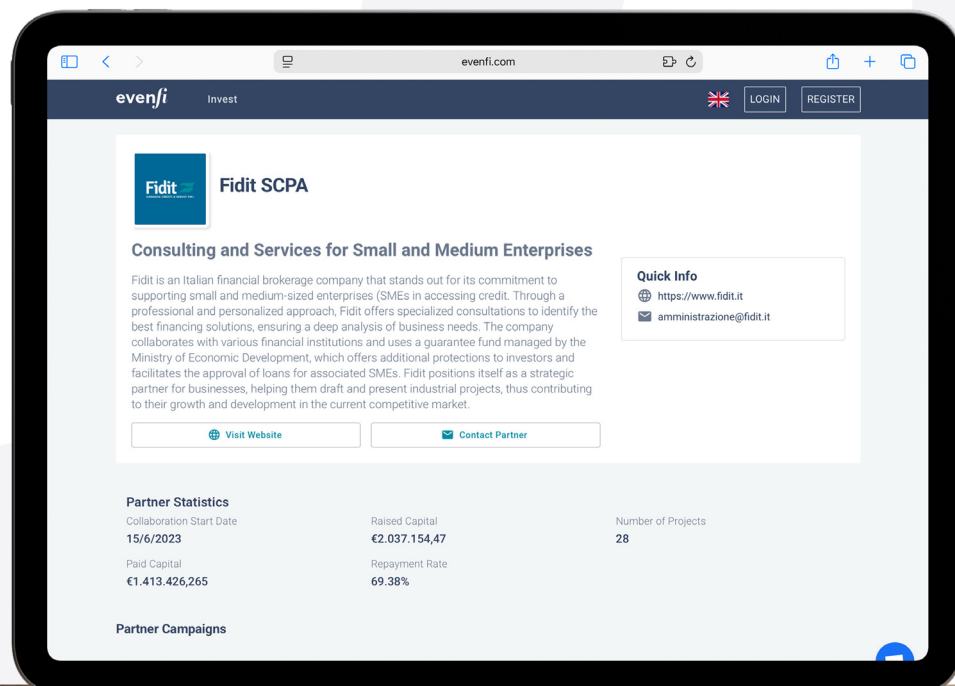


EvenFi and FIDIT:

A Partnership for Sustainable SME Financing

In an economic context where Italian small and medium-sized enterprises (SMEs) face challenges in accessing traditional financing, innovative solutions like crowdlending offer an opportunity to support growth and innovation. EvenFi, a regulated crowdfunding service provider in Europe, has established a strategic partnership with FIDIT, a leading mutual guarantee company in the field of credit guarantees for SMEs. This collaboration integrates EvenFi's expertise in digital platforms with FIDIT's experience in risk assessment and guarantees, creating a safer and more accessible ecosystem for investors and businesses.

This case history illustrates the tangible benefits this partnership has brought to FIDIT, highlighting how it has expanded the mutual guarantee fund's reach in alternative financing, reduced risks, and optimized operational processes.



The Context: EvenFi and FIDIT

EvenFi is a crowdfunding service provider authorized by the Comisión Nacional del Mercado de Valores (CNMV, Spain) with registration number 5, operating in 27 European Union countries. The platform connects retail and institutional investors to SME and startup projects, offering investment opportunities in loans, equity, and real estate projects. With over 500 campaigns completed, more than 20,000 active investors, and a total of €36 million funded, EvenFi stands out for its focus on transparency, regulatory compliance, and project due diligence. Investors benefit from a minimum investment of €20, competitive returns, and an active secondary market, while originators (businesses or intermediaries) access a scalable infrastructure that manages compliance, fundraising, and post-financing servicing.

FIDIT is a confidi with extensive experience in supporting Italian SMEs, operating as a “hub” for complementary finance. Through the Fondo di Garanzia per i Confidi (FGC) and the support of the Ministry of Enterprises and Made in Italy (MIMIT), FIDIT provides credit guarantees, facilitating access to financing for associated businesses across various territorial sectors.

The Challenge and the Solution: The Strategic Partnership

Italian SMEs often face obstacles in traditional crowdfunding due to perceived risks by investors, which can limit fundraising and slow business growth. FIDIT, focused on credit guarantees, sought a technological partner to extend its model to innovative digital tools, thereby expanding its service portfolio without developing a compliant platform from scratch. The partnership with EvenFi, announced in 2023, addressed this need by integrating FIDIT’s guarantees into EvenFi’s crowdlending processes. FIDIT provides an autonomous partial guarantee covering 80% of the nominal amount of each financing – including both capital and interest – for associated SMEs. This guarantee is backed by the MIMIT-funded Risk Fund, with clear procedures for enforcement in case of default: after extrajudicial attempts, EvenFi can activate the mechanism, and FIDIT is required to intervene within specific timelines (three months for initiating legal action and thirty days for payment). This reduces the perceived risk for EvenFi, attracting more investors, while FIDIT gains access to a digital channel to distribute its guarantees.

Implementation and Projects Completed

The implementation of the partnership involved seamless integration between the platforms: EvenFi manages regulatory compliance, fundraising, and project monitoring, periodically sharing data with FIDIT on amounts, delays, and repayments. The selected projects involve SMEs associated with FIDIT, operating in sectors such as manufacturing, services, and commerce, with a focus on the entire Italian territory. So far, the collaboration has supported several crowdlending financings, with amounts ranging from €50,000 to €150,000 per project and durations from 12 to 36 months. Examples include loans for business expansion and investments in innovation, all covered by FIDIT’s guarantee to maximize investor confidence. These projects have demonstrated strong performance, with high repayment rates thanks to the combined support of technology and financial expertise.

Results and Benefits for FIDIT

For FIDIT, the partnership has delivered tangible benefits in terms of operational efficiency and market expansion. Firstly, it has enabled the diversification of guarantee distribution channels, reaching European investors through the EvenFi platform without additional technology investments. This has reduced compliance costs, delegated to EvenFi, and accelerated project launch times from months to weeks.

In terms of results, the collaboration has contributed to an increase in the volume of guarantees issued, supporting over 10 associated SMEs in the first 18 months. Investors have appreciated the increased security, with a reduced risk of default due to the guarantees, leading to broader participation and stable returns. For FIDIT, this translates into a strengthened role as an innovative financial intermediary, with positive feedback from beneficiary companies reporting faster access to capital needed for growth.

Additionally, the partnership has improved monitoring and reporting, providing FIDIT with real-time data for proactive risk management, aligning with the RRF (NextGenerationEU) objectives for supporting innovative SMEs.

Conclusion

The partnership between EvenFi and FIDIT represents an effective model of collaboration between fintech and traditional institutions, demonstrating how the integration of guarantees and digital platforms can facilitate sustainable SME financing. For FIDIT, the benefits – from reduced operational costs to an expanded client portfolio – highlight the value of strategic alliances in the alternative finance landscape. This experience paves the way for further collaborations with other Mutual Guarantee Societies, promoting a more resilient and inclusive ecosystem for the Italian economy..

Summary of the EvenFi-FIDIT Partnership

- **Partnership:** EvenFi, a regulated crowdfunding platform, and FIDIT, a leading confidi, collaborate to finance Italian SMEs through crowdlending, integrating FIDIT's guarantees into EvenFi's digital platform.
- **Benefits for FIDIT:**
 - **Market Expansion:** Access to European investors without investments in proprietary technology.
 - **Cost Reduction:** Compliance and operational management delegated to EvenFi, with reduced project launch times
 - **Increased Security:** FIDIT guarantees on 80% of financings, boosting investor confidence.
 - **Advanced Monitoring:** Real-time data for proactive risk management.
 - **SME Support:** 28 projects funded, exceeding €2 million, with rapid access to capital for growth and innovation