



**TRINITY  
CAPITAL**

*A National Leader in Growth Stage Lending*

**Third Quarter 2021**

**Investor Presentation**

# 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.

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# INVESTOR PRESENTATION | AGENDA

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# COMPANY OVERVIEW

A blurred, low-angle photograph of a modern office building's entrance. People are walking on a wide, light-colored tiled floor. The background shows large glass windows and a modern architectural style. The image is overlaid with a semi-transparent orange rectangular frame. The left side of the image is a solid black vertical bar.



# TRINITY CAPITAL OVERVIEW

Structure   IPO Date	Internally Managed - Business Development Company   February 2, 2021		
Exchange   Ticker	Nasdaq   TRIN		
Business	Secured loans and equipment financing to growth stage companies backed by technology banks, venture capital and private equity firms		
Market Capitalization	\$444.5 Million <sup>(1)</sup> Market Cap	\$14.70 <sup>(2)</sup> NAV per Share	
13 Year Track Record <sup>(3)</sup>	\$25.6 Billion Opportunities	\$1.5 Billion Fundings	198 Investments
Portfolio <sup>(2)</sup>	64 Companies Debt Positions	63 Companies Warrant Positions	16 Companies Equity Positions
Liquidity <sup>(2)</sup>	\$206.8 Million Available Liquidity	BBB Investment Rating <sup>(4)</sup>	Debt to Equity 78%

(1) Based on the closing price of TRIN on November 3, 2021.

(2) As of September 30, 2021.

(3) Historical information includes information and data related to Trinity Capital's predecessor funds, the first of which was launched in 2008, through September 30, 2021. The predecessor funds were merged with and into Trinity Capital on January 16, 2020, immediately after which Trinity Capital began operating as a business development company.

(4) Credit rating assigned by Egan-Jones Ratings Company, an independent, unaffiliated rating agency. A credit rating is not a recommendation to buy, sell or hold securities and may be subject to revision or withdrawal at any time. There can be no assurance that this rating will remain for any given period-of-time.

# WHY IS TRINITY DIFFERENT

We understand the growth stage world and provide more than money to our portfolio company partners

## Deep Operating Experience

- Highly experienced executive team with startup experience
- Decades of in-depth high-tech experience
- Numerous U.S. and International patents issued

## One Stop – Loans & Equipment Financing

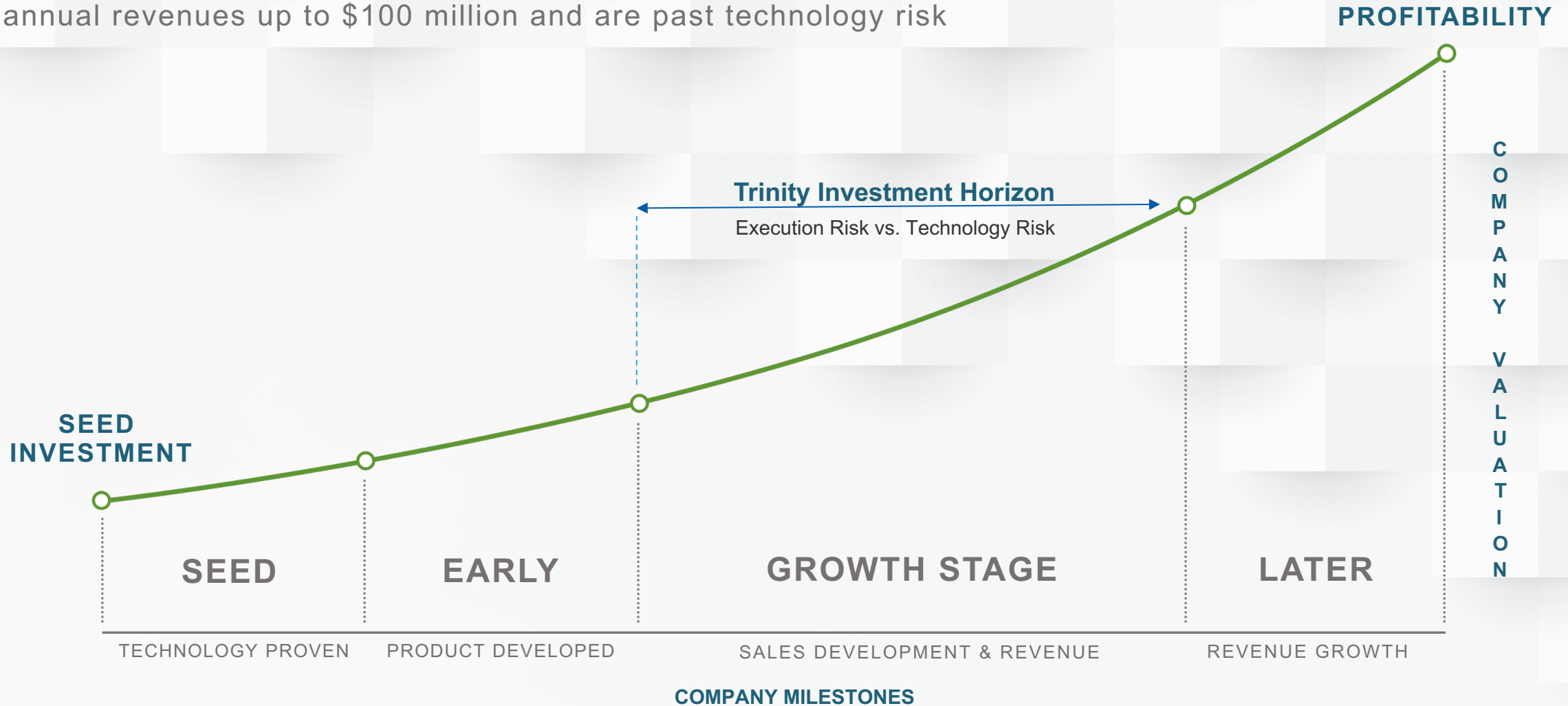
- Providing term loans and equipment financing to growth stage companies
- Flexible financing solutions based on the company's requirement
- Financing solutions to a highly fragmented, underserved market

## Robust & Scalable Platform

- Robust and scalable systems for origination, underwriting and monitoring
- Separation of origination, underwriting and monitoring duties aides “positive feedback” loop
- 39 dedicated professionals with a unique culture built over 13+ years

# INVESTMENT HORIZON

Growth Stage Companies are generally defined as having active equity sponsors, annual revenues up to \$100 million and are past technology risk



# SENIOR & SUBORDINATED TERM LOANS

## Term Loans

01

### SENIOR / SUBORDINATED LOAN

*Work With The Banks*

02

### BACKED BY INSTITUTIONAL CAPITAL

*Companies Have Raised Equity*

03

### STILL BURNING CASH

*Companies in Growth Mode and Still Burning Cash*

## Select Examples

MADISONREED®



*Madison Reed is an American brand of hair care and hair color products.*

#### ▪ Investor Syndicate

Norwest Venture Partners, True Ventures, Comcast Ventures

#### ▪ Use of loan

Extension of runway



*DailyPay is a fintech provider of earned income software that integrates with large companies' payroll & time management systems to allow employees to harness the power of their pay.*

#### ▪ Investor Syndicate

Intercept Ventures, Inspirational Ventures, RPM Ventures

#### ▪ Use of Loan

Working capital, fuel growth

# EQUIPMENT FINANCING

## Equipment Financing

01

### COMPANIES WITH CAPEX REQUIREMENTS

*Manufacturing Equipment and Hard Assets*

02

### HARDWARE AS A SERVICE

*Equipment at Customer Location*

03

### INDUSTRY AGNOSTIC

## Select Examples



*Impossible Foods is a company that develops plant-based substitutes for meat products*

- **Investor Syndicate**  
Khosla Ventures, Horizons Ventures
- **Use of Equipment Financing**  
Manufacturing equipment

*Happiest Baby, the parenting solutions company, has brought to us the safest and smartest baby bed SNOO*

- **Investor Syndicate**  
Lux Capital, Greycroft Partners, Obvious Ventures
- **Use of Equipment Financing**  
Hardware as a service – Happiest Baby equipment at customer's location



# CURRENT MARKET CONDITIONS AND OPPORTUNITIES

Attractive growth opportunity in the debt and equipment financing space

## Continued investment in our team and platform

- We've added to the team over the last nine months
- Robust Pipeline activity – 40% increase in opportunities compared to Q3'20

## The VC ecosystem has been incredibly resilient

- Venture Capital funding continued to be strong in the first nine months of 2021 - \$238 Billion<sup>(1)</sup>
- US VCs closed 526 funds totaling \$96 billion<sup>(1)</sup>

## Focusing on areas that we think are attractive

- Identified certain industries and company profiles that help reduce risk in this environment
- Large underserved market to growth stage companies

# PARTNERSHIP WITH TOP VCS AND TECHNOLOGY BANKS

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Multiple **shared portfolio companies** with top Venture Capital Firms

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Relationships with **top market share banks** catering to majority of VC-backed companies

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We have established **inter-creditor** agreements with the banks

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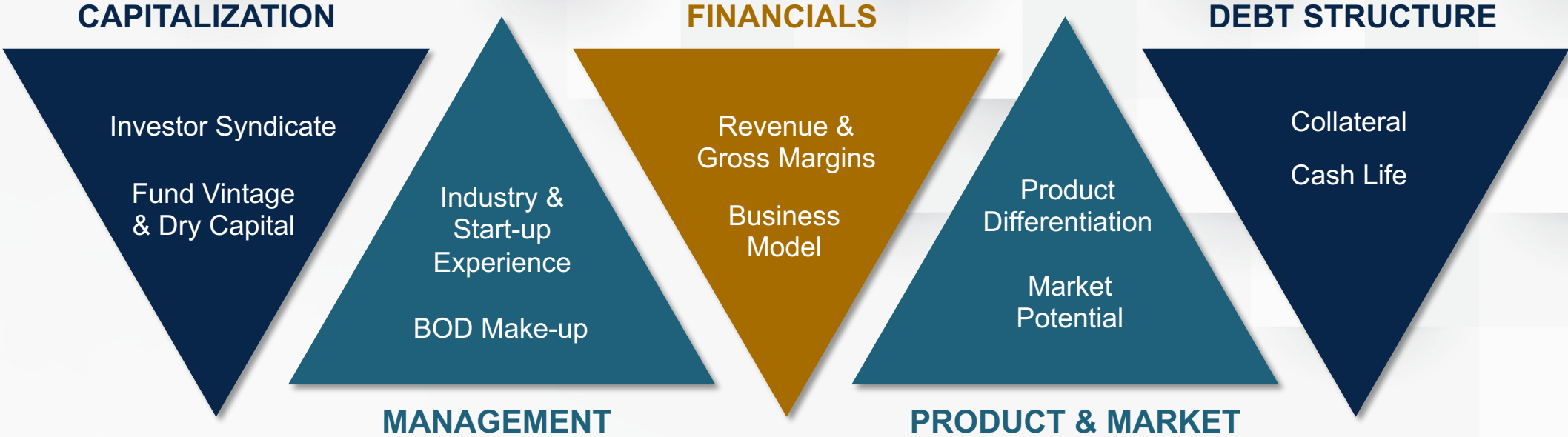
Combining with bank debt results in a **lower blended cost** to our customers

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We provide **equipment financing** and **incremental debt capital**

# UNDERWRITING APPROACH AND RISK MITIGATION

Disciplined investment approach keeps our annualized loss rate at 24 Bps and is more than offset by realized gains on warrant/equity investments<sup>(1)</sup>



(1) Includes historical information of Trinity Capital's predecessor funds, the first of which was launched in 2008, through September 30, 2021. Past performance is not indicative of future results. No assurance can be given that the Company's investment objective will be achieved or that an investor will receive a return of all or any part of such investor's investment. Investment results may vary significantly over any given time period.

# FINANCIAL HIGHLIGHTS



# Q3 2021 HIGHLIGHTS

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## Robust Earnings

- Total Investment Income of \$21.8M
- Net Investment Income (“NII”) of \$11.1M
- Net Investment Margin (“NIM”) of \$12.1%
- NII per share of \$0.42 provides 127% distribution coverage
- Increased the third quarter dividend distribution to \$0.33 per share, an increase of 13.8% over the dividend declared in the prior quarter

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## Leading Originations Platform

- Debt & equity commitments in Q3 2021: \$258.2M
- Debt & equity fundings in Q3 2021: \$151.2M
- Net portfolio growth at Cost: \$64.2M
- Net portfolio growth at FMV: \$79.6M

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## Portfolio Assets

- Total Debt Investments (at cost): \$583.2M
- Total Investments (at cost): \$638.7M
- Effective Yield: 15.8% compared to 15.9% in Q2 2021

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## Liquidity

- \$206.8M available liquidity (subject to existing terms and covenants of the Company’s credit facility)
- Debt to Equity 78%

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## Credit Rating

- Egan Jones BBB<sup>(1)</sup>
- Stable Outlook



# QUARTERLY INCOME STATEMENT

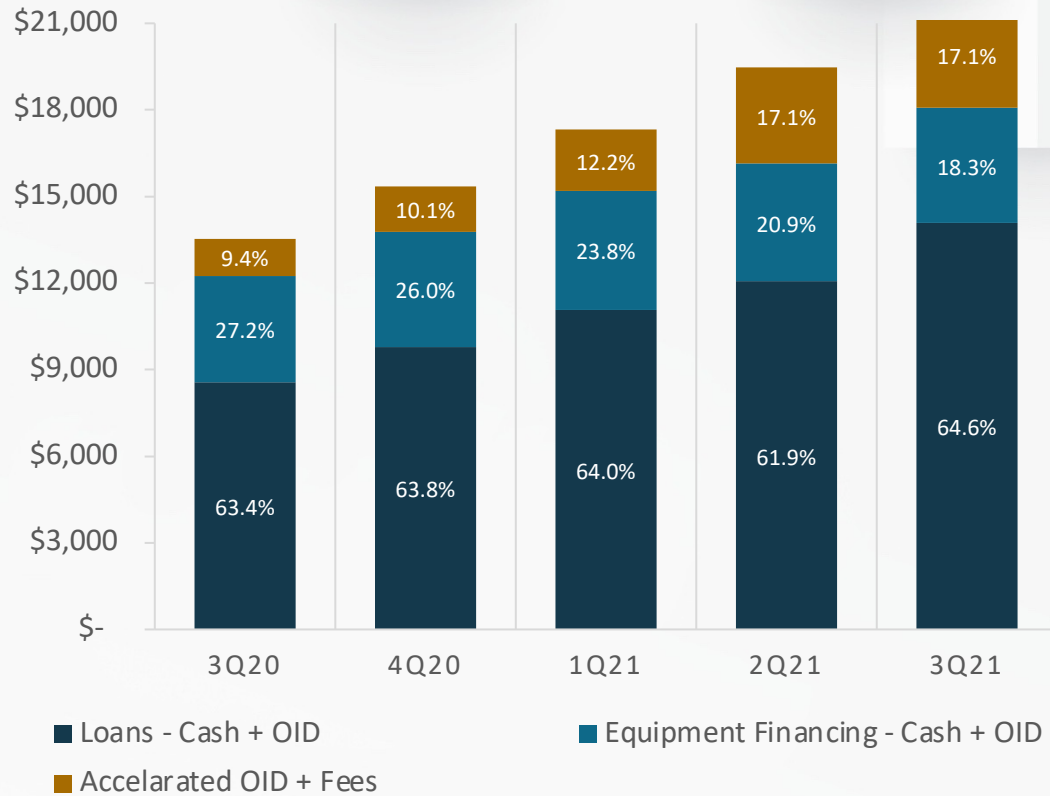
	For the three months ended				
<i>(In 000's, except per share amounts)</i>	09/30/2021	06/30/2021	3/31/2021	12/31/2020	9/30/2020
<b>Total Investment Income</b>	<b>\$21,790</b>	<b>\$19,476</b>	<b>\$17,320</b>	<b>\$15,340</b>	<b>\$13,529</b>
Interest expense and other debt financing costs	5,112	4,425	4,616	4,340	3,893
Compensation and benefits	3,677	3,370	3,996	4,482	2,892
General and administrative	1,878	1,601	1,455	1,232	1,128
<b>Total Operating Expenses</b>	<b>10,667</b>	<b>9,396</b>	<b>10,067</b>	<b>10,054</b>	<b>7,913</b>
<b>Net Investment Income (NII)</b>	<b>11,123</b>	<b>10,080</b>	<b>7,253</b>	<b>5,286</b>	<b>5,616</b>
Net Realized Gain / (Loss) from Investments	666	1,995	2,595	(5,029)	(1,490)
Net Change in Unrealized Appreciation / (Depreciation) from Investments	15,392	12,630	15,476	8,995	8,208
Costs related to the acquisition of Trinity Capital Holdings, LLC. and Legacy Funds	-	-	-	472	-
<b>Net Increase (Decrease) in Net Assets from Operations</b>	<b>\$27,181</b>	<b>\$24,705</b>	<b>\$25,324</b>	<b>\$9,724</b>	<b>\$12,334</b>
<b>Net Investment Income (NII) per Share – Basic</b>	<b>\$0.42</b>	<b>\$0.38</b>	<b>\$0.31</b>	<b>\$0.29</b>	<b>\$0.31</b>
<b>Net Increase (Decrease) in Net Assets resulting from Operations per Share – Basic</b>	<b>\$1.02</b>	<b>\$0.93</b>	<b>\$1.08</b>	<b>\$0.53</b>	<b>\$0.68</b>
<b>Weighted Average Shares Outstanding – Basic</b>	<b>26,641</b>	<b>26,479</b>	<b>23,555</b>	<b>18,261</b>	<b>18,166</b>

# INCOME SOURCE & PORTFOLIO YIELD TRENDS

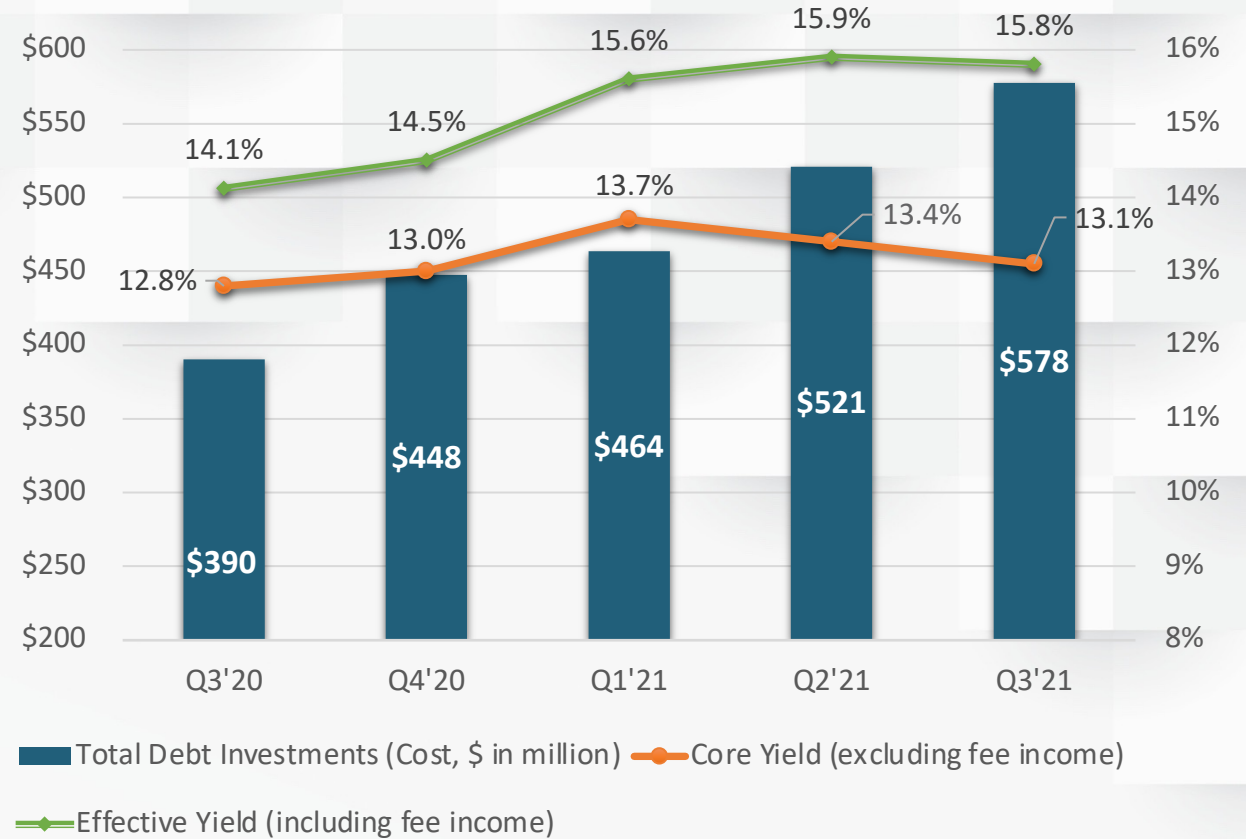
Early principal repayments of \$73.6 million in Q3 2021 generated higher portfolio yields

## SOURCES OF INVESTMENT INCOME

IN THOUSANDS

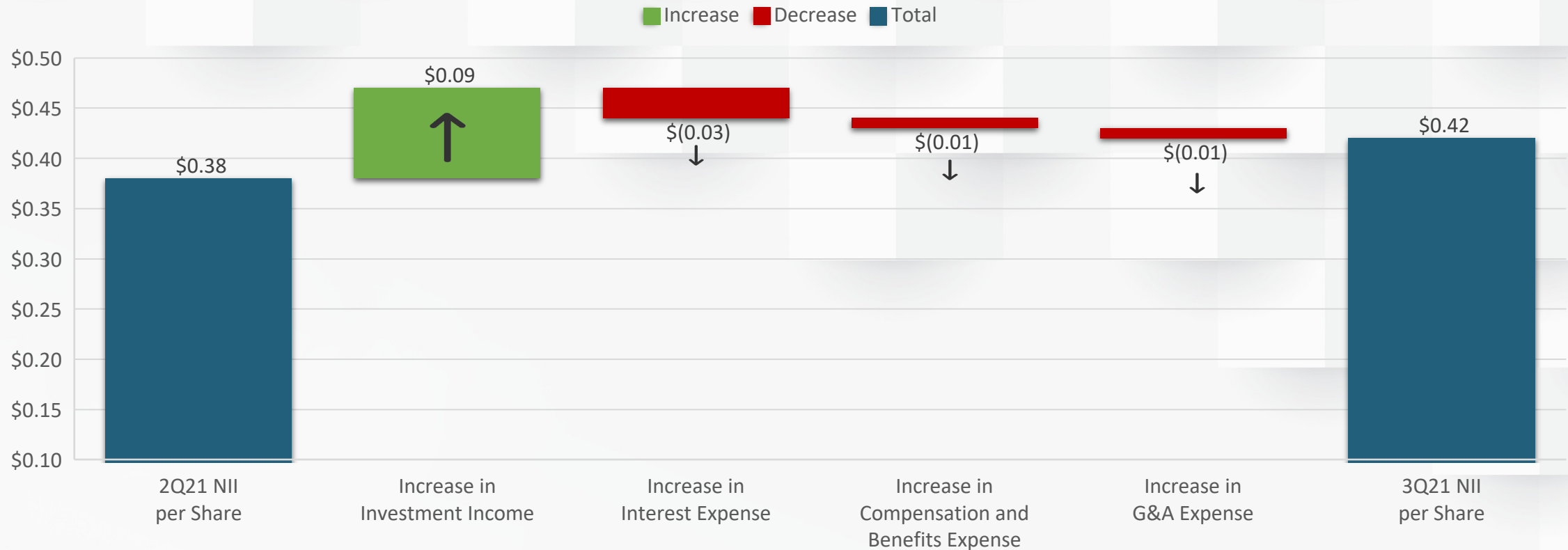


## PORTFOLIO YIELDS



# NET INVESTMENT INCOME PER SHARE BRIDGE

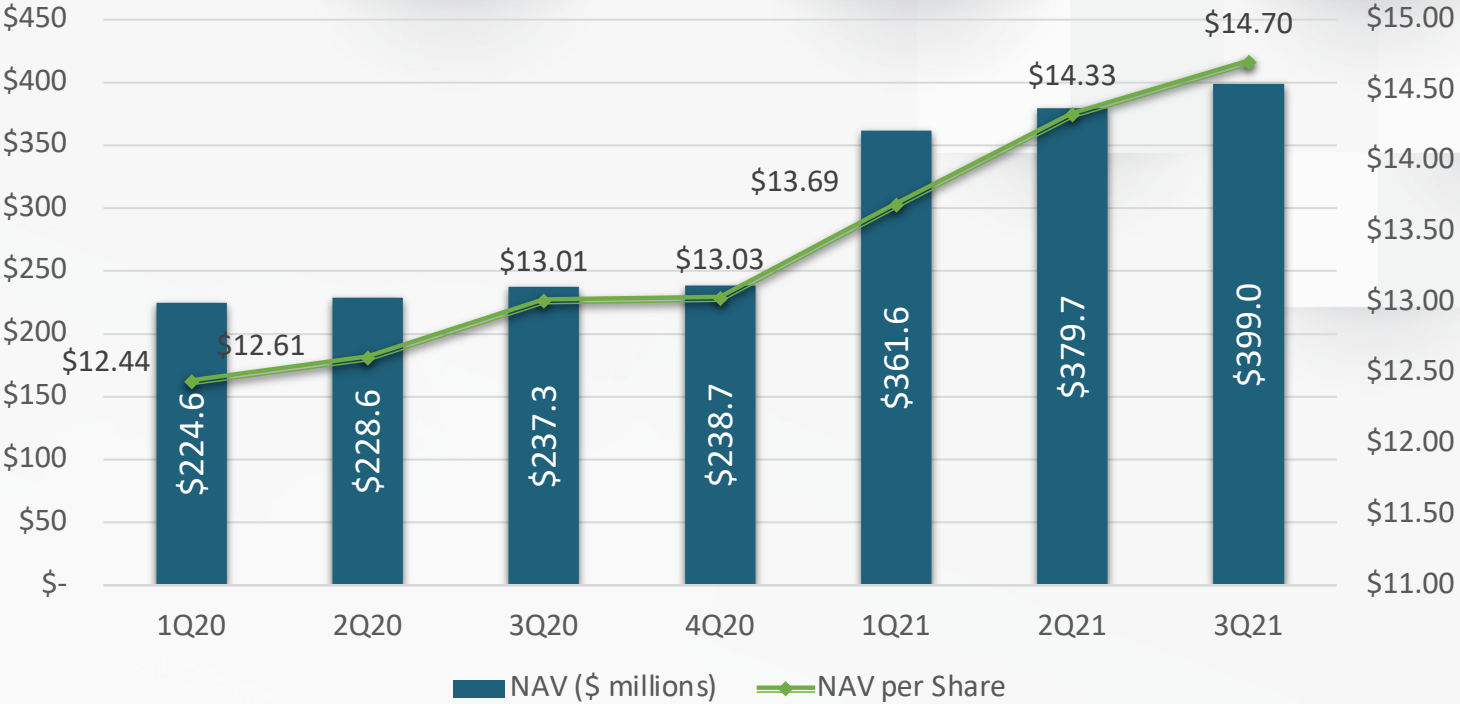
## Reconciliation of Quarterly NII per Share



# BALANCE SHEET

<i>(In 000's, except per share amounts)</i>	<b>9/30/2021</b>	<b>6/30/2021</b>	<b>3/31/2021</b>	<b>12/31/2020</b>	<b>9/30/2020</b>
<b>Assets</b>					
Total Investments at fair value	\$677,246	\$597,696	\$535,741	\$493,651	\$425,484
Cash and cash equivalents	25,313	19,124	36,026	44,656	36,323
Restricted cash	15,000	15,341	15,259	16,445	16,331
Interest Receivable	4,481	4,065	3,924	3,468	3,158
Prepaid Expenses & Other Assets	5,367	5,221	3,037	1,488	1,132
<b>Total Assets</b>	<b>\$727,407</b>	<b>\$641,447</b>	<b>\$593,987</b>	<b>559,708</b>	<b>482,428</b>
<b>Liabilities</b>					
Credit facility, net of unamortized deferred financing cost	\$9,474	\$68,947	\$43,420	\$132,893	\$112,411
2025 Notes payable, net of unamortized deferred financing cost	121,098	120,832	120,594	120,303	120,178
Convertible Notes payable, net of unamortized deferred financing costs and discount	47,350	47,214	47,113	46,552	-
2026 Notes payable, net of unamortized deferred financing cost	122,436	-	-	-	-
Distribution Payable	8,959	7,682	7,396	4,947	-
Security Deposits	7,705	8,812	8,605	7,874	7,060
Accounts Payable, accrued expenses, and other liabilities	11,379	8,240	5,296	8,381	5,454
<b>Total Liabilities</b>	<b>328,401</b>	<b>261,727</b>	<b>232,424</b>	<b>320,960</b>	<b>245,103</b>
<b>Net Assets</b>	<b>399,006</b>	<b>379,720</b>	<b>\$361,563</b>	<b>\$238,748</b>	<b>\$237,325</b>
Shares Outstanding	27,148	26,491	26,415	18,321	18,236
<b>Net Assets per Share</b>	<b>\$14.70</b>	<b>\$14.33</b>	<b>\$13.69</b>	<b>\$13.03</b>	<b>\$13.01</b>

# GROWING NET ASSET VALUE



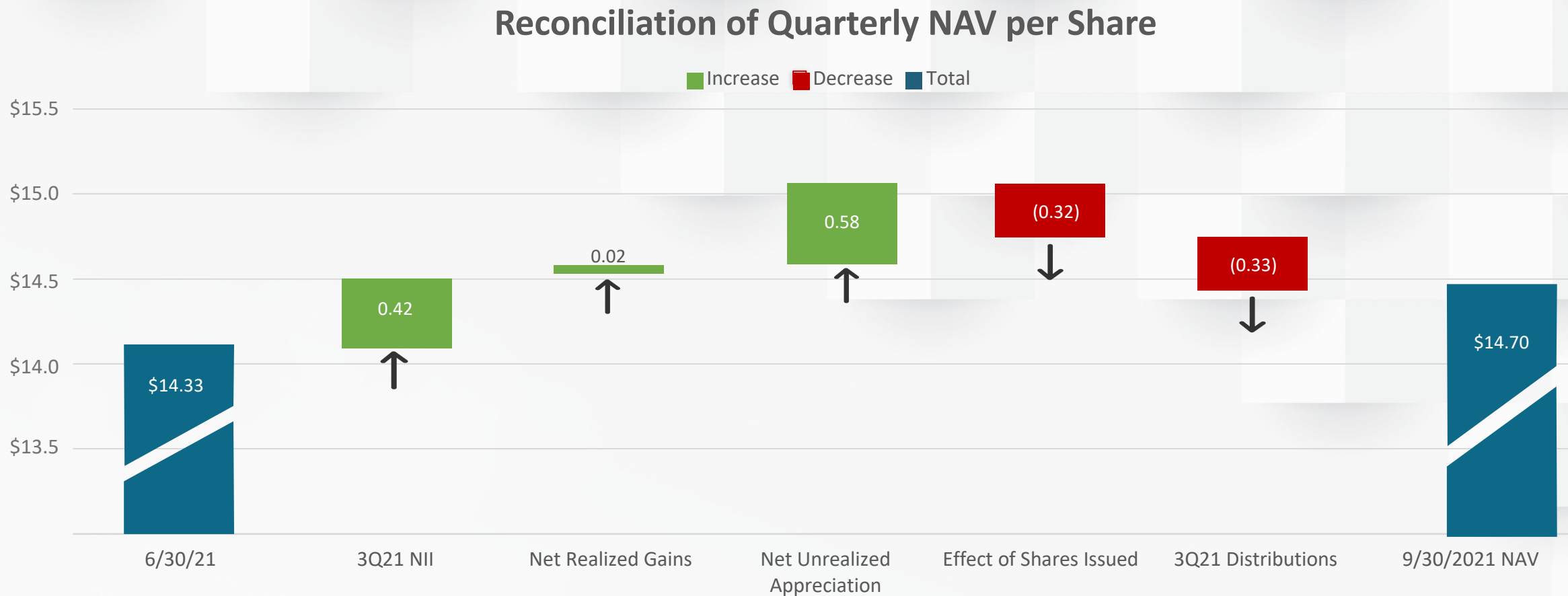
**Accretive NAV per Share Growth**

Net Asset Value – 5.1% increase this quarter

Initial Public Offering in Q1 of 2021



# NET ASSET VALUE (NAV) PER SHARE BRIDGE



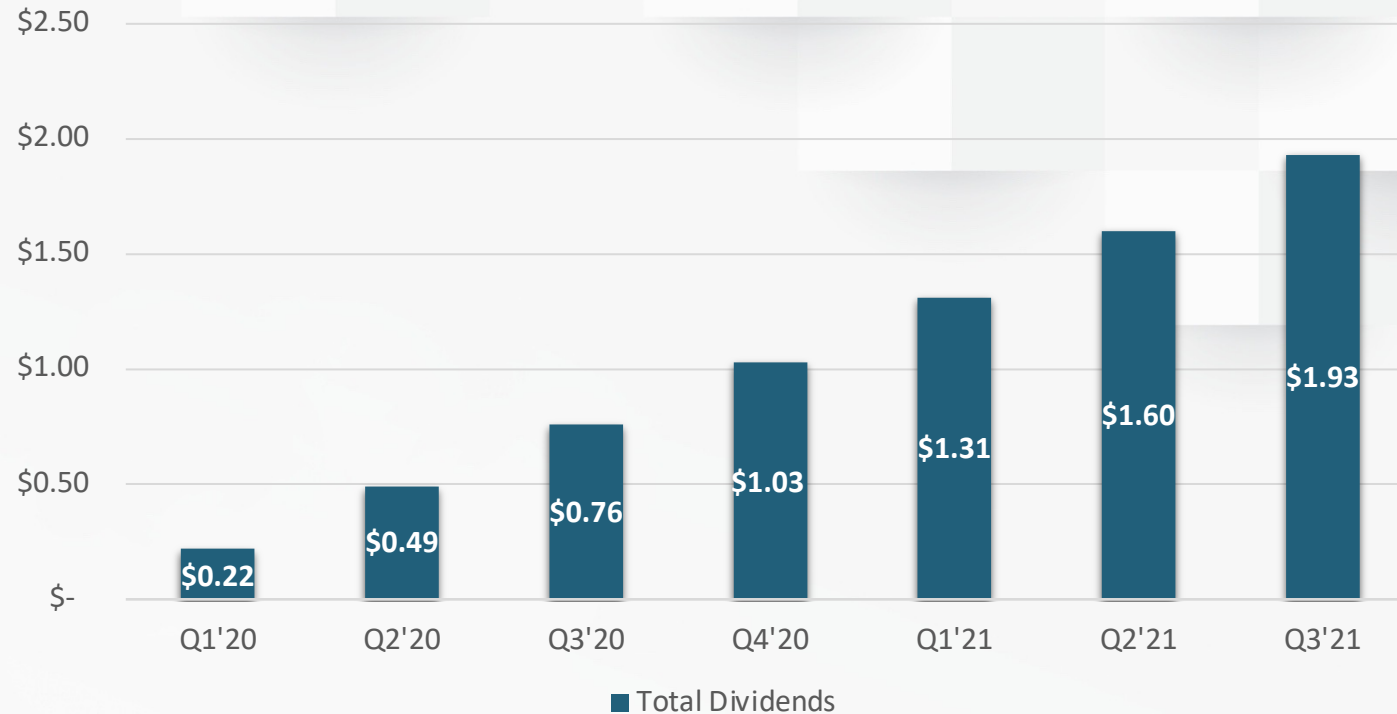
# DEBT CAPITAL STRUCTURE

Key borrowing types (\$ in million) at 9/30/21

Funding Source	Debt Commitment	Outstanding Principle	Undrawn Commitment	Stated Maturity	Interest Rate
<b>Notes:</b>					
2025 Unsecured Notes	\$125.0	\$125.0	-	January 16, 2025 <sup>(1)</sup>	7.0%
Convertible Notes	\$50.0	\$50.0	-	December 11, 2025	6.0%
2026 Unsecured Notes	\$125.0	\$125.0	-	August 24, 2026	4.375%
<b>Bank Facility:</b>					
Credit Suisse Credit Facility	\$300.0	\$10.0	\$181.5	January 8, 2022	3-month Libor + 3.25%

# SOLID SHAREHOLDER RETURNS

## Cumulative Distributions per share



**Distributable Net Income covered dividends by 127% in Q3'2021**

Strong Earnings and Dividend Growth

Consistently paid a quarterly dividend since formation in Q1 2020

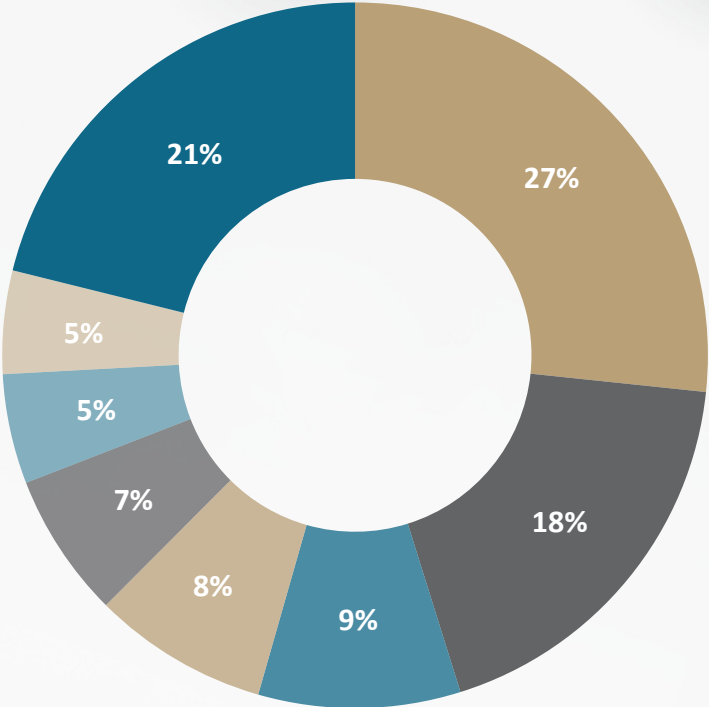
# PORTFOLIO HIGHLIGHTS



# PORTFOLIO DIVERSIFICATION

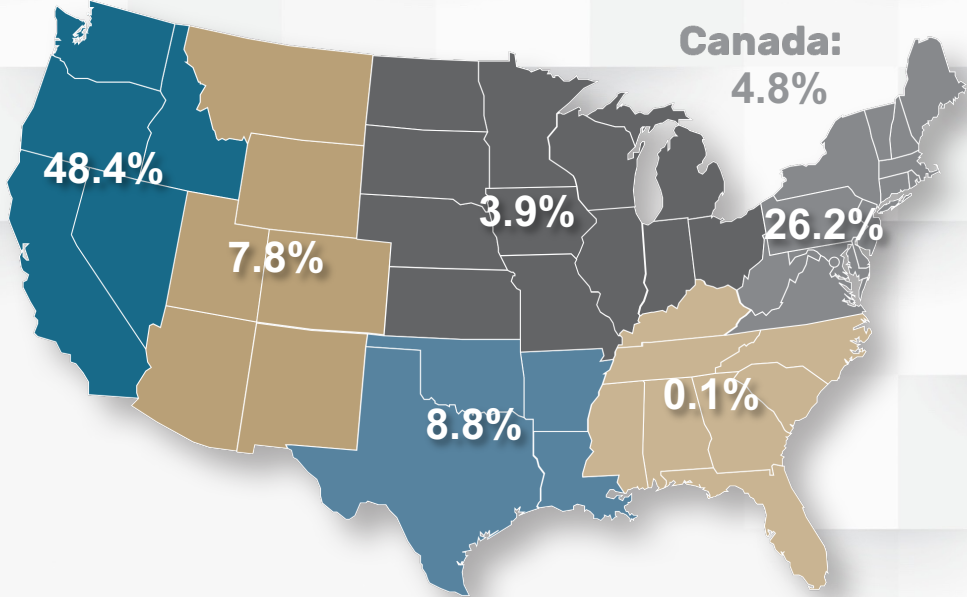
At September 30, 2021

## Industry Diversification<sup>(1)</sup>



- Manufacturing
- Professional, Scientific, and Technical Services
- Information
- Finance and Insurance
- Healthcare and Social Assistance
- Retail Trade
- Real Estate
- Other <= 4.5% individual industry
  - Space Research and Technology
  - Agriculture, Forestry, Fishing and Hunting
  - Pharmaceutical
  - Educational Services
  - Administrative and Support and Waste Management
  - Rental and Leasing Services
  - Construction
  - Wholesale Trade
  - Utilities

## Geography Diversification<sup>(1)</sup>



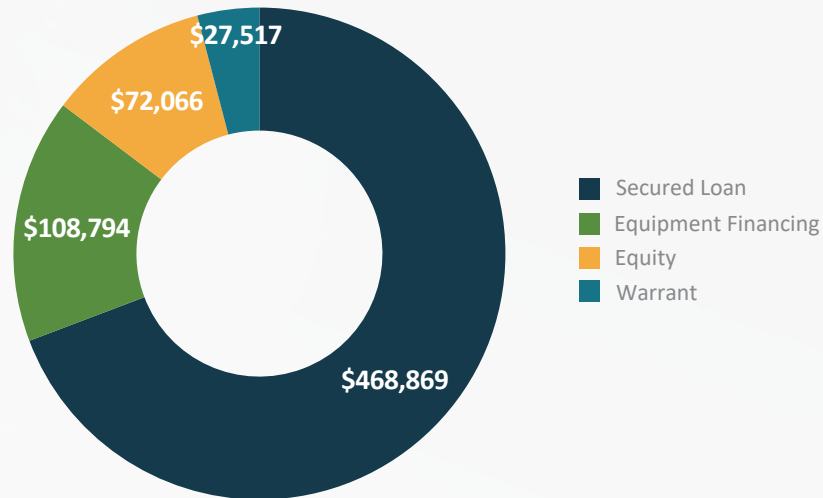
<sup>(1)</sup> Based on Fair Market Value



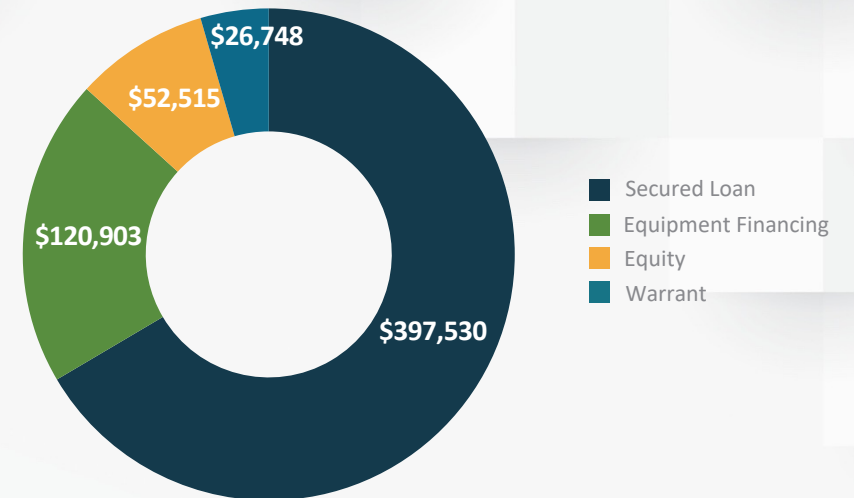
# PORTFOLIO SUMMARY

Type	September 30, 2021				June 30, 2021			
	Cost		Fair Value		Cost		Fair Value	
	Amount	%	Amount	%	Amount	%	Amount	%
Secured Loan	\$474,412	74.3%	\$468,869	69.2%	\$400,944	69.8%	\$397,530	66.4%
Equipment Financing	108,812	17.0%	108,794	16.1%	120,078	20.9%	120,903	20.2%
Equity	40,677	6.4%	72,066	10.6%	39,715	6.9%	52,515	8.8%
Warrants	14,813	2.3%	27,517	4.1%	13,818	2.4%	26,748	4.6%
<b>Total</b>	<b>\$638,714</b>	<b>100.0%</b>	<b>\$677,247</b>	<b>100.0%</b>	<b>\$574,555</b>	<b>100.0%</b>	<b>\$597,696</b>	<b>100.0%</b>

**Total Portfolio: By Type**  
At Fair Value as of September 30, 2021  
In \$000

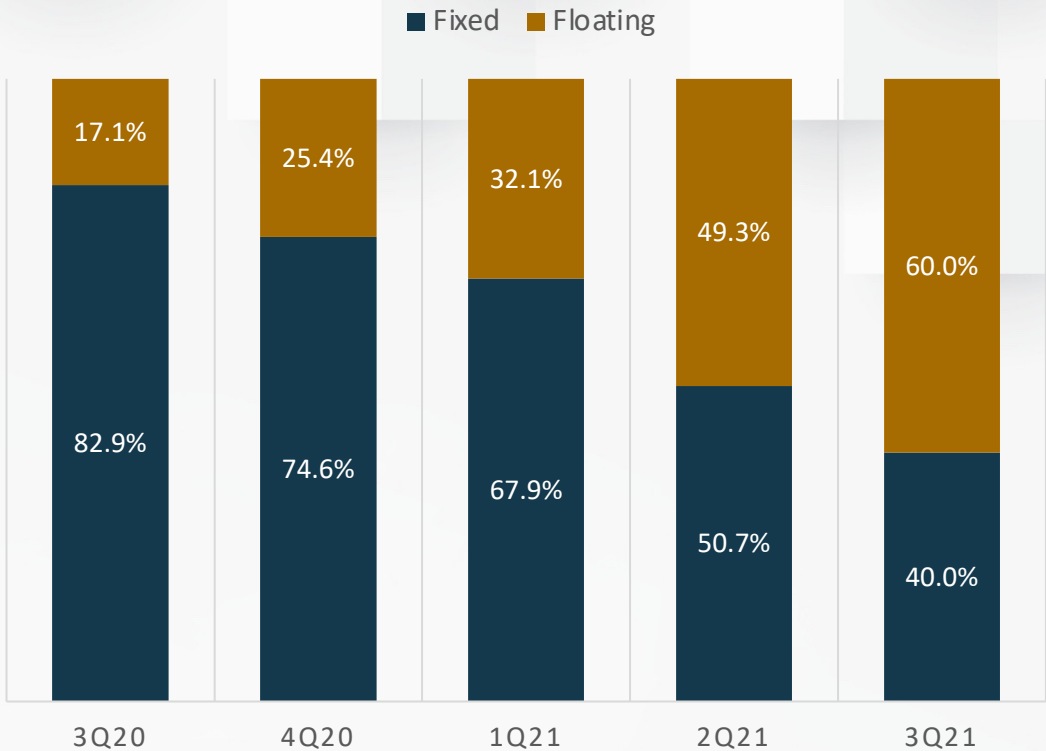


**Total Portfolio: By Type**  
At Fair Value as of June 30, 2021  
In \$000

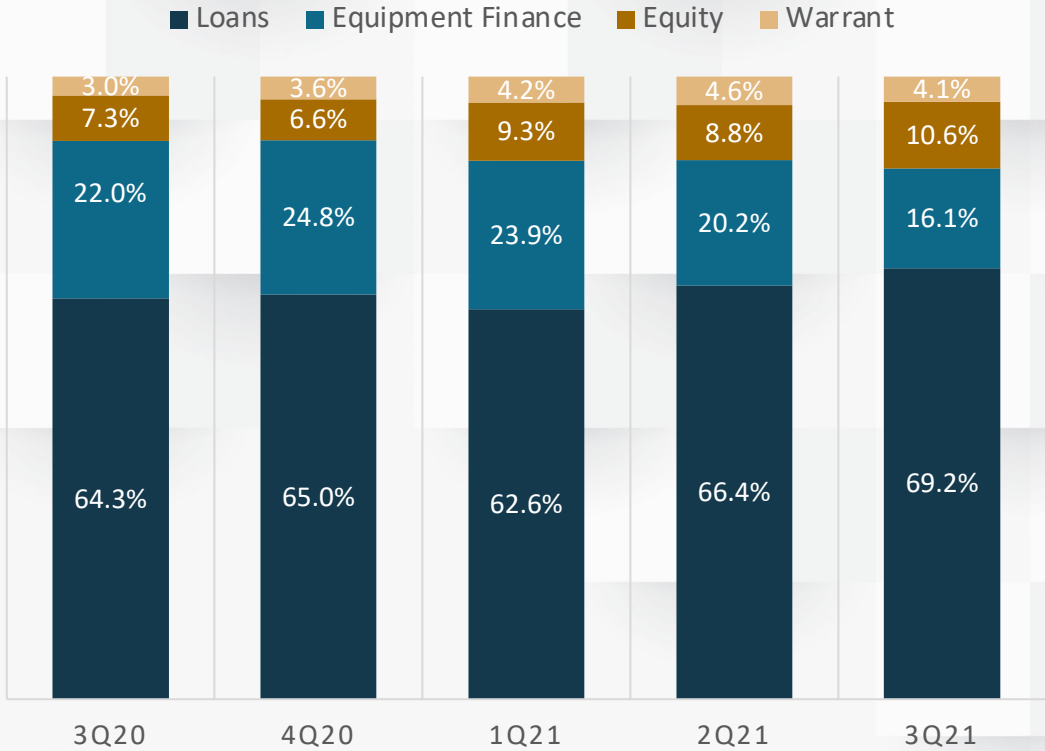


# PORTFOLIO TRENDS

FIXED VS FLOATING DEBT INVESTMENTS<sup>(1)</sup>



TOTAL PORTFOLIO BY INVESTMENT TYPE<sup>(2)</sup>



▶ Pivoting to floating rate portfolio

▶ Strong Asset Diversification

(1) Based on outstanding principal  
 (2) Based on Fair Market Value

# HYPOTHETICAL WARRANT UPSIDE

FOR ILLUSTRATION PURPOSES ONLY

## Recent Pending Portfolio Company M&A Liquidity Events

- Greenlight Biosciences and Rigetti have entered into definitive merger agreements with Special Purpose Acquisition Companies (SPACs)

## 104 Warrant Positions in 63 Portfolio Companies

- GAAP fair value ~ \$27.5 million
- GAAP cost ~ \$14.8 million
- ~ \$34.0 million in nominal exercise value

## Hypothetical Models of Potential Warrant Gains at 9/30/21

- Assume that only 50% of warrants will monetize
- Cost of exercised warrants is ~ \$24.4 million
- Based on 27.1 million shares of common stock outstanding at 9/30/21

### 2X MULTIPLE

- Investment of \$17.0 million (50%)
- Proceeds of \$34.0 million (2X)
- Cost of \$24.4 million
- Potential gain of \$9.6 million or \$0.35 per share

### 3X MULTIPLE

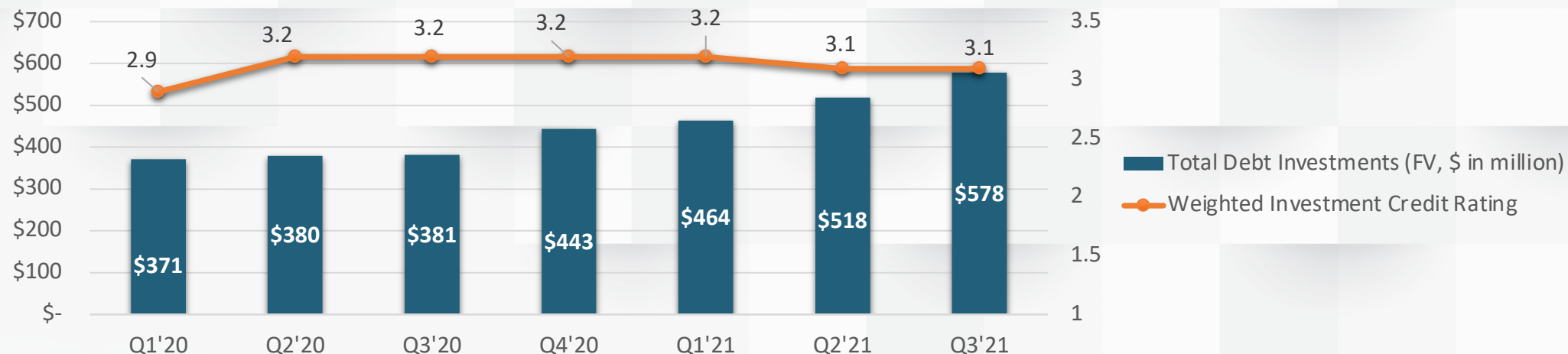
- Investment of \$17.0 million (50%)
- Proceeds of \$51.0 million (3X)
- Cost of \$24.4 million
- Potential gain of \$26.6 million or \$0.98 per share

### 4X MULTIPLE

- Investment of \$17.0 million (50%)
- Proceeds of \$68.1 million (4X)
- Cost of \$24.4 million
- Potential gain of \$43.7 million or \$1.61 per share

# DISCIPLINED CREDIT RATING

Consistent and disciplined underwriting standards






Credit risk rating at Fair Value, Q3 2021 – Q3 2020 (\$ in thousands)

	Q3 2021		Q2 2021		Q1 2021		Q4 2020		Q3 2020	
Very Strong Performance (4.0 – 5.0)	\$62,872	10.9%	\$83,915	16.2%	\$110,278	23.8%	\$92,519	20.9%	\$59,767	15.8%
Strong Performance (3.0 – 3.9)	\$224,287	38.8%	\$204,906	39.5%	\$164,709	35.4%	212,969	48.0%	\$187,844	49.3%
Performing (2.0 – 2.9)	\$267,391	46.3%	\$199,449	38.5%	\$148,690	32.1%	116,895	26.4%	\$130,263	34.2%
Watch (1.6– 1.9)	\$16,194	2.8%	\$29,820	5.7%	\$39,194	8.5%	19,230	4.3%	-	0.0%
Default/Workout (1.0 – 1.5)	\$6,919	1.2%	\$343	0.1%	\$812	0.2%	1,606	0.4%	\$3,502	0.7%
<b>Weighted Average</b>	<b>3.1</b>		<b>3.1</b>		<b>3.2</b>		<b>3.2</b>		<b>3.2</b>	

# DIVERSIFIED PORTFOLIO

Select List of Current & Historical Investments

 bh cosmetics®	MADISON REED®	 dailypay	 UNTUCKit <small>SHIRTS DESIGNED TO BE WORN UNTUCKED</small>	IMPOSSIBLE®	 lark	 Because	 matterport®	 SUPER73
LUCID	 gocheck KIDS™	MOLEKULE	 RECIPROCITY	 cuebiq	FIREFLY	 happiest baby	Second Nature 	 NATURE'S Fynd
 Yellowbrick	 maxwell	 Equipment Share	 SUN BASKET	 rapidminer	 RoBotany™	 BACKBLAZE	Petal	 DANDELION
 VitaCup.	 rigetti	 Footprint	EXELA	 indie <small>SEMICONDUCTOR</small>	 MIYOKO'S <small>CREAMERY</small> <small>SUNOLLA CALIFORNIA</small>	 INVENIA LABS	 Mainspring	HEALTH-ADE  KOMBUCHA
Pendulum™	 BOWERY <small>THE MODERN FARMING COMPANY</small>	 examity® <small>BETTER TEST INTEGRITY.</small>	PEBBLEPOST®	 whip media	 Gobble	WOMPLY	BOOSTED	ZOSANO  PHARMA





# VENTURE CAPITAL AND LENDING MARKET



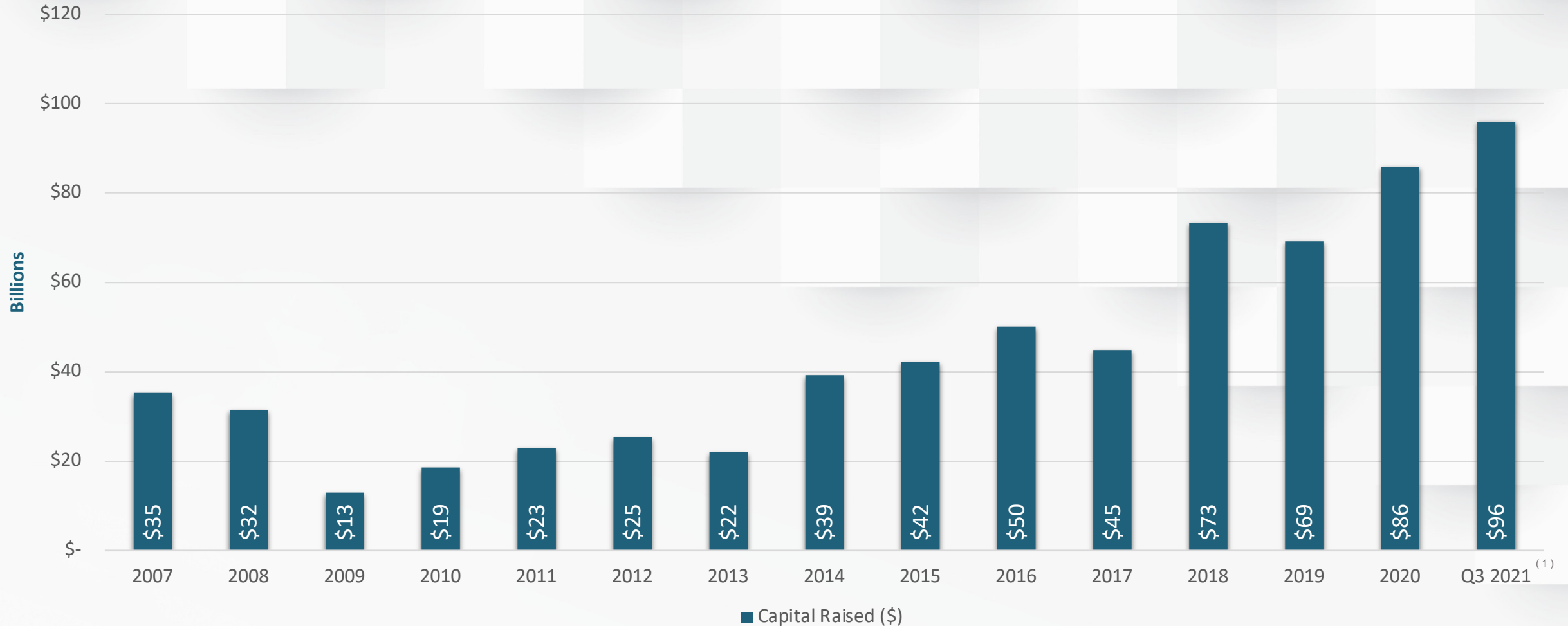
# VENTURE CAPITAL MARKET

## US VC deal activity



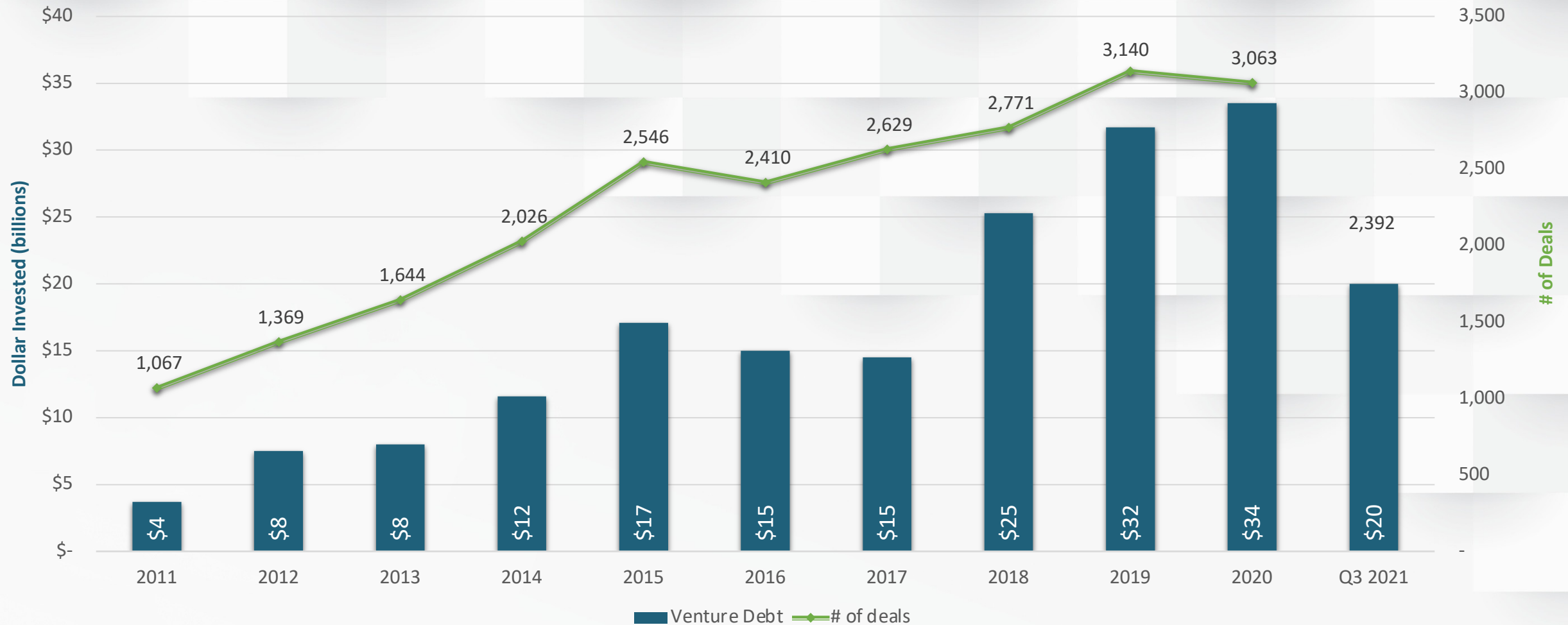
# VENTURE CAPITAL FUNDRAISING

## US VC fundraising activity



# VENTURE DEBT MARKET

## US Venture Debt deal activity



# ANALYST COVERAGE



# EXTENSIVE INDUSTRY ANALYST COVERAGE

Followed by seven firms



*A Stifel Company*

**Ryan Lynch**

(initiated coverage 2/23/21)



**Finian O'Shea**

(initiated coverage 2/23/21)



**Mitchell Penn**

(initiated coverage 5/3/21)



**Brock Vandervliet**

(initiated coverage 2/23/21)



**Sarkis Sherbetchyan**

(initiated coverage 2/23/21)



ESTABLISHED 1876

**Christopher Nolan**

(initiated coverage 2/23/21)



**Casey Alexander**

(initiated coverage 2/23/21)



A blurred, low-angle photograph of a crowd of people walking on a wide, light-colored tiled floor in a modern building with large glass windows. The image is semi-transparent and serves as a background for the text. The text is overlaid on a dark horizontal band that spans the width of the image.

# SUPPLEMENTAL INFORMATION



# REGULATION & STRUCTURE

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Trinity Capital Inc. is an Internally Managed BDC under the 1940 Act and has Elected to be treated as a RIC for Federal Income Tax Purposes beginning with its Taxable Year ending December 31, 2020

## **BUSINESS DEVELOPMENT COMPANY (BDC)**

- Regulated by the SEC under the Investment Company Act of 1940 (the “1940 Act”)
- Leverage limited to approximately 2:1 debt/equity
- Investments are required to be carried at fair value
- Majority of Board of Directors must be independent
- Offer managerial assistance to portfolio companies

## **REGULATED INVESTMENT COMPANY (RIC)**

- Distribute taxable income as dividend distributions to shareholders, subject to approval by Trinity Capital’s Board of Directors
- Mandates asset diversification
- Eliminates corporate taxation
- Allows for the retention of capital gains and/or spillover of taxable income

# THANK YOU

*We look forward to our growing partnership.*



TRINITY  
CAPITAL