



OU EN EST LA VENTURE PHILANTHROPY EN FRANCE?



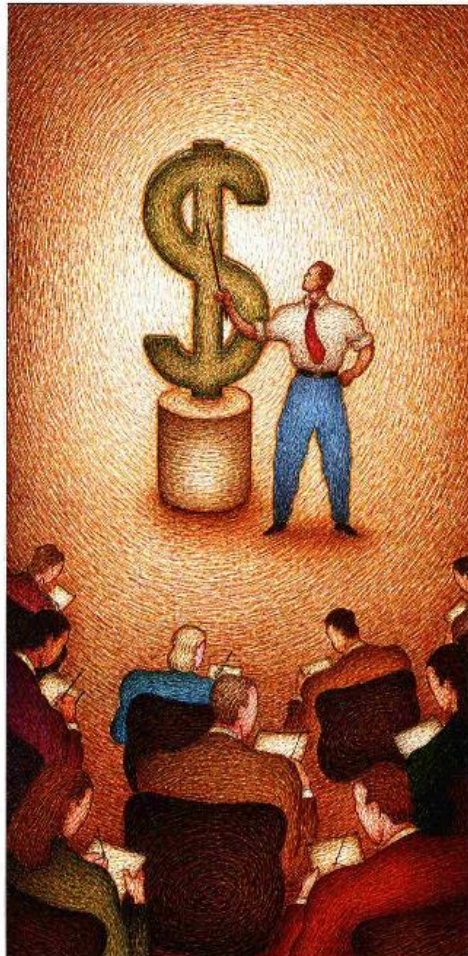
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ESSEC
BUSINESS SCHOOL



SOCIAL ENTERPRISE



What good is a great program if the organization is collapsing!

Virtuous Capital: What Foundations Can Learn from Venture Capitalists

by Christine W. Letts, William Ryan, and Allen Grossman

For decades, foundations have been making large grants to non-profit organizations in the hope of meeting a wide range of society's most pressing and vital needs. In 1995 alone, foundations invested more than \$10 billion in programs dealing with, for example, poverty, homelessness, the environment, education, and the arts. Even as these large sums of money are put to work, however, many people in the non-profit field are reporting a growing frustration that their programs' goals, although valuable and praiseworthy, are not being achieved. Many social programs begin with high hopes and great promise, only to end up with limited impact and uncertain prospects.

Forces beyond the control of either foundations or nonprofit organizations account for some of the problems. For one thing, the federal

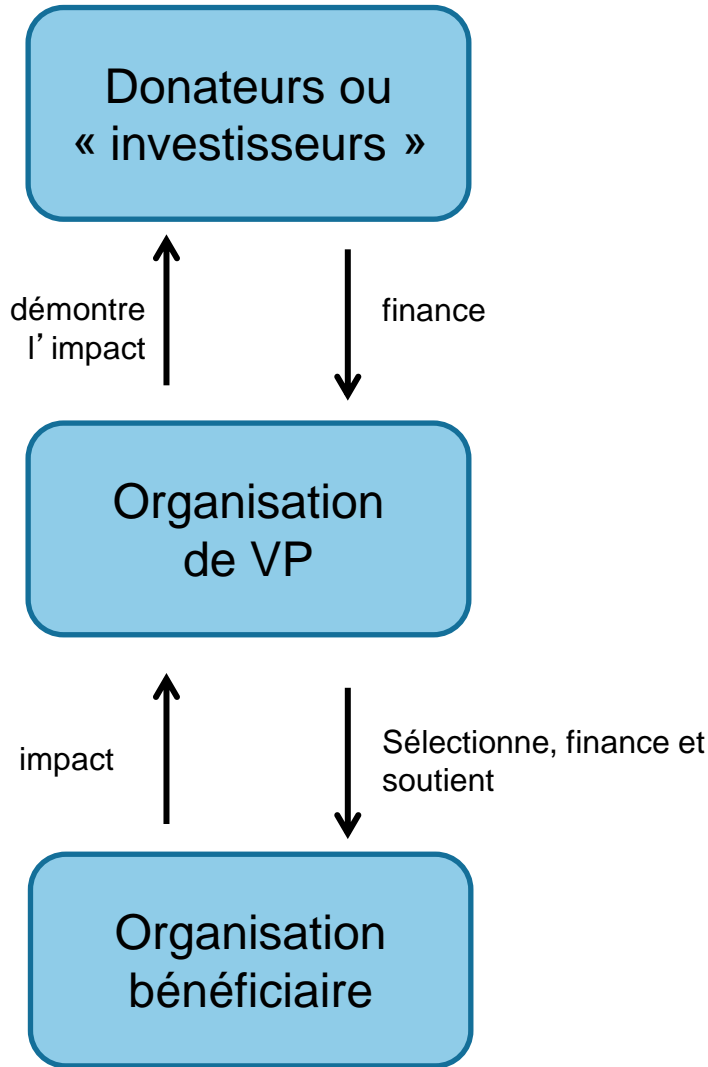
Letts, Ryan & Grossman
Harvard Business Review
1997

VENTURE PHILANTHROPY VS PHILANTHROPIE TRADITIONNELLE



	Philanthropie traditionnelle	Venture Philanthropy
Processus de sélection	Coups de coeur Dossier	Approfondi et sélectif
Objet du don	Projet ou programmes	Capacités organisationnelles
Montant du don	Limité	Important
Degré d'engagement	Faible	Elevé
Durée de l'engagement	Court Terme	Moyen Terme
Accompagnement	0	Soutien non financier
Evaluation	Consommation de la subvention	Impact social

L'ECOSYSTEME DE LA VENTURE PHILANTHROPY



AG2R LA MONDIALE le contraire de seul au monde



PhiTrust Partenaires



QUELQUES CHIFFRES....



- ✓ 150-200 FONDS VP EN EUROPE, EN CROISSANCE
- ✓ 8 M€ DE FINANCEMENT ANNUEL MOYEN PAR FONDS VP
- ✓ DÉVELOPPEMENT ÉCONOMIQUE ET SOCIAL (22%), ÉDUCATION (14%), RECHERCHE (13%), SANTÉ (13%), CULTURE (9%).
- ✓ 65% DES PROJETS EN EUROPE, 11% EN AFRIQUE, 6% EN ASIE

SOURCE: EVPA

ET EN FRANCE ?

- ✓ 17 MEMBRES FRANÇAIS A L'EVPA...



- ✓ QUEL MODELE ECONOMIQUE ?
- ✓ QUELLE COMPOSITION DES EQUIPES ?
- ✓ COMMENT TROUVER LES ORGANISATIONS BENEFICIAIRES ?
- ✓ COMMENT SELECTIONNER LES ORGANISATIONS BENEFICIAIRES ?
- ✓ COMMENT GERER SON PORTEFEUILLE DE PROJETS ?
- ✓ COMMENT ACCOMPAGNER LES BENEFICIAIRES ?
- ✓ COMMENT MESURER L'IMPACT SOCIAL ?
- ✓ QUELLES STRATÉGIES DE SORTIE ? QUI PREND LE RELAIS ?



- ✓ COMMENT FAIRE LEVIER AVEC LE SOUTIEN APORTE ?
- ✓ COMMENT GÉRER LA RELATION AVEC L'ORGANISATION DE VENTURE PHILANTHROPIE ?
- ✓ COMMENT INTEGRER LE PARTENAIRE DANS LE PORTEFEUILLE DE PARTENAIRES ?
- ✓ COMMENT ANTICIPER LA SORTIE ?