

Synergy Spotlight II

Funding Opportunities for SMEs in the bioeconomy

The Future of Bioeconomy in Central and Eastern Europe, CEE2ACT

Kristina Dely, 4th December 2025



GREET CE

Capacity building project: Green transition in Central Europe
(November 2023 - November 2025)

OBJECTIVES:

- ✓ Increase the capacity of regional innovation ecosystems (especially SMEs) in Central European regions
- ✓ Create the preconditions for successful interregional cooperation in Green Transition

Primary target regions:

- Project consortium:
8 organisations from 6 countries
(HR, HU, PL, RO, SK and SI)



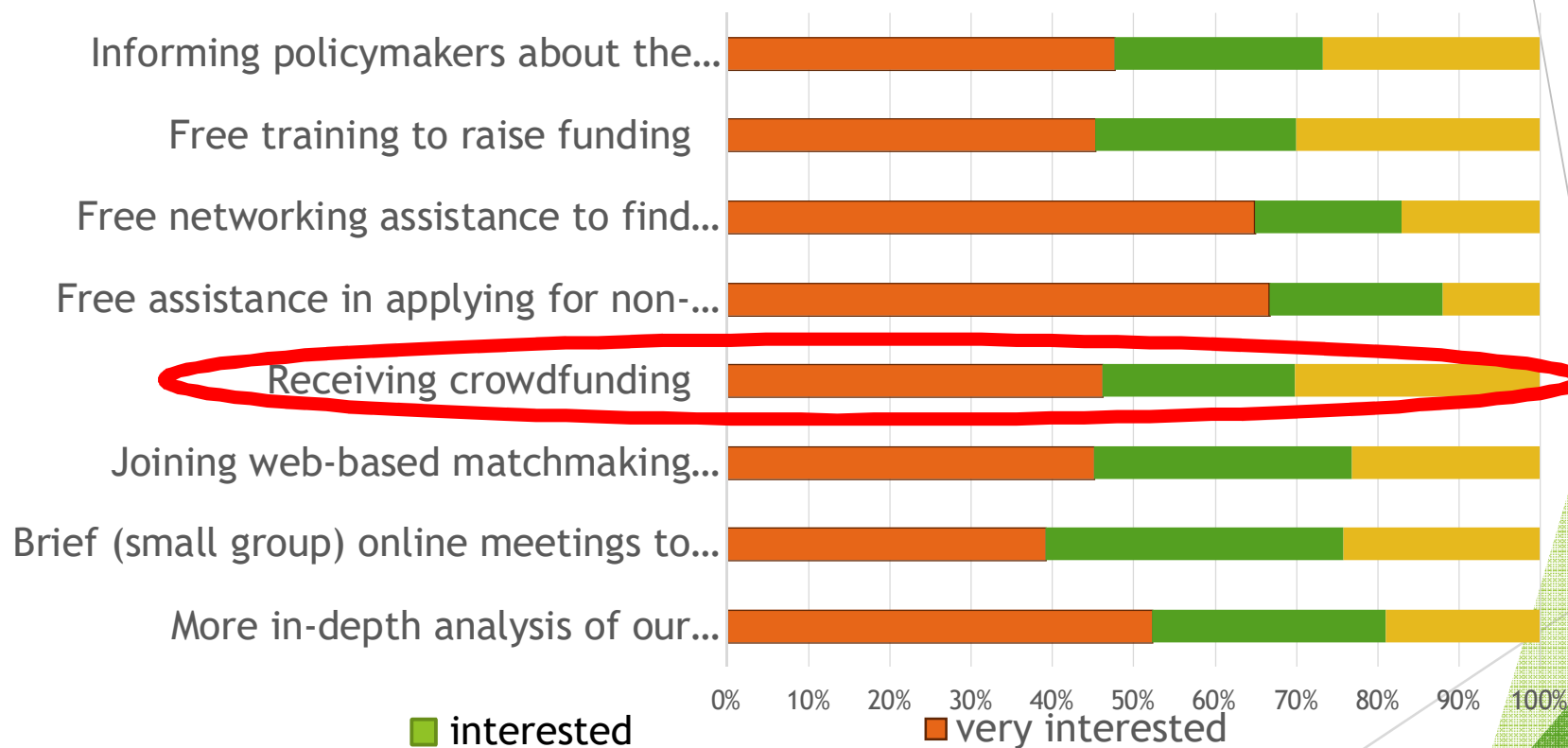
<https://greetce.eu/>

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The GreetCE project (GREETCE) is supported by the European Union's Innovation and Research Programme (GREETCE).

GREET CE survey results: interest in cooperation



We have focused on crowdfunding & matchmaking

WHAT IS CROWDFUNDING?

Raise money online from individual investors using crowdfunding service providers.
Over 1 million people have invested via crowdfunding in the EU.

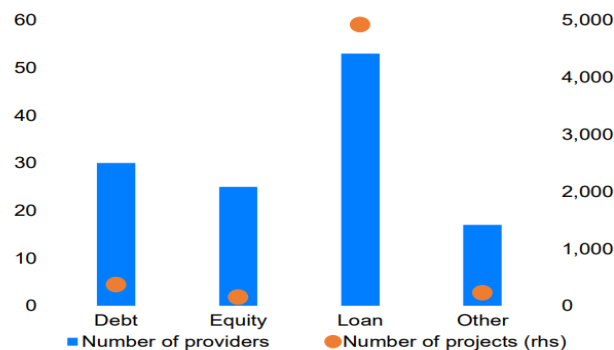
POTENTIAL BENEFITS

- ▶ **Access to capital** - that may not be available from traditional funding sources.
- ▶ **Publicity and marketing** - through social media and traditional media coverage.
- ▶ **Community engagement** (in a municipality, region) for common causes
- ▶ **Partnership and networking opportunities** - by increased visibility
- ▶ **Audience building** - create awareness & gain customers and advocates.



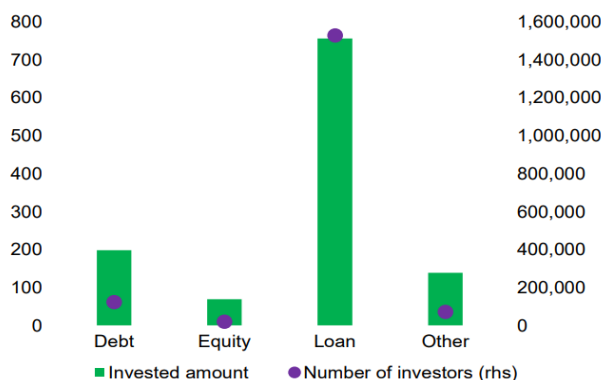
Types and benefits of crowdfunding

Providers by funding type
Most projects are loan-based



Note: Number of EU crowdfunding service providers and number of projects (rhs), by type of funding, 2023. "Other" includes admitted instruments for crowdfunding purposes. Data from 17 NCAs, as detailed in the appendix. Sources: Data reported by NCAs, ESMA

Investing by funding type
Large majority of funding is loan-based



Note: Invested amount, in EUR mn, and number of investors (rhs), by type of funding, 2023. "Other" includes admitted instruments for crowdfunding purposes. Data from 17 NCAs, as detailed in the appendix. Sources: Data reported by NCAs, ESMA.

- ▶ **Crowdlending:**
A loan from a crowd of investors. Relatively predictable cash-flow is needed. It may suit sustainable energy & infrastructure projects.
- ▶ **Equity-based crowdfunding:**
Shares - typically, in startups with high growth potential.
- ▶ **Reward-based crowdfunding:**
In exchange for (a smaller amount of) money, a "reward" is offered. Usually, a product or service of a startup launching a new product or service. It allows the firm to assess market interest in its product or service, generate publicity, an initial customer base and customer feedback.
- ▶ **Donation based crowdfunding:**
donate to support a cause. This model is used by non-profits, social entrepreneurs and startups, where the "return on investment" is not financial, but a social good or some form of community benefit.
- ▶ **Invoice discounting / financing / factoring / accounts receivable financing:**
Firms (SMEs) sell their outstanding invoices at a discount for immediate cash flow.

GREET CE crowdfunding webinar series>

'Crowdfunding impact investments in sustainable energy'



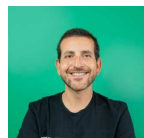
**Benoit
Collas**

[Enerfip](#)

France

Invested
(mEUR)

over 700



**Manuel
Nina**

[GoParity](#)

Portugal

over 50



**Verena
Riedler**

[Klimja](#)

Austria

over 8.5

'Peer-to-peer finance: Invoice trading crowdfunding in Central Europe'



Katja Hančič Mlinarić

[Borza terjatev](#)

Slovenia



Benjamin Berenyi

[Péntech](#)

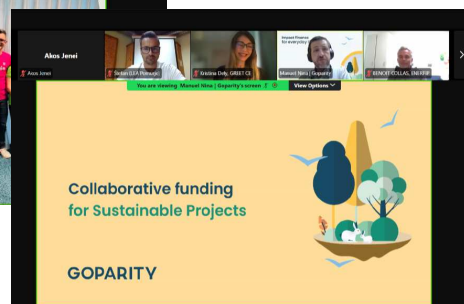
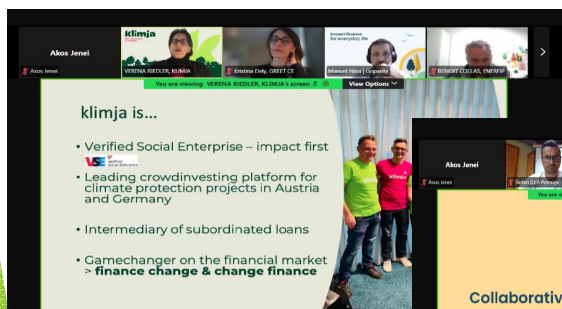
Hungary



Myhajlo Tudorov

[Nekster](#)

Slovenia



Matchmaking & pitch events - trained Hungarian SMEs and boosted their participation



**VIENNA UP festival
pitch&networking, May**



**Finance Training Day,
Budapest in June**



**Blue Economy Pitch event,
Porto, November**



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<https://greetce.eu/news-and-events/>

<https://www.linkedin.com/company/greet-ce-green-transition-in-central-europe/posts/>

THANK YOU!