

Every investment can have an impact. Investing with intention and insight is an effective way to produce positive change. Impact investors know that aligning investments with their values — leveraging the power of capital markets to generate social and environmental outcomes — can be a powerful way to deliver sustaining results.

Impact portfolios can be structured along themes such as environmental sustainability, financial wellness, education, and diversity, equity and inclusion, to name just a few. These opportunities are exciting to investors interested in building legacies and making a difference in the world.

At Tiedemann Advisors, impact investing is made available to all clients and is integral to our mission and corporate values. We provide a flexible but clearly defined discovery process that begins with a discussion about your goals. With our proprietary diagnostic tool we develop a strategic plan that incorporates those goals and then we apply impact themes across asset classes.

Once an impact portfolio is constructed, reflecting the risk/return profile of the investor, their values and preferences, we measure both financial and non-financial outcomes through a fully integrated reporting platform. We also engage the power of shareholder activism to further our clients' goals and influence in corporate social responsibility. We leverage our Impact Advisory Council and strategic partnerships with organizations dedicated to impact investing to stay at the forefront of this evolving field.

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**\$2.4B**

As of 7/2019  
COMMITTED TO  
IMPACT STRATEGIES

**\$55M**

As of 7/2019  
AVERAGE SIZE OF CLIENT  
PORTFOLIO COMMITTED  
TO IMPACT

**43**

As of 7/2019  
IMPACT CLIENTS INCLUDING  
INDIVIDUALS, FAMILIES AND TAX  
EXEMPT ENTITIES

# DEVELOPING AN IMPACT STRATEGY

At Tiedemann, we deliver impact investing with three strategic approaches built around four established themes — all designed to build a comprehensive portfolio that takes advantage of each asset class.

EDUCATION

FINANCIAL  
WELLNESS

ENVIRONMENTAL  
SUSTAINABILITY

EQUITY  
LENS

## VALUES ALIGNED STRATEGIES

Passive public equity and fixed income strategies that use negative and positive screens.

## STRATEGIES INTEGRATING ESG

Active public equity and fixed income strategies that integrate Environmental, Social and Governance impact evaluation into the investment process.

## THEMATIC STRATEGIES

Private equity, venture capital, and private debt strategies within specific impact themes.

- K-12 education
- Technology
- Vocational training
- New platforms for online learning

- Microfinance
- Affordable housing
- Small business lending
- Mobile banking
- Community Development Financial Institutions

- Sustainable timber
- Regenerative agriculture and land conservation
- Energy efficiency
- Clean technology

- Minority-owned businesses
- Diversity, equitable and inclusive investing
- Gender lens investing

Our process and themes are designed to satisfy a broad range of financial objectives, including growth goals, capital preservation and perpetuity. Each impact portfolio that we construct has a unique set of investment considerations that help advance client goals in alignment with their values. No two portfolio strategies are alike. That means, we're hands-on and actively engaged with each of our impact clients. We employ all of the traditional investment methodologies available and then apply several proprietary tools and decision-making frameworks to address unique circumstances.

Additionally, we believe effective impact investing is not just what an investor owns; it includes his or her role and interests as an asset owner. For clients who seek to advance their impact through active shareholder engagement, we offer proxy voting and co-filing resolutions in partnership with a leading advocacy organization, As You Sow.

*“Total US AUM using Socially Responsible Investing (SRI) strategies grew from \$8.7 trillion at the start of 2016 to \$12 trillion two years later, an increase of 38%.”*  
-US SIF Foundation



*The Principles for Responsible Investment were launched in April 2006 at the New York Stock Exchange. Since then, the number of signatories has grown from 100 to over 1,800 in 2018.*

Tiedemann Advisors is a signatory of:



## TOTAL PORTFOLIO ACTIVATION

We help clients understand the expanding array of themes and vehicles across the rapidly emerging impact landscape. Focused on building market-rate, diversified, institutional-quality portfolios in all asset classes, we bring the same rigorous due diligence utilized in traditional portfolios to the impact investing space.

## IMPACT REPORTING

Portfolio performance reports track not only outputs, but also outcomes. We utilize a robust reporting solution to delineate investment-specific key performance indicators and measure impact alongside financial returns and traditional industry benchmarks. Our financial and impact reporting is integrated, comprehensive and on-demand.

## FOCUS ON SUSTAINABLE DEVELOPMENT GOALS

Tiedemann has adopted the UN Sustainable Development Goals to track high-level alignment with 17 global priorities. Client preferences for themes, such as quality education, affordable and clean energy, or good health and well-being, are mapped to investment strategies to provide a framework for structuring and evaluating a portfolio.

## PARTNERSHIPS AND BEST PRACTICES

We encourage active learning by leveraging the resources of our partners, including the Global Impact Investing Network, Confluence Philanthropy, Mission Investors Exchange and Toniic. These organizations provide a wealth of knowledge on best practices that Tiedemann continuously curates on behalf of our clients.

Each investor determines the optimal timing and scope for their impact strategy. Some investors gradually incorporate impact allocations or start with a specific amount of money to dedicate to impact investing. Others devise plans that build impact into all their investments, across asset classes and over a period of time that makes sense to them.



# TYPES OF IMPACT INVESTMENTS

## 40+

IMPACT INVESTMENTS ON  
OUR PLATFORM SPANNING  
ALL ASSET CLASSES

As of 07/2019

### A GLOBAL MICROFINANCE FUND

provides loans to local organizations that deliver financial services, preventative health education, and access to healthcare for entrepreneurs—many of whom are women and families. Investors provide private debt with expected returns commensurate with duration-matched U.S. Treasuries.

### AN AFFORDABLE HOUSING FUND

invests in housing and energy-efficient rehabilitations. Tight supply and rising demand allow the fund to capitalize on rising market-rate rents while also providing units priced at or below 60% of area median income.

## 17

INVESTMENT  
PROFESSIONALS ACTIVELY  
EVALUATING IMPACT  
MANAGERS

As of 07/2019

### A PASSIVE EQUITY MANAGER

develops portfolios which are constructed to track a specific financial benchmark with the incorporation of screens and tilts to reflect a client's values, such as the environment, education, women's rights, board independence, and/or diversity.

### A FIXED INCOME SPECIALIST

focuses exclusively on investment grade taxable, tax-exempt and impact-screened bond strategies. The accounts are customized based on thematic focus areas, including general ESG overlays, education, financial wellness, and gender equity.

## LEARN MORE

Explore your own impact interests, ask to see investment examples, or request an impact analysis of your current portfolio—no matter where you are in your impact journey, Tiedemann is ready to help assess the landscape and sync your financial goals with your values.



Tiedemann Advisors provides customized, objective investment management, and trust, estate and wealth planning services for high-net-worth individuals, families, trusts, endowments and foundations. We are proactive, innovative advisors who provide access to a broad set of investment strategies globally, including impact and responsible investments, with full transparency on investment decisions, fees and performance. Founded in 1999, Tiedemann Advisors is headquartered in New York, with offices in San Francisco, Seattle, Dallas, Portland, Palm Beach, Aspen and Washington, D.C. The firm provides trust services through Tiedemann Trust Company located in Wilmington, Delaware.

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