



Cinaa

Ecofin strives to address the world's global challenges. Our social impact and waste transition strategies make an impact on quality education, good health and sustainable communities by providing capital for social service and environmental projects through directly originated credit and preferred equity securities.

# Key reasons to consider investing

- Compelling market opportunity potential
- Seeks diversification through generally uncorrelated alternative assets
- Shorter expected duration in a rising interest rate environment
- Experienced team

# Strategy highlights

- Investment objective is to seek to generate attractive risk-adjusted returns
- Exposure to social purpose providers and 501(c)(3) organizations focusing on social impact
- Focus on directly originated credit securities
- Seeks to capitalize on market inefficiencies where there is capital dislocation

# Performance as of 6/30/2022

Tax-advantaged portfolio <sup>1</sup>									
	QTD	YTD	1 year	3 year	Since inception				
Gross	1.3%	1.5%	9.4%	8.2%	8.1%				
Net	0.9%	0.8%	8.1%	6.8%	6.7%				

Attractive risk-adjusted return potential, including tax-advantaged income

Inception 6/1/2019. The Ecofin Social Infrastructure SMA Composite is a composite of separately managed accounts seeking attractive returns through investment opportunities expected to be comprised principally of direct origination securities of issuers in essential social and public service sectors.

# Taxable portfolio<sup>2</sup>

	QTD	YTD	1 year	3 year	inception
Gross	3.1%	6.8%	11.2%	10.2%	10.3%
Net	2.7%	6.2%	9.9%	8.9%	8.8%

Optionality for investors not seeking tax-advantaged returns

<sup>2</sup>Inception 6/1/2019. The Ecofin Social and Sustainable Lending Carveout Composite is a composite of managed portfolios investing primarily in taxable direct origination securities of issuers in sustainable infrastructure and social impact sectors.

Source: Ecofin. Annualized for periods over one year. Performance figures for the Ecofin Social Infrastructure SMA Composite and the Ecofin Social and Sustainable Lending Carveout Composite, net of fees have been reduced by 1.25%, the highest management fee charged to any managed account client whose account is included in the composite, however, actual fees for accounts within the composite vary. Currency: USD. **Past performance is no guarantee of future** 

# **Sector highlights**

# Social impact provides essential services, including:

# aut provided december our rides, merali

# Educational services Waste transition Healthcare services

- Charter schools
- Private schools
- Early education
- Vocational/technical schools
- Waste-to-energy projects
  - Landfill gas
  - Anaerobic digester
  - Biomass
- Waste-to-value projects
  - Plastic recycling
  - Tire recycling
  - Food waste recycling

- Senior living
  - Independent living
  - Assisted living (including memory care)
- Medical care centers
  - Rehabilitation
  - Psychiatric
  - Substance abuse

# **Direct origination expertise**

# Sourcing/structuring

**Long-standing industry relationships** and large network for deal sourcing

**Independent, analytic approach** with ability to source, structure and surveil direct origination credits

Extensive deal structuring experience in calibrating risk

**Experience in multiple roles** in a direct origination closing

Strong institutional buyer of deals without the origination fees charged by many banks

## Structural enhancements

- · Security and collateral
- · Interception of cash flow
- · Corporate and personal guarantees

# Operational and management focus

- Strong and experienced management teams
- Weekly and monthly monitoring
- A differentiated focus on underlying business operations and the real estate

Risk mitigation focus throughout the process

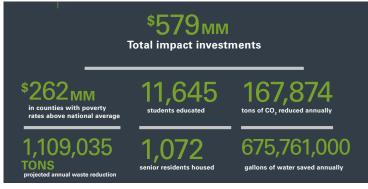
# Potential financial enhancements

- Premium coupons seek to incentivize refinancing
- Call structures that improve yields with early exit
- Put features that ensure timely takeouts

# Strong governance and oversight process

- · Direct origination approval process
- Broad oversight and governance
- Watchlist process

# Team impact stats as of 6/30/2022



Impact statistics and total impact investment dollars represent the cumulative impact of and total private transactions made by Ecofin social impact and waste transition investments since 1/30/2017.

# Credit analysis/surveillance

**Deep sector-specific expertise** to opportunistically assess market demographics and needs

**Established, proprietary, repeatable process** using in-depth fundamental financial/operating analysis and diligence

**Years of operational insights and active involvement** provide wherewithal to successfully navigate complex market dynamics

# **Team** as of 6/30/2022

### GOVERNANCE

Investment Committee: 4 members Credit Committee: 6 members

ORIGINATION/STRUCTURING
4 originators/structurers

CREDIT ANALYSIS/SURVEILLANCE
2 professionals

PORTFOLIO MANAGEMENT
1 professional

# **About Ecofin**

Ecofin is a sustainable investment firm with roots dating to the 1990s and a global footprint with offices in the U.S. and UK. Our core belief is we can deliver strong risk-adjusted returns and create a healthier planet and society. Our strategies offer global solutions in private and public securities that address global challenges in climate action, water and social impact. Through these strategies we seek to achieve positive impacts that align with UN Sustainable Development Goals and are accessible through a variety of vehicles. Ecofin Investments, LLC is the parent of registered investment advisers Ecofin Advisors, LLC and Ecofin Advisors Limited (collectively "Ecofin").

### Primary:









Secondary:











Signatory of:



# **Disclosures**

This document does not constitute or form part of any offer to issue or sell, or any solicitation of any offer to subscribe or purchase, any shares in any fund managed by Ecofin Advisors, LLC. This document only provides outline information on a strategy. The information contained in this document is for background purposes only and does not purport to be full or complete. Ecofin Advisors, LLC believes that the source of the information disclosed in this document is reliable. However, no representation, warranty or undertaking, express or implied, is given as to the accuracy or completeness of the information contained in this document and no liability is accepted by Ecofin Advisors, LLC for the accuracy or completeness of any such information.

All investing involves risk. Principal loss is possible. The risks of investing vary depending on an investor's particular situation.

Nothing contained in this communication constitutes tax, legal or investment advice. Investors must consult their tax advisor or legal counsel for advice and information concerning their particular situation and should carefully read specific fund documentation for particular situations.

© 2022 Ecofin www.ecofininvest.com