

# Profiting from Impact Investing

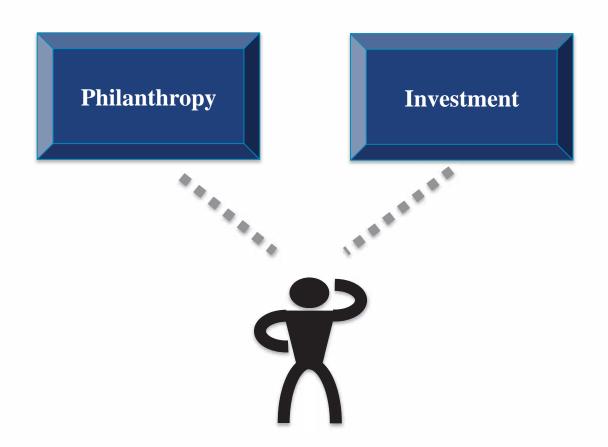
A Different Look at Impactful Sectors



# Getting to Know Each Other



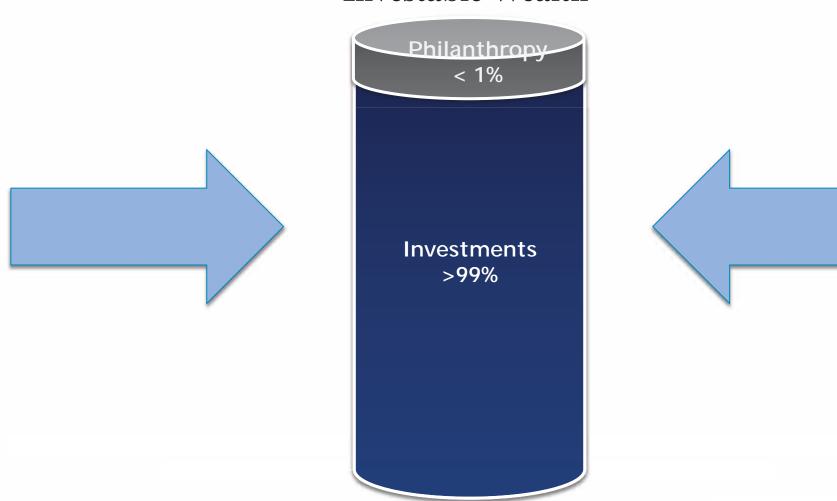
# Investor "Buckets"





# Need to Engage the 99%

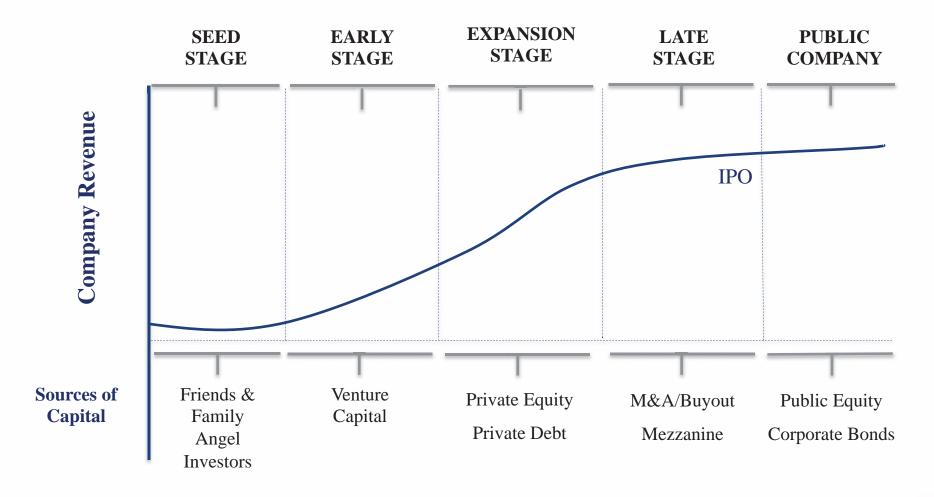
# \$51 Trillion U.S. in Individual Investable Wealth





# Investing 101

### **Growth Stages of a Company**





	Finance-only			Impact I	nvesting	Impact-only	
	Traditional	Responsible	Sustainable	Financial First	Impact-first	Philanthropy	
	Competitive Returns						
		Negative Screening	Using ESG as a Beta l	inder			
				Quantifiable Positive l	impact impact		
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Debt							1
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h							Public
Cash							1
							Private

# Impact Investing

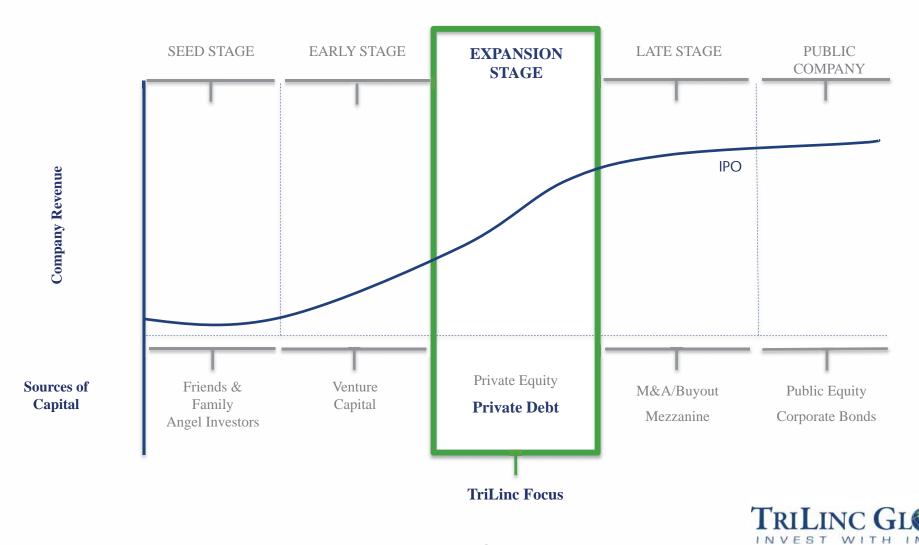
Impact investing is first and foremost, **an investment**. It is an investment with an **intentional** strategy to create both **financial** and **social** returns that are **actively managed** 





# Target Companies

# TriLinc is focused on providing growth capital to established businesses in select developing economies



### Nature of the Loans

### **TRADE FINANCE**

- Maturities < 1 year</li>
- Collateral coverage ratio > 1.25x
- U.S. dollar transactions
- Offshore collateral trusts
- Multiple layers of coverage
  - Primary collateral
  - Secondary collateral
  - Guarantees
- Insurance

### **TERM LOANS**

- 1 3 year loans
- Collateral coverage ratio > 1x
- U.S. dollar lending
- Offshore collateral trusts
- Multiple layers of coverage
  - Primary collateral
  - Secondary collateral
  - Guarantees



### Institutional Class Sub-Advisors





# EXAMPLES

## Impact Tracking and Reporting

With a focus on economic development, the TriLinc Global Impact Fund will track Economic impact metrics for all borrower companies and additional metrics as selected by the companies

SOCIAL	ECONOMIC	ENVIRONMENTAL
<ul> <li>Access to Clean Water</li> </ul>	<ul><li>Job Creation</li></ul>	<ul> <li>Pollution Reduction</li> </ul>
<ul> <li>Access to Healthcare</li> </ul>	<ul><li>Wage Growth</li></ul>	<ul><li>Water Conservation</li></ul>
<ul> <li>Access to Education</li> </ul>	<ul><li>Increase in Employee</li><li>Ownership</li></ul>	<ul><li>Land Reforestation</li></ul>
<ul><li>Access to Financial Services</li></ul>	<ul><li>Profitability Improvement</li></ul>	<ul><li>Energy Efficiency Improvements</li></ul>
<ul> <li>Affordable Housing</li> </ul>	<ul><li>Increase in Taxes Paid</li></ul>	<ul> <li>Increased Recycling</li> </ul>



# Case Study – Trade Finance



Investment Spotlight

#### **Meat Processor**

#### South Africa

#### Investment Overview

TriLinc Global Impact Fund ("TriLinc") has provided trade financing to a South African company engaged in agriculture for feed, feedlot and meat processing facility operations. Established in 1986, the company supplies meat to large, well-established local supermarket chains and outlets. TriLinc's loan is supported by a purchase and repurchase agreement that is secured by livestock feed inventory. The financing is expected to support the borrower's continued growth efforts through the expansion of its distribution network and the addition of more retail outlets in the underserved low- to middle-



income market. With this growth, the company anticipates that it will create more jobs and expand its employee base. In addition to being one of the largest employees in the rural heartland of South Africa's cattle country, the company provides its employees and their children with access to education and day care services, funds a soup kitchen and makes additional food donations to charitable organizations serving the communities where it operates. The borrower takes environmental considerations into account in all aspects of its operations, with a special focus on reducing its dependence on chemical fertilizers and non-renewable energy sources.

#### Investment Highlights

Investment Type Senior Secured Trade Finance

Structure Purchase and Repurchase Loan Facility

Facility Amount\* \$1,000,000

Interest Rate<sup>1</sup> 12.50%

Sector Agriculture

Collateral Coverage Ratio 1.17x

Primary Impact Objective Job Creation

This is neither an offer to sell nor a solicitation of an offer to buy the securities described herein. An offering is made only by a prospectus to individuals who meet minimum suitability requirements. This sales literature must be read in conjunction with a prospectus in order to understand fully all the implications and risks of the offering of securities to which it relates. A copy of the prospectus must be made available to you in connection with the offering described herein. Neither the Attorney General of the state of New York, nor any other state securities regulators, have passed on or endorsed the merits of this offering. Any representation to the contrary is unlowful.

#### Market Overview

South Africa is classified as an upper middle income country by the World Bank. Real GDP growth during 2009-2012 has averaged just over 3%. Major exports include gold, diamonds and platinum.

South Africa meets TriLine's country standards for performance across relevant growth, stability and access metrics. \* In 2013, it ranked 41.\* in the world and third across the region on the World Bank's Ease of Doing Business index. \* As the second largest economy in Sub-Saharan Africa, the country has benefitted from the estimated \$32 billion of foreign direct investment in the region in 2013. \* Across Sub-Saharan Africa, robust domestic demand has helped spur real regional GDP growth of up to 4.7% in 2013 with overall regional GDP growth projected to improve to 5.3% in 2014. \*



#### Additional Impact Highlights

- The company's co-sponsored school offers an accredited education curriculum and agricultural training to 400 students.
- The company's soup kitchen provides meals to 500 disadvantaged community members, and employees help prepare and serve the meals.
- The company is a member of the South African Feedlot Association and promotes the Five Rights of Animals through livestock pens designed to minimize stress and disease, rations formulated by a nutritionist to optimize animal health and specially designed trucks to reduce transportation stress and
- The company's meat processing facility is one of only three in South Africa that is HACCP (Hazard Analysis
  Critical Control Point) compliant. HACCP certification ensures food safety practices from raw materials
  and procurement through manufacturing, distribution and consumption.

Borrower Company Certifications:







- <sup>1</sup> This metric is not a measure of TriLinc's investment performance nor is it necessarily indicative of distributions which TriLinc may provide to investors.
- The collateral coverage ratio is the level of collateral documented in relation to the loan amount.
- World Bank, World Development Indicators Database, 2014.
- \*There is no assurance that our investment in this company or this market will be successful.
- 9 World Bank, Doing Business 2014, October 2013

#### RISK FACTORS

There is no guarantee that TriLinc's investment strategy will be successful, Investment in a non-listed LLC like TriLinc involves significant risks including but not limited to: no secondary market; limitation on liquidity, transfer and redemption of units; distributions made may not come from income and, if so will reduce the returns, are not guaranteed and are subject to board discretion; TriLinc is dependent upon its advisor and sub-advisors to select investments and conduct operations; and TriLinc's advisor will face conflicts of interest. TriLinc is not suitable for all investors.

TriLinc carries significant fees and charges that will have an impact on investment returns. Information regarding the investment provided by TriLinc Advisors, LLC. This is a speculative security and, as such, involves a high degree of risk. Investments are not bank guaranteed, not FDIC insured and may lose value or total value. Securities offered through SC Distributors, LLC, an affiliated dealer manager and member FINRA and SIPC.



<sup>\*</sup> The facility amount represents the current amount that is available to the borrower under our agreement. This amount may change over time.

# Case Study – Term Loan



Investment Spotlight

### Food Processor

#### Investment Overview

Tritine Clobal Impact Fund has provided financing to a Peruvian company engaged in the purchase, processing, paciaging export and sale of finats and vegetables. The borrower articipates that the financing will allow it to expand its saled and fresh cuts business, thereby supporting the growth of small-scale farmers from the highlands of Lima. The company's customers include large food brands and US-based restaurant chains. The loan is secured by collateral held in two independent trusts and also includes the personal guaranty of the principal shamholder. Prest of the company's employees are located in Perula main port of Callac. Its CEO has worked extensively with smallholder fruit and vegetable producers in Peru to improve product quality and promote business sustainability. For example, the



company provides technical assistance to the producers, including advice for optimizing productivity, and training on efficiency and quality control. The borrower's NACCP and CPP system certifications for their processing business were completed by SSCs, a leading international inspection, verification, testing and certification firm. These certifications help demonstrate the company's food safety management and product quality assurance systems are of the highest calculate.

Investment Highlights				
Investment Type	Term Loan			
Structure	Secured term loan due 11/29/14			
Facility Amount®	\$576,000			
Interest Rate	13.00%			
Sector	Food Products			
Collateral Coverage Ratio <sup>1</sup>	1.25x			
Primary Impact Objective	Job Creation			

<sup>\*</sup> The Euclin amount represents the lash bolimae of day of Eindrick

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#### Market Overview

Peru is the seventh largest economy in Latin America and is classified as a middle income country by the World Bank.<sup>1</sup> Real GDP growth over the last 5 years (2008-2012) has averaged more than 6.5%.<sup>3</sup> Since 2002 (2002-2012), neal GDP growth has averaged nearly 6.4%.<sup>4</sup> Major export sectors include copper; gold, zinc, textiles, chemicals, pharmaceuticals, machinery and fish meal.

Peru meets TriLinc's country standards for its performance across relevant growth, stability and access metrics.<sup>3</sup> It has been one of the fastest, growing economies in the world in recent years, with a steadly improving macroeconomic environment including foreign reserves.<sup>4</sup> In 2013, it ranked second out of 32 countries in Latin America and the Caribbean on the World Bank's Ease of Doing Business index.<sup>5</sup>



#### Additional Impact Highlights

- Most of the company's vegetable and fruit produce are purchased from Small and Medium Enterprise (SME) suppliers throughout Peru.
- The company's partnerships with leading international food companies require it to prioritize and maintain international food safety standards.
- In addition to offering technical assistance to small producers, the company contracts with a local utility company to advise and assist roughly 150 smallholder farmers located south of Lima with energy efficiency and power-related issues.
- Through its strategic alliance with an international food brand, the company has leased an ultra-high pressure processing (UHPP) machine for its avocado processing business, which reduces energy usage while upholding the sensory and nutritional quality of its products.

Barower Company Certifications



- This ment is not a measure of she Fund's investment performance run is it recessively indeptive of distributions which the fund may provide as investors.
- \* The collisional assenge risks is the amount of collisional the borrower must maintain in relation to the burn amount.
- 3 IWF, World Economic Ouclock Doubline, April 2013
- , WA 5013
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- \*World Bank, World Development Indicators Database, 2013.
- \*World Block, Doing Business 2014, October 2013

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# Flagship Fund – TriLinc Global Impact Fund

• Fund structure: SEC registered, non-traded LLC

Offering size: \$1.50 billion (including DRIP)

• Minimum investment: \$2,000

• Share classes: A, C & I

• Investment objective: Yield, stable value, and modest capital appreciation

Target dividend yield:
8% annual yield on NAV, paid monthly

Target fund duration: 2 years

Investment strategy: Developing economy private debt (SME loans)
 Sub-advisor model – institutional track records

Optimally structured for low default risk

Impact: Focused on economic development

- Borrower-specific objectives
- Borrower and portfolio level impact reports

TRILING GLOBAL