

2019

SUSTAINABILITY AND IMPACT REPORT

TRI LINC GLOBAL
IMPACT FUND



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IMPACT FUND

FROM OUR CEO

GLORIA NELUND

We are very pleased to present our 2019 Sustainability and Impact Report. TriLinc was founded on the belief that the power of capital markets can be used to solve pressing socioeconomic and environmental challenges, and that companies that employ sustainable business practices, in the long term, make better investments. Further, we believe that you should “practice what you preach,” so our team, individually and collectively, contributes with both time and money to support underserved communities.

TriLinc employs a disciplined environmental, social and governance (ESG) screening process to assess a company’s sustainability policies and practices as a way to mitigate certain potential risks. This screening program was enhanced in 2019 as we finalized our Environmental and Social Management System (ESMS), which incorporates our ESG Assessment Framework alongside our ESG due diligence, monitoring, and decision-making requirements, process and procedures, and roles and responsibilities. We take a deeper dive into our precise methodology in the “Environmental & Social Management System” section of this report.

In addition to our ESG program, our impact tracking and reporting disciplines are designed to prove that capitalism can be used as a force for good. We achieve impact in three meaningful ways: 1) through the impact objectives of the funds we sponsor and manage, 2) through the local and global impact being achieved by our borrower companies, and 3) through the personal efforts of our TriLinc team.

The first two categories are discussed in detail within this report, so I want to take this opportunity to tell you more about how TriLinc employees demonstrated their commitment to our purpose this year.

Individually, our team members volunteer in their local communities and provide support to local charities. TriLinc also promotes a culture of giving back to our community by encouraging employees to take paid time off to volunteer with their communities. As a team, we regularly participate in several community outreach programs, a few of which are highlighted below.

Impact can be difficult to achieve. It takes commitment, dedication, hard work, a hands-on approach, and most importantly, great people. I hope you will see this report as an illustration of the success you have helped us achieve delivering impact via our funds, our company, and our employees. Thank you for taking this journey with us!



Gloria S. Nelund

- **Change for the World** is a collection jar for an annual team selected charity, where team members can dress casually on Fridays by contributing \$5. In the past two years TriLinc’s team donated close to \$5,000 to two organizations: the Show Hope Foundation, that helps fund adoption aid grants for families; and FOREFRONT, which seeks to enable every person, equip leaders, and establish self-sustaining communities via a four pillar approach: water/sanitation, education, medical, and empowerment.
- **Feed My Starving Children** is an annual event where TriLinc’s team members and their families participate in an evening of hand-packing meals specifically formulated for malnourished children in low-income countries.

- Through **TreePeople’s Urban Forestry** program, TriLinc’s team members helped plant 22 trees along Marbrisa Street in Huntington Park, which at their planted size, will help sequester 38.4lb of CO₂ in the first year, and increase annually thereafter as they grow.
- Through the annual **Backpack Drive** and **Thanksgiving Food Drive**, TriLinc team members personally buy backpacks and back-to-school supplies and quantities of Thanksgiving food items for each respective drive, and we pack them for distribution to underprivileged children in neighboring communities and local 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 pressing economic, social, and environmental issues. TLG is a private investment sponsor dedicated to creating innovative impact funds with the potential for competitive market-rate financial returns and positive, measurable impact.

TLG owns TriLinc Advisors, LLC (TLA, and together TriLinc), which is the advisor to TriLinc Global Impact Fund, LLC (TGIF), a non-traded fund whose securities are registered with the U.S. Securities and Exchange Commission. TGIF provides debt financing to growth-stage small and medium enterprises (SMEs) that operate primarily in developing economies throughout Latin America, Southeast Asia, Sub-Saharan Africa, and Emerging Europe.

“TriLinc defines impact investing as investing with the specific objectives of achieving both a competitive financial return and a positive, measurable economic, social, and/or environmental impact.”

ABOUT TRILINC GLOBAL IMPACT FUND

TGIF’s 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 TGIF is strengthening the backbone of economies while unlocking meaningful impacts throughout the developing world.

There is no guarantee that TriLinc’s investment strategy will be successful or will avoid losses. Investment in a pooled investment vehicle involves significant risk, including, but not limited to: units are restricted; no secondary markets; limitations on liquidity, transfer and redemption of units; distributions paid to holders may not come from income and if so will reduce the returns; distributions are not guaranteed and are subject to board discretion. TGIF is dependent upon its advisor and investment partners to select investments and conduct operations. The investment vehicles sponsored and advised by TriLinc are not suitable for all investors. Registration does not indicate a certain level of skill, training or endorsement by the US Securities and Exchange Commission.

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INDUSTRY PARTNERS:

















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 metrics 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

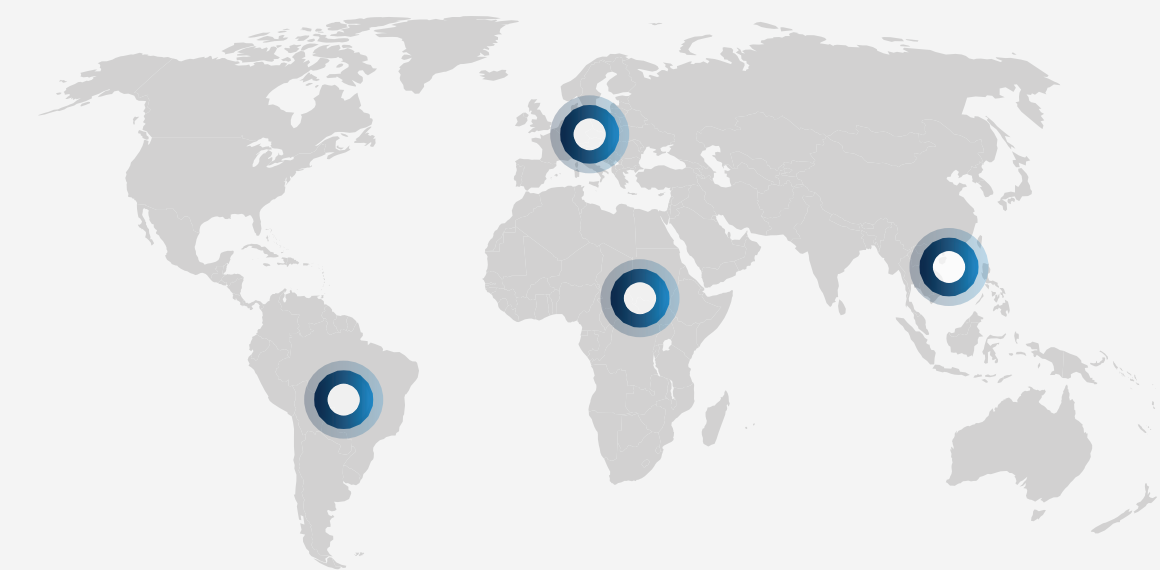
-  **Access to Education**
Business activities that actively seek to provide schooling to students who previously were not in school.
-  **Access to Energy**
Business activities that actively seek to provide electricity to households or organizations.
-  **Access to Financial Services**
Business activities that actively seek to provide individuals and/or organizations with access to finance that previously did not have such access.

-  **Affordable Housing**
Business activities that actively seek to provide housing in which the associated costs are at a level that does not threaten other basic needs or an individual’s income.
-  **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 product/services that are considered to be new and/or innovative in the destination market.
-  **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.
-  **Community Development**
Business activities that actively seek to provide financially profitable 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 products for all beneficiaries.
-  **Food Security**
Business activities that actively seek to increase the number of individuals and/or households that have access to sufficient food to maintain a healthy 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.
-  **Productivity & Competitiveness**
Business activities that actively seek to increase the amount of product/service produced 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; and/or (c) prevention of waste production through in—process modifications, reuse and recycling.
-  **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.

A GLOBAL NETWORK OF INSTITUTIONAL-CLASS

INVESTMENT PARTNERS

TriLinc’s investment partners, or sub-advisors, 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, this team of investment managers works closely with TriLinc to help source, evaluate, and monitor impact investment opportunities across the globe.



LATIN AMERICA

THE ROHATYN GROUP

- 17 year history in private investments
- Over \$558 million in transaction experience
- Principals have combined experience of 164 years

Alsis Funds

- 12 year history in direct lending
- Over \$427 million in transaction experience
- Principals have combined experience of 74 years

SUB-SAHARAN AFRICA

HELIOS Investment Partners

- 15 year history in private investments
- Over \$938 million in transaction experience
- Principals have combined experience of 64 years

BARAK FUND MANAGEMENT

- 11 year history in trade finance
- Over \$4.1 billion in transaction experience
- Principals have combined experience of 42 years

SCIPION CAPITAL

- 12 year history in trade finance
- Over \$512 million in transaction experience
- Principals have combined experience of 129 years

AFRICA MERCHANT CAPITAL

- 7 year history in trade finance
- Over \$1.5 billion in transaction experience
- Principals have combined experience of 76 years

EMERGING EUROPE

CEE CAT CAPITAL

- 5 year history in private credit
- Over \$317 million in transaction experience
- Principals have combined experience of 75 years

SOUTHEAST ASIA

TRANSASIA Private Capital

- 6 year history in direct lending
- Over \$5.1 billion in transaction experience
- Principals have combined experience of 96 years

EFA GROUP

- 16 year history in direct lending
- Over \$337 million in transaction experience
- Principals have combined experience of 42 years

AIC

- 12 year history in debt and equity investments
- Over \$16.5 billion in credit transaction experience
- Principals have combined experience of 93 years

TGIF OVERVIEW

TGIF 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 of job creation, poverty alleviation, and long-term sustainable economic development impact opportunity.

During the Reporting Period (June 2013 – December 2019), TGIF financed **\$1.01 billion** in term loans and trade finance transactions to **85 enterprises** operating or trading into **38 developing economies** and supporting **39,911 permanent jobs**.



SUB-SAHARAN AFRICA

45
SMEs Financed

18,909
Permanent Jobs Supported

21
Developing Economies

\$473.3M
INVESTED



LATIN AMERICA

26
SMEs Financed

19,476
Permanent Jobs Supported

9
Developing Economies

\$344.6M
INVESTED



SOUTHEAST ASIA

11
SMEs Financed

812
Permanent Jobs Supported

5
Developing Economies

\$172.7M
INVESTED



EMERGING EUROPE

3
SMEs Financed

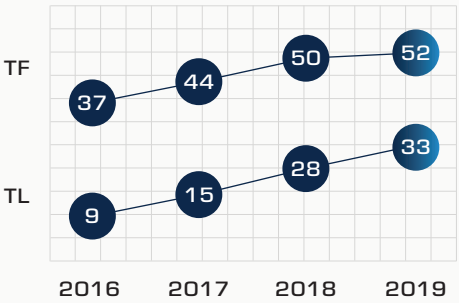
714
Permanent Jobs Supported

3
Developing Economies

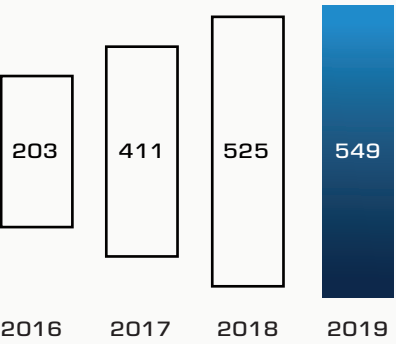
\$17.8M
INVESTED

OF BORROWERS

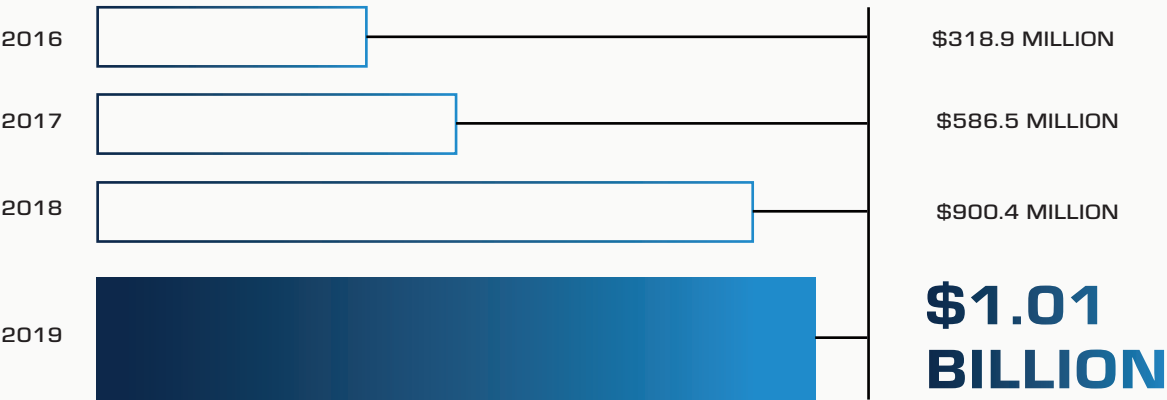
TRADE FINANCE VS. TERM LOANS



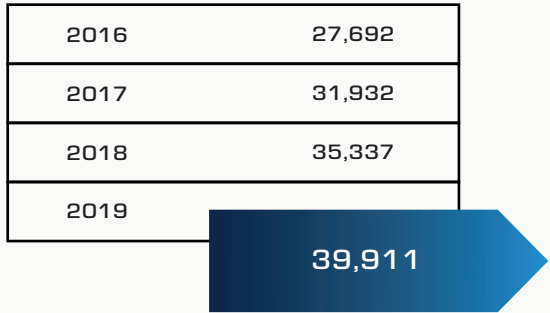
OF TRANSACTIONS ⁽¹⁾



AMOUNTED INVESTED



PERMANENT JOBS SUPPORTED ⁽²⁾



IMPACT THEME BREAKDOWN

BY BORROWER ⁽¹⁾

Since TGIF's inception, borrower companies' impact objective selections have signaled their meaningful intent to contribute to **building sustainable communities, strengthening their workforce, and/or enhancing their global competitiveness.**

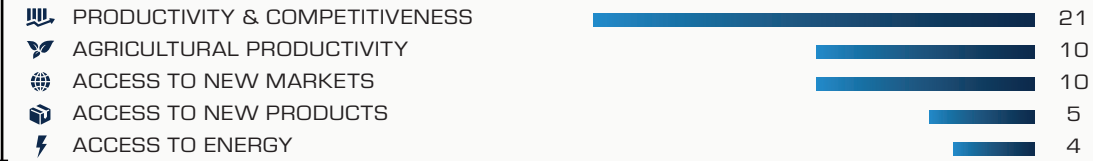
BUILDING SUSTAINABLE COMMUNITIES



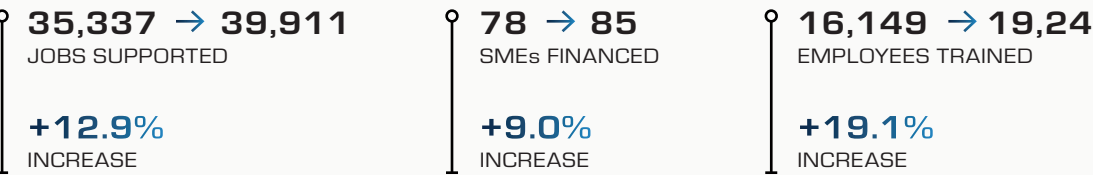
STRENGTHENING WORKFORCE



ENHANCING GLOBAL COMPETITIVENESS



2018 VS. 2019 ⁽²⁾



1. Data for 2016 through 2018 represents annual reporting periods ending June 30 of each year. Data for 2019 represents an 18-month reporting period between July 1, 2018 and December 31, 2019. For the purposes of this report, the "number of transactions" is defined as the number of times TGIF disbursed capital to borrower companies during TGIF's entire "Reporting Period" (June 2013 – December 2019).
2. Employment figures stated above: (1) represent the number of permanent employees reported by each borrower at the time of initial TGIF financing or during the company's latest annual review; and (2) include 11 developed economy borrowers in Hong Kong, Singapore, United Arab Emirates, the United Kingdom, Italy, and New Zealand that supported a total of 6,814 jobs and traded into nine developing economies in Sub-Saharan Africa and Southeast Asia. Amount invested does not include temporary investments.

1. Number of borrowers which have chosen each objective. Borrowers select at least one objective out of 19 options provided by TGIF. Borrowers 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.
2. Data for 2018 represent a reporting period between July 1, 2017 and June 30, 2018. Data for 2019 represents an 18-month reporting period between July 1, 2018 and December 31, 2019.

ESG ASSESSMENT FRAMEWORK

TriLinc’s ESG assessment framework is fully integrated into TGIF’s investment and portfolio management processes and procedures.

WHY WE DO IT

TriLinc’s environmental, social and governance (ESG) program is based on the conviction that ESG attributes are not only central to the sustainability and non-financial 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

Prior to receiving TriLinc financing, each prospective borrower company’s business activities are assessed by TriLinc against the International Finance Corporation’s (IFC) Exclusion List, relevant host country environmental, labor, and corporate governance laws and regulations, and its intention towards achieving international ESG best practices. In 2019, TriLinc developed its Environmental and Social Management System (ESMS), which is a principles-based framework for evaluating borrower company environmental and social practices according to the World Bank’s IFC Environmental and Social Performance Standards, recognized as the environmental and social evaluation benchmark in developing economies. In addition to these requirements, TriLinc also confirms that each borrower’s business activity is consistent with TriLinc’s industry position statements. For example, TriLinc’s industry position regarding forestry activities requires borrower companies to verify and certify the sustainability of their practices against the standards of an internationally recognized independent third party, such as the Forest Stewardship Council and/or the Programme for the Endorsement of Forest Certification.

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 training to its investment 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 ESMS (see next page), TriLinc performs research on the borrower’s geographical, industry, and regulatory contexts, borrower performance against the requirements listed above, the TriLinc use of proceeds, the location of the business activity, and borrower relationships with their employees, suppliers and contractors, customers and local communities, and their governance practices that serve to protect their capital providers. On an ongoing basis post-investment, TriLinc works with its investment partners to develop an ESG monitoring program that is tailored to each borrower company, including a notification protocol in the chance a material ESG-related incident were to occur. At a minimum, each borrower company is required to provide its commitment to TriLinc’s ESG requirements through an annual documented re-certification and reporting process.

ESG DUE DILIGENCE & MONITORING

1 SCREEN

- Adherence to the IFC Exclusion List and TriLinc’s Industry Position Statements
- Commitment to and reputation for sustainable and ethical business policies and practices

2 DUE DILIGENCE

- Geographical and industry contexts
- Compliance with local legal and regulatory requirements
- Adherence to relevant local or international voluntary standards or certifications
- Compliance with international ESG best practices, specifically TriLinc’s Environmental and Social Management System (ESMS) and the IFC’s Environmental and Social Performance Standards

3 MONITOR

- Activities against the IFC Exclusion List and TriLinc’s Industry Position Statements
- Compliance with local legal and regulatory requirements
- Adherence to relevant local or international voluntary standards or certifications
- Compliance with borrower-specific monitoring plan, including any reporting and/or action required by TriLinc’s ESMS, which incorporates the IFC’s Environmental and Social Performance Standards

4 REPORT

- Periodic and annual reporting on portfolio and borrower company-specific ESG policies, practices, and performance highlights

ENVIRONMENTAL & SOCIAL MANAGEMENT SYSTEM

Developed in 2019, TriLinc’s Environmental and Social Management System (ESMS) further enhances the firm’s ESG Assessment Framework, detailing TriLinc’s ESG due diligence, monitoring, and decision-making requirements, process and procedures, and roles and responsibilities.

HOW WE DO IT: A DEEPER DIVE

At its core, TriLinc’s ESMS provides guidance to TriLinc’s Investment Team on how to consistently evaluate and categorize investments based on their environmental and social risk considerations, perform the corresponding level of ESG due diligence, and effectively monitor ESG performance after investment. Based on the IFC’s environmental and social risk categorization methodology, TriLinc evaluates the ESG risks associated with each potential borrower company investment and categorizes it as Category A (high ESG risk), Category B (medium ESG risk), or Category C (low ESG risk). The categorization of each borrower company is performed prior to investment as part of TriLinc’s ESG and investment due diligence and analysis (see previous page). Under TriLinc’s ESMS, the ESG categorization determines the scope and applicability of IFC’s Environmental and Social Performance Standards, which are the benchmark for evaluating the practices of developing economy companies. Consisting of eight separate categories, the IFC Environmental and Social Performance Standards provide guidance for evaluating the following business practices, policies, and procedures: Environmental and Social Risk Management; Labor and Working Conditions; Resources Efficiency and Pollution Prevention; community Health, Safety, and Security; Land and Resettlement; Biodiversity; Indigenous People; and Cultural Heritage.

IFC PERFORMANCE STANDARDS



Should a borrower company’s activity be assessed as Category A, an investment decision would require approval from TriLinc’s Sustainability and Impact Committee, whose members include TriLinc’s Chairman and CEO, Chief Investment Officer, and Director of ESG and Impact, amongst others, as well as from TriLinc’s Investment Committee. Additionally, TriLinc requires that on-site ESG due diligence be performed on any borrower companies engaged in activities in this category, with a specific action plan to mitigate identified risks.

THE TEAM

TriLinc’s ESMS is managed by the company’s ESG and Impact Team, which is part of the Investment Team and comprised of the Director of ESG and Impact and supporting analysts. The Director of ESG and Impact reports directly to TriLinc’s Chief Investment Officer, manages the ESG and Impact Team, and provides ESG recommendations and reports to TriLinc’s Sustainability and Impact Committee, Investment Committee, Credit Committee, and the TGIF Board of Directors.

IMPACT ASSESSMENT FRAMEWORK

TGIF has an overall impact objective of economic development through providing access to finance to under-served, growth-stage SMEs operating in select developing economies. TriLinc measures contribution to economic development through the collection, tracking, and reporting of five core metrics which are aggregated across the fund's portfolio.

By creating jobs, providing steady and growing incomes, and often providing training and other employee benefits, borrower companies help workers in their local communities to generate income, build assets, and sustain livelihoods, thus fostering a stable middle class. By paying taxes to local government institutions based on increased revenue and net profits, borrower companies contribute significantly to the development of vibrant communities with the potential to improve local infrastructure, education, and healthcare systems, among others.

TGIF CORE METRICS

- Job Creation
- Wage Growth
- Increased Revenues
- Increased Net Profits
- Increased Taxes to Local Governments

IMPACT MEASUREMENT

Further, TriLinc believes it is important for borrower companies to be aligned with TriLinc's mission to create positive, measurable impact and, therefore, borrower companies must self-identify and provide baseline data for at least one company-specific impact objective, using the Global Impact Investing Network's (GIIN) Impact Reporting and Investment Standards (IRIS) metric catalog and taxonomy. Under TriLinc's impact assessment framework, each borrower company must select at least one impact objective from a list of 19 objectives provided by TriLinc. These impact objective selection options are in addition to TGIF's core metrics of job creation, wage growth, increased revenues, increased net profits, and increased taxes to local governments. TriLinc elected to use IRIS metrics in an effort to support the standardization of performance metrics across the impact investment industry. The IRIS metrics play an integral part of TriLinc's impact assessment framework in capturing data across all sectors and industries. Impact data is collected through TriLinc's proprietary Baseline Impact Assessment, and then annually thereafter, to track each borrower company's progress against its selected impact objective(s). Additionally, TriLinc assesses each borrower company's contribution to sustainable development through the alignment of impact objectives with specific Sustainable Development Goals (SDGs).

REPORTING

Results from TGIF's baseline and annual impact assessments of both portfolio-level impact objectives and borrower company-selected impact objectives are reported through various mediums, 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 impact measurement program through TGIF's lifecycle and incorporates findings into TriLinc's strategic decision-making processes.

IMPACT DUE DILIGENCE & MONITORING

1

SCREEN

- Adherence to the IFC Exclusion List and TriLinc's Industry Position Statements
- Commitment to and reputation for sustainable and ethical business policies and practices

2

DUE DILIGENCE

- Geographical and industry contexts
- Compliance with local legal and regulatory requirements
- Ability to contribute to the social and economic development of its local community, economy, workforce, and environment, including contributions to achieving the UN Sustainable Development Goals

3

MONITOR

- Borrower company performance and contributions to portfolio-wide and borrower company-specific impact objective metrics

4

REPORT

- Annual reporting of portfolio-wide and borrower-company impact objective metrics, mapped to the UN Sustainable Development Goals, to investors in an independently assured annual sustainability and impact report

A NOTE ON THE SUSTAINABLE DEVELOPMENT GOALS

In 2015, the SDGs were adopted by all United Nations Member States as a call to action to end poverty, protect the planet, and ensure that all people enjoy peace and prosperity by 2030. After five years of mobilizing governments, civil society, the private sector, and individuals, important progress has been made, but overall, action to meet the SDGs by 2030 is not yet advancing at the speed or scale required. With over 700 million people still living in extreme poverty and a global unemployment rate of 5% (approximately 172 million people), the urgency to act to improve livelihoods, reduce inequalities, and provide meaningful and decent employment opportunities worldwide is immediate.[1]

Complementing the critical efforts put forward thus far by all sectors of society, TriLinc believes that channeling private capital will be the key differentiator in achieving the SDGs over the next 10 years. In response to this challenge, TriLinc will continue its practice of aligning its investment activities to the SDGs in order to further evaluate its contributions, and those of its borrower companies, toward broad socioeconomic development across the world. In 2020, TriLinc will also look to integrate the SDGs into its impact assessment and measurement framework to better contextualize and publicly report how TGIF and each of its borrower companies are making measurable results in achieving the SDGs. Finally, it is equally important to TriLinc that it, and the greater ESG and impact investment community, serve as the platform to mainstream SDGs in financial services industry, both in the U.S. and globally, to mobilize capital to meet SDG targets by 2030. At TriLinc, the SDGs are embedded in our mission and vision and we are committed to working over the next 10 years with our industry counterparts, investors, governance committees, investment partners, and borrower companies to systemically deepen awareness of the SDGs and the immediacy of action.



1. United Nations. About the Sustainable Development Goals; Decade of Action. 2020.

FUND-LEVEL IMPACT ASSESSMENT

TriLinc tracks TGIF's impact at both the fund and the individual borrower-company level. The fund's impact objectives center on creating positive economic development impacts through providing access to finance to growth-stage SMEs operating in developing economies. TriLinc measures TGIF's contribution to economic development through the collection, tracking, and reporting of impact data aggregated across the fund's portfolio.

TriLinc believes that the key to economic growth and environmental sustainability is a thriving middle class, which is driven by successful “responsible” small and medium-sized businesses.

As its core impact thesis, TriLinc believes that growth-stage SMEs are both the foundation and building blocks for sustained economic development. By creating jobs, providing steady and growing incomes, and often providing training and other employee benefits, borrower companies help workers in their local communities to generate income, build assets, and sustain livelihoods, thus fostering a stable middle class. By paying taxes to local government institutions based on increased revenues and net profits, borrower companies contribute significantly to the development of vibrant economies. Research demonstrates that companies that strive to balance the needs of all stakeholders and run their companies responsibly in the long run will outperform those that don't. Success all comes down to people who want to be productive, self-sufficient, and have meaning and purpose in their work, and who will work hard to achieve goals when given the opportunity. TriLinc believes that by investing in “responsible” companies which are willing to be held accountable, those companies can create jobs, pay fair and increasing wages, and raise the tax base for the community. In TriLinc's view, a higher tax base has the potential to improve local infrastructure, education, and healthcare systems, among others.

DATA COLLECTION PROCESS

As a barometer to gauge TGIF portfolio-wide impact, TriLinc collects core economic development data from each borrower at the time of initial TGIF financing, and on an annual basis thereafter. During the Reporting Period, TGIF provided financing to 85 borrowers; 58, or 68%, of these borrowers were in TGIF's portfolio for at least one year. As such, TriLinc was able to perform annual impact assessments on these borrowers. Thirty-five were still part of TGIF's outstanding portfolio as of December 31, 2019, while 23 had exited the portfolio.

FUND-LEVEL IMPACT ASSESSMENT

AVERAGE PERCENT CHANGE SINCE INCEPTION

216%	INCREASED REVENUE	103%	PERMANENT FEMALE EMPLOYEES
157%	INCREASED TAXES		
79%	INCREASED WAGE GROWTH	357%	EMPLOYEES TRAINED
59%	INCREASED JOB CREATION		
42%	INCREASED NET PROFIT		

BORROWER-LEVEL ANNUAL IMPACT ASSESSMENT

TGIF borrower companies demonstrate their intent to create positive impact by self-selecting and reporting on one or more economic, social, and/or environmental impact objective that best represents their business activities and operational goals in their respective geographical and/or industry context. Since TGIF's inception, impact objective selections have signaled an intent by TGIF borrower companies to contribute to building sustainable communities, strengthening their workforce, and/or enhancing their global competitiveness. In 2019, TriLinc categorized the impact objectives selected by TGIF borrower companies under these three major impact theme pillars, which directly support the overall economic development impact thesis of TGIF. Impact performance against these themes and objectives are analyzed by TriLinc on an annual basis for each borrower company that has been in TGIF's portfolio for over one year.

During the Reporting Period, TriLinc performed annual impact assessments for 58 TGIF borrower companies which had been a part of TGIF's portfolio for one year or more. Thirty-five of these borrowers were still part of TGIF's outstanding portfolio as of December 31, 2019, while 23 had exited the portfolio.

The data shown in the chart to the right represents average percentage changes between baseline impact data reported at the time of initial TGIF financing, and latest impact data reported to TGIF (ranging from one to six years after initial funding). Where applicable, baseline and annual impact data are aggregated amongst multiple borrower companies that have selected the same impact objective(s). Impact data presented in the chart is intended to provide an insight into borrower company progress towards attaining their self- identified impact objective(s) during TGIF financing.

In past TGIF sustainability and impact reports, TriLinc has reported annual progress on those borrower companies that selected either job creation and/or wage increase as their impact objectives. Since metrics related to these objectives relate to measuring the impact of TGIF at the fund-level, TriLinc has required that borrower companies to focus on impact metrics and objectives that complement and are supplemental to the TGIF fund-level impact metrics.

BORROWER IMPACT OBJECTIVE PROGRESS

*BORROWERS MAY SELECT MULTIPLE OBJECTIVES

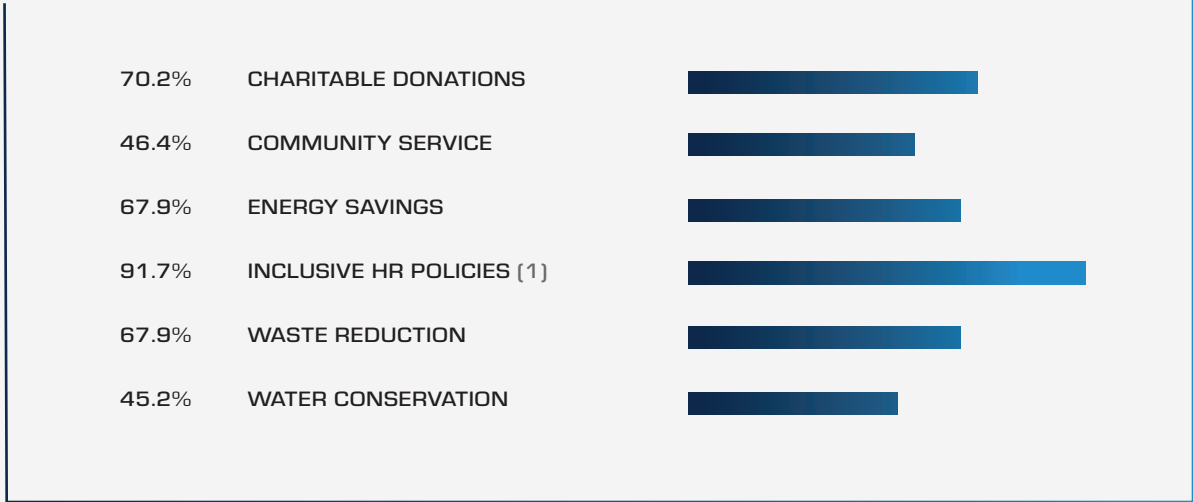
	# OF BORROWERS	AVG. GROWTH
BUILDING SUSTAINABLE COMMUNITIES		
ACCESS TO FINANCIAL SERVICES	4	133%
HEALTH IMPROVEMENT	2	126%
FOOD SECURITY	1	39%
ENERGY CONSERVATION	3	13%
POLLUTION PREVENTION & WASTE MANAGEMENT	2	8%
COMMUNITY DEVELOPMENT	5	7%
ENVIRONMENTAL CONSERVATION	1	0%
ACCESS TO EDUCATION	3	-9%
ACCESS TO AFFORDABLE HOUSING	2	-12%
STRENGTHENING THE WORKFORCE		
EQUALITY & EMPOWERMENT	5	416%
CAPACITY-BUILDING	15	85%
EMPLOYEE OWNERSHIP	2	-11%
ENHANCING GLOBAL COMPETITIVENESS		
ACCESS TO ENERGY	3	1,002%
PRODUCTIVITY & COMPETITIVENESS	12	24%
AGRICULTURAL PRODUCTIVITY	8	-4%
ACCESS TO NEW PRODUCTS	2	-13%
ACCESS TO NEW MARKETS	8	-27%

BORROWER ENVIRONMENTAL & SOCIAL ACTIVITIES

In addition to collecting, tracking, and reporting on TGIF borrower-selected impact objectives, TriLinc gathers information on the strategies and practices each borrower employs to reduce its environmental footprint, further local community development, and foster employee equality and empowerment.

BORROWER COMPANY ENVIRONMENTAL & SOCIAL ACTIVITIES

% OF REPORTING TGIF BORROWERS



COMMUNITY ENGAGEMENT

Marine Logistics Provider (Nigeria)
Diaper Manufacturer (Peru)

Located in one of the country’s leading industrial centers, the Marine Logistics Provider enables access to education and capacity-building to outstanding students from nearby communities. On an ongoing basis, the company provides much needed academic scholarships and career guidance to students in secondary schools located in nearby communities. Across the Atlantic Ocean and South American continent, the Diaper Manufacturer is supporting the health and wellness of low-income families in Lima, Peru, through donating disposable diapers, an otherwise expensive and oftentimes inaccessible product for families with limited resources.

ENERGY EFFICIENCY AND WASTE REDUCTION

Wheel Manufacturer (Netherlands)

The company’s Turkey-based subsidiary specializes in the production of aluminum alloy wheels for automobile manufacturers throughout Turkey and Europe. Located in one of Turkey’s major manufacturing and trading hubs on the country’s west coast, the company utilizes a metal recycling system that minimizes waste and integrates scrap aluminum by-product back into the production process. Additionally, the company has invested in new foundry equipment that will generate an increase in energy savings.

INCLUSIVE HR POLICIES

SME Financier (Botswana)

The company has a social and ethics committee that oversees various human resource policies and procedures, including the company’s HIV/AIDS awareness, prevention, and support policy. The SME Financier also launched an innovative company stock participation program for employees and provides critical benefits to its workforce, including short-term disability and life insurance, maternity leave, and policies addressing sexual harassment, as well as fair hiring and recruiting, career advancement, and compensation.

RESPONSIBLE ENVIRONMENTAL MANAGEMENT

Tank Farm Operator (Ghana)
Property Developer (Namibia)

Dedicated to improving the intermittent access to energy and electricity in Ghana, the Tank Farm Operator develops facilities to import, store, and distribute fuels across the country. A 10-hour southeast-bound flight from Ghana to Namibia is where the Property Developer supports Namibia’s social and economic development by building housing units to support the country’s growing middle class. As part of each company’s project development cycles, both the Tank Farm Operator and Property Developer have established and implemented project specific environmental and social management systems that are consistent with both local and international standards, including the IFC Performance Standards, and seek to conserve water resources, reduce construction and operational waste, and make efficient use of energy.

Investments highlighted in this section were selected with the following criteria: 1) were not selected to be highlighted in the borrower case study sections of this report; 2) reported impact data between July 1, 2018 and December 31, 2019; 3) were companies operating in the industrial sector and incorporated the three environmental practices (energy savings, water conservation, and waste reduction) or had highest number of employee benefits or implemented both community service and charitable donation practices; and 4) after controlling for criteria 1-3, had the highest outstanding loan balance as of December 31, 2019. Borrower companies operating in the industrial sector have been highlighted for their environmental practices in this section as they represent the largest percentage of TGIF’s outstanding portfolio as of December 31, 2019 and operate in a sector generally understood at a global level to require significant environmental impact mitigation investments. The investments highlighted have been selected to illustrate TGIF’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. This is a speculative investment and, as such, involves a high degree of risk. There is no guarantee that future investments will be similar. Nothing contained above shall constitute a recommendation or endorsement to buy or sell any security or other financial instrument.

AGRICULTURE & AGRO-PROCESSING SECTOR CASE STUDIES

29
SMEs FINANCED

\$1.2M
AVG. DRAW SIZE

\$305.6M
INVESTED

261
TRANSACTIONS

17,724
PERMANENT JOBS SUPPORTED

4,540
FEMALE JOBS SUPPORTED

11,528
EMPLOYEES TRAINED

COUNTRY BREAKDOWN

OF BORROWERS BY COUNTRY

ECUADOR	6	CHILE	1	TANZANIA	1
ARGENTINA	5	GUATEMALA	1	UGANDA	1
NIGERIA	4	MAURITIUS	1	URUGUAY	1
SOUTH AFRICA	3	NEW ZEALAND	1		
BRAZIL	1	PERU	1		
CAMEROON	1	ROMANIA	1		

Data presented for the Reporting Period. The agricultural and agro-processing sector data depicted above includes a sector reclassification for one borrower once classified in the industrial sector. Investments highlighted in this section were selected with the following criteria: 1) were in TGIF's portfolio for more than one year; 2) reported impact data between July 1, 2018 and December 31, 2019; and 3) after controlling for criteria 1-2, were the three positions with the highest outstanding loan balance as of December 31, 2019 operating in the agricultural or agro-processing sector. Unless otherwise noted, impact data represented in each of the case studies in this section represents the year (Reporting Year) that each borrower company reported such impact data to TriLinc. The investments highlighted have been selected to illustrate TGIF'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. This is a speculative investment and, as such, involves a high degree of risk. There is no guarantee that future investments will be similar. Nothing contained above shall constitute a recommendation or endorsement to buy or sell any security or other financial instrument.



VANILLA EXPORTER

Mauritius
(For The Benefit Of Madagascar)

Driven by export, transportation, finance, and construction sectors, Madagascar's GDP growth in 2018 of 4.6% marked the fourth consecutive year the country outperformed regional GDP growth in Sub-Saharan Africa.[1] Notwithstanding this achievement, the country's estimated poverty rate in 2019 of 74.1% is well above the regional average of 41%.[2] As the leading employer in the country, Madagascar's agricultural sector plays an important role in reducing the incidence of poverty and improving livelihoods. Madagascar is particularly recognized for its vanilla crop, which accounts for approximately 80% of global vanilla production, 26% of Madagascar's export revenue, an estimated 200,000 direct jobs (including seasonal employment) and supports 80,000 farmer households.[3]

Understanding the international market demand for vanilla and the crop's importance for Madagascar's socioeconomic development, the Vanilla Exporter established operations in 2013 in Mauritius as a joint venture between an experienced global trading company and a local Malagasy vanilla processing and exporting company. As a result of the partnership, the Vanilla Exporter leverages its background across the vanilla value chain to grow its smallholder farmer supply base and expand its export footprint in new markets. As a leading vanilla exporter in Madagascar and United Nations Global Compact participant, the company is committed to protecting human and labor rights, the environment, and anti-corruption. Additionally, the company has been independently certified as compliant with European organic agricultural product standards, including climate and environmental protection, conservation of soil fertility, preservation of biodiversity, respect of natural cycles, absence of use of chemical and synthetic products, absence of GMOs, and transparent labelling for customers. In support of this certification, the Vanilla Exporter works with its smallholder farmer vanilla producers and co-operatives to incorporate sustainable production best practices.

In 2016 TGIF extended a trade finance facility to the Vanilla Exporter to finance the export of vanilla to customers in Europe and the United States. Since TGIF's initial investment, the Vanilla Exporter has increased its annual exports from 42.5 metric tons in 2017 to 65 metric tons in 2019, and has expanded exports to new markets, including Australia, China, France, Germany, Japan, the Netherlands, South Korea, and the United States. As a result, the Vanilla Producer is directly supporting the livelihoods of local farmers in Madagascar and working to reduce the high incidence of poverty in the country. In parallel with its commercial efforts, the company supports a local community organization which promotes improved quality of life for smallholder vanilla producers through various education, health, and environmental initiatives designed to fight school absenteeism, malnutrition, and environmental degradation.

1. The World Bank. World Bank Open Data. Retrieved: February 2020.
2. The World Bank. The World Bank in Madagascar: Overview. Retrieved: 2020.
3. CIA World Factbook. Madagascar: Economy - Overview. February 2020. The World Bank. Madagascar Economic Update: A New Start? October 2019.

TRADE FINANCE
INVESTMENT TYPE

JULY 2016
INITIAL INVESTMENT YEAR

\$22,574,145
TOTAL INVESTED

7
OF TRANSACTIONS



ACCESS TO
NEW MARKETS

Units/Volume Sold:
Exported (MT)

2017 2018 2019
42.5 70 65

New Export Markets:
2017 - 2019

AUSTRALIA
CHINA
FRANCE
GERMANY
JAPAN
NETHERLANDS
SOUTH KOREA
UNITED STATES

TERM LOAN
INVESTMENT TYPE

JANUARY 2018
INITIAL INVESTMENT YEAR

\$6,850,000
TOTAL INVESTED

4
OF TRANSACTIONS



FOOD SECURITY



Total Units/Volume:
Sold (MT)

2017	2018	2019
17,320	11,173	24,136

CAPACITY-BUILDING



Employees Trained Total

2017	2018	2019
45	60	100

Individuals Receiving Training

2017	2018	2019
65	246	298

AGRICULTURAL
PRODUCTIVITY



Land Directly Controlled:
(Hectares)

2017	2018	2019
2,350	6,090	6,090

Land Directly Cultivated:
(Hectares)

2017	2018	2019
1,740	3,450	3,628

GRAIN PROCESSOR

Uganda

In 2017, approximately 23% of the population, or 237 million people, were estimated to be undernourished in Sub-Saharan Africa. More than half of the region's undernourished populations lived in Eastern African countries, including Uganda, which had an undernourished population of 17 million in 2016 and continues to grow. To combat this, the United Nations Food and Agriculture Organization (FAO) has recommended supporting farmers' engagement in commercial production, fostering intraregional trade and training, and employing the region's younger populations entering the workforce.[1]

The Grain Processor entered a disaggregated and relatively underdeveloped Ugandan agricultural sector in 2012 with the vision to scale sustainable crop production and develop structured supply chains and wholesale solutions for grains and oilseeds. Since commencing operations, the Grain Processor has become the leading grain and oilseed aggregator and distributor in Uganda, sourcing product from its own farming operations and from smallholder farmers via a network of over 60 collection centers. The company's sourcing platform has effectively simplified the Ugandan supply chain for grains and oilseeds, which was previously characterized by various intermediaries between the farmer and local and regional markets. As a result, the company has empowered farmers with more direct market access, lower transaction costs, and more competitive pricing. Additionally, the company provides farmers with competitively priced agricultural inputs, agronomy training, and working capital financing.

In 2017, TGIF provided a trade finance facility to the Grain Processor's trading company affiliate to finance maize inventory received from its smallholder farmer suppliers. Following repayment of the trade finance facility in 2017, TGIF extended a term loan facility to the Grain Processor in 2018 to support the purchase and conversion of land in western Uganda to a rainfed maize and soybean farm. The company's proprietary farming operations and smallholder farmer trainings implement practices that address the social, economic, and environmental dimensions of sustainability, such as: employment opportunities and improved livelihoods for the local community; increased agricultural yields and productivity; and protection of natural resources and land degradation through crop rotation, responsible application of fertilizer, and minimum tillage. With over 24,000 metric tons of grain products sold in 2019, the Grain Processor is having a meaningful impact on the food security of Uganda and its neighboring countries.

FROZEN BAKERY PRODUCTS
MANUFACTURER

Romania

Between 2010 and 2018, Romania had one of the highest economic growth rates in the European Union; as a result, the incidence of poverty, particularly in major urban areas, has reduced.[1] Notwithstanding these achievements, poverty rates in rural areas (which represent 46% of the country's population) have remained high, with almost 50% of the rural population being either at risk of poverty or social exclusion.[2] Economic mobility in these regions is fairly limited to agricultural trades, small city industries, or migrating to the country's larger urban centers.

As a family-owned business that has been in operation since 1993, the Frozen Bakery Products Manufacturer has become nationally recognized for its fresh and frozen breads, pastries, and pretzels. Additionally, the Frozen Bakery Products Manufacturer owns and operates 11 retail stores throughout the country. As a significant stakeholder and contributor to reducing economic and social disparities in its communities, the company received the European Economic Area (EEA) Grant to automate production line processes and integrate renewable energy generation into its production facility's energy matrix. As result of the EEA Grant, the company installed solar panels, improved procedures to regulate nocturnal/diurnal product refrigeration and freezer temperature cycles and installed automated flour distribution silos to reduce waste in its supply chain.[3]

In 2018, TGIF provided a term loan facility to the Frozen Bakery Products Manufacturer to help the company capitalize on its expanding footprint and finance a new production facility for its frozen bakery products. As a part of its new production facility, the company is implementing similar automation and energy efficiency measures that were implemented under the EEA Grant for its existing operations. This includes the development of a small-scale solar farm to both power its operations and generate revenue from the sale of excess power to the national grid. Further, the company has implemented a new HVAC system which recovers heat generated by its production equipment.

The Frozen Bakery Products Manufacturer looks to continue expanding its workforce by mobilizing talent from the local community. In 2019, the company employed 233 employees, approximately 67% of whom are female. Additionally, the firm seeks to support its employees' professional growth by providing both general and position-specific training, including occupational health and safety training and advanced baker courses. As an involved member in its community, the Frozen Bakery Products Manufacturer sponsors local sport activities and provides in-kind bakery donations to local civil society organizations, churches, and schools.

TERM LOAN
INVESTMENT TYPE

JULY 2018
INITIAL INVESTMENT YEAR

\$1,940,000
TOTAL INVESTED

1
OF TRANSACTIONS



ENERGY CONSERVATION

Energy Conservation (Mwh)

2018	2019
832	955

Energy Generated for Use:
Renewable (Mwh)

2018	2019
540	317



PRODUCTIVITY &
COMPETITIVENESS

Client Organizations: Total

2018	2019
70	83

Client Organizations: SMEs

2018	2019
65	78

Units/Volume Produced (MT)

2018	2019
3,750	4,677

1. The World Bank. The World Bank in Romania: Overview: Economy. October 18, 2019
2. Eurostat Regional Yearbook 2019. June 2019.
3. The EEA and Norway Grants. Increasing frozen foods production by hi-efficient equipment and green energy, decreasing of waste.

Impact data for the Grain Processor corresponds to the company's fiscal year, which ends December 31.
1. FAO. Africa Regional Overview of Food Security and Nutrition. 2018.; FAO in Uganda. Programmes and Projects. 2020.



INDUSTRIAL SECTOR CASE STUDIES

33
SMEs FINANCED

\$2.6M
AVG. DRAW SIZE

\$399.4M
INVESTED

154
TRANSACTIONS

9,643
PERMANENT JOBS SUPPORTED

2,358
FEMALE JOBS SUPPORTED

4,451
EMPLOYEES TRAINED

COUNTRY BREAKDOWN

OF BORROWERS BY COUNTRY

SOUTH AFRICA	5	BRAZIL	1	NAMIBIA	1
INDONESIA	3	CAPE VERDE	1	NETHERLANDS	1
KENYA	3	CROATIA	1	NIGERIA	1
ZAMBIA	3	HONG KONG	1	SINGAPORE	1
CHILE	2	MALAYSIA	1	UNITED ARAB EMIRATES	1
GHANA	2	MEXICO	1		
PERU	2	MOROCCO	1		

Data presented for the Reporting Period. The industrial sector data depicted above includes a sector reclassification for certain borrowers once classified in the service sector. Investments highlighted in this section were selected with the following criteria: 1) were in TGIF's portfolio for more than one year; 2) reported impact data between July 1, 2018 and December 31, 2019; and 3) after controlling for criteria 1-2, were the three positions with the highest outstanding loan balance as of December 31, 2019 operating in the industrial sector. Unless otherwise noted, impact data represented in each of the case studies in this section represents the year (Reporting Year) that each borrower company reported such impact data to Trilinc. The investments highlighted have been selected to illustrate TGIF'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. This is a speculative investment and, as such, involves a high degree of risk. There is no guarantee that future investments will be similar. Nothing contained above shall constitute a recommendation or endorsement to buy or sell any security or other financial instrument.

WASTE-TO-FUELS PROCESSOR

Mexico

In 2019, Mexico generated over 2% of global municipal solid waste (MSW), totaling approximately 40 million tons per year, while accounting for approximately 1.6% of the world's population.[1] As living standards and disposable incomes continue to rise in most urban areas in Mexico, the country's MSW production growth rate outpaces the supply of waste management infrastructure and resources available to effectively sort and process the country's refuse. As a result, the Mexican government continues to look for efficient and innovative ways to manage and increase its inventory of waste collection capacity and disposal projects.

Understanding this dynamic, the company has partnered with a leading U.S. technology and development company to build and operate up to five waste-to-fuels processing facilities that convert MSW to low-carbon jet fuel. Based on technology patented by its U.S. partner, each new waste-to-fuels facility is expected to divert approximately 600,000 tons of MSW feedstock from landfills, converting it into approximately 31.5 million gallons of ultra-low carbon synthetic crude fuel per year. The crude fuel will then be transported to California for refining into a jet fuel blend that is sold to airport fuel service providers. Compared to an equivalent amount of non-renewable petroleum-based fuel, this process intends to avoid the emission of over 200,100 MT of CO₂.

In 2017, TGIF provided a term loan facility to this borrower company to support the technology transfer and deployment in the Mexican market, including the technical and service agreement with the company's U.S. partner. The transfer of this waste-to-fuel technology into the Mexican marketplace is expected to offer operational cost savings for waste service providers throughout the growing metropolitan areas in Mexico. Additionally, construction and operation of the feedstock processing and biorefinery facilities throughout the country are expected to generate an abundance of local employment opportunities, including permanent and temporary construction positions and numerous indirect jobs. Since TGIF's investment, the company has been working to obtain MSW contracts, further relationships with potential long-term investment and commercial partners, and finalize its site selection process in Mexico.

1. Verisk Maplecroft. Waste Generation and Recycling Indices 2019: Overview and Findings. June 2019.

TERM LOAN
INVESTMENT TYPE

OCTOBER 2017
INITIAL INVESTMENT YEAR

\$19,000,000
TOTAL INVESTED

2
OF TRANSACTIONS



POLLUTION PREVENTION/ WASTE MANAGEMENT

Expected to divert an estimated 600,000 tons of municipal solid waste from landfills per processing facility.

TERM LOAN
INVESTMENT TYPE

OCTOBER 2017
INITIAL INVESTMENT YEAR

\$33,527,237
TOTAL INVESTED

4
OF TRANSACTIONS



ACCESS TO ENERGY



Client Organizations: Total			
2016	2017	2018	2019
4	4	4	3

Energy Delivered For
Service Sale (kWh)

2017
11,848,540
2018
280,871,320
2019
375,215,476

POWER PRODUCER

Ghana

In 2016, Ghana’s 3.8 gigawatts (GW) of installed electricity capacity was derived from a combination of oil- and gas-fired power plants (58% of capacity) and three hydroelectric power facilities (42% of capacity). While Ghana’s energy matrix has led the country to have one of highest electrification rates in Sub-Saharan Africa, the country suffers from cyclical electricity shortages due to an irregular natural gas supply from the West Africa Gas Pipeline and low seasonal rainfalls.[1]

Since 2014, power shortages in Ghana have had negative impacts on economic growth, prompting rising demand from the country’s industrial sector for on-site gas-fired power to limit operation downtime and maintain productivity levels. Concerned about the impact of power shortages on economic growth and competitiveness, the Ghanaian government has sought to support private sector infrastructure projects across the country that facilitate the increased diversification and capacity of the country’s energy matrix through gas-fired power.

Recognizing the country’s increasing demand to reduce electricity shortages and support economic growth, the Power Producer develops, operates, and maintains distributed on-site gas-fired power generation facilities throughout Ghana for industrial clients. The company’s focus on gas-fired power solutions are a cost-competitive and cleaner alternative to oil- or coal-fired power, and a more reliable source of energy than the country’s hydropower resources; as such they strike the important balance between satisfying the country’s objectives of economic growth and energy security, and transitioning to a cleaner and more efficient energy matrix.

In 2016, TGIF provided a trade finance facility to the company to finance the import of gas turbine generators from the United States and gas feedstock to the company’s project sites in Ghana. Upon repayment of the trade finance facility in 2017, TGIF provided a term loan facility to the company to support the development of further project sites throughout the country. Since TGIF’s initial investment, the company’s power facilities have grown to sell more than 375 million kWh in 2019. The Power Producer is responsible employer, providing its employees with comprehensive health insurance, maternity leave, retirement plans, housing and transportation allowances, and sexual harassment, fair hiring, compensation, and career advancement policies. The company is also an engaged member of the community and has created an internship and trainee program where aspiring college graduates receive hands-on skill trainings from the company’s engineer staff. Conscious of its potential impact on the environment, the company has designed environmental management plans in line with Ghanaian and international standards, including the IFC Performance Standards.

1. U.S. Energy Information Administration: Ghana. May 2018.

WHOLESALE
DISTRIBUTOR

Malaysia

Since gaining independence from Britain in 1957, Malaysia has successfully transitioned from an agricultural and commodity-based economy to one that is diversified amongst both manufacturing and service sector industries. As one of the most open economies in the world, Malaysia has historically engaged in the global economy based on export-led growth and its legacy as a founding member of the Association of Southeast Asian Nations (ASEAN), a regional group of 10 member countries with a combined GDP of \$2.8 trillion and population of 650 million people. As approximately 40% of Malaysia’s jobs are linked to export activities, these industries have been a cornerstone for creating employment opportunities and supporting increases in income. Since 2010, Malaysia’s economy has grown annually by an average 5.4% and is expected to make the important transition from an upper-middle income to a high-income country by 2024.[1]

In 2007, the Wholesale Distributor began operations in Malaysia with the objective of becoming part of the country’s export-led growth story and developing a global reputation as one of the country’s leading traders. Since then, the company has developed a diverse international customer base that requires its intermediary trading expertise. In 2017, TGIF provided a term loan facility to the Wholesale Distributor to support its efforts in trading agricultural products, construction-related chemicals, and fast-moving consumer goods (FMCGs) to markets where the company had previously not exported. Since its investment, TGIF has supported the company’s export activity in eight new markets. Additionally, TGIF has supported the export of products that are deemed either new or innovative for their destination markets, including certain types of nuts and coffee, edible oils, polymers, and recycled materials.

To support its increased global market footprint, the Wholesale Distributor grew its employee count from 10 to 13 between 2017 and 2019 with benefits that include health insurance, maternity/paternity leave, retirement savings plans, and employee stock ownership, alongside policies regarding sexual harassment, fair career advancement, and compensation.[2] In an effort to use its operations as a platform to support sustainability, the Wholesale Distributor actively seeks to trade environmentally-friendly products in the water treatment, cleaning and detergent, and paint and coating industries.

1. The World Bank. The World Bank in Malaysia: Overview. March 2019. Council on Foreign Relations. What is ASEAN? December 2019.
2. Years are the company’s fiscal year, ending December 31.

TERM LOAN
INVESTMENT TYPE

MARCH 2017
INITIAL INVESTMENT YEAR

\$15,000,000
TOTAL INVESTED

4
OF TRANSACTIONS



ACCESS TO
NEW MARKETS

Units/Volume Sold: Exported (MT)	
2018	2019
10,900	18,900

New Export Markets
2018 - 2019

ALGERIA
BOLIVIA
INDONESIA
SRI LANKA
THAILAND
UNITED ARAB EMIRATES
UNITED KINGDOM
VIETNAM



ACCESS TO PRODUCTS

New Product Categories In Export Market	
2018	2019
5	5

SERVICE SECTOR CASE STUDIES

23
SMEs FINANCED

\$2.3M
AVG. DRAW SIZE

\$303.4M
INVESTED

134
TRANSACTIONS

12,544
PERMANENT JOBS SUPPORTED

2,729
FEMALE JOBS SUPPORTED

3,261
EMPLOYEES TRAINED

COUNTRY BREAKDOWN

OF BORROWERS BY COUNTRY

SOUTH AFRICA	6	GHANA	1	PERU	1
COLOMBIA	2	INDONESIA	1	SINGAPORE	1
HONG KONG	2	ITALY	1	ZAMBIA	1
UNITED KINGDOM	2	JERSEY	1		
BOTSWANA	1	KENYA	1		
BRAZIL	1	NAMIBIA	1		

FIBER OPTIC NETWORK PROVIDER

Colombia

In 2000, approximately 43% of people in the United States had access to the internet and were therefore able to quickly achieve efficiencies in productivity, competitiveness, communication, and education. In the same year, only 2.2% of Colombians had access to the internet, further hindering the country's social and economic development. Ten years later, in 2010, the technology gap between the two countries persisted, with 72% of the U.S. and 37% of Colombia having access to the internet.[1] Recognizing this deficiency and the difficulties posed by the mountainous Colombian landscape to expand internet access, the government of Colombia launched the National Fiber Optic Network Project as part of its "Vive Digital" initiative to increase internet penetration across the country in an effort to alleviate poverty, create jobs, and increase the public and private sector's competitiveness and productivity.

In 2011, the Fiber Optic Network Provider was selected by the government of Colombia to develop and operate the country's largest and most advanced fiber optic network in the country, which includes over 400 towers and more than 26,000 kilometers of inter-urban fiber across 924 municipalities and 2,000 public institutions. Seven years later, in 2018, the development and build-out of the fiber optic network was complete and helped to boost internet connectivity throughout the country to 64% of the population. Notwithstanding these remarkable advances, the company was working to further expand the network's subscriber base, including telecommunications and cable operators as well as government entities, corporations, and SMEs.[2]

In order to further expand the footprint of the network, TGIF provided a term loan facility to the Fiber Optic Network Provider to support the financing of "last mile" fiber build-out to new customers as well as customer premise equipment and installation expenses. At the end of 2019, the company provided access to over 16,000 businesses, including approximately 5,000 SMEs, and more than 130,000 households. In the same year, the company also extended new access to more than 15,000 businesses. In regions of the country where electricity supply is less reliable, the company has invested in solar energy to power a select number of nodes connecting the network to local community end-users. In addition to its mandate to expand internet access throughout Colombia, the Fiber Optic Network Provider is concerned with providing quality employment opportunities to Colombians with benefits that include health insurance, maternity/paternity leave, life insurance, and fair hiring and compensation policies.

TERM LOAN
INVESTMENT TYPE

OCTOBER 2018
INITIAL INVESTMENT YEAR

\$19,000,000
TOTAL INVESTED

1
OF TRANSACTIONS



PRODUCTIVITY & COMPETITIVENESS

Client Organizations: Total

2018	2019
16,692	16,224

Client Organizations: SMEs

2018	2019
9,023	4,942

Client Organizations:
Provided New Access

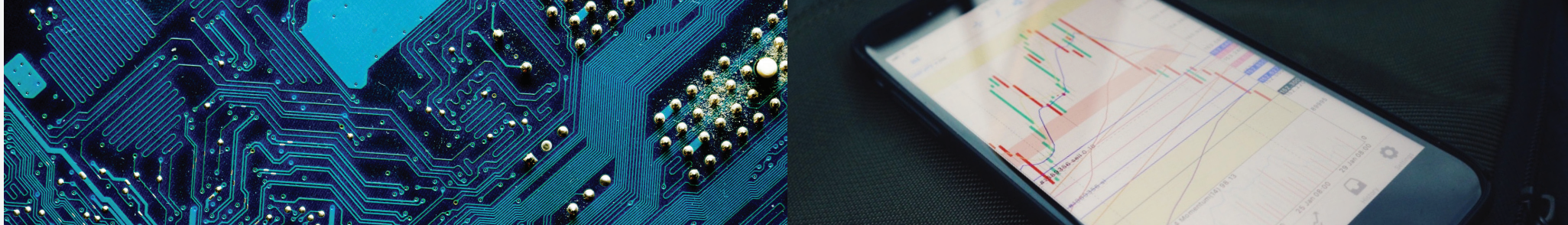
2018	2019
18,833	15,505

Client Households: Total

2018	2019
155,183	132,329

Data presented for the Reporting Period. The industrial sector data depicted above includes a sector reclassification for certain borrowers once classified in the service sector. Investments highlighted in this section were selected with the following criteria: 1) were in TGIF's portfolio for more than one year; 2) reported impact data between July 1, 2018 and December 31, 2019; and 3) after controlling for criteria 1-2, were the three positions with the highest outstanding loan balance as of December 31, 2019 operating in the industrial sector. Unless otherwise noted, impact data represented in each of the case studies in this section represents the year (Reporting Year) that each borrower company reported such impact data to TriLinc. The investments highlighted have been selected to illustrate TGIF'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. This is a speculative investment and, as such, involves a high degree of risk. There is no guarantee that future investments will be similar. Nothing contained above shall constitute a recommendation or endorsement to buy or sell any security or other financial instrument.

1. The World Bank. World Bank Open Data. Retrieved: February 2020.
2. TriLinc and Investment Partner Due Diligence. 2018.



TERM LOAN
INVESTMENT TYPE

NOVEMBER 2015
INITIAL INVESTMENT YEAR

\$39,094,719
TOTAL INVESTED

6
OF TRANSACTIONS



CAPACITY-BUILDING



Employees Trained: Total			
2016	2017	2018	2019
0	370	134	2,258

EQUALITY & EMPOWERMENT



Permanent Employees: Females			
2016	2017	2018	2019
19	12	28	658

IT SERVICE PROVIDER

Brazil

In 2017, the government of Brazil launched the Brazilian Digital Transformation Strategy to promote economic growth, productivity, and competitiveness, as well as to support the growing use of online services to facilitate government-to-citizen communication and services. From the launch of this initiative, the Brazilian information technology market grew 9.8% between 2017 and 2018, reaching \$47 billion.[1] Catalyzing this growth into 2019 is the country’s demand for solutions in the information security, big data and analytics, e-government cloud, and the Internet of Things (IoT) technology segments. Between 2019 and 2022, it is estimated that \$108 billion will be invested to facilitate the country’s digital transition, requiring the hiring of approximately 70,000 trained IT professionals per year until 2024.[2] Despite a working age population of 143 million in Brazil in 2015, there continues to be a limited supply of IT professionals that can meet the pace of investment and employee demand.[3]

Recognizing the growing demand for IT solutions and personnel prior to the launch of the government’s digital strategy, the IT Service Provider aligned its business model to focus on hiring and training Brazilian IT professionals to provide data solutions to mid-size companies and government institutions, including virtualization, back-up site, service desk, and infrastructure services. In 2015, TGIF provided a term loan facility to expand the IT Service Provider’s footprint in Brazil and finance equipment purchases related to a series of new service contracts. Since TGIF’s investment, the company increased its employee count from 134 in 2016 to 3,022 in 2019, upon finalizing its acquisition of a Brazilian-based IT telecommunications company. Between 2017 and 2019, an average of 84% of employees received job-specific trainings on software systems and cloud computing platforms.

In addition to providing training to its growing workforce and filling the Brazilian IT employment gap, the IT Service Provider is focused on improving the ratio of women in its workforce, which at the end of 2019 represented 22% (658 employees) of its permanent employee count. Furthermore, the company is concerned with the well-being of its employees and provides its personnel with health insurance, dental insurance, disability coverage, life insurance, maternity/paternity leave, childcare support, and policies addressing sexual harassment, fair hiring, and fair career advancement. The company is an active member of its community and makes donations to non-profit healthcare institutions in Brazil that provide free medical treatment to underprivileged youth and adults, including a Sao Paulo-based cancer treatment facility that serves over 3,000 children and adolescents per year.

1. SelectUSA. Brazil Country Commercial Guide: Brazil – ICT – Information and Communications Technologies. September 2019.
2. Brazilian Association of Information and Communication Technology Companies. ICT Sector Report 2019. May 2019.
3. The World Bank. World Bank Open Data. Retrieved: February 2020.

MOBILE NETWORK OPERATOR

Jersey

(for the benefit of the Gambia, Sierra Leone, the Democratic Republic of the Congo, and Uganda)

Historically, the costs of connecting communities to landline infrastructure within and between countries in Sub-Saharan Africa prohibited scale and excluded both low- and middle-income populations. However, with the proliferation of cell phones in Sub-Saharan Africa starting in the early 2000s, affordable mobile infrastructure solutions have allowed many Africans to bypass landlines altogether.

Understanding this trend, the Mobile Network Operator launched operations in The Gambia in 2001 with the objective of making telecommunication affordable to every Gambian. By the end of 2016, the company operated 2G, 3G, and 4G networks and had become the market leader in terms of number of subscribers (1.5 million). On the heels of its Gambian launch, the Mobile Network Operator began operations in Sierra Leone in 2005 and since 2009 has positioned itself as industry leader with more than 4 million subscribers and a growing footprint of its 3G and 4G service offerings. Across both markets the company has developed 19 hybrid project sites, where cell towers are powered by a combination of solar panels and battery banks controlled by a programmable logic controller. With over a decade of success in West Africa since its launch in The Gambia, the company began operations in The Democratic Republic of Congo (DRC) in 2012 and subsequently in Uganda in 2014. Shortly thereafter, the company received financing from the IFC to support subscriber acquisition and expand its 2G, 3G, and 4G coverage.[1]

In March 2018, TGIF provided a term loan facility to the Mobile Network Operator to support company growth, including improving network coverage for subscribers in the DRC and Uganda. Months later in November 2018, the U.S. International Development Finance Corporation signed a commitment letter to provide financing that would complement TGIF’s support expanding the company’s footprint in the DRC and Uganda as well.[2] As a result of the Mobile Network Operator’s near 20-year track record on the continent and the subsequent financial backing, the company’s products and services 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 2018, the company further expanded its development impact by creating and launching an affordable 3G smartphone alternative for segments of the population that previously were unable to afford mobile technology and had limited access to essential services (e.g., healthcare, banking, education). Understanding its catalytic socioeconomic development role, the company has a reputation for being a trustworthy and dependable employer. Furthermore, it is extensively involved in the communities where it operates, by supporting programs and initiatives for health improvement, youth participation in sports and music, community empowerment and education, African history awareness, and landmark restoration.

1. The World Bank. The World Bank in Malaysia: Overview. March 2019. Council on Foreign Relations. What is ASEAN? December 2019.
2. Years are the company’s fiscal year, ending December 31.

TERM LOAN
INVESTMENT TYPE

MARCH 2018
INITIAL INVESTMENT YEAR

\$19,000,000
TOTAL INVESTED

1
OF TRANSACTIONS



ENERGY CONSERVATION

Energy Saved/Conserved (kWh)	
2018	2019
36,120	39,780



COMMUNITY DEVELOPMENT

Communities Served	
2018	2019
50	50



CAPACITY-BUILDING

Employees Trained: Total	
2018	2019
214	197



PRODUCTIVITY & COMPETITIVENESS

Units/Volume Produced	
2018	2019
\$278M	\$289M

Units/Volume Sold	
2018	2019
\$278M	\$289M

DISCLAIMER

This Report (the “Report”) is for informational purposes only, is being furnished on a highly confidential basis, and is intended solely for the persons receiving it; any reproduction or distribution is prohibited and illegal. This document does not constitute an offer of securities and is intended for reference only. The information contained in this summary is not complete.

This Report contains forward-looking statements (including, without limitation, statements concerning the use of financing provided to borrowers and the expected impact that borrowers will have using financing provided by TGIF) that are based on TGIF’s current expectations, plans, estimates, assumptions, and beliefs that involve numerous risks and uncertainties, including, without limitation, uncertainties with respect to the future operating performance of the borrower and the local markets in which borrowers operate. Although these forward-looking statements reflect TGIF’s belief as to future events, actual events or TGIF’s investments and results of operations could differ materially from those expressed or implied in these forward-looking statements. To the extent that TGIF’s assumptions differ from actual results, the ability to meet such forward-looking statements may be significantly hindered. You are cautioned not to place undue reliance on any forward-looking statements.

Further, there are substantial risks associated with TGIF’s ability to achieve its objectives, including, without limitation, changes in applicable laws, rules, and regulations, risks associated with the economic environment, the financing markets, and risks associated with TGIF’s ability to execute on its business plan. These risks are set forth in TGIF’s most recent Annual Report on Form 10-K, as updated from time to time by TGIF’s other filings with the SEC.

The information on which this Report is based has been obtained through industry contacts, publicly available sources, and investment partners. Specific data is as of December 31, 2019, unless otherwise indicated, and TriLinc does not undertake any responsibility to update any information.

TriLinc Global, LLC (“TLG”) is a holding company and an impact fund sponsor founded in 2008. TriLinc Advisers, LLC (“TLA”) is a wholly-owned subsidiary of TLG. TLA is an SEC registered investment advisor. Unless otherwise noted, TLG and TLA are collectively referred throughout this Report as “TriLinc.” SEC registration does not indicate a certain level of skill or training.

An investment in TGIF can only be made after delivery of an offering memorandum, limited liability company agreement, and subscription agreement (the “Offering Documents”). You should review carefully and completely the Offering Documents and risk factors, as disclosed in the Offering Documents, prior to making a decision to invest. You should rely only on the information contained in the Offering Documents in making your decision to invest. Investors should not construe the contents of this Report as legal, tax, investment or other advice. Investors must consult their own advisors.

No securities commission or regulatory authority in the United States or in any other country has in any way passed upon the merits of an investment in the Company or the accuracy or adequacy of this Report or the materials contained herein.

INDEPENDENT ACCOUNTANT’S REVIEW REPORT

To the Managing Member
TriLinc Global Impact Fund, LLC

We have reviewed the select data identified in the attached Appendix A included in TriLinc Global Impact Fund, LLC’s (the Company) 2019 Sustainability and Impact Report as of and for the year ended December 31, 2019. The Company’s management is responsible for presenting the select data in the 2019 Sustainability and Impact Report in accordance with (or based on) the assessment criteria described in the “Definitions” section of the 2019 Sustainability and Impact Report. Where possible, the Company has incorporated definitions from Impact Reporting and Investing Standards (IRIS) version 3.0, which they have identified as an objective basis against which they assess and report data. Our responsibility is to express a conclusion on the select data identified in Appendix A included in the 2019 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 to the select data identified in Appendix A included in the 2019 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 2019 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 2019 Sustainability and Impact Report, in order for it be in accordance with (or based on) with the assessment criteria described in the “Definitions” section of the 2019 Sustainability and Impact Report.

RSM US LLP

Stamford, Connecticut
April 24, 2020

APPENDIX A

Select data identified from the TriLinc Global Impact Fund LLC
2019 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. Alsis Funds
3. Africa Merchant Capital
4. Helios Investment Partners
5. Barak Fund
6. Scipion Capital
7. CEECAT Capital
8. TransAsia Private Capital
9. EFA Group
10. Asia Impact Capital

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

1. Trade Finance
2. Term Loans

C. Number of transactions made to developing economies in total and as stratified by the following geographical regions:

1. Latin America
2. Sub-Saharan Africa
3. Southeast Asia
4. Emerging Europe

D. Dollar amounts and number of borrowers financed in total and as stratified by the following geographical regions:

1. Latin America
2. Sub-Saharan Africa
3. Southeast Asia
4. Emerging Europe

E. Number of reported permanent jobs supported (IRIS 3.0 Metric OI8869) (also shown as “permanent employees” and “jobs supported”) in total and as stratified by the following geographical regions, including developed economy borrowers trading into the following geographical regions:

1. Latin America
2. Sub-Saharan Africa
3. Southeast Asia
4. Emerging Europe
5. Developed Economy Borrowers Trading into Southeast Asia and Sub-Saharan Africa

F. Total number of draw transactions since inception.

G. The number of borrowers that initially selected each impact objective in their baseline impact assessment form since inception:

1. Access to Financial Services
2. Community Development
3. Energy Conservation
4. Pollution Prevention & Waste Management
5. Access to Education
6. Health Improvement
7. Affordable Housing
8. Food Security
9. Environmental Conservation
10. Capacity-Building (IRIS 3.0 Metric OI4229)
11. Equality & Empowerment
12. Employee Ownership
13. Productivity & Competitiveness
14. Agricultural Productivity
15. Access to New Markets
16. Access to New Products
17. Access to Energy

H. The percentage increase from 2018 to 2019 for the following measures:

1. Jobs Supported
2. SMEs Financed
3. Employees Trained

I. Total number of borrowers for which impact assessment data has been collected since inception and the number of these borrowers that are currently included in the investment portfolio.

J. 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 Revenue (IRIS 3.0 Metric PI1775)
2. Increased Taxes (IRIS 3.0 Metric FP5261)
3. Increased Wage Growth (IRIS 3.0 Metric OI9677)
4. Increased Job Creation (IRIS 3.0. Metric OI8869)
5. Increased Net Profit (IRIS 3.0 Metric FP3274)
6. Permanent Female Employees (IRIS 3.0 Metric OI2444)
7. Employees Trained (IRIS 3.0 Metric OI4229)

K. The number of active borrowers 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. Health Improvement
3. Food Security
4. Energy Conservation

1. Pollution Prevention & Waste Management
2. Community Development
3. Environmental Conservation
4. Access to Education
5. Access to Affordable Housing
6. Equality & Empowerment
7. Capacity-Building (IRIS 3.0 Metric OI4229)
8. Employee Ownership
9. Access to Energy
10. Productivity & Competitiveness
11. Agricultural Productivity
12. Access to New Products
13. Access to New Markets

L. The percentage of borrowers that engage in the following Environmental and Social Activities as reported by borrowers during their latest annual assessment as stratified by the following strategies and practices:

1. Charitable Donations
2. Community Service
3. Energy Savings
4. Inclusive HR Policies as defined as having one or more of the following policies in practice: Fair Hiring and Recruitment, Fair Career Advancement, Fair Compensation, Maternity and Paternity Leave, Child Care Support, Anti-Sexual Harassment
5. Waste Reduction
6. Water Conservation

SECTOR CASE STUDIES

M. Number of Agriculture and Agro-Processing, Industrial, and Service Sector borrowers and transactions financed during the Reporting Period and as stratified by country.

N. Total dollar amount and average dollar draw size of Agriculture and Agro-Processing, Industrial, and Service Sector borrowers financed during the Reporting Period.

O. Number of jobs supported, female jobs supported, and employees trained by Agriculture and Agro-Processing, Industrial, and Service Sector borrowers during the Reporting Period.

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

Q. Information included in the case studies for Agriculture and Agro-Processing, Industrial, and Service Sectors, as it relates to the individual borrower, as reported by the borrower during the periods presented:

• Case Study #1: Vanilla Exporter

1. Metric Tons of Agriculture Products Exported (IRIS 3.0 Metric PI9029)
2. New Export Markets

• Case Study #2: Grain Processor

1. Metric Tons of Agriculture Products Sold (IRIS 3.0 Metric PI1263)
2. Employees Trained (IRIS 3.0 Metric OI4229)
3. Individuals Receiving Training (IRIS 3.0 Metric 2998)
4. Land Directly Controlled
5. Land Directly Cultivated (IRIS 3.0 Metric OI1674)

• Case Study #3: Frozen Bakery Products Manufacturer

1. Megawatt-Hours of Energy Conservation (IRIS 3.0 Metric OI6697)
2. Megawatt-Hours of Renewable Energy Generated for Use (IRIS 3.0 Metric 2496)
3. Client Organizations (IRIS 3.0 Metric PI9652)
4. SMEs (IRIS 3.0 Metric PI4940)
5. Metric Tons of Agriculture Products Produced (IRIS 3.0 Metric PI1290)
6. Number of Employees (IRIS 3.0 Metric OI8869)
7. Percentage of Female Employees

• Case Study #5: Power Producer

1. Client Organizations (IRIS 3.0 Metric PI9652)
2. Kilowatt-Hours of Energy Delivered for Service Sale (IRIS 3.0 Metric PI8706)

• Case Study #6: Wholesale Distributor

1. Metric Tons of Units Exported (IRIS 3.0 Metric PI9029)
2. New Export Markets
3. New Product Categories in Export Market
4. Number of Employees (IRIS 3.0 Metric OI8869)

• Case Study #7: Fiber Optic Network Provider

1. Client Organizations (IRIS 3.0 Metric PI9652)
2. SMEs (IRIS 3.0 Metric PI4940)
3. Provided New Access to Client Organizations (IRIS Metric 3.0 PI2575)
4. Client Households (IRIS Metric 3.0 PI7954)

• Case Study #8: IT Service Provider

1. Employees Trained (IRIS 3.0 Metric OI4229)
2. Permanent Female Employees (IRIS 3.0 Metric OI2444)
3. Number of Employees (IRIS 3.0 Metric OI8869)

• Case Study #9: Mobile Network Operator

1. Kilowatt-Hours of Energy Saved/Conserved (IRIS 3.0 Metric PI4009)
2. Communities Served (IRIS 3.0 Metric PI2476)
3. Employees Trained (IRIS 3.0 Metric OI4229)
4. Units/Volume Produced (IRIS 3.0 Metric PI1290)
5. Units/Volume Sold (IRIS 3.0 Metric PI1263)

INVEST WITH IMPACT

