

# TRINITY CAPITAL



IN GROWTH STAGE LENDING

### FORWARD LOOKING STATEMENTS | DISCLAIMER

Trinity Capital Inc. (the "Company") cautions that this presentation may contain forward-looking statements that are based on current expectations and assumptions about future events, and which are not based in historical fact. The forward-looking statements in this presentation are based on current conditions as of the date of this presentation, and include, but are not limited to, statements regarding our financial objectives, beliefs, strategies, anticipated future operating results and cash flows, operating expenses, investment originations and performance, available capital, and payment of future dividends and stockholder returns. Although our management believes that the expectations reflected in any forward-looking statements are reasonable, actual results could differ materially from those expressed or implied in the forward-looking statements. By their nature, these forward-looking statements involve numerous assumptions, uncertainties and risks, both general and specific. The risk exists that these statements may not be fulfilled. We caution readers of this presentation not to place undue reliance on these forward-looking statements, as a number of factors could cause future Company results to differ materially from these statements. Forward-looking statements may be influenced in particular by factors such as fluctuations in interest rates and stock indices, the effects of competition in the areas in which we operate, and changes in economic, political and regulatory conditions, including as a result of the coronavirus (COVID-19) pandemic. When relying on forward-looking statements to make decisions, investors should carefully consider the aforementioned factors as well as other uncertainties and events. Historical results discussed in this presentation are not indicative of future results.

The information disclosed in this presentation is made as of the date hereof and reflects Trinity Capital Inc.'s current assessment of its financial performance for the most recent period reported. Actual financial results filed with the Securities and Exchange Commission in the future may differ from those contained herein in the event of additional adjustments recorded prior to the filing of its financial statements. The information contained in this presentation should be viewed in conjunction with Trinity Capital Inc.'s most recently filed Quarterly Report on Form 10-Q, Annual Report on Form 10-K or Registration Statement on Form 424B1. We undertake no obligation to update the information contained herein to reflect subsequently occurring events or circumstances, except as required by applicable securities laws and regulations.



Trinity is at the forefront of technology and innovation, providing diversified financial solutions to the global growth economy with uncommon care for, and investment in, our people and partners.

Unique Team
Scalable Systems

New Synergistic Offerings





# HOW WE DO

# THE TRINITY DIFFERENCE

WHAT WE DO

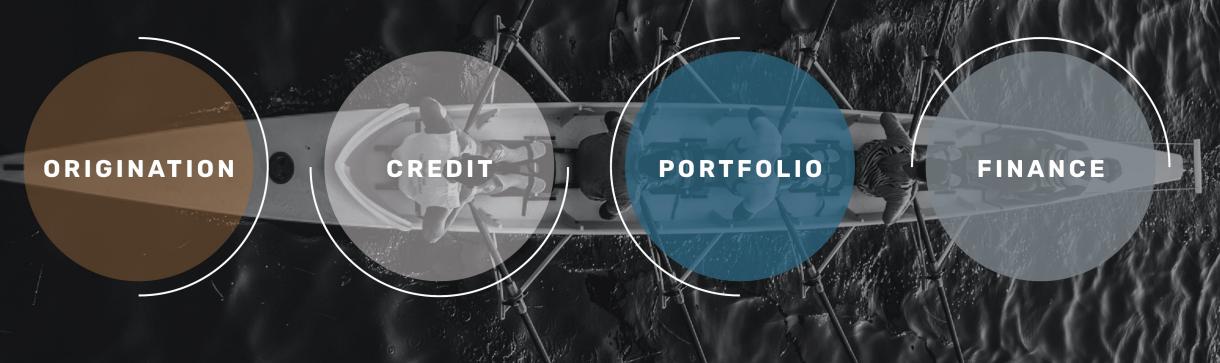


Maximize shareholder value for investors

Target
98%+
distribution
of our
taxable earnings



# 150+YEARS



of combined operational experience



# Relationships with Venture Capital Firms

# LOANS & EQUIPMENT FINANCII

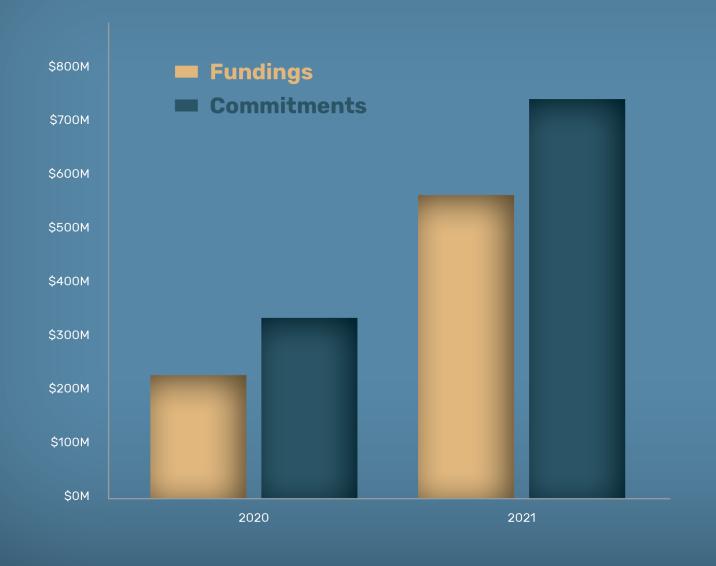
Not Competing with Banks



# **BALANCE SHEET**

(In 000's, except per share amounts)	12/31/2021	9/30/2021	6/30/2021	3/31/2021	12/31/2020
Assets					
Total Investments at fair value	\$873,470	\$677,246	\$597,696	\$535,741	\$493,651
Cash and cash equivalents	31,685	25,313	19,124	36,026	44,656
Restricted cash	15,057	15,000	15,341	15,259	16,445
Interest Receivable	5,551	4,481	4,065	3,924	3,468
Prepaid Expenses & Other Assets	11,355	5,367	5,221	3,037	1,488
Total Assets	\$937,118	\$727,407	\$641,447	\$593,987	\$559,708
Liabilities					
August 2026 Notes payable, net of unamortized deferred financing cost	\$122,321	\$122,436	\$ -	\$ -	\$ -
2025 Notes payable, net of unamortized deferred financing cost	121,384	121,098	120,832	120,594	120,303
December 2026 Notes payable, net of unamortized deferred financing cost	73,158	-			-
Convertible Notes payable, net of unamortized deferred financing costs and discount	47,485	47,350	47,214	47,113	46,552
Credit Facilities	91,000	9,474	68,947	43,420	132,893
Distribution Payable	9,803	8,959	7,682	7,396	4,947
Security Deposits	10,840	7,705	8,812	8,605	7,874
Accounts Payable, accrued expenses, and other liabilities	14,594	11,379	8,240	5,296	8,381
Total Liabilities	\$490,585	\$328,401	\$261,727	\$232,424	\$320,960
Net Assets	\$446,533	\$399,006	\$379,720	\$361,563	\$238,748
Shares Outstanding	27,230	27,148	26,491	26,415	18,321
Net Assets per Share	\$16.40	\$14.70	\$14.33	\$13.69	\$13.03

# ORIGINATIONS

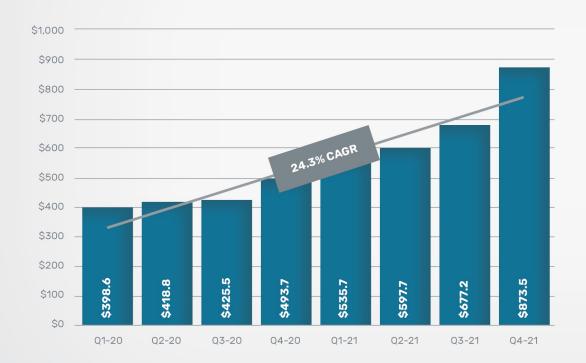


# **Growing Funding Leads To:**

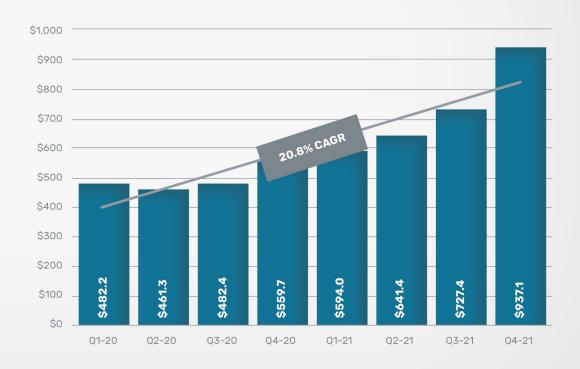
- Growing Net
   Investment Income
- Robust NII
- Portfolio Growth

# **ASSET GROWTH**

Total Investments at FMV (\$ in millions)

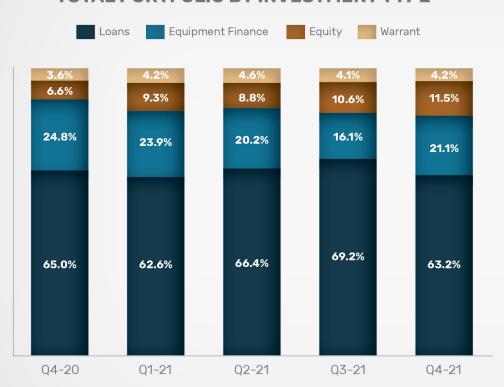


Total Assets (\$ in millions)



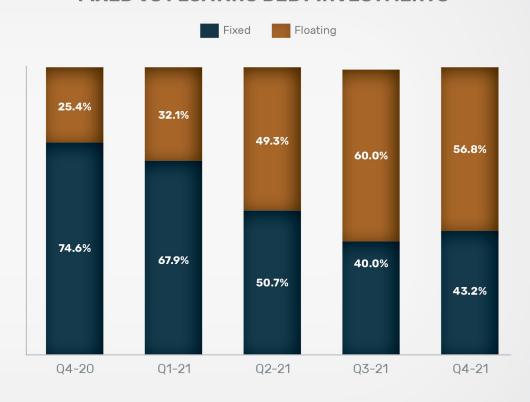
# **PORTFOLIO TRENDS**

#### TOTAL PORTFOLIO BY INVESTMENT TYPE (1)



#### **▶ Strong Asset Diversification**

#### FIXED VS FLOATING DEBT INVESTMENTS (2)



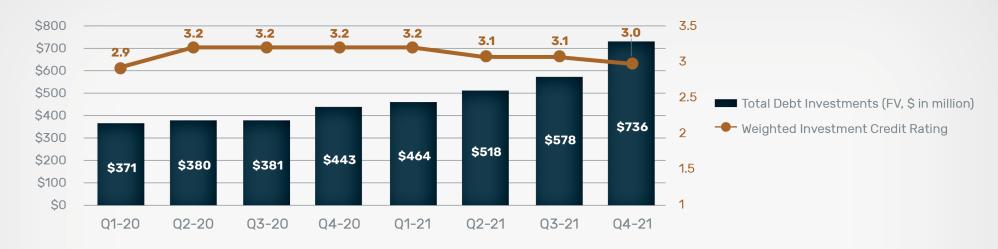
► Pivoting to Floating Rate Portfolio

<sup>(1)</sup> Based on Fair Market Value

<sup>(2)</sup> Based on outstanding principal

# DISCIPLINED CREDIT RATING

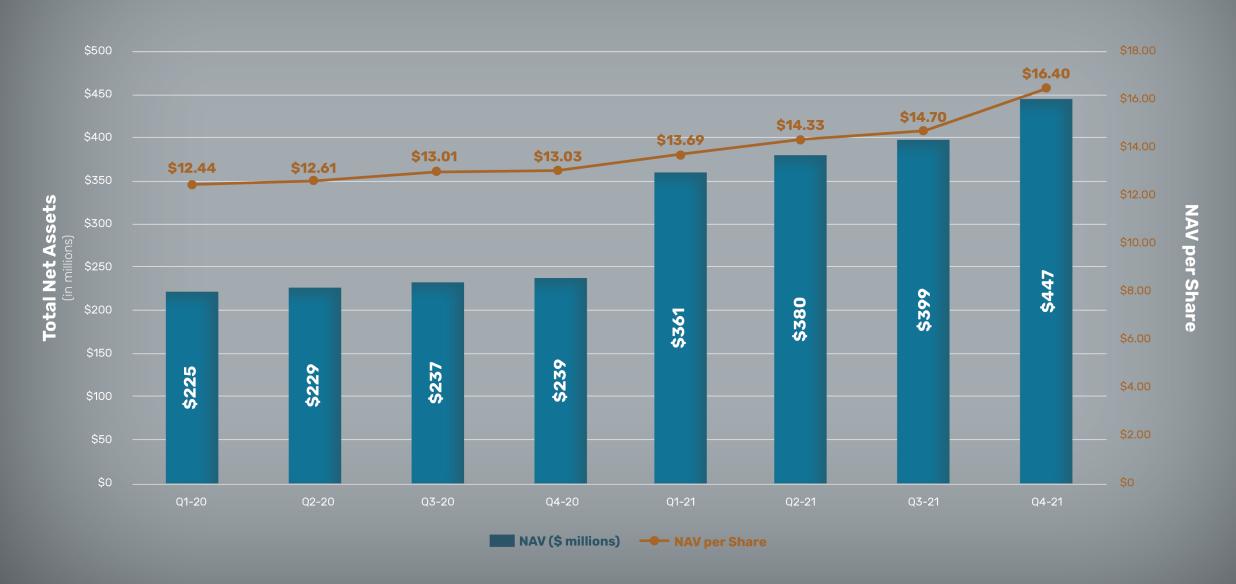
Consistent and Disciplined Underwriting Standards



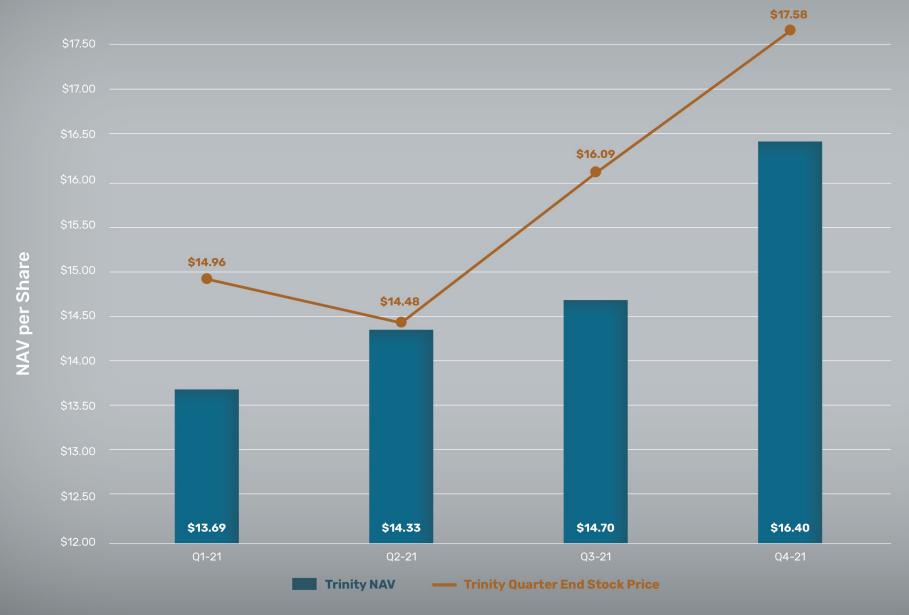
#### Credit risk rating at Fair Value, Q4 2021 - Q4 2020 (\$ in thousands)

	Q4 2021		Q3 2021		Q2 2021		Q1 2021		Q4 2020	
Very Strong Performance (4.0 – 5.0)	\$84,785	11.5%	\$62,872	10.9%	\$83,915	16.2%	\$110,278	23.8%	\$92,519	20.9%
Strong Performance (3.0 – 3.9)	\$236,466	32.1%	\$224,287	38.8%	\$204,906	39.5%	\$164,709	35.4%	212,969	48.0%
Performing (2.0 – 2.9)	\$396,846	53.9%	\$267,391	46.3%	\$199,449	38.5%	\$148,690	32.1%	116,895	26.4%
Watch (1.6- 1.9)	\$13,427	1.8%	\$16,194	2.8%	\$29,820	5.7%	\$39,194	8.5%	19,230	4.3%
Default/Workout (1.0 - 1.5)	\$4,444	0.6%	\$6,919	1.2%	\$343	0.1%	\$812	0.2%	1,606	0.4%
Weighted Average	3.0		3.1		3.1		3.2		3.2	

# **GROWING NET ASSET VALUE**



# PRICE TO NAV



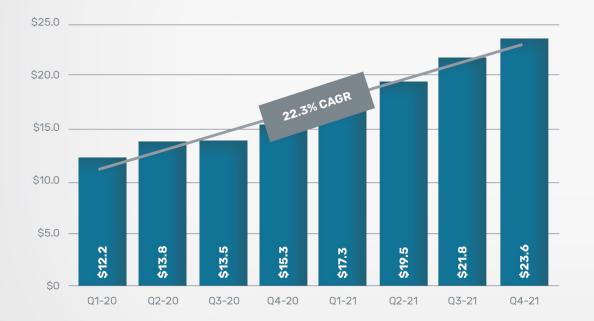
# **INCOME STATEMENT**

#### For the three months ended

(In 000's, except per share amounts)	12/31/2021	09/30/2021	06/30/2021	3/31/2021	12/31/2020
Total Investment Income	\$23,607	\$21,790	\$19,476	\$17,320	\$15,340
Interest expense and other debt financing costs	6,241	5,112	4,425	4,616	4,340
Compensation and benefits	4,475	3,677	3,370	3,996	4,482
General and administrative	2,315	1,878	1,601	1,455	1,232
Total Operating Expenses	13,031	10,667	9,396	10,067	10,054
Net Investment Income (NII)	10,576	11,123	10,080	7,253	5,286
Net Realized Gain / (Loss) from Investments	7,452	666	1,995	2,595	(5,029)
Net Change in Unrealized Appreciation / (Depreciation) from Investments	37,082	15,392	12,630	15,476	8,995
Costs related to the acquisition of Trinity Capital Holdings, LLC. and Legacy Funds		-		-	472
Net Increase (Decrease) in Net Assets from Operations	\$55,110	\$27,181	\$24,705	\$25,324	\$9,724
Net Investment Income (NII) per Share – Basic	\$0.39	\$0.42	\$0.38	\$0.31	\$0.29
Net Increase (Decrease) in Net Assets resulting from Operations per Share – Basic	\$2.03	\$1.02	\$0.93	\$1.08	\$0.53
Weighted Average Shares Outstanding – Basic	27,201	26,641	26,479	23,555	18,261

# STRONG EARNINGS

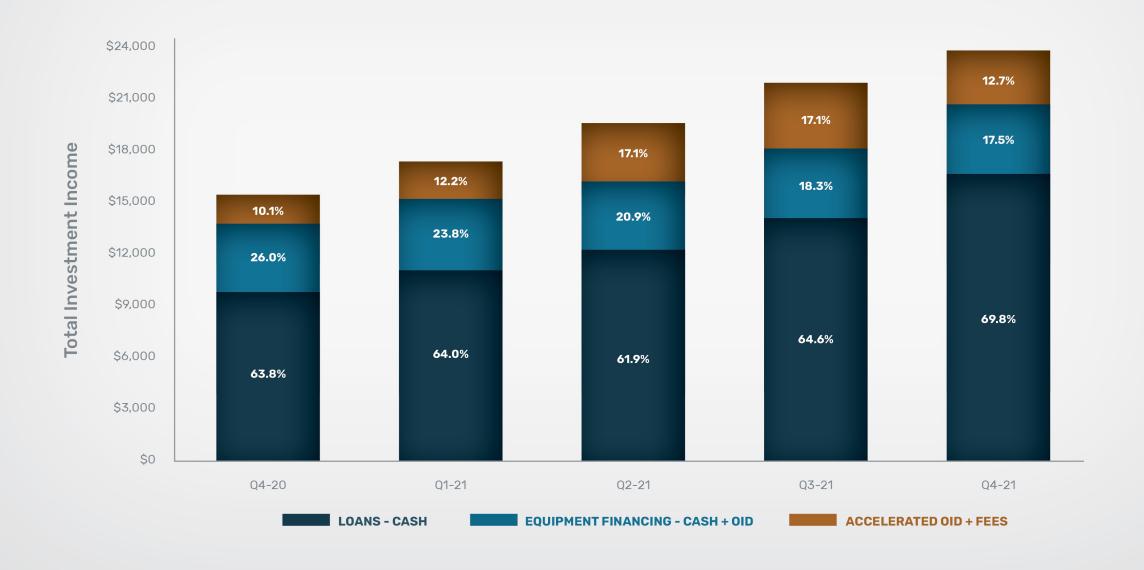




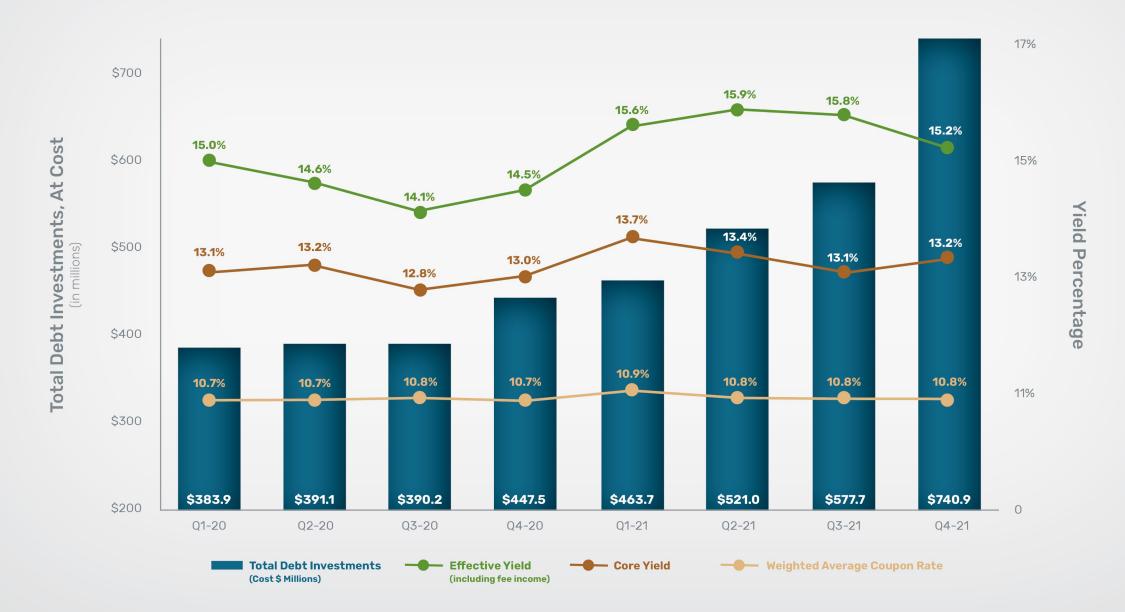
#### Net Investment Income (\$ in millions)



# **INCOME SOURCES**

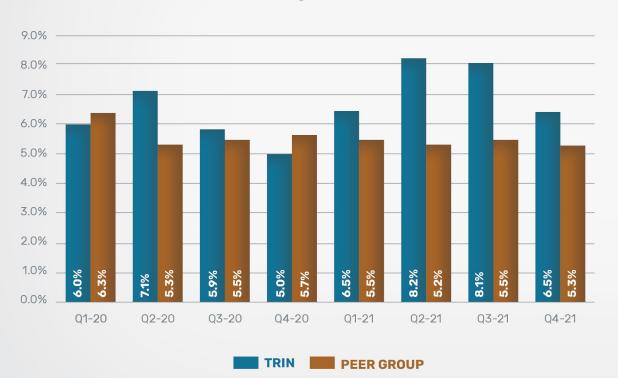


# **DEBT PORTFOLIO YIELDS**

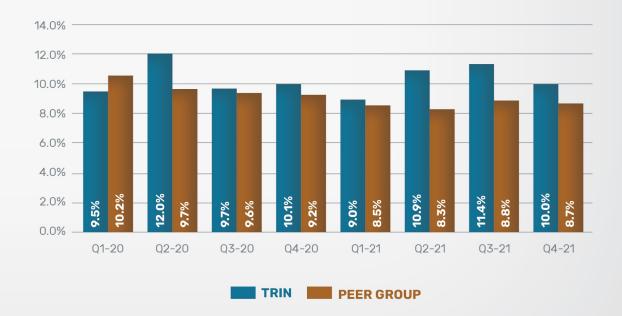


# ROAA ROAE

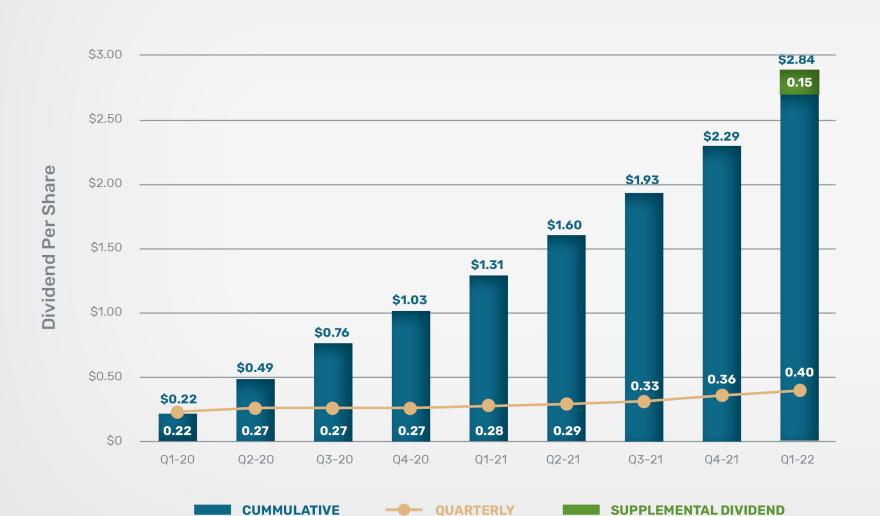




#### Return on Average Equity % (ROAE)



## **DIVIDEND GROWTH**



Q1 Regular Dividend \$0.40

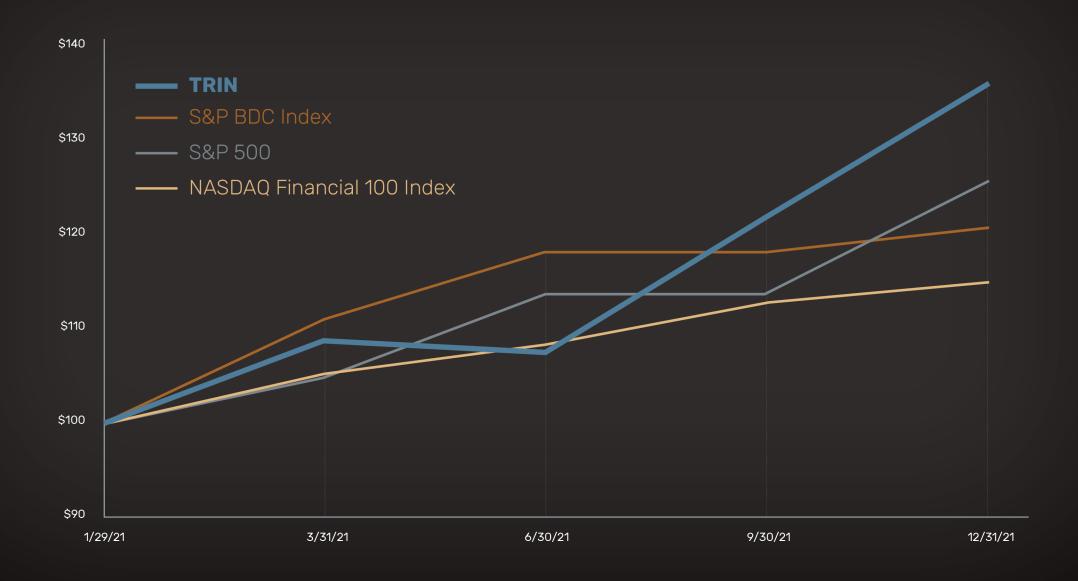
Q1 Supplemental Dividend \$0.15

Total Q1 Dividend \$0.55

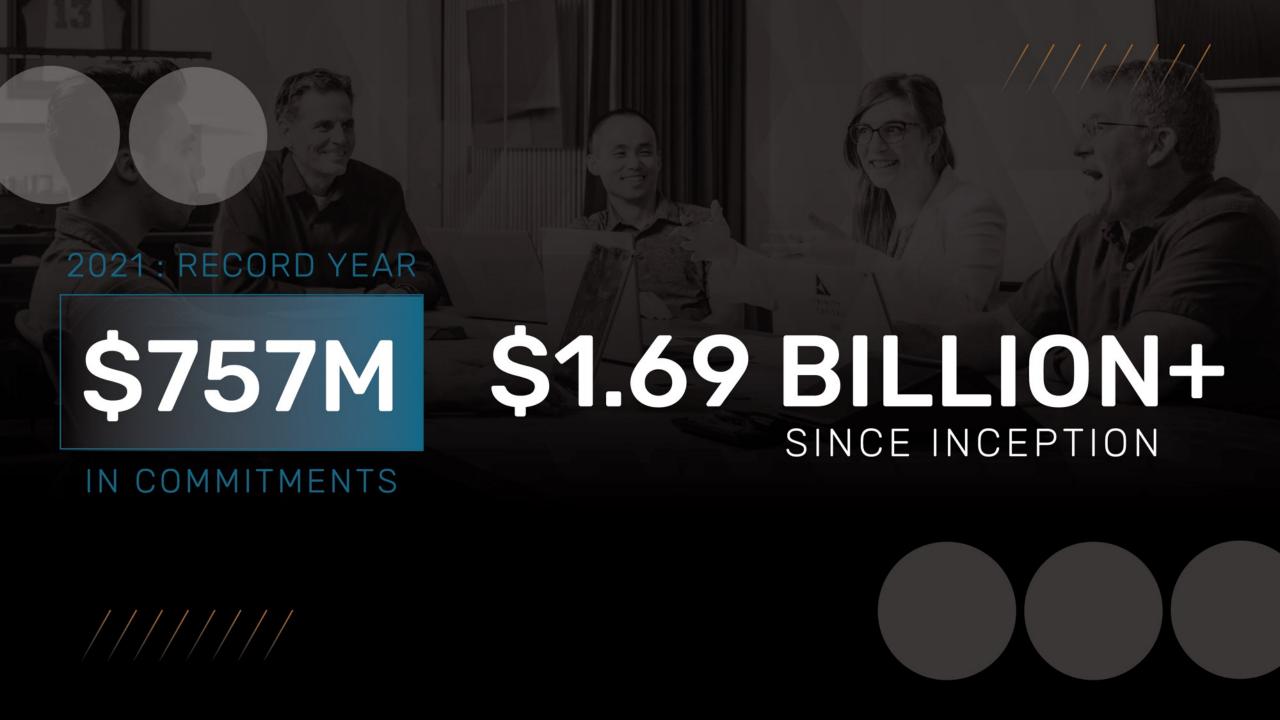
2022
Supplemental
Dividend
\$0.60

(subject to Board Approval)

# **TOTAL RETURNS**







VENTURE CAPITAL FIRMS

# WE OWN OUR PIPELINE

TECHNOLOGY BANKS INVESTMENT BANKS





# 

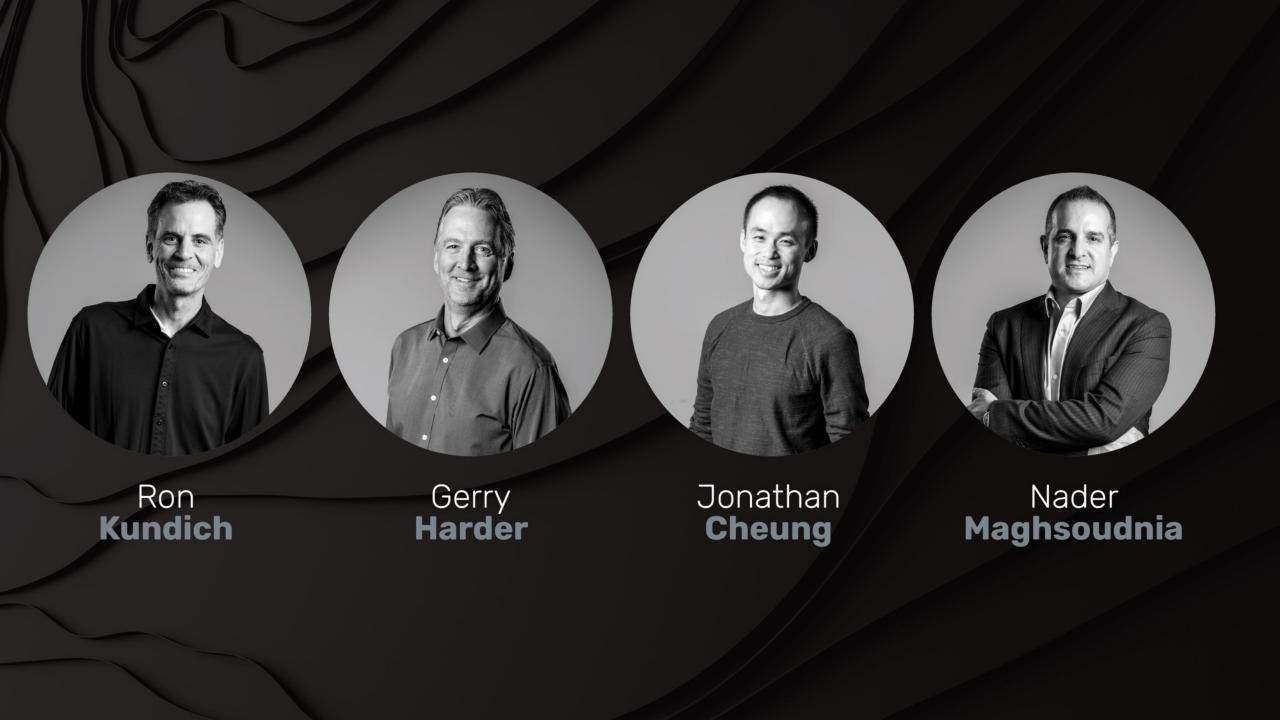














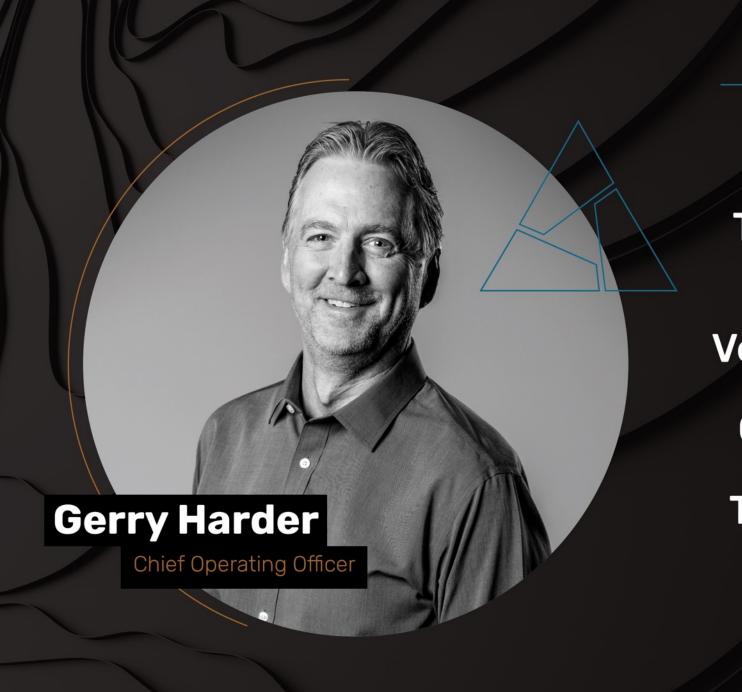
25+ Years in the Venture Ecosystem

Silicon Valley Bank

**Imperial Bank** 

Comerica Bank

Founding Member at Square 1 Bank (now PacWest Bank)



30+ Years Technology Companies

Cofounder of a Venture-backed startup

**Chief Operating Officer** 

**Technical Development** 

Portfolio Management



Grayhawk Capital

Apple

MRA I MS

MBA | MS, Business Analytics

**Corporate Finance** 

**Our Credit Team** is **Growing** 

Scalable Systems





25+ Years in Commercial Lending

Silicon Valley Bank

Square 1 Bank (now PacWest Bank)

Limited Financial Covenants

**Enterprise** Value

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In-house Technical Expertise

Higher Standards of Underwriting

### Credit Process

UNDERWRITING REPORT AND I.C. VOTE

INITIAL RATING

TERM SHEET ISSUANCE

PRELIMINARY DILIGENCE

CONFIRMATORY DILIGENCE & ON-SITE

### OUR TEAM UNDERSTANDS TECHNOLOGY AND THE EARLY-STAGE WORLD



DEBT CAPITALIZATION FINANCIALS STRUCTURE PRODUCT MANAGEMENT & MARKET



### REGISTERED INVESTMENT ADVISOR

# BULDING VALUE INTRIN

### PLANNED STRUCTURE\*

TRIN

RIA

WAREHOUSE FUND

LIFE SCIENCES FUND

WAREHOUSE FUND

LOANS FUND

OTHER OPPORTUNITIES

RIA is a subsidiary of TRIN

Fee income rolls up to TRIN as dividend

Expense allocated down

Monetizing existing platform with multiple financing products





## INVESTMENT IN PEOPLE ALWAYS PRODUCES THE BEST

## THE BEST RETURN ON INVESTMENT



