneedles. The multivalent coated microneedles have a biodegradable polymer structure on which solidified liquid vaccines have been loaded. Microneedles are smaller than traditional needles and have a higher drug stability, making them convenient for storage and distribution. They can be injected without the help of professional

medical staff, and are now recognized as an innovative technology for those previously excluded from vaccines and treatments due to a lack of medical staff and facilities. There are around 10 companies in the world specializing in microneedles, of which QuadMedicine is considered to be the most technologically advanced. QuadMedicine's mission statement is 'Making people's lives healthier with better technology'. To achieve this, we need to keep our employees satisfied. We pride ourselves that most of our employees have been with us since the establishment of the company.

#### Q. What social problem do you want to tackle?

All public vaccines are in liquid form, which necessitates the five stages of the so-called 'cold



Microneedles are smaller than traditional needles and convenient for storage and distribution. They can be injected without the help of professional medical staff and will provide a radical new way to help those previously excluded from vaccines and treatments due to a lack of medical staff and facilities.

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International organizations, such as WHO and UNICEF, consider microneedles as a next-generation technology that allows marginalized groups in low-income countries to have equal access to vaccines, including during the time of the Covid-19 pandemic. There are around 10 companies in the world specializing in microneedles, of which QuadMedicine is considered to be the most technologically advanced.

chain system' to reach the vaccine consumers in underdeveloped countries. It means each stage involves additional costs and manpower to ensure that the vaccines remain effective and usable, and in the final stage, in particular, specialized medical staff are required to administer the vaccine. The biggest advantage of microneedles is that they can reduce the cost and manpower required at all of these stages. International organizations, such as the WHO and UNICEF, consider microneedles as a next-generation technology that allows the marginalized groups in low-income countries to have equal access to vaccines, including during the time of the Covid-19 pandemic. QuadMedicine has adopted a two-track strategy of supplying multivalent coated microneedles for public vaccination to create social value and generating revenues from synthetic drug products using detachable microneedles. In order for the microneedle technology, known only as a cosmetic technology in Korea, to be recognized as a pharmaceutical technology by the Ministry of Food and Drug Safety (MFDS), we needed to present a solution to the problem of establishing a quality control process after developing the product. QuadMedicine has developed a quality control system which ensures the sterile manufacture of microneedles within a sterile production process. This is the first in the world, and I believe it is very important in that we have gone beyond simply having microneedle technology and provided a significant alternative to the global microneedle market by developing a quality control system that enables sterile production and management.

Q. What are the benefits and challenges of running a business which pursues both profit and social values?

When companies invest in technology

development, there are many things to consider, such as how cheaply the developed technology can be produced, how long it can be maintained, and where it can be applied. QuadMedicine possesses not only medical knowledge in related fields, such as immunology and pharmacology, but also engineering technologies. I believe this is a great advantage when simultaneously pursuing financial and social values. Few companies in the microneedle sector have the ability to carry out all three stages necessary for product licensing, production and quality control in one organization.

## Q. How did you get the investment? How did it help your business to grow?

The need for the development of microneedles has been steadily increasing for more than a decade. Now with Covid-19, the need and demand for microneedles has increased further. Around this time, through the introduction of existing investors, I learned that there was an impact fund GP that pursued social and financial values at the same time. I had a meeting with ARK Impact Asset Management and they decided to invest in our microneedles. If conventional venture capitals are focused on the realization of profits through IPOs when investing in companies, impact fund GPs seem to focus on 'what kind of social impact can be created by investing in this company' and support the creation of a business model that help achieve both social and financial values. The funds we received from ARK Impact Venture Investment Fund, which is operated by ARK Impact Asset Management, were deployed to cover the cost of clinical phase 1 of the previously developed microneedle technology, which provided us with the opportunity to come a little closer to commercializing the technology, ahead of any competitor in the world.

Company name QuadMedicine

Representative director Seungkee Back

Establishment date January 2017

Address #605, Building B, 14, Sagimakgol-ro 45beon-gil, Jungwon-gu, Seongnam-si, Gyeonggi-do

Website quadmedicine.com

Main services (products)

Research and development of medicine and pharmaceuticals

Intermediary ARK Impact Asset Management

## **Balgeulae Cooperative**



#### Q. Please describe your company.

Balgeulae Cooperative pursues the social mission of creating jobs for people with developmental disabilities, their mothers, and career-interrupted women. Our main business is to manufacture and sell coldpressed soaps, diffusers and board games. Young people with developmental disabilities mainly employed in packaging. Currently, 2 out of 8 employees are young adults with developmental disabilities. Mothers in the local community work as technicians in product manufacturing after receiving training for career-interrupted women from the Balgeulae Cooperative. Balgeulae Cooperative aims to promote the local community, and believes that jobs created for people with developmental disabilities and career-interrupted women contribute to addressing social problems in the local community. Balgeulae Cooperative was

certified as a social enterprise at the end of last year. We currently have 29 members, of which 15 are families of people with developmental disabilities. Local university professors, students and citizens are also members of our cooperative. It would be easier to operate a business which had reached a certain scale, but we currently have some difficulties related to our small size. As our business grows in size, we expect it to be a 'sheltered workplace' (an institution that provides jobs and training opportunities for people with disabilities), which is our goal. There are approximately 1,800 people with developmental disabilities in Nonsan, but no sheltered workplace for them. We hope that we will become the first sheltered workplace here.

## Q. What social problem do you want to tackle?

"People with developmental disabilities have



People with developmental disabilities have nowhere to go after graduating from high school. Their mothers have to continue to look after them at home, which creates difficulties for the family and indeed, sometimes causes them to collapse. This problem needs addressing at the national level, but it is so urgent a problem that we cannot afford to delay.

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People have said that they didn't expect us to survive this long and that they were impressed. Others now see us as a role model for starting a business for their own children, which is very rewarding.

few options after graduating from high school. They are mainly people with severe (grade 1 and 2) disabilities, such as autism and intellectual disabilities. After graduating from high school, their quality of life decreases and their mothers often have to continue to look after them at home, which creates difficulties for the family and indeed, sometimes causes them to collapse. This problem needs addressing at the national level, but it is so urgent a problem that we cannot afford to delay.

# Q. What are the benefits and challenges of running a business which pursues both profit and social values?

After our establishment, sales grew to KRW 34 million in the first year, KRW 69 million in the second year, and KRW 104 million in the third year. Sales have steadily increased, but there has been little net profit as we continue increasing the number of our employees. Our members have all agreed to increasing the number of jobs or donating to the community, rather than receiving dividends. Apart from creating jobs for people with developmental disabilities and career-interrupted women, we undertake a number of projects, such as supporting family trips for people with developmental disabilities and their mothers, and connecting people with vocational experience programs, for the benefit of our members. The problems of being in business are even greater now than they were before, due to Covid-19. In particular, there are worries about sales and it has become increasingly difficult to pay wages. Nevertheless, I am proud to say that every single one of our employees has been paid, and it is gratifying to see we are achieving our social mission. It is also rewarding to see our employees, many of which had been housewives three years ago, now working with expertise and increased selfesteem. When business is tough, our employees

try to find solutions together which has given me a lot of support and encouragement.

People have said that they didn't expect us to survive this long and that they were impressed.

Others now see us as a role model for starting a business for their own children, which is very rewarding.

## Q. How did you get the loan? How did it help your business to grow?

When we first started the business, we asked for a loan from Bank A. However, they declined to offer us a loan since we were unable to provide corporate property as security. They did offer a credit loan to the executive director but the interest rate was rather high. Then, we spotted Joyful Union's loan facilities announced via the SVS website. We applied for a loan as the sums they offered was adequate for our needs and the interest rate was also low. We had been struggling due to low sales, but the funds from Joyful Union enabled us to pay the wages of our employees and to purchase raw materials. Since then, sales have increased and we are repaying the loan every month. Social finance, such as the loan provided by Joyful Union, gives important support that enables trading and increases the temporary liquidity of social economy enterprises.

## Q. Could you give us your opinion on how social finance support can be improved?

Social economy enterprises are not eligible for Covid-19 subsidies for micro enterprises provided by local governments. We were denied the support because Balgeulae Cooperative is a corporation. It is hard to comprehend that social economy enterprises that are struggling to uphold social values at this difficult time are excluded from support. I hope that financial support for social economy enterprises will be improved in the future.

Company name Balgeulae Cooperative

Representative director Juhyeon Ha

Establishment date March 2018

Address #230 Konyang University Industry-Academic Cooperation Building, 121, Daehak-ro, Nonsan-si, Chungcheongnam-do

Website balgeulae.modoo.at

#### Main services (products)

Manufacturing and selling products such as air freshener plasters, candles, soaps and diffusers

Intermediary Korea Microcredit Joyful Union

## **TestWorks**



#### Q. Please describe your company.

Currently, a huge amount of money is being invested in the Data Dam project as a part of the government's 'New Deal' project. We, as a social enterprise, have been providing processed Al data for some time, by hiring people with developmental disabilities who have an excellent skill set in this area. AI data processing, which is usually referred to as data annotation, involves a series of processes to provide additional information to algorithms. It entails the labeling of each object, such as a person, pavement, a car, a tree, so that AI can recognize them, and people with developmental disabilities excel in this task due to their excellent concentration. The mission of TestWorks is 'to grow together with the vulnerable groups by providing fair and equal opportunities'. Currently, our company has approximately 150 full-time employees, of which

around 50 are from vulnerable groups, including 13 deaf and hearing-impaired and 17 people with developmental disabilities.

## Q. What social problem do you want to tackle?

We mainly focus on two issues: employment and education. First of all, we address the employment problem by providing quality jobs to career-interrupted women, people with developmental disabilities, the deaf and hearing-impaired, and the elderly. There are some criticisms about whether annotation can be considered as a decent job because it often involves simple and repetitive work. However, TestWorks takes pride in helping a variety of people to have an employment and grow together in the IT industry, through our platform. Some of them require training to be able to undertake necessary tasks, and we provide such



It is not compatible with TestWorks' business model to view people with disabilities simply as a vulnerable group and hiring them for the sake of it. We believe that our role is to provide a platform that enables them to achieve personal growth as well as contributing to the growth of the company.

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It is a common perception that hiring people with disabilities has additional costs. We disagree. On the contrary, we are convinced that people with disabilities have better concentration and are better suited in annotation than the non-disabled. The competitiveness of TestWorks is drawn from the strengths of our employees.

training to enable them to work. In addition, we have been recently selected by the National Information Society Agency to tackle the issue of information accessibility for the visually impaired, and we carry out data annotation to enable AI to recognize sign language. We have the largest number of datasets in this field in

# Q. What are the benefits and challenges of running a business which pursues both profit and social values?

Regarding the challenges, it's more of a 'confusion' than a challenge. Because we pursue both financial and social values, if we nealect either goal even minimally, it shows. Besides, the nature of the stakeholders involved in each of these values is completely different, and we need to spend a lot of time with these two different groups. Ultimately, it's a matter of priority. Other companies in this industry only need to pursue profit, the financial value, but TestWorks has to pursue both, which leads to questions such as 'Can we survive the competition?', 'What business model should we employ to move forward?' Of course, it can be very rewarding to pursue both financial and social values at the same time.

And it provides us with a clear reason and motivation for working hard. Working for a company can be a valuable experience, but I imagine that many employees sometimes lack motivation knowing that they are working for the owner of a company, or in case of a listed company, for the shareholders. However, TestWorks is established on the foundation of a social mission, which provides our people with clear focus even when they are faced with difficult and hard tasks, and it makes the company highly resilient.

## Q. How did you get the investment? How did it help your business to grow?

Unlike conventional venture capitals, D3 Jubilee Partners has shown interest in the social value we pursue, our business motivations, and our business model that attempts to tackle social problems. Even the questions they put to TestWorks were hugely different. For example, conventional venture capitals often ask, 'Is it necessary to employ people with disabilities?'. It is tragic to have to explain why we employ people with disabilities, when in reality they are the source of our company's competitiveness. In addition, the requirements of ordinary venture capitals often conflict with the distributive value we pursue. For example, VCs usually require that the companies they invest in to go public, double the profits in a certain period of time, or limit labor costs to increase profit. TestWorks' business model is labor intensive, which raised questions about how much technology could influence this labor-intensive model to generate profit. In order to pursue the social value of providing employment, we couldn't satisfy the need of conventional VCs which would expect the profit to double or triple in a short period of time. However, D3 Jubilee Partners recognized that the TestWorks' business model had sufficient growth potential, not only in social value but also in financial value, and made two rounds of investment. We proved the potential of our business model in the first round of investment, and we are working hard to demonstrate our company's growth as we have received the second round of investment last year.

Company name TestWorks

Representative director Sukwon Yoon

Establishment date June 2015

**Address** 3/4F, 42-19, Baekjegobun-ro 41-gil,

Songpa-gu, Seoul

Website testworks.co.kr

#### Main services (products)

Vocational training for people with developmental disabilities, the development and supply of application software

**Intermediary** D3 Jubilee Partners





## **SVS Impact Goals**

SVS has set eight SVS Impact Goals (SIGs) that its individual investments and loans should aim to achieve, by referencing the impact classifications of the Big Society Capital (BSC), the social finance wholesale fund in the UK, the Impact Capital Australia (ICA), the social finance wholesale fund in Australia, and the UN-SDGs.

## **SVS Impact Goals (SIGs)**



## Social Housing and Community Ownership

Housing, Local facility (amenity), Family, Communites, Friend relationships (inclusion)



#### Environment, Energy and Agriculture and Fisheries

Conservation of the natural environment & agriculture



#### **Education and Childcare**

Education, Training & participation, Early Childhood



#### Social Innovation Technology

Sustainable Society through Tech Innovation



#### Urban Regeneration, Culture and Art

Art, Heritage, Faith, Culture, Social SmartCity, Life Style



#### Decent Jobs and Employment

Decent job, Employment



## Health, Care for Seniors and Disability Welfare

Physical health, Mental health, Wellbeing, Disability



## Financial

Income & financial

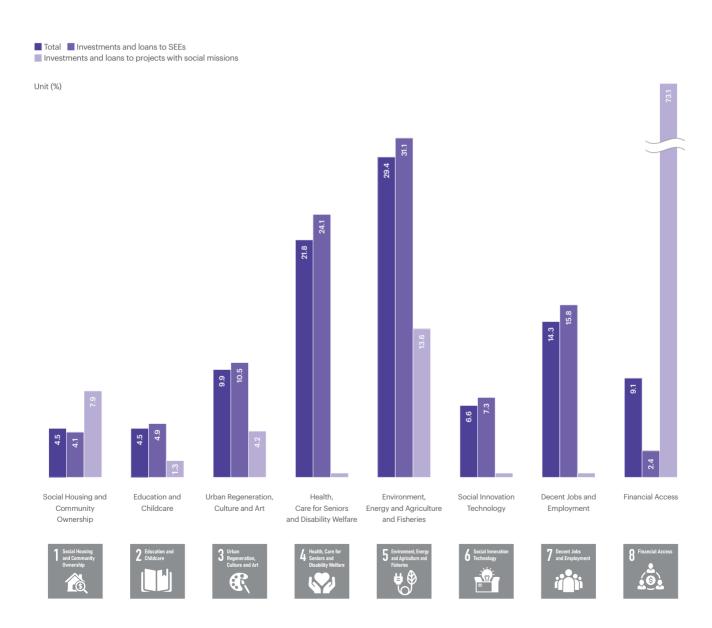
## **SIGs Categories**

SVS has focused its investments through impact funds on social economy enterprises in the areas of decent jobs, education, social innovation technologies, environment, energy, health and welfare. SVS focused its lending support through SFIs on enhancing the sustainability of various SEEs and increasing the financial access of vulnerable groups. SVS has also striven to increase the effectiveness of specific impact goals, such as resolving youth unemployment, promoting social housing, and distributing eco-friendly energy, through its investments and loans to projects with social missions, such as Social Impact Bonds (SIBs).

		SIGs							
Project type		Social Housing and Community Ownership	Education and Childcare	Urban Regeneration, Culture and Art	Health, Care for Seniors and Disability Welfare	Environment, Energy and Agriculture and Fisheries	Social Innovation Technology	Decent Jobs and Employment	Financial Access
Investments and Loans to	Investment in D3 Impact Venture Investment Fund 2		•	•	•	•	•		
SEEs	Investment in Extra Mile Impact Investment Fund 2		•		•	•	•	•	
	Investment in Social Venture Picnic Investment Fund 1		•		•	•	•		
	Investment in ARK Impact Venture Investment Fund	•	•	•	•	•	•		
	Investment in Bluepoint Social Innovation Technology Startup Venture PEF 1		•		•	•	•		
	Investment in Impact Square Social Enterprise Stepping Stone Fund	•	•	•	•	•		•	
	Investment in TBT Open Innovation Fund				•		•		
	Investment in Gyeongnam Youth Impact Investment Fund		•	•	•	•		•	
	Investment in Gangwon Picnic Investment Fund		•	•	•	•	•	•	
	Joyful Union Loans to SEEs			•	•	•		•	•
	Band Foundation Loans to SEEs	•		•	•	•		•	•
	Korea Association of Self-Sufficiency Promotion Center Loans to SEEs				•			•	•
	Loans to SEEs in the Gyeongnam region			•	•	•		•	•
Investments and loans to	Investment in the SIB Project for Youth Employment in Seoul		•					•	
projects with social missions	Investment in the SIB Project for Dementia Prevention in Buyeo-gun				•				
	Investment in Ansan Health Welfare Social Cooperative	•			•				
	Investment in Jeonju Health Welfare Social Cooperative	•			•				
	Crowdfunding matching loans for community ownership projects	•							
	Crowdfunding matching loans for local creators		•	•					•
	Loans to the Garment Workers' Mutual Aid Association of the National Chemical, Textile and Food Workers Union							•	•
	Loans to the mutual-aid organizations for workers in precarious employment							•	•
	Loans to the Rental Deposit Return Guarantee Project for Social Housing in Seoul	•							•
	Investments and loans for the solar photovoltaic project on the factory roofs of SMEs					•			
	Investment in the establishment of Gyeongnam Social Value Finance and Loans								•

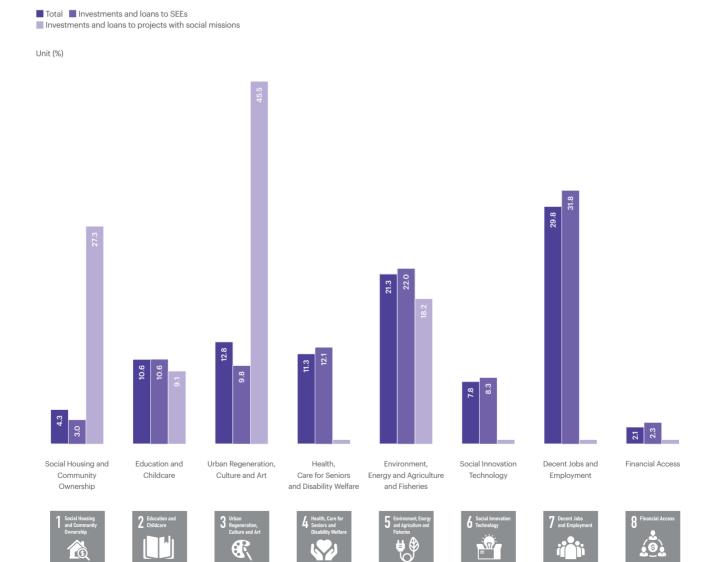
## SIGs Categories: investment and loan levels

In terms of the total supply of funds from SVS investment and loan programs (totaling KRW 41.734 billion), 29.4% is related to SIG 5 (environment, energy and agriculture and fishery), 21.8% to SIG 4 (health, care for seniors and disability welfare), and 14.3% to SIG 7 (decent jobs and employment). In terms of the level of investments and loans provided for SEEs (totaling KRW 37.765 billion), the highest proportion, 31.1%, is related to SIG 5 (environment, energy and agriculture and fishery). In terms of the level of investments and loans provided for the projects with social missions (totaling KRW 3.969 billion), the highest proportion, 73.1%, is related to SIG 8 (financial access to vulnerable groups).



## SIGs Categories: the number of companies supported

In terms of the total number of enterprises supported (141), 29.8% of them are related to SIG 7 (decent jobs and employment), which is the highest, reflecting a primary characteristic of SEEs to create employment. This is followed by 21.3% of them being related to SIG 5 (environment, energy and agriculture and fisheries) and 11.3% related to SIG 3 (urban regeneration, culture and art). In terms of the number of enterprises supported by investments and loans for SEEs (total of 132), the highest proportion, 31.8%, is related to SIG 7 (decent jobs and employment). In terms of the number of enterprises supported by investments and loans for projects with social missions (total of 11), the highest proportion, 45.5%, is related to SIG 3 (urban regeneration, culture and art).



## SVS-supported social finance programs and projects with social missions

## **Examples of Impact Key Performance Indicators (KPIs)**

## Social Housing and Community Ownership

Housing, Local facility (amenity), Family, Communites, Friend relationships (inclusion)



## The number of instances of preventive medical care (quarantine) services being provided for vulnerable groups due to the saved financial cost (interest payments) achieved by SVS' investment

Company A is a health welfare social cooperative in which local residents have participated as members. It provides social medical services for its members and vulnerable groups in the region. SVS has participated as an institutional member in Company A's community ownership project, rather than providing a loan, aimed at securing a place for medical community care specializing in the elderly and people with disabilities. In order to evaluate one of the impacts created by SVS' participation, the KPIs are measured by the number of instances of preventive medical care (quarantine) services being provided to the vulnerable groups, due to the saved financial cost (interest payments) achieved by SVS' investment.

- [Company A] The number of instances of preventive medical care (quarantine) services being provided for the vulnerable groups due to the saved financial cost (interest payments) achieved by SVS' investment
- [Company M] Housing costs and total commuting time saved by utilizing its service to increase job-housing proximity
- [Company H] The number of interior design projects for customers with complex needs, such as people with skin diseases or disabilities, and the elderly: the number of specialized interior designers providing such services

## **Education and Childcare**

Education, Training & participation, Early Childhood



# The number of child care arrangements for vulnerable children made via its child-youth sitter matching app; the customer's repurchase rate and the duration of the employment of youth sitters

Company J is a social enterprise certified by the Ministry of Employment and Labor (MOEL) and seeking to solve the problems of blind spots in care and youth unemployment, at the same time, by matching vulnerable children who need after-school care and youth sitters. The KPIs are measured by the number of child care arrangements for vulnerable children, the customer's repurchase rate, and the duration of the employment of youth sitters, in order to assess the impact on care for children in child care blind spots and the creation of decent youth jobs, generated through the matching app connecting children and youth sitters.

- [Company C] The number of resumes uploaded by job seekers and career changers, and the number of views of those pages; the number of applicants for the current camp
- [Company B] The number of service users who have completed the real-name authentication after signing up using their social media accounts through the live chat community platform for streaming content viewers; the number and percentage of clean chats
- [Company J] The number of child care arrangements for vulnerable children made via its child-youth sitter matching app; the customer's repurchase rate and the duration of the employment of youth sitters

## Urban Regeneration, Culture and Art

Art, Heritage, Faith, Culture, Social SmartCity, Life Style



## The number of local creators and brand producers, and the turnover generated through company L

Company L is a social innovation company that plans, develops and operates outdated idle spaces, in collaboration with local creators. The KPIs are measured by the number of local creators and brand producers as well as the turnover generated through its all-in-one co-living/co-working solution, in order to assess the impact this solution has created in utilizing idle spaces.

- **[Company N]** The number of female travelers matched via its travel app specializing in safe travel for women; increase/ decrease in spending per user and customer service satisfaction
- [Company W] The amount of rent saved by tenants in its cooperative apartment complex and project M, compared to the market rents in the surrounding area
- [Company L] The number of local creators and brand producers, and the turnover generated through company L
- [Company C] The number of recipes and food products developed by combining agricultural products from Jeju and cacao; the number of contracts signed with fair trade partners in underdeveloped countries

## Health, Care for Seniors and Disability Welfare

Physical health, Mental health, Wellbeing, Disability



# The number of care service users (the elderly) and the cumulative number of registered care nursing assistants; the number of matches between care nursing assistants/nursing institutions and the elderly

Company C provides information on nursing homes for the elderly and operates a matching service platform for nursing staff. The KPIs are measured by the number of care service users, the cumulative number of registered care nursing assistants, and the number of matches between care nursing assistants/ nursing institutions and the elderly, in order to assess the impact on job creation through its matching service platform connecting the nursing staff and the elderly in care services blind spots.

- [Company M] The number of matches between chronically ill patients and career-interrupted nurses; the level of improvement in the health of chronically ill patients, using its service
- [Company L] The number of the elderly and chronically ill patients using a nutrition management solution developed by Company L; the health improvement rate of those using its solution
- [Company M] The reduced surgery time and the amount of treatment cost that has been saved
- [Company M] The number of consultations with female teenage patients via its non-face-to-face digital health care service, specialized for women; the number of views of female diseases-related content
- [Company S] The number of the elderly or people with mild cognitive impairment who have used its specifically designed games for digital treatment; the number of cases showing improvements in the cognitive level among game
- [Company E] The number of individuals with neurogenic communication disorders that have used its one-to-one remote speech-language rehabilitation platform; the reduced duration of treatment compared to the average duration of treatment for existing speech-language rehabilitation
- [Company S] The improved rate of early diagnosis of dementia compared to the existing dementia diagnosis system; the saved cost of dementia management in the Gyeongnam region
- [Company T] The number of patients with rare diseases who have benefited from time and cost savings on diagnosis; the savings of costs compared to existing tests
- [Company G] The rate of substitution of long-acting drug-based injections developed by Company G; the rate of reduction in the drug administration cycle
- [Company C] The number of care service users (the elderly) and the cumulative number of registered care nursing assistants; the number of matches between care nursing assistants/nursing institutions and the elderly
- [Company T] The rate of reduction in the occurrence of edema after the stent procedure developed using shape memory polymer materials
- [Company Q] The number of public vaccines distributed using microneedles developed by Company Q; the social costs reduced by using microneedles (costs to maintain the cold chain, payroll costs for medical staff); the distribution rate of public vaccines using its microneedles

**55** 

# Environment, Energy and Agriculture and Fisheries

Conservation of the natural environment & agriculture



## The amount of carbon reduction from solar photovoltaics on factory roofs and the amount of rent paid in advance to SMEs

Company H runs a solar photovoltaic business by renting idle rooftop spaces of SMEs across the country. The KPIs are measured by the amount of carbon reduction from its photovoltaics power generation and the amount of rent paid in advance to SMEs, in order to assess the environmental value created by the company's solar photovoltaics and the monetary value that contributed to the income growth of the SMEs.

- [Company B] The supply of alternative meat made from insects produced in its insect smart farm; the reduction in greenhouse gas emissions owing to animal protein substitutes
- [Company A] Agricultural management decision-making based on its growth prediction model for outdoor crops; the rate of reduction in the use of fertilizer and the rate of growth in productivity of farms using its service
- [Company A] The number of agricultural producers who have subscribed to its order processing solution designed for the direct sales of agricultural products, and their transaction levels
- [Company S] The number of contract farms which were enabled to run a stable and sustainable farming operation, and the amount paid to the farms
- [Company A] The market share rate of wastewater treatment by the semi-permanent filter for wastewater treatment, developed by Company A; the rate of reduction in carbon and energy use after the new filter was installed
- [Company 0] The ozone reduction rate after water treatment; the local government budget savings in comparison to existing facilities
- [Company W] Cumulative reduction in the amount of water leakage (ton), and the accumulated savings in water production cost per ton achieved through the improvements in leakage control
- [Company P] Cumulative amount of purified water (ton) and the cumulative cost reduction for water purification per ton, when using the water treatment facility technology developed by Company P
- [Company L] The cumulative amount of renewable energy produced (MW) and the carbon reduction effect (ton) through renewable energy generation
- [Company H] The amount of carbon reduction from solar photovoltaics on factory roofs and the amount of rent paid in advance to SMEs
- [Company G] The number of local governments that have introduced the waste data solution developed by Company G; the rate of reduction in waste incineration and landfill after the introduction of its waste data solution
- [Company R] The amount of air purified by the air conditioning system developed by ALink
- [Company R] The rate of reduction in food waste at manufacturing plants (ton); the rate of sales of food upcycling products
- [Company W] The amount of fishery waste reduced in the processing of fishery products
- [Company N] The number of registrations of overseas suppliers per imported agri-food category and the amount of analysis data; the rate of growth in the export of processed products from raw materials by domestic producers
- [Company R] The rate of improvement in the purity of recycled plastics using microorganisms with plastic-degrading capabilities
- [Company B] The number of reuse and recycling of IT devices
- [Company Y] The volume of production and market share rate of eco-friendly plastic cosmetic containers; the volume of production of cosmetics made with certified organic ingredients
- [Company I] The amount of cosmetic residue reduced by using the product developed by Company I
- [Company A] Annual survival rate of shrimps grown in a replicated natural environment and using eco-friendly indoor shrimp farming systems developed by company A; the reduction in the amount of wastewater generated by shrimp farming
- [Company B] The cumulative amount (ton) of ecosystem-disrupting fish species consumed in the production of highfunctioning additives for pet foods, etc., developed by Company B

## Social Innovation Technology

Sustainable Society through Tech Innovation



#### Reduced number of accidents and the shortened construction duration when using the IoTbased integrated construction site management platform

Company M is a social innovation company that provides solutions designed to enable safer and more efficient management of construction sites using IoT. This IoT-based platform dramatically reduces the time and cost of introducing a safety system and ultimately ensures the safety of construction workers. The KPIs are measured by a comparison of the number of accidents before and after using the platform and the reduced duration of the construction in the same period.

- [Company C] The number of farms using the mobile smart farm solution developed by Company C; the comparison of crop yields before and after using the mobile smart farm solution
- [Company H] The subscription rate for its mini information terminal (kiosk) for pharmacy among 16,000 pharmacies in the target market; the rate of growth in users with chronic diseases
- [Company M] The number of views of the free career information service provided by its comprehensive career guide solution; the number of matches between education mentors/mentees and employment matches via the platform

- [Company J] The number of uses of the project-based learning platform by job; increase in the number of people who entered employment among platform users
- [Company S] The degree of improved battery life efficiency after using a candidate material of negative electrode for a secondary battery developed by Company S; the reduction in battery waste
- [Company M] Reduced number of accidents and the shortened construction duration when using its IoT-based integrated construction site management platform
- [Company B] The number of organizations that have adopted its smart organization management platform based on resident authentication using blockchain technology; the rate of increase in citizens' opinions being incorporated as part of the decision-made process in corporations and public society
- [Company C] Reduced litigation costs after using its blockchain-based legal contract platform; the number of corporate users which have adopted its legal contract platform

## **Decent Jobs and Employment**

Decent job, Employment



## The cumulative number of workers from vulnerable groups and their average duration of employment; the average hourly income for workers with disabilities

Company T is an AI learning data processing company and a social enterprise certified by the Ministry of Employment and Labor (MOEL). Its business model incorporates the strengths of vulnerable groups, such as career-interrupted women and people with developmental disabilities, and a total of 20% of its employees are from vulnerable groups. The KPIs are measured by the cumulative number of workers from vulnerable groups and their average duration of employment, as well as the average hourly income for workers with disabilities, in order to assess the impact on providing decent jobs.

- [Company C] The number of deaf and hearing-impaired taxi drivers employed; the number of matches between deaf and hearing-impaired taxi drivers and taxi users, via its platform
- [Company B] The number of business plans produced using its one-stop online document solution; the number of cases where micro enterprises were actually started using its service
- [Company O] The number of artists, with no experience of holding an exhibition at the four major galleries in Korea (Kukje/ Hyundai/Gana/Seomi), among those who have signed a contract of supply of artworks with Company O, and the fees paid to these artists
- [Company C] The number of uses of the cleaning agency matching service for single households and the number of jobs created for vulnerable groups: the customer's repurchase rate of cleaning agency services
- [Company T] The cumulative number of workers from vulnerable groups and their average duration of employment; the average hourly income for workers with disabilities
- [Company H] The volume of sales of upcycled and vegan fashion products; the number of jobs created for senior/careerinterrupted women

#### **Financial Access**

Income & financial Inclusion



## Reduced overseas remittance fees when using Company S's overseas remittance service, compared to the average remittance fee charged by other financial institutions

Company S has developed an overseas remittance platform to address the problem of the financial exclusion of migrants from developing countries. This platform lowers the fee incurred by migrants from developing countries when remitting money back to their families at home to the level of 1.0-1.7% (Based on the KRW 1 million remittance, the bank fee is approximately KRW 60,000 whereas Company S charges approximately KRW 15,000). The KPIs are measured by the saved overseas remittance fees compared to using other institutions, in order to measure the impact from the perspective of service users.

- [Company B] The number of end users from financially excluded groups using the mobile tariff integrated solution app developed by Company B
- **[Company S]** The overseas remittance fee saved when using Company S's overseas remittance service compared to the average remittance fees charged by other financial institutions

## **The Effects of SVS Impact**

SVS divides the effects of its impact into two categories: 'the contribution to the social economy ecosystem' and 'the contribution to the social finance ecosystem'.

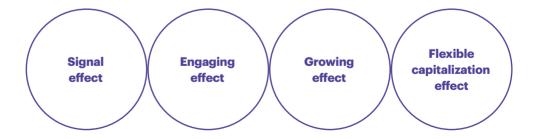
#### 1st Impact

The contribution to the social economy ecosystem



## 2nd Impact

The contribution to the social finance ecosystem



## **Social Economy Ecosystem**

## Strategies for Developing the Social Economy Ecosystem

SVS divides and allocates its supply of wholesale funds into investments, loans and projects with social missions, and establishes and implements development strategies for each category. Our investments are focused on developing a financing system that accommodates each growth stage of SEEs, our loans are focused on developing a financing system that accommodates each type of SEEs, and our support for projects with social missions are focused on developing a financing system that accommodates each area of social problem solving.

## Investments Developing a financing system that accommodates each growth stage of SEEs



## Loans Developing a financing system that accommodates each type of SEEs



## Projects with social missions Developing a financing system that accommodates each area of social problem solving

Social Housing and Community Ownership	Urban Regeneration, Culture and Art	Health, Care for Seniors and Disability Welfare
- Crowdfunding matching loans for community ownership projects - Loans to the Rental Deposit Return Guarantee Project for Social Housing in Seoul - Investment in Ansan & Jeonju Health Welfare Social Cooperatives	- Crowdfunding matching loans for local creators	Investment in Jeonju Health Welfare Social Cooperative     Investment in the SIB Project for Dementia Prevention in Buyeo-gun
Environment, Energy and Agriculture and Fisheries	Decent Jobs and Employment	Financial Access (vulnerable groups, etc.)
Investments and loans for the solar photovoltaic project on the factory roofs of SMEs	- Investment in the SIB Project for Youth Employment in Seoul	- Loans to the Garment Workers' Mutual Aid Association of the National Chemical, Textile and Food Workers Union - Loans to the mutual-aid organizations for workers in precarious employment

## The Contribution to the Social Economy Ecosystem

When constructing our investment and loan portfolios, SVS analyzes and defines ① the goals of creating social value (What), ② specific targets for impact (Who), and ③ the scale, duration and extent of the impact (How much) at each stage, which form the basis for selecting and managing our investment and loan impact indicators.

		Impact on the social economy ecosystem		
Project type		Goals of creating social value (What)	Specific targets for impact (Who)	Scale, duration and extent of the impact (How much)
Investments and loans for	Investment in D3 Impact Venture Investment Fund 2	Scaling up social impact companies in the growth stages	Social impact companies in investment phase Series A/B	70% of the fund's total commitments to be invested in social impact companies
SEEs	Investment in Extra Mile Impact Investment Fund 2	Fostering social impact companies within three years of establishment	Social impact companies in the seed stage, etc.	60% of the fund's total commitments to be invested in local social impact companies
	Investment in Social Venture Picnic Investment Fund 1	Fostering social impact companies within three years of establishment	Social impact companies in the seed stage, etc.	80% of the fund's total commitments to be invested in social impact companies
	Investment in ARK Impact Venture Investment Fund	Scaling up social impact companies in the growth stages	Social impact companies in investment phase Series B/C or later	60% of the fund's total commitments to be invested in social impact companies
	Investment in Bluepoint Social Innovation Technology Startup Venture PEF 1	Applying innovative technologies to solving social problems	Early-stage startups with social innovation technology	Fostering 10 to 12 social innovation technology companies
	Investment in Impact Square Social Enterprise Stepping Stone Fund	Scaling up SEEs by enhancing capital	SEEs or enterprises pre-approved by KoSEA	A minimum 60% of the fund's total commitments to be invested in (preliminary) social enterprises
	Investment in TBT Open Innovation Fund	Fostering ICT-based social service providers	Impact companies that support the UN SDGs	Investment in impact companies matching or exceeding the level of capital commitment by SVS
	Investment in Gyeongnam Youth Impact Investment Fund	Supporting the growth of social ventures in the Gyeongnam region	Youth creators and social ventures in the Gyeongnam region	Expected to invest in a minimum of 15 impact companies on average
	Investment in Gangwon Picnic Investment Fund	Solving problems in the Gangwon region and revitalizing the local economy	Regional-based startups that solve social problems in the Gangwon region	A minimum 50% of the fund's total commitments to be invested in social impact companies
	Joyful Union Loans to SEEs	Providing specialized financial support for social enterprises and cooperatives	(Preliminary) social enterprises and cooperatives	50% of the support to be provided to companies outside the Seoul Metropolitan Area, 30 companies
	Band Foundation Loans to SEEs	Providing specialized financial support for SEEs that are members of a mutual aid association	Social enterprises, cooperatives and community ownership projects	70% of the support to be provided to companies outside the Seoul Metropolitan Area, 18 companies
	Korea Association of Self-Sufficiency Promotion Center Loans to SEEs	Providing specialized financial support for self-sufficiency enterprises	Self-sufficiency enterprises	23 self-sufficiency enterprises
	Loans to SEEs in the Gyeongnam region	Providing specialized financial support for SEEs in the Gyeongnam region	SEEs in the Gyeongnam region	Expected to support 72 SEEs in the Gyeongnam region
Investments and loans to	Invested in the SIB Project for Youth Employment in Seoul	Resolving youth unemployment in Seoul	500 unemployed youths aged 19 to 34	145 people among 500 participants to find employment or start a business
projects with social missions	Investment in the Dementia Prevention SIB in Buyeo-gun	Preventing dementia for the elderly in Buyeo-gun	300 people with mild cognitive impairment aged 60 to 80	Morbidity rate of dementia below 7.5%
	Investment in Ansan Health Welfare Social Cooperative	Community ownership for local community care	Members of Ansan Health Welfare Social Cooperative and vulnerable groups	Medical support for 6,500 members and 400 people from vulnerable groups
	Investment in Jeonju Health Welfare Social Cooperative	Community ownership for local community care	Members of Jeonju Health Welfare Social Cooperative and vulnerable groups	Medical support for 1,700 members and 35 people from vulnerable groups
	Crowdfunding matching loans for community ownership projects	Local citizen ownership	Residents and members of depleted communities	Sharing tangible and intangible benefits of regiona regeneration and community ownership
	Crowdfunding matching loans for local creators	Providing support for sustainability of the region and growth of the actors	Local creators that provide a boost to their communities	7 local creators
	Loans to the Garment Workers' Mutual Aid Association of the National Chemical, Textile and Food Workers Union	Fostering self-help mutual aid organizations for sewing industry workers	Sewing industry operators/workers who are members of a mutual aid association	Attracting 2,900 members
	Loans to the mutual-aid organizations for workers in precarious employment	Fostering self-help mutual aid organizations for workers in precarious employment	Workers in precarious employment in Seoul	Attracting 9,000 members
	Loans to the Rental Deposit Return Guarantee Project for Social Housing in Seoul	Protecting property rights of tenants in social housing	Housing vulnerable groups living in social housing	Deposit protection for social housing tenants (Budget KRW 300 million)
	Investments and loans for the solar photovoltaic project on the factory roofs of SMEs	Driving quantitative expansion of new and renewable energy (solar photovoltaics)	Photovoltaic project on SME factory roofs by region, etc.	Installing 10 or more solar power plants, each generating 1MW of electricity
	Contribution to the establishment of Gyeongnam Social Value Finance and Loans	Establishing local intermediaries specializing in social finance	SEEs in Gyeongnam region	Setting a 5-year goal to expand the supply of social finance

## **Social Finance Ecosystem**

#### Strategies for Developing the Social Finance Ecosystem

SVS categorizes its role in developing a social finance ecosystem into four effects, which then form the basis of our review and evaluation when constructing investment and loan portfolios: ① the signal effect generated by encouraging a fundamental change in the awareness of the finance capital markets to consider concepts, such as social finance and social values; ② the engaging effect generated by encouraging impact creation through active intervention, rather than participating solely as one of the investors; ③ the growing effect generated by supporting changes and the development of impact markets and intermediaries; and ④ the flexible capitalization effect generated by designing a flexible supply of finance and providing capital. SVS is also collaborating with SFIs as a key creator and collaborative partner of impact and loan funds.

## Strategies for and examples of developing the social finance ecosystem

# Signal effect Growing effect

Investment in the SIB Project for
Youth Employment in Seoul Impact II
Taking the leading investor role in SIB Gangwoi

Loans to the Rental Deposit Return
Guarantee Project for Social Housing

Acting as a catalyst for the realization of the pilot guarantee project

#### Investment in Gyeongnam Youth Impact Investment Fund and Gangwon Picnic Investment Fund Revitalizing the local economy

Investment in Impact Square Social Enterprise Stepping Stone Fund Promoting funds specializing in SFFs

Korea Association of Self-Sufficiency

**Promotion Center loans to SEEs**Addressing blind spots in social finance

#### **Engaging effect**

#### Investment in Bluepoint Social Innovation Technology Startup Venture PEF1

Playing the role of an anchor investor

Loans to the Garment Workers'
Mutual Aid Association of the National
Chemical, Textile and Food Workers
Union, and mutual-aid organizations
for workers in precarious employment

Creating a model for mutual-aid projects for workers' organizations

Crowdfunding matching loans for community ownership projects Connecting citizen funding and providing bridge funds

## Flexible capitalization effect

## Investment in ARK Impact Venture Investment Fund

Providing subordinate financing

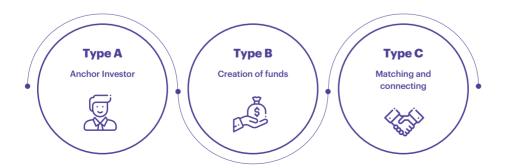
#### Investment in Ansan & Jeonju Health Welfare Social Cooperatives

Social return of saved interest, investing as an institutional member without dividend

## Joyful Union Loans to SEEs

Establishing a loan loss reserve fund

## Strategies for collaboration with SFIs



#### The Contribution to the Social Finance Ecosystem

In order to review and evaluate its contribution to the social finance ecosystem, SVS categorizes its role into four effects: ① the signal effect generated by encouraging a fundamental change in the awareness of the finance capital markets to consider concepts, such as social finance and social values; ② the engaging effect generated by encouraging impact creation through active intervention (designing financial structures, deciding who to provide investments and loans, etc.) in conjunction with intermediaries;

③ the growing effect generated by supporting changes and the development of impact markets and intermediaries; and ④ the flexible capitalization effect generated by designing a flexible supply of finance and providing capital (such as selective subordinate financing, loan loss provision, self-help fund matching, and setting the rates of return for investments and loans that reflect impact effect). SVS also considers a variety of other direct and indirect objectives to promote the growth of SFIs.

SVS supports the growth and development of SFIs by acting as an anchor investor to encourage the participation of private investors in social impact funds in their early stages of growth in the capital market; expanding AUMs of the intermediaries specializing in providing loans for equipment and working capital to SEEs; investing in SIBs; and designing investment and loan programs connecting impact investors (including P2P). SVS is also focusing, in conjunction with intermediaries, on creating a variety of flexible capitalization effects via a wholesale fund (first-loss schemes, social value pricing, loan loss provision, connecting matching programs, etc.) in consideration of the goals and effects of impact for each investment and loan support project.

Project type		Impact on the social finance ecosystem							
		Signal effect	Engaging effect	Growing effect	Flexible capitalization effect	Key factors for expanding the social finance ecosystem	Key impact indicators		
Investments and loans for SEEs	Investment in D3 Impact Venture Investment Fund 2	•	•	•	•	Facilitating the launch of the fund by providing subordinate financing to private investors	Setting impact key performance indicators (KPIs)		
	Investment in Extra Mile Impact Investment Fund 2	•		•		Fostering accelerators specializing in social impact	for each company invested in		
	Investment in Social Venture Picnic Investment Fund 1	•		•		Fostering accelerators specializing in social impact			
	Investment in ARK Impact Venture Investment Fund	•	•	•	•	Facilitating the launch of the fund by providing subordinate financing to private investors			
	Investment in Bluepoint Social Innovation Technology Startup Venture PEF 1	•	•	•	•	Taking the role of an anchor investor in creating private funds for social innovation technology			
	Investment in Impact Square Social Enterprise Stepping Stone Fund	•		•		Fostering GPs specializing in social enterprises			
	Investment in TBT Open Innovation Fund	•				Driving the transformation of technology-based investment management companies into impact investors			
	Investment in Gyeongnam Youth Impact Investment Fund	•		•		Facilitating collaboration between regional-based centers for creative economy & innovation and impact accelerators			
	Investment in Gangwon Picnic Investment Fund	•		•		Facilitating collaboration between regional-based centers for creative economy & innovation and impact accelerators			

		Impact on the social finance ecosystem						
Project type		Signal effect	Engaging effect	Growing effect	Flexible capitalization effect	Key factors for expanding the social finance ecosystem	Key impact indicators	
	Joyful Union Loans to SEEs			•	•	Providing a model for loan loss provision for SFIs	Part of the social value indicators for	
	Band Foundation Loans to SEEs			•	•	Supporting the scaling-up of managed assets of SFIs with the characteristics of mutual aid funds	companies that are provided with loans	
	Korea Association of Self- Sufficiency Promotion Center Loans to SEEs	•		•	•	Supporting the scaling-up of managed assets of SFIs specializing in self-sufficiency enterprises		
	Loans to SEEs in the Gyeongnam region	•	•	•	•	Fostering SFIs specialized in the Gyeongnam region		
Investments and loans	Investment in the SIB Project for Youth Employment in Seoul	•		•	•	Promoting the growth of specialized SIB agencies	Number of youths employed	
to projects with social missions	Investment in the SIB Project for Dementia Prevention in Buyeo- gun	•		•	•	Providing support for the first SIB project by a primary local government	Morbidity rate of dementia	
	Investment in Ansan Health Welfare Social Cooperative	•			•	Providing an example of enhancing the capital of a social cooperative by an institutional investor	Number of medical care service support interactions provided	
	Investment in Jeonju Health Welfare Social Cooperative	•			•	Providing an example of enhancing the capital of a social cooperative by an institutional investor	Number of medical care service support interactions provided	
	Crowdfunding matching loans for community ownership projects	•	•		•	A finance model combining institutional finance and P2P for community ownership	Setting impact key performance indicators (KPIs) for each community ownership project	
	Crowdfunding matching loans for local creators	•	•		•	A finance model connecting impact investors and impact P2P citizen funds	Setting impact key performance indicators (KPIs) for each company supported	
	Loans to the Garment Workers' Mutual Aid Association of the National Chemical, Textile and Food Workers Union	•	•		•	A model that provides bridge funds for self-help mutual aid projects for workers in specific industries	Number of participating members	
	Loans to the mutual-aid organizations for workers in precarious employment	•	•		•	Promoting a model for mutual aid projects by organizations for workers in precarious employment	Number of participating members	
	Loans to the Rental Deposit Return Guarantee Project for Social Housing in Seoul	•	•	•	•	A model for a rental deposit return guarantee project for social housing in conjunction with KODIT	Number of tenants benefiting from the tenancy deposit guarantee program	
	Investments and loans for the solar photovoltaic project on the factory roofs of SMEs	•	•			Promoting solar photovoltaics on SMEs roofs in conjunction with impact investors	The scale of solar photovoltaics on roof	
	Investment in the establishment of Gyeongnam Social Value Finance and Loans	•		•		Supporting the establishment of an SFI in solidarity with SEOs in the Gyeongnam region	Number of SEEs supported	





# Investments and Loans for SEEs

# D3 Impact Venture Investment Fund 2

SVS provides patient capital to support the growth of SEEs and social ventures that pursue social values by investing in the impact fund launched by a GP specializing in social impact investment, selected from the social impact investment funds matched by Korea Fund of Funds which is managed by Korea Venture Investment Corporation (KVIC).

D3 Impact Venture Investment Fund 2 was launched in August 2019 and participating institutions include public institutions, foundations and financial institutions, such as the Korea Water Resources Corporation (K-water), D.CAMP, The Happiness Foundation, and the Shinhan Financial Group. 70% of the total committed capital has been invested in 24 companies that create social impact, simultaneously pursuing both financial and social performance.

Туре	Investment
Term	8 years (August 2019-August 2027)
SVS commitment	KRW 2 billion
Total commitment	KRW 30.85 billion
Intermediary	D3 Jubilee Partners

## **Impact**

SVS contributes to the development of the social finance ecosystem for each life cycle of SEEs by providing specialized funds to SEEs in growth stages (Series A/B) with proven potential for social value and financial growth. SVS promotes the expansion of the social economy by intensive investment in urban regeneration, healthcare, sustainable production and consumption, and education.

SVS provides a risk buffer through subordinate financing to encourage private investors and promote their participation in social impact investments, and invests in such funds launched by GPs with expertise in impact investments in order to support the scaling-up of SEEs with sustainable business models.











# Extra Mile Impact Investment Fund 2

SVS invests in the social impact fund launched by a GP with expertise in acceleration and investment in SEEs in their early stages, in order to eliminate blind spots in the impact investment market and to support the development of local social economy ecosystems. The Extra Mile Impact Investment Fund 2 is managed by MYSC with the aim of creating the combined values of capital gains and social impact. The participating institutions include the Korea Fund of Funds (managed by KVIC) and Wadiz Platform, and the investment capital is invested in 10 local startups and SEEs.

Туре	Investment
Term	7 years (February 2020-February 2027)
SVS commitment	KRW 400 million
Total commitment	KRW 2 billion
Intermediary	Merry Year Social Company (MYSC)

#### **Impact**

SVS selects certain areas of focus, such as job creation, education, healthcare, sustainable consumption, manufacturing, energy and climate change and then invests heavily in them. SVS provides specialized funding for SEEs in their early stages (within 3 years of establishment) and organically connects consulting services based on the expertise of GPs, resources and impact investments, in order to advance the growth of local SEEs and to promote the ecosystem.

Through this fund, SVS focuses its investment (60% or more) on social ventures and SEEs in the early stages (before Pre-Series A), and drives the promotion of Gender Lens Investing (GLI) by making it mandatory to invest in women's companies. In addition, SVS indirectly supports the fostering of accelerators specializing in social impact in order to identify and nurture SEEs and to develop an investment ecosystem that enables their growth.

# Social Venture Picnic Investment Fund 1

SVS has contributed the capital to the first investment fund launched with the aim of nurturing and investing in new social ventures with a high potential for positive social impact.

The participating institutions include leading support organizations for startups and impact investments in Korea, such as the Asan Nanum Foundation, D.CAMP, Yonsei University, and Kakao Impact Foundation, as well as several successful entrepreneurs. The investment is provided for 14 SEEs in their early stages.

Туре	Investment
Term	8 years (February 2020-February 2028)
SVS commitment	KRW 250 million
Total commitment	KRW 3.8 billion
Intermediary	Sopoong Ventures

## **Impact**

SVS contributes to the strengthening of social services and the dissemination of innovative technologies by providing acceleration support to early-stage startups (Pre-Seeds) that aim to solve problems in various areas including lifestyle, education and sustainable environment, to enable them to refine their business models combining social and economic values.

A minimum of 80% of the total commitments to this fund are invested in the areas of social impact, of which more than 30% is invested in women's companies and over 20% invested in local companies. In addition, SVS fosters SFIs specializing in acceleration with the focus on identifying and nurturing SEEs, and strives to promote the dissemination of exemplary models.



















## ARK Impact Venture Investment Fund

SVS invests in the impact investment fund matched by the Growth Ladder Fund (managed by the Korea Growth Investment Corp.) to support SEEs with significant potential for innovation and growth to become independent and successful, and so to promote important social values as well as to encourage the participation of private investors.

The participating institutions in this fund include the KB Financial Group, the Korea Growth Investment Corp., and The Happiness Foundation, and SVS acts as a subordinate investor to provide protection against private losses. After its launch, the fund has invested in four companies that create social impact focusing on a sustainable society and ecosystems, sustainable production and consumption, and quality of life.

Туре	Investment
Term	8 years (May 2020-May 2028)
SVS commitment	KRW 2.5 billion
Total commitment	KRW 26 billion
Intermediary	ARK Impact Asset Management

#### **Impact**

SVS provides patient capital for SEEs in the growth stages (from Series B/C to Pre IPO) that aim to solve the problems of society, environment, health, poverty, famine, etc. Key performance indicators (KPIs) are set to assess the differences pre and post investment in order to identify and exclude companies that are engaged in 'Impact Washing'\* and who falsely overstate their social value. It is also stipulated that a review should be conducted to maintain the balance between social and financial values. Through this fund, SVS contributes to the growth and expansion of impact investments by investing 60% or more of the total commitment in companies and projects with social impact, and encourages the participation of private investors in social impact funds by providing subordinate financing. In addition, SVS cooperates with the Korea Growth Investment Corp., a policy institution, in selecting GPs and participates in investment, in order to develop the impact investment ecosystem.

# Bluepoint Social Innovation Technology Startup Venture PEF 1

Bluepoint Social Innovation Technology Startup Venture PEF 1 focuses on early-stage startups that aim to solve social problems with innovative technologies, such as green tech, smart city, bio-healthcare and ICT, with SVS as the anchor LP in charge of key decision-making.

SVS has supported capacity building for early-stage startups to enable them to achieve the balance between technology commercialization and other business growth factors (marketing, finance, human resources, etc.) through acceleration provided by the GP, Bluepoint Partners. Following its launch, the fund has invested in 6 social innovation technology startups.

Туре	Investment
Term	8 years (June 2020-June 2028)
SVS commitment	KRW 2.5 billion
Total commitment	KRW 4.5 billion
Intermediary	Bluepoint Partners

## **Impact**

Through this fund, SVS focuses its investments in early-stage startups in selected key areas, such as eco-friendly industry, agriculture, healthcare and welfare, and supports the growth of innovative technologies and companies in the market. With this focus, SVS contributes to the development of the ecosystem which encourages the commercialization of social Innovation technologies in order to increase the accessibility to innovative technologies that address social problems and pursue social inclusion.

This is SVS' first attempt to create private sector-led venture capital, for which SVS spearheaded the expansion of impact investments by providing subordinate financing and played the role of an anchor investor that combined the capabilities of excellent accelerators, raised funds, and recruited investors. In addition, SVS is supporting the growth of technology-based accelerators morphing into impact investors, by establishing social value measurement and reporting systems and connecting sector support projects.



















# **Impact Square Social Enterprise Stepping Stone Fund**

**TBT Open Innovation Fund** 

SVS has contributed the capital to the investment fund launched with the aim of expanding the supply in the social finance investment market, in order to meet the financial needs of SEEs in the field and to support the growth of the Intermediaries specializing in the social economy.

The Social Enterprise Stepping Stone Venture Investment Fund (Stepping Stone Fund) is the '6th Social Enterprise Investment Fund'\* launched with KRW 4 billion of investment from the Ministry of Employment and Labor (MOEL) and KRW 1.8 billion from the private sector. Impact Square provides investment as well as an integrated growth support (acceleration) program to support the growth of early-stage enterprises in the process of establishing a business foundation.

\* The MOEL's 'Social Enterprise Investment Fund' which specializes in social enterprises, is launched as a subordinate fund of the MOEL's fund of funds that has invested a total of KRW 21.3 billion in 33 social enterprises in need of seed money, over the past nine years since its launch in 2011.

Туре	Investment
Term	8 years (November 2020-November 2028)
SVS commitment	KRW 900 million
Total commitment	KRW 5.8 billion
Intermediary	Impact Square

#### **Impact**

Through this fund, SVS contributes to the enhancement of the corporate and social values of social enterprises by providing patient capital to (preliminary) social enterprises in Pre-Series A stage, which have been excluded from impact investment, as well as an integrated growth support program that combines the expertise of the GP to offer support in establishing strategies, forming public-private networks, developing its market, and attracting follow-on investment.

A minimum of 60% of the fund's total commitments are invested in companies capable of making a leap forward when supported by investments and integrated growth support, selected from (preliminary) social enterprises including projects aimed at creating social value. Through this fund, SVS also invests in companies that aim to become social enterprises, based on the pre-approval system for investment targets of the Korea Social Enterprise Promotion Agency (KoSEA).













SVS invests in the social innovation technology fund specializing in ICT in order to create an investment environment that enables startups to grow into leading players in driving transformative social changes in times of social and economic crisis caused by Covid-19, etc.

The main participating institutions in this fund include the Korea Fund of Funds (managed by KVIC), the Shinhan Financial Group, and SK Broadband. The fund invests in early-stage startups growing in the 'Untact' industry by launching products and services that respond quickly to the rapidly changing lifestyles and business needs following Covid-19. After the launch of the fund, investments were made in a total of six enterprises.

Туре	Investment
Term	8 years (July 2020-July 2028)
SVS commitment	KRW 500 million
Total commitment	KRW 33 billion
Intermediary	TBT Partners

## **Impact**

SVS supports the identification and growth of early stage SEEs based on technology, in fields such as bio-health and the environment, that respond to challenges in the post-Covid era.

TBT Partners invests at least the same amount as that invested by SVS (a total of KRW 500 million) in SEEs in accordance with the investment agreement signed in July 2020. SVS is heading the expansion of the role and function of impact investors that create social values, in a venture capital environment dominated by profit-seeking financial investors.





# Gyeongnam Youth Impact Investment Fund

SVS provides funds to promote community-based social finance in order to increase financial access for SEEs and support their sustainable growth. Gyeongnam Youth Impact Investment Fund is the first impact fund in Korea where both major investing institutions and invested companies are from the same region. The fund invests in local creators setting up businesses based on local resources and social values as well as startups that create social value in the region. After its launch, the fund has selected and supported two youth enterprises in the Gyeongnam region. The participants in the fund include local governments, financial institutions, public enterprises and private corporations, such as the city of Geoje (Geoje Maritime Tourism & Development Corporation), the city of Tongyeong (Tongyeong Tourism Development Corporation), the Kyongnam Bank and the NH Nonghyup Bank's Gyeongnam headquarters. It is jointly managed by MYSC and the Gyeongnam Center for Creative Economy & Innovation.

Туре	Investment
Term	7 years (December 2020-December 2027)
SVS commitment	KRW 200 million
Total commitment	KRW 2.2 billion
Intermediary	Merry Year Social Company (MYSC), Gyeongnam Center for Creative Economy & Innovation

#### Impact

The fund invests 70% of its capital in local creators and social ventures in the early stages (from seed to Pre-Series A) in the Gyeongnam region and 30% in companies contributing to the local economy in Gyeongnam region. SVS provides growth support (acceleration) programs specialized for the Gyeongnam region combined with the expertise of the GP, in order to assist the fostering of SEEs in sectors including health, education and environment. SVS, as a wholesale fund, strives to expand the market by creating a new model for public-private partnership through investment in this region-specific impact fund led by local governments in conjunction with local financial institutions and corporations, and through participation in the impact fund to create a social finance market in the region. In addition, SVS connects a variety of local resources, such as Gyeongnam Center for Creative Economy & Innovation, Kyungnam University Enterprise Support Foundation, Changwon Social Economy Innovation Town, Social Campus On in Jinju and Gimhae, and assists in completing a growth roadmap for local SEEs from incubation to follow-on investment.











## **Gangwon Picnic Investment Fund**

SVS contributes to the development of a local startup ecosystem and a sustainable investment ecosystem by providing funds to facilitate greater access to social finance for regions outside the Seoul Metropolitan Area. A variety of institutions such as the Korea Fund of Funds (managed by KVIC), Gangwon Technopark, and businesses and experts in various fields from the Gangwon area, have invested in the fund which focuses its investment on social ventures that aim to solve social problems in the Gangwon region as well as industries selected for the Regulation Free Special Zone in the region. It is jointly managed by Sopoong Ventures and the Gangwon Center for Creative Economy & Innovation.

Туре	Investment
Term	7 years (December 2020-December 2027)
SVS commitment	KRW 100 million
Total commitment	KRW 2.2 billion
Intermediary	Sopoong Ventures, Gangwon Center for Creative Economy & Innovation

## **Impact**

Through this fund, SVS supports the fostering of the potentially leading companies based in Gangwon province and assists in the revitalization of the local economy and job creation by investing in early-stage enterprises in the region (minimum 60% of the commitment) and in companies in digital healthcare and the liquid hydrogen sectors, the two major industries selected for the Regulation Free Special Zone. In particular, SVS supports the activities of local creators that contribute to solving problems of overcrowding in the Seoul Metropolitan Area, and a variety of regional imbalances and problems, such as employment and housing.

SVS cooperates with organizations that develop a local startup ecosystem in the Gangwon region and specialized accelerating companies in order to assist the growth of the SFIs and increased financial access in regions outside the Seoul Metropolitan Area. Members participating in the fund provide not only financial investments but also their expertise and network, in order to foster future industries in the region and support the growth of the local companies that create innovation.









### Loans to SEEs in the Gyeongnam Region

SVS has entered into an investment agreement with Gyeongnam Social Value Finance and Loans (January 2020) to foster regional-based SFIs, and provided funds to promote SEEs/SEOs that aim to solve social and economic problems in the Gyeongnam region.

Туре	Loan
Term	3 years (December 2020-December 2023)
SVS commitment	KRW 250 million
Total commitment	KRW 280 million
Intermediary	Gyeongnam Social Value Finance and Loans

#### **Impact**

 $\ensuremath{\mathsf{SVS}}$  provides the funds needed by SEEs in Gyeongnam province in order to contribute to securing the sustainability of projects that create social value, and strengthens its role as the social finance wholesale fund that supports the localization of the social

Through this loan, SVS has provided funds with an interest rate of 0% to support the new SFI, while reducing the burden of loan losses by designing a financial structure that allows a part of the profits from loans to SEEs to be set aside in a loan loss provision account and by matching the funds raised by the intermediary.













#### **Loans to SEEs**

SVS cooperates with SFIs to develop social finance products for SEEs and network associations outside the Seoul Metropolitan Area in order to eliminate blind spots overlooked by institutional finance and provides support for the provision of loans to SEEs. SVS supports loans that reflect the needs of the Intermediaries based on who they lend to, how much and what for, and so contributes to the expansion of the social finance ecosystem and the growth of a variety of SEOs.

#### **Band Foundation**

Туре	Loan
Term	6 years (January 2020-January 2026)
SVS commitment	KRW 1.5 billion
Total commitment	KRW 1.5 billion
Intermediary	Band Foundation

#### **Impact**

The Band Foundation has made it mandatory to provide 70% of its support to SEEs outside the Seoul Metropolitan Area, and creates and provides loan products for SEEs that are members of a Mutual-aid Fund.

Through this loan program, SVS contributes to the development of social economy self-help funds and the scaling-up of the Intermediaries by providing funds through SFIs with the characteristics of mutual-aid funds. In addition, SVS has enabled the supply of long-term, low-interest funds to SEEs by providing interest-free loans to intermediaries.

#### **Korea Microcredit Joyful Union**

Туре	Loan
Term	6 years (January 2020-January 2026)
SVS commitment	KRW 1.5 billion
Total commitment	KRW 1.5 billion
Intermediary	Korea Microcredit Joyful Union

#### **Impact**

Korea Microcredit Joyful Union provides customized social finance by creating a loan product that offers up to KRW 100 million per enterprise for a maximum of 60 months for (preliminary) social enterprises and cooperatives nationwide, in order to support management improvement and the growth of SEEs. It has made it mandatory to provide 50% of its support to SEEs outside the Seoul Metropolitan Area to increase the financial access of the regional companies.

SVS has designed a financial structure that allows part of the profit from the loan business to be set aside as a loan loss reserve, contributing to the reduction of the burden of loan losses, one of the factors that hindered SFIs launching second lending facilities























### **Korea Association of Self-Sufficiency Promotion Center**

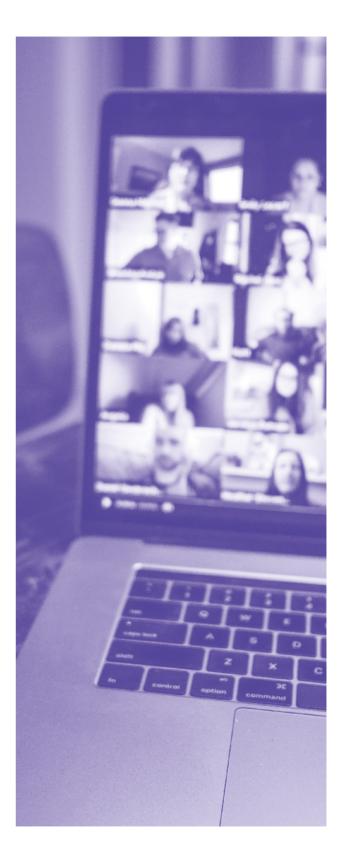
(National Federation of Residents' Cooperatives)

Туре	Loan
Term	4 years (January 2020-January 2024)
SVS commitment	KRW 1.4 billion
Total commitment	KRW 1.4 billion
Intermediary	Korea Association of Self-Sufficiency Promotion Center (National Federation of Residents' Cooperatives)

#### **Impact**

The National Federation of Residents' Cooperatives, a special organization under the Association of Korean Local Self-Help Centers (AKLSC), provides specialized finance for self-sufficiency enterprises with low financial access and assists their management improvement and growth. It provides funds for ownership projects, lease, and short-and long-term operation costs primarily for self-sufficiency enterprises that have been operating for at least two years. Half of the funds provided by SVS are assigned to supporting self-sufficiency enterprises outside the Seoul Metropolitan Area.

Through this loan program, SVS fosters the National Federation of Residents'
Cooperatives, a self-help fund for residents participating in local self-sufficiency centers and low-income local residents, to become an SFI, so that its growth and the expansion of its loans to self-sufficiency enterprises will facilitate the supply of social finance in the private sector.









# **Projects with Social Missions**

### SIB Project for Youth Employment in Seoul

SVS has invested in a Social Impact Bond (SIB) designed to provide employment and entrepreneurial support services to 500 youths aged 19 to 34 for three years, pursuant to the Seoul Metropolitan Government Ordinance on the Operation of SIB, where the rate of return varies depending on the success of the project in helping young people in Seoul to find work.

The Community Chest Of Korea, BPLUS and KB Insurance have participated as private investors, and the SIB agency, Pan-Impact Korea, has selected the Korea Productivity Center and a social venture, Percent, as the implementing organizations for the SIB program.

Туре	Investment
Term	3 years (November 2020-November 2023)
SVS commitment	KRW 1 billion
Total commitment	KRW 2.9 billion
Intermediary	Pan-Impact Korea

#### **Impact**

By actively utilizing SIBs in which the government, private investors, the implementing agency and performance evaluators cooperate, SVS contributes to solving social problems in an innovative way and promotes the introduction and dissemination of future SIBs by local governments outside the Seoul Metropolitan Area. This SIB Project provides employment and startup programs focusing on demand in the field, taking account of the fact that Korea suffers from greater high youth unemployment among educated youths, compared to other OECD states. It is expected to save approximately KRW 5.9 billion in social costs if it satisfies the maximum target performance criteria, which is 145 people among participants finding employment or starting a business.

SVS, through its active intervention as a wholesale fund, indirectly supports the scaling-up of SIB intermediaries that are remaining in the early stages of growth due to the lack of the institutional structure to assist SIBs, and so promotes private impact investments.





# **Investment in a Health Welfare Social Cooperatives**

SVS has participated as an institutional investor in community ownership projects that aim to secure the sustainability of the medical and care services, in order to stabilize the financial structure of the health welfare social cooperatives which had taken the lead in creating healthy communities in cooperation with local residents. The financial costs saved by the cooperatives due to the funds provided by SVS' contribution as a

member, will be returned to society in the form of health welfare services to local residents, such as providing quarantine services for vulnerable groups. SVS has introduced a new model of social return in which SEOs repay the financial support they received in the form of social value creation.

### Investment in Ansan Health Welfare Social Cooperative

Туре	Investment
Term	5 years (May 2020-May 2025)
SVS commitment	KRW 90 million
Total commitment	KRW 4.4 billion
Intermediary	_

#### **Impact**

SVS has signed an agreement (May 2020) with Ansan Health Welfare Social Cooperative which provides integrated care services for the local community, and made a contribution as a member to the community ownership projects of the New Ansan Healthcare Center and the Integrated Care Center launched by the cooperative. SVS provides support for securing a base for community care that integrates medical services, such as (oriental) medical clinics and dental clinics, and care services, and contributes to the strengthening of medical and care services for local residents including vulnerable groups and ensuring the stable employment of care workers. SVS enables the provision of medical and care services for 400 locals including vulnerable groups by matching the financial resources of the cooperative with its interest free loan effect and the saving in interest costs provided by SVS' investment during the 5 years term.

SVS has provided transitional funds to the health welfare social cooperative, which remains in the blind spot of preferential investment even after the enactment of the Framework Act on Cooperatives, and contributed to stabilizing their financial structure by participating as an institutional member without dividend. In addition, SVS continues to create a model for multilateral cooperation where the local government (Gyeonggi Social Economy Fund), SFIs, the wholesale fund and others participate.

### Investment in Jeonju Health Welfare Social Cooperative

Туре	Investment
Term	5 years (December 2020-December 2025)
SVS commitment	KRW 44 million
Total commitment	KRW 2.05 billion
Intermediary	-

#### **Impact**

SVS has participated in the community ownership project of Jeonju Health Welfare Social Cooperative, which aims to contribute to the health of the local community, as an institutional member rather than providing a loan. SVS helps reduce the health inequality in the local community by supporting the community ownership project designed to secure a collaboration space between SEEs in Jeonju and improve access to a health service for vulnerable groups and other groups. SVS enables the provision of medical and care services for 30 locals including vulnerable groups in the region by matching the financial resources of the cooperative with its interest free loan effect and the saving in interest costs provided by SVS' investment during the 5 years term. SVS has introduced a model for cooperation in providing funds for community ownership, in which the Ministry of Security and Public Administration (MOSPA), local government funds (Jeollabuk-do), 7 health cooperatives and others joined forces behind this health welfare social cooperative that remains in the blind spot of the preferential investment system.





## SIB Project for Dementia Prevention in Buyeo-gun

SVS invests in the SIB project for the prevention of dementia for people with mild cognitive impairment in Buyeo-gun. This is the first SIB in Korea to be promoted by a primary local government. The Happiness Foundation, BPLUS and MYSC have participated as private investors. The project provides AI care using ICT and specialized cognitive training programs for 300 people with mild cognitive impairment aged 60 to 80 in Buyeo-gun, with the aim of lowering the morbidity rate of dementia below 9.7%. Mild cognitive impairment is defined as the predementia stage in which minor problems with cognition that do not significantly impact daily functioning are exhibited, compared to a similarly educated level within the same age group.

Туре	Investment
Term	3.8 years (February 2021-August 2024)
SVS commitment	KRW 100 million
Total commitment	KRW 500 million
Intermediary	Pan-Impact Korea

#### **Impact**

The dementia prevention project of Buyeo-gun is Korea's SIB in the health and medical sector and provides a smart community care model that combines ICT and care services. It contributes to reducing social costs related to dementia brought about by a growing aging population. It is expected to save approximately KRW 720 million in social costs if it satisfies the maximum target performance criteria, which is reducing the morbidity rate of dementia below 7.5% (22.5 people) among the participants. SVS provides the initial funds jointly with social contribution funds of private corporations, such as SKT, to promote impact investments in community care sectors. SVS provides support for the dissemination of business models with proven impact when compared to the input costs, and presents the basis for the enactment of the ordinance on the operation of SIBs at the primary local government level.



## **Crowdfunding matching loans for community ownership projects**

Community or citizen ownership, an alternative method of ownership in which local residents jointly own and use assets needed for the community, such as land and buildings, is attracting attention as a solution to problems such as gentrification and the 'hollowing out' of the inner city and rural areas.

SVS enhances financial access for SEEs and others by providing matching loans for community/citizen ownership projects, and promotes the stability of local social innovation activities through securing social infrastructure. SVS has set up the 'Matching Loan Program for Community Ownership with Citizen Participation (KRW 300 million)' together with BPLUS, an impact investment P2P platform, and provided a matching loan of KRW 120 million to 'Geonmaek 1897 Cooperative' which had been established with 100 local residents and others to revitalize the Dried Seafood Street in Mokpo, Jeollanam-do.

Туре	Loan
Term	4 years per project
SVS commitment	KRW 300 million
Total commitment	KRW 960 million (matching for the community ownership project of Geonmaek 1897 Cooperative)
Intermediary	BPLUS

#### **Impact**

The 'Geonmaek 1897 Cooperative', which successfully engaged with the Dried Seafood Merchants Association and local residents, is one of the best examples among the target projects of the community ownership support project by the Ministry of Security and Public Administration (MOSPA). It promotes the revitalization of the alley commercial area and contributes to local job creation, including youth jobs, by setting aside part of the business profits as a fund to be used by the community for the local festival, etc. Through this loan program, SVS sought to diversify the fundraising base for community ownership through a strategic cooperation with the P2P financial institution, and provided low interest rates and an amortization period that reflected the opinions of the implementing actors in order to promote community ownership by local SEEs. A variety of actors, including citizens, the MOSPA (the support project for the community ownership), fisheries cooperatives, credit unions, and BPLUS social funding, participated in the fundraising to purchase and remodel an abandoned idle facility (a 3-story building) in the area and turned it into a village pub (1897 Geonmaek Pub) and a guesthouse with 11 rooms (Geonmaek Stay) owned by the cooperative.



### **Crowdfunding matching loans** for local creators

A local creator is a company that combines a variety of local resources, geographical factors, industrial characteristics with innovative ideas to creates new values and promotes the revitalization of the local economy and regional regeneration. SVS supports local creators in establishing themselves as agents that enhance local sustainability and contributes to the expansion of the diversity of local social economy ecosystems. The 'Crowdfunding Matching Loans for Local Creators' is an impact loan program in which the loan-type funds raised through the impact investment (P2P) crowdfunding platform of BPLUS is matched by the local impact fund jointly financed by SVS and IFK Impact Finance. It has provided loans of up to KRW 50 million with an annual interest rate of 3-4% to local creators that create and implement changes and innovation in the region.

Туре	Investment
Term	2 years (August 2020-August 2022)
SVS commitment	KRW 100 million
Total commitment	KRW 265 million
Intermediary	Impact Finance Korea, BPLUS

#### Impact

SVS identifies and supports startups using creativity and innovation to solve various problems in the region, and contributes to the revitalizing of the local economy. SVS provides specialized funds to local creators by facilitating cooperation between SFIs in the private sector, and supports the sustainable growth and performance of the enterprises through business acceleration and other supports.

#### Loans to the Garment Workers' Mutual Aid Association of the National Chemical, Textile and Food Workers Union

SVS provides support for stabilizing the lives of workers in precarious employment and improving the management of small businesses with minimal financial access, in order to contribute to the growth of workers' self-help funds, amid growing interest from civil society in the model of social financing in the form of mutual aid associations organized on the principle of self-help and cooperation.

SVS has signed a loan transactions agreement with the Garment Workers' Mutual Aid Association of the National Chemical, Textile and Food Workers Union (June 2020), to promote the growth of workers' mutual aid associations, and provided the necessary funds to form a mutual-aid fund in consideration of the poor working conditions of sewing Industry workers, the seasonal demand for funds, and the accessibility of the business operators to mainstream finance.

Туре	Loan
Term	5 years (June 2020-June 2025)
SVS commitment	KRW 500 million
Total commitment	KRW 500 million
Intermediary	-

#### **Impact**

In November 2019, the National Chemical, Textile and Food Workers Union established the 'Garment Workers' Mutual Aid Association' to offer micro credit loans, implement mutual-aid projects, and provide assistance services for garment workers. It is notable for being the first mutual aid association established by a labor union.

SVS has provided the seed money needed to scale-up the workers mutual-aid fund with a low long-term interest rate, which was the first such program in Korea and could lead to the establishment of a self-help finance welfare system based on the cooperation and solidarity between different workers mutual aid projects as well as the development of self-help finance by industry and by region.











## Loans to the mutual-aid organizations for workers in precarious employment

SVS has launched an emergency small loans program for workers in precarious employment in order to help improve the quality of life of individuals in vulnerable working conditions by providing small emergency loans to special employment workers and platform workers experiencing financial difficulties due to the Covid-19 pandemic. This program matches KRW 2 billion from the Seoul Metropolitan Government's Social Investment Fund with KRW 400 million from SVS to provide interest-free, unsecured loans up to an agreed level to precarious workers' organizations that started or plan to start a mutual-aid program. The workers' organizations, in turn, provide loans (unsecured, interest rate less than 3%) to their members to cover emergency living costs.

Туре	Loan
Term	3 years (September 2020-September 2023)
SVS commitment	KRW 2.4 billion
Total commitment	KRW 2.4 billion
Intermediary	-

#### **Impact**

SVS has selected six workers' organizations (Seoul Riders Union, Social Cooperative Jobarte, Korea Smart Cooperative, Korea Designated Drivers Cooperative, Garment Workers' Mutual Aid Association of the National Chemical, Textile and Food Workers Union, and Social Cooperative Jahwalcoop) through a public contest, and provided the 'living stabilization fund' at low interest rates in order to support workers in precarious employment who face even greater financial difficulties due to Covid-19 and other challenges.

SVS provides interest-free loans to workers' organizations starting a mutual-aid program of providing small loans, in order to underpin the growth of mutual-aid organizations and improve the financial access of workers in precarious employment, the end users of the loans.

# Rental Deposit Return Guarantee Project for Social Housing in Seoul

SVS has signed a Memorandum of Understanding (MOU) with the Seoul Metropolitan Government, the Korea Credit Guarantee Fund (KODIT) and the Korean Social Housing Association on the 'Promotion of the Rental Deposit Return Guarantee Project for Social Housing in Seoul' (August 2020) in order to protect tenancy deposits of housing vulnerable groups and enhance the business stability of the social housing operators.

SVS also signed an agreement with the Korean Social Housing Association on the loan limit of the 'Tenancy Deposit Return Guarantee Project for Sublet-type Social Housing in Seoul' (November 2020) to ensure the prompt return of the tenancy deposit in social housing which has suffered a temporary increase in its vacancy rate due to the spread of Covid-19 and winter school holiday among other reasons, and supported a total of five deposit returns (KRW 160 million) as of the end of 2020.

Туре	Loan
Term	1 year (December 2020-December 2021)
SVS commitment	KRW 300 million
Total commitment	KRW 300 million
Intermediary	Korean Social Housing Association

#### **Impact**

Social housing is private rental housing provided by SEEs for housing vulnerable groups. There is growing demand for social housing as an alternative way to address housing problems caused by perennial rental shortages as it allows tenants to hold long-term tenancies of homes at prices that are lower than market rents. Through this program, SVS enhances the management stability of the social housing operators suffering from a temporary fall in occupants due to the Covid-19 pandemic and other reasons, and contributes to the development of social housing by enabling the prompt return of the deposits that increases the trust of tenants.

Social housing provided by subletting remodeled accommodation for students or empty houses, is not eligible for deposit guarantee insurance. To remedy these shortcomings, SVS has laid a foundation for protecting tenants of social housing and nurturing business operators including SEEs in cooperation with policy financial institutions, local governments and the private sector.









# The solar photovoltaic project on the factory roofs of SMEs

SVS supports new and renewable energy projects based on social finance in order to accelerate the transition to a green economy, such as an eco-friendly and low-carbon economy, and to contribute to the dissemination of Korea's Green New Deal policies. SVS has established an investment corporation in conjunction with the private innovative company, Solar Equity, and impact investors D3 Jubilee Partners and ARK Impact Asset Management (September 2020), to promote the solar photovoltaics project on factory roofs of SMEs. As of the end of 2020, the installation of solar power plants able to generate 3.5MW of electricity has been achieved in Seongju and Daegu in the Gyeongbuk region.

Туре	Investment	
Term	21 years (September 2020-September 2041)	
SVS commitment	KRW 490 million	
Total commitment	KRW 3.06 billion	
Intermediary	D3 Jubilee Partners, ARK Impact Asset Management	

#### **Impact**

SVS connects local SEOs, such as energy cooperatives, to encourage the social economy to become the main driver of the Green New Deal, and contributes to sustainable energy transition and to job creation. In addition, SVS takes the lead in the nation-wide dissemination of the new and renewable energy production model that utilizes the factory roofs of SMEs, which have the advantage of large scale readily available sites for which obtaining licensing and grid-connection are easily achieved. SVS has presented a new model for providing social finance, in which private innovative corporations and impact investors collaborate to establish a joint investment corporation, and has provided patient capital as a strategic investor where projects led by the private sector are responding to the climate crisis.

### Investment in the establishment of Gyeongnam Social Value Finance and Loans

SVS has invested in the establishment of Gyeongnam Social Value Finance and Loans in an effort to foster new or early stage local SFIs. Gyeongnam Social Value Finance and Loans is a social finance intermediary in which SEOs and intermediary support organizations in Gyeongnam province participated as shareholders, and was established in December 2019 to contribute to the expansion and growth of local SEEs.

Туре	Investment
Term	-
SVS commitment	KRW 10 million
Total commitment	KRW 51 million
Intermediary	-

#### **Impact**

SVS has supported the establishment of a specialized institution for social finance launched by cooperating SEOs in the Gyeongnam region, and contributes to the sustainable growth of SEEs there by improving their financial access.

This is the first example of SVS supporting the establishment of a regional-based SFI. In addition to the financial support, SVS has provided a foundation for its stable establishment and growth by supporting the introduction of a loan management system for SFIs. Gyeongnam Social Value Finance and Loans has designed social financial products based on the local needs of the region and has launched its loan business for SEEs in Gyeongnam (First Step 2020 Loan).





# Support for Building a Foundation for Social Finance

Cooperating Network of SFIs

#### **Social Finance Forum**

SVS is engaged in projects to build and widen the foundation for social finance, including support for improvements to policy and the development of new models for social finance in order to promote sustainable social finance, and activities such as public relations, research and publications, and international cooperation, in order to expand its base.

SVS cooperates with policy institutions to help establish the institutional foundations, by identifying policy tasks to promote social finance and by supporting the revision and enactment of a variety of related regulations and laws. SVS also supports the development of models for social economy self-help finance in order to encourage the emergence of SEOs with new models to achieve social values.

SVS conducts effective policy research and surveys, such as trend analyses on domestic and foreign social finance, and publishes reports and holds forums to share the research results. SVS also publishes specialist publications, sourcebooks and translated books in order to share the knowledge of innovative models and disseminate social values. SVS engages and works in international social economy networks to establish permanent cooperative relationships and enhance the problem-solving capabilities of social finance.

The 'Social Finance Forum' is a cooperating network of SFIs designed to realize social values by providing funds to SEOs and social innovation companies in various ways, including investments and loans. A total of 24 SFIs have participated in the Social Finance Forum. The participation of private organizations, experts and public institutions representing the social finance sector has allowed it to cover a variety of social finance fields including microcredit, mutual aid, local finance, impact investment, P2P finance and SIBs. In addition, it has launched various joint projects, such as building an institutional foundation for social finance, sharing the current status and performances of social finance, promoting private investment and citizen participation, and exchanging knowledge, in order to develop the social finance ecosystem.

In March 2020, 20 SFIs formed the 'Social Finance Forum Preparation Group' and announced '3 Strategies and 5 Tasks to Promote Social Finance' which demanded that social finance policies be included in the 2020 parliamentary elections agendas, in order to contribute to the substantializing, scaling-up, and localization of the social economy. Recognizing the need for continued cooperation among social finance-related institutions, the preparation group continued to discuss the plans for its governance and operation, and on October 26, 2020, the forum was launched, as the largest social finance network in Korea.

### Organizations participating in the Social Finance Forum

IFK Impact Finance, MYSC, Gyeongnam Social Value Finance and Loans,
Nanumgwamirae, Dongjak Credit Union, D3 Jubilee Partners, BPLUS, Social Solidarity
Bank, PPL, Sopoong Ventures, ARK Impact Asset Management, Ohmycompany,
Impact Square, Korea Association of Self-Sufficiency Promotion Center, National
Federation of Residents' Cooperatives, Band Foundation, Jumin Credit Union, Crevisse
Partners, Pan-Impact Korea, Korea Microcredit Joyful Union, Korea Social Value and
Solidarity Foundation, Korea Social Investment, Korea Social Innovation Finance, Work

#### socialfinance.kr

#### The Workers Mutual Aid Association

#### **Poolbbang**

#### **International Cooperation Exchange**

Poolbbang, a workers mutual aid association, was established in April 2021 as a non-profit organization with the aims of promoting workers' self-help associations and protecting workers' rights and interests, by carrying out mutual-aid projects based on social solidarity and mutual aid and other projects to improve insecure employment conditions. Fifteen organizations that share a vision for social change through workers mutual aid, have participated as members, including workers mutual aid associations which provide mutual aid programs for workers, their support organizations, and their supporting members (individuals, organizations, corporations, etc.). It focuses on providing capacity building, mutual aid programs, establishing and managing an independent database of employees' working history, and promoting workers' rights and interests, in order to identify and nurture their self-help organizations. SVS continues to provide a range of support for the establishment and operation of workers mutual aid associations in order to respond to the current crisis, where the prolonged economic impact of Covid-19 has revealed blind spots in the unemployment safety net centered around employment insurance, as well as the issues involving the growing proportion of insecure employment, such as special employment workers, freelancers and platform workers.

#### **Member institutions of Poolbbang**

Garment Workers' Mutual Aid Association of the National Chemical, Textile and Food Workers Union, Korean Designated Drivers Cooperative, Social Cooperative Jobarte, Korea Smart Cooperative, Korean Domestic Workers Association, Chuntaeil Foundation, Roh Hoe-chan Foundation, SVS, Social Cooperative Jahwalcoop, Social Cooperative Parti, Handurae coop, Riders Union, National Labor Union of Shuttle Bus Drivers, Working People's Mutual Aid Association Good Neighbors, Korean Contingent Workers' Center

#### poolbbang.org

SVS has established a foundation for permanent international cooperation by joining and collaborating with international social economy networks, such as the Global Social Economy Forum (GSEF) and Asia's largest social investor network, AVPN. SVS is raising its profile and credibility as Korea's leading social finance wholesale fund through a variety of research, seminars and forums, including its participation in the OECD-EU Global Action 'Promoting Social and Solidarity Economy Ecosystems' consortium.

### Seminars hosted with invited overseas speakers covering each strategic subject

May	Webinar with EVA based in Quebec Invited speakers include Dardan Isufi, representative of EVA Coop, the Mobility Platform Cooperative, and Nancy Neamtan, Strategic Advisor to CITIES
July	International Wholesale Fund Network 'GSG Webinar'
	Participated in the GSG workshop and presented examples of the activities
	of a wholesale fund and the current status of social finance in Korea
	GSEF webinar, 'Social Economy Support Plans to Overcome the Covid-19 Crisis and Social Finance'
	Presented examples of 'the role of social finance in response to the Covid-19 crisis'
September	Webinar with a speaker from Commonly based in the UK
	A forum with the invited speaker Simon Borkin, CEO of Commonly, presenting a community shares model
October	GSEF Virtual Forum 2021
	Presented examples of 'cooperation for the social economy'
	'The Future of Social Finance in the post Covid-19 era',
	co-organized by Cap Finance
November	The Asia Foundation 'AADC2020 International Webinar'
	Presented 'The Role of Social Finance in Response to the COVID-19 Crisis'
December	Webinar with Chris Dobrzanski, Board Chair of Community Forward Fund based in Canada
	Examples of credit unions in Quebec were presented to aid the

establishment of workers solidarity mutual aid associations and hosted

through a workshop

# **Support for Responding** to Covid-19

Social Economy Crisis Response Collective Action

### **Creating the Disaster Solidarity Fund, Providing Emergency Working Funds**

As of 2019, the number of major SEEs (social enterprises, cooperatives, community enterprises, self-sufficiency enterprise) established reached approximately 27,000 and the number employed, approximately 280,000. Most were small enterprises with limited finance (the average age 3.7 years and the average number of employees 5.4), and a relatively higher proportion of their employees were hired from vulnerable groups, such as the elderly, people with disabilities, women and youths. Due to the spread and prolongation of Covid-19, the financial and employment conditions of SEEs, which are mainly involved in manufacturing, culture and art, tourism and the education sectors, have deteriorated significantly. SVS is doing its part in overcoming the social, economic and environmental crisis triggered by Covid-19 in partnership and solidarity with organizations that pursue social values, and is seeking to expand the role of social finance in supporting SEEs to help communities to quickly recover from natural disasters and social crises. SVS is also striving to enhance community resilience following the disaster.

'Social Economy Crisis Response Collective Action' is a movement of solidarity and shared responsibility, organized by SEOs, civic organizations, corporations and public institutions that pursue social values, in order to help and protect each other by advance-purchasing products and services from fellow companies suffering from a huge drop in sales and by providing emergency working funds.

The Disaster Solidarity Fund provides emergency working funds of up

The Disaster Solidarity Fund provides emergency working funds of up to KRW 10 million towards payroll and administrative costs to small SEEs directly affected by Covid-19 and that have experienced difficulty in accessing policy funds, due to their small size. The fund has raised approximately KRW 400 million in 2020 mainly from SEOs and their workers, public institutions and corporations and provided support to 32 SEOs and their workers in two rounds of financing.



Reducing the damage and supporting the recovery of domestic and foreign SEEs

## **KOICA's Covid-19 Support Project for SEOs in Developing Countries**

The 'Covid-19 Support Project for SEOs in Developing Countries' (Operated by Merry Year Foundation) aimed to reduce the damage and restore the productivity of domestic and foreign SEEs that pursue social values, such as creating jobs for vulnerable groups, improving social services in communities, and pursuing co-prosperity with the local community through participation, cooperation and solidarity. It has selected a total of 38 organizations around the world and provided USD 15,000 per organization towards payroll costs, rent, development costs for commercialization, etc. Of these, 12 organizations were awarded an additional USD 12,000 in grants.

SVS has signed a MOU with KOICA (April 2020) to provide support in overcoming the unprecedented crisis caused by the Covid-19 pandemic through international solidarity and cooperation with the goal of realizing global social values.

A program to identify and foster social innovation technologies

### KT Fostering Warm Technology Challenge

SVS, along with KT and Impact Square, supports the growth of SEEs, from early stage SEEs to high-tech companies with high growth potential, that will contribute to solving social problems and narrowing the social gaps through technology, in order to reduce and prevent the digital divide which has worsened in various fields, such as safety, health, environment, poverty, local economy and civil sovereignty, especially for socially vulnerable groups, as the digital transformation has been accelerated due to Covid-19, in addition to other factors.

In November 2020, six companies (Ecopeace, OHFA Tech, AI Goodwill Voice, Paw in Hand, Say Global, and Media LAB walk together) were selected and provided with up to KRW 100 million each towards realizing their business model as well as the opportunity to cooperate with KT and use it's tangible and intangible ICT assets (API, management consulting, etc.). Further, those that demonstrate excellent performance after the project implementation, may be offered additional support funds and an opportunity for impact investments.









### **Financial Report**

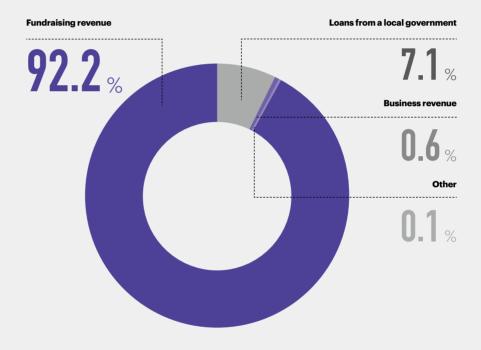
SVS strives to fulfill its social responsibilities as a trusted public corporation through transparent and fair management.

Based on the accounts settled as of December 31, 2020 / Unit: KRW

### **Revenue and Expenditures**

**Revenue** 

28,052,000,000



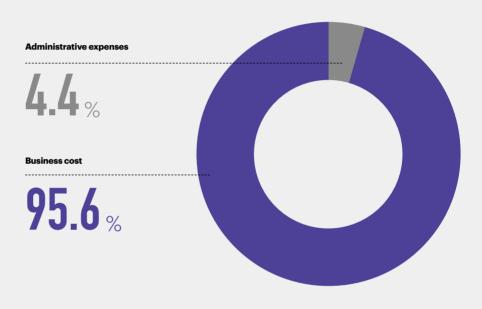
• Revenue*	25,858,000,000
Fundraising revenue	154,294,994
Business revenue	39,705,006
Loans from a local government**	2,000,000,000

 $\ensuremath{^{\star}}$  Including the previous year's business reserve fund

<sup>\*\*</sup> Loans from the Seoul Metropolitan Government's Social Investment Fund

#### **Expenditures**

# 28,052,000,000





Business cost*	26,819,349,000
Investments and loans for SEEs	8,525,000,000
Investments and loans for projects with social missions	1,704,400,000
<ul><li>Investments and loans for SFIs</li></ul>	120,000,000
Support for building a foundation for social finance	389,949,000
Administrative expenses	1,232,651,000

<sup>\*</sup> Including the business reserve fund for next year

### **SVS Staff**

#### Secretariat-General

President Secretary-General		Rev.Kyongyong Song  Hakyang Park	
		Jeonghwan Park	pm
		Sangeun Lee	pm
		Wonho Nam	pm
		Junsoo Kimlee	pm
Management & Planning Division		Jiyeon Jang	Division Manager
	Asset Management Team	Chonghoon Kim	Team Manager
	Management Support Team	Mihee Kang	Team Manager
	Management Support Team	Hyosong Lee	Deputy Manager
	PR Team	Youkyung Suh	Team Manager
	PR Team	Jongduk Jung	Deputy Manager

#### **Board of Directors**

Chair	Rev.Kyongyong Song	Former Chairperson, Global Social Economy Forum
Secretary General	Hakyang Park	Former Executive Director, Korea Credit Guarantee Fund
Director	Jaegu Kim	Chairman, Expert Committee on the Social Economy; Professor, Myungji University
Director	Cheongwan Namgung	Director, National Credit Union Federation of Korea
Director	Jung-hee Kim	Executive Director, iCOOP
Director	Miyoung Lee	CEO, Fairtrade Korea
Director	Hyunmin Lee	Executive Director, Jeonbuk Regional Development Cooperative
Director	Won O Chong	Mayor, Seongdong District, Seoul; Former President, Association of Korean Local Governments for Social Economy and Solidarity (SSEGOV)
Director	Youngmi Choi	Director, Korea Federation of Worker Cooperatives
Auditor	Sanggeun Lee	CPA, IL SHIN Accounting Corporation

#### Sponsors and cooperating organizations in 2020



We are deeply grateful to the funding institutions, public organizations, private corporations, SFIs, and SEEs who have joined in this effort to develop the social finance ecosystem in Korea.

Korea Social Value and Solidarity Foundation Annual Report

**SVS IMPACT 2020** 

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# SVS IMPACT 2020

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