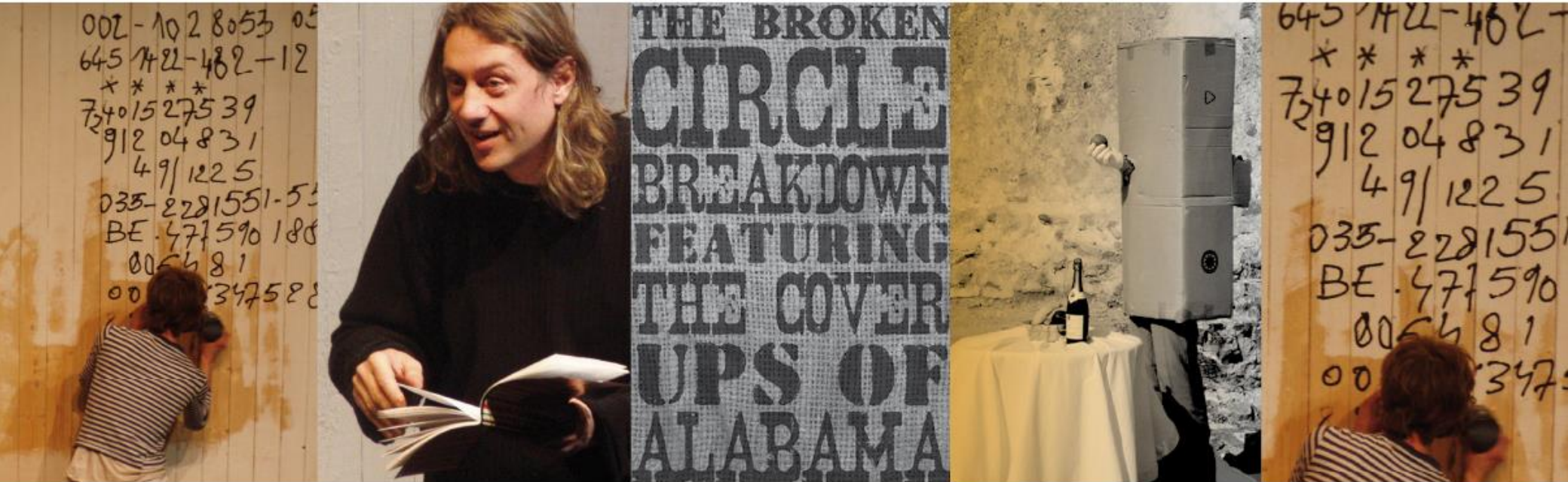


Triodos  Bank

Triodos Corporate Finance – Investment Readiness



Triodos Bank – Overview

- Launched in 1980 as a committed social and environmental bank.
- Our mission is to make money work for positive social, environmental and cultural change.
- £7.7bn assets under management
- More than 630,000 customers across Europe – the largest sustainable finance group in Europe.



Triodos Bank – Corporate Finance

- Raise capital for social sector organisations
- Provide investment readiness advice

In the past 5 years:

- 29 Transactions
- £72m raised
- c. 5,000 social investors
- Mix of debt and equity

Social Investment

What is it?

Repayable finance

90% of social investment -
Bank finance to
buy property

Debt

Buy assets

Working capital / cashflow

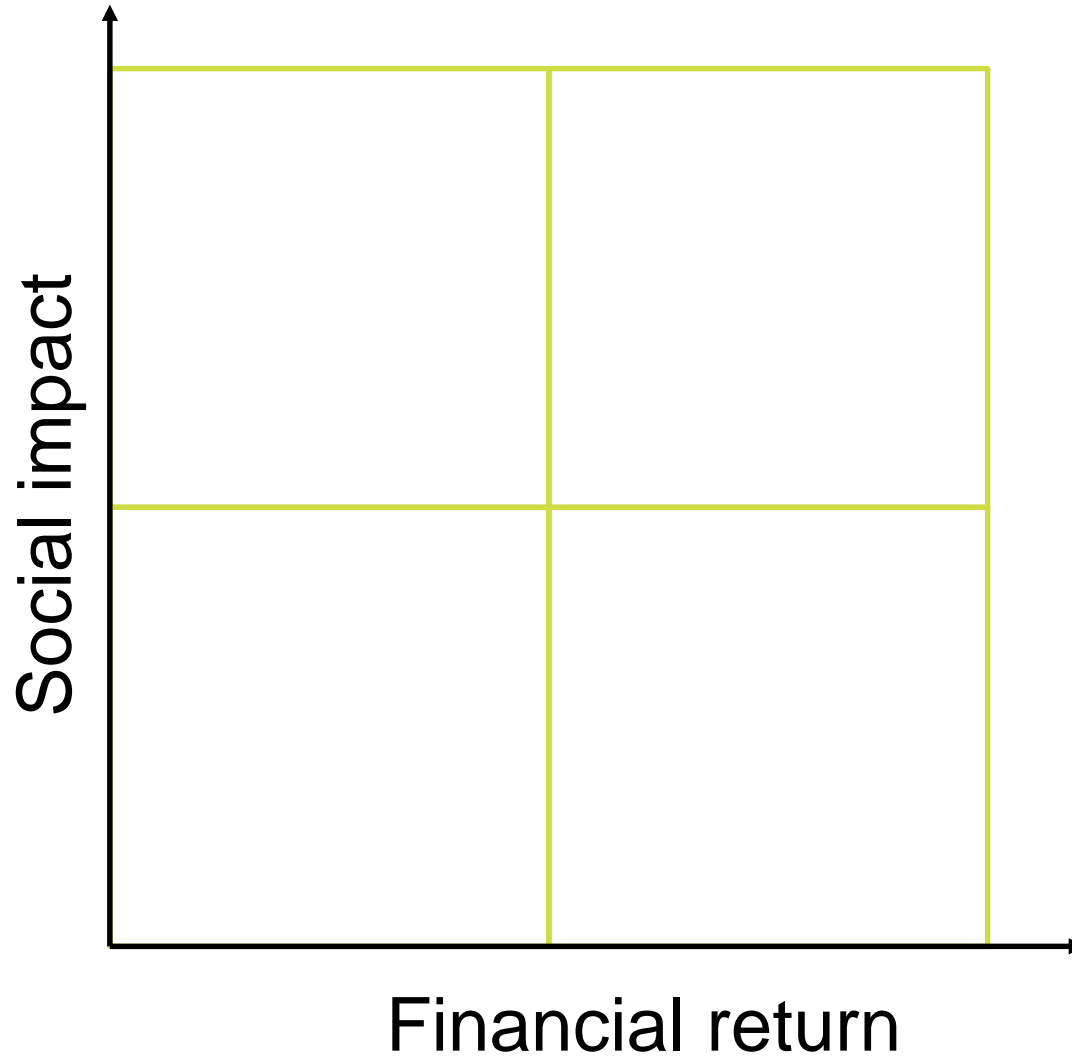
Equity

Invest in a new programme

Invest in a staff/ fundraising

Social Investment

Who provides it – where's the money from?



Social Investment

Investment Readiness

- **What is it**
 - Helping an organisation to raise capital
 - Make them more investible
- **Clarifying the story**
 - Financial model
 - Business plan
 - Reviewing business model
 - The right people - governance and leadership team
 - Establishing the finance requirement
 - Advising on the right type of finance
- **Investor relations**
 - Introduction to institutions
 - Helping with retail
 - Due diligence
- **Impact**