



Beneficial Returns

2021 IMPACT REPORT

20 February 2022

Every year Americans give away more than \$450 billion. It's a remarkable sum, but at Beneficial Returns we are focused on the one trillion dollars that aren't given away.

Just recently, the US achieved a milestone when the value of private family foundation and donor advised fund (DAF) assets crossed the \$1 Trillion mark. This is money that generated a tax deduction for the donors and now can only be used for charitable purposes. Why then is almost all of it invested in the stock market?

At Beneficial Returns we want a world where people aren't simply generous donors, but also thoughtful, courageous and generous investors. We work to unlock that \$1 Trillion of dormant philanthropic capital for immediate impact.

Put into the hands of social entrepreneurs as a loan, just a sliver of that money could profoundly reduce global poverty while protecting and restoring our natural environment. We're very proud of the following pages which summarize the 2021 impact results of our borrowers.

In 2021 we focused our efforts on supporting those social enterprises most challenged by, and most responsive to COVID. We are particularly proud of our borrower, EOS International, whose work bringing clean water to rural Nicaragua and Honduras took on a heightened urgency.

If you are fortunate enough to have influence over a philanthropic endowment of any size, I urge you to consider how you can multiply the benefits of your giving by embracing impact investing as well.

Ted Levinson
Founder and CEO, Beneficial Returns



BENEFICIAL RETURNS FUND

as of 28 Feb 2022

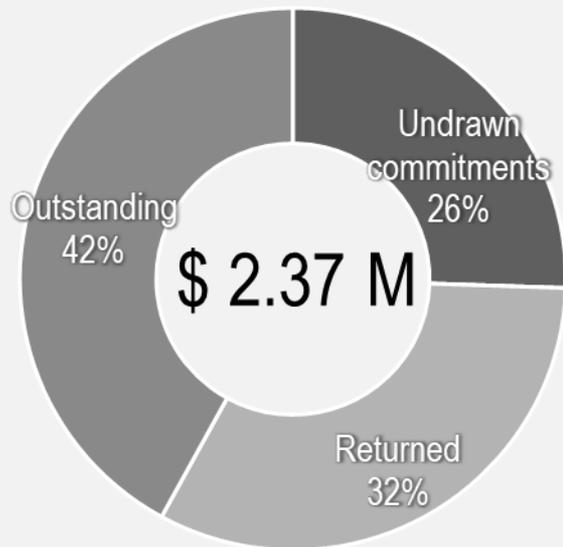
16
INVESTORS

14
BORROWERS

10
LATIN AMERICA

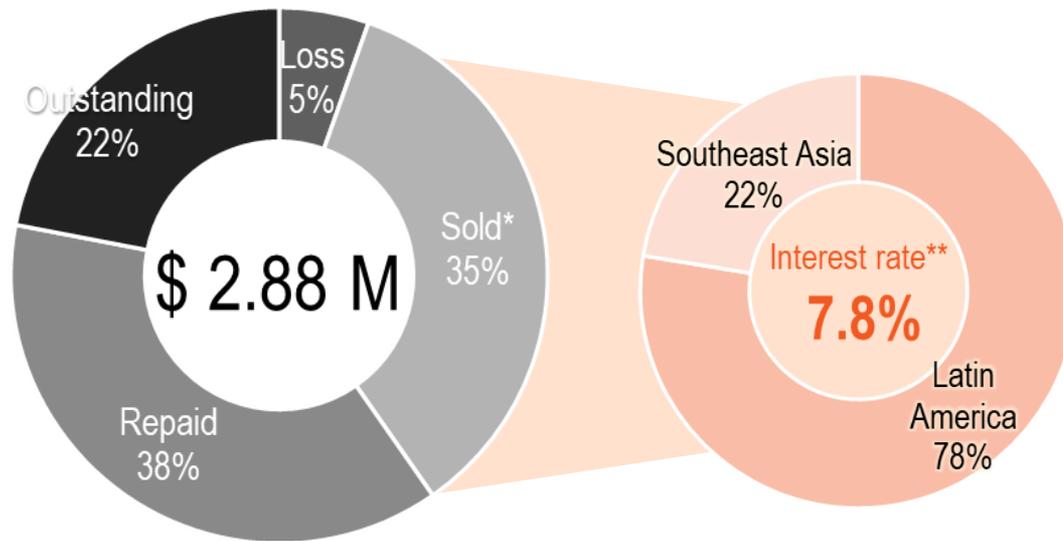
4
SOUTHEAST ASIA

TOTAL COMMITMENTS



\$2.8M invested and loaned to borrowers, including \$1.0M investor participation on existing loans

TOTAL LOANS MADE



\$1.1M loans repaid

*Participation on loan repayments sold to investors

\$0.9M loans in the pipeline

**Calculated on a weighted average basis



EOS INTERNATIONAL NICARAGUA & HONDURAS

EOS International provides low-cost and high-impact water purifying technologies to rural communities. EOS's model includes testing communities' drinking water, identifying potential contaminants, and installing water chlorinators. To ensure sustainability, EOS provides training to community members so that they can monitor and manage their own water supply. As such, EOS delivers a long-term reduction of waterborne diseases and improvement of public health.

Beneficial Returns provided EOS International a \$30,000 loan in June 2021 to reach more communities in need of safe drinking water during a public health crisis.



144,600+

new people provided with safe drinking water



401

new communities served



61%

reduction in reported illness



3,491

community visits

EXISTING BORROWER IMPACT



ATEC | CAMBODIA

Rolled out a low-cost electric stove for urban and peri urban households in Cambodia.

Designs and sells low-cost, patented biodigesters to small-scale farmers in Cambodia. Biodigesters use a biological process in which naturally occurring micro-organisms treat and convert organic waste to energy and fertilizer, generating significant savings in both money and time for households. It also saves preserves forests as families no longer need to rely on firewood for cooking.

Beneficial Returns provided ATEC* a \$60,000 loan in August 2019 to help expand its new Pay As You Go (PAYGO) sales model.



NAZAVA | INDONESIA

Nazava expanded to Kenya in 2021.

Sells affordable and easy-to-use water filters to Indonesian communities that do not have access to potable water. This improves health outcomes and generates significant savings in both money and time as households can now access safe drinking water without the need to boil or use electricity. Nazava also helps the environment from reduced consumption of gas and plastic bottles.

Beneficial Returns provided Nazava a \$50,000 loan in May 2019 to assist with the company's expansion.



3,549

biodigesters sold



\$521

average increase in income



20 hours

time given back to women per week



119,000+

households with access to clean water



\$22

savings per filter annually



177,000 MT

of CO₂ reduced annually

EXISTING BORROWER IMPACT



ILUMEXICO | MEXICO

Illuméxico has provided electricity to over 118,675 people since its inception.

Designs, manufactures and installs solar systems in remote areas in Mexico with no grid access. Illuméxico offers financing programs so poor, rural communities can afford to replace candles, kerosene, and diesel with solar energy. Its customers and beneficiaries include households, micro businesses, and community institutions such as schools and clinics.

Beneficial Returns provided a \$50,000 equipment loan to finance 15 solar refrigerators for women-owned grocery stores.



FUNDACIÓN PARAGUAYA | PARAGUAY

Fundación Paraguaya's SSAS model was chosen as one of the most impressive and scalable educational innovations in the Spotlight Report on 21st Century Skills in Latin America and the Caribbean in 2021.

Eliminating poverty for over 30 years in Paraguay and throughout the world by providing microfinance loans, counseling, and entrepreneurial education to small businesses. They also run four Self-Sustainable Agricultural Schools (SSAS) that aim to transform young people into rural entrepreneurs through a two-year program. The SSAS program has also been replicated in Tanzania.

Beneficial Returns provided FP a \$150,000 loan in December 2019 to finance equipment for its SSAS livelihood programs.



25,600+

solar systems
installed



\$30

additional savings
per system per month



2,020

communities
electrified



100

graduates from
SSAS in 2021



100,000+

given entrepreneurial
education annually

EXISTING BORROWER IMPACT



GUAYAKI | BRAZIL

Met its goal of restoring over 200,000 acres of the Atlantic Rainforest.

Sells yerba mate beverages distributed widely throughout the US. Guayaki’s suppliers harvest organic yerba mate from the Amazon through sustainable cultivation and reforestation methods. This generates a renewable income stream to forest communities that enable them to both improve their lives and restore their lands.

Beneficial Returns provided a \$800,000 loan to help finance a yerba mate drying and processing facility in Brazil.



SISTEMA.BIO | MEXICO

Raised \$15M in Series B financing to accelerate growth.

Sells biodigesters to small-scale dairy farmers to enable them to convert cow manure into compost and energy. This improves soil health and crop yields, reduces contamination of the water table, and provides savings to farmers. Sistema.Bio has installed biodigesters in Mexico, Colombia, Nicaragua, Kenya and India.

Beneficial Returns provided a \$75,000 equipment loan to assist with the company’s expansion.



441

families benefitting from yerba mate production



24,000+

trees planted



59

producer trainings



46,700+

livelihoods improved



7,780

filters sold



62,900 MT

of CO₂ reduced annually

EXISTING BORROWER IMPACT



ECOFILTRO | GUATEMALA

Grew revenue 19% to over \$5,000,000.

Manufactures and sells ceramic water filters in Guatemala providing its users cost-efficient drinking water with improved health outcomes. It also benefits the environment as a replacement for bottled water in urban settings and wood fire-boiled water in rural communities. They are now selling in Europe, and producing 500,000 filters a year, 2,000 daily.

Beneficial Returns provided a \$265,000 loan to enable Ecofiltro to double the size of their factory and to acquire production equipment that will increase the consistency of their filters.



ANANAS ANAM | PHILIPPINES

Piñatex now sold in over 80 countries. Secured Nike as a client.

Ananas Anam makes Piñatex, a patented leather alternative made from pineapple leaves that would have otherwise been discarded. By sourcing from smallholder farmers on the island of Luzon, Philippines, Ananas Anam increases farmer income while producing an environmentally-superior textile for the fashion industry. Ananas is a certified B Corporation.

Beneficial Returns lent Ananas Anam \$36,000 in May 2020 to finance fiber extraction equipment.



195,600+
filters sold



500,000+
rural families with
access to clean water



110,000 MT
of CO₂ reduced
annually



100+
jobs created



95%
of product is
renewably sourced



10%
increase in income of
partner farmers

EXISTING BORROWER IMPACT



CHACHA | THAILAND

Grew sales more than 20% in 2021.

ChaCha sells rice-based products under the Perfect Earth brand, sourcing from marginalized Thai hill tribe communities. Through its supply chain practices, it is able to restore community health as it provides stable incomes to families and staves off migration to cities out of economic necessity. Simultaneously, ChaCha is able to restore planet health as it replaces conventional farming with organic practices.

Beneficial Returns provided a \$275,000 equipment loan to ChaCha in September 2020 to support its product line expansion to instant noodles.



KIWA | PERU

Grew 2021 sales to over \$4,000,000

Kiwa produces branded and private label natural vegetable chips sold in over 30 countries. It aims to profitably grow its consumer-packaged goods business while building an equitable supply chain with smallholder Andean farmers in Ecuador and Peru. Kiwa works directly with approximately 100 indigenous farmers and another 200 through 11 farmer groups. Since February 2021 Kiwa has been collaborating with farmers to practice regenerative farming performance versus conventional farming.

Beneficial Returns provided Kiwa a \$100,000 loan in July 2020 to assist with the company's expansion.



4,750 ha
of land cultivated



3,000
tons of rice and
chia purchased



500
hilltribe families
directly impacted



124 ha
of sustainably
cultivated land



121,000+
native potatoes
purchased from farmers



31
small-holder farmers
impacted

EXISTING BORROWER IMPACT



WHOLE FOREST | ECUADOR

Paid suppliers and employees over \$3,000,000 in 2021.

Whole Forest manufactures wood products sourced from the Chocó forest, one of the world's last remaining coastal rainforests. Their environment-first business model brings together sustainable forestry, community partners, and conscious consumers, to prevent clearcutting and illegal logging in the forest, while encouraging the financial health of surrounding communities.

Beneficial Returns provided Whole Forest \$150,000 in April 2020 to finance its expansion into the hardwood business.



1,100 ha
of threatened land
directly protected



2.7 million MT
of CO2 reduced
annually



INVESTORS

Individuals, private foundations, and faith-based organizations that work with us to deploy their dormant charitable dollars for social good.



Beneficial Returns

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