

Finding commercial finance

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Edible As\$ets

14 September 2010

Who are we?

- Formed in 1968 in the Netherlands to use money in a socially conscious way. We only lend money that we have deposited with us to projects that make a positive difference to society/the environment
- We are completely transparent, a list of all projects we lend to is published and available online
- Funds entrusted to the Triodos Group grew by 30%, to EUR 4.9 billion. Customer numbers increased to 242,000
- Lending, exclusively to sustainable organisations, was up by 31% to EUR 1.7 billion

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- What work are we doing in food sector
- Farming £40m, £10m Food and £10m ‘Eco’
- Projects – Farming 200, Food 40 & ‘Eco’ 40
- Risk – Food has been highest and time consuming
- Income – mixed but management costs in food high
- ‘Fit’ – farming and ‘Eco’ much easier
- Prized names – Unicorn, Fordhall, RCHQ & 5penny farm

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- Insights into current/future “financial situations”
 - Credit Crunch, Basle 2/3 and income
 - Unlikely ‘clearers’ will see food as ‘sustainable’
 - New V Existing – setting up will become even harder
 - Government intervention – EFG, Green Bank
 - Growth of ethical sector
 - There is light at end of the tunnel

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- Insights – what is the solution?
- Growth – 1 co worker & £3m to 4 co workers and £60m+
- Challenges – what is sustainable both from the financial and ethos (Catering Mark V SRA) aspects
- Continue work with partners – collaboration, enable and partnership
- Challenging establishment
- Using money for positive change – arable incentive and possibly Silver to Gold incentive
- Understand new sectors and structures

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- Clearing Banks will not have the answers and will be ‘bit players’ (potentially dangerous players)
- Basle will change banks activities forever – security, gearing, return – impact of management costs, risk (low) management and possibly sector policies
- Community and people will have to find the solutions
- Projects will have to be smarter and very well organised
- Mentors and/or “fix its”
- Owning land and growing food

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