

Social Finance Impact First Fund Quarterly Investor Update

Q4 2024

MARCH 2025



TODAY'S SPEAKERS



Jess Brooks
Vice President,
Investor Relations,
Social Finance



Stephen Vicinelli
Vice President,
Impact Investments,
Social Finance



**Catherine Dun
Rappaport**
Vice President,
Impact Investments,
Social Finance

SOCIAL FINANCE OVERVIEW

Social Finance is a national nonprofit and registered investment advisor. We work with the public, private, and social sectors to build innovative partnerships and funding models that measurably and meaningfully improve lives.

**\$400+ million
mobilized**

**Offices in Boston, Austin,
San Francisco, Washington, DC,
and New York**

Staff of 120+

Our Work



Public Sector/Advisory

Help governments build more effective and equitable service delivery systems to achieve social progress and economic mobility



Workforce & Education Investments

Partner with training institutions, supportive service providers, and employers to support economic mobility for priority populations



Impact-First Investments

Mobilize new capital to create measurable social and environmental outcomes with products and services that make it easier and more cost-effective to put money to work

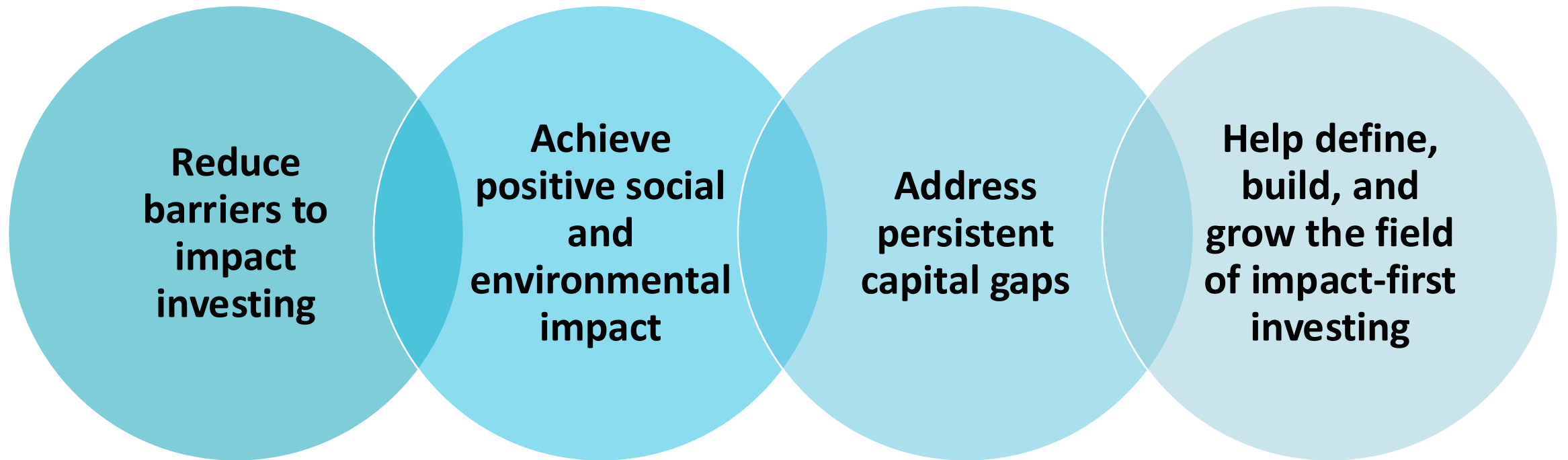


Social Finance Institute

Develop and disseminate insights and findings from practitioners and thought leaders to mainstream and scale outcomes-based financing models and impact-first investing

GOALS OF THE SOCIAL FINANCE IMPACT FIRST FUND

We created the Impact First Fund to make it easier for people and organizations to put money to work supporting innovative solutions to our most pressing social and environmental challenges.



OUR PORTFOLIO

As of December 2024, the Fund has closed or committed \$12 million to four fund managers



Affordable Housing



About: Real estate investment fund helping low- and middle-income homeowners refinance predatory home loans and build wealth

Asset Class: Private Real Assets

Commitment: \$5M closed in Q4 2023



Climate Justice



About: Private loan fund providing catalytic debt to community-based clean energy projects benefitting underserved communities disproportionately affected by climate change

Asset Class: Private Debt

Commitment: \$2.5M closed in Q4 2023



Economic Mobility



RURALWORKS

About: Growth equity fund addressing the wealth and opportunity gap in rural communities by investing in companies that create good jobs and benefit the environment

Asset Class: Growth Equity

Commitment: \$2.5M closed in Q3 2024



Child Care



About: Bridge loan to private REIT seeking to expand the supply of quality child care facilities in low-income communities while helping providers expand their businesses and build wealth

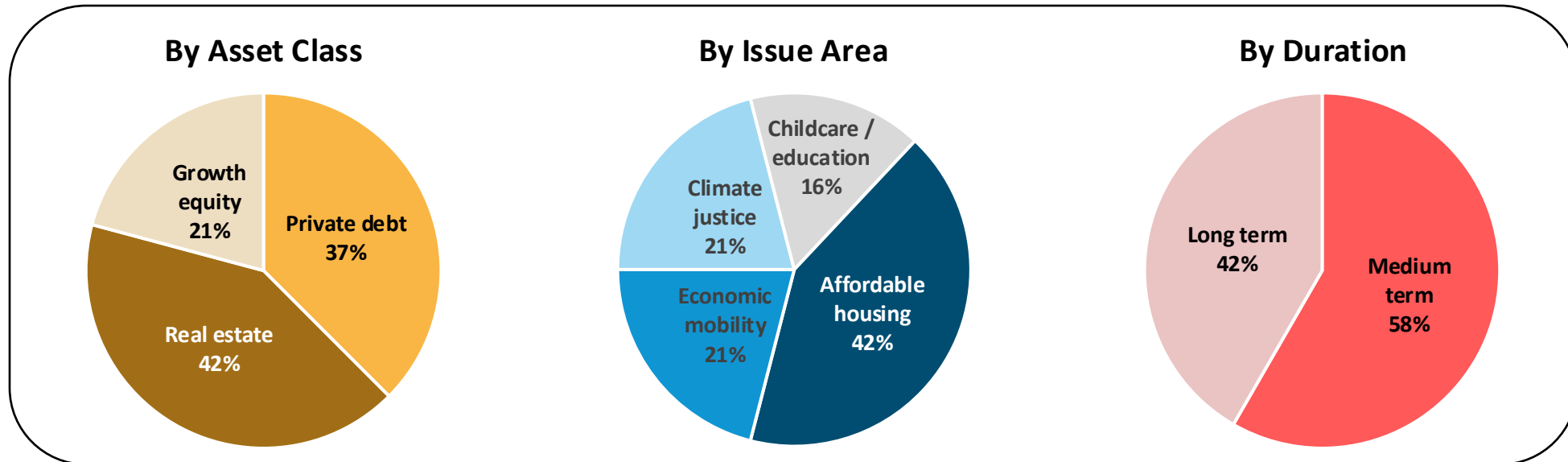
Asset Class: Private Debt

Commitment: \$2M committed in Q2 2024 (expected close Q2 2025)



IMPACT FIRST FUND COMMITTED CAPITAL¹

Pro forma, including approved investment in the CARE REIT (Mission Driven Finance)



Fund	Status	Investment Amount	Asset Class	Issue Area	Duration
Blackstar Stability Distressed Debt Fund	Committed	\$5.0M	Real estate	Affordable housing	Medium term
Afterglow Climate Justice Fund	Committed	\$2.5M	Private debt	Climate justice	Long term
RuralWorks	Committed	\$2.5M	Growth equity	Economic mobility	Long term
CARE REIT (Mission Driven Finance)	Approved	\$2.0M	Private debt	Childcare / education	Medium term

1. Calculations as of 12/31/24 based on all approved and committed investments.

OUR EXPANDING IMPACT

Through our growing portfolio, the Fund has exposure across diverse geographies and business models.



Blackstar operates in several states, including:

- Alabama
- Arkansas
- Florida
- Georgia
- Illinois
- Indiana
- Kansas
- Kentucky
- Michigan
- Mississippi
- Missouri
- Ohio
- Pennsylvania
- Tennessee
- Texas
- Wisconsin



Afterglow has invested in five entities, as of Dec 2024:



RuralWorks has invested in four entities, as of Dec 2024:

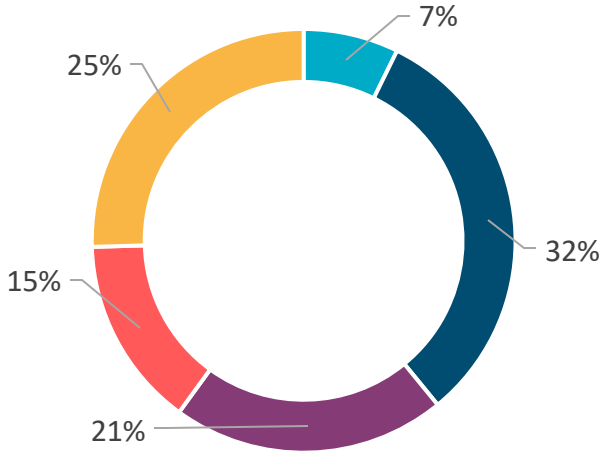


FUND PIPELINE OVERVIEW (AS OF DECEMBER 2024)



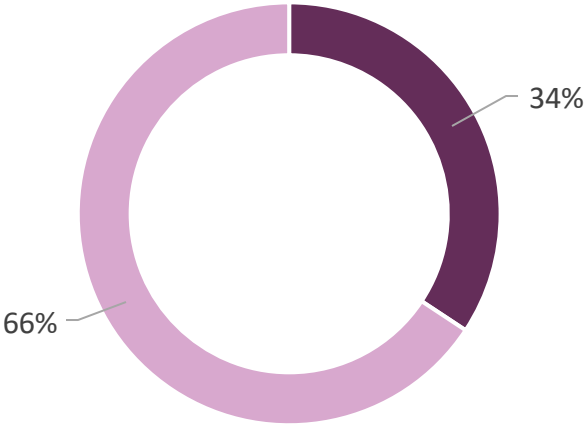
Pipeline Snapshot

Asset Class



- Cash & Medium-Term
- Private Credit
- Private Realty & Real Assets
- Private Equity
- Venture Capital

Main Impact Focus

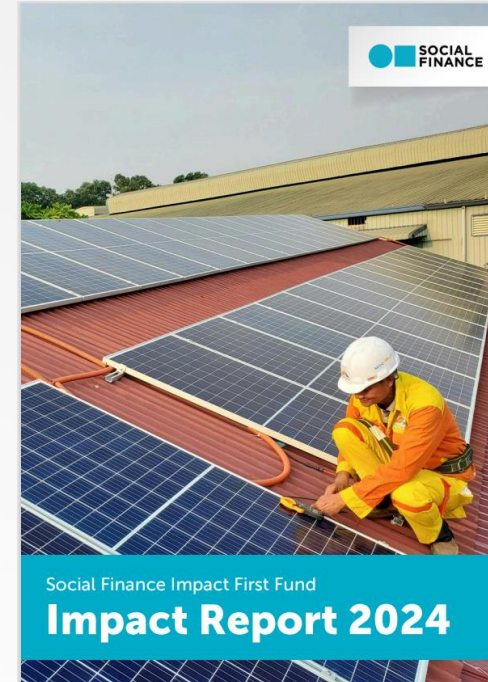


- Environmental
- Social

Issue Areas Represented

- Affordable Housing
- Climate Justice
- Childcare / Education
- Economic Mobility
- Regenerative Agriculture
- Small Business
- + More

UNDERSTANDING OUR IMPACT: A CONVERSATION WITH CATHERINE DUN RAPPAPORT



GUIDING PRINCIPLES

Imbue integrity in everything we do

Support impact throughout the investment process, from diligence through realization

View funds, investees and the communities they serve as partners in this work

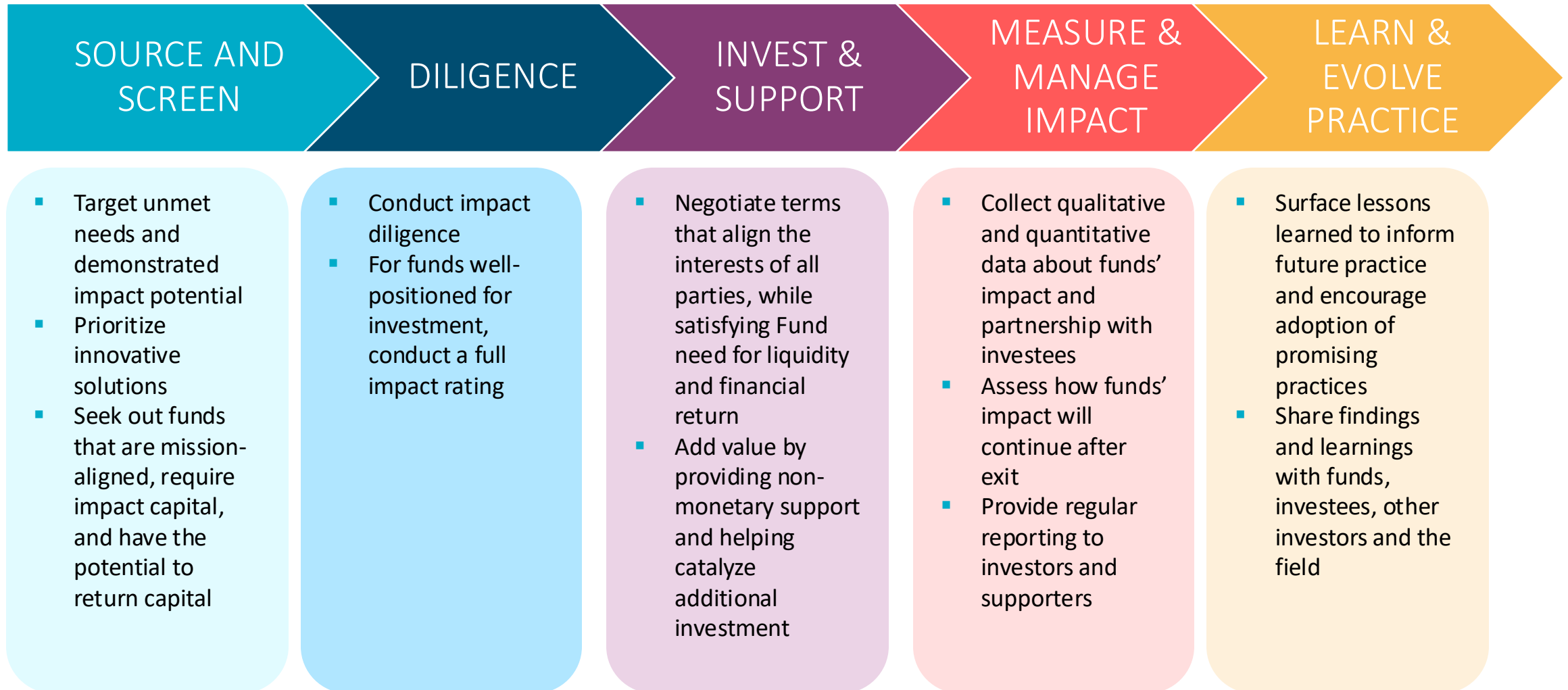
Answer answerable questions

Explore the impact funds have themselves, as well as their systems to assess and support the impact of their investments

Recognize that impact is multi-faceted and nuanced

OUR IMPACT ROADMAP

The Fund employs systems and processes to assess and understand our impact at each stage of investment.



IMPACT RATING

The Impact Scorecard is intended to be a tool to assess each potential Portfolio Fund’s ability to generate meaningful positive impact at multiple levels, and the need for catalytic investment from the Fund

		Underlying Funds	Enterprises
Contribution <ul style="list-style-type: none"> Is our investment <i>catalytic</i>? Are we contributing to the success of the Underlying Fund by providing <i>active engagement</i> in addition to its financial contribution? 	Impact-first Fund	<ul style="list-style-type: none"> Are the Underlying Fund’s investments <i>catalytic</i>? Is the Underlying Fund contributing to the success of Enterprises by providing <i>active engagement in addition</i> to its financial contribution? 	<ul style="list-style-type: none"> What <i>additional impact</i> do the Enterprises have outside of their core activities (e.g. policy/advocacy work)?
	What	<ul style="list-style-type: none"> What is the <i>primary impact</i> the Underlying Fund is targeting? Is impact at the core of the <i>Underlying Fund’s mission</i>? Does the Underlying Fund have a <i>strong team and governance</i> to execute against its impact strategy? 	<ul style="list-style-type: none"> Is there <i>evidence</i> to suggest that the Enterprises' approach will yield positive outcomes? Is impact at the core of the <i>Enterprises’ missions</i>? Does the Enterprises have <i>strong teams and governance</i> to execute against their impact strategies?
	Who	<ul style="list-style-type: none"> <i>Who leads or owns</i> the Underlying Fund? 	<ul style="list-style-type: none"> <i>Who leads or owns</i> the Enterprises? To what extent will the investment <i>support people of color, women, and other marginalized populations</i>?
	How Much	<ul style="list-style-type: none"> What is the <i>scale of the impact</i> that the Underlying Fund expects to have? 	<ul style="list-style-type: none"> <i>How many</i> people will be impacted? What is the <i>depth</i> of environmental and/or social impact? What is the <i>duration</i> of environmental and/or social impact?
	Impact Risk	<ul style="list-style-type: none"> How is <i>impact risk</i> identified and mitigated? Does the Underlying Fund seek <i>stakeholder input</i> from the populations it seeks to serve? 	<ul style="list-style-type: none"> Does the Underlying Fund invest in Enterprises that implement processes for <i>meaningfully engaging the populations</i>, they seek to impact?

Impact Measurement in Practice: Fund Examples

FUND EXAMPLE: BLACKSTAR STABILITY DISTRESSED DEBT FUND



FUND EXAMPLE: AFTERGLOW CLIMATE JUSTICE FUND



FUND EXAMPLE: RURALWORKS PARTNERS



Q&A

For more information



*Scan here to book a 30
minute meeting with Jess
or visit*

<https://calendly.com/jbrooks-socialfinance>

IMPORTANT NOTICE AND DISCLOSURES

This presentation does not constitute an offer to subscribe for or otherwise acquire any of the interests described herein nor should it be interpreted to contain a recommendation for the sale or purchase of any security or investment product.

Social Finance, Inc., SF Advisors, LLC and their employees, subsidiaries and affiliates (including, but not limited to, any general partner or investment manager of any vehicle offering the interests described herein) (collectively, “Social Finance”) make no representations as to the completeness and accuracy of any information contained within this written presentation. Information contained in this presentation is for informational purposes only and should not be construed as an offer or solicitation of a security or investment product, nor should it be interpreted to contain a recommendation for the sale or purchase of any security or investment product and is considered incomplete without the accompanying oral presentation and commentary. If and when an offering of any of the interests described herein is made, it will only be made pursuant to a confidential private placement memorandum and the governing documents of the entity issuing such interests, each of which will be furnished on a confidential basis only to qualified, “accredited investors,” as defined in Rule 501(a) of Regulation D under the Securities Act of 1933, as amended. This presentation is not and may not be relied on in any manner as, legal, tax or investment advice, and Social Finance makes no representation or warranty regarding the legality of any investment by a prospective investor under applicable securities or other laws.

Statements in this presentation are made as of the dates specified in this presentation and Social Finance has no obligation to update the information in this presentation, including any “forward-looking statements” (as described below). Certain information contained in this presentation has been obtained from published and non-published sources. Such information has not been independently verified by Social Finance, and Social Finance does not assume responsibility for the accuracy of such information (or updating the presentation based on facts learned following its publication).

An investment in any interests described in this presentation would be subject to various risks, including the risk that the underlying funds will not achieve any strategy, objectives or other plans, including with respect to such funds’ impact objectives. If and when an offering of any of the interests described herein is made, potential investors should carefully review the confidential private placement memorandum related thereto for a discussion of the risks involved in making an investment in such interests.

Any projected or targeted returns included in these materials should not be regarded as a representation or guarantee that any investment strategy will reflect any particular performance or that it will achieve or is likely to achieve any particular result or that investors will be able to avoid losses, including total losses of their investment.

This presentation contains forward-looking statements within the meaning of the federal securities laws. All statements other than statements of historical fact included in this presentation are forward-looking statements. These statements relate to analyses and other information, which are based on forecasts of future results and estimates of amounts not yet determinable. Due to various risks and uncertainties, actual events or results or the actual policies, procedures and processes of the investment managers of the underlying funds and the performance of the underlying funds may differ materially from those reflected or contemplated in such forward-looking statements and no undue reliance should be placed on these forward-looking statements, nor should the inclusion of these statements be regarded as Social Finance’s representation that the proposed fund will achieve any strategy, objectives or other plans. These forward-looking statements are identified by the use of terms and phrases such as “anticipate,” “believe,” “could,” “estimate,” “expect,” “intend,” “may,” “plan,” “predict,” “project,” “target,” “will” and similar terms and phrases, including references to assumptions. However, these words are not the exclusive means of identifying such statements. For example, any projections or other estimates in this presentation, including estimates of returns or performance, are forward-looking statements. Although Social Finance believes that the plans, intentions and expectations reflected in or suggested by such forward-looking statements are reasonable, there is no assurance such plans, intentions or expectations will be achieved. All forward-looking statements are subject to risks and uncertainties that may cause actual results to differ materially from those that are expected. There is no assurance that the results or developments Social Finance expects or anticipates will be realized or, even if substantially realized, that they will affect the investments in the way Social Finance expects. The forward-looking statements included in this presentation are made only as of the date hereof. Social Finance undertakes no obligation to publicly update or revise any forward-looking statement as a result of new information, future events or otherwise, except as otherwise required by law. Accordingly, investors and prospective investors should not rely on any projections or forward-looking statements in making any investment decision.

This presentation is intended only for authorized recipients who qualify as “accredited investors” under federal and state securities laws and must be held strictly confidential. This presentation includes confidential, proprietary and trade secret information of Social Finance and the participating portfolio organizations. By accepting this information, each recipient agrees that (i) no portion of this presentation may be reproduced, distributed or disclosed in any format without the prior express written consent of Social Finance, (ii) it will not copy, reproduce or distribute this presentation, in whole or in part, to any person or entity, and (iii) it will keep confidential all information contained herein that is not already in the public domain. By accepting delivery of this presentation, you agree to the foregoing and to return or delete this presentation promptly if you do not elect to invest in any interests described herein or upon the request of Social Finance. Notwithstanding anything set forth herein, each recipient of this document (and each of the employees, representatives, or other agents of such recipient) may disclose to any and all persons, without limitation of any kind, the tax treatment and tax structure of (i) the proposed fund (2) any of their transactions, and all materials of any kind (including, without limitation, opinions or other tax analysis) that are provided to each recipient relating to such tax treatment and tax structure.

Social Finance is not acting and does not purport to act in any way as an advisor or in a fiduciary capacity vis-a-vis any investors in the proposed fund. Therefore, it is strongly recommended that any prospective investor obtain independent advice in relation to any investment, financial, legal, tax, accounting or regulatory issues discussed herein. Analyses and opinions contained herein may be based on assumptions that if altered can change the analyses and opinions expressed. Nothing contained herein shall constitute any representation or warranty as to future performance of any financial instrument, credit, currency rate or other market or economic measure.

The distribution of this document in certain jurisdictions may be prohibited or restricted by law; therefore, people in whose possession this document comes should inform themselves about and observe such restrictions. Any such distribution could result in a violation of the law of such jurisdictions.