



# Beneficial Returns

Loans for Social Enterprises in Emerging Markets

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An impact investment fund that supports the growth of leading social enterprises that **alleviate poverty** and **protect the natural environment** in **Latin America** and **Southeast Asia**

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We provide loans to social enterprises that use market-based solutions to reduce poverty. We believe global poverty can be eliminated with every person having the opportunity to achieve their full potential within a lifetime.

## What we know

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

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Unmet funding needs of \$1+ trillion in frontier and emerging markets for Small and Medium-sized Enterprises (IFC, 2015)

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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

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

We pool funds from foundations, Donor Advised Funds and faith-based organizations to provide loans of \$50,000 to \$500,000 that enable emerging markets social enterprises to increase the scale and pace of their impact. Investors participate via a recoverable grant. Our current portfolio of borrowers includes enterprises that:

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

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Bring sustainable energy to remote communities

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

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Reduce deforestation and improve health with economical ceramic water filters

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Preserve and restore the rainforest through a market-driven approach

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## Invest with us

We invite you to work with us and activate the impact of your undeployed philanthropic dollars as early as today.

## Funded Enterprises

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### BRAZIL



#### GUAYAKI

Sells yerba mate beverages which are distributed widely throughout the US. Guayaki’s goal is to protect 200,000 acres of South American rainforest and create over 1,000 living-wage jobs. 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.

### ECUADOR



#### WHOLE FOREST

A social enterprise committed to preserving jobs and the environment in the Choco Rainforest. Whole Forest harvests balsa from small landowners and operates a factory that produces balsa laminates used widely in the wind turbine blade industry. The business is demonstrating that slash and burn practices can be replaced by sound forestry practices when there exists long-term private markets for sustainably harvested wood. Beneficial Returns provided Whole Forest a \$150,000 loan to finance the company’s entry into the hardwood business.



#### KIWA

Producer of vegetable chips made from crops grown by over 300 indigenous farmers in high-altitude regions of Ecuador and Peru. It distributes in over 15 countries under the Kiwa brand (70%) and through private labels of major retailers (30%), most notably Walmart. Its dual aim is to profitably grow its consumer-packaged goods business and to build an equitable supply chain that benefits indigenous crops and low-income farmers. Beneficial Returns provided a \$100,000 loan to Kiwa to finance additional production equipment to support its growth.

## MEXICO



### ALTITUD

Provides sewing machines on credit so Mexican women can launch their own home-based businesses. In addition to loans and training, Altitud also secures commercial sewing contracts that it passes out to its network of nearly 1,000 micro-entrepreneurs. As a social enterprise, Altitud is committed to re-investing 55% of their earnings in the community to increase social impact and promote positive social change. Beneficial Returns provided a \$50,000 loan so Altitud could finance more sewing machines in Monterrey, Mexico.



### ILUMEXICO

Designs, assembles, and sells solar home systems to remote Mexican households that lack access to electricity. These systems save families money without the environmental and health drawbacks of diesel or kerosene. Ilumexico has sold over twenty thousand units, mostly through microfinance and the Mexican government. Beneficial Returns provided a \$50,000 loan so Ilumexico could acquire 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.



### 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 were purchased with cash to help the company's working capital position. Sistema Bio won the Ashden Award in 2019 under the Clean Cooking category.

## GUATEMALA



### ECOFILTRO

Manufactures and sells ceramic water filters which provide cost-efficient drinking water with improved health outcomes for Guatemalans. Ecofiltro also creates a positive impact on the environment as it replaces the need for bottled water and boiled water (normally over wood fires). With \$225,000 from Beneficial Returns, the business doubled the size of their factory and acquired production equipment that will improve the quality of their filters. Ecofiltro and its CEO were recognized in 2012 by the Schwab Foundation for Social Entrepreneurship.

## INDONESIA



### NAZAVA

Produces and sells economical household water filters to both urban and rural families. With its filter, Navaza can provide the cheapest clean water solution in Indonesia saving households \$35/year compared to boiling water and \$62/ year compared to purchasing bottled water. Navaza has sold over 105,000 filters providing 520,000 people safe drinking water and household savings of over \$10 million. Beneficial Returns lent Navaza \$50,000 to assist with the company's expansion. Navaza is a graduate of GSBI. The loan is supported by a partial guaranty from a GSBI mentor.

## CAMBODIA



### ATEC\*

Designs, builds, and sells patented biogas digesters that are purchased by small-scale farmers. These low-cost biogas digesters convert cow and pig manure into energy and fertilizer which saves farmers money while simultaneously protecting groundwater, restoring soil health, and increasing crop yields. Farmers who use ATEC biogas digesters generate an average of 20 tons of fertilizer per year and save over \$500. Beneficial Returns provided ATEC\* with a \$60,000 loan to help expand its new Pay As You Go (PAYGO) sales model.

## PARAGUAY



### FUNDACIÓN PARAGUAYA

Has worked for over 30 years to eliminate poverty in Paraguay and throughout the world. In addition to a microfinance operation, Fundación Paraguaya (FP) also runs nine high schools for poor students (four in Paraguay and five in Tanzania). Each school follows a curriculum centered on the principle of “learning by doing, selling and earning.” The students are actively involved in revenue-generating businesses that subsidize their education. FP borrowed \$150,000 to expand its cheesemaking capacity at its successful dairy operations. FP was a Skoll Award winner in 2005.

## PHILIPPINES



### ANANAS ANAM

The inventor of Piñatex – a leather alternative made from pineapple leaves that are normally discarded as agricultural waste. Ananas Anam aims to provide a more humane and sustainable option to leather while providing smallholder pineapple farmers in the Philippines an additional source of income. With applications in clothing, automotive upholstery, and footwear, their portfolio of customers includes major labels such as Hugo Boss, H&M, and Skoda. Beneficial Returns provided Ananas Anam a \$36,000 loan to finance new fiber extraction equipment for their business expansion.

## THAILAND



### CHACHA

Producer of organic rice and chia-based pasta and retailer of the Perfect Earth Foods brand. Chacha sources from marginalized hilltribe communities in Thailand, near the Burma border, who are trained sustainable farming with the goal of at least doubling their income, while preserving their unique way of life. Through their work, Chacha is able to restore community health as it provides stable income to families and staves off migration to cities out of economic necessity, and is simultaneously able to restore planet health as it replaces conventional farming with organic practices. Beneficial Returns provided Chacha \$275,000 to help launch its organic instant noodle line.

## HONDURAS AND NICARAGUA



### EOS INTERNATIONAL

EOS International brings clean drinking water to more than 600,000 people living in more than one thousand small communities in Honduras and Nicaragua. EOS' water purification technology is a low-cost, low-maintenance solution that attaches to a community's water tank and releases a controlled dosage of chlorine that costs only pennies per week for each household. EOS communities have better health and lower rates of infant mortality. Half of EOS' budget is earned through the sale of chlorine tablets. Beneficial Returns' loan enabled EOS to import chlorine in greater volumes which increased the profitability of their operations.

## Partners



## Investors

