

We will begin at 11:00am PT (2:00pm ET).

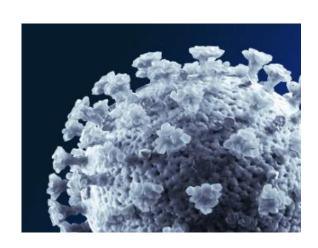
Thank you for joining us!



# **COVID-19 FINANCIAL MARKETS UPDATE**

Second in a Series
April 16, 2020

# **COVID-19 and the FINANCIAL MARKETS**



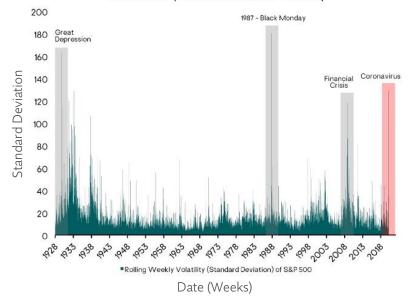




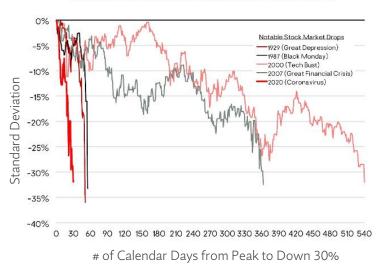
# First Quarter 2020 Market Highlights

- Fastest stock market fall on record
- 10 and 30-year treasury bond yields fell to all time lows on March 9, .54% and .99% respectively
- Also, on March 9, oil prices had their biggest oneday drop since the 1991 Gulf War, plunging 25%





We Just Witnessed the Fastest 30% Fall on Record



Experienced historic public market volatility

Charts courtesy of Litman Gregory Analytics, LLC. © Copyright 2020

Source: Morningstar Data as of March 21, 2020 (Historic Volatility) and March 23, 2020 (30% Fall on Record)



First Quarter Global Macro Highlights



# **Supply Economics**

Supply economics, as measured by Chinese factory activity, have been gradually improving; however still
 ~30% to 40% below normal, and as depicted in the chart below, the recovery is flattening



• Economic and trade data for the rest of the Asia-Pacific region continues to follow a similar path as China, with some dispersion relative to the aggressiveness of each country's lockdown policies.

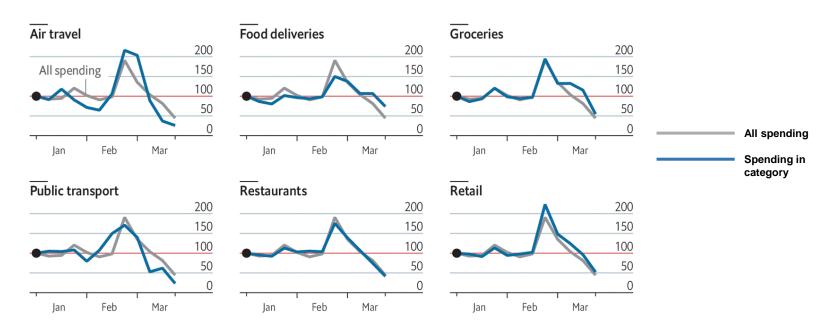


# **Supply Economics, Continued**

- The scope of the recovery in Supply is likely being affected by:
  - The caution of the Chinese government in returning workers to full time operations
  - The extensive demand shock taking place around the world, as indicated below

#### **Boom and bust**

United States, change in household spending by category January 8th 2020=100



 ${\it Charts\ courtesy\ of\ The\ Economist,\ April\ 8,\ 2020}$ 

Source: "How does Household Spending Respond to an Epidemic? Consumption During the 2020 COVID-19 Pandemic", 2020, by Scott R. Baker et al



### **Demand Economics**

- Driven primarily by the efforts to contain COVID-19, Global Demand continues to be the largest concern for policymakers around the world
  - Capital Economics forecasts that most economies will see GDP levels down by 10 20% in the first two quarters of 2020
- Businesses in many industries have been forced to close, with many others operating at minimal levels –
   DCode EFC Analysis highlights the potential winners and losers in the short term





**The Imperative** 



# The Imperative As Outlined by McKinsey & Co (in partnership with Oxford Economics)

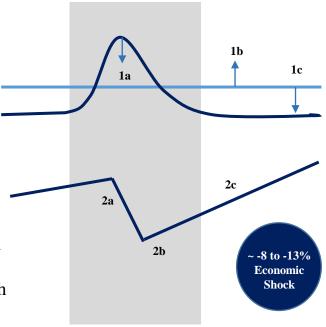
# 1 Safeguard our Lives

- 1a. Suppress the Virus as fast as possible
- 1b. Expand treatment and testing capabilities
- 1c. Find "cures": treatment, drugs, vaccines

# 2 Safeguard our Livelihoods

- 2a. Support People and Businesses –affected by the lockdown
- 2b. Prepare to get back to work safely when the virus abates
- 2c. **Prepare to scale recovery** away from a ~ 8% to 13% trough

### "Timeboxing" the Virus and the Economic Shock

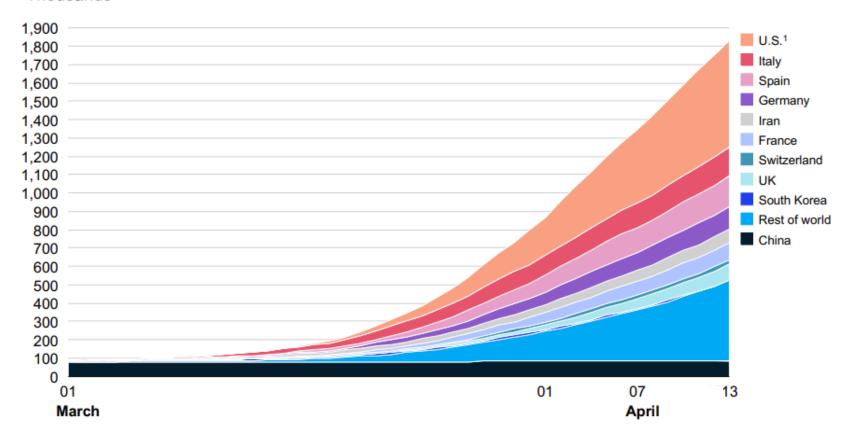




## The Virus

### Cumulative number of cases since March 1st - April 13th

### Thousands



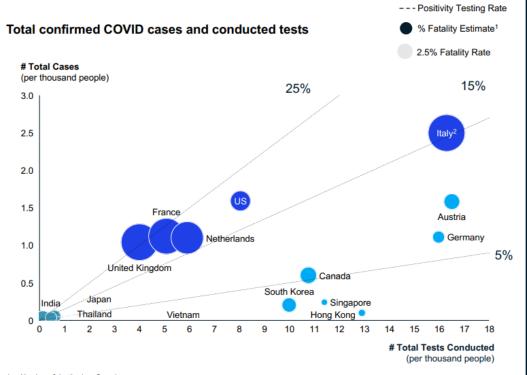
Slide Courtesy of McKinsey & Company - COVID-19 Briefing Materials, April 13, 2020 Sources: WHO Situation Reports, Johns Hopkins University, press search



<sup>&</sup>lt;sup>1</sup>U.S. Data from Johns Hopkins University CSSE (observed at 2100ET); all other data from WHO Situation Reports

# **Safeguarding Lives**

# Countries with the widest testing tend to have the fewest cases per 1,000 people



- 1. Number of deaths / confirmed cases
- 2. Significantly more testing recently occurred
- Sources: WHO situation reports, Johns Hopkins University, Our World In Data, The Government of the Hong Kong Special Administrative Region, The Singapore Government; Current as of 4/12 (South Korea, Japan, Canada, Austria), 4/11 (Italy, U.S., India, United Kingdom, Vietnam). 4/10 (Thailand), 4/7 (Netherlands, France), 4/6 (Sinagpore), 4/5 (Germany), 3/31 (Hong Kong)

Current as of April 13, 2020

#### 3 Archetypes of testing approaches

1. Countries with limited testing

Low volumes of testing lead to few confirmed positive cases

2. Countries with moderate testing approach

Some countries test only (or predominantly) those with significant symptoms. Since milder cases are more likely to be missed, the Case Fatality Rate appears higher

3. Countries with broad testing approach

Countries that have taken broad testing strategies tend to be those that have had success in limiting the number of new cases

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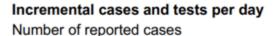


# **Safeguarding Lives**

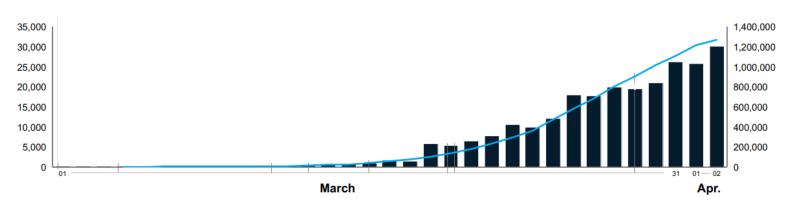
Global governments have implemented aggressive quarantine and social distancing public health measures which has altered the effects of COVID-19 from at first resembling SARS, to now being in unprecedented economic territory (see more below).

Current as of April 2, 2020

# US: Exponential growth in the past two weeks has made the US the newest COVID-19 epicenter



Number of tested persons cumulative
 New reported cases per day



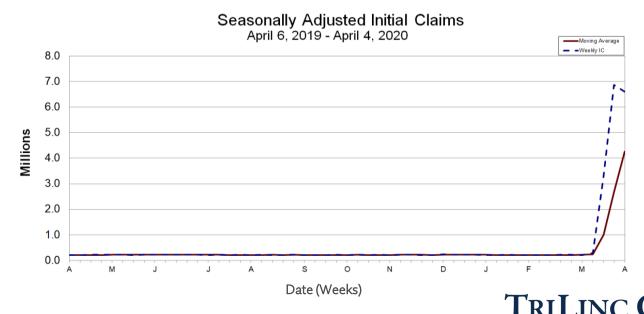
Source: Johns Hopkins University, COVID Tracking Project, NY Times, press search

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TRILING GLOBAL

# **Safeguarding Livelihoods**

- Global governments have taken health precautions extremely seriously, which is what has triggered the demand shock now taking place. It is critically important that governmental authorities provide the fiscal stimulus required to cushion the economic blow of their aggressive public health policies.
- The US and other countries with the economic means have implemented unprecedented stimulus programs but it needs to continue. Example below of US Unemployment Claims unpreceded level; HOWEVER with the CARES Act, unemployment benefits:
  - Have been extended to many not previously eligible
  - May now be paid for 30 weeks instead of 26 weeks
  - Include an extra \$600 per week on top of state benefits (typically ~ 45%),



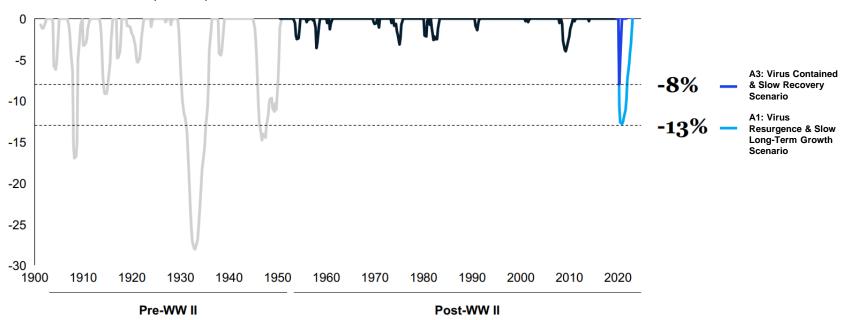
WITH IMP

### **Possible Outcomes for US**

# COVID-19 U.S. impact could exceed anything since the end of WWII

#### **United States real GDP**

%, total draw-down from previous peak



Slide Courtesy of McKinsey & Company - COVID-19 Briefing Materials, April 3, 2020

Source: Historical Statistics of the United States Vol 3, Bureau of economic analysis; McKinsey team analysis, in partnership with Oxford Economics

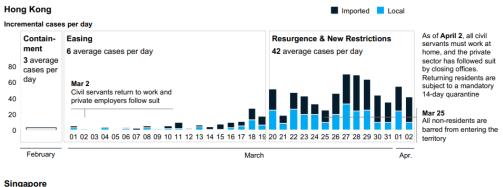


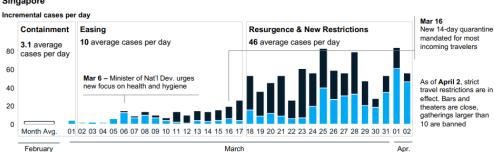
**Reasons for Optimism** 



# **Short Term Reasons for Optimism – Economic Restarts in Asia**

# Asian jurisdictions have restarted economy, containing local transmission, though travel related transmissions persist





Some Asian jurisdictions have been able to restart their economies with limited local transmission

Imported cases reflect a high fraction of the total, which may drive longer imposition of travel restrictions relative to other public health measures



# **Short Term Reasons for Optimism - Promising Testing**

# Two major test-types detect either active or past infections

Types	Technology	Details	Availability
Molecular Detect genetic material of the virus	RT-PCR Reverse transcription polymerase chain reaction	<ul> <li>Steps of amplifying and detection of viral genome identifies presence of virus</li> <li>Predominant testing method globally and most accurate</li> <li>Lab based tests typically takes ~3 days for results</li> <li>Near point of care takes &lt;1 hour for results</li> </ul>	Growing availability varies by geography; Rapid PCR test received emergency FDA approval
	Isothermal amplification	<ul> <li>Rapid diagnostics with a single step identification of virus</li> <li>Typically near point of care (e.g., hospitals, clinics) taking &lt; 20min</li> </ul>	Recently approved tests
	CRISPR	CRISPR protein used after isothermal amplification to detect viral RNA presence	Experimental / proof of concept
Immunological / serologic tests Detect antigens or antibodies	Lateral flow tests  CLIA: Chemiluminescence Immuno Assay  ELISA: Enzyme linked immune	Detects presence of antibodies and antigens based on binding to enzymes Negative test results don't imply lack of infection but just antibodies below detection limit; test most effective 8-10 days since infection started Lateral flow tests are shorter, point of care, self administered (like a pregnancy test), Typically <15 min	Starting to become available in Europe, only one in EUA in the US Over 30 tests under consideration

CLIA / ELISA tests are primarily lab based / near point of care;

Improved speed and scale of live case confirmation will be critical to facilitating test and trace strategies for lower burden settings or for countries that have successfully contained initial outbreaks and are moving towards economic restart

Antibody tests with scaled distribution can enable recovered populations to resume normal activity

Slide Courtesy of McKinsey & Company - COVID-19 Briefing Materials, April 13, 2020

sorbent assay

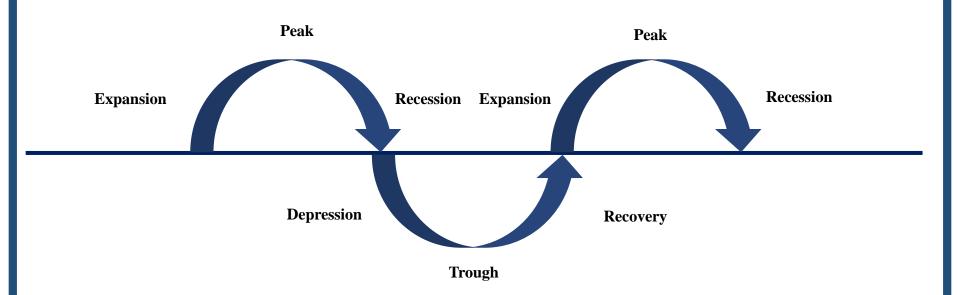
Sources: https://www.finddx.org/covid-19/pipeline/%3Fsection=immunoassays; https://www.nature.com/articles/d41587-020-00010-2; CDC Website; https://www.cepheid.com/coronavirus; https://www.360dx.com/coronavirus-test-tracker-launched-covid-19-tests

typically takes <1 hour for results



# **Long Term Reasons for Optimism – Creative Destruction**

# **Typical Business Cycle**





# **Long Term Reasons For Optimism – Creative Destruction**

### **A Positive Example of Creative Destruction**

# NETFLIX

Year-to-date Returns: Netflix (+157%) v. Disney (+15.3%), CBS (-6.3%), Time-Warner (-21.5%) & FOX (-22.75%)



Time Period Jan. 1 '16 – Aug. 3 '16



Source: Yahoo Finance

# **Long Term Reasons For Optimism – Disruptive Business Models**

**Sars Pandemic 2002 - 2004** 

Global Financial Crisis 2008 - 2009







### **COVID-19 Pandemic**

Distilleries switching to make hand sanitizer







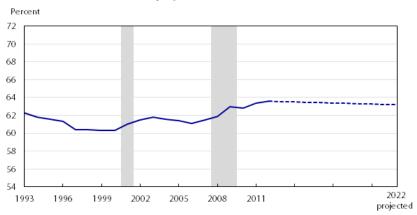
# **Long Term Reasons for Optimism – Dry Powder**

- The Wall Street Journal reported on April 13, 2020 that the Private Equity industry is sitting on a record \$2T across global private markets
- Blackstone hasn't spent a dollar of the \$26B Private Equity fund it raised last year
- Apollo had a call with investors on April 2 and said they have put \$10B to work across equity and debt in the last month and are raising a new fund to take advantage of "market dislocation"
- Buyout firms are submitting proposals to invest in Cruise lines, casinos, airlines, etc.



# **Long Term Reasons for Optimism – US Consumers Spend**

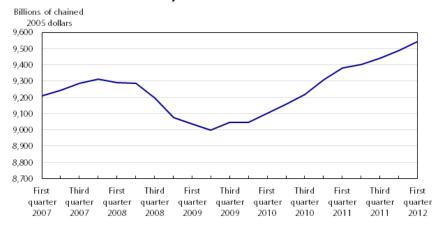
Figure 3. Employment related to personal consumption expenditures as a percentage of U.S. nonagricultural wage and salary employment, 1993–2012 and 2022 projected



Note: The estimated 1977–1993 range is 60–64 percent in Janet Pfleeger, "U.S. consumers: which jobs are they creating?" *Monthly Labor Review*, June 1996. The estimated 1985–2000 range is 61–63 percent in Mitra Toossi, "Consumer spending: an engine for U.S. job growth," *Monthly Labor Review*, November 2002.

Source: U.S. Bureau of Labor Statistics.

Figure 6. Quarterly personal consumption expenditures during the 2007–2009 recession and recovery



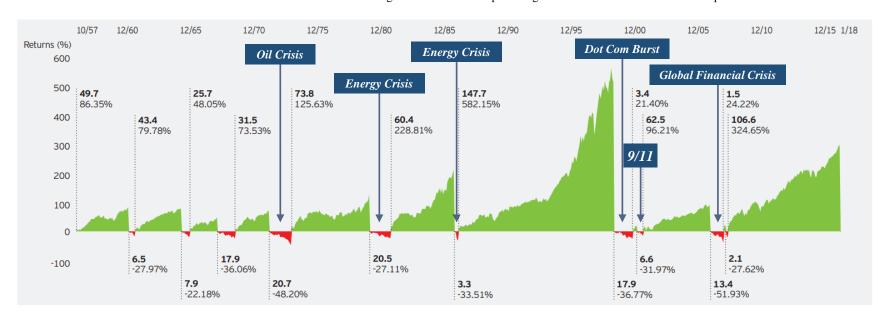
Source: Bureau of Economic Analysis (2013).



## Historical Trends of Bull & Bear Markets – As of 1/25/18

### The historical performance of the S&P 500 Index during the US bull and bear markets

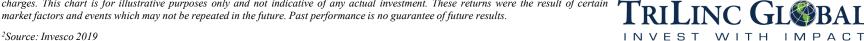
The bold numbers calculate the duration of months for the market either being bull or bear and the percentages cover the total return for the time period.<sup>1</sup>



In the chart above, the green time periods indicate bull markets, when the S&P 500 rose 20% or more from its previous low. The red time periods indicate bear markets, when the S&P 500 declined 20% or more from its previous high.<sup>2</sup>

The bold numbers calculate the duration of months for the market either being bull or bear and the percentages cover the total return for the time period. On average when the market is evaluated from 1957-2018, there were bear markets or losses for 11.7 months while the bull markets or gains was for 55.1 months. Data shown is as of the last bull market, which ended on 1/25/2018.

Source: Bloomberg L.P. Returns from 10/22/1957 – 12/31/18. The S&P Index is an unmanaged index of 500 stocks used to measure large-cap US stock market performance. Investors cannot invest directly in an index. Index returns do not reflect any fees, expenses, or sales charges. This chart is for illustrative purposes only and not indicative of any actual investment. These returns were the result of certain market factors and events which may not be repeated in the future. Past performance is no guarantee of future results.



**Impact on TriLinc Portfolios** 



# **Executive Summary: TriLinc Global Sustainable Income Strategies**

**Investment Strategy** 

- **Private Debt Plus**® = Market Rate Returns + Positive Impact
- International Private Credit
- Select Developing Economies
- Growth Stage Private Companies
- Trade Finance and Short-Term Project Loans
- Comprehensive Diversification<sup>1</sup>

Strategy Objectives<sup>2</sup>

- Current Income
- Capital Preservation
- Modest Appreciation

**Historical Track Record** 

- Since June 2013
- >\$1.34 billion invested
- Zero Loan Losses<sup>3</sup>

**Team Track Record** 

- TriLinc Management Team
  - Average of 26 years experience in investment management
  - Actively managed over \$50 billion in investor funds
- 12 Global Investment Partners<sup>4</sup>
  - 473 employees in Latin America, SE Asia, Emerging Europe, and Sub-Saharan Africa
  - >\$33 billion in credit transaction experience

<sup>&</sup>lt;sup>1</sup>Comprehensive Diversification includes diversification by region, country, borrower, industry, asset type, investment partner and tenor. Diversification may vary by investment vehicle.

<sup>&</sup>lt;sup>2</sup>There can be no assurance that these objectives will be achieved and an investor may lose all or a portion of their investment.

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

<sup>&</sup>lt;sup>4</sup>Investment Partner data depicted is as reported to TriLinc by Investment Partners on an annual and ad hoc basis. Transaction experience by Investment Partners is not solely in connection with TriLinc products or transactions and may apply to Investment Partner firms, products, or personnel as relevant. There is no assurance that an Investment Partner's past performance will be indicative of future results. Since inception, TriLinc has worked with 14 investment partners. Statistics from prior investment partners are not included above.

# Private Debt Plus® Key Statistics (as of 2/29/20)

# \$1.34 billion

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

**92** 

Small & Mid-Sized Businesses supporting

41,519

Permanent jobs<sup>1</sup> in

**38** 

Developing economies<sup>2</sup>

0

Default Losses<sup>3</sup>

Private Debt Plus®, TriLinc's private debt investment strategy, aims to deliver market-rate returns through private debt loans to Small and Medium-sized Enterprises (SMEs) in select developing countries PLUS positive impact that is measurable and reportable through the Global Impact Investing Network's (GIIN) Impact Reporting & Investment Standards (IRIS). Depending on the vehicle, the strategy combines private financing investment opportunities to meet the investment objectives.

INVEST WITH IMPACT

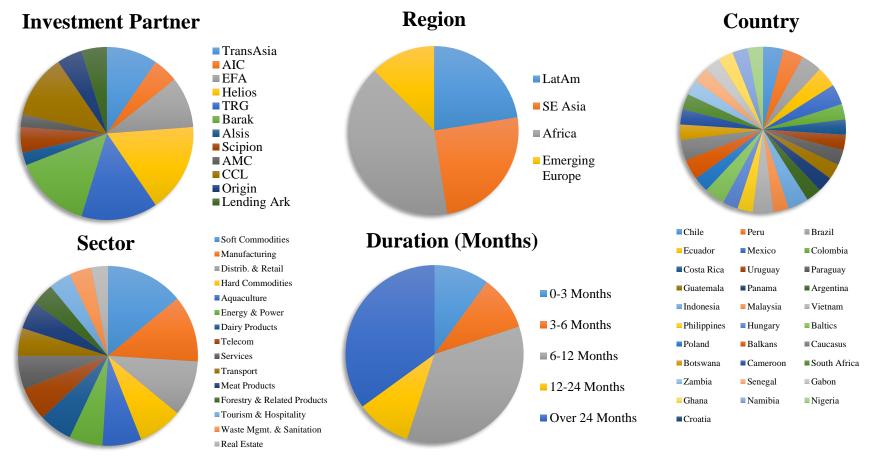
<sup>&</sup>lt;sup>1</sup> "Permanent Jobs" is self-reported by borrower companies, and is based on the IRIS Metric of Permanent Employees.

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

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

# **Comprehensive Diversification**

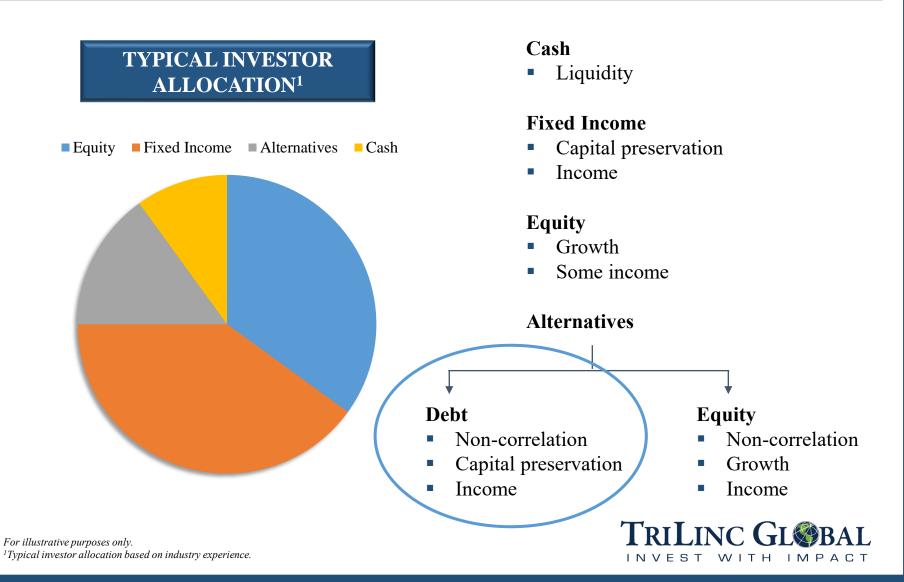
TriLinc seeks to reduce portfolio risk through comprehensive diversification, a signature approach that emphasizes minimizing exposure to any single macro-risk factor.



The diversification shown is for illustrative purposes only and there is no guarantee that the portfolio will be diversified as illustrated. Diversification may vary by investment vehicle.



### Role of Asset Classes in a Portfolio



# **Opportunity for Alpha**

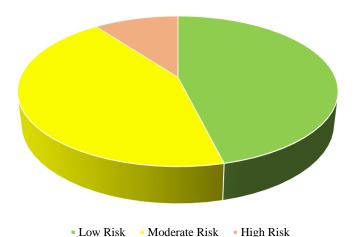
The wider array of value levers and risk drivers in private markets can result in greater performance dispersion vs. public markets.

**Private Sourcing** Information Use (or **Structuring &** misuse) of Negotiation Leverage Asset Asset Valuation **Valuation** Allocation Allocation **Private Investments Public Investments** Dispersion Dispersion



### COVID-19 Performance Risk for TriLinc Funds – as of 3/31/201

### **TriLinc Funds Industry Exposure**



Industry	Loan Balance	% of Outstanding Loans
Low Risk	\$219,503,282	46%
Moderate Risk	\$207,838,745	44%
High Risk	\$48,405,056	10%
	\$475,747,083	100%

### Portfolio Exposure by *Industry* Risk

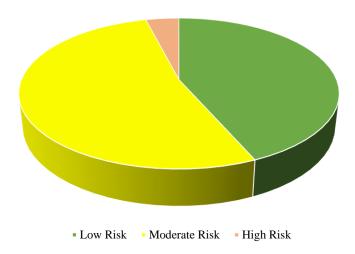
- Low Risk: Agriculture/Foodstuffs, Real Assets, Secured/Low Risk Cash Flows
- Moderate Risk: Commodities and Goods Trading, Consumer Staples, Manufacturing, B-to-B Contracts
- <u>High Risk:</u> Hospitality/Tourism, Retail Sales, Negatively Affected by Low Oil Prices



<sup>&</sup>lt;sup>1</sup>Data represents internal TriLinc analysis as of 3/31/20 and is subject to updates and change as circumstances change.

### COVID-19 Performance Risk for TriLinc Funds – as of 3/31/201

### **TriLinc Funds Geographic Exposure**



Geography	Loan Balance	% of Outstanding Loans
Low Risk	\$206,688,163	43%
Moderate Risk	\$250,083,921	53%
High Risk	\$18,975,000	4%
	\$475,747,083	100%

### Portfolio Exposure by Geography Risk

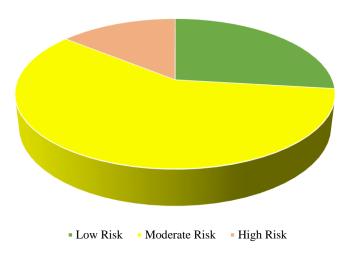
- Low Risk: Countries with minimal infections to-date and moderate potential economic effects of public health policies
- Moderate Risk: Either more significant infections to-date OR significant potential economic effects of public health policies
  - High Risk: Both significant infections
    AND significant current economic effects of public health policies



<sup>&</sup>lt;sup>1</sup>Data represents internal TriLinc analysis as of 3/31/20 and is subject to updates and change as circumstances change.

# COVID-19 Performance Risk for TriLinc Funds – as of 3/31/201

### **TriLinc Funds Combined Exposure**



# Portfolio Exposure by Combined Industry & Geography Risk

- Low Risk: Low risk ratings for BOTH Industry and Geography
- Moderate Risk: Moderate risk rating for EITHER Industry or Geography
- High Risk: High risk rating for EITHER Industry or Geography

Combined	Loan Balance	% of Outstanding Loans
Low Risk	\$127,891,009	27%
Moderate Risk	\$280,476,018	59%
High Risk	\$67,380,056	14%
	\$475,747,083	100%



<sup>&</sup>lt;sup>1</sup>Data represents internal TriLinc analysis as of 3/31/20 and is subject to updates and change as circumstances change.

**Closing Thoughts** 



### What can we do?

- Support local businesses:
  - Order from local restaurants through a meal delivery service
  - Shop at your locally-owed markets
  - Continue to get your dry cleaning done
- As Governors begin to re-open states:
  - If you have the means to spend, do it (responsibly, of course)
  - Send gifts to people
  - Do your holiday shopping early
- Continue to email your elected representatives to thank them for their work, and encourage them to continue to work urgently toward additional stimulus
- Recognize that securities markets are historically volatile and will continue to be...so don't panic
- Support and encourage each other:
  - Host virtual social events, etc.
  - Shop with a friend "stroll" through websites of your favorite stores
  - Take advantage of free online workouts with a friend
  - Play games with your family
- Lastly, remember that Americans are resilient!



# Q&A



# Want to Learn More?

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

info@trilincglobal.com

or you can visit us online at:

www.trilincglobal.com

- TriLinc Global, LLC
- @TriLinc

Thank you!



### **Risks and Disclaimer**

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The information on which this Presentation is based has been obtained through industry contacts and publicly available sources. Although TriLinc has reason to believe the information to be true, TriLinc has not independently verified such information and no representation or warranty is given that it is up-to-date, accurate, and/or complete. Specific data is as of April 15, 2020, 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 Advisors, LLC ("TLA") and TriLinc Global Advisors, LLC ("TLGA") are whollyowned subsidiaries of TLG and are SEC registered investment advisors. Unless otherwise noted, TLG, TLA and TLGA are collectively referred throughout this Presentation as "TriLinc." SEC registration does not indicate a certain level of skill or training.

Private Debt Plus®, TriLinc's private debt investment strategy, aims to deliver market-rate returns through private debt loans to Small and Medium-sized Enterprises (SMEs) in select developing countries PLUS positive impact that is measurable and reportable through the Global Impact Investing Network's (GIIN) Impact Reporting & Investment Standards (IRIS). Depending on the vehicle, the strategy combines private financing investment opportunities to meet the investment objectives.

An investment with TriLinc is speculative and involves a high degree of risk. TriLinc investment vehicles are not intended to be a complete investment program. TriLinc's performance may be volatile. There is no assurance that TriLinc will achieve its investment objectives. The fees and expenses charged in connection with an investment in TriLinc investment vehicles may be higher than those charged in connection with other investments. Prior performance is no guarantee of future performance. Investors could lose all or a substantial amount of their investment with TriLinc.

An investment in TriLinc investment vehicles is suitable only for sophisticated investors who have no need for immediate liquidity in their investment. Such an investment has not been registered under federal or state securities laws, is restricted and provides limited liquidity because interests in the TriLinc investment vehicles are not freely transferable and may be repurchased only under limited circumstances set forth in the Offering Documents. There is no public or secondary market for interests in TriLinc products, and it is not expected that a public or secondary market will develop. The value and the income the investment produces may fluctuate and/or be adversely affected by exchange rates, interest rates or other factors. Prospective investors should inform themselves as to the legal requirements and tax consequences of an investment with TriLinc within the countries of their citizenship, residence, domicile, and place of business.

Certain information contained in this Presentation constitutes "forward-looking statements", which can be identified by the use of forward-looking terminology such as "may", "will", "look", "expect", "anticipate", "project", "estimate", "intend", "continue", or "believe" or the negatives thereof or other variations therein or comparable terminology. Due to various risks and uncertainties, actual events, results, or the actual performance of the strategy's investments may differ materially from those reflected or contemplated in such forward-looking statements. Nothing contained in this Presentation may be relied upon as a guarantee, promise, assurance or a representation as to the future.

Anyone considering an investment in a TriLinc investment vehicle will be provided with 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 Presentation 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 with TriLinc or the accuracy or adequacy of this Presentation or the materials contained herein.

