



Who we are

We are an impact investment fund that supports the growth of leading social enterprises that **alleviate poverty** and **protect the natural environment** in **Latin America** and **South East Asia**

We aim to address society's biggest challenges of extreme poverty and environmental degradation by bridging the gap between investors and emerging market social enterprises who are in the best position to solve these problems but who find it most difficult to secure long-term funding.

What we know

US Foundations and Donor Advised Funds give away less than 7% of their endowments annually, leaving 93% of potential for impact untapped

Unmet funding needs of \$1+ trillion in frontier and emerging markets SMEs (IFC, 20XX)

Access to capital cited as the largest challenge for 40% of frontier markets SMEs vs 10% in developed countries (Dalberg Survey, 20XX)

What we do

Provide philanthropists the opportunity to increase the social impact of their undeployed charitable dollars while earning a predictable return

Provide social entrepreneurs in emerging markets the long-term funding they need to grow

We pool funds from foundations and Donor Advised Funds and provide loans of \$50,000 to \$500,000 that enable emerging markets social enterprises to acquire revenue-producing or cost-reducing equipment to increase the scale and pace of their impact. Our current portfolio of borrowers are enterprises that:

Develop new supply chains for organic, fair trade, and biodynamic produce

Bring sustainable energy to remote communities in Mexico

Install low-cost biodigesters that convert manure into energy and fertilizer

Reduce deforestation and improve health with economical water filters

Preserve and restore the Atlantic rainforest through a market-driven approach

Beneficial Returns' eight-member credit committee is composed of volunteers with extensive experience in banking, philanthropy, structured finance, law, and international development.

Funded enterprises

EcoFiltro



Manufactures and sells ceramic water filters in Guatemala providing its users cost-efficient drinking water with improved health outcomes. It also impacts the environment positively as urban customers normally drinking bottled water reduce their plastic consumption, and rural customers who typically boil their drinking water over wood fires reduce their firewood use. With \$225,000 from Beneficial Returns the business is doubling the size of their factory and acquiring production equipment that will increase the consistency of their filters. EcoFiltro and its CEO were recognized in 2012 by the Schwab Foundation for Social Entrepreneurship.

Ilumexico



Designs, assembles, and sells solar home systems to remote Mexican communities who lack access to electricity. These systems save families money without the environmental and health drawbacks of diesel or kerosene. Ilumexico has sold thousands of units, most of which have been through microfinancing. Beneficial Returns provided a \$50,000 loan for the acquisition of fifteen solar refrigerators which were leased to women-owned grocery stores that are off the grid. Ilumexico is a graduate of Santa Clara University's GSBI Accelerator Program.

Interrupcion Fair Trade



A \$37M US-headquartered business that imports organic, fair trade and biodynamic produce from Central and South America. Interrupcion works with 9,000 farmers to improve their farming practices while connecting them to international markets for their produce. Beneficial Returns made a \$500,000 loan so they could outfit a cooling and packing facility for their blueberry operations in Chile. This equipment reduces spoilage leading to more income for Interrupcion and their 1,900 Chilean blueberry farmers. RSF Social Finance provided a partial, philanthropic guaranty for this loan. Interrupcion was founded by an Ashoka fellow.

Sistema Bio



Designs, builds and sells patented, cost-saving biodigesters to small-scale farmers. These low-cost, modular biodigesters convert cow manure into energy and fertilizer while simultaneously protecting groundwater and improving soil health. Started in 2010, Sistema Bio has installed over 5,000 units in Mexico, Nicaragua, Colombia, Kenya, and India. Beneficial Returns refinanced four trucks that the company purchased with cash to enhance their working capital position.

Guayaki



Sells yerba mate beverages which are distributed widely throughout the US in its goal of protecting 200,000 acres of South American rainforest and creating over 1,000 living-wage jobs before the year 2020. Yerba mate is a caffeinated plant native to the rainforests of Brazil, Paraguay and Argentina. Guayaki's suppliers sustainably harvest organic yerba mate from rainforest-grown cultivations and reforestation projects, generating a renewable income stream which enables these communities to improve their lives and restore their lands. Beneficial Returns' \$500,000 loan helped finance a yerba mate drying and processing facility in Brazil.

Prospective borrowers

Hilltribe Organics

The only certified organic egg operation in Thailand, their producers are marginalized hill tribe families who see a tripling in their incomes while being able to maintain their culture. HTO provides each of the families 650 hens, organic feed, and training at no cost. HTO pays cash daily for every egg raised which are sold at retail grocery stores in Bangkok and Hong Kong. The Company is seeking a \$75,000, five-year loan for egg noodle production equipment which will generate income from eggs that are too small for retail sale. HTO has a Hong Kong entity. The Company is an LGTVP portfolio social enterprise.

Hydrologic

Designs, manufactures and sells ceramic water filters (same design as EcoFiltro) in Cambodia. The Hydrologic filter provides scores of jobs, reduces water-borne illness, and reduces carbon emissions and preserves forests by providing an alternative to boiling water. Hydrologic is 100% owned by iDE (International Development Enterprises), a \$30M US headquartered non-profit and is seeking a \$100,000 loan to acquire a new kiln to improve efficiency and meet increasing demand.

Lotus Foods

Uses market-based solutions to improve the environment and increase the income of small-scale rice farmers in Asia and Africa. Rice cultivation uses 30% of the world's fresh water and is one of the leading generators of methane gas. Lotus Foods promotes System of Rice Intensification (SRI), a method of rice farming that uses 50% of the water of conventional rice farming while increasing yields and reducing methane emissions. The Company ships much of its rice by refrigerated container to avoid spoilage and pest infestations. Vacuum packaging equipment at the rice mills in Asia and Africa can eliminate the need for refrigerated transport saving Lotus Foods thousands of dollars annually and ensuring that no rice is wasted.

Kiwa

A seven-year old Ecuadorean chip company that sells its snacks in over twenty-five countries. In conjunction with the International Potato Center, Kiwa contracts with small scale farmers in high-altitude regions of Ecuador and Peru to grow potatoes, beets and parsnips. Its model produces award-winning chips while providing a higher and more stable income to subsistence famers in the Andes. Additionally, Kiwa's growing sales are encouraging the return of indigenous crops to the region. The Company will need additional production equipment to keep up with new business from a private label contract with Walmart. Kiwa was voted one of the top ten social enterprises in Latin America in 2014 by I³ LATAM.

Partners



Investors

