A snapshot of the social entrepreneurship ecosystem in Russia

Social enterprises in Russia aim to tackle multiple social and economic challenges, targeting various combinations of SDGs.

Most of them are at the start-up or consolidation stage of development.

56% of social enterprises had sales revenues higher than €25,000 in 2020, indicating a more developed market.
TO ACHIEVE LONG-TERM SUSTAINABILITY, GROWTH AND INCREASED SOCIETAL IMPACT, SOCIAL ENTREPRENEURS NEED SPECIFIC SUPPORT FROM INVESTORS FOR IMPACT.

Most of the social entrepreneurs in Russia seek investments for operational as well as infrastructure costs.

![Circle charts showing 72% operational costs, 44% purchase of equipment, machinery, buildings, and 32% working capital.](image)

76% reported that the size of investment they seek is above €50,000, indicating an investment-ready market.

![Bar chart showing investment sizes: 0% <€10k, 24% €10-50k, 40% €51-100k, 20% €101-250k, 12% €251-500k, and 4% >€501k.](image)

Most social entrepreneurs prefer grants or an investment by social / impact investors for the further development of their business model.

![Bar chart showing preferred investment types: 72% Grant from domestic or international donor, 72% Social/impact investor, 44% Angel investor, 40% Support from government funding, 16% Equity, 8% Loan guarantee, 4% Mecenas, 4% Loan from a bank, and 0% Diaspora investment.](image)

Marketing and branding are the main areas where social enterprises need non-financial support.

![Bar chart showing top priorities in non-financial support: 40% Marketing, 40% Brand management, and 32% Sales.](image)