



# PORTFOLIO



**Sefea Consulting Srl**  
Società soggetta a  
direzione e coordinamento  
di SEFEA Holding S.C.  
Società unipersonale

Piazza De Gasperi, 41  
35131 Padova Italia  
Piva 04752630287  
N. REA: PD - 415578  
capitale sociale i.v. 190.000€

Tel. +39 049 7648 000  
Fax +39 049 7648 009

[info@sefea.org](mailto:info@sefea.org)  
[www.sefea.org](http://www.sefea.org)

# CONTENTS



---

**03**

WHO WE ARE

---

**05**

PARTICIPATION IN  
PROJECT PROPOSALS

---

**07**

TECHNICAL  
ASSISTANCE

---

**09**

FINANCIAL ADVICE

---

**10**

STAFF

---

# WHO WE ARE

**SEFEA CONSULTING srl** is a consultancy and technical assistance company active since 2014 in the fields of the social economy and ethical finance, whose founder is **SEFEA HOLDING S.C.**, a financial cooperative under Italian law set up in 2002.

SEFEA's founders and providers of funding are the main social and alternative financial institutions in Europe. It operates under a model where both social finance providers and beneficiaries are members of the company, creating a unique mix that has allowed the creation of tailored and demand-driven instruments.

During its life, SEFEA HOLDING S.C. has enabled the creation and development of numerous financial instruments for the social economy in Europe and has directly invested in social enterprises in Europe, delivering over € 22 million.

SEFEA Consulting srl was born to take advantage of the experience gained by SEFEA HOLDING S.C. through its financial activity and making it available to actors who intend to move closer to the world of the social economy and ethical finance.

SEFEA Consulting's services include:



# **PARTICIPATION IN PROJECT PROPOSALS**

SEFEA CONSULTING is available as a technical partner for calls for proposals where financial expertise specific to the social economy is necessary, taking care of the project design, creation of international partnerships through its network, implementation of project activities, partners co-ordination, relations with the European institutions.

# **TECHNICAL ASSISTANCE**

SEFEA CONSULTING offers operational support to entities that need skills transfer or implementation of specific activities in the area of the social economy and ethical finance, benefiting from its international network, providing innovative models and solutions.

# **FINANCIAL ADVICE**

SEFEA CONSULTING offers support in the analysis and preparation of financial plans for the development of the company's activities, proposing the most appropriate financial instruments.



## PARTICIPATION IN PROJECT PROPOSALS

- **3E4SE - European Ethical Financial Ecosystem for Local Partnerships Supporting Social Enterprises** (Italy, Sweden. CONCLUDED).

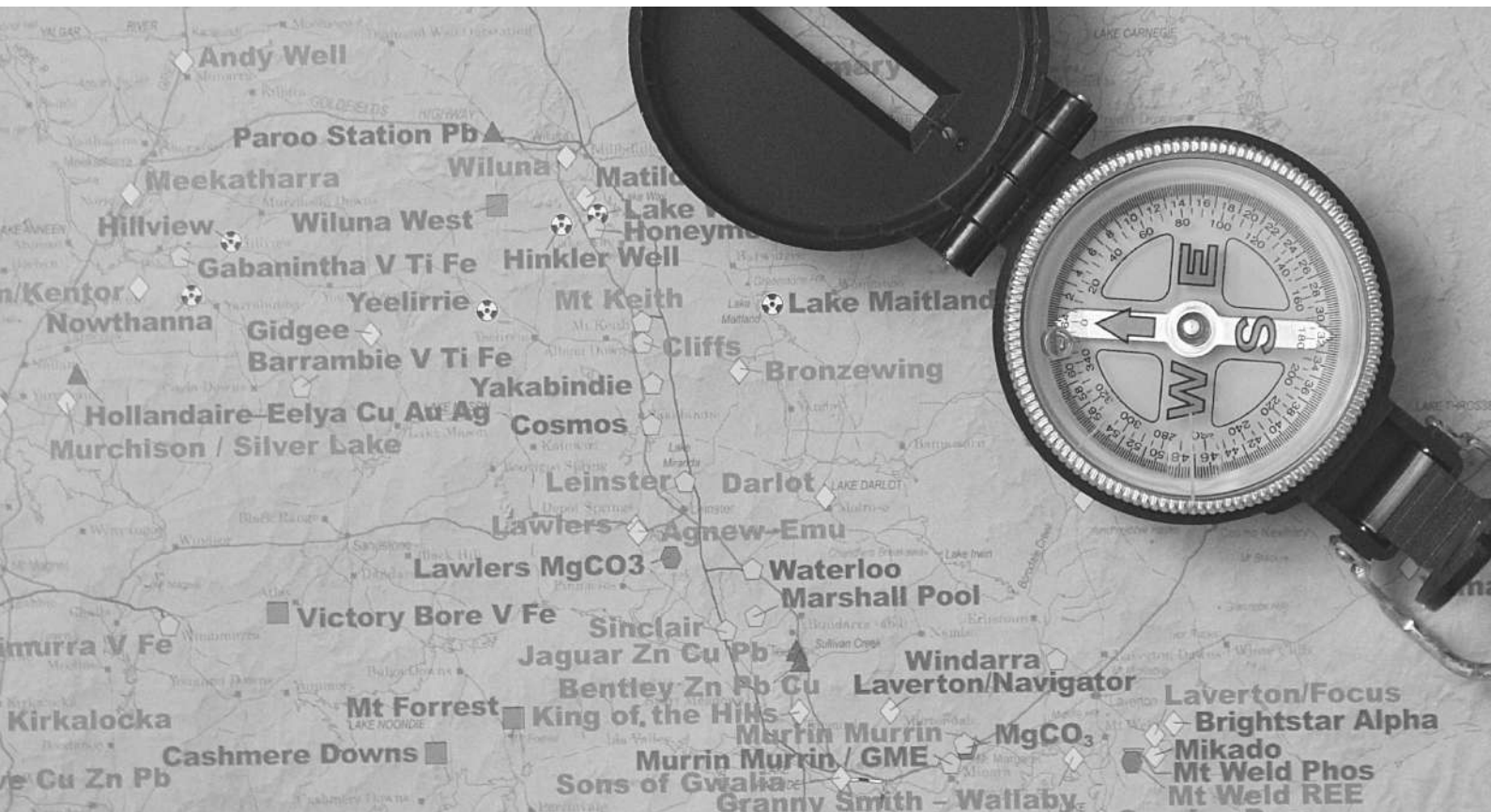
The project aimed at establishing and testing a strategy for cooperation between public funds and ethical and alternative or cooperative funds for the development of specific local/regional financial tools supporting (emerging) social enterprises.

- **First structured financial instrument for social entrepreneurship in Croatia** (Italy, Croatia. CONCLUDED).

The objective of this scheme was to establish financial mechanisms for young entrepreneurs aiming to start new social enterprises in Croatia, as well as for existing SMEs.

- **PROFIT - Promoting Financial Awareness and Stability** (Slovakia, Italy, Greece, Austria, UK. ONGOING).

The project aims at developing a novel, knowledge-aware platform to ensure informed financial decision-making based on knowledge from multi-source, multidisciplinary, heterogeneous groups.



- **A revenue generation approach for scp dissemination in Kenya - SwitchAfrica Green (Kenya, ONGOING)**  
The goal of the project is to contribute to reducing the environmental footprint of Kenyan Micro Small and Medium Enterprises (MSMEs) in agribusiness and with specific regard to the mango, coffee and dairy sectors, while strengthening their ability to compete in local and international markets.

- **Transaction cost support for social enterprise finance (Italy, ONGOING)**  
The objective of the call is to test a transaction cost support scheme in the form of a grant to be combined with financial instruments as a means to address the mismatch of needed and sustainable ticket sizes. More particularly, it aims at catalysing smaller risk-capital investments of below EUR 500 000 that otherwise would not happen. SEFEA Consulting is in charge of the financial reporting.

# TECHNICAL ASSISTANCE

## - **Unlocking the EFSI for Social Services**

(Contractor: European Association of Service providers for Persons with Disabilities. CONCLUDED).

The study provides specific and practical information on what kind of financial support from the European Fund for Strategic Investments (EFSI) could be accessible to social service providers.

## - **SwitchMed** (Contractor: SCP/RAC. ONGOING).

SwitchMed is a EU-funded initiative that supports and connects stakeholders to scale up eco and social innovations in the Mediterranean (Algeria, Egypt, Israel, Jordan, Lebanon, Morocco, Palestine, Tunisia). It provides all Mediterranean stakeholders with tools and connections for their social and eco innovation projects in order to achieve productive, circular and sharing economies in the Mediterranean.

## - **Report on principles of Ethical banks**

(Contractor: Ethic Finance PLC. CONCLUDED).

Study providing an overview of the ethical principles to be integrated in the design of an ethical financial institution, providing practical examples and references to good practices developed by ethical banks in Europe. The report will be used as a reference for the development of an ethical bank in Bulgaria.





- **FEBEA Secretariat** (Contractor: European Federation of Ethical and Alternative Banks and Financiers. ONGOING).  
Management of the Presidency Secretariat, including: organization of meetings of the social bodies and support for the drafting of relevant documents; communication tools management; first contact point for information requests; assisting and supporting members in submitting proposals for European calls; support in relations with the European institutions; coordination of research activities on ethical finance issues; support in the management and development of relations with European strategic networks and partners.

- **OSCE GEMS Award** (Contractor: Organisation for Security and Cooperation in Europe. ONGOING).  
It will provide a small grant to the best business ideas submitted by young Green Entrepreneurs from the Mediterranean, so they can turn their idea into a business.

- **Mapping exercise - overall report - 37**  
- **PRO124WED-2017** (Contractor: Union for the Mediterranean. ONGOING).  
Report putting together all the information collected through national mapping exercises in the MENA, highlighting the gaps and providing recommendations for new innovative instruments to address the financing needs of green enterprises.



# FINANCIAL ADVICE

## - **Jacopo Fo**

Support in the definition of the financial sustainability of an eco-village project.

## - **La Nuova Terra**

Support in the financial restructuring of the company.

## - **Ecor-NaturaSi**

Assisting the implementation of a financial solution to support the agricultural enterprises of its network, including the provision of funds to its customers.

## - **Microcredito per l'Economia Civile e di Comunione S.C.**

Creation of a web application for the management of microfinance financial operations and for impact analysis on beneficiaries.

## - **Beghelli Servizi srl**

Search for capital and investment for the development of the company.

## - **Fondazione Con il Sud**

Study to assess the feasibility of a specialised investment tool in which to convey mission-related investments.

## - **Solidarity & Energy SpA**

Analysis and assessment of the economic and financial reliability of its beneficiaries





## STAFF

SEFEA CONSULTING srl carries out its activities thanks to the commitment of its staff, which has gained a strong experience working for the founding partner SEFEA Holding S.C. Coordinating and senior expertise are brought by its Sole Administrator, Mr. Fabio Salviato.



# FABIO SALVIATO - SOLE ADMINISTRATOR

Mr. Fabio Salviato has over twenty years of experience in the field of ethical finance. Founder and Chairman of CTM-MAG (then ETIMOS), Banca Popolare Etica and Etica SGR. Former Chairman of FEBEA and current CEO of SEFEA S.C., he is also a member of the GECES - Expert Group of the European Commission on Social Entrepreneurship. He has also been Board member of a number of companies that he contributed to get off the ground, such as CoopEst and CoopMed, Belgian investment companies dedicated to financial support for the social economy in Eastern Europe and the Middle East and North Africa, respectively.

## **Management:**

- SEFEA IMPACT SGR SpA, CEO (2016-)
- SEFEA CONSULTING srl, CEO (2013-)
- SEFEA S.C., General Manager (2011-)
- ETICA SGR, President (2000-2011)
- BANCA POPOLARE ETICA, President (1998-2010)

## **Speaker at International Meetings on Ethical and Social Economy:**

- Member of GECES, *Brussels*
- "Social Entrepreneurship: A Tool for Addressing Local Development, Youth Employment and Social Needs", *Crete*
- "Unlocking the Potential of the Social Economy for EU Growth", *Rome*
- "New Social Deal - Human Freedom and Financial Security", *Lisbon*
- "Role of cooperative and savings banks in territorial cohesion", *Zagreb*
- Bocconi University, *Milan*
- Veneto region
- Institute for the diffusion and valorisation of scientific culture, *Naples*
- University of Urbino
- University of Turin