

Examination of RES Crowdfunding

Developers introduction

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This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 646435. The sole responsibility for the content of this report lies with the authors. It does not necessarily reflect the opinion of the European Union. Neither INEA nor the European Commission are responsible for any use that may be made of the information contained therein.

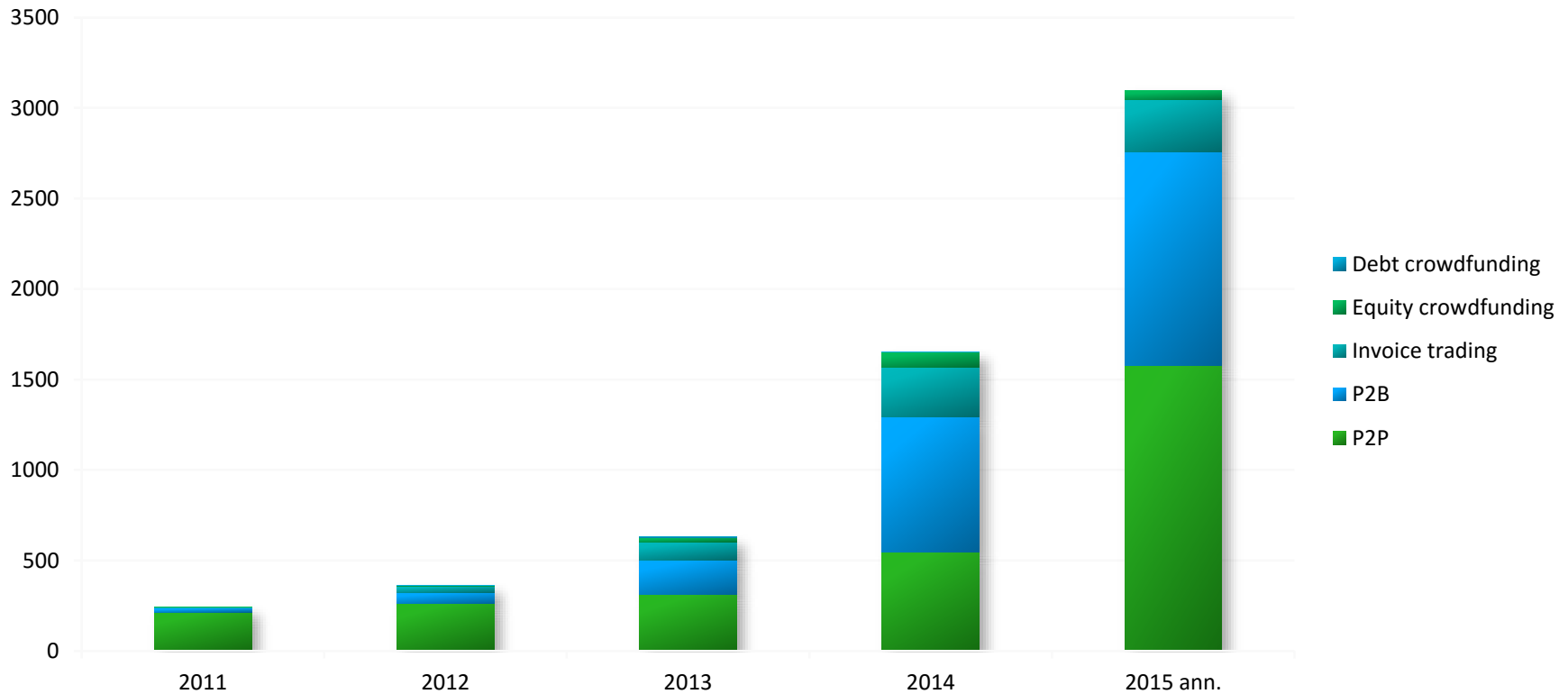
Agenda

- Overview of Crowdfunding
- Summary of leading EU platforms
- Why use crowdfunding
- Challenges to using crowdfunding
- Some data from case studies.

What is crowdfunding?

- **Definition - “Direct investment into companies or projects via an electronic platform”**
- Crowdfunding operates in majority of niches across finance but at a high level falls in to 3 categories:
 - Reward
 - Equity
 - Debt

Crowdfunding - here to stay...



What is driving growth

Big Trends:

- Centralisation of finance - reduction in diversity of bank lending criteria
- Diversification of the finance market – less reliance on banks
- Desire for organisations to connect and build relationships with their stakeholders

Government Support:

- Regulation - national and EU level
- Increased tax relief

Leading EU Platforms

- Lumo - France
- Oneplanetcrowd – Netherlands
- Greencrowding / Bettervest – Germany
- Abundance- UK

Features of platforms

- All are regulated
- All focus on debt
- All conduct extensive DD during onboarding
- All carry out ongoing asset management
- All have local differences e.g.
 - Cross board investors
 - Secondary market

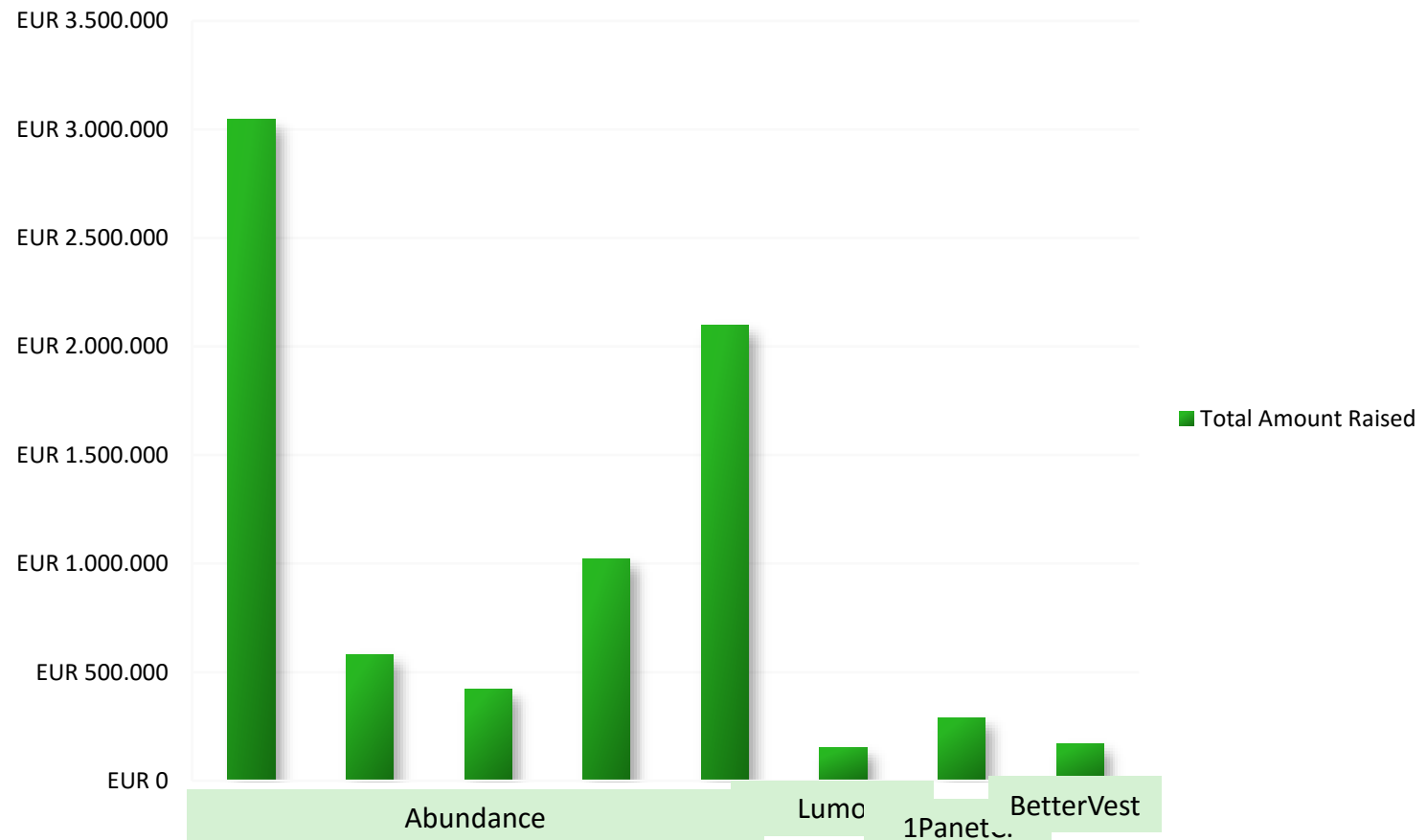
Why Crowdfund Renewables

- Flexible source of finance
 - Term, Security, Subordination
- Long term project finance for small cap projects
- Engage the public and build support
- Build sticky investor pool
- Rolling nature of fundraise.

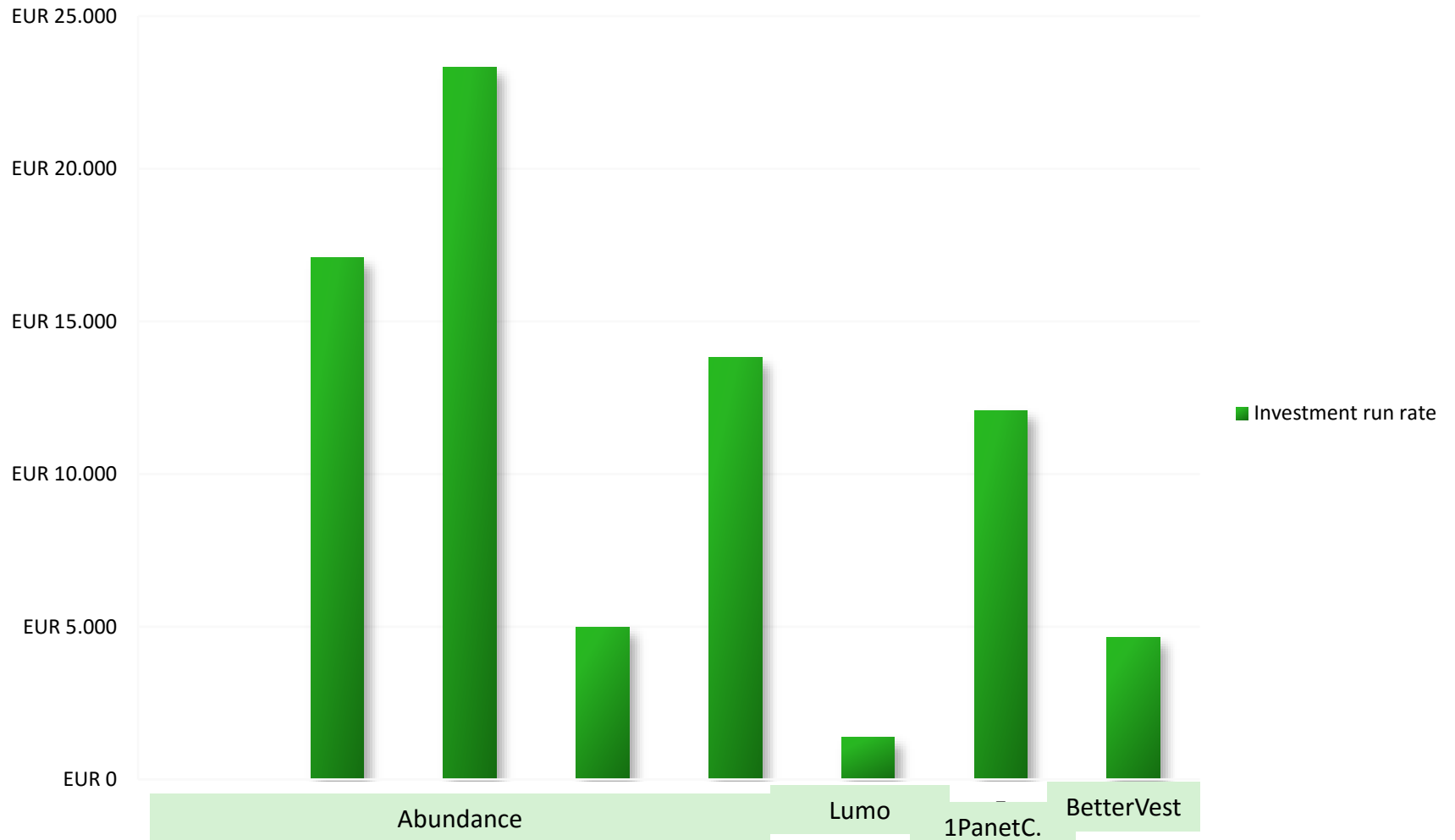
Challenges using crowdfunding

- Not appropriate for all projects
- No cash on demand
- Platform scale
- Platforms demand transparency

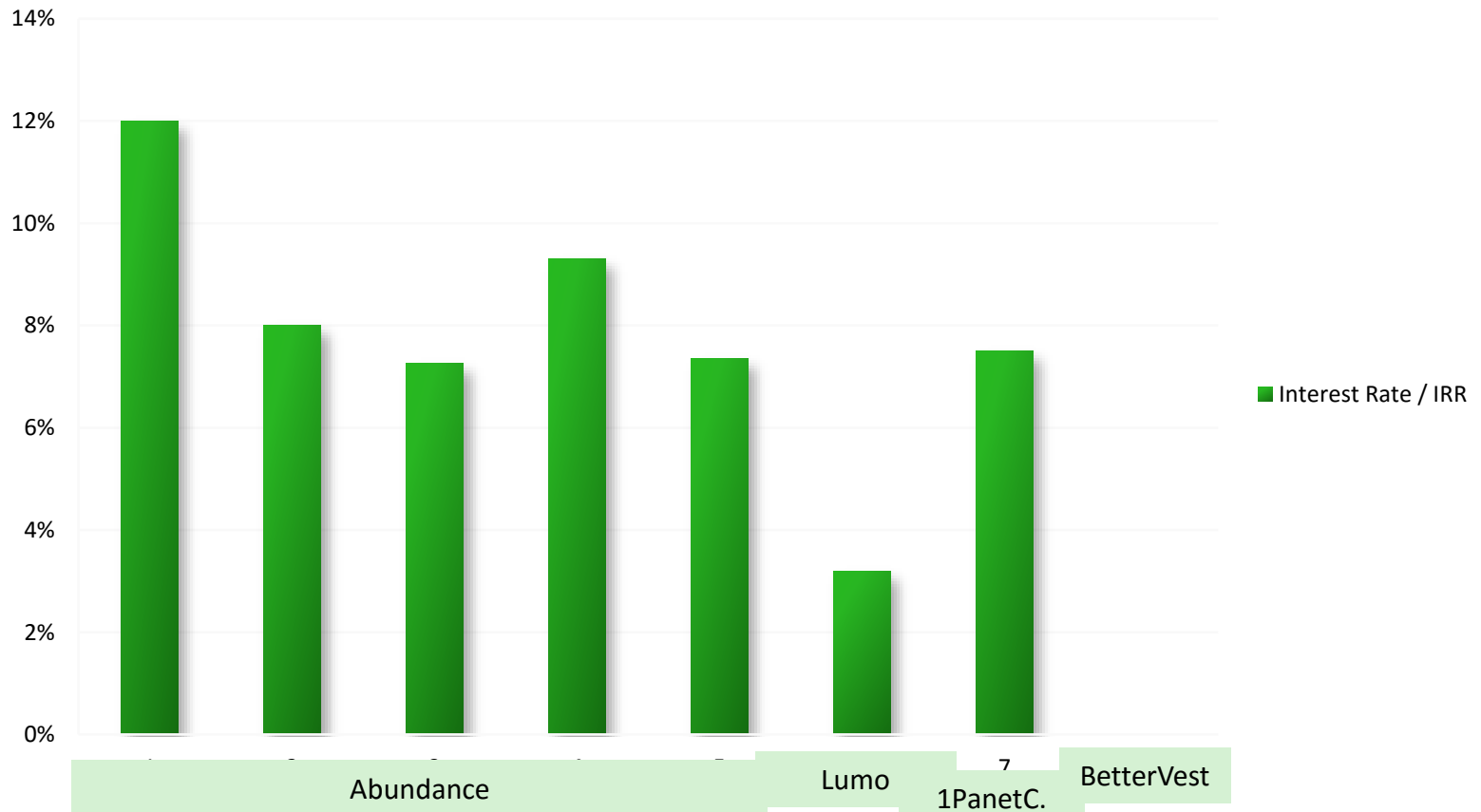
Project Scale



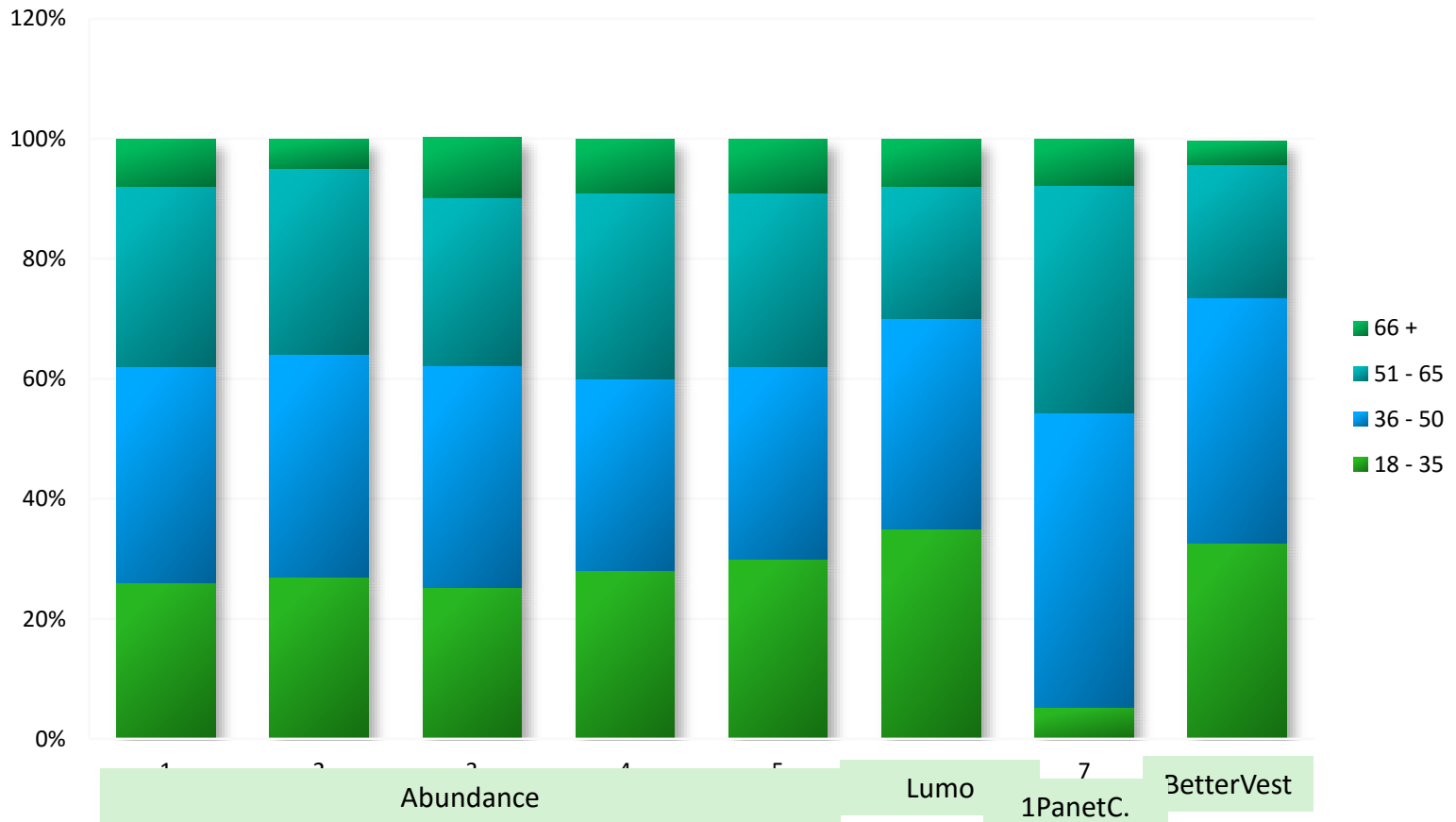
Investment run rate



Cost of Finance



Investor Age Distribution



Median Investment Amount

