



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, 2015)

Access to capital cited as the largest challenge for 40% of frontier markets SMEs vs 10% in developed countries (Dalberg Survey, 2016)

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

GUATEMALA



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.

Illumexico

MEXICO



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. Illumexico 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. Illumexico is a graduate of Santa Clara University's GSBI Accelerator Program.

Interrupcion Fair Trade

ARGENTINA



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

MEXICO



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

BRAZIL



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.

Nazava

INDONESIA



Produces and sells economical household water filters to both urban and rural families in Indonesia, majority of whom rely on contaminated well water from the lack of proper sewer systems in the country. With its filter, Nazava is able to provide the cheapest clean water solution saving households USD 35/year compared to boiling water and USD 62/ year compared to purchasing bottled water. Nazava has sold over 105,000 filters providing 520,000 people safe drinking water and household savings of over \$10 million. Beneficial Returns has approved Nazava for a \$50,000 loan to assist with the company's expansion.

ATEC*

CAMBODIA



Designs and sells low-cost, patented biogas digesters to small scale farmers in Cambodia. The business began operations in 2016 and has sold over 1,350 units to date. Biogas digesters use a biological process in which naturally occurring microorganisms break down organic waste to generate biogas and fertilizer. This provides significant impact by lowering expenses and improving crop yields of Cambodian households. Beneficial Returns has provided ATEC* a \$30,000 loan to help expand its new Pay As You Go (PAYGO) sales model.

Prospective borrowers

Hydrologic

CAMBODIA

Designs, manufactures and sells ceramic water filters. Hydrologic filter provides jobs, reduces water-borne illness and carbon emissions, and preserves forests by providing an alternative to boiling water. Hydrologic is 100% owned by International Development Enterprises (IDE), a \$30M US-headquartered non-profit and is seeking a \$100,000 loan to acquire a new kiln to increase capacity and improve efficiency.

Kiwa

Producer of natural, gluten-free chips sold in over 30 countries. It sources potatoes, beets and parsnips from small scale farmers in high-altitude regions of Ecuador and Peru, encouraging the return of indigenous crops to the region, and providing farmers more stable income. The Company is seeking financing for additional production equipment as it expands its business.

Partners



Investors

