

# 20 21

## SUSTAINABILITY AND IMPACT REPORT



TRILINC GLOBAL  
INVEST WITH IMPACT

# FROM OUR CEO

## GLORIA NELUND

It is a pleasure to present our 2021 Private Debt Plus® (PDP) Sustainability and Impact Report, which reports on the environmental, social, and governance (ESG) and impact activities across all TriLinc vehicles from June 2013 through December 2021.

TriLinc was founded on the belief that the power of capital markets can be used to solve pressing socioeconomic and environmental challenges, and companies that employ sustainable business practices, in the long term, make better investments. We are committed to helping you embrace the power you have as investors to make a positive impact in the world without compromising investment return. By directing your private capital to sustainable, responsible companies that are committed to strong environmental, social, and governance (ESG) policies and practices and to creating positive impact in their communities or in the world, together we can continue to raise the standard for all companies. Further, as you help provide financing to small and medium enterprises (SMEs), which are typically private companies, you help establish their responsible business practices as they grow.

While big business dominates the financial headlines - as journalists, investors and politicians seemingly track every single movement of the stock and bond markets - when it comes to the U.S. economy, big business is only part of the story. One rarely hears about businesses with less than 500 employees, yet in the U.S. they represent 99.9 percent of employer firms<sup>[1]</sup>, account for 64 percent of jobs created in the U.S.<sup>[2]</sup>, and account for ~44% of U.S. GDP<sup>[1]</sup>. These small and medium enterprises (SMEs) are the lifeblood of the American economy, offering job opportunities, providing stable and growing incomes, driving local production of quality goods and services, and fostering innovation. They have been a major driver of economic growth in the U.S. and most advanced economies.

The contributions of SMEs go far deeper than just the national impact though - each business has myriad effects on its local economy. Employment creation in the community is central, as economic stability starts first and foremost with a steady household income. Unlike larger businesses with vast global networks of suppliers, SMEs tend to purchase inputs and supplies from other local businesses, which allows for the recycling of capital through the local economy. SMEs also tend to serve the domestic market; as they grow and are able to reach economies of scale, they can achieve cost savings that they can pass on to consumers. In short, SMEs employ local workers, buy from local companies and serve local customers. Beyond that, they often support local organizations as well, including schools and cultural groups. Importantly, SMEs, their vendors and employees pay taxes, which further support local and national public services.

SMEs in developing economies are no different. These business owners are just like business owners in the United States - willing to work hard to expand their businesses, create real value for their economies, accept accountability for results and ultimately contribute toward a better future for their families and communities. The impact they have in their local economies is significant. Yet, access to finance for these businesses is severely limited outside the U.S. Thanks to you, our investors, for the past eight and a half years TriLinc has provided over \$1.4 billion in financing to SMEs across the globe, and as you read this report, we believe you will be as proud as we are of the positive impact resulting from your financing.



### OUR TEAM AT TRILINC TAKES GREAT SATISFACTION IN SUPPORTING OUR INVESTMENT ACTIVITIES AROUND THE GLOBE WHILE AT THE SAME TIME PARTICIPATING IN LOCAL COMMUNITY DEVELOPMENT OPPORTUNITIES.

• **Change for the World** is an employee donation initiative in which team members contribute \$5 for an optional early release on Fridays throughout the year. Each year, the TriLinc team selects a charity that Change for the World donations will support for the upcoming year. In 2021, TriLinc employees selected Heart of Los Angeles (HOLA), a local non-profit which provides underserved youth with free, exceptional programs in academics, arts and athletics within a nurturing environment, empowering them to develop their potential, pursue their education and strengthen their communities. TriLinc's employee contributions raised more than \$7,800 to support HOLA's important work, and we are co-designing an academic program in which students will learn about ESG and investment in socioeconomic development through active TriLinc mentoring and office visits. We hope this initiative will demonstrate the importance of finance as a force for good, and provide students with insights on a potential career path in the impact investing industry.

• As in years past, TriLinc further supported our local community through our annual Backpack Drive and Thanksgiving Food Drive, where each team member donated backpacks filled with back-to-school supplies and Thanksgiving meal boxes, respectively, for delivery to children and families in need.

# WHO WE ARE

## ABOUT TRILINC GLOBAL

TriLinc Global, LLC (TriLinc Global or TLG) was founded on the belief that significant private capital is needed to help solve some of the world's most pressing economic, social, and environmental issues. TLG is a private investment sponsor dedicated to creating innovative private debt investment vehicles with the potential for competitive market-rate financial returns alongside measurable impact.

TLG owns TriLinc Advisors, LLC (TLA), which is the advisor to TriLinc Global Impact Fund, LLC (TGIF), a non-traded company whose securities are registered with the U.S. Securities and Exchange Commission (SEC). TLG also owns TriLinc Global Advisors, LLC (TLGA), which is the advisor to TriLinc Global Sustainable Income Fund (TGSIF), TriLinc Global Impact Fund II (TGIF II), and TriLinc Global Sustainable Income Fund II (TGSIF II). For the purposes of this report, TLG, TLA and TLGA are collectively referred to as TriLinc.

All TriLinc vehicles deploy capital under our Private Debt Plus® strategy, which aims to deliver market-rate returns through private loans to SMEs that operate primarily in developing economies throughout Latin America, Southeast Asia, Sub-Saharan Africa, and Emerging Europe. Responsible investment is a core component to our company ethos with both comprehensive ESG and impact measurement analysis integrated into our credit underwriting process and procedures. Since 2012, TriLinc has been a signatory to the globally recognized Principles of Responsible Investment (PRI), and as such:



*We have a duty to act in the best long-term interests of our beneficiaries. In this fiduciary role, we believe ESG issues can affect the performance of investment portfolios (to varying degrees across companies, sectors, regions, asset classes and through time). We also recognize that applying the Principles of Responsible Investment may better align investors with broader objectives of society.*



## ABOUT PRIVATE DEBT PLUS®

The Private Debt Plus® impact thesis is centered on the notion that SMEs are both the foundation and building blocks for sustained economic development, as they:

1. Create jobs
2. Provide stable and growing incomes
3. Pay taxes to local government institutions through increased revenue and profit
4. Drive local production of quality goods and services
5. Propel growth of the middle class in their communities

TriLinc's ability to offer both short-term trade finance facilities and longer-dated term loans help make it possible for growing enterprises to access flexible and timely capital, supporting economic development and competitiveness in countries that lack adequate financing activities. By providing access to financing for growth-stage SMEs that also meet ESG and impact criteria, TriLinc believes that its investment vehicles are strengthening the backbone of economies while unlocking meaningful social and environmental impacts throughout both the developing and developed world.

An investment in the investment vehicles sponsored by TriLinc involves risks, including risks that the investment is not liquid and there are no established secondary markets, as well as the risks that include, but are not limited to, the risk that distributions are not guaranteed and may exceed net income, which may reduce investors' returns. All TriLinc-advised funds are dependent upon their respective advisors and investment partners to select investments and conduct operations. There is no guarantee that TriLinc's investment strategy will be successful or avoid losses. This report is being distributed for informational purposes only and should not be considered investment advice or a recommendation to buy or sell any particular security, strategy or investment product. An investment in a TriLinc investment vehicle can only be made pursuant to a confidential private placement memorandum, available only to qualified investors.

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## INDUSTRY PARTNERS:



## A NOTE ON 2021

Since inception, TriLinc has been centered on a single idea: Providing access to finance for growth-stage SMEs, particularly in developing economies, is both a profitable investment proposition and a robust and effective driver of sustainable global social, economic and environmental development.

In 2021, the ongoing challenges and effects of COVID-19 in the U.S. and abroad continued to remind us that global social and economic systems remain vulnerable, with harrowing consequences for people and businesses. Recovery from such a monumental disruption requires that we learn from adversity, plan for new realities, and set an ambitious yet realistic timeline for adjustments in social, economic and environmental actions toward achieving a more just, sustainable, and prosperous future for all.

TriLinc remains committed to advancing a more sustainable and inclusive financial services industry that takes all stakeholders into account. The need for SME financing has turned more urgent, with estimates that the micro, small and medium enterprise funding gap in developing countries has increased by 11% to \$5 trillion, compared to an already staggering \$4.5 trillion pre-pandemic level.[1] As businesses seek to rebuild and grow, TriLinc continues our frequent and purposeful engagements with our existing portfolio companies and new borrowers to create greater value for their consumers, employees and the planet, driven by TriLinc's impact thesis that SMEs' outsized role in the global and local economy makes them uniquely positioned to be the economic engines that drive positive social, cultural, and environmental change.

To this end, beginning in 2021 TriLinc has applied its expanded ESG and Impact Management Systems with particular focus on Diversity, Equity and Inclusion (DEI) and Climate Change. Related to DEI, we improved our ESG screening process to better evaluate borrowers' policies, procedures, and commitment to foster gender, racial, and ethnic diversity through: 1) diversity target-setting for gender, racial, and/or ethnic workforce composition metrics; 2) formal gender, racial, and ethnic minority leadership development programs; 3) career advancement programs and policies that support gender, racial, and ethnic diversity; and 4) policies and initiatives that promote a culture of awareness toward gender, racial, and ethnic inclusion. Specifically, we have strengthened the lens through which we evaluate borrower companies' female empowerment benefits and policies that aim to foster a safe, fair work environment.

On climate, we implemented a risk assessment process aligned with recommendations from the Task Force for Climate-Related Financial Disclosures (TCFD) to evaluate climate risks, along with corresponding mitigants, of each potential TriLinc investment opportunity. In tandem, in 2021 we completed a pilot project to develop a greenhouse gas (GHG) inventory of our active portfolio as of December 31, 2020. The pilot project provided insights to potential emissions accounting protocols and enabled us to identify gaps in data needed to develop a GHG inventory consistent with the industry standard methodology outlined by the Partnership for Carbon Accounting Financials (PCAF)[2] Applying these learnings, TriLinc is developing a GHG inventory baseline of its active portfolio as of December 31, 2021. This assessment will be an important tool in setting data-driven insights for GHG emission reduction targets and carbon credit opportunities across the portfolio. TriLinc actively engages with borrowers on findings from our ESG and impact screens and ongoing monitoring, and we develop action plans and milestones to improve performance. An example of such an engagement is our ESG & Impact team's work supporting a borrower (Grain Processor in Uganda) in their continuing efforts toward climate-friendly production (no tillage, crop rotation, and agroforestry) and a go-to-market strategy for the resulting carbon credits. Additionally, once TriLinc's plan for staff to return to the workplace is complete in early 2022, we will develop our company-wide GHG emissions baseline for offsetting initiatives beginning in 2023.

# A GLOBAL NETWORK OF INSTITUTIONAL-CLASS

## DEAL ORIGINATION AND SERVICING PARTNERS

TriLinc's deal origination and servicing partners have been carefully selected based on their demonstrated track records, years of experience in their asset class, independent risk controls, and established networks in their specific regions, countries, and local markets. With access to a robust pipeline of highly selective investment opportunities, these teams work closely with TriLinc to help source, evaluate, and monitor impact investment opportunities across the globe.



### LATIN AMERICA

#### THE ROHATYN GROUP

- 19-year history in private investments
- Over \$1.3 billion in transaction experience
- Principals have combined experience of 199 years



- Founded in 2019, a new emerging markets asset management firm
- Over \$3.1 billion in transaction experience
- Principals have combined experience of 80 years

#### Alsis Funds

- 14-year history in direct lending
- Over \$451 million in transaction experience
- Principals have combined experience of 80 years

### EMERGING EUROPE



- 7-year history in private credit
- Over \$354 million in transaction experience
- Principals have combined experience of 81 years

### NORTH AMERICA

#### EnhancedCapital

- 22-year history in private investments
- Over \$408 million in transaction experience
- Principals have combined experience of 45 years



Working Capital Associates

- 3-years history in private debt
- Over \$1 billion in transaction experience
- Senior team with combined experience of 85 years

### SUB-SAHARAN AFRICA

#### HELIOS Investment Partners

- 17-year history in private investments
- Over \$938 million in transaction experience
- Principals have combined experience of 70 years



- Founded in 2019, a new emerging markets asset management firm
- Over \$3.1 billion in transaction experience
- Principals have combined experience of 80 years



Working Capital Associates

- 3-years history in private debt
- Over \$1 billion in transaction experience
- Senior team with combined experience of 85 years



- 14-year history in trade finance
- Over \$512 million in transaction experience
- Principals have combined experience of 201 years



- 9-year history in trade finance
- Over \$1.4 billion in transaction experience
- Principals have combined experience of 63 years



- 13-year history in trade finance
- Over \$4.6 billion in transaction experience
- Principals have combined experience of 46 years

### SOUTHEAST ASIA



- 14-year history in debt and equity investments
- Over \$22.3 billion in credit transaction experience
- Principals have combined experience of over 125 years



- 4-year history in secured direct lending and asset-backed securitization
- Over \$294 million in transaction experience
- Principals have combined experience of 54 years



- 8-year history in direct lending
- Over \$8.4 billion in transaction experience
- Principals have combined experience of 102 years

## PRIVATE DEBT PLUS® OVERVIEW

### TRILINC IS CENTERED ON A SINGLE IDEA:

*Providing access to finance for growth-stage SMEs, particularly in developing economies, is both a profitable investment proposition and a robust and effective driver for job creation, poverty alleviation, and long-term sustainable economic development.*

During the Private Debt Plus® (PDP) Reporting Period (June 2013 – December 2021), TriLinc financed over **\$1.4 billion** in term loans and trade finance transactions to **93 enterprises** operating or trading into **38 developing economies** and supporting **43,586 permanent jobs**.<sup>[1]</sup>



1. Employment figures stated above: (1) represent the number of permanent employees reported by each borrower at the time of initial financing or during the company's latest annual review; and (2) include 13 developed economy enterprises in Hong Kong, Singapore, United Arab Emirates, the United Kingdom, Italy, Netherlands, New Zealand, and the United States that supported a total of 7,432 jobs and traded into nine developing economies in Sub-Saharan Africa and Southeast Asia. Amount invested does not include temporary investments. Impact data is not tracked for temporary investments. Multiple TriLinc's investment vehicles may invest in the same borrower companies in accordance with TriLinc's Fair Allocation Policy. Therefore, to avoid duplicative data, the summary data in the Private Debt Plus Overview does not reflect aggregate information of portfolio-wide data for each investment vehicle regarding the number of SMEs financed, permanent jobs supported, or number of developing economies.

# ESG MANAGEMENT SYSTEM

TriLinc's ESG Management System provides TriLinc with an important tool to systematically evaluate the ESG considerations of each borrower company across all TriLinc vehicles.

## WHY WE DO IT

TriLinc's principles-based environmental, social, and governance management system (ESGMS) was developed based on the conviction that ESG attributes are not only central to the sustainability and nonfinancial impacts of investments but can have a material effect on the long-term risk and return profile of investors' portfolios. For TriLinc, ESG is equal parts supporting sustainable businesses and mitigating risk.

## WHAT WE REQUIRE

TriLinc's ESGMS requirements and procedures apply to all TriLinc vehicles and their borrower companies. Prior to each investment, TriLinc assesses each prospective borrower company's business activities against: the International Finance Corporation's (IFC) and the Association of European Bilateral Development Finance Institutions (EDFI) Exclusion Lists; the relevant host country's environmental, labor, and corporate governance laws and regulations; and the applicable requirements and/or objectives of the IFC's Environmental and Social Performance Standards, which TriLinc uses as the benchmark for international environmental and social best practices.<sup>[1]</sup> In addition to these requirements, TriLinc also evaluates whether each borrower's business activity is consistent with TriLinc's position regarding certain industries, including fossil fuels, metals and mining, and forestry.

## HOW WE DO IT

TriLinc integrates its ESG analysis into its investment due diligence, analysis, decision-making, portfolio management, and reporting disciplines. As a part of this integration, TriLinc's ESG and Impact Team, led by its Director of ESG and Impact, works with and provides ESG training to its Credit Team and deal origination and servicing partners in gathering ESG-relevant data that enables TriLinc to evaluate the ESG policies, procedures, and impacts unique to each borrower company and transaction. Under the guidance of its ESGMS, TriLinc performs research on the borrower company's geographic, industry, and regulatory contexts, borrower performance against the requirements listed above, the use of proceeds, the location of the business activity, and borrower relationships with their employees, suppliers and contractors, customers, and local communities.

Additionally, TriLinc evaluates each borrower company's commitment to corporate governance best practices as they relate to compliance with local laws and best practices regarding decision-making bodies, transparency, and stakeholder engagement. On an ongoing basis post-investment, TriLinc works with its deal origination and servicing partners to develop an ESG monitoring program that is tailored to each borrower company, including a notification protocol in the event a material ESG-related incident were to occur. At a minimum, each borrower company is periodically required to provide its commitment to TriLinc's ESG requirements through a documented re-certification and reporting process.

## ESG DUE DILIGENCE & MONITORING

### 1 SCREEN

- Adherence to the IFC Exclusion List and TriLinc's Industry Statements
- Geographic and industry-specific ESG considerations
- Track record and reputation for sustainable and ethical business practices and policies

### 2 DUE DILIGENCE

- Compliance with local legal and regulatory requirements
- Adherence to relevant local or international voluntary standards and/or certifications
- Alignment with international ESG best practices, specifically TriLinc's ESG Management System, which incorporates the IFC's Environmental and Social Performance Standards
- Intent to operate and implement sustainable practices and/or policies

### 3 MONITOR

- Activities against the IFC Exclusion List and TriLinc's Industry Statements
- Compliance with local legal and regulatory requirements
- Alignment with international ESG best practices, specifically TriLinc's ESG Management System and the IFC's Environmental and Social Performance Standards
- Compliance with borrower company-specific monitoring plan, including any reporting and/or action required by TriLinc's ESGMS

### 4 REPORT

- Periodic and annual reporting on portfolio and borrower company-specific ESG policies, practices, and/or operational highlights

# IMPACT MANAGEMENT SYSTEM

TriLinc's Impact Management System is complementary to our ESG Management System as a means to methodically measure and analyze the intended and actual environmental and social impacts of each borrower company across all TriLinc vehicles.

## WHY WE DO IT

Contributing to positive environmental and/or social impact is core to TriLinc's mission and business objectives. As an impact investor and active participant in the responsible investment community, the investment thesis for all TriLinc vehicles is founded on the conviction that the power of private capital is vital in helping to solve the world's most pressing economic, environmental, and social challenges, and that it is not necessary to give up investment return to do good. Consistent with this approach, TriLinc continued to enhance its impact policies and procedures by becoming a signatory to the Operating Principles for Impact Management in 2020 and implementing its Impact Management System (IMS) in 2021.

## WHAT WE REQUIRE

TriLinc's IMS requirements and procedures apply to all TriLinc vehicles and their borrower companies. Prior to investment, TriLinc assesses how each prospective borrower company may contribute to our portfolio-level impact objective of supporting economic development through access to finance to SMEs. These contributions are measured through the collection, tracking, and reporting of five core metrics:

- job creation
- net profits
- wage growth
- taxes paid
- revenues

Additionally, TriLinc requires each borrower company to self-identify and provide impact data for at least one impact objective from a provided list of 19 objectives. All impact objectives are measured using the Impact Reporting and Investment Standards (IRIS) metric catalog and taxonomy. These objectives and their accompanying metrics are designed to measure contributions across three broad categories: building sustainable communities, strengthening the workforce, and enhancing competitiveness in global markets.

## HOW WE DO IT

TriLinc integrates its impact analysis into its investment due diligence, analysis, decision-making, portfolio management, and reporting disciplines. As a part of this integration, TriLinc's ESG and Impact Team, led by its Director of ESG and Impact, works with and provides impact measurement training to TriLinc's Credit Team and deal origination and servicing partners in gathering impact data that enables TriLinc to identify and assess the borrower company's ability to contribute to TriLinc's portfolio-wide impact thesis, achieve their self-identified impact objective(s), and align with the United Nations Sustainable Development Goals. Under the guidance of the IMS, TriLinc performs research on the borrower company's geographic, industry, and regulatory contexts, use of proceeds, and the location of the business activity to better contextualize the intended impact.

On an ongoing basis post-investment, TriLinc works with its deal origination and servicing partners to develop an annual impact monitoring program that is tailored to each borrower company. Results from TriLinc's impact assessment analysis are reported through various media, including borrower-company specific investment and impact summaries, quarterly portfolio and impact updates, and annual sustainability and impact reports. TriLinc assesses the results of its IMS through each investment vehicle's lifecycle and incorporates findings into TriLinc's strategic decision-making processes.

## IMPACT DUE DILIGENCE & MONITORING

### 1 SCREEN

- Geographic and industry-specific development impact considerations
- Track record and reputation for generating positive economic, social, and/or environmental impact
- Potential to make positive contributions to TriLinc's portfolio-wide economic impact thesis and to the social and economic development of its local community, economy, workforce, and/or environment

### 2 DUE DILIGENCE

- Adherence to relevant local or international voluntary standards and/or certifications
- Ability and intent to make positive contributions to TriLinc's economic impact thesis and to the social and economic development of its local community, economy, workforce, and/or environment
- Evident relationship between intended development impact and progress against the UN Sustainable Development Goals

### 3 MONITOR

- Borrower company contributions to TriLinc portfolio-wide and borrower company-specific impact objectives
- Compliance with borrower company-specific monitoring plan, including any reporting and/or action required by TriLinc's IMS

### 4 REPORT

- Annual reporting on portfolio-wide and borrower company-specific impact objectives, mapped to the UN Sustainable Development Goals, in an independently assured annual sustainability and impact report

# BORROWER COMPANY ENVIRONMENTAL & SOCIAL PRACTICES

Understanding our borrower companies' impacts on the environment and society is a critical part of TriLinc's ESG and impact measurement analyses, which are completed prior to investment and on an annual basis thereafter for each TriLinc-supported borrower company. Our evaluation utilizes a principles-based framework that incorporates the applicable objectives and requirements of the International Finance Corporation's Performance Standards for Environmental and Social Performance. More specifically, our analysis evaluates both the potential ESG risks as well as the practices and policies that borrower companies have in place to mitigate those risks and operate more sustainably. The data below provides high-level outputs from our ESG and impact due diligence and monitoring processes, which we integrate into our investment decision making and portfolio monitoring disciplines.

## DIVERSITY, EQUITY, & INCLUSION

Supporting quality jobs is a key tenet of the economic development impact thesis shared by all TriLinc vehicles. However, restricted access to quality jobs for women and minorities is a major hindrance to inclusive and sustainable growth. Both TriLinc's ESG and impact measurement analyses evaluate the inclusion of women and minorities in the workplace and the progress made by each borrower company to promote a culture of inclusivity, fairness, and equal opportunity. From the beginning of TriLinc's investment activity in 2013, borrower companies across all TriLinc vehicles have increasingly demonstrated a commitment to inclusivity through implementing policies which recognize diversity, equity, and inclusion (DEI) in the workplace (see chart to the right).

To add to this dataset, TriLinc recently adopted metrics to track and measure the number of women in leadership positions at our borrower companies. During 2021, we found across all TriLinc vehicles that 256 (or 31%) out of 823 management positions and 22 (or 16%) out of 140 board positions are held by women.[1]

### DEI POLICIES (% OF TOTAL BORROWERS)



## ENVIRONMENTAL & COMMUNITY PRACTICES

As a part of our ESG and impact measurement analyses, TriLinc evaluates how each borrower company's activities may generate both positive and negative impacts on the environment and surrounding communities. Depending on the borrower company's activities, this analysis can include an evaluation that considers pollution prevention and resource efficiency practices, community health and safety, biodiversity, and cultural heritage. Ranging from on-site wastewater treatment plants and solar facilities, energy efficient technology, industrial recycling and reuse programs, and community engagement initiatives, TriLinc borrower companies are aware of their impacts on the environment and the community and implement solutions that work towards a more sustainable form of business. The table to the right provides a summary of TriLinc borrower companies that demonstrate their proactivity in pollution prevention, resource efficiency, and community outreach activities.

### ENVIRONMENTAL & COMMUNITY PRACTICES (% OF TOTAL BORROWERS)

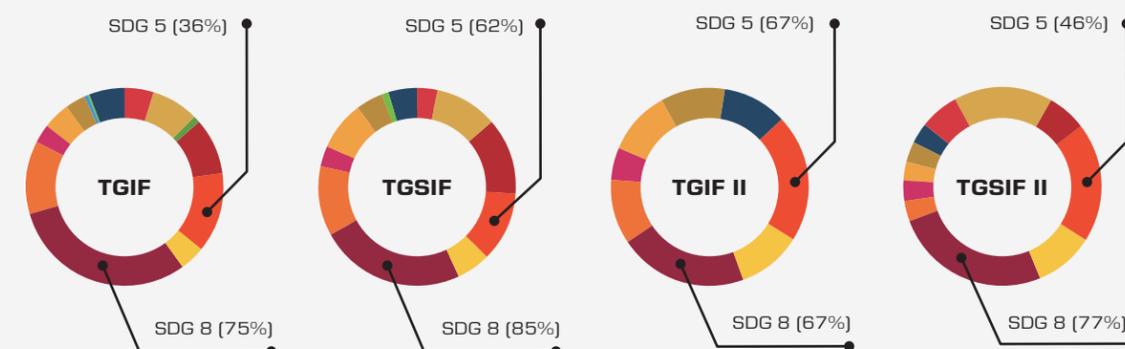


# SUSTAINABLE DEVELOPMENT GOALS

Prior to 2020 and the COVID-19 pandemic, the world had been making uneven progress since 2015 towards the United Nations Sustainable Development Goals (SDGs) and accelerated actions were necessary in most of the goals to achieve their objectives by 2030. Prior to COVID-19, gains had been made in alleviating global extreme poverty, gender equality, and access to electricity. However, there were significant deficiencies in food security, environmental deterioration, and income inequality. With the onset of the pandemic, the world now faces unprecedented challenges in public health, nutrition, education, productivity, employment, and overall economic development and growth.[1]

At TriLinc, we have utilized our PDP strategy and a suite of impact investment vehicles to support growing SMEs as the engines of sustainable economic growth and development. In a world with COVID-19, this thesis has brought on an all-new reality as economic insecurity for individuals and households is rampant across both developed and developing economies. A core catalyst to economic stability and growth are SMEs and the jobs that they produce. As you will see in the diagram below, the core of TriLinc's impact focus is linked with the underlying objectives of SDG 8: Decent Work and Economic Growth. Public and private investment in SMEs, now more than ever, is critical to economic security and getting back on track to making progress towards all SDGs. More specifically, as engines of economic development and employment, SMEs globally are positioned to be the main driver in building a more sustainable post-COVID-19 world.

## TRILINC PDP PRIVATE DEBT STRATEGY: BORROWER COMPANIES MAPPED TO THE SDGs[2]



All TriLinc vehicles are mapped at the portfolio level to six SDGs (SDG 1: No Poverty; SDG 8: Decent Work and Economic Growth; SDG 9: Industry, Innovation and Infrastructure; SDG 10: Reduced Inequalities; SDG 12: Responsible Consumption and Production; SDG 17: Partnerships for the Goals). Additionally, all TriLinc-supported borrower companies are mapped to 15 of the 17 SDGs, with the exception of SDG 13: Climate Change and SDG 16: Peace, Justice, and Strong Institutions.[3]

1. United Nations Department of Economic and Social Affairs. UN/DESA Policy Brief #81: Impact of COVID-19 on SDG progress: a statistical perspective. August 27, 2020. Retrieved January 2021. 2. Borrower companies can be mapped to more than one SDG. 3. TriLinc has not mapped to SDG 13: Climate Action or SDG 16: Peace, Justice, and Strong Institutions as their underlying targets and indicators are primarily country-specific rather than company-specific. As a part of TriLinc's ESG Management System, TriLinc does evaluate the potential impacts of the environment and climate on the borrower company's activities. Additionally, TriLinc also evaluates each borrower company for labor infractions as well as its community, health, and safety track record.

# TGIF OVERVIEW

INCEPTION DATE: JUNE 11, 2013

**88**  
SMEs FINANCED

**\$1.9M**  
AVG. DRAW SIZE

**\$1.07B**  
INVESTED

**568**  
TRANSACTIONS

**42,423**  
PERMANENT JOBS SUPPORTED

**8,832**  
FEMALE JOBS SUPPORTED

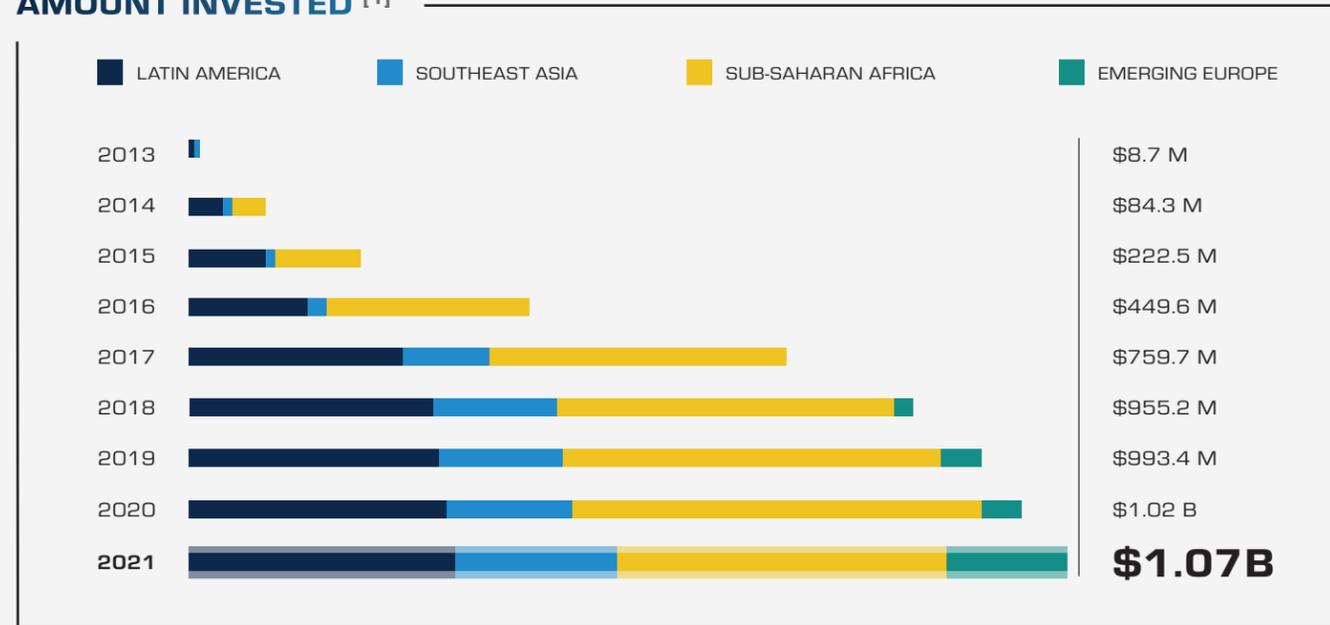
**18,153**  
EMPLOYEES TRAINED

## COUNTRY BREAKDOWN

# OF BORROWERS BY COUNTRY

SOUTH AFRICA	14	GHANA	3	MAURITIUS	1
ECUADOR	7	NAMIBIA	2	MEXICO	1
ARGENTINA	5	SINGAPORE	2	MOROCCO	1
NIGERIA	5	UNITED KINGDOM	2	NETHERLANDS	1
INDONESIA	5	BOTSWANA	1	NEW ZEALAND	1
HONG KONG	4	CAMEROON	1	ROMANIA	1
KENYA	4	CAPE VERDE	1	TANZANIA	1
PERU	4	CROATIA	1	UGANDA	1
ZAMBIA	4	GUATEMALA	1	UNITED ARAB EMIRATES	1
BRAZIL	3	ITALY	1	URUGUAY	1
CHILE	3	JERSEY	1		
COLOMBIA	3	MALAYSIA	1		

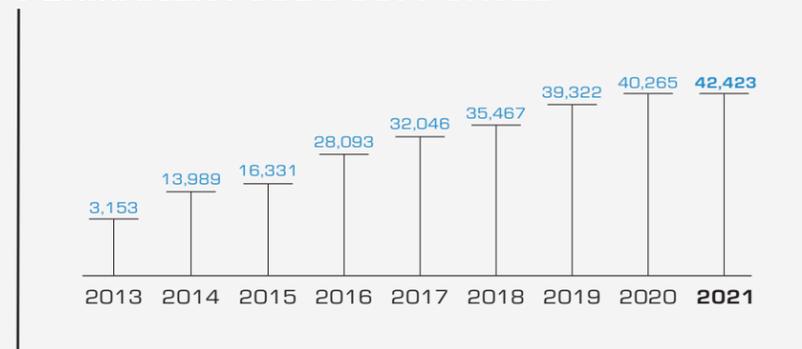
## AMOUNT INVESTED <sup>[1]</sup>



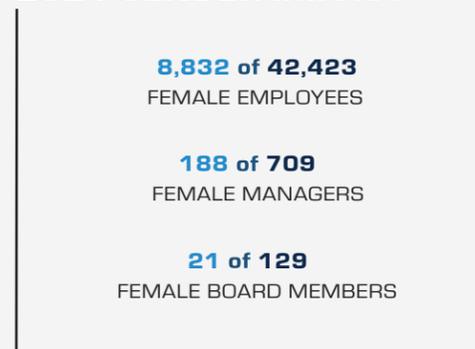
## # OF BORROWERS



## PERMANENT JOBS SUPPORTED <sup>[2]</sup>



## 2021 GENDER IMPACT <sup>[2]</sup>



# TGIF OVERVIEW - IMPACT PROGRESS

## TGIF PORTFOLIO-LEVEL IMPACT ASSESSMENT <sup>[1]</sup>

Across all Trilinc vehicles, the portfolio-wide impact objective is to create positive economic development impacts through providing access to finance to growth-stage SMEs operating primarily in developing economies worldwide. Using metrics from the industry standard IRIS framework, Trilinc measures TGIF's contribution to economic development through the collection, tracking, and reporting of the five portfolio-level impact metrics outlined to the right that are aggregated across TGIF's portfolio since its inception in June 2013 through December 31, 2021 (TGIF Reporting Period).

### AVERAGE % CHANGE SINCE INCEPTION

INCREASED JOBS SUPPORTED	62%
INCREASED WAGE GROWTH	201%
INCREASED REVENUE	170%
INCREASED NET PROFIT	769%
INCREASED TAXES	271%

## TGIF BORROWER-LEVEL IMPACT ASSESSMENT

Trilinc believes that SMEs are the engine to generate positive and measurable impacts on building sustainable communities, strengthening the workforce, and enhancing the global competitiveness of both their company and economy. TGIF borrower companies demonstrate their intent to create positive impacts by self-selecting and reporting against IRIS metrics that capture one or more of the economic, social, and/or environmental impact objective(s) which best represent their business activities, operational goals, and potential to make real impacts as illustrated below.

## BORROWER-LEVEL IMPACT OBJECTIVE PROGRESS <sup>[2]</sup>

Impact Objective	# OF BORROWERS	AVG. GROWTH
<b>BUILDING SUSTAINABLE COMMUNITIES</b>		
POLLUTION PREVENTION & WASTE MANAGEMENT	3	123%
ENERGY CONSERVATION	3	50%
ACCESS TO FINANCIAL SERVICES	4	33%
ACCESS TO EDUCATION	1	25%
HEALTH IMPROVEMENT	2	19%
FOOD SECURITY	1	11%
AFFORDABLE HOUSING	2	8%
COMMUNITY DEVELOPMENT	3	3%
ENVIRONMENTAL CONSERVATION	1	0%
AGRICULTURAL PRODUCTIVITY	8	-6%
<b>STRENGTHENING THE WORKFORCE</b>		
EQUALITY & EMPOWERMENT (WOMEN & MINORITIES) <sup>[3]</sup>	5	322%
CAPACITY-BUILDING	15	93%
EMPLOYEE OWNERSHIP	1	-3%
<b>ENHANCING GLOBAL COMPETITIVENESS</b>		
ACCESS TO ENERGY	3	205%
ACCESS TO NEW MARKETS	7	76%
ACCESS TO NEW PRODUCTS	2	75%
PRODUCTIVITY & COMPETITIVENESS	15	17%

Progress represented in the TGIF Portfolio-Level Impact Assessment and Borrower-Level Impact Objective Progress sections is represented by average percentage changes between impact data reported at the time of initial TGIF financing, and latest impact data reported to TGIF (ranging from one to eight years after initial funding) and as such, each of these metrics above may be disproportionately affected by the performance of one or more borrower companies. No additional data is gathered from borrower companies after repayment of TGIF's loan.

1. During the TGIF Reporting Period, TGIF has provided financing to 88 enterprises. The TGIF Portfolio-Level Impact Assessment represents data for 61 borrower companies which have been in TGIF's portfolio for at least one year and provided the corresponding annual impact assessment(s) during the TGIF Reporting Period. Of these 61 borrowers, 32 were still part of TGIF's outstanding portfolio as of December 31, 2021, while 29 had exited the portfolio. 2. Borrower-Level Impact Objective Progress represents data for borrower companies that were in TGIF's portfolio for at least one year and have provided the corresponding impact assessment(s) during the TGIF Reporting Period. In TGIF, there were 10 borrower companies that selected impact objectives exclusively related to Job Creation and/or Wage Increase. Starting in 2018, TGIF borrower companies could no longer self-select these impact objectives as they were deemed by Trilinc to be duplicative of borrower company impact data used to measure progress against TGIF's portfolio-level impact objectives. Borrower companies that selected these objectives prior to 2018 are therefore only represented in the TGIF portfolio-level assessment. Borrowers select at least one objective out of 19 options provided by TGIF. Borrower companies may choose multiple objectives. Objectives which are a part of the portfolio's five core metrics (job creation, wage growth, increased revenues, increased net profits, increased taxes to local governments) have been excluded from this list. 3. The 322% increase in the progress with respect to this impact objective is due to an increase in employee count as a result of the IT Service Provider's acquisition of a Brazilian-based IT telecommunications company.

1. All data is cumulative through December 31, 2021 unless otherwise noted. Amount invested does not include temporary investments. Impact data is not tracked for temporary investments. 2. Employment figures stated above: (1) represent the number of permanent full-time and part-time employees reported by each borrower company at the time of initial TGIF financing or during the borrower company's latest annual review; and (2) include 12 developed economy enterprises in Hong Kong, Singapore, United Arab Emirates, the United Kingdom, Italy, Netherlands and New Zealand that supported a total of 7,429 jobs and traded into nine developing economies in Sub-Saharan Africa and Southeast Asia.

# TGSIF OVERVIEW

*INCEPTION DATE: SEPTEMBER 27, 2017*

**26**  
SMEs FINANCED

**\$1.3M**  
AVG. DRAW SIZE

**\$208.7M**  
INVESTED

**163**  
TRANSACTIONS

**11,192**  
PERMANENT JOBS SUPPORTED

**3,117**  
FEMALE JOBS SUPPORTED

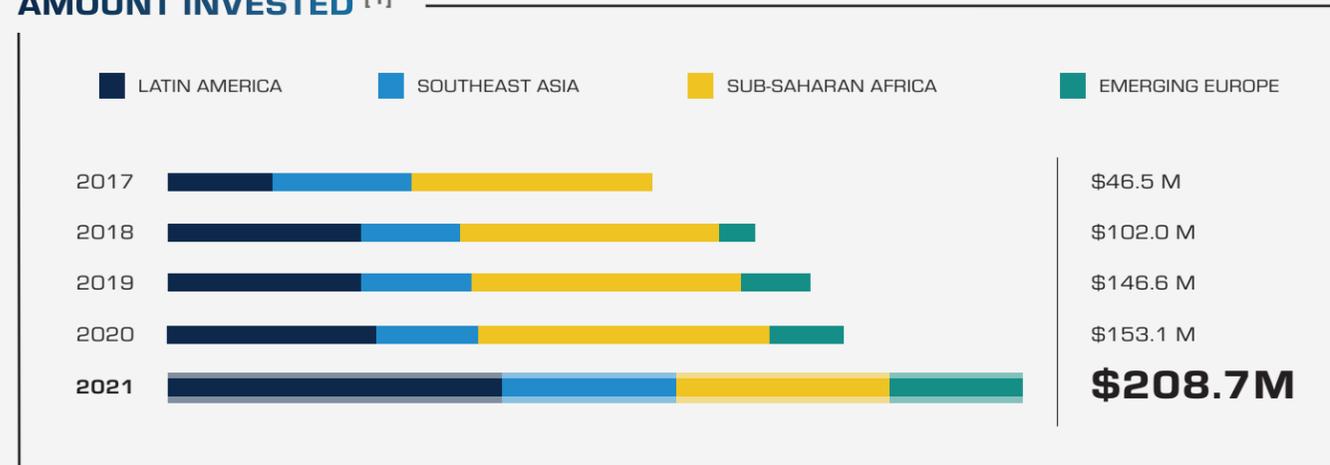
**6,360**  
EMPLOYEES TRAINED

## COUNTRY BREAKDOWN

# OF BORROWERS BY COUNTRY

GHANA	3	CHILE	1	MAURITIUS	1
BRAZIL	2	COLOMBIA	1	MEXICO	1
HONG KONG	2	CROATIA	1	NETHERLANDS	1
NIGERIA	2	ECUADOR	1	SOUTH AFRICA	1
ROMANIA	2	INDONESIA	1	TANZANIA	1
BOTSWANA	1	JERSEY	1	UGANDA	1
CAPE VERDE	1	MALAYSIA	1		

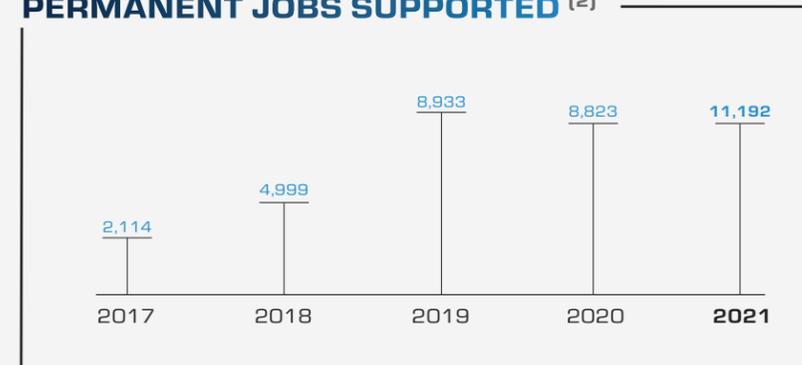
## AMOUNT INVESTED <sup>[1]</sup>



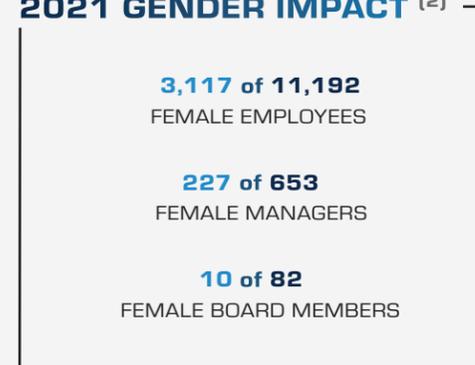
## # OF BORROWERS



## PERMANENT JOBS SUPPORTED <sup>[2]</sup>



## 2021 GENDER IMPACT <sup>[2]</sup>



# TGSIF OVERVIEW - IMPACT PROGRESS

## TGSIF PORTFOLIO-LEVEL IMPACT ASSESSMENT <sup>[1]</sup>

TGSIF's portfolio-wide impact objective is to create positive economic development impacts through providing access to finance to growth-stage SMEs operating primarily in developing economies worldwide. Using metrics from the industry standard IRIS framework, TriLinc measures TGSIF's contribution to economic development through the collection, tracking, and reporting of the five portfolio-level impact metrics outlined to the right that are aggregated across the TGSIF's portfolio since inception in September 2017 through December 31, 2021 (TGSIF Reporting Period).

### AVERAGE % CHANGE SINCE INCEPTION

INCREASED JOBS SUPPORTED	103%
INCREASED WAGE GROWTH	242%
INCREASED REVENUE	136%
INCREASED NET PROFIT	52%
INCREASED TAXES	144%

## TGSIF BORROWER-LEVEL IMPACT ASSESSMENT

TriLinc believes that SMEs are the engine to generate positive and measurable impacts on building sustainable communities, strengthening the workforce, and enhancing the global competitiveness of both their company and economy. TGSIF borrower companies demonstrate their intent to create positive impacts by self-selecting and reporting against IRIS metrics that capture one or more of the economic, social, and/or environmental impact objective(s) which best represent their business activities, operational goals, and potential to make real impacts as illustrated below.

## BORROWER-LEVEL IMPACT OBJECTIVE PROGRESS <sup>[2]</sup>

Impact Objective	# OF BORROWERS	AVG. GROWTH
<b>BUILDING SUSTAINABLE COMMUNITIES</b>		
COMMUNITY DEVELOPMENT	3	383%
POLLUTION PREVENTION & WASTE MANAGEMENT	3	123%
ENERGY CONSERVATION	3	50%
ACCESS TO FINANCIAL SERVICES	2	50%
AGRICULTURAL PRODUCTIVITY	2	30%
ACCESS TO EDUCATION	1	25%
FOOD SECURITY	1	11%
ENVIRONMENTAL CONSERVATION	1	0%
<b>STRENGTHENING THE WORKFORCE</b>		
EQUALITY & EMPOWERMENT (WOMEN & MINORITIES) <sup>[3]</sup>	4	1,921%
CAPACITY-BUILDING	13	99%
EMPLOYEE OWNERSHIP	1	-3%
<b>ENHANCING GLOBAL COMPETITIVENESS</b>		
ACCESS TO ENERGY	2	288%
ACCESS TO NEW MARKETS	2	75%
ACCESS TO NEW PRODUCTS	2	75%
PRODUCTIVITY & COMPETITIVENESS	8	20%

Progress represented in the TGSIF Portfolio-Level Impact Assessment and Borrower-Level Impact Objective Progress sections is represented by average percentage changes between impact data reported at the time of initial TGSIF financing, and latest impact data reported to TGSIF (ranging from one to four years after initial funding) and as such, each of these metrics above may be disproportionately affected by the performance of one or more borrower companies. No additional data is gathered from borrower companies after repayment of TGSIF's loan.

1. During the TGSIF Reporting Period, TGSIF has provided financing to 26 enterprises. The TGSIF Portfolio-Level Impact Assessment and the TGSIF Borrower-Level Impact Objective Progress represents data for 23 borrower companies, which are enterprises that have been in TGSIF's portfolio for at least one year and provided the corresponding annual impact assessment(s) during the TGSIF Reporting Period. Of these 23 borrower companies, 17 were still part of TGSIF's outstanding portfolio as of December 31, 2021, while 6 had exited the portfolio. 2. Borrower companies select at least one objective out of 19 options provided by TGSIF. Borrower companies may choose multiple objectives. Objectives which are a part of the portfolio's five core metrics (job creation, wage growth, increased revenues, increased net profits, increased taxes to local governments) have been excluded from this list. 3. The 1,921% increase in this impact objective is due to the increase in employee count is a result of IT Service Provider's (see case study) acquisition of a Brazilian-based IT telecommunications company.

1. All data is cumulative through December 31, 2021 unless otherwise noted. Amount invested does not include temporary investments. Impact data is not tracked for temporary investments. 2. Employees figures stated above: (1) represent the number of permanent full-time and part-time employees reported by each borrower company at the time of initial TGSIF financing or during the company's latest annual review; and (2) include three developed economy enterprises in Hong Kong and the Netherlands that supported a total of 685 jobs and traded into two developing economies in Southeast Asia.

# TGIF II OVERVIEW

*INCEPTION DATE: FEBRUARY 6, 2019*

**6**  
SMEs FINANCED

**\$1.3M**  
AVG. DRAW SIZE

**\$9.2M**  
INVESTED

**7**  
TRANSACTIONS

**1,682**  
PERMANENT JOBS SUPPORTED

**134**  
FEMALE EMPLOYEES

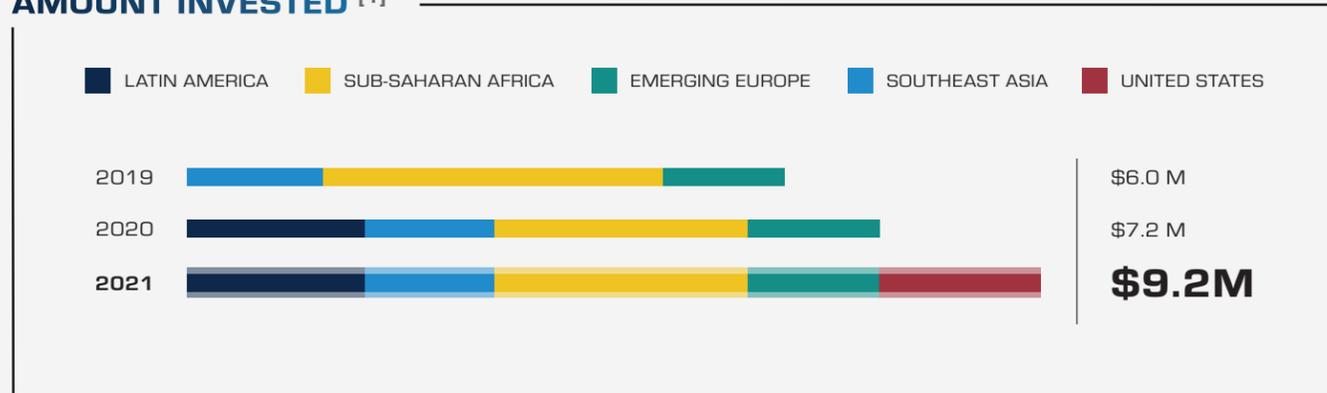
**1,745**  
EMPLOYEES TRAINED

## COUNTRY BREAKDOWN

# OF BORROWERS BY COUNTRY

ECUADOR	1
GHANA	1
MALAYSIA	1
NETHERLANDS	1
NIGERIA	1
UNITED STATES	1

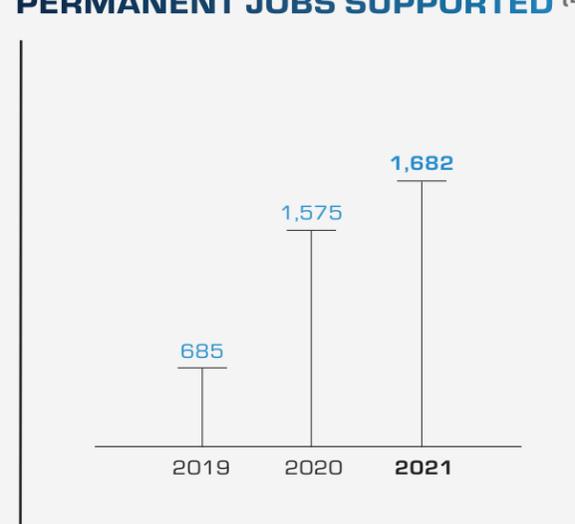
## AMOUNT INVESTED <sup>[1]</sup>



## # OF BORROWERS



## PERMANENT JOBS SUPPORTED <sup>[2]</sup>



## GENDER IMPACT: SUPPORTING WOMEN IN THE WORKFORCE <sup>[2]</sup>



## TGIF II OVERVIEW - IMPACT PROFILE <sup>[1]</sup>

### TGIF II PORTFOLIO-LEVEL IMPACT PROFILE

Across all TriLinc vehicles, the portfolio-wide impact objective is to create positive economic development impacts through providing access to finance to growth-stage SMEs operating primarily in developing economies worldwide. Using metrics from the industry standard IRIS framework, TriLinc measures TGIF II's contribution to economic development through the collection, tracking, and reporting of the five portfolio-level impact metrics outlined to the right that are aggregated across the TGIF II's portfolio since inception in February 2019 through December 31, 2021 (TGIF II Reporting Period). During the TGIF II Reporting Period, TGIF II invested in six portfolio companies that represent the following contributions to economic development in their respective markets:

### TGIF II PORTFOLIO-LEVEL IMPACT PROFILE

AVERAGE (USD MILLIONS)

JOBS SUPPORTED	1,682
WAGES	\$4.7
REVENUE	\$73.3
NET PROFIT	\$-6.6
TAXES	\$1.0

### TGIF II BORROWER-LEVEL IMPACT PROFILE

TriLinc believes that SMEs are the engine to generate positive and measurable impacts on building sustainable communities, strengthening the workforce, and enhancing the global competitiveness of both their company and economy. TGIF II borrower companies demonstrate their intent to create positive impacts by self-selecting and reporting against IRIS metrics that capture one or more of the economic, social, and/or environmental impact objective(s) which best represent their business activities, operational goals, and potential to make real impacts as illustrated below.

### BORROWER-LEVEL IMPACT OBJECTIVES <sup>[2]</sup>

Objective	# OF BORROWERS
<b>BUILDING SUSTAINABLE COMMUNITIES</b>	
POLLUTION PREVENTION & WASTE MANAGEMENT	2
ENVIRONMENTAL CONSERVATION	1
<b>STRENGTHENING THE WORKFORCE</b>	
CAPACITY-BUILDING	3
EQUALITY & EMPOWERMENT (WOMEN & MINORITIES)	1
<b>ENHANCING GLOBAL COMPETITIVENESS</b>	
ACCESS TO NEW MARKETS	2
ACCESS TO ENERGY	1
ACCESS TO NEW PRODUCTS	1
PRODUCTIVITY & COMPETITIVENESS	1

1. During the TGIF II Reporting Period, TGIF II has provided financing to six enterprises. Both the TGIF II Portfolio-Level Impact Profile and the TGIF II Borrower-Level Impact Profile sections represent all borrower companies that provided impact assessments in 2021. The data represented in the TGIF II Portfolio-Level Impact Assessment section are averages across all six TGIF II borrower companies and as such, each of these metrics above may be disproportionately affected by the performance of one or more borrower companies. Given the relatively recent launch of TGIF II, TriLinc deems it is too early to reasonably assess and report portfolio-level impact progress at this time. As TGIF II continues its investing activity into 2022 and both the population of borrower companies and data set grow alongside the vehicle's life, TriLinc will report on portfolio-level impact progress. 2. Borrower companies select at least one objective out of 19 options provided by TGIF II. Borrower companies may choose multiple objectives. Objectives which are a part of the portfolio's five core metrics (job creation, wage growth, increased revenues, increased net profits, increased taxes to local governments) have been excluded from this list.

# TGSIF II OVERVIEW

INCEPTION DATE: JULY 10, 2019

**13**  
SMEs FINANCED

**\$1.3M**  
AVG. DRAW SIZE

**\$91.2M**  
INVESTED

**72**  
TRANSACTIONS

**10,562**  
PERMANENT JOBS SUPPORTED

**2,172**  
FEMALE EMPLOYEES

**4,584**  
EMPLOYEES TRAINED

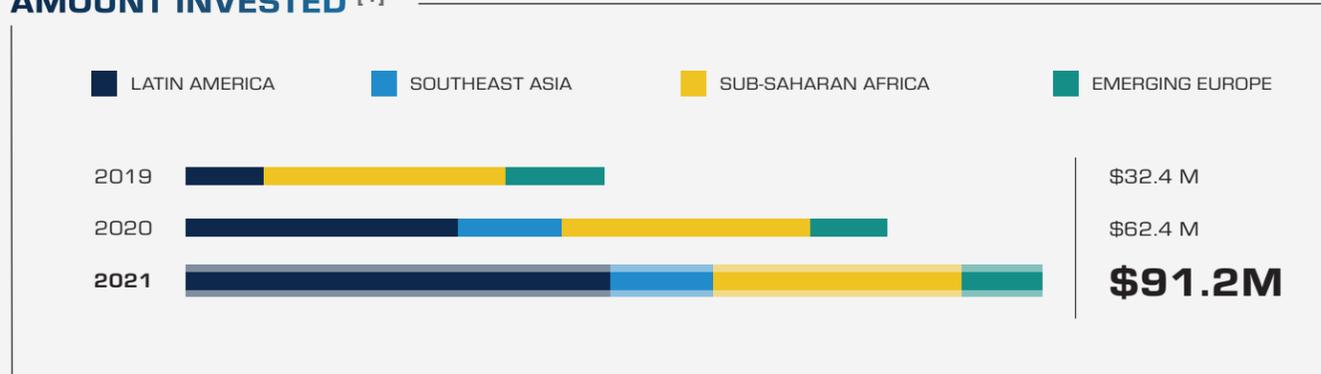
## COUNTRY BREAKDOWN

# OF BORROWERS BY COUNTRY

ROMANIA	2
ECUADOR	2
BRAZIL	1
COLOMBIA	1
GHANA	1
INDONESIA	1
MAURITIUS	1
UGANDA	1
ZAMBIA	1
MEXICO	1
JERSEY	1

# TGSIF II OVERVIEW - IMPACT PROFILE <sup>[1]</sup>

## AMOUNT INVESTED <sup>[1]</sup>



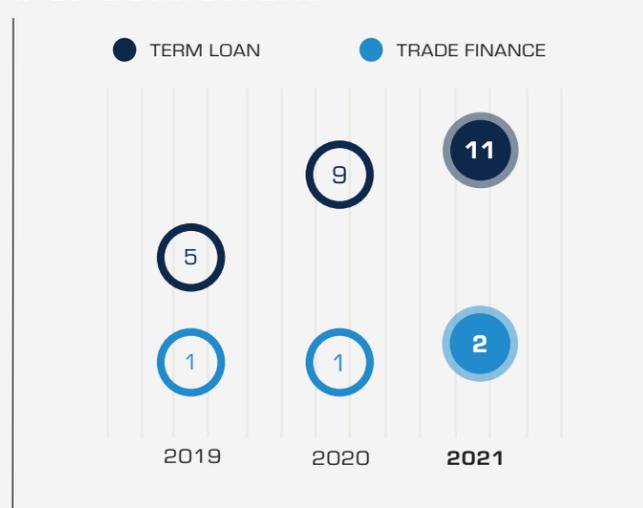
## TGSIF II PORTFOLIO-LEVEL IMPACT PROFILE

Across all TriLinc vehicles, the portfolio-wide impact objective is to create positive economic development impacts through providing access to finance to growth-stage SMEs operating primarily in developing economies worldwide. Using metrics from the industry standard IRIS framework, TriLinc measures TGSIF II's contribution to economic development through the collection, tracking, and reporting of the five portfolio-level impact metrics outlined to the right that are aggregated across the TGSIF II's portfolio since inception in June 2019 through December 31, 2021 (TGSIF II Reporting Period). During the TGSIF II Reporting Period, TGSIF II invested in 13 portfolio companies that represent the following contributions, in aggregate, to economic development in their respective markets:

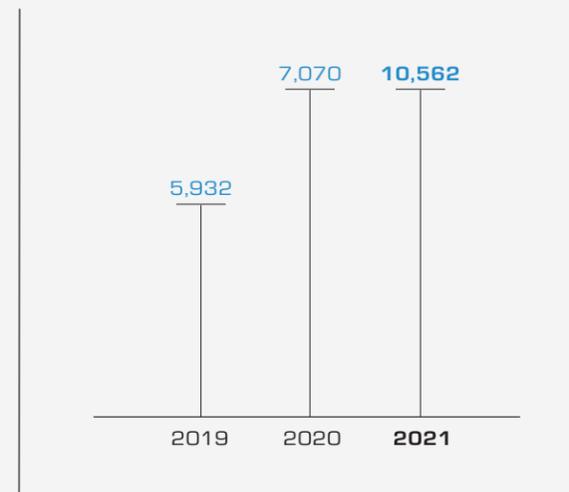
### TGSIF II PORTFOLIO-LEVEL IMPACT PROFILE AVERAGE (USD MILLIONS)

JOB'S SUPPORTED	10,562
WAGES	\$8.0
REVENUE	\$79.4
NET PROFIT	\$-5.3
TAXES	\$8.4

## # OF BORROWERS



## PERMANENT JOBS SUPPORTED <sup>[2]</sup>



## TGSIF II BORROWER-LEVEL IMPACT PROFILE

TriLinc believes that SMEs are the engine to generate positive and measurable impacts on building sustainable communities, strengthening the workforce, and enhancing the global competitiveness of both their company and economy. TGSIF II borrower companies demonstrate their intent to create positive impacts by self-selecting and reporting against IRIS metrics that capture one or more of the economic, social, and/or environmental impact objective(s) which best represent their business activities, operational goals, and potential to make real impacts as illustrated below.

## BORROWER-LEVEL IMPACT OBJECTIVE PROGRESS <sup>[2]</sup>

Impact Objective	# OF BORROWERS
<b>BUILDING SUSTAINABLE COMMUNITIES</b>	
ACCESS TO FINANCIAL SERVICES	2
ENERGY CONSERVATION	2
POLLUTION PREVENTION & WASTE MANAGEMENT	2
AGRICULTURAL PRODUCTIVITY	1
ENVIRONMENTAL CONSERVATION	1
FOOD SECURITY	1
<b>STRENGTHENING THE WORKFORCE</b>	
CAPACITY-BUILDING	6
EQUALITY & EMPOWERMENT (WOMEN & MINORITIES)	3
COMMUNITY DEVELOPMENT	1
<b>ENHANCING GLOBAL COMPETITIVENESS</b>	
PRODUCTIVITY & COMPETITIVENESS	7
ACCESS TO NEW MARKETS	2
ACCESS TO ENERGY	1

## GENDER IMPACT: SUPPORTING WOMEN IN THE WORKFORCE <sup>[2]</sup>



1. During the TGSIF II Reporting Period, TGSIF II has provided financing to 13 enterprises. Both the TGSIF II Portfolio-Level Impact Assessment and the TGSIF II Borrower-Level Impact Objectives sections represent data from all 13 borrower companies. As of December 31, 2021, 11 borrower companies were still part of TGSIF II's outstanding portfolio while two had exited the portfolio. The data represented in the TGSIF II Portfolio-Level Impact Assessment section are averages across all 13 TGSIF II borrower companies and, as such, each of these metrics above may be disproportionately affected by the performance of one or more borrower companies. No additional data is gathered from borrower companies after repayment of TGSIF II's loan. Given the relatively recent launch of TGSIF II, TriLinc deems it is too early to reasonably assess and report portfolio-level impact progress at this time. As TGSIF II continues its investing activity into 2022 and both the population of borrower companies and data set grow alongside the vehicle's life, TriLinc will report on portfolio-level impact progress. 2. Borrower companies select at least one objective out of 19 options provided by TGSIF II. Borrower companies may choose multiple objectives. Objectives which are a part of the portfolio's five core metrics (job creation, wage growth, increased revenues, increased net profits, increased taxes to local governments) have been excluded from this list.

# BUILDING SUSTAINABLE COMMUNITIES CASE STUDIES

**32**

SMEs FINANCED

**\$1.5M**

AVG. DRAW SIZE

**\$556.8M**

INVESTED

**377**

TRANSACTIONS

**13,273**

PERMANENT JOBS SUPPORTED

**2,822**

FEMALE JOBS SUPPORTED

**7,504**

EMPLOYEES TRAINED

## COUNTRY BREAKDOWN

ARGENTINA  
BOTSWANA  
CHILE  
COLOMBIA  
CROATIA  
ECUADOR  
GHANA  
GUATEMALA

HONG KONG  
INDONESIA  
JERSEY  
KENYA  
MEXICO  
NAMIBIA  
NETHERLANDS  
NEW ZEALAND

PERU  
ROMANIA  
SOUTH AFRICA  
UNITED ARAB EMIRATES  
UGANDA  
URUGUAY

BUILDING SUSTAINABLE COMMUNITIES

## FRUIT JUICE PROCESSOR GHANA

### TRILINC INVESTMENTS

	Initial Investment Year	Number of Transactions	Amount
TGSIF	2017	4	\$12,000,000

Operating in the West African country of Ghana, the Fruit Juice Processor specializes in producing and exporting juices from oranges, pineapples, apples, lemons, pears, pomegranates, and tropical fruits like acerola and passionfruit. The borrower sources fruits directly from over 3,000 smallholder farmers around the country and processes them into juice for export, primarily to the United States, Germany and Canada. Agriculture plays a central role in Ghana's economic development, contributing nearly 20% of GDP and 30% of all employment.[1]

In 2017, TGSIF extended a term loan facility to the Fruit Juice Processor to facilitate the installation of a solar plant adjacent to its processing facility. The borrower's goals were to increase its independence from Ghana's already stressed electricity supply, reduce its reliance on diesel for power generation, and lower monthly electricity costs while allowing it to sell back excess generated power to the national grid.

Lockdowns prompted by the COVID-19 pandemic caused the closure of many firms engaged in agribusiness and had a dramatic effect on employment in the industry; about 44.7 percent of the total workforce in the sector was laid off as a result.[2] Fortunately, the borrower has been able to grow substantially despite the pandemic, and it was able to retain all its employees and increase its workforce from 133 employees in 2019 to 180 in 2021.

To minimize waste, the borrower introduced a new product line of cold-pressed oil from the skin and excess juice of fruits from its processing activities; this secondary product can be used to create scented oils used in the production of perfumes, soaps, and candles.

Waste from the citrus processing facility can have high concentrations of citric acid, which can make its way into fresh water as runoff after rainfall, lowering pH levels. The borrower operates a waste treatment facility, which is inspected on a monthly basis, to isolate solid organic and inorganic materials from entering the water stream, adjust the pH of the filtered water, and disinfect the filtered water before releasing it into the environment.

In the future, the company plans to supply its smallholder farmer suppliers with high quality compost produced from the waste product at this facility, supplementing its existing support of these farmers. Roughly 1,500 farmers have participated in a six-course training module provided by the borrower on citrus establishment, orchard maintenance, and fruit harvest, and farmers receive access to the borrower's training room and surrounding groves.

**TERM LOAN**  
INVESTMENT TYPE

**\$12,000,000**  
TOTAL INVESTED



## BORROWER IMPACTS

### COMMUNITY DEVELOPMENT

Community Facilities Financed

2017	2018	2019	2020	2021
2	2	1	1	0

Community Facilities Financed (USD)

2017	2018	2019	2020	2021
50k	12.5k	3k	3k	0

Communities Served

2017	2018	2019	2020	2021
2	2	15	25	0

### AGRICULTURAL PRODUCTIVITY

Client Crop Yield: Yield/Hectare (MT)

2018	2019	2020	2021
12.5 <sup>[3]</sup>	10	10	12.5

Land Indirectly Controlled: Total (ha)

2018	2019	2020	2021
12k <sup>[4]</sup>	12k	11.6k	12k

### CAPACITY-BUILDING

Employees Trained: Total

2017	2018	2019	2020	2021
251	252	133	133	70

Individuals Receiving Training: Technical

2017	2018	2019	2020	2021
600	700	20	400	400

Organizations Receiving Training

2017	2018	2019	2020	2021
N/A	N/A	1	1	1

Data presented for the PDP Reporting Period across all Trilinc vehicles. Borrower companies highlighted in this section were selected with the following criteria: (1) were not highlighted in Trilinc's 2020 Sustainability & Impact Report; (2) reported complete ESG and impact data during FY2021; (3) had the largest outstanding balance across the PDP strategy in the "Building Sustainable Communities" impact theme, and (4) the majority of impact objectives are categorized in Trilinc's "Building Sustainable Communities" impact theme. Where there is no clear majority, the borrower company is categorized according to the impact theme and objective which aligns the closest to borrower's use of Trilinc's financing proceeds. Borrower companies may be categorized in one or more impact themes. The investments highlighted have been selected to illustrate Trilinc's investment approach and are not intended to represent performance, nor selected on the basis of performance or any performance-related criteria. The highlighted investments may or may not have been profitable.

1. World Bank. Open Data, Ghana. Retrieved January 2022. 2. United Nations Development Programme "UNDP", Summary Report on Impact of Covid-19 on Agribusinesses in Ghana. Retrieved January 2022. 3. Median yield per hectare. Farmers' productivity ranged in 2018 from 10 MT per hectare to 15 MT per hectare. Data on agricultural productivity not provided by the company in 2017. 4. Data on land indirectly controlled not provided for 2017.

## CONSUMER LENDER COLOMBIA

### TRILINC INVESTMENTS

	Initial Investment Year	Number of Transactions	Amount
TGIF	2020	6	\$8,376,041
TGSIF II	2020	6	\$8,623,960

Compared to other Latin American countries, Colombia has a relatively developed and well-regulated capital market, and its consumer banking industry has grown significantly over the past 25 years. However, as consumer credit has become steadily more available throughout the country, it has become evident that access to consumer finance in Colombia is inequitable, with large disparities in purchasing power between different income segments in urban centers, as well as between urban and rural populations. Only 40.5% of all adults in Colombia (14 million people) have access to consumer credit, and 19% (6 million people) lack a basic bank account and consequently have yet to be included in the formal financial system.<sup>[1]</sup>

As the Colombian financial services market has matured, the supply and demand for regulated consumer loans has grown as a mechanism to provide traditionally underbanked populations with access to capital. In many developing economies like Colombia, access to responsible and regulated credit is critical to ensuring the population's financial stability, improving purchasing power, and expanding the middle class.

In an effort to improve access to consumer credit in Colombia, the Consumer Lender began operations in 2016 in Barranquilla, one of the company's largest coastal cities. Since then, the borrower has quickly expanded its footprint to 20 offices throughout Colombia and has focused on providing credit solutions to a relatively underbanked low- and middle-income segment of pension beneficiaries and public-school teachers. The company's loans supplement these customers' income to take care of household, consumer, and life-event-related expenses.

In 2020, TGIF and TGSIF II provided a term loan facility to the Consumer Lender to support the expansion of its loan portfolio and improve the equity of access to credit throughout Colombia. With the onset of the COVID-19 pandemic, the existing financial pressures on the country's older low- and middle-income population segment have been exacerbated. Categorized by the government as an essential business, the Consumer Lender has proven to be resilient during the pandemic and has continued providing critical credit solutions to new and existing customers that are vulnerable to COVID-19 due to their age. Additionally, the pandemic has prompted the borrower's management team to focus on integrating new technology into business development and client retention operations in order to offer better customer service, expand its footprint and client reach, and improve household incomes and livelihoods.

### TERM LOAN INVESTMENT TYPE

**\$17,000,001**  
TOTAL INVESTED



### BORROWER IMPACTS

#### ACCESS TO FINANCIAL SERVICES

Client Individuals: Total

2020	2021
4,595	6,123

Value of Loans Disbursed (million)

2020	2021
\$30.1	\$18.6

Client Individuals: Female

2020	2021
2,566	1,910

Value of Loans Disbursed: Female (million)

2020	2021
\$17.1	\$10.2

## MOBILE NETWORK OPERATOR

JERSEY (FOR THE BENEFIT OF SUB-SAHARAN AFRICA)

### TRILINC INVESTMENTS

	Initial Investment Year	Number of Transactions	Amount
TGIF	2018	2	\$34,000,000
TGSIF	2018	1	\$1,000,000
TGSIF II	2021	1	\$5,000,000

Access to communication services plays a transformational socioeconomic role in low-income countries, as it provides a platform for inclusion and innovation. Greater mobile phone penetration can improve communication, social inclusion, literacy rates, financial inclusion, access to information, and trade. In Sub-Saharan Africa, mobile phones have brought millions of people into the formal financial system for the first time.<sup>[1]</sup> Data from the World Bank's Global Findex database shows that the share of adults in Sub-Saharan Africa with a mobile money account nearly doubled from 2014 to 2017.<sup>[2]</sup>

Recognizing the importance of access to communication services, the Mobile Network Operator began operations in 2001 in The Gambia with the goal of providing mobile network access to millions of underserved consumers in Sub-Saharan Africa. Since then, it has expanded its footprint to Sierra Leone (2005), the Democratic Republic of Congo (2005), and Uganda (2014). To date, the company has largely accomplished its vision to serve Sub-Saharan Africa's demand for mobile communications, providing 11 million subscribers with high-quality and affordable services.

Since March 2018, TGIF, TGSIF, and TGSIF II have provided term loan facilities to the Mobile Operator to support company growth, including improving network coverage for subscribers in the DRC and Uganda. As a result of the Mobile Network Operator's near 20-year track record on the continent and financial backing, the company has offered products and services that have positively impacted the continent by connecting individuals and communities to global commerce, news, social networks, and the formal banking sector through mobile transfers.

In response to the COVID-19 pandemic, the borrower has increased its investment in communication infrastructure, resulting in an expansion of 50% of its network footprint compared to pre-pandemic levels. Internally, the borrower has implemented various remote work solutions to reduce the risk of spread of COVID-19 among its 2,800 employees. Furthermore, the borrower offers its employees extensive allowances, including rent, transport subsidies, and meal plans, in addition to loans and salary advancements for emergency situations. The borrower has adopted an Environmental and Social Management Plan to mitigate a variety of environmental and social risks inherent to its operations. Notably, the borrower has also invested in solar-powered solutions and batteries to run its sites, displacing fossil fuel generation. As of 2020, the borrower had a total of 55 solar-powered sites compared to 20 sites the previous year, achieving substantial energy conservation gains.

Additionally, through the funding of various social projects, the borrower has supported economic development in Sub-Saharan Africa. These projects include: founding the Uganda Marathon, the proceeds of which help build and equip local schools; founding breast cancer and sexual harassment awareness campaigns, alongside the construction of several classrooms for schools in Sierra Leone; and participating in the largest reforestation project in the Democratic Republic of Congo.

### TERM LOAN INVESTMENT TYPE

**\$40,000,000**  
TOTAL INVESTED



### BORROWER IMPACTS

#### CAPACITY-BUILDING

Employees Trained: Total

2018	2019	2020	2021
214	197	266	161

Female Employees Trained: Total

2018	2019	2020	2021
N/A	N/A	100 <sup>[3]</sup>	78

#### PRODUCTIVITY & COMPETITIVENESS

Total Revenue (USD millions)

2018	2019	2020	2021
278.4	289.0	287	291

#### ENERGY CONSERVATION

Energy Efficiency Improvements (sq mts/year)

2018	2019	2020	2021
N/A	N/A	288,196	720,458

Energy Saved/Conserved (lbs of fuel)

2018	2019	2020	2021
36,120	39,780	40,977	259,231

Energy Generated for Use: Renewable (kW)

2018	2019	2020	2021
N/A	N/A	104,481	290,624

# STRENGTHENING THE WORKFORCE CASE STUDIES

**52**

SMEs FINANCED

**\$1.4M**

AVG. DRAW SIZE

**\$744.3M**

INVESTED

**546**

TRANSACTIONS

**30,369**

PERMANENT JOBS SUPPORTED

**6,783**

FEMALE JOBS SUPPORTED

**16,943**

EMPLOYEES TRAINED

## COUNTRY BREAKDOWN

ARGENTINA  
BOTSWANA  
BRAZIL  
CAPE VERDE  
CHILE  
ECUADOR  
GHANA  
GUATEMALA

HONG KONG  
INDONESIA  
JERSEY  
KENYA  
NAMIBIA  
NETHERLANDS  
NEW ZEALAND  
NIGERIA

PERU  
ROMANIA  
SOUTH AFRICA  
TANZANIA  
UGANDA  
UNITED STATES  
ZAMBIA

## STRENGTHENING THE WORKFORCE

# CLOTHING RETAILER

## ROMANIA

### TRILINC INVESTMENTS

	Initial Investment Year	Number of Transactions	Amount
TGSIF	2019	1	\$7,250,000
TGSIF II	2019	1	\$4,000,000

The financing gap for SMEs in Romania is substantial, at approximately \$45 billion USD, or 26% of its GDP.[1] Overall, the SME financing gap as a share of GDP in Central and Eastern European countries is three to five times larger than that of the United States.[2] Reducing this financing gap is important, as SMEs in the region are a pillar of employment and growth of the middle class, which has eroded in recent years following the global financial crisis.[2]

Founded in Romania in 2011, the Clothing Retailer has rapidly grown to operate 91 leased fashion stores throughout Romania, Bulgaria, and Croatia. As it grows, the borrower has placed emphasis in building a competent workforce by training its employees on skills such as retail management and sales. Capitalizing on the company's brand strength and scalability, TGSIF and TGSIF II extended a term loan facility to the borrower to finance the acquisition of an apparel wholesaler and operator of retail stores in the Czech Republic.

The Clothing Retailer plays an important role in promoting female equality and empowerment in the communities where it operates, as 330 of its 395 employees are female. Furthermore, all employees are protected by various employee benefits including fair hiring and recruiting policies, fair career advancement policies, fair compensation policies, and sexual harassment policies. Thanks to its employee protections, the borrower was well-positioned as the Romanian Equal Opportunity Law went into effect in May 2019, requiring all employers to develop and adopt clear internal policies to eliminate sexual harassment at the workplace, as well as take anti-harassment measures. More broadly, the borrower contributes to Romania's progress toward overcoming the gender gap; recently, the country achieved the lowest wage disparity between men and women in the European Union (EU), at just 5.2% in 2016, compared to the 16% EU average.[3] From an economic development perspective, Trilinc's financing supports the trend of middle-class growth in Romania, with income levels converging rapidly towards the average income per capita of country peers in the Organisation for Economic Co-operation and Development ("OECD").

## TERM LOAN INVESTMENT TYPE

**\$11,250,000**  
TOTAL INVESTED



## BORROWER IMPACTS

### CAPACITY-BUILDING

Employees Trained		
2019	2020	2021
1,372	1,245	395

### Individuals Receiving Training: Technical

2019	2020	2021
1,372	1,245	0

### EQUALITY & EMPOWERMENT

Permanent Employees: Female		
2019	2020	2021
342	340	330

### PRODUCTIVITY & COMPETITIVENESS

Total Revenue (USD millions)		
2019	2020	2021
38.1	36.2	28.9

Data presented for the PDP Reporting Period across all Trilinc vehicles. Borrower companies highlighted in this section were selected with the following criteria: (1) were not highlighted in Trilinc's 2020 Sustainability & Impact Report; (2) reported complete ESG and impact data during FY2021; (3) had the largest outstanding balance across the PDP strategy in the "Strengthening the Workforce" impact theme, and (4) the majority of impact objectives are categorized in Trilinc's "Strengthening the Workforce" impact theme. Where there is no clear majority, the borrower company is categorized according to the impact theme and objective which aligns the closest to borrower's use of Trilinc's financing proceeds. Borrower companies may be categorized in one or more impact themes. The investments highlighted have been selected to illustrate Trilinc's investment approach and are not intended to represent performance, nor selected on the basis of performance or any performance-related criteria. The highlighted investments may or may not have been profitable.

1. International Finance Corporation, 2017. MSME Finance Gap. Retrieved January 2022. 2. International Labor Organization, 2016. Europe's Disappearing Middle Class. Retrieved January 2022. 3. European Commission, 2022. The Gender Pay Gap Situation in the EU. Retrieved January 2022.

# HOSPITALITY SERVICE PROVIDER

CAPE VERDE

## TERM LOAN

INVESTMENT TYPE

**\$19,000,000**

TOTAL INVESTED



## BORROWER IMPACTS

### CAPACITY-BUILDING

Employees Trained: Total

2016	2017	2018	2019
801	1,894	2,220	2,124
2020	2021		
1,571	1,277		

Female Employees Trained: Total

2016	2017	2018	2019
N/A	N/A	N/A	N/A
2020	2021		
N/A	361 <sup>[3]</sup>		

TRILINC INVESTMENTS			
	Initial Investment Year	Number of Transactions	Amount
TGIF	2016	1	\$17,000,000
TGSIF	2017	1	\$2,000,000

Founded in 2007, the Hospitality Service Provider is the leading developer and operator of five-star resorts in Cape Verde and a critical contributor to the economic sustainability of the local economy. Located 500 kilometers off the west coast of Africa, Cape Verde is an archipelago of 10 islands, nine of which are inhabited. The country relies heavily on tourism as it represents 25% of GDP<sup>[1]</sup> and 33.4% of total employment (68,000 jobs).<sup>[2]</sup> With two award-winning resorts in operation on the islands, and a further eight resorts and hotels in various stages of planning and development throughout the archipelago, the Hospitality Service Provider is one of the largest single employers in the country, with 801 permanent employees working on the borrower's existing properties.

Since 2016, TGIF and TGSIF have provided financing to the company to support the completion of a 601-unit property on Sal Island as well as the development of a new 835-unit hotel on Boa Vista Island. TriLinc's financing has been key in supporting the company throughout the COVID-19 pandemic, which has been a particularly difficult period for the hospitality industry worldwide. As a result of the pandemic, starting in March 2020 the Hospitality Service Provider was forced to close all its resorts and halt construction of two new resorts. TriLinc has since worked with the borrower to restructure the existing loan facility; benefiting by TriLinc's patient capital approach, the borrower has been able to resume its operations, reopening four resorts with a total capacity of 1,723 rooms from September to December of 2021. Moreover, the construction of the borrower's two new resorts will contribute an estimated 993 new permanent jobs for hotel operations and maintenance, along with approximately 700 temporary jobs for the construction phase.

The borrower focuses on promoting economic development through strengthening community services and programs. It created a foundation in 2012 to improve access for local youth to educational and health initiatives, including the construction of new school buildings and the provision of school kitchen equipment and supplies. These efforts, in addition to the training initiatives on hospitality-related skills for its employees, make the Hospitality Service Provider an anchor of Cape Verde's economic recovery and community resilience in a post-pandemic context. In terms of environmental management, the borrower employs solar heating technologies and low energy lighting systems for energy savings. To conserve water, the borrower recycles rain and wastewater (including run-off from desalination processes) for use on grounds and planting maintenance. Additionally, as part of a broader reforestation project, the company has planted approximately 2,500 trees on eight hectares around its facilities. These practices have made the Hospitality Service Provider a recipient of the Travelife Gold certification for sustainability practices.

1. The World Bank. The World Bank in Cabo Verde, 2021. Retrieved January 2022. 2. Statista Global Business Data Platform. Share of jobs in the travel and tourism sector in Cape Verde in 2019 and 2020. Retrieved January 2022. 3. TriLinc first started tracking the number of female employees trained in 2021.

# ICE CREAM RETAILER

UNITED STATES

## TRILINC INVESTMENTS

	Initial Investment Year	Number of Transactions	Amount
TGIF II	2021	2	\$2,000,000

According to a U.S. Chamber of Commerce report, business performance and growth disparities between minority and non-minority business enterprises are primarily attributed to limited financial, human, and social capital as well as racial discrimination. More specifically, the lack of access to financial capital is a particular hurdle which impedes minority business enterprise (MBE) growth. In spite of these constraints, however, the same U.S. Chamber of Commerce report notes that MBEs are strong performers, create jobs with competitive wages, foster entrepreneurialism, and serve as the backbone of their communities.<sup>[1]</sup>

Recognizing the critical role MBEs have in supporting equitable economic and social development, celebrity entrepreneur and media personality Tyra Banks has consistently leveraged her public profile to encourage and inspire minorities – particularly female women of color – to pursue entrepreneurial endeavors and break through gender, ethnic, and racial barriers that threaten to limit their aspirations and goals. As a part of her efforts, Ms. Banks recently founded SMiZE Cream, launched in Los Angeles to offer all-natural ice cream flavors through a nation-wide network of retail stores, supermarkets, and third-party food delivery providers. In addition to ice cream, SMiZE will leverage Ms. Banks' reputation and branding to develop a family entertainment concept that includes a children's book series, film and television programming, and related merchandise. As an MBE, SMiZE provides a valuable "demonstration effect" to minority entrepreneurs, putting front and center the development of a company-sponsored and organized mentorship program, which will offer accessible goal-achieving advice and encouragement to community members of all backgrounds in Los Angeles and beyond. Supported by Ms. Bank's track record of successful entrepreneurial endeavors, TGIF II's financing has funded SMiZE's start-up and initial product roll-out phase in California and potentially, in other key markets throughout the United States.

1. U.S. Chamber of Commerce. Disparities in Capital Access between Minority & Non-Minority-Owned Businesses: The Troubling Reality of Capital Limitations Faced by MBEs. January 2010.

## TRADE FINANCE

INVESTMENT TYPE

**\$2,000,000**

TOTAL INVESTED



## BORROWER IMPACTS

### CAPACITY-BUILDING

Employees Trained

2021  
**3**

Individuals Receiving Training:  
Technical

2021  
**0**

Organizations Receiving Training

2021  
**0**

### EQUALITY & EMPOWERMENT

Permanent Employees: Female

2021  
**1**

Permanent Employees:  
Minority/Previously Excluded

2021  
**2**

# ENHANCING GLOBAL COMPETITIVENESS CASE STUDIES

**36**

SMEs FINANCED

**\$2.4M**

AVG. DRAW SIZE

**\$710.6M**

INVESTED

**294**

TRANSACTIONS

**19,176**

PERMANENT JOBS SUPPORTED

**3,304**

FEMALE JOBS SUPPORTED

**4,384**

EMPLOYEES TRAINED

## COUNTRY BREAKDOWN

BRAZIL  
CAMEROON  
CHILE  
COLOMBIA  
GHANA  
HONG KONG  
INDONESIA  
ITALY

JERSEY  
KENYA  
MALAYSIA  
MAURITIUS  
MOROCCO  
NIGERIA  
PERU  
ROMANIA

SINGAPORE  
SOUTH AFRICA  
UNITED ARAB EMIRATES  
UGANDA  
UNITED KINGDOM  
URUGUAY  
ZAMBIA

## ENHANCING GLOBAL COMPETITIVENESS

# COCOA PROCESSOR INDONESIA

### TRILINC INVESTMENTS

	Initial Investment Year	Number of Transactions	Amount
TGIF	2020	2	\$15,000,000
TGSIF	2020	2	\$8,500,000
TGSIF II	2020	2	\$6,500,000

Founded in 1992 as a cocoa bean trading company in Indonesia, the Cocoa Processor has since expanded its operations to include cocoa butter and cake processing for export to global markets, primarily to clients in Europe, the United States, and Australia. The borrower company operates on the island of Sulawesi, where more than 95% of Indonesia's cocoa is produced by farmers with 2 hectares of land or less.[1] The borrower supports more than 1,000 smallholder farmers with cocoa purchases and training on cultivation best practices. The cocoa industry has been one of the pillars sustaining Indonesia's economy as it has benefited from strong demand for cocoa from developed economies during the COVID-19 pandemic. The sector is forecasted to reach 1.71 billion USD (in retail prices), increasing at a CAGR of 10.32% per annum for the period 2020-2025.[2]

However, the broader context is that majority of Indonesia's 62 million SMEs are constrained by a lack of access to finance, further contributing to the country's high rates of poverty across cultural and ethnic groups.[3] In 2020, TGIF, TGSIF, and TGSIF II provided a term loan facility to the Cocoa Processor to support efficiency improvements in its production line and help overcome the financing obstacles it faces as an Indonesian SME. Trilinc's financing has supported the borrower in solidifying its position as the fourth largest cocoa processing and exporting company in the country, producing 31,200 metric tons of finished product in 2020. Moreover, Trilinc's first disbursement to the company in May of 2020 at the onset of the COVID-19 pandemic enabled the borrower to pursue the opportunities presented by the growing global demand for chocolate, in large part driven by the pandemic itself. This financing, at such a critical time, allowed the company to avoid employee layoffs and maintain purchases of raw materials from farmers, which, in turn, supported community livelihoods during this challenging period.

As a part of the Indonesian cocoa industry cluster, the borrower is at the center of advancing agricultural productivity, alleviating poverty, and increasing food security. Its growing base of employees benefit from the policies and social protections provided by the borrower. Additionally, the Cocoa Processor is breaking gender barriers as it is amongst a minority of female led SMEs in the country, with both a female CEO and chairperson of its non-executive board. In line with its goal of increasing women's participation across its employee base, the borrower has adopted a broad range of DEI policies that support a diverse workplace.

[CLICK HERE](#) to learn more about this borrower.

### TERM LOAN INVESTMENT TYPE

**\$30,000,000**  
TOTAL INVESTED



### BORROWER IMPACTS

#### PRODUCTIVITY & COMPETITIVENESS

Units/Volume Produced (MT)

2020 2021

**36,447 31,200**

Data presented for the PDP Reporting Period across all Trilinc vehicles. Borrower companies highlighted in this section were selected with the following criteria: (1) were not highlighted in Trilinc's 2020 Sustainability & Impact Report; (2) reported complete ESG and impact data during FY2021; (3) had the largest outstanding balance across the PDP strategy in the "Enhancing Global Competitiveness" impact theme, and (4) the majority of impact objectives are categorized in Trilinc's "Enhancing Global Competitiveness" impact theme. Where there is no clear majority, the borrower company is categorized according to the impact theme and objective which aligns the closest to borrower's use of Trilinc's financing proceeds. Borrower companies may be categorized in one or more impact themes. The investments highlighted have been selected to illustrate Trilinc's investment approach and are not intended to represent performance, nor selected on the basis of performance or any performance-related criteria. The highlighted investments may or may not have been profitable.

1. Rainforest Alliance, 2021. Project Profile: Transforming the Cocoa Sector in Indonesia Through Value Addition for Smallholders. Retrieved January 2022. 2. MarketResearch.com, 2021. Indonesia: Cocoa Market and the Impact of COVID-19 on It in the Medium Term. Retrieved January 2022. 3. OECD. SME and Entrepreneurship in Indonesia. 2018. Retrieved January 2022.

ENHANCING GLOBAL COMPETITIVENESS

# FROZEN BAKERY PRODUCTS MANUFACTURER

ROMANIA

**TERM LOAN**  
INVESTMENT TYPE

**\$21,740,359**  
TOTAL INVESTED



## BORROWER IMPACTS

### PRODUCTIVITY & COMPETITIVENESS

Total Revenue (USD millions)

2018	2019	2020	2021
14.4	16.3	15.9	19.4

Units/Volume Sold: Total (tons)

2018	2019	2020	2021
3,750	4,677	3,989	4,602

### ENERGY CONSERVATION

Energy Generated for Use: Renewable (MWh)

2018	2019	2020	2021
540	317	480	487

TRILINC INVESTMENTS			
	Initial Investment Year	Number of Transactions	Amount
TGIF	2018	2	\$5,675,195
TGSIF	2019	4	\$16,065,164
TGSIF II	2019	1	\$5,800,000

The Frozen Bakery Products Manufacturer is a women-founded company based in Tulcea, Romania, a small city along the Danube River. The company was founded in 1993 as a family bakery by the mother of the current CEO and COO. Today, the company has established itself as Romania's second largest producer of frozen bread, sixth largest producer of pretzels, and largest producer of fresh bread and pastries. Romania is one of Europe's leading producers of wheat, with higher bread consumption per capita of over 97kg per year compared to the European average of 60kg per year.[1] Urbanization and changing consumption patterns have led to an increase in demand for fresh and frozen bakery products in Romania; however, local frozen bakery processing capacity is limited, and the majority of products are imported at relatively high cost. In response to this reality, the government of Romania recently passed a law which requires supermarkets to sell a minimum 51% of local products.

In this context, the Frozen Bakery Products Manufacturer embarked in 2018 on a series of capital expenditure projects to diversify its product offering, increase its production capacity at its existing facility, and begin development of a new facility near Tulcea. Since 2018, TGIF and TGSIF have provided a term loan facility to the borrower to contribute to financing this expansion. In 2021, TGIF and TGSIF II extended an additional facility to catalyze local bank financing, a regional grant, and state-aid programs for the completion of this project.

Since TriLinc's initial investment, the borrower has increased its employee base from 233 in 2018 to 247 currently, with the participation of women in the borrower's workforce growing from 62% to 66% during the same timeframe. Notably, the percentage of female employees is larger for managerial roles at 71%. Some of the senior positions held by women include Production Director, Retail Sales Director, Commercial Director, Chief Accountant, and Head of Supermarkets. Furthermore, all employees are protected by various employee benefits including fair hiring and recruiting policies, fair career advancement policies, fair compensation policies, child-care support, and sexual harassment policies.

Additionally, as a recipient of the European Economic Area ("EEA") Grant created by Iceland, Liechtenstein, Norway, and the European Union to reduce economic and social disparities, the borrower has assumed commitments to reduce waste and energy consumption. As a result, the company installed a 0.4 MWh solar panel park to meet 40% of the factory's electrical needs, installed automated distribution flour silos at each of its production lines to directly transport bulk deliveries without the use of any packaging, and adopted a new process that consists of automatically regulating the temperature of refrigerated products.

1. Eurostat European Statistical dashboard, 2020. Bread Consumption per Capita - Romania. Retrieved January 2022.

ENHANCING GLOBAL COMPETITIVENESS

# SEAFOOD PROCESSING COMPANY

ECUADOR

## TRILINC INVESTMENTS

	Initial Investment Year	Number of Transactions	Amount
TGSIF II	2021	2	\$2,300,000
TGSIF	2021	92	\$31,031,541

The global aquaculture industry is projected to produce 105 million tons by 2029, an increase of 59.6% from the previous decade.[1] The growth of sustainable aquaculture is a key driver to removing fishing pressure from natural coastal and marine ecosystems, with aquaculture production projected to overtake capture fisheries as soon as 2024.[1] From a food security and poverty reduction perspective, it is estimated that fisheries and aquaculture provide a livelihood for 540 million people worldwide and generate a source of healthy food and resources for millions of families. In Latin America, the contribution of aquaculture to the regional economy has grown substantially in the last 10 years, providing employment for more than 200,000 people directly and 500,000 indirectly.[1]

As a part of this increased demand, the Seafood Processing Company was founded near the coastal city of Guayaquil in August 2013 after the borrower acquired a tilapia processing plant and re-equipped it for frozen shrimp production. When the borrower began operations in December 2013, the facility had a freezing capacity of 60,000 lbs/day. Today, driven by strong demand for frozen shrimp, the company has a storage capacity of 1.5 million pounds, and is planning to add another facility with a storage capacity of 5 million pounds. In 2021, TGSIF extended two trade finance facilities to the borrower to enable it to reach new markets for its products such as Brazil, Russia, and the Middle East. As the company grows, the effect is felt across its value chain as it increases purchases of seafood products sourced from small and medium shrimp farmers across the Ecuadorian shrimp farming region surrounding Guayaquil. To be eligible to offer products to the borrower, suppliers must be registered in the Public Aquaculture Registry (Registro Público Acuicola), ensuring that suppliers are monitored for compliance with the industry's environmental and social regulations.

At the borrower level, the company plays an important role in its community in advancing female equality and empowerment, as 320 of its 400 employees are female; the company's ratio of four female employees to every male employee is over five times greater than the national average for Ecuador of only 0.69.[2] Furthermore, all of its employees have access to health insurance, parental leave, childcare support, and retirement provisions, and all employees are protected by policies for sexual harassment, fair hiring/recruiting, fair career advancement, and fair compensation. From an environmental and governance perspective, the company has adopted all applicable decision and governance bodies, as well as third party audit practices, ranking well when compared against the IFC Corporate Governance Guidelines for SMEs. From an environmental perspective, the company complies with all local and national regulations and has recently completed the construction of a wastewater treatment plant for one of its facilities.

1. Organization for Economic Co-operation and Development- Food and Agriculture Organization "OECD-FAO". Agricultural Outlook 2020-2029. Retrieved January 2022. 2. The World Bank. Open Data, Ecuador. Retrieved January 2022.

**TRADE FINANCE**  
INVESTMENT TYPE

**\$33,331,541**  
TOTAL INVESTED



## BORROWER IMPACTS

### PRODUCTIVITY & COMPETITIVENESS

Client Organizations: Total  
2021  
**30**

Client Organizations: SME  
2021  
**10**

Client Organization: Provided New Access  
2021  
**5**

### ACCESS TO NEW MARKETS

Units/Volume Sold (lbs)  
2021  
**22,250,000**

Units/Volume Sold Exported (lbs)  
2021  
**21,500,000**

### EQUALITY & EMPOWERMENT

Permanent Employees: Female  
2021  
**320**

Permanent Employee: Minority/Previously Excluded  
2021  
**22**

# DEFINITIONS

## Developing Economy

TriLinc generally defines a developing economy as a country with a national income classified by World Bank as upper-middle income and below.

## Earned Revenue

An organization's total revenues less contributed revenues (grants and donations).

## Impact Reporting and Investment Standards (IRIS)

A catalog of performance metric that leading impact investors use to measure social, environmental, and financial success, evaluate deals, and grow the credibility of the impact investing industry.

## Net Income

An organization's net profit before donations.

## Payments to Government

Value of all transfers to the government made by the organization during the reporting period, including corporate income or profit taxes.

## Permanent Employee Wages

Value of wages (including bonuses, excluding benefits) paid to all full-time and part-time employees of an organization.

## Permanent Job

A job that is occupied by either a paid full-time or part-time employee, not including seasonal employees.

## Small and Medium Enterprises (SMEs)

Businesses with five to 500 employees. For businesses in the agricultural and aquaculture sectors, fewer than 1,000 employees.

## Sustainable Development Goals (SDGs)

A collection of 17 interrelated global goals set out by the United Nations to mobilize efforts to end all forms of poverty, fight inequities, and tackle climate change, while ensuring that no one is left behind.

## Term Loan

Direct lending for a specified amount, tenor and interest rate calculation. For SMEs, loan sizes generally range from \$5,000,000 to \$15,000,000, with tenors of approximately three to five years.

## Trade Finance

Short-term financings provided to importers and exporters in order to facilitate the international trade of goods. Transaction sizes generally range from \$500,000 to \$5,000,000 with terms of three to 12 months, often with revolving capability, i.e., the flexibility to draw down, repay and redraw funds for multiple import/export contracts.

## IMPACT OBJECTIVES



### Access to Education

Business activities that actively seek to provide schooling to students.



### Access to Energy

Business activities that actively seek to provide electricity to households or organizations.



### Access to Financial Services

Business activities that actively seek to provide individuals and/or enterprises with access to finance.



### Access to New Markets

Business activities that enable access to new markets for products/services produced and sold by the organization.



### Access to New Products

Business activities that produce and sell products/services that are considered to be new and/or innovative in the destination market.



### Affordable Housing

Business activities that actively seek to provide housing for low- and middle-income individuals or households for which the associated financial costs are at a level that does not threaten other basic needs or the individual's/household's overall income.



### Agricultural Productivity

Business activities that actively seek to increase the amount of agricultural product/service produced and sold by the organization.



### Capacity-Building

Business activities that actively seek to provide training and/or technical assistance to individuals and/or organizations, including employees, suppliers and/or customers.



### Community Development

Business activities that actively seek to provide financially profitable infrastructure, products and/or services to local community end-users.



### Employee Ownership

Business activities that actively seek to promote and increase employee ownership of the organization.



### Energy Conservation

Business activities that actively employ energy conservation techniques to reduce the amount of energy needed to carry out current processes or tasks.



### Environmental Conservation

Business activities that actively seek to conserve the environment.



### Equality & Empowerment

Business activities that actively promote equal access to the organization's employment opportunities and/or products for all beneficiaries, regardless of gender, race, ethnicity, age, income level, etc.



### Food Security

Business activities that actively seek to increase the number of individuals and/or households in the country or region of agricultural production that have access to sufficient, safe, and nutritious food to maintain a healthy and active lifestyle.



### Health Improvement/Health & Wellness

Business activities that actively seek to sustain and/or improve healthy lifestyle.



### Job Creation

Business activities that actively seek to increase the total number of paid full-time and part-time employees employed by the organization.



### Pollution Prevention/Waste Management

Business activities that actively seek: (a) collection, transport, treatment, and disposal of waste; (b) control, monitoring, and regulation of the production, collection, transport, treatment, and disposal of waste; (c) prevention of waste production through in-process modifications, reuse, and recycling; and/or (d) reduce/minimize and/or control the intensity and mass flow of the release of air, land, and water pollutants.



### Productivity & Competitiveness

Business activities that actively seek to increase the amount of product/service produced by the organization.



### Wage Increase

Business activities that actively seek to increase the value of wages (including bonuses, excluding benefits) paid to all full- and part-time employees.

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RSM US LLP

### Independent Accountant's Review Report

To the Managing Member  
TriLinc Global Impact Fund, LLC  
TriLinc Global Sustainable Income Fund, LLC  
TriLinc Global Impact Fund II, LLC  
TriLinc Global Sustainable Income Fund II, LLC

We have reviewed the select data identified in the attached Appendix A included in TriLinc Global Impact Fund, LLC, TriLinc Global Sustainable Income Fund, TriLinc Global Impact Fund II and TriLinc Global Sustainable Income Fund II (the Company)'s 2021 Sustainability and Impact Report as of and for the year ended December 31, 2021. The Company's management is responsible for presenting the select data in the 2021 Sustainability and Impact Report in accordance with (or based on) the assessment criteria described in the "Definitions" section of the 2021 Sustainability and Impact Report. Where possible, the Company has incorporated definitions from Impact Reporting and Investment Standards ("IRIS") version 3.0, which it has identified as an objective basis against which it assesses and reports data. Our responsibility is to express a conclusion on the select data identified in Appendix A included in the 2021 Sustainability and Impact Report based on our review.

Our review was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. Those standards require that we plan and perform the review to obtain limited assurance about whether any material modifications should be made the select data identified in Appendix A included in the 2021 Sustainability and Impact Report in order for it to be in accordance with (or based on) the criteria. A review is substantially less in scope than an examination, the objective of which is to obtain reasonable assurance about whether the select data identified in Appendix A included in the 2021 Sustainability and Impact Report is in accordance with (or based on) the criteria, in all material respects, in order to express an opinion. Accordingly, we do not express such an opinion. We believe that our review provides a reasonable basis for our conclusion.

Based on our review, we are not aware of any material modifications that should be made to the select data identified in Appendix A included in the 2021 Sustainability and Impact Report in order for it be in accordance with (or based on) the assessment criteria described in the "Definitions" section of the 2021 Sustainability and Impact Report.

*RSM US LLP*

Stamford, Connecticut  
March 31, 2022

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## APPENDIX A

Select Data identified from TriLinc's Private Debt Plus®  
2021 Annual Impact Report

A. The length of organizational history in trade finance, debt and equity investment, direct lending, private credit, or private investment; total dollar amount of transaction experience; geographical focus; and combined experience of the principals of the following investment partners:

1. The Rohatyn Group
2. Origin Funding Partners
3. Alsis Funds
4. CEECAT Capital
5. Enhanced Capital
6. Working Capital Associates
7. Helios Investment Partners
8. Scipion Capital
9. Africa Global Trade Finance Ltd.
10. Barak Fund
11. Asia Impact Capital
12. CLSA Capital Partners
13. TransAsia Private Capital

B. Total dollar amount of investments, number of SMEs Financed, number of Permanent Jobs Supported and number of Developing Economies since inception stratified by the following four vehicles:

1. TriLinc Global Impact Fund, LLC (TGIF)
2. TriLinc Global Sustainable Income Fund (TGSIF)
3. TriLinc Global Impact Fund II (TGIF II)
4. TriLinc Global Sustainable Income Fund II (TGSIF II)

C. The percentage of borrowers that engage in the following Diversity, Equity & Inclusion Practices as reported by borrowers during their latest annual assessment as stratified by the following strategies and practices:

1. Parental Leave
2. Fair Hiring & Recruiting
3. Fair Compensation
4. Fair Career Advancement
5. Sexual Harassment Policy

D. The percentage of borrowers that engage in the following Environmental and Community Practices as report by borrowers during their latest annual assessment as stratified by the following practices:

1. Energy Savings
2. Waste Reduction
3. Charitable Donations
4. Water Conservation
5. Community Service

E. The percentage of borrower companies mapped to SDG 5 and SDG 8 stratified by the following four vehicles:

1. TGIF
2. TGSIF
3. TGIF II
4. TGSIF II

F. The number of SMEs Financed, average investment draw size, total amount invested, number of transactions, number of permanent jobs supported, number of female jobs supported and number of employees trained for TGIF.

G. Number of borrowers broken-down by countries within TGIF:

1. South Africa
2. Ecuador
3. Argentina
4. Nigeria
5. Indonesia
6. Hong Kong
7. Kenya
8. Peru
9. Zambia
10. Brazil
11. Chile
12. Colombia
13. Ghana
14. Namibia
15. Singapore
16. United Kingdom
17. Botswana
18. Cameroon
19. Cape Verde
20. Croatia
21. Guatemala
22. Italy
23. Jersey
24. Malaysia
25. Mauritius
26. Mexico
27. Morocco
28. Netherlands
29. New Zealand
30. Romania
31. Tanzania
32. Uganda
33. United Arab Emirates
34. Uruguay

H. Total amount invested in TGIF and as stratified by year (since year of fund inception):

1. 2013
2. 2014
3. 2015
4. 2016
5. 2017
6. 2018
7. 2019
8. 2020
9. 2021

I. Total number of permanent jobs supported from TGIF and as stratified by year (since year of fund inception):

1. 2013
2. 2014
3. 2015
4. 2016
5. 2017
6. 2018
7. 2019
8. 2020
9. 2021

J. Total number of borrowers financed during the reporting period from TGIF and as stratified by the following transaction types:

1. Term Loan
2. Trade Finance

K. Total Gender Impact as of 2021 for TGIF:

1. Total Female Employees
2. Total Employees
3. Total Female Managers
4. Total Managers
5. Total Female Board Members
6. Total Board Members

L. The average percent changes between current and baseline impact data reported at the time of initial TGIF financing and the latest impact data reported to TGIF for the following measures:

1. Increased Jobs Supported (IRIS 3.0. Metric OI8869)
2. Increased Wage Growth (IRIS 3.0 Metric OI9677)
3. Increased Revenue (IRIS 3.0 Metric P11775)
4. Increased Net Profit (IRIS 3.0 Metric FP3274)
5. Increased Taxes (IRIS 3.0 Metric FP5261)

M. The number of active borrowers within TGIF aligned with each of the below impact objectives and the average progress towards each of the below impact objectives since inception expressed as a percentage of baseline assessment data:

1. Pollution Prevention & Waste Management
2. Energy Conservation
3. Access to Financial Services
4. Access to Education
5. Health Improvement
6. Food Security
7. Affordable Housing
8. Community Development
9. Environmental Conservation
10. Agricultural Productivity
11. Equality & Empowerment
12. Capacity-Building
13. Employee Ownership
14. Access to Energy
15. Access to New Markets
16. Access to New Products
17. Productivity & Competitiveness

N. The number of SMEs Financed, average investment draw size, total amount invested, number of transactions, number of permanent jobs supported, number of female jobs supported and number of employees trained for TGSIF:

O. Number of borrowers breakdown by countries within TGIF:

1. Ghana
2. Brazil
3. Hong Kong
4. Nigeria
5. Romania
6. Botswana
7. Cape Verde
8. Chile
9. Colombia
10. Croatia
11. Ecuador
12. Indonesia
13. Jersey
14. Malaysia
15. Mauritius
16. Mexico
17. Netherlands
18. South Africa
19. Tanzania
20. Uganda

P. Total amount invested in TGSIF and as stratified by year (since year of fund inception):

1. 2017
2. 2018
3. 2019
4. 2020
5. 2021

Q. Total number of permanent jobs support from TGSIF and as stratified by year (since year of fund inception):

1. 2017
2. 2018
3. 2019
4. 2020
5. 2021

R. Total number of borrowers financed during the reporting period from TGSIF and as stratified by the following transaction types:

1. Term Loan
2. Trade Finance

S. Total Gender Impact as of 2021 for TGSIF:

1. Total Female Employees
2. Total Employees
3. Total Female Managers
4. Total Managers
5. Total Female Board Members
6. Total Board Members

T. The average percent changes between current and baseline impact data reported at the time of initial TGSIF financing and the latest impact data reported to TGSIF for the following measures:

1. Increased Job Supported (IRIS 3.0. Metric OI8869)
2. Increased Wage Growth (IRIS 3.0 Metric OI9677)
3. Increased Revenue (IRIS 3.0 Metric P11775)
4. Increased Net Profit (IRIS 3.0 Metric FP3274)
5. Increased Taxes (IRIS 3.0 Metric FP5261)

U. The number of active borrowers within TGSIF aligned with each of the below impact objectives and the average progress towards each of the below impact objectives since inception expressed as a percentage of baseline assessment data:

1. Community Development
2. Pollution Prevention & Waste Management
3. Energy Conservation
4. Access to Financial Services
5. Agricultural Productivity
6. Access to Education
7. Food Security
8. Environmental Conservation
9. Equality & Empowerment
10. Capacity-Building
11. Employee Ownership
12. Access to Energy
13. Access to New Markets
14. Access to New Products
15. Productivity & Competitiveness

V. The number of SMEs Financed, average investment draw size, total amount invested, number of transactions, number of permanent jobs supported, number of female jobs supported and number of employees trained for TGIF II.

W. Number of borrowers breakdown by countries within TGIF II:

1. Ecuador
2. Ghana
3. Malaysia
4. Netherlands
5. Nigeria
6. United States

X. Total amount invested and total number of permanent jobs support from TGIF II and as stratified by year (since year of TGIF II inception):

1. 2019
2. 2020
3. 2021

Y. Total number of permanent jobs support from TGIF II and as stratified by year (since year of fund inception):

1. 2019
2. 2020
3. 2021

Z. Total number of borrowers financed during the reporting period from TGIF II and as stratified by the following transaction types:

1. Term Loan
2. Trade Finance

AA. Total Gender Impact as of 2021 for TGIF II:

1. Total Female Employees
2. Total Employees
3. Total Female Managers
4. Total Managers
5. Total Female Board Members
6. Total Board Members

BB. The amounts of the latest impact data reported to TGIF II for the following measures:

1. Jobs Supported (IRIS 3.0. Metric OI8869)
2. Wages (IRIS 3.0 Metric OI9677)
3. Revenue (IRIS 3.0 Metric P11775)
4. Net Profit (IRIS 3.0 Metric FP3274)
5. Taxes (IRIS 3.0 Metric FP5261)

CC. The number of active borrowers within TGIF II aligned with each of the below impact objectives and the average progress towards each of the below impact objectives since inception expressed as a percentage of baseline assessment data:

1. Pollution Prevention & Waste Management
2. Environmental Conservation
3. Capacity-Building
4. Equality & Empowerment
5. Access to New Markets
6. Access to Energy
7. Access to New Products
8. Productivity & Competitiveness

DD. The number of SMEs Financed, average investment draw size, total amount invested, number of transactions, number of permanent jobs supported, number of female jobs supported and number of employees trained for TGSIF II.

AB. Number of borrowers breakdown by countries within TGSIF II:

1. Romania
2. Ecuador
3. Brazil
4. Colombia
5. Ghana
6. Indonesia
7. Mauritius
8. Uganda
9. Zambia
10. Mexico
11. Jersey

AC. Total amount invested in TGSIF II and as stratified by year (since year of fund inception):

1. 2019
2. 2020
3. 2021

AD. Total number of permanent jobs support from TGSIF II and as stratified by year (since year of fund inception):

1. 2019
2. 2020
3. 2021

AE. Total number of borrowers financed during the reporting period from TGSIF II and as stratified by the following transaction types:

1. Term Loan
2. Trade Finance

AF. Total Gender Impact as of 2021 for TGSIF II:

1. Total Female Employees
2. Total Employees
3. Total Female Managers
4. Total Managers
5. Total Female Board Members
6. Total Board Members

AG. The amounts of the latest impact data reported to TGSIF II for the following measures:

1. Jobs Supported (IRIS 3.0 Metric OI8869)
2. Wages (IRIS 3.0 Metric OI9677)
3. Revenue (IRIS 3.0 Metric PI1775)
4. Net Profit (IRIS 3.0 Metric FP3274)
5. Taxes (IRIS 3.0 Metric FP5261)

AH. The number of active borrowers within TGSIF II aligned with each of the below impact objectives and the average progress towards each of the below impact objectives since inception expressed as a percentage of baseline assessment data:

1. Access to Financial Services
2. Energy Conservation
3. Pollution Prevention & Waste Management
4. Agricultural Productivity
5. Environmental Conservation
6. Food Security
7. Capacity-Building
8. Equality & Empowerment
9. Community Development
10. Productivity & Competitiveness
11. Access to New Markets
12. Access to Energy

## SECTOR CASE STUDIES

AI. Number of Building Sustainable Communities, Strengthening the Workforce, and Enhancing Global Competitiveness borrowers and transactions financed during the Reporting Period and as stratified by country.

AJ. Total dollar amount and average dollar draw size of Building Sustainable Communities, Strengthening the Workforce, and Enhancing Global Competitiveness borrowers financed during the Reporting Period.

AK. Number of jobs supported, female jobs supported, and employees trained by Building Sustainable Communities, Strengthening the Workforce, and Enhancing Global Competitiveness borrowers during the Reporting Period.

AL. For each borrower case study, the investment type, initial investment year, total amount invested, and number of transactions since inception for each applicable vehicle.

AM. Information included in the case studies for Building Sustainable Communities, Strengthening the Workforce, and Enhancing Global Competitiveness, as it relates to the individual borrower, as reported by the borrower during the periods presented:

• Case Study #1: Fruit Juice Processor

1. Number of Community Facilities Financed (IRIS 5.2 Metric PI8007)
2. Value of Community Facilities Financed (IRIS 5.2 Metric PI2410)
3. Communities Served (IRIS 5.2 Metric PI2476)
4. Client Crop Yield: Yield/Hectare (MT)
5. Land Indirectly Controlled (IRIS 5.2 Metric PI3789)
6. Employees Trained (IRIS 5.2 Metric OI4229)
7. Individuals Receiving Training (IRIS 5.2 Metric PI2998)
8. Organizations Receiving Training (IRIS 5.2 Metric PI6065)

• Case Study #2: Consumer Lender

1. Client Individuals (IRIS 5.2 Metric PI4060)
2. Value of Loans Disbursed (IRIS 5.2 Metric PI5476)
3. Client Individuals: Female (IRIS 5.2 Metric PI8330)
4. Value of Loans Disbursed: Female

• Case Study #3: Mobile Network Operator

1. Employees Trained (IRIS 5.2 Metric OI4229)
2. Female Employees Trained
3. Total Revenue (IRIS 5.2 Metric FP6510)
4. Energy Efficiency Improvements
5. Energy Saved/Conserved (IRIS 5.2 Metric OI 6697)
6. Energy Generated for Use (IRIS 5.2 Metric OI9624)

• Case Study #4: Clothing Retailer

1. Employees Trained (IRIS 5.2 Metric OI4229)
2. Individuals Receiving Training (IRIS 5.2 Metric PI2998)
3. Permanent Female Employees (IRIS 5.2 Metric OI2444)
4. Total Revenue (IRIS 5.2 Metric FP6510)

• Case Study #5: Hospitality Service Provider

1. Employees Trained (IRIS 5.2 Metric OI4229)
2. Female Employees Trained

• Case Study #6: Ice Cream Retailer

1. Employees Trained (IRIS 5.2 Metric OI4229)
2. Individuals Receiving Training (IRIS 5.2 Metric 2998)
3. Organizations Receiving Training (IRIS 5.2 Metric PI6065)
4. Permanent Female Employees (IRIS 5.2 Metric OI2444)
5. Permanent Employees: Minority/Previously Excluded (IRIS 5.2 Metric OI3236)

• Case Study #7: Cocoa Processor

1. Units/Volume Produced (IRIS 5.2 Metric PI1290)

• Case Study #8: Frozen Bakery Products Manufacturer

1. Total Revenue (IRIS 5.2 Metric FP6510)
2. Units/Volume Sold (IRIS 5.2 Metric PI1263)
3. Energy Generated for Use: Renewable (IRIS 5.2 Metric OI2496)

• Case Study #9: Seafood Processing Company

1. Client Organizations (IRIS 5.2 Metric PI9652)
2. Client Organizations: SME (IRIS 5.2 Metric PI4940)
3. Client Organization: Provide New Access (IRIS 5.2 Metric PI2575)
4. Units/Volume Sold (IRIS 5.2 PI1263)
5. Units/Volume Sold Exported (IRIS 5.2 PI9029)
6. Permanent Female Employees (IRIS 5.2 Metric OI2444)
7. Permanent Employee: Minority/Previously Excluded (IRIS 5.2 Metric OI3236)

