TRILINC GLOBAL

We will begin at 10:00am PT/1:00pm ET.

Thank you for joining us!

TRILINC GLOBAL

THE BENEFITS OF OFFSHORE DIVERSIFICATION

July 25th 2019

Disclaimer

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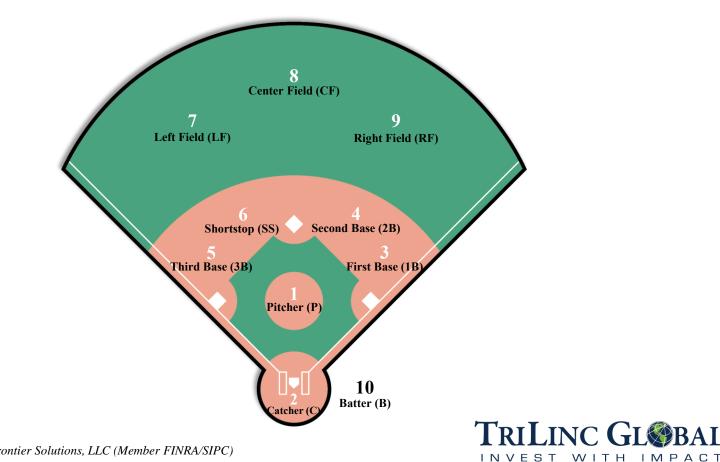
Webinar Overview

- Diversification Defined
- Diversification Benefits
- Importance of Global Diversification
- Achieving Global Diversification
- The Case for Private Debt
- The Case for Private Assets in Emerging Markets
- Evidence of Success



What Is Diversification?

Practically, diversification is holding investments that will react differently to the same market or economic event. The goal is to smooth out unsystemic risk events in a portfolio, so that the positive performance of some investments neutralizes the negative performance of others.



Diversification Illustrated

Diversification Benefits



Key Benefits of Diversification?

Compounding returns and avoiding large losses is key to portfolio growth.

Potential portfolio investment loss	Gain required to get back to even
-10%	+11%
-20%	+25%
-30%	+43%
-40%	+67%
-50%	+100%
-60%	+150%

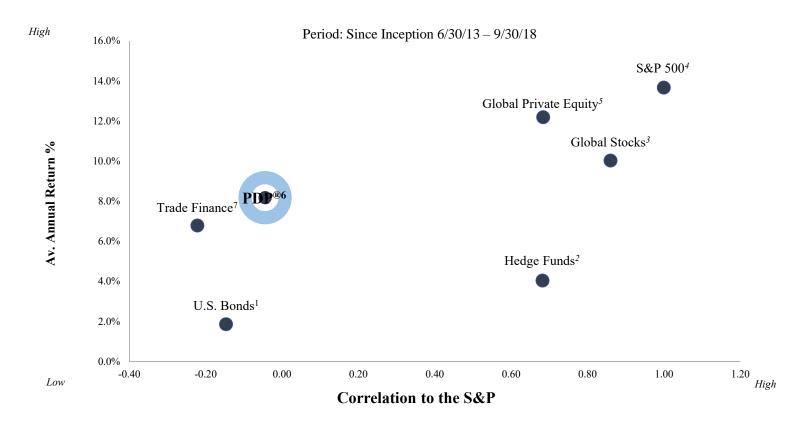
Negative Compounding

When there is a downturn, investment losses are difficult to make up. For example, a 50% loss would require a 100% gain just to break even (the concept of negative compounding).

Source: Wakina Consulting Inc. 2016. For illustration purposes only. Securities offered through Frontier Solutions, LLC (Member FINRA/SIPC)



Benefits of Diversification - Low Correlation



Please see footnotes on Slide 32.

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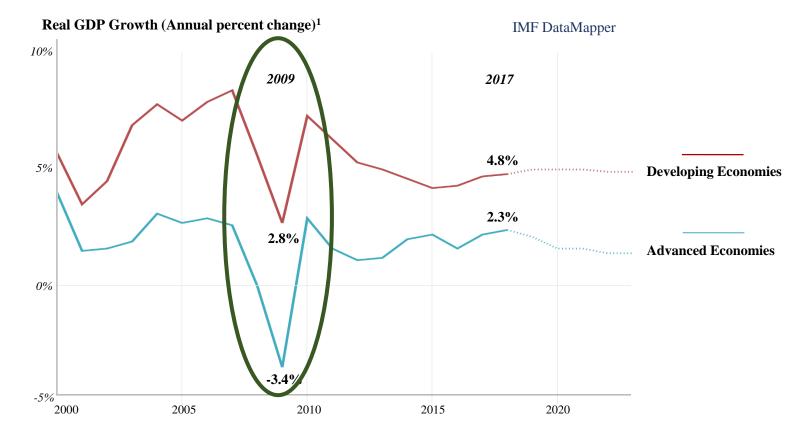
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Importance of Global Diversification



Global Diversification is Important

Developing economies have seen strong GDP growth over the last decade and during the global financial crisis, GDP never went negative.



Source: IMF World Economic Outlook, April 2018

¹Weighted by purchasing-power parity. Includes all historical IMF revisions to developing and advanced economy GDP growth figures + Projection.



Global Diversification is Important

International public securities no longer offer non-correlation benefits. International and US stocks are now closely correlated.



US vs International Stock Returns (% q/q)

Sources: iShares MSCI ACWI ex US ETF (International Stocks); SPDR S&P 500 ETF (US Stocks) Securities offered through Frontier Solutions, LLC (Member FINRA/SIPC)



So, how else can you achieve global diversification?



Common Types of Private Assets









Private Equity/ Venture Capital



Private Debt



Hedge Fund Returns are on the Decline



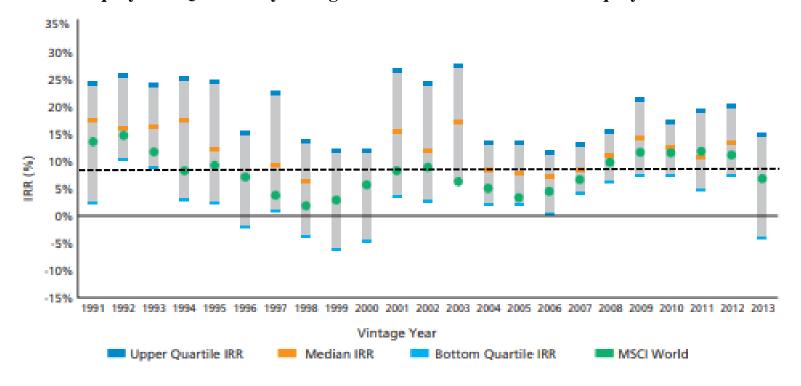
Historical Hedge Fund Returns (% y/y)

Source: Barclay Hedge Fund Index Historical Data Securities offered through Frontier Solutions, LLC (Member FINRA/SIPC)



Private Equity Offers Selective Opportunity

10 out of 23 years, the Median IRR was below 10% (double digits)



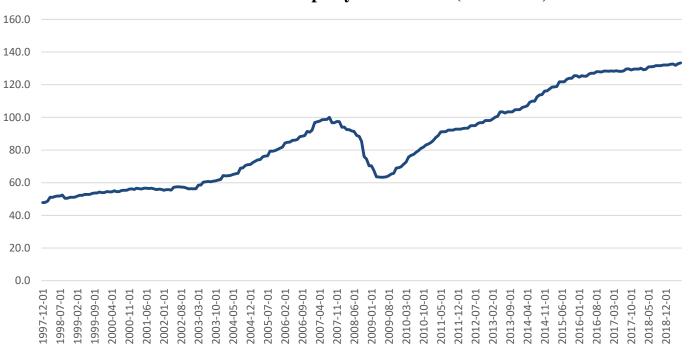
Private Equity IRR Quartiles by Vintage Year. Performance of Private Equity since 1991.

Source: Hamilton Lane Fund Investment Database (November 2015) MSCI World, net reinvested Dividends. Benchmark calculated as PME (Public Market Equivalent) using all private equity pooled cash flows.



Real Estate Valuations are High

How high can they go?



U.S. Commercial Property Price Index (1997-2018)

Green Street's Commercial Property Price Index is a time series of unleveraged U.S. commercial property values that captures the prices at which commercial real estate transactions are currently being negotiated and contracted. Features that differentiate this index are its timeliness, its emphasis on high-quality properties, and its ability to capture changes in the aggregate value of the commercial property sector. All Property CPPI weights: retail (20%), office (17.5%), apartment (15%), health care (15%), industrial (10%),

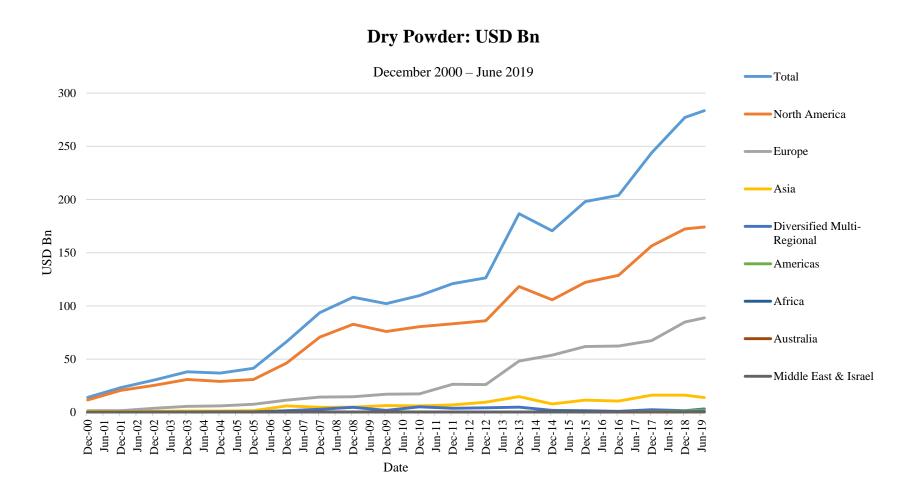
lodging (7.5%), net lease (5%), self storage (5%), manufactured home park (2.5%), and student housing (2.5%). Retail is mall (50%) and strip retail (50%). Core Sector CPPI weights: apartment (25%), industrial (25%), office (25%), and retail (25%).

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The Case For Private Debt



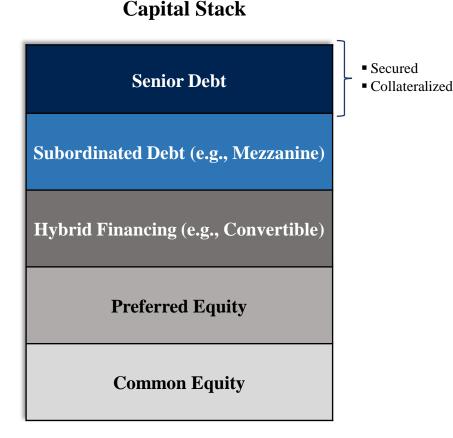
Dry Powder



Source: Preqin

Tradeoffs – Risk/Reward

Seniority



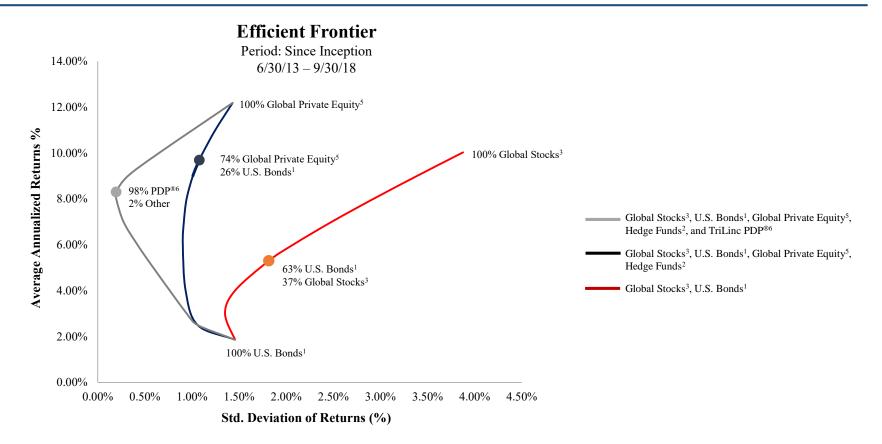
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Currency Risk

- Hedging (if needed) is easier for Private Debt because cash flows are scheduled per an amortization schedule
- According to the Emerging Market Private Equity Association (EMPEA), there are two critical gaps in the market that leave Emerging Market PE investors largely unable to hedge currency risk:
- 1. Lack of suitable products for PE
- 2. Lack of solutions covering the holding period of the investment



Improved Risk/Return Characteristics



Please see footnotes on Slide 32.

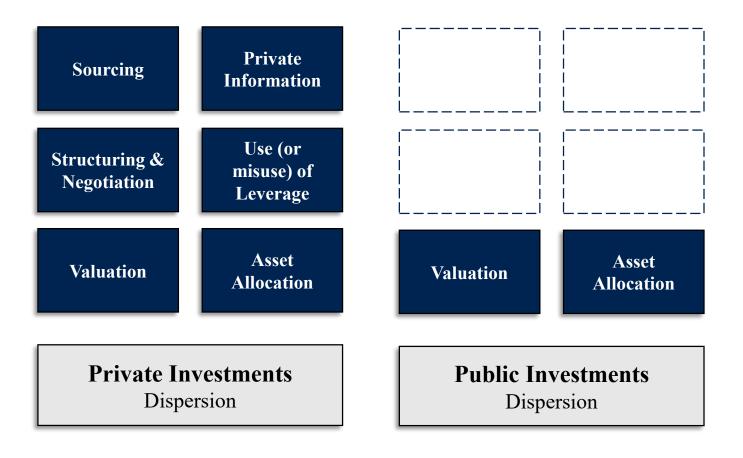
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Opportunity for Alpha

The wider array of value levers and risk drivers in private markets can result in greater performance dispersion vs. public markets.



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The Case for Private Assets in Emerging Markets



Emerging Markets Investment Opportunity

"Emerging markets represent the biggest growth opportunity in the history of capitalism...

...by 2025, annual consumption in emerging markets will reach \$30 trillion."

McKinsey & Company, Winning the \$30 Trillion Decathlon, 2012



The Case for EM - Demographics As A Driver

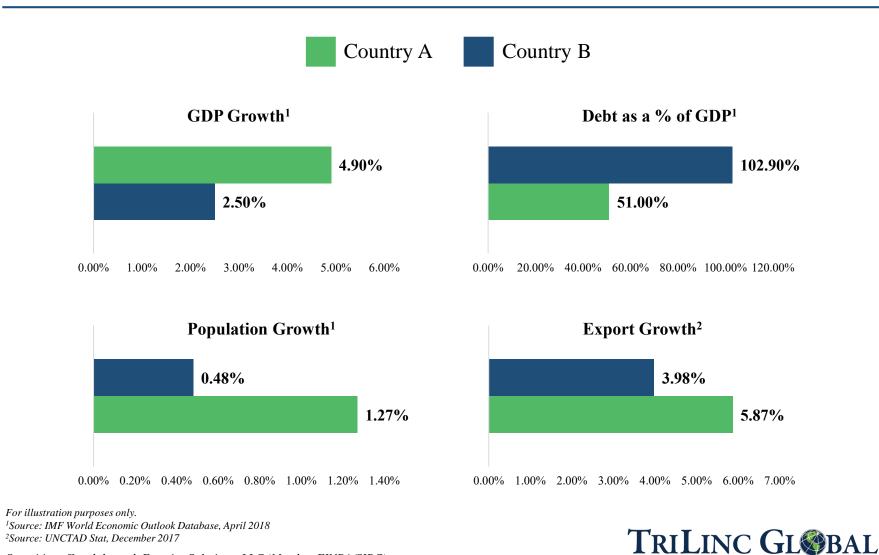
Billions Less Developed Countries More Developed Countries

World Population, **1950-2050**¹

Year

¹Source: United Nations Population Division, World Population Prospects, the 2012 Revision (Medium Variant). Securities offered through Frontier Solutions, LLC (Member FINRA/SIPC) TRILINC GLOBAL

Where Would You Invest?



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INVEST WITH IMPACT

The Case for Private Assets in EM

Across asset classes, *developed markets* are experiencing an *over allocation of capital* resulting in *above average penetration rates*, while *emerging markets* are experiencing an *under allocation of capital* resulting in *lower penetration rates*.

	Developed Markets	Emerging Markets	
Under-Allocated Market	*		80% of private assets are concentrated in developed markets , whereas only 20% of assets are allocated to rest of world ¹
Lower Capital Penetration	*	~	Penetration rates of private assets in emerging markets are approximately 1/5th that of developed markets ²
Higher Expected Returns	*	~	Banks in developing economies realize average interest rates that are at least 6% higher than the developed economy average ³

¹Source: McKinsey Global Private Markets Review 2017 ²Source: EY Global PE Watch 2017

³Source: Bank Financing for SMEs around the World, Beck, Demirguc-Kunt, Soledad Martinez Peria 2008



Evidence of Success



Higher Gross Returns

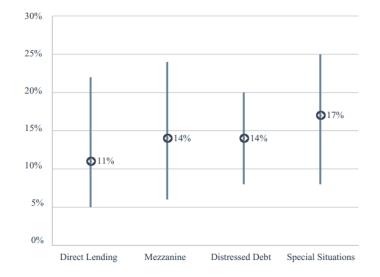
Below are key findings from EMPEA's recently released report: "Private Credit Solutions: A Closer Look at the Opportunity in Emerging Markets."

Overall target IRRs and interest rates in emerging markets exceed those for equivalent developed market strategies.

Average Target Returns of Survey Respondents in USD – Gross IRR and Gross Cash Multiple

Location	Senior Debt	Mezzanine	Distressed Debt	Special Situations
Africa	13%; 1.5x	17%, 1.8x	18%, 1.9x	19%, 2.1x
China	17%, 1.3x	20%, 1.4x	20%, 1.5x	21%, 1.8x
India	13%, 1.4x	17%, 1.6x	20%, 1.8x	21%, 1.9x
Other Emerging Asia	14%, 1.3x	17%, 1.6x	20%, 1.6x	18%, 1.6x
CEE/Turkey/CIS	14%, 1.7x	17%, 1.8x	20%, 1.9x	21%, 2.2x
Latin America	14%, 1.5x	19%, 1.9x	20%, 2.1x	22%, 2.0x
Middle East	12%, 1.3x	17%, 1.6x	25%, 2.0x	21%, 1.9x
United States	6.5%, 1.2x	10%, 1.4x	15%, 1.7x	17.5%, 1.9x
Western Europe	7%, 1.2x	12%, 1.2x	17%, 1.7x	18%, 1.8x

Range and Average Interest Rate Charged to Investees by EM Private Credit Firms in USD



Slide courtesy of EMPEA © July 2019

Source: EMPEA Emerging Market Private Credit Survey (conducted March 2019), as published in EMPEA Webcast: Private Credit Solutions in Emerging Markets.

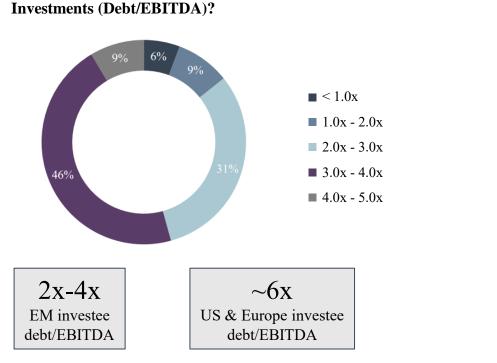


Lower Leverage Levels

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Leverage at the investee and fund level are lower than in developed markets.

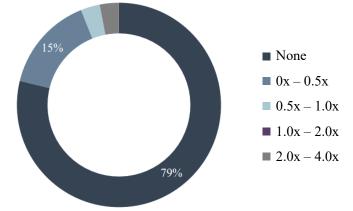
What Is the Total Leverage Level, on Average, of Your



Slide courtesy of EMPEA © July 2019

Source: EMPEA Emerging Market Private Credit Survey (conducted March 2019), as published in EMPEA Webcast: Private Credit Solutions in Emerging Markets. Securities offered through Frontier Solutions, LLC (Member FINRA/SIPC)





0x-0.5x Leverage operated at the fund level for most EM private credit funds



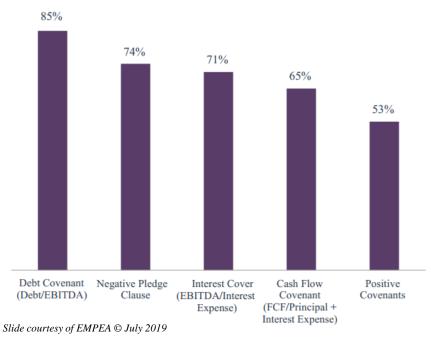
Better Downside Protection

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EM strategies rely heavily upon a variety of covenants, comparing favorably with current lending terms in developed markets, and many firms are lending in hard currency.

Types of Covenants Typically Used with EM Private Credit Investments (% of Respondents)

Percentage of Respondents Lending in Hard Currency (USD, EUR) Versus Local Currency



25%
22%
Local Currency
Hard Currency
Both

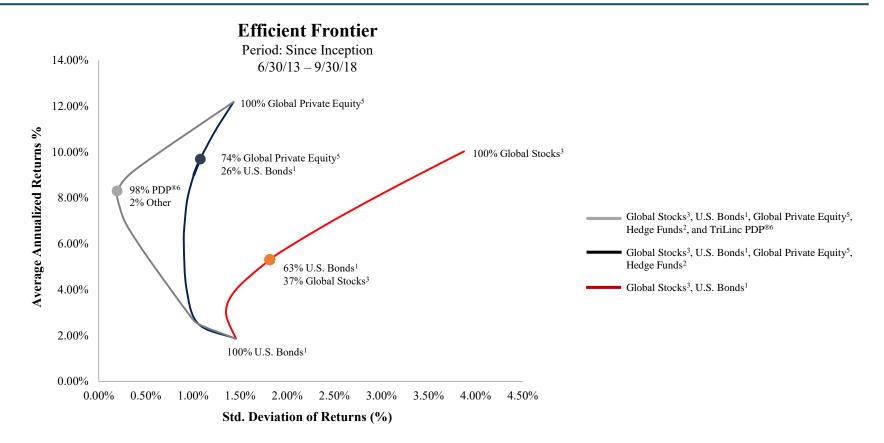
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Source: EMPEA Emerging Market Private Credit Survey (conducted March 2019), as published in EMPEA Webcast: Private Credit Solutions in Emerging Markets.

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Footnotes

Slide 8:

Methodology: The correlation analysis was conducted using quarterly returns (%). Average annualized returns (%) are displayed for reference, and were calculated using average quarterly return (%) results. The analysis was conducted from 6/30/13 to 9/30/18, providing 21 data points for each asset class. While 30 samples is generally considered a boundary between small and large samples, Private Debt Plus[®] is limited by historical return results.

Slides 20, 31:

Methodology: The efficient frontier was constructed using average annualized quarterly returns (%) and no risk-free asset. Using a weighted covariance table, the lowest variance for a given expected return was discovered using mean variance optimization. Equivalently, a portfolio lying on the efficient frontier represents the combination offering the best possible expected return for given risk level for each portfolio. The optimal allocation was discovered by maximizing the slope, providing the highest return to risk ratio. The analysis was conducted from 6/30/13 to 9/30/18, providing 21 data points for each asset class. While 30 samples is generally considered a boundary between small and large samples, Private Debt Plus[®] is limited by historical return results.

Slides 8, 20, 31:

¹iShares Core US Aggregate Bond ETF (AGG) seeks to track the investment results of an index composed of the total U.S. investment-grade bond market.

²HFRI Asset Weighted Composite Index is designed to capture the breadth of hedge fund industry performance trends across all strategies and regions. The index is weighted according to the AUM reported by each fund for the prior month.

³iShares MSCI ACWI ETF(ACWI) seeks to track the investment results of an index composed of large and mid-capitalization developed and emerging market equities.

⁴SPDR S&P 500 ETF (SPY) seeks to provide investment results that, before expenses, correspond generally to the price and yield performance of the S&P 500® Index which is a diversified large cap U.S. index that holds companies across all eleven GICS sectors

⁵Preqin Private Equity Quarterly Index. This is a money-weighted index that uses fund-level cash flow transactions and net asset values for over 4,000 private equity funds collectively worth more than \$3 trillion.

⁶Private Debt Plus[®] IRR Estimate Net of Expenses (Performance figures are unaudited)

⁷Private Debt Plus[®] IRR Estimate Net of Expenses – Trade Finance Only (performance figures are unaudited)



Private Debt Plus® Key Statistics (as of 6/30/19)

\$1.22 billion

Trade finance, term loan, and short-term transactions in

89

Small & Mid-Sized Businesses supporting

39,905

Permanent jobs¹ in

37

Developing economies²

0 Default Losses³

¹ "Permanent Jobs" is based on the IRIS Metric of Permanent Employees

²TriLinc supports impactful trading operations, benefiting exports and/or imports into developing economies. For borrower companies that are located in developed markets, TriLinc provides trade financing transactions involving exports/imports for enterprises located in developing economies. The transactions involving these developing economy enterprises are included in the figures above.

³To date, TriLinc has not realized any loan losses, however the value of some loans have been marked down from their original loan amount and in such cases may no longer be accruing interest.



Risk Profile

Interest Rate Risk • Short Duration

Credit Risk

- Primarily Senior Secured 1st Lien
- Over Collateralized using Liquidation Values

Market Risk

- Primarily Direct Origination Loans
- Income Basis Valuation
- 100% USD Denominated¹

Sector Risk

- Extremely Diversified
 - 34 Sectors
 - 85 Companies
 - 37 Countries

¹Principal balances and repayments are denominated in US dollars; interest payments on loans in Europe may have foreign currency exposure to the Euro.

Although TriLinc believes, based on certain factors and assumptions, that the target risk profile outlined above is reasonable, it is not guaranteed.



Annual Sustainability and Impact Reports



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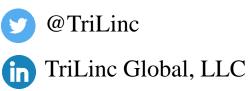
Want to Learn More?

If you would like a copy of today's presentation, or if you have any questions for Gloria and Paul, you may reach us at:

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Thank you!







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