



## IMPACT INVESTMENTS THAT DELIVER STRONG RETURNS

TAF is a leader in impact investing. We specialize in demonstrating and accelerating the high investment quality of low-carbon solutions. Leverage our expertise and track record by co-investing with us.

### **Our investments are evidence based and expert reviewed**

TAF brings strong vetting and oversight, seasoned financial expertise, and multi-levelled due diligence to any deal we consider. This is performed by:

- A staff team with decades of experience
- A multi-disciplinary Investment Committee appointed by TAF's Board of Directors, made up of business leaders with expertise in the finance, technical, legal, and operational aspects of investing
- Third-party technical experts relevant to each opportunity

### *About TAF*

*The Atmospheric Fund (TAF) is a regional climate agency that invests in low-carbon solutions for the Greater Toronto and Hamilton Area and helps scale them up for broad implementation. We are experienced leaders and collaborate with stakeholders in the private, public and non-profit sectors who have ideas and opportunities for reducing carbon emissions.*

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### **Our deals will meet your return goals**

Our track record speaks for itself. With \$35 million invested to date, we have achieved returns across our portfolio of direct investment that are well above concessionary norms.

How do we do it? By:

- Underwriting at the highest standard, with risk and risk mitigation at the core of the investigation and financial structuring
- Investing in industry sectors with solid underlying fundamentals
- Reducing risk through diversification, including investing in various sectors and at various durations. Our investment in most transactions is \$0.5-\$2 million, with syndication creating opportunities for much larger deals. We often act as a first funder.

You may prefer a risk-adjusted market rate of return or we can balance concessionary return with impact.

In addition to investing, we contribute to the success of our investments by addressing the policies, information gaps, financing challenges and other barriers to commercialization, sometimes by providing grants.

**Let's talk** about how we can meet your goals for market-moving co-investments.

We are open to transactions with intermediaries, government funding sources, financial institutions or funds.

Call us today:

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# PRIMARY INVESTMENT CRITERIA



## Big carbon reduction

We calculate the potential carbon emission reduction to see if it hits our target of 500,000 tonnes over 20 years within the total addressable market.



## Cleantech

We focus on projects and enterprises centred on energy production, energy storage, and energy efficiency in the building and transportation sectors.



## Potential benefit for GTHA

Our investments must help the region, but that doesn't mean the companies we invest in have to be located there.



## Proven technologies

Third-party verified. Field tested. Technologies proven outside of North America are fine.



## Risk-adjusted return

We are a market-rate funder and investor.



## Scalable business opportunities

We're excited by catalytic investments.

# FINANCING SPECIFICS



## \$2 million

We invest up to \$2 million - which, if we're investing in a project, would be 20% of a \$10 million opportunity. If conditions are right, we are comfortable with co-investing in bigger opportunities.



## We invest with others

Investing with others enables us to invest in larger transactions, which can accelerate scalability.



## Integrated support

In addition to investing, we help our investments succeed by addressing policy and information, financing barriers to commercialization. We do this by providing grants to non-profits and by advocating for policy changes.

# FINANCING STRUCTURES



## Flexible

We can be flexible and innovative with financing structures. We'll design facilities that work best for an investee's needs, including quasi-equity and performance contracts.



## Follow on

We expect to make follow-on investments where possible, at project or enterprise level.

