

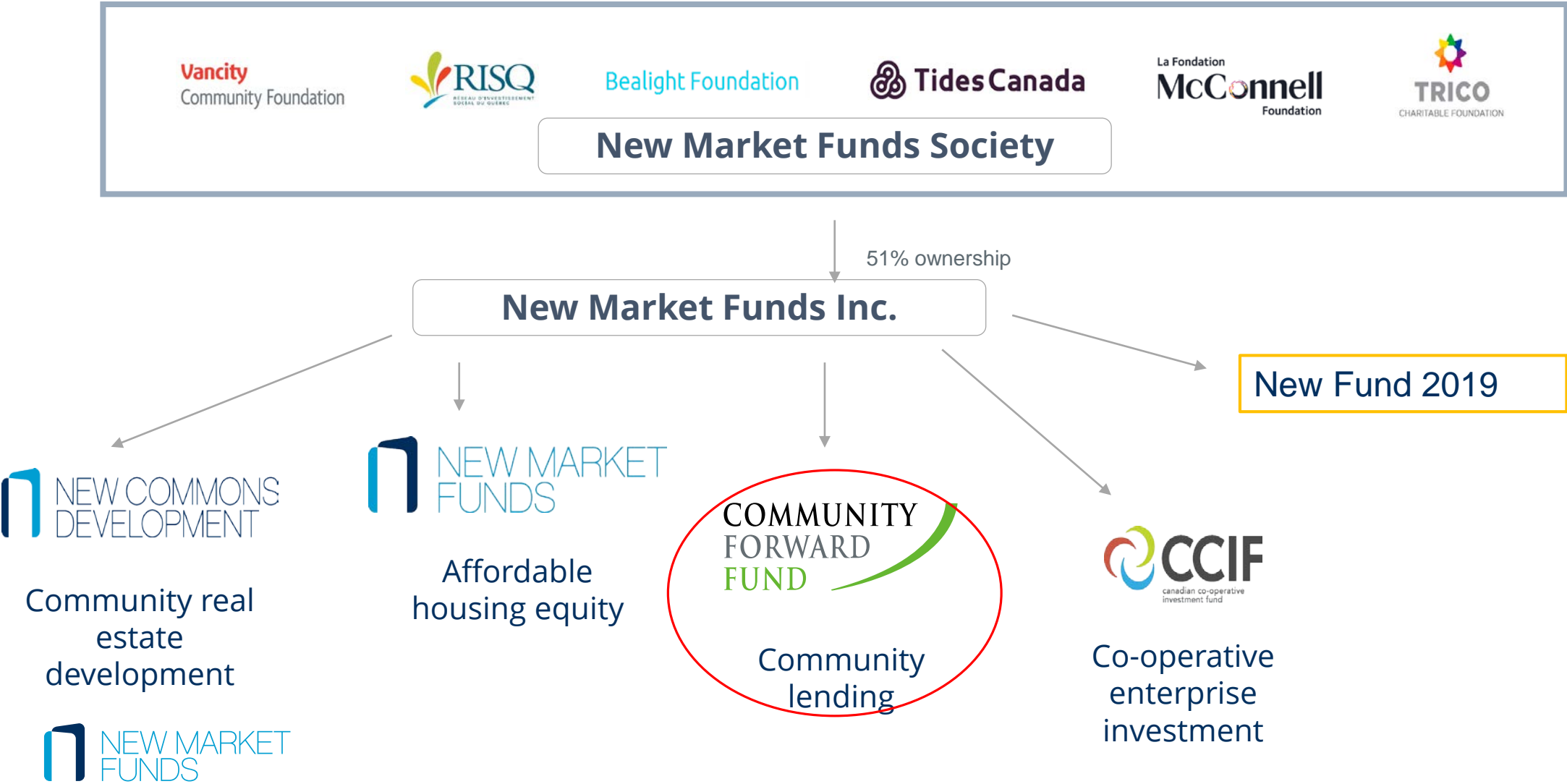


NEW MARKET FUNDS

Placing capital in the indigenous economy

February

New Market Funds Platform



Impact To Date

\$18MM

Approved loans to diverse organizations

\$1.1MM

Remaining capital to advance in 2019

45

Loan transactions to over 35 unique charities, non-profits, and social enterprises

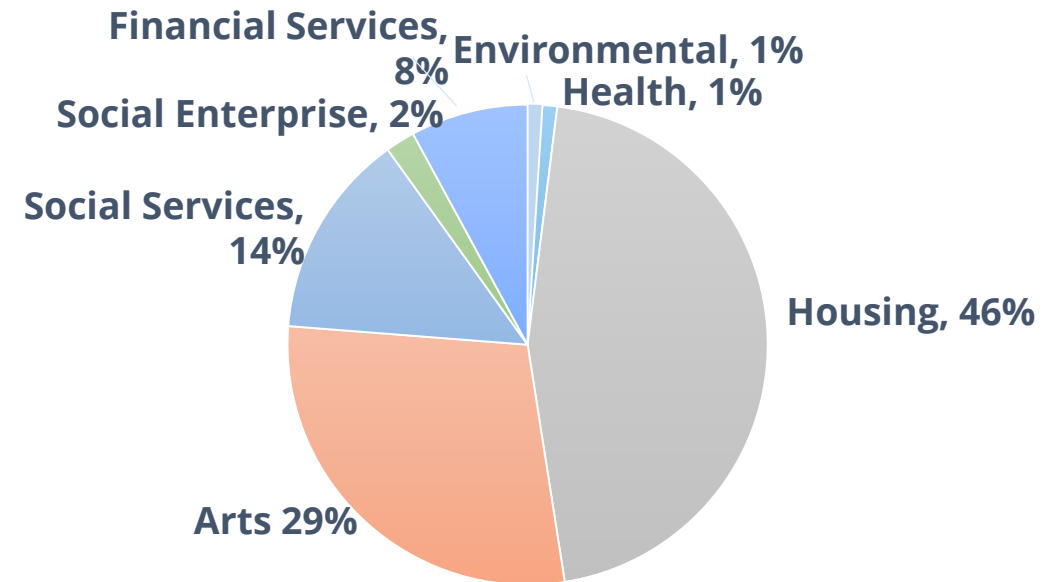
7

Sectors

8

Provinces and Territories

Sectoral Breakdown



Impact Reporting

Measurement:

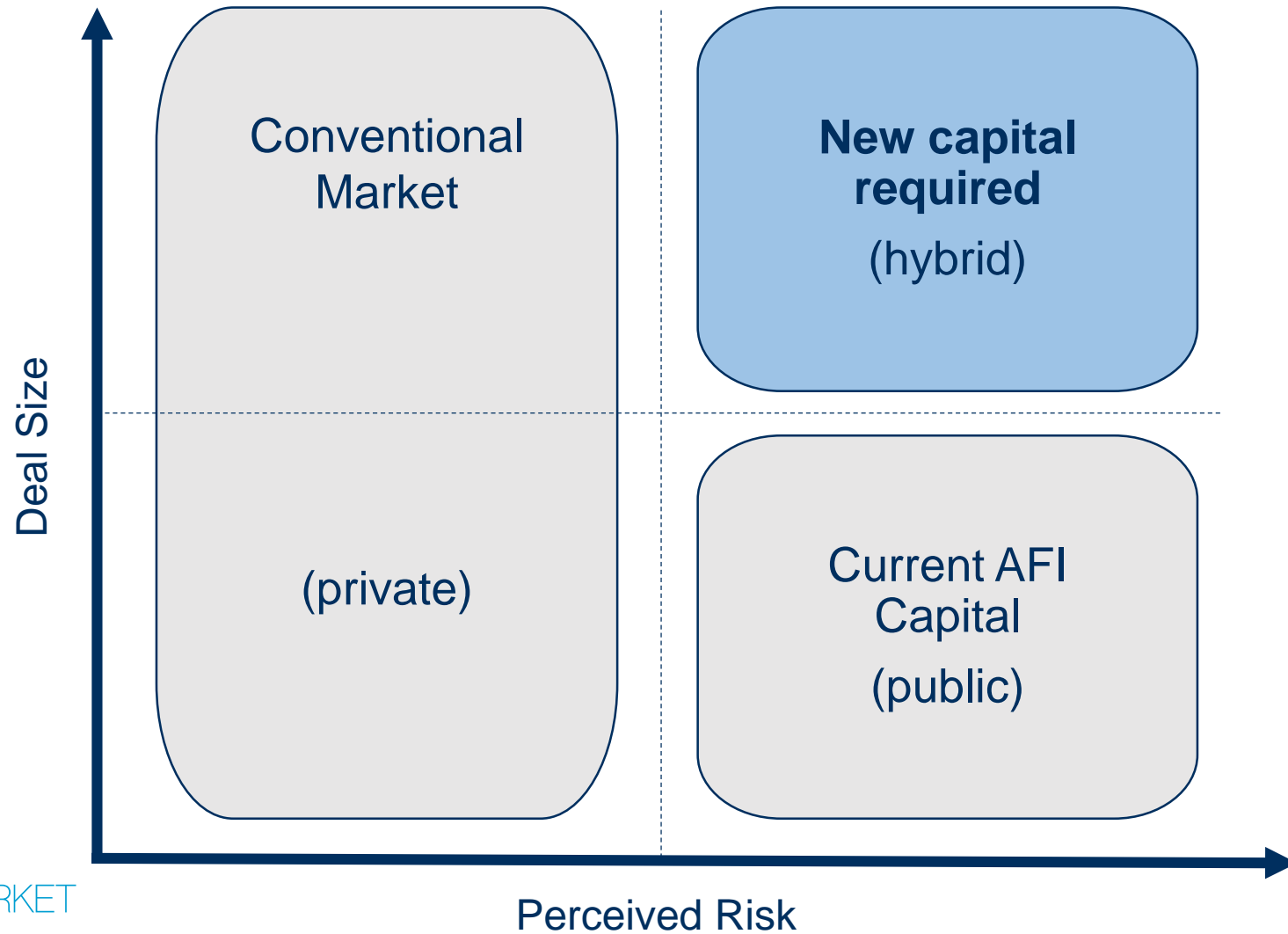
- Use SDGs as a guide to our impact
 - SDG #1 End Poverty: Blood Ties
 - SDG #3 Good Health & Wellbeing: Dundas Hospice
 - SDG #7 Clean Energy: Elora Centre, Tucker House
 - SDG #11 Sustainable Communities: Centre3, Four Feathers
 - SGD #15 Life On Land: Conservation Hamilton
- Use standardized and customized key performance indicators
- Hold borrowers accountable for self-reporting when necessary

Reporting:

- Provide case studies on the CFF website
- Create an annual impact report for investors and borrowers



Capital Supply Gap



Uses of Capital – closed deal examples*

- **Ulnooweg (loan to AFI)**

- Deal Size: \$1 million
- Lender: Community Forward Fund (CFF)
- Loan Type: Revolving
- Purpose: To support Ulnooweg's funding of loans in excess of its normal federal government funding support; CFF lends directly to Ulnooweg and Ulnooweg lends to its clients

- **Aquaculture Project (co-lending with AFI)**

- Deal Size: \$1 million
- Lenders: Community Forward Fund (CFF) and Ulnooweg
- Loan Type: Term working capital
- Purpose: To support an aquaculture farm including including its harvesting and processing operations

** Can be assigned to the Indigenous Partnership Fund if approved by guarantors*

What we are learning

Investor attraction

- It takes (much) longer than you plan
- Complicated takes time to understand and digest
- Investors are partners – treat them that way

Indigenous economy

- Deal flow and opportunities for investment
- Can underwrite intermediaries – but can be complex
- High impact from investments