

Social Business Accelerator

Report from the 7th Edition of the Program

September 2018 – June 2019

PSIK P o l s k i e
Stowarzyszenie
Inwestorów
Kapitałowych

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“Well-known and well-established - the SBA program is great and should last as long as possible.”

Leszek Muzyczyszyn
Innova Capital

7th Social Business Accelerator - Introduction

The Social Business Accelerator (SBA) Program is a pro bono initiative of the private equity and venture capital community in Poland. The initiative was launched in 2011.

The SBA Program is based on individual cooperation between private equity investment professionals operating in Poland (PSIK mentors) and the leaders of social organizations. PSIK mentors – the most experienced people representing the private equity/venture capital community in Poland – offer their knowledge and time on a pro bono basis and use their experience, professional skills, and contacts to support the development of the social organizations participating in the Program. During the course of an annual edition, the pairings meet frequently and the cooperation often extends beyond one edition of the SBA.

The 7th edition of SBA was complemented by two joint meetings of all the pairings, one in September 2018 and the second in January 2019. These group sessions provided a valuable opportunity for all the Program's participants to share their experiences and to benchmark their progress with mentors. The winter meeting focused on fundraising and the leaders of three SBA alumnee organizations gave the practical guidelines on how to raise funds effectively.

This edition, like the previous ones, was evaluated using an online questionnaire and also through personal interviews with the PSIK mentors and social organization's leaders. In the participants' opinion the quality of the program is very high and they were satisfied with their involvement, assessing the program positively in terms of changing their practices as well as obtaining great overall support. Overall, the 7th edition of the SBA scored more than 90% in terms of satisfaction level.

The evaluation shows that the SBA is one of the most valuable initiatives for the development of the not-for-profit sector in Poland. The Program responds to the need for managerial skills and business knowledge among social organizations that want to increase their social impact and scale of activities. SBA serves as a platform to enhance the operations of NGOs, especially in following areas: strategic development, financial management and financial sustainability, operations, organizational structure, external communication and product/service development.

This report presents conclusions from the 7th edition of the SBA Program and general outcomes of the pairings participating in the Program. We hope you will find it interesting and inspiring.

September 2019

Agnieszka Borek
SBA Program Director,
President of the Management Board of the
Valores Foundation

Robert Manz,
Co-Creator of the SBA Program,
Head of the PSIK Philanthropy Committee,
Member of the Valores Foundation Board
Senior Advisor, Enterprise Investors.

The 7th edition of the SBA Program in numbers

- 16 PSIK private equity mentors participated in the 7th edition of the SBA Program and mentored 16 management teams of social organizations
- 14 of the pairings successfully completed the Program
- During 10 months of work (from September 2017 to June 2018), around 80 joint meetings (mentors + management teams) took place
- In total, PSIK professionals dedicated approx.. 200 hours of their time to work with the social organizations
- The majority of pairs (10) focused their work on strategic development issues
- The other most worked-on topics included financial management and team management
- The PSIK mentors and social leaders assess that the best results were achieved in the following areas:
 - increasing the financial skills in the organization's management teams
 - development and implementation of a coherent vision for the organization
 - designing and implementing a fundraising strategy and tools

Fields of cooperation



The social organizations' leaders opinions:

- All the social organization leaders declared that participation in the SBA significantly contributed to the development of their organizations
- 12 out of 14 social organization leaders surveyed claimed that SBA participation promoted their professional and personal development
- According to 12 out of 14 leaders surveyed, the results achieved are sustainable for their organizations
- Participation in the SBA Program proved to be a valuable or very valuable experience for all the participating social organizations' leaders
- Nine out of 14 leaders surveyed declared that the Program met their expectations, and five stated that it exceeded them

PSIK private equity mentors' opinions¹:

- 82% of mentors stated that the Program contributed to the development of the social organizations
- 72% of mentors declared that it also contributed to their professional development and influenced their own personal development.
- All the mentors would recommend participation in the SBA to other private equity professionals.

"I can fairly say that the formula of the SBA (NGO leader - business leaders, regular meetings, annual formula with the option to extend the cooperation, control and monitoring of the process, etc.) is one of the most valuable combinations for the development of social organizations in Poland. The opportunity to cooperate with business leaders, their experience, knowledge, perspectives, etc. are more valuable to us than a donation of \$100,000 on a bank account. And we thank you for that."

Maciej Jojczyk
Fundacja Dobrych Inicjatyw

"The program has allowed us to unify our objectives and results. The program was very transparent and comprehensive."

Janina Mirończuk,
Fundacja Światło

¹ The data presented here is based on responses given by the 12 out of 14 PSIK mentors who filled in the questionnaire after completing the Program.

The social organizations participating in the SBA 7th edition



Social



PSIK mentors and social leaders participating in the 7th SBA edition



“The program helps to develop business thinking in organizations. It helps to actively verify things needed and unnecessary in the daily operations of the organization.”

Krzysztof Łyżwiński i Aneta Kalbarczyk
Stowarzyszenie Budujemy Przystań

	Social Organization	Social Leader(s)	PSIK Mentor/Firm
1	Stowarzyszenie Budujemy Przyszań: supports children and adolescents with cerebral palsy (aged between several months to 24 years)	Krzysztof Łyżwiński	George Swirski Abris Capital
2	Fundacja Audiodeskrypcja: makes culture and art accessible to visually impaired people.	Tomasz Strzymiński, Barbara Szymańska	Marek Borzestowski Giza Polish Ventures
3	Fundacja im. Doktora Piotra Janaszka Podaj Dalej: Helps people with disabilities change their lives and live independently.	Zuzanna Janaszek-Maciaszek, Olga Janaszek-Serafin, Karol Włodarczyk	Piotr Misztal Value4Capital
4	Fundacja La Strada: acts against human trafficking and slavery.	Irena Dawid-Olczyk	Dariusz Prończuk Enterprise Investors
5	Fundacja Sławek: helps socially excluded persons, in particular prisoners, former prisoners and their families.	Krzysztof Łagodziński	Tomasz Głowacki Riverside
6	Fundacja Światło: supports people in coma and with cancer.	Janina Mirończuk	Bartek Trzebiński
7	Stowarzyszenie WĘDKA: helps families to prepare children and young people to enter adulthood and independence.	Wojciech Przybysz	Małgorzata Bobrowska-Jarząbek Resource Partners
8	Stowarzyszenie Otwarte Drzwi: helps people who have been harmed by life to become self-reliant and independent in life.	Marta Perkowska	Leszek Muzyczyszyn, Innova Capital
9	Fundacja Wspierania Rodzin KORALE: runs educational and specialist programmes to help ensure a safe home for children.	Magdalena Cechnicka, Izabela Owczaruk	Magdalena Magnuszewska Innova Capital
10	Stowarzyszenie ESWIP: supports social economy entities to enable them to carry out public tasks efficiently and professionally.	Arkadiusz Jachimowicz, Maciej Bielawski, Marta Florkowska	Konrad Korobowicz Anava Capital
11	Sławęcińskie Stowarzyszenie Inicjatyw Lokalnych: supports all types of action created by civil society.	Beata Skubiak	Mariusz Banaszuk Value Quest

12	Fundacja Dobrych Inicjatyw: motivates children to develop their strengths and talents and helps them to overcome their own barriers.	Bartłomiej Joczzyk	Maciej Zużalek Bridgepoint
13	Stowarzyszenie Mali Bracia Ubogich: helps older people by caring for their health and mental well-being	Joanna Mielczarek, Barbara Boryczka	Maciej Górski Equitin
14	Stowarzyszenie Centrum PISOP: supports civil society ideas.	Ewa Gałka	Aleksander Kacprzyk Resource Partners

“If the program doesn't show the direction for the development of NGOs, it shows which way not to go. The encounter with business practice is a huge challenge for NGOs, which is confronted with the brutal reality of market rules, to which it is subjected as much as any other company.”

Wojciech Przybysz
Fundacja Wędką

“Working with organizations gives me a lot of satisfaction. I can help them to solve problems related to their development. The challenge is time and availability of both parties.”

Magdalena Magnuszewska
Innova Capital

PSIK mentors and social organizations from previous SBA editions

During the SBA 7th edition, five PSIK mentors from previous SBA editions continued to work as mentors to organizations that have moved from the SBA Program to the Valores Foundation portfolio. We would like to recognize their continued engagement.

PSIK Mentors	Organizations in the Valores Foundation portfolio
Jacek Pogonowski Value4Capital	Fundacja Pomost works with prisoners and former prisoners; offers a shelter for released former prisoners who, without this support, would find it difficult to adapt to life in society.
Jacek Woźniak	Stowarzyszenie Twoje Nowe Możliwości supports young people with disabilities to complete their studies and enter the labour market.
Dariusz Pietrzak Enterprise Investors	Stowarzyszenie Boris/ Forum ONI works on the social and financial safety of adults with intellectual disabilities.
Paweł Padusiński Mid Europa Partners	Fundacja Ocalenie: offers support to migrants and refugees.
Paweł Maj bValue	Kamilińska Misja Pomocy Społecznej: helps people in a homelessness crisis to get back to normal life.



“Very positive impressions, especially connected with the possibility of real use of experience in Private Equity in third sector development.”

Maciej Górski, Equitin

Summary of the SBA 7 pairings

George Swirski, Abris Capital Partners

Krzysztof Łyżwiński, Stowarzyszenie Budujemy Przystań, Radom

The pair worked together in the 6th and 7th SBA editions.

Focus areas:

- Work on the financial sustainability of the organization
- Strategy development
- Organizational structure

Results:

- Conscious management of the organization's budget
- Implementation of cash management/balance sheet and control of the cost structure
- Enhanced operations
- Defining the objectives for fundraising and the allocation of tasks
- Setting-up structures within the organization
- Hiring a new person responsible for fundraising



Abris Capital Partners is a leading independent private equity fund manager based in Central Europe. It delivers superior returns for its investors by applying a proven collaborative methodology that identifies, unlocks and realizes value from mid-market opportunities in the region.

<http://www.abris-capital.com/>



This organization runs a center for children with cerebral palsy in Radom, where education and therapy are matched to individual needs and abilities. The goal is to prepare the children for an independent life in society as possible. The Association also helps families come to terms with their new circumstances when a child with cerebral palsy is born.

<http://www.budujemyprzystan.org/>

“A lot of people [in NGO] make incredible things with little or no support. All, we can [as mentors] do to help it to make a positive difference in how they operate. We realize that the world doesn’t spin around our daily problems.”

George Świrski
Abris

Marek Borzestowski, Giza Polish Ventures

Tomasz Strzymiński, Barbara Szymańska, Fundacja Audiodeskrypcja, Białystok

The pair worked together in the 5th, 6th and 7th SBA editions.

Focus areas:

- Development strategy
- Designing revenue generating activities
- Financial sustainability of the organization
- External communication and design of the organization's products

Results:

- Developing a communication strategy
- Setting up a sales process for products
- Creation of a new website



The Giza Polish Ventures Fund is the first Polish-Israeli technology fund in Poland, managed by a team of investment partners who have in total more than 100 years of experience in VC/PE investments, managing technology companies, and investment banking. Specialist support is provided by Giza Venture Capital, one of the most renowned technology VC funds in Israel, which has invested in 96 companies during its nearly 20 years of operation.

www.gpventures.pl



The Foundation aims to make culture and works of art accessible to visually impaired persons. It operates throughout Poland. It is run by blind persons and their sighted friends who recognize the need for those with disabilities to fully participate in community life.

www.audiodeskrypcja.org.pl/

Piotr Misztal, Value 4 Capital

Zuzanna Janaszek-Maciaszek, Olga Janaszek-Serafin, Karol Włodarczyk, Fundacja im. doktora Piotra Janaszka Podaj Dalej, Konin

The pair worked together in the 6th and 7th SBA editions.

Focus areas:

- Fundraising
- Development of the organization
- Structure of the organization
- Employee assessment

Results:

- Implementation of a fundraising strategy



Value4Capital is a private equity firm focused on investments in mid-market Central European companies. It became an independent fund management company at the end of 2011. V4C focuses on buyouts of companies with an established market position that operates in Poland and the other Central European EU member states. It supports their development to make them leaders in their respective sectors.

<http://value4capital.com/>

The Foundation was established in 2004. It helps people with disabilities become independent by preparing them for the labor market and offering training flats. It opens new opportunities for families of people with disabilities. The Foundation builds a world without barriers, discussing the subject of disability in meetings with children and young people. It also develops volunteering activities and shares its expertise with those who work with people with disabilities.

www.podajdalej.org.pl

Dariusz Prończuk, Enterprise Investors

Irena Dawid-Olczyk,

Fundacja Przeciwko Handlowi Ludźmi i Niewolnictwu La Strada, Warszawa

The pair worked together in the 4th, 5th, 6th and 7th SBA editions.

Focus areas:

- The development strategy
- Financial management and ensuring financial stability
- Development of economic activity
- External communication and PR
- Addressing ongoing challenges

Results:

- Raising funds for operations
- Mapping of potential partners, and/or sponsors
- Launching talks with selected potential partners
- Developing the educational/training offer
- Improving external communication
- Developing an educational/training offer on forced labour for carefully selected companies that have signed the UN Global Compact.



Enterprise Investors

Enterprise Investors is the oldest and one of the largest private equity firms in Central and Eastern Europe. It specializes in buyouts of medium-sized companies and financing the development of rapidly growing enterprises from various sectors of the economy. EI has operated since 1990. To date, it has established nine funds with total capital exceeding EUR 2.5 billion. These funds have invested EUR 1.9 billion in over 140 companies.

www.ei.com.pl



The La Strada Foundation focuses on combatting human trafficking and slave labor by identifying victims, offering legal and psychological help, and raising awareness.

www.strada.org.pl/

Tomasz Głowacki, Riverside

Krzysztof Łagodziński, Fundacja Sławek, Warszawa

The pair worked together in the 6th and 7th SBA editions.

Focus areas:

- Fundraising and designing presentations for business
- Extension of the Goji Land product
- Launch of a new location and initiative under the name of "Społecznik"

Results:

- Preparation and approval by the mentor of presentations for business partners and additional communications materials
- Successful implementation of the first presentations for business representatives
- Hiring a fundraiser and a communication specialist
- Designing new packaging for the new Goji Land product line
- Selection of distribution channels for Goji Land products



Riverside is a leading private equity firm. Since its founding in 1988, it has focused on the most successful and well-managed enterprises with a value of up to USD 400 million. To date, Riverside has invested in more than 550 transactions. The firm's international portfolio includes more than 80 companies.

www.riversideeurope.com



The Foundation helps people in prisons, juvenile detention centers and correctional facilities to safely return to society and the family. It strives to reconcile and bring together families affected by separation. It lobbies for the establishment of the Polish Post-Penitentiary Assistance System, which will allow for more effective interventions thanks to inter-sectoral cooperation.

<https://www.fundacjaslawek.org/>

"Participation in the SBA mobilized us to act and implement innovative solutions and also to work actively on the development of the organization."

Krzysztof Łagodziński
Fundacja Sławek

Bartłomiej Trzebiński

Janina Mirończuk, Fundacja Światło, Toruń

The pair worked together in the 6th and 7th SBA editions.

Focus areas:

- The development strategy
- Effective brand communication
- Developing for-profit activities

Results:

- Development of a strategic plan and frameworks for for-profit activities to improve the financials of the Foundation
- Launching new product development process



FUNDACJA
ŚWIATŁO

Bartłomiej Trzebiński is a private investor, mentor, and advisor to entrepreneurs and non-profit organizations. He is also an independent Investment Committee member of the Polish Development Fund and runs his own start-up company. He was previously head of EQT's Warsaw office. Before EQT, he worked at Warburg Pincus and Goldman Sachs. Bartek graduated from the Warsaw School of Economics and has an MBA from Harvard Business School.

The Foundation helps people in a coma and those with cancer. It runs the Nursing and Therapeutic Center, which supports 44 comatose patients. In 2005, Fundacja Światło set up the National Network of Cancer-Fighting Schools, a psycho-psychological emergency service for people battling cancer. Affiliates operate in 11 cities in Poland and provide support to 500 people quarterly. The Foundation helps and supports people who have been brought back to consciousness (more than 50 such cases in Toruń).

<http://fundacja.swiatlo.org/>

“The SBA program is very valuable because on one hand it supports selected social organizations, and on the other it increases the involvement and awareness of people from the VC/PE industry in Poland.”

Bartek Trzebiński

Małgorzata Bobrowska-Jarząbek, Resource Partners

Wojciech Przybysz, Stowarzyszenie Dzieciom i Młodzieży WĘDKA, Toruń

The pair worked together in the 7th SBA edition.

Focus areas:

- Vision and mission of the organization
- Personnel
- Franchise project
- Working with people
- Planning of operations

Results:

- Improved communication between leader and board, and board and team.
- Created a position of volunteers' coordinator.
- Introduction of regular team meetings
- A broader perspective on the organization's development prospects.



Resource Partners is an independent private equity investor wholly owned by the fund's partners. It has been operating since 2009. Since then, it has raised over EUR 400 million from leading European financial institutions to invest in medium-sized companies in Central and Eastern Europe. It specializes in investments in fast-growing companies with experienced management staff.

<http://resourcepartners.pl>



WĘDKA Children and Youth Association organize the free time for children and youth from different social backgrounds with a focus on groups with educational problems. The aim is to create day-care facilities for children and young people, where they can do their homework while spending their free time, broaden their knowledge of the area that interests them, play and create relationships, enter adulthood and independence without distortions, prejudices, inhibitions and harm.

<https://wedka.org/>

Leszek Muzyczyszyn, Innova Capital

Marta Perkowska, Stowarzyszenie Otwarte Drzwi, Warszawa

The pair worked together in the 7th SBA editions.

Focus areas:

- Development strategy
- Team management
- Organization's financial management
- Development of economic activities
- Communication within the organization
- Addressing ongoing challenges

Results:

- Significant improvement of internal communication processes in the organization
- Introducing a budgeting process for the organization and its individual programs/projects
- Identifying critical challenges in the revenue generating activities and planning next steps
- The management team has better understanding of the organization's resources and deficits in material and human assets
- Defining job descriptions, tasks and competences of the team and Management
- Revitalization of the website
- Creation of a fundraising and promotion team
- Closing of unprofitable activities of the organization.



Innova Capital is a leading mid-market private equity firm in Central Europe. Founded in 1994, Innova has invested close to EUR 900 million in almost 50 companies across 10 countries in the region. In 2010, Innova won the CEE Fund of the Year Award presented by *Unquote* magazine for its fifth Innova fund. In the fifth edition of the Private Equity Diamonds Competition, which was held in 2016 under the auspices of PSIK, Innova was awarded two prizes in the following categories: PE Portfolio Company of the Year 2015 and Fund Manager of the Year 2015.
www.innovacap.com/pl



Since its inception in 1995, Stowarzyszenie Otwarte Drzwi has been preventing social exclusion and taking action to support excluded people and create conditions for their return to society and full rights. It conducts tens of projects, including international ones, which undertake lobbying and consulting activities in drafting legal acts, standards and directly assisting hundreds of thousands of people.
<https://otwartedrzwi.pl/>

Magdalena Magnuszewska, Innova Capita

Magdalena Cechnicka, Izabela Owczaruk, Fundacja Wspierania Rodzin KORALE, Warsaw

The pair worked together in the 7th SBA edition.

Focus areas:

- Analysis of resources and needs
- Fundraising

Results:

- Changed thinking and raised attention to things that used to be less critical for the organization in the past



Innova Capital is a leading mid-market private equity firm in Central Europe. Founded in 1994, Innova has invested close to EUR 900 million in almost 50 companies across ten countries in the region. In 2010, Innova won the CEE Fund of the Year Award presented by *Unquote* magazine for its fifth Innova fund. In the fifth edition of the Private Equity Diamonds Competition, which was held in 2016 under the auspices of PSIK, Innova was awarded two prizes in the following categories: PE Portfolio Company of the Year 2015 and Fund Manager of the Year 2015.

www.innovacap.com/pl



Korale Foundation is focused on family support in the whole range. The main objective of the Foundation is to work with families affected by the crisis and dysfunction. Psychologists, therapists, and trainers in the Foundation specialize in diagnosing families and in the specificity of work on changes.

<https://fundacjakorale.org/>

“We assess the SBA positively in both mental and practical terms. It contributed to the change of perspective of the Management Board - from focusing on current issues to more global, including forward-looking ones. Participation in the SBA Program motivated us to act in matters about which we were aware they need to change, but we postponed them.”

Marta Perkowska
Stowarzyszenie Otwarte Drzwi

organization **Konrad Korobowicz, Anava Capital**

Arkadiusz Jachimowicz, Maciej Bielawski, Marta Florkowska, Stowarzyszenie ESWIP, Elbląg

The pair worked together in the 7th SBA edition.

Focus areas:

- Developing the concept for new usage of the building, renovated by the organization
- Introducing for-profit activity

Results:

- Gaining knowledge on how to run for-profit activity



Anava Capital is a Private Equity and Debt investment firm, founded in 2019, to continue the proven investment philosophy built by our team over the past 14 years. Since 2005, we have invested in 15 private equity investments across multiple sectors ranging from manufacturing to e-commerce solutions. Select investments have achieved global success, becoming industry leaders.
<https://c-p.pl/>



The ESWIP Association was established in 1995. Since then, it has been working intensively to support social, civic, and NGO initiatives. The association directs its support to non-governmental organizations, the unemployed and disabled, local governments and their organizational units, as well as social dialogue institutions.
<https://www.eswip.pl/>

Mariusz Banaszuk, Value Quest

Beata Skubiak, Sławęcińskie Stowarzyszenie Inicjatyw Lokalnych, Sławęcin

The pair worked together in the 7th SBA edition.

Focus areas:

- Organizing all the activities of the Association
- Development strategy based on actual resources.

Results:

- Improvement of the financial situation of the organization
- Development of the quality of the Association's operations



Value Quest is a private equity fund. The fund's investment team consists of specialists with extensive experience supported by success in capital market investments, in traditional sectors of the economy as well as in new technologies. Value Quest provides financing and supports entrepreneurs in the implementation of their development plans on three levels: strategic, operational and financial. It is an active investor; therefore, apart from capital, it offers its partners extensive expertise, experience, and network of contacts.

valuequest.pl

Sławęcińskie Stowarzyszenie Inicjatyw Lokalnych has been operating since 2005 and has rich experience and achievements in the field of working with people threatened by social maladjustment. In 2014, it established the Youth Centre for Education and Social Readaptation in Ryszewko, which includes the Youth Sociotherapy Centre - a place of assistance, therapy and education for young people with educational problems. The Centre is intended for boys aged 13-18 years who, due to behavioral disorders, risk of demoralization or social maladjustment, require special organization of science, individualized methods of work and sociotherapy.

www.mosryszewko.pl

Maciej Zużalek, Bridgepoint

Bartłomiej Jójczyk, Fundacja Dobrych Inicjatyw, Warszawa

The pair worked together in the 7th SBA edition.

Focus areas:

- Building a coherent vision of the organization: from mission to short and long term goals
- Analysis of the Foundation's resources and possible options for scaling up of its activities based on its experience and available resources
- Audit of previous cooperation with business partners
- Fundraising

Results:

- Refreshing the strategy, a comprehensive look at the problems the organization would like to solve.
- Implementation of a coherent vision of the organization (mission, objectives)
- Developing a problem matrix of the organization's activities and adapting the current programs to its resources, experience, capacities, and goals
- Development of tools: ppt presentation and speech for business partners
- Development of a "charity event" product offering for business partners within the framework of CSR cooperation (employee volunteering)
- Preparation for communication of the organization's activities in a language for business
- Changing the mentality of the management board in its approach to cooperation with business
- Preparation of foundations for individual fundraising



Bridgepoint is a leading international private equity group with a focus on investing in companies that are leaders in their markets. Together with the management of the acquired companies, Bridgepoint works on the creation and implementation of value.

<http://www.bridgepoint.pl>



Fundacja Dobrych Inicjatyw supports children and youth from care and development centers (orphanages) in their development, passions, and interests. It supports children from orphanages in such localities as Białowieża, Zambrów (podlaskie voivodship), Marwica (warm-maz voivodship), Małachów (świętokrzyskie voivodship), Łuków, Stoczek Łukowski (lubelskie voivodship), Kiszalny (mazowieckie voivodship).

<https://www.fdi.org.pl/>

Maciej Górski, Equitin

Joanna Mielczarek, Barbara Boryczka, Stowarzyszenie Mali Bracia Ubogich, Warsaw

The pair worked together in the 7th SBA edition.

Focus areas:

- Team management
- Financial management of the organization
- Organizing legal issues related to the organization's operations

Results:

- It was possible to identify and launch key initiatives that will support the development of the Association
- Changing the bylaws to enable more efficient management of the Association
- Start work on a digital strategy
- Start regional development activities (recruitment, interviews with partners, etc.)
- Developing a comprehensive business plan for the next 3-4 years



Equitin is operating since 2016. All Partners have experience in implementing successfully private equity investments in the Polish market. Equitin has a structure of a holding company investing its own resources, not an investment fund. There is no predetermined investment period and no exit from the investment - it wants to maximize the value of the company. It can buy out existing shareholders and/or supply the company with new funds depending on the changing needs of the company or its investors. This flexibility is one of the advantages that distinguish Equitin from traditional private equity or venture capital funds.

<https://equitin.pl/pl>



mali bracia
Ubogich

Stowarzyszenie Mali Bracia Ubogich prevents the marginalization of elderly people, breaks stereotypes about old age and alerts the society to the difficult situation of the elderly in Poland. In all their activities, volunteers and employees of small brothers follow the motto: "Flowers before bread". This motto emphasizes the importance of creating relationships based on friendship and empathy between the volunteer and the client. The Association runs the "Your presence helps me live" Program in Warsaw, Poznań, Lublin, and Pruszków.

<https://www.malibracia.org.pl/>

Aleksander Kacprzyk, Resource Partners

Ewa Gałka, Stowarzyszenie Centrum PISOP, Leszno

The pair worked together in the 7th SBA edition.

Focus areas:

- Strategy organizationdevelopment
- Cooperation with enterprises
- Financial sustainability
- The role of the foundation established by PISOP

Results:

- Changing the way the management team thinks about cooperation with business
- Development of the Association's offer



Resource Partners is an independent private equity investor wholly owned by the fund's partners. It has been operating since 2009. Since then, it has raised over EUR 400 million from leading European financial institutions to invest in medium-sized companies in Central and Eastern Europe. It specializes in investments in fast-growing companies with experienced management staff.

<http://resourcepartners.pl>



The PISOP Association directs its activities to non-governmental organizations, other social economy entities, and social leaders. It provides various support from basic information on social activity, opportunities to obtain funds, through training and advice on how to create, implement and evaluate projects, to specialist offer (provision of services in areas such as law, audit, accounting, promotion). PISOP also undertakes numerous initiatives to build local and project partnerships. At the same time it cooperates with local government units and entrepreneurs.

<http://pisop.org.pl/>

Historical background of the Social Business Accelerator (SBA)

Initially, in 2011, the SBA program was launched by the Polish Private Equity and Venture Capital Association (Polskie Stowarzyszenie Inwestorów Kapitałowych – PSIK) in collaboration with Ashoka, an international organization that promotes innovative social entrepreneurship. Since its 4th edition in 2014, the Program has been managed jointly by PSIK and the Valores Foundation, Poland’s first venture philanthropy fund.

The SBA Program is based on individual cooperation between experienced private equity investment professionals operating in Poland (PSIK mentors) and the leaders of social organizations that work to solve the most urgent social problems in Poland in areas such as child welfare, education, equal opportunities for people with disabilities and re-socialization of ex-convicts, as well as assisting refugees, homeless persons, the elderly and other socially excluded groups.

PSIK mentors – the most experienced people representing the private equity/venture capital community in Poland – offer their knowledge and time on a pro bono basis under the SBA Program and use their experience, professional skills, and contacts to support the development of the social organizations participating in the Program.

Participants in the SBA Program from the social side are leaders who strive to develop their social organizations and increase their positive societal impact. On the PSIK side, the Program engages partners, managing directors and investment directors of private equity and venture capital firms, each of whom has a minimum of 10 years’ experience in the private equity industry. Cooperation with the social organization leaders and their teams proceeds similarly as in the case of private equity portfolio companies: close work with the organization’s leader and management team, but in this case on a pro bono basis and with the aim of helping the social organizations become financially stable, build organizational capacity and develop strategic priorities. So far, there have been seven editions of the SBA Program:

- 1st edition: November 2011 – October 2012 (13 participating pairs)
- 2nd edition: June 2013 – June 2014 (13 pairs)
- 3rd edition: September 2014 – June 2015 (16 pairs)
- 4th edition: September 2015 – June 2016 (17 pairs)
- 5th edition: September 2016 – June 2017 (15 pairs)
- 6th edition: September 2017 – June 2018 (16 pairs)
- 7th edition: September 2018 – June 2019 (16 pairs)

In each edition of the SBA Program, the PSIK mentors and the social leaders worked as one-on-one pairs for 10 to 12 months, focusing on strategic development and planning, management and succession issues, finances, cash flow planning, HR and organizational development. The mentors also provided support in developing business plans, new fundraising and marketing strategies as well as supporting outreach to potential funding sources for the organizations.

PSIK – Polskie Stowarzyszenie Inwestorów Kapitałowych/ Polish Private Equity and Venture Capital Association



PSIK gathers private equity/venture capital investors active in Poland. Associate membership is also available for other persons, companies and institutions interested in development of the private equity/venture capital industry in Poland.

The mission of PSIK is to promote and develop the private equity and venture capital industry in Poland, and to represent the interests of the Polish private equity and venture capital community in Poland and abroad. PSIK comprises 55 Full Members - representatives of private equity/venture capital management firms - and 74 Associate Members - consulting companies cooperating with the PE/VC industry. So far PE/VC funds invested almost 11 billion euro in more than 1400 Polish companies.

What is private equity?

Private equity is a type of equity investment that provides a source of external financing for privately owned companies. Apart from the financial investment, within the framework of private equity financing a company may receive support from the investor in various areas such as strategic, operating, marketing, financial, legal, tax and organizational advice. A private equity investor, which is usually a fund that manages third-party capital, does not focus on maximizing short-term company profits and recovering the capital invested rapidly, but is interested in increasing the company's value in the long term to achieve the desired profit when selling its shares in the future. The duration of a typical private equity investment ranges from five to seven years.

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