

FUELING DISRUPTIVE TECHNOLOGIES.  
REVOLUTIONIZING THE FUTURE.

TRINITY  CAPITAL

*Second Quarter 2023*

*Investor Presentation*

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# COMPANY OVERVIEW

# TRINITY CAPITAL OVERVIEW

Diversified financial solutions to growth stage companies | NASDAQ – TRIN, TRINL

## 15 YEAR TRACK RECORD<sup>(1)</sup>

**\$2.6B Fundings**

**298 Investments**

**171 Exits**

**\$1.2B Assets  
Under Management<sup>(2)</sup>**

## MARKET CAP / DIVIDEND YIELD

**\$536.0M**  
Market Cap<sup>(3)</sup>

**\$13.15 NAV**  
per share<sup>(2)</sup>

**16.0%**  
Annualized  
Dividend Yield<sup>(4)</sup>

## PORTFOLIO<sup>(2)</sup>

**\$856.0M**  
Secured Loans  
61 Companies

**\$244.1M**  
Equipment Financings  
30 Companies

**\$47.9M**  
Equity & Warrants  
96 Companies

## LIQUIDITY<sup>(2)</sup>

**\$130.3M**  
Available  
Liquidity<sup>(5)</sup>

**BBB**  
Investment  
Rating<sup>(6)</sup>

**138%**  
Debt-to-Equity

(1) Historical information includes information and data related to Trinity Capital's predecessor funds, the first of which was launched in 2008, through June 30, 2023. 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.

(2) As of June 30, 2023.

(3) Based on the closing price of TRIN of \$14.58 on August 1, 2023.

(4) Annualized based on the \$0.53 total dividend per share (including \$0.05 supplemental dividend per share) declared for Q2 2023 and a closing stock price of \$13.26 on June 30, 2023.

(5) Includes \$12.3 million of cash and cash equivalents and \$118.0 million of available borrowing capacity on our KeyBank Credit Facility.

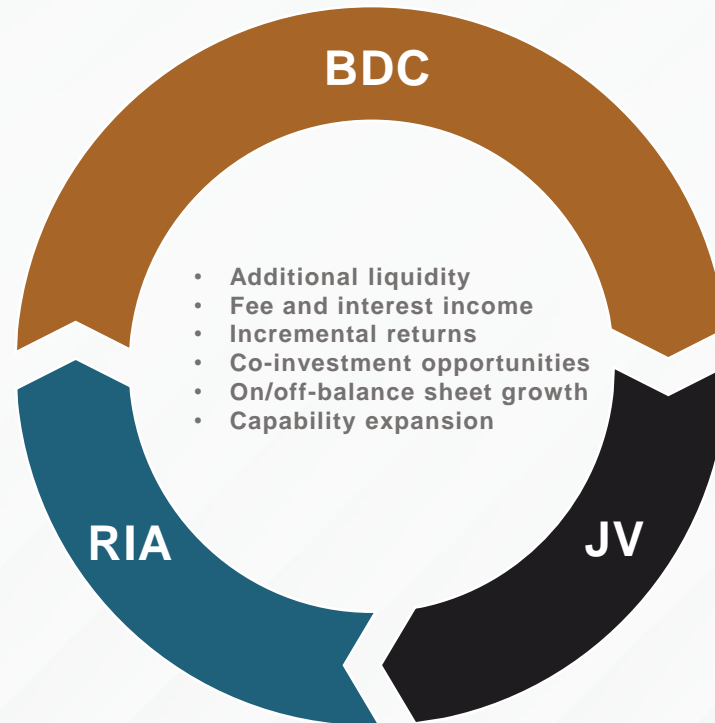
(6) Credit rating assigned by Egan-Jones Ratings Company, an independent, unaffiliated rating agency. A credit rating is not a recommendation to buy, sell or hold securities and may be subject to revision or withdrawal at any time. There can be no assurance that this rating will remain for any given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

# THE TRINITY PLATFORM

In an evolving market, platform diversification further strengthens Trinity's position to capture market share and differentiates its financing solutions

## Business Development Company ("BDC")

Trinity's foundation was built on its successful investment track record supporting growth-stage businesses through secured loans and equipment financings.



## Registered Investment Advisor ("RIA")

Trinity is permitted to organize, acquire and wholly own a portfolio company that intends to operate as an investment adviser registered with the SEC.

This allows Trinity to raise funds off the balance sheet in a complementary way.

## Joint Venture ("JV")

i40, LLC (the "JV") invests in loans and equipment financings originated by Trinity, with an initial equity capital commitment of up to \$171 million.

The JV credit facility with KeyBank was closed in Q2 2023. The JV's total investment portfolio at fair value as of 6/30/2023 was \$100 million.

# 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

## Diversified Financial Solutions

- Provider of diversified financial solutions to growth stage companies worldwide
- Runway extension to augment institutional equity funding
- Strong portfolio diversification

## Robust & Scalable Platform

- Robust and scalable systems for origination, underwriting and monitoring
- Separation of origination, underwriting and portfolio management duties aids “positive feedback” loop
- 61 dedicated professionals with a unique culture built over 15+ years



# ENTRENCHED INDUSTRY RELATIONSHIPS

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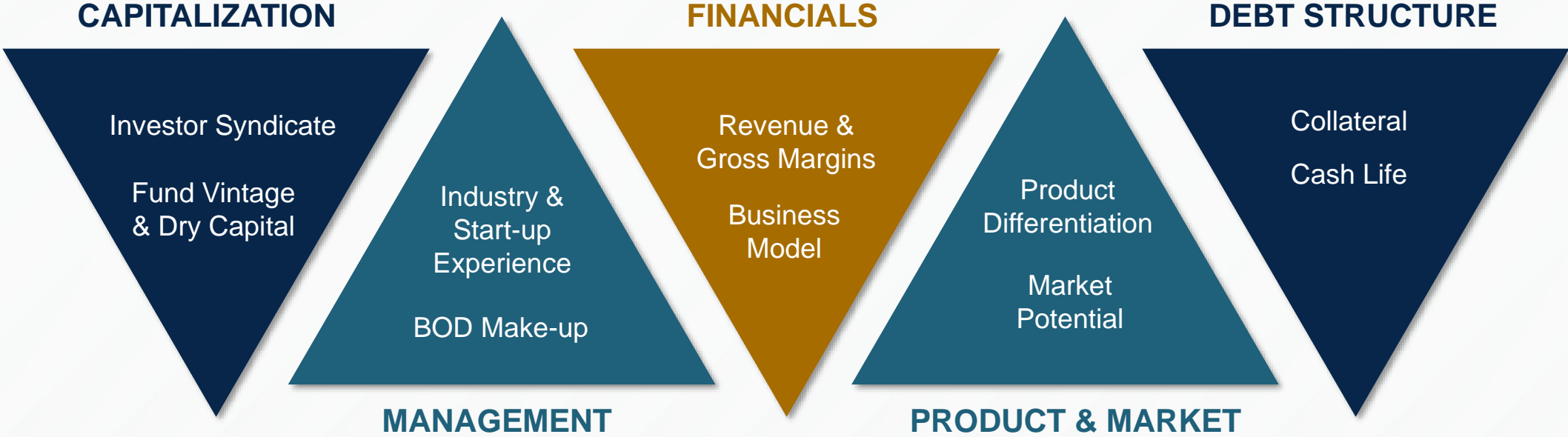
Combining with bank debt results in a **lower blended cost** to our customers

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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 33 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 June 30, 2023. Past performance is not indicative of future results. Investment results may vary significantly over any given time period.



# SECURED TERM LOANS

## Term Loans

01

### SECURED LOANS

*Partner with the banks*

02

### BACKED BY INSTITUTIONAL CAPITAL

*Companies have raised significant equity*

03

### STILL BURNING CASH

*Companies in growth mode and still burning cash*

## Select Examples

**AXIOM**  
SPACE



**Mainspring**



**Axiom Space** is developing the world's first commercial space station.

- **Investor Syndicate**

C5 Capital, TQS Advisors, Declaration Partners, Boryung Pharma

- **Use of Loan**

General corporate purposes

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**Mainspring** developed a new category of clean power generation — the linear generator — that delivers fuel-flexible power to accelerate the transition to the future grid.

- **Investor Syndicate**

Lightrock, Khosla Ventures, Bill Gates

- **Use of Loan**

Extension of runway

# EQUIPMENT FINANCINGS

## 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



**Emerald Cloud Lab** is a remote-controlled life science laboratory that allows scientists to conduct their experiments without being anchored to a physical lab.

- **Investor Syndicate**

Founders Fund, Schooner Capital, Alcazar Capital, GigaFund

- **Use of Equipment Financing**

Cloud-based laboratory equipment for clinical trials



**Nature's Fynd** is a food company creating versatile alternative proteins to nourish the world's growing population while nurturing the planet.

- **Investor Syndicate**

SoftBank, Breakthrough Energy Ventures, Blackstone Strategic Partners

- **Use of Equipment Financing**

Food production equipment

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# FINANCIAL HIGHLIGHTS

# Q2 2023 HIGHLIGHTS

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## Robust Earnings

- Total Investment Income of **\$46.0M**
- Net Investment Income (“NII”) of **\$22.1M**
- Net Interest Margin (“NIM”) of **12.1%**
- NII per share of **\$0.61** provides **127.1%** of regular distribution coverage
- Increased the second quarter regular dividend distribution to **\$0.48 per share**, a **2.1% increase** over the regular dividend declared in the prior quarter
- Declared a supplemental dividend of **\$0.05 per share**

## Leading Originations Platform

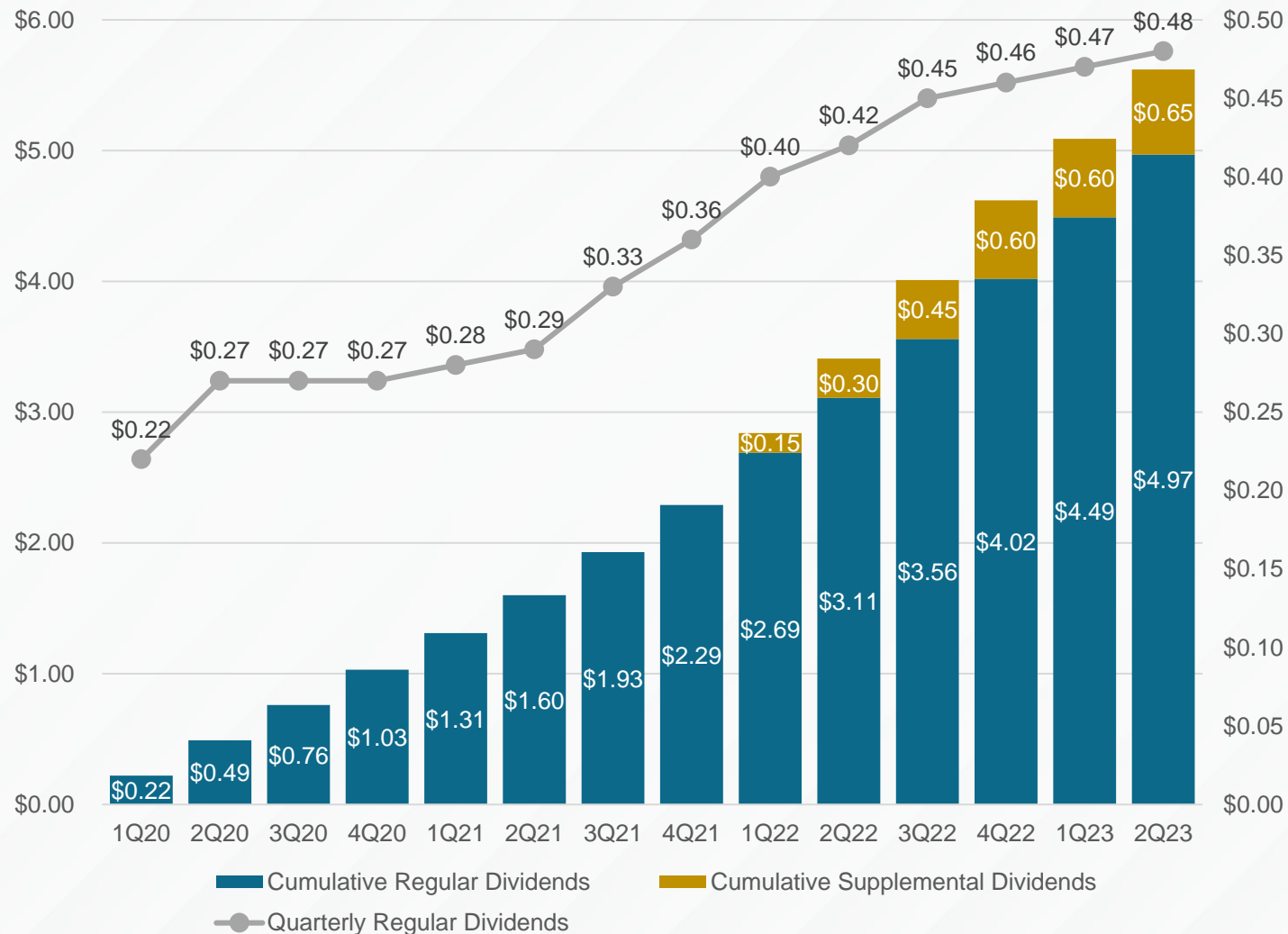
- Debt & equity commitments in 2Q23: **\$218.5M**
- Debt & equity fundings in 2Q23: **\$154.9M**
- Unfunded commitments<sup>(1)</sup> as of 6/30/2023: **\$345.2M**
- Term sheets signed as of 6/30/2023: **\$157.0M**

## Portfolio Assets

- Total Debt Investments (at cost): **\$1,123.7M**
- Total Investments (at cost): **\$1,179.3M**
- Total Portfolio Growth (at cost): **2.8%**
- Effective Yield<sup>(2)</sup>: **16.2%**
- Core Yield<sup>(3)</sup>: **14.8%**

# SOLID SHAREHOLDER RETURNS

## DIVIDEND GROWTH



**Net Investment Income covered regular dividend by 127.1% in 2Q23**

Ten consecutive regular quarterly dividend increases

14.5% annualized regular dividend yield<sup>(1)</sup>

(1) Annualized based on the \$0.48 dividend declared for Q2 2023 and a closing stock price of \$13.26 on June 30, 2023.

# QUARTERLY INCOME STATEMENT

For the three months ended

(In thousands, except per share amounts)

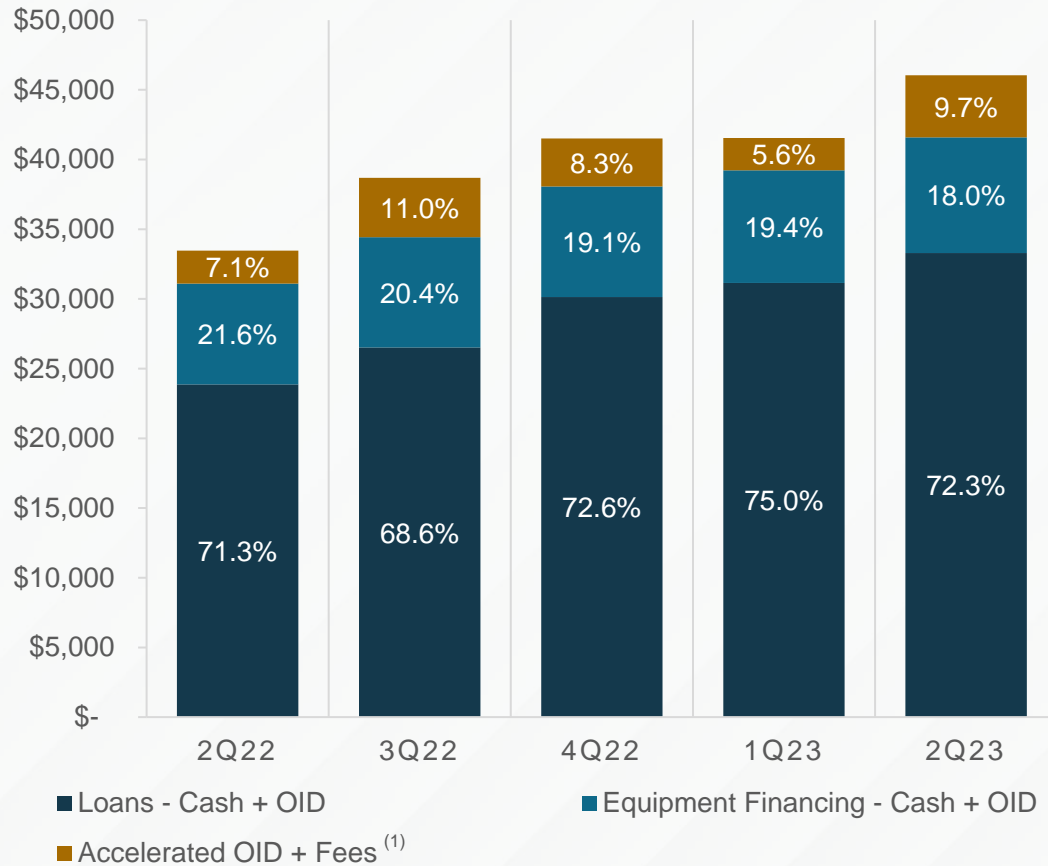
	06/30/2023	03/31/2023	12/31/2022	09/30/2022	06/30/2022
<b>Total Investment Income</b>	<b>\$46,045</b>	<b>\$41,538</b>	<b>\$41,509</b>	<b>\$38,689</b>	<b>\$33,458</b>
Interest expense and other debt financing costs	11,985	11,081	10,284	9,306	7,761
Compensation and benefits	8,350	7,617	6,543	7,315	6,877
General and administrative <sup>(1)</sup>	3,613	3,509	3,051	3,438	3,106
<b>Total Operating Expenses</b>	<b>23,948</b>	<b>22,207</b>	<b>19,878</b>	<b>20,059</b>	<b>17,744</b>
<b>Net Investment Income (NII)</b>	<b>22,097</b>	<b>19,331</b>	<b>21,631</b>	<b>18,630</b>	<b>15,714</b>
Net Realized Gain / (Loss) from Investments	(26,611)	(365)	(9,571)	(602)	(9,617)
Net Change in Unrealized Appreciation / (Depreciation) from Investments	24,396	3,520	(13,647)	(30,028)	(13,820)
<b>Net Increase (Decrease) in Net Assets from Operations</b>	<b>\$19,882</b>	<b>\$22,486</b>	<b>\$(1,587)</b>	<b>\$(12,000)</b>	<b>\$(7,723)</b>
<b>Net Investment Income (NII) per Share – Basic</b>	<b>\$0.61</b>	<b>\$0.55</b>	<b>\$0.62</b>	<b>\$0.56</b>	<b>\$0.51</b>
<b>Net Increase (Decrease) in Net Assets resulting from Operations per Share – Basic</b>	<b>\$0.55</b>	<b>\$0.64</b>	<b>\$(0.05)</b>	<b>\$(0.36)</b>	<b>\$(0.25)</b>
<b>Weighted Average Shares Outstanding – Basic</b>	<b>36,025</b>	<b>35,074</b>	<b>35,131</b>	<b>33,098</b>	<b>30,955</b>



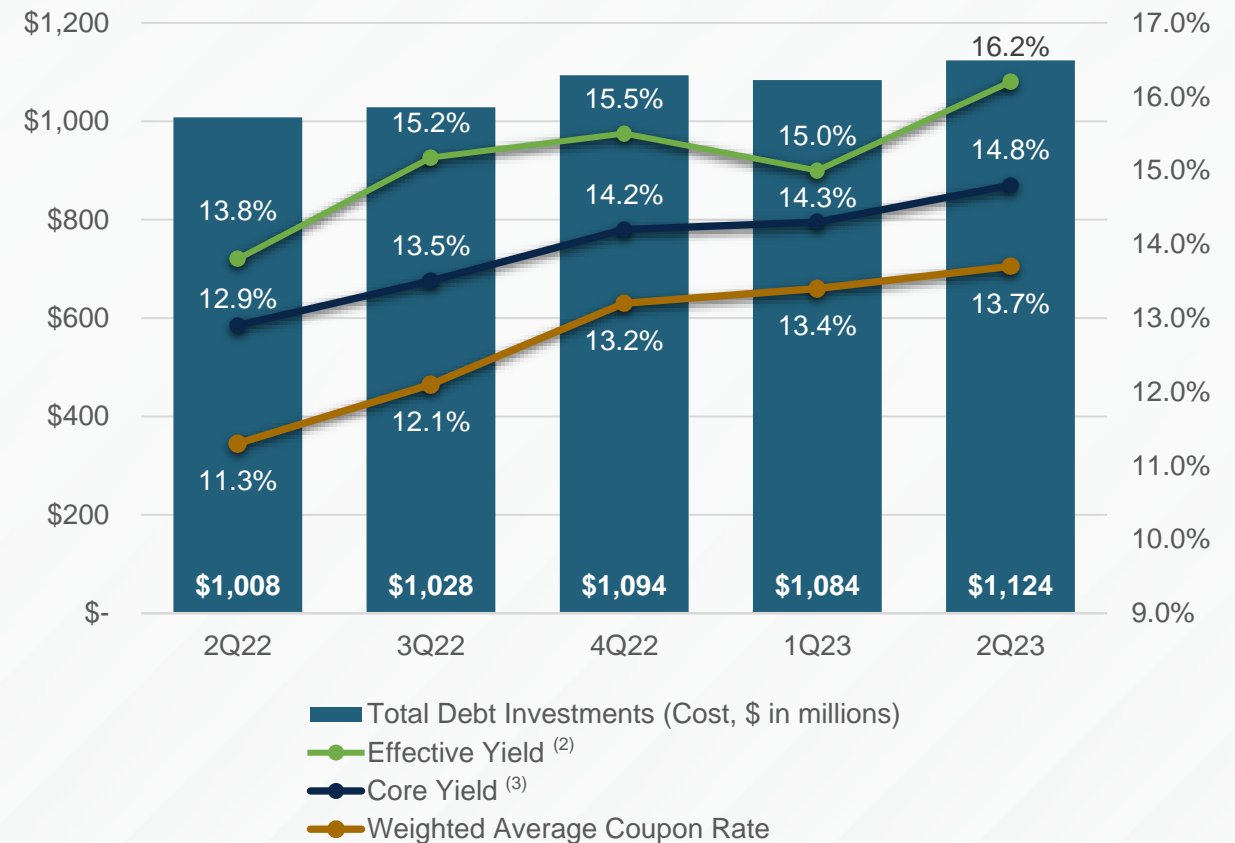
# INCOME SOURCE & PORTFOLIO YIELD TRENDS

Strong Yields Produce Solid Investment Income

### SOURCES OF INVESTMENT INCOME



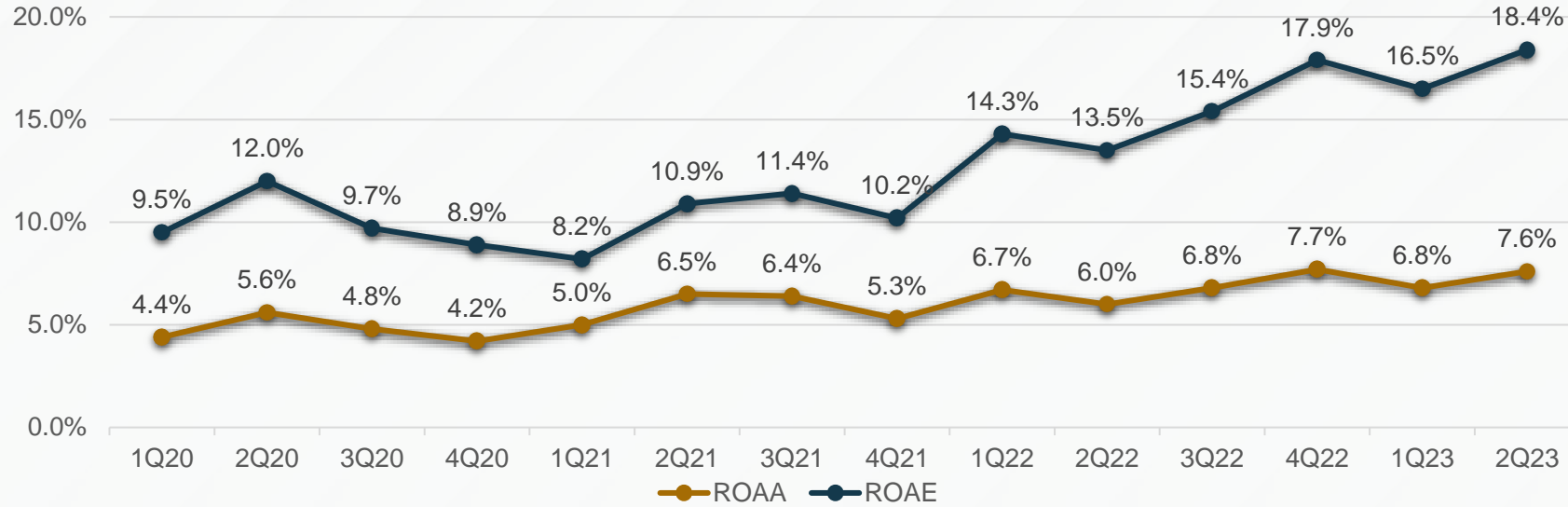
### PORTFOLIO YIELDS



(1) Includes fees earned from the JV.  
 (2) Effective yield includes fees and accelerated income from prepayments but excludes fees earned from the JV, and is calculated based on the weighted average debt investments at cost on a daily basis.  
 (3) Core yield excludes fees and accelerated income from prepayments.

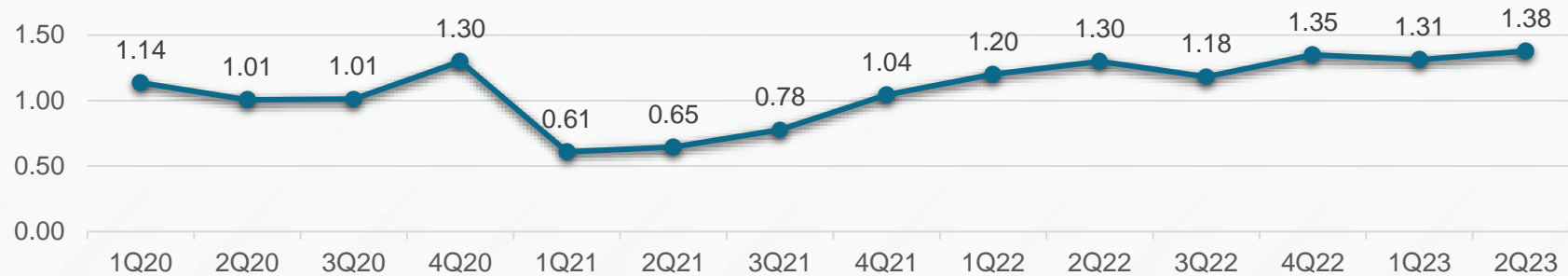
# NII RETURNS AND USE OF LEVERAGE

NII RETURN ON AVERAGE ASSETS (ROAA)<sup>(1)</sup>  
& NII RETURN ON AVERAGE EQUITY (ROAE)<sup>(2)</sup>



**Delivering strong returns through effective use of leverage**

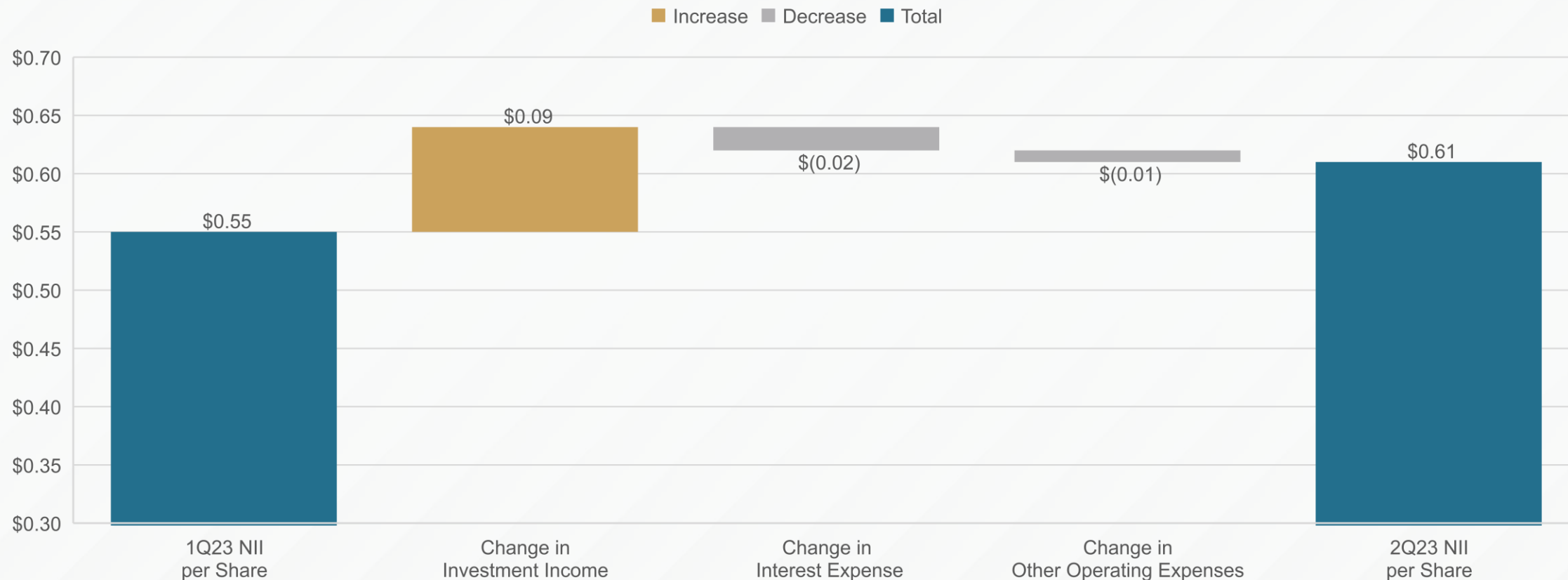
LEVERAGE RATIO<sup>(3)</sup>



(1) NII return on average assets (ROAA) is calculated as NII divided by average assets for the quarterly period, annualized.  
 (2) NII return on average equity (ROAE) is calculated as NII divided by average net assets for the quarterly period, annualized.  
 (3) Leverage ratio is calculated as outstanding principal of borrowings divided by net assets as of the end of the quarterly period.

# NET INVESTMENT INCOME (NII) PER SHARE BRIDGE

## RECONCILIATION OF QUARTERLY NII PER SHARE



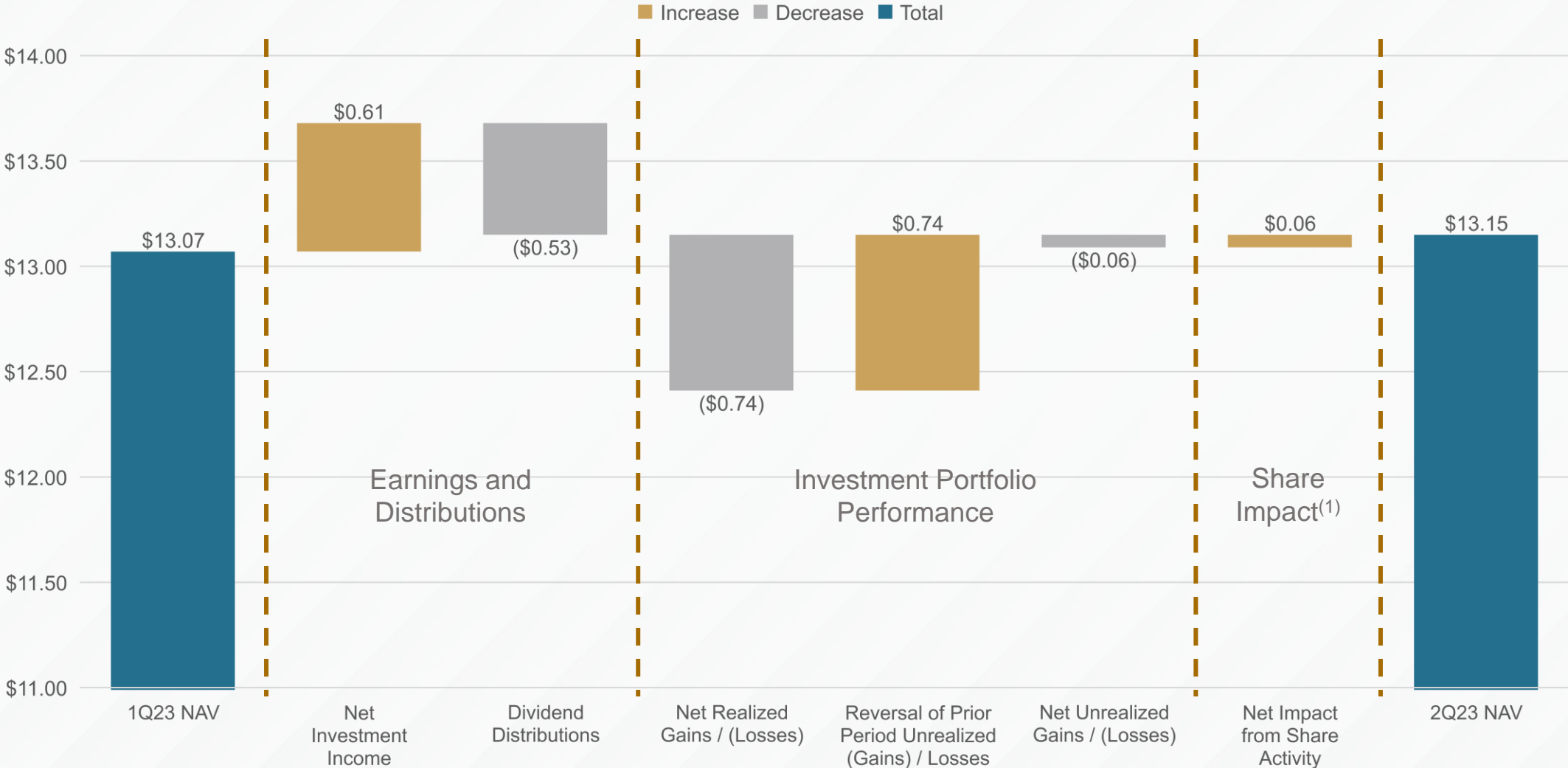
# BALANCE SHEET

(In thousands, except per share amounts)

	06/30/2023	03/31/2023	12/31/2022	09/30/2022	06/30/2022
<b>Assets</b>					
Total investments at fair value	\$ 1,148,018	\$ 1,091,531	\$ 1,094,386	\$ 1,042,175	\$ 1,051,074
Cash and cash equivalents	12,268	8,344	10,612	34,141	13,226
Interest receivable	12,117	10,450	9,971	8,899	8,600
Other assets	16,680	12,977	11,470	11,534	17,280
<b>Total Assets</b>	<b>\$ 1,189,083</b>	<b>\$ 1,123,302</b>	<b>\$ 1,126,439</b>	<b>\$ 1,096,749</b>	<b>\$ 1,090,180</b>
<b>Liabilities</b>					
KeyBank Credit Facility	\$ 232,000	\$ 183,500	\$ 187,500	\$ 137,500	\$ 220,000
2025 Notes, net of unamortized deferred financing cost	179,519	179,035	178,552	178,074	121,979
August 2026 Notes, net of unamortized deferred financing cost	123,186	123,041	122,897	122,753	122,609
December 2026 Notes, net of unamortized deferred financing cost	73,712	73,619	73,526	73,433	73,339
Convertible Notes, net of unamortized deferred financing cost and discount	48,437	48,278	48,118	47,958	47,799
Distribution payable	19,432	16,885	21,326	21,073	17,873
Security deposits	14,986	15,277	15,100	14,903	12,515
Accounts payable, accrued expenses, and other liabilities	15,816	13,997	19,771	18,591	15,724
<b>Total Liabilities</b>	<b>\$ 707,088</b>	<b>\$ 653,632</b>	<b>\$ 666,790</b>	<b>\$ 614,285</b>	<b>\$ 631,838</b>
<b>Net Assets</b>	<b>\$ 481,995</b>	<b>\$ 469,670</b>	<b>\$ 459,649</b>	<b>\$ 482,464</b>	<b>\$ 458,342</b>
Shares outstanding	36,665	35,926	34,961	35,122	31,356
<b>Net Assets per Share (NAV per share)</b>	<b>\$13.15</b>	<b>\$13.07</b>	<b>\$13.15</b>	<b>\$13.74</b>	<b>\$14.62</b>

# NET ASSET VALUE (NAV) PER SHARE BRIDGE

Reconciliation of Quarterly NAV per Share



(1) Includes the impact of share activity and equity incentive plans.

# DEBT CAPITAL STRUCTURE

Diversified Borrowings (\$ in millions) as of June 30, 2023

Funding Source	Debt Commitment	Outstanding Principal	Undrawn Commitment	Stated Maturity	Interest Rate
<b>Notes:</b>					
2025 Unsecured Notes <sup>(1)</sup>	\$182.5	\$182.5	-	January 16, 2025 <sup>(2)</sup>	7.00%
Convertible Notes	\$50.0	\$50.0	-	December 11, 2025	6.00%
August 2026 Unsecured Notes	\$125.0	\$125.0	-	August 24, 2026	4.375%
December 2026 Unsecured Notes	\$75.0	\$75.0	-	December 15, 2026	4.25%
<b>Bank Facility:</b>					
KeyBank Credit Facility	\$400.0 <sup>(3)</sup>	\$232.0	\$118.0 <sup>(3)</sup>	October 27, 2026	Adjusted Term SOFR + 2.85%



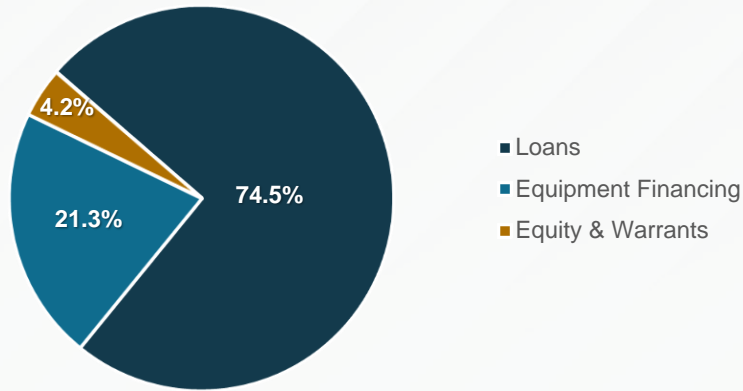
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# PORTFOLIO HIGHLIGHTS

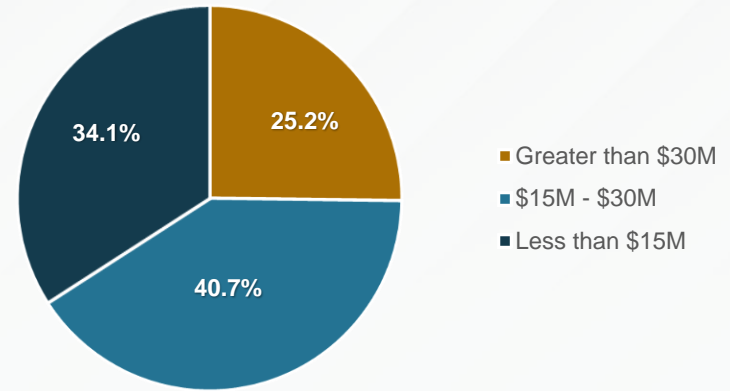
# PORTFOLIO DIVERSIFICATION

Diversified across investment type, transaction size, industry and geography

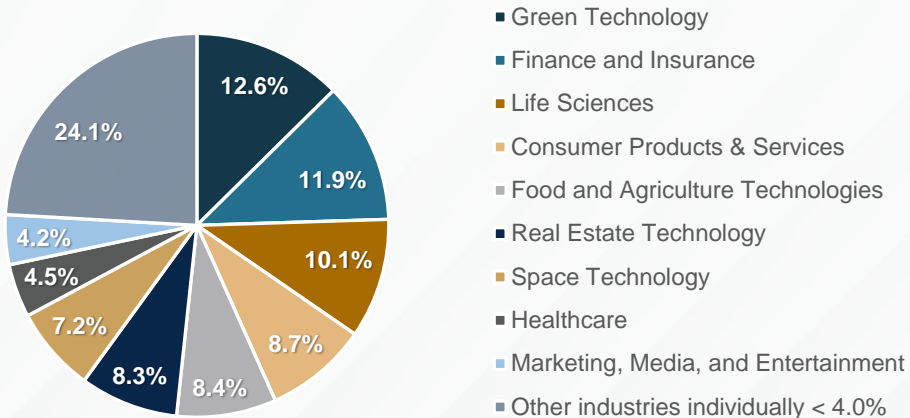
## Investment Type<sup>(1)</sup>



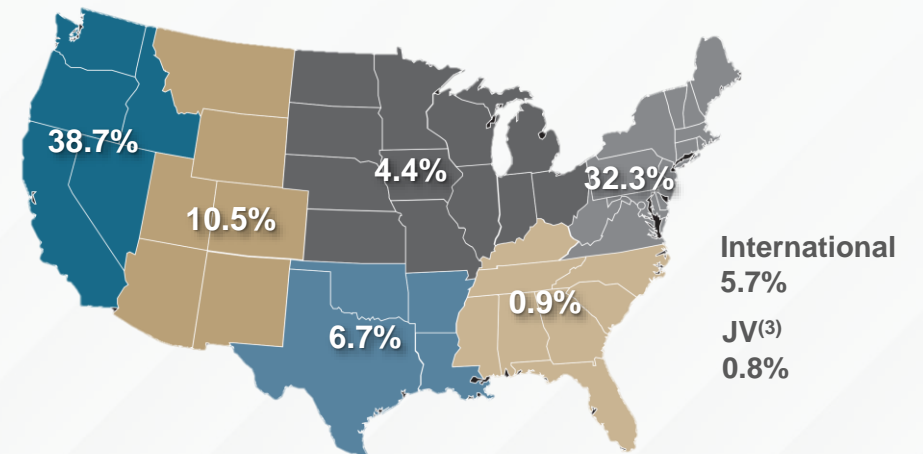
## Transaction Size<sup>(1)(2)</sup>



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



## Geographic Allocation<sup>(1)</sup>



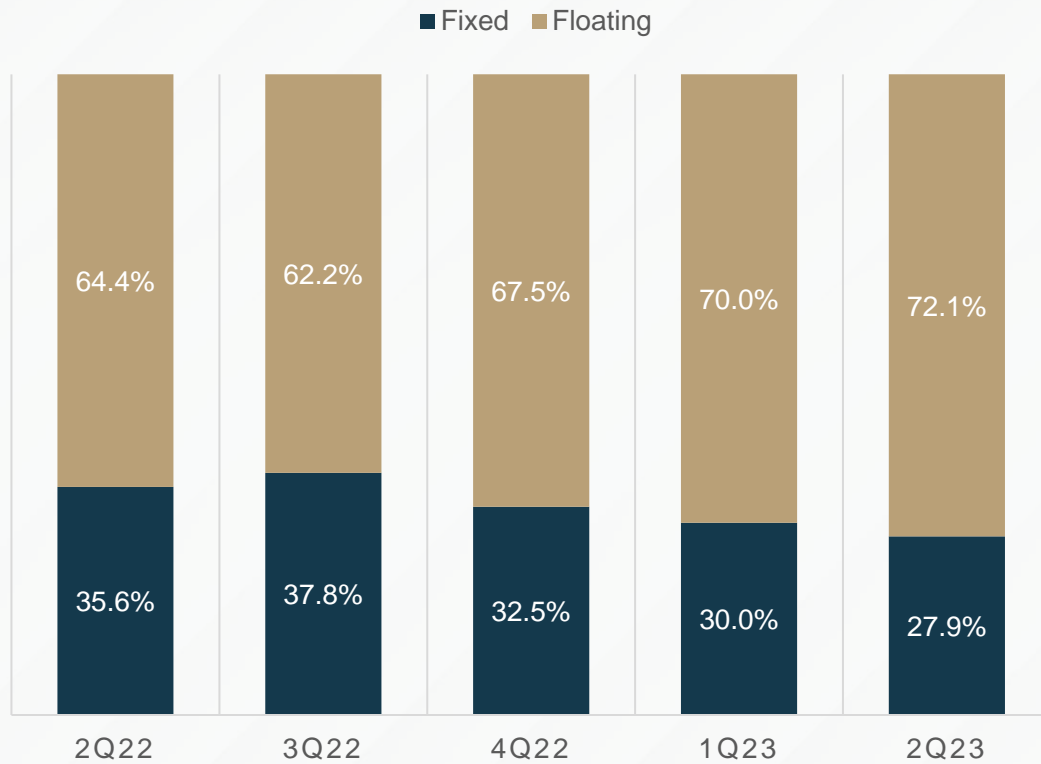
(1) Based on fair market value as of June 30, 2023.

(2) Includes debt investments only.

(3) Consists of the fair value of our investment in the JV as of June 30, 2023. The portfolio companies held within the JV's investment portfolio represent a diverse set of geographic regions generally consistent with those in which we invest directly.

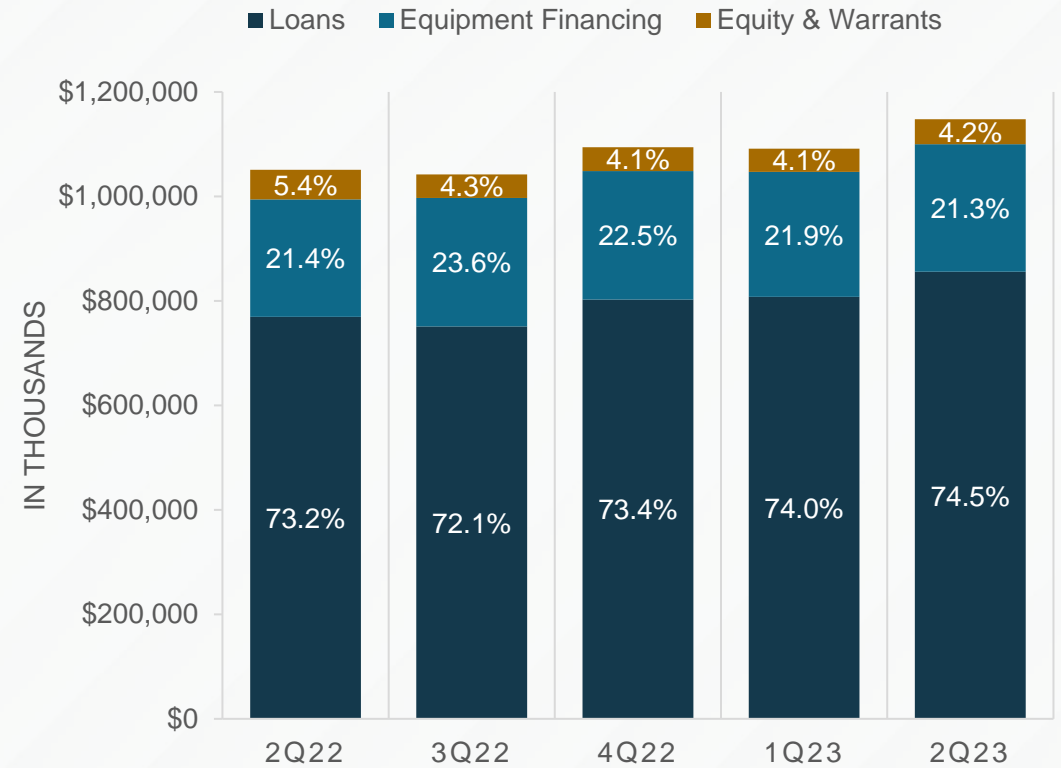
# PORTFOLIO TRENDS

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



► Well positioned for rising interest rates

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



► Strong asset diversification

# HYPOTHETICAL WARRANT UPSIDE

For Illustration Purposes Only

## 136 Warrant Positions in 84 Portfolio Companies

- GAAP fair value ~ \$28.7 million
- GAAP cost ~ \$23.7 million
- ~ \$50.2 million in nominal exercise value

## Hypothetical Models of Potential Warrant Gains at 6/30/2023

- Assume that only 50% of warrants will monetize
- Cost of exercised warrants is ~ \$36.9 million
- Based on 36.7 million shares of common stock outstanding at 6/30/2023

### 2X MULTIPLE

- Proceeds of \$50.2 million (2X)
- Potential gain of \$13.3 million or \$0.36 per share

### 3X MULTIPLE

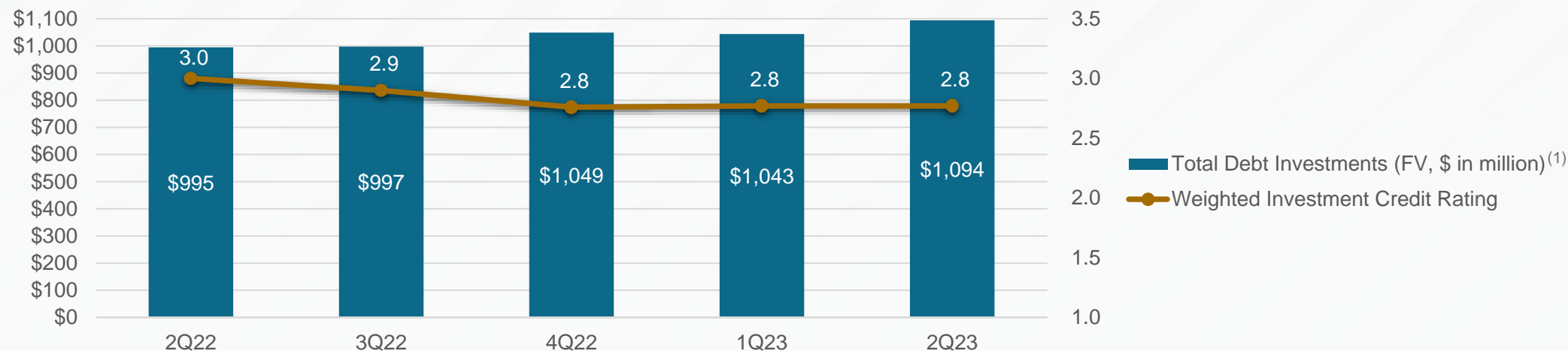
- Proceeds of \$75.3 million (3X)
- Potential gain of \$38.4 million or \$1.05 per share

### 4X MULTIPLE

- Proceeds of \$100.4 million (4X)
- Potential gain of \$63.5 million or \$1.73 per share

# DISCIPLINED CREDIT RATING

## Consistent and Disciplined Underwriting Standards

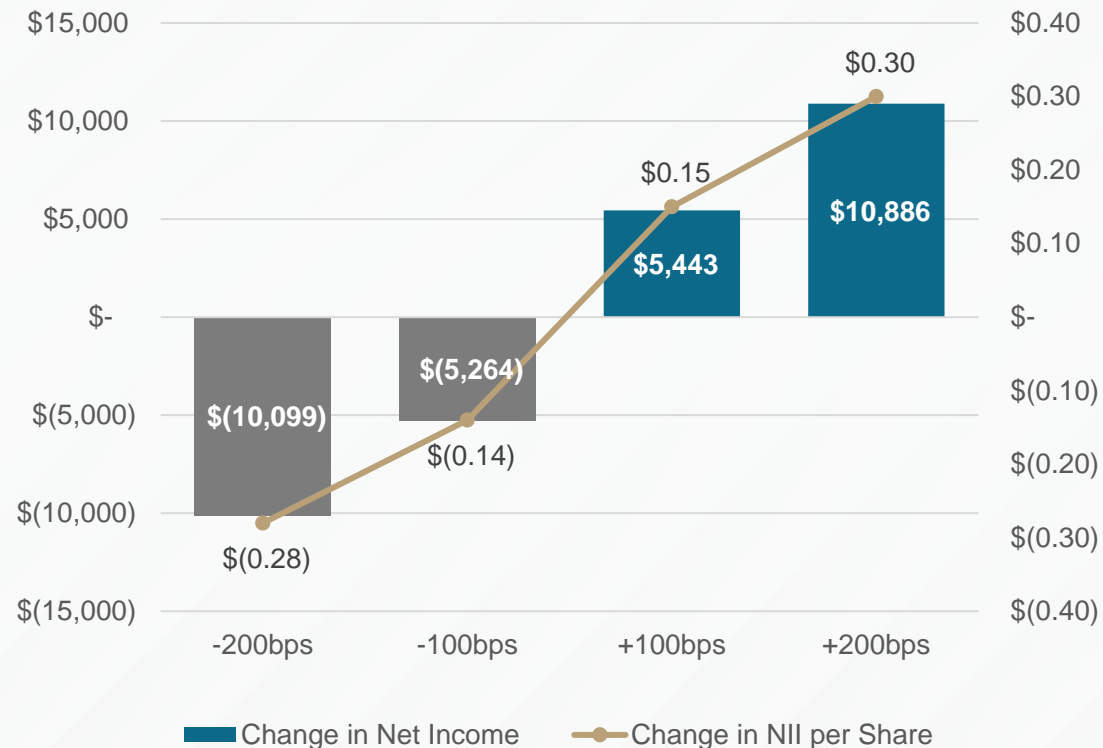


### Credit Risk Rating of Debt investments at Fair Value, 2Q 2023 – 2Q 2022 (\$ in thousands)<sup>(1)</sup>

	2Q23		1Q23		4Q22		3Q22		2Q22	
Very Strong Performance (4.0 – 5.0)	\$8,758	0.8%	\$2,513	0.2%	\$2,729	0.3%	\$92,008	9.2%	\$62,719	6.3%
Strong Performance (3.0 – 3.9)	\$272,933	25.0%	\$285,484	27.4%	\$239,872	22.9%	\$320,087	32.1%	\$382,593	38.5%
Performing (2.0 – 2.9)	\$762,695	69.7%	\$719,752	69.0%	\$756,596	72.1%	\$537,260	53.9%	\$529,285	53.2%
Watch (1.6– 1.9)	\$34,410	3.1%	\$19,270	1.8%	\$39,315	3.7%	\$38,484	3.9%	\$18,706	1.9%
Default/Workout (1.0 – 1.5)	\$15,216	1.4%	\$16,450	1.6%	\$10,317	1.0%	\$9,339	0.9%	\$1,290	0.1%
<b>Weighted Average</b>	<b>2.8</b>		<b>2.8</b>		<b>2.8</b>		<b>2.9</b>		<b>3.0</b>	

# INTEREST RATE SENSITIVITY

ANNUALIZED INTEREST RATE SENSITIVITY  
(\$ in thousands, except per share data)
























**72.1% floating rate debt investment portfolio as of June 30, 2023<sup>(1)</sup>**

**34.9% floating rate borrowings as of June 30, 2023<sup>(2)</sup>**



# DIVERSIFIED PORTFOLIO

Select List of Current & Historical Investments

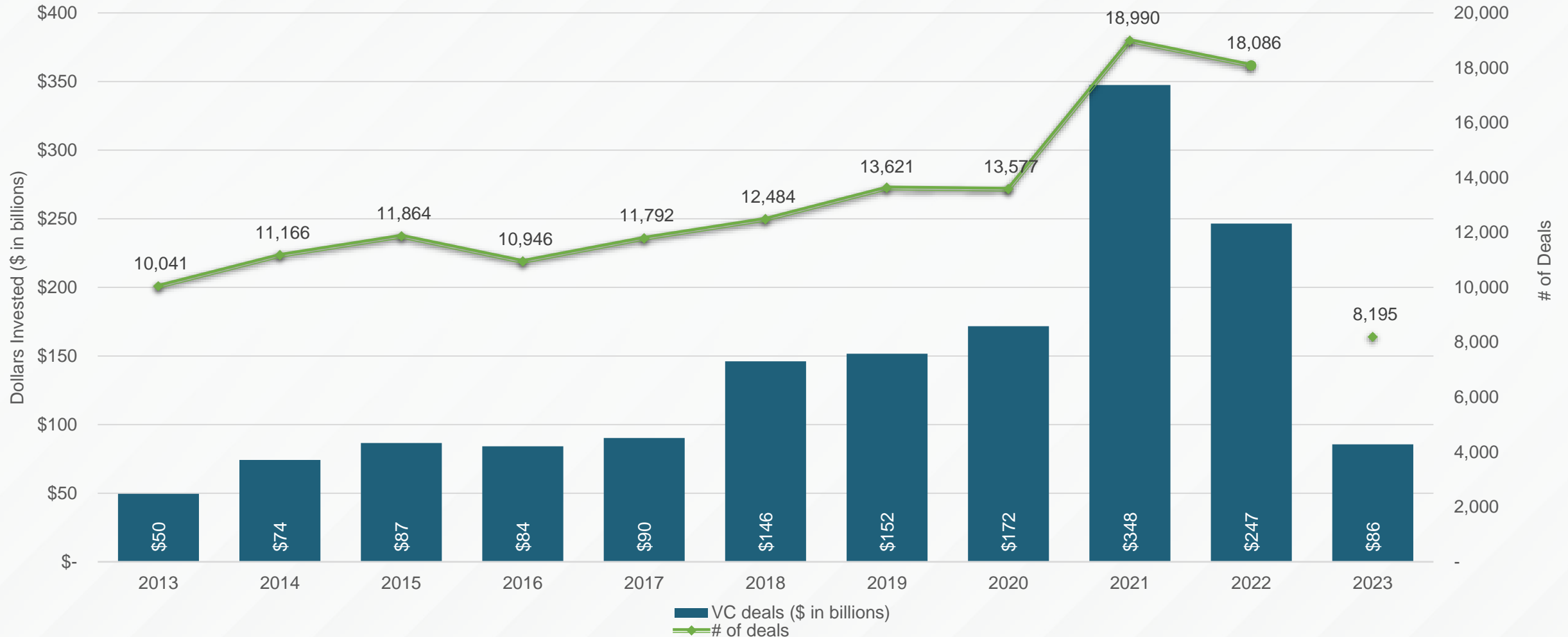
								
								
								
								
								

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# VENTURE CAPITAL AND LENDING MARKET

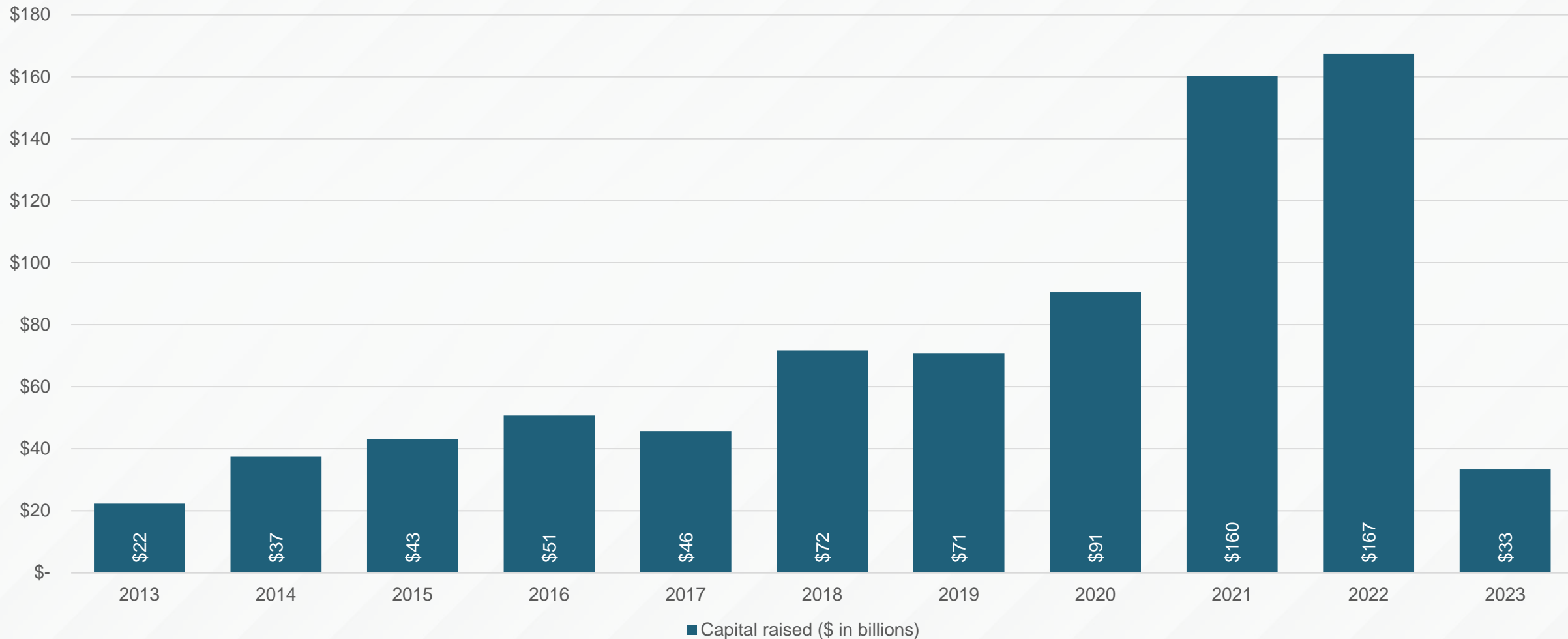
# VENTURE CAPITAL MARKET

## US VC Deal Activity<sup>(1)</sup>



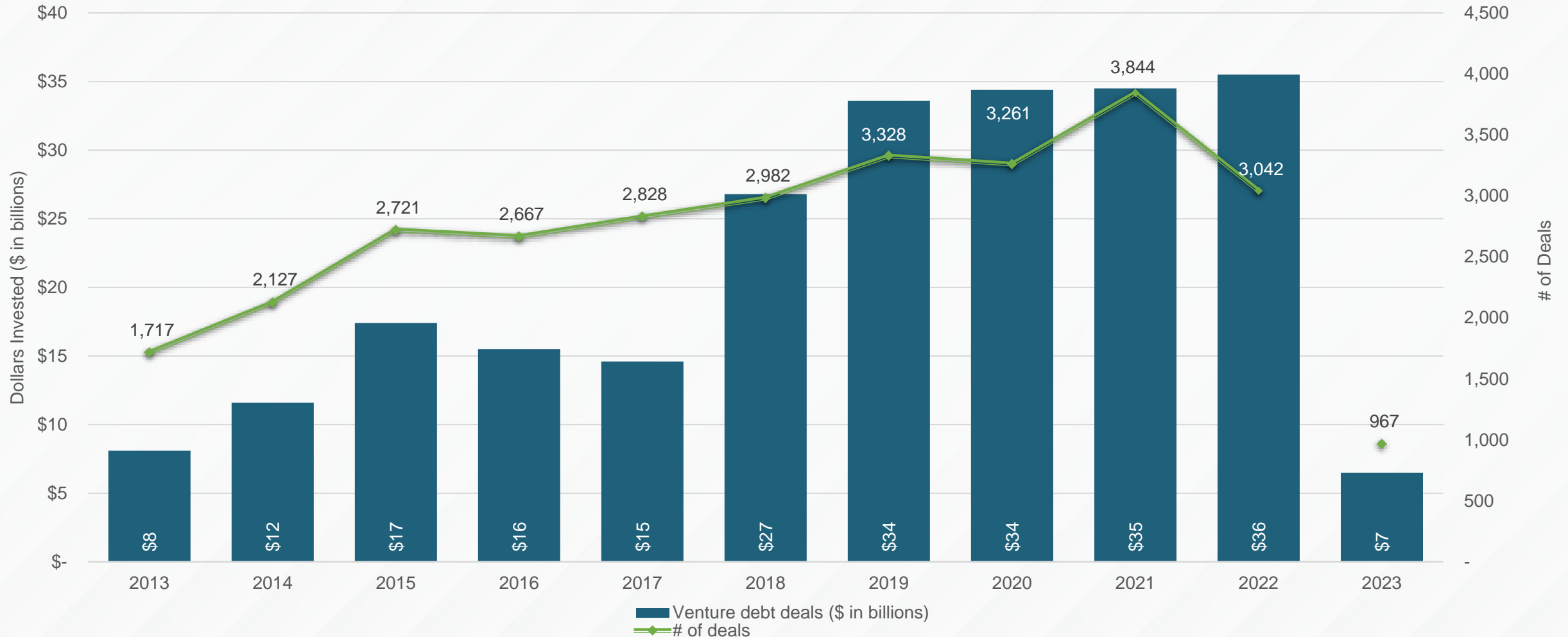
# VENTURE CAPITAL FUNDRAISING

## US VC Fundraising Activity<sup>(1)</sup>



# VENTURE DEBT MARKET

## US Venture Debt Deal Activity<sup>(1)</sup>



The background features a dark teal color with a repeating geometric pattern of triangles. In the top right corner, there are several thin, parallel orange lines slanted downwards. A thin blue line forms a rectangular border around the central text area. On the left side, there are two dark teal circles and a thin orange line forming a jagged shape. On the right side, there are two dark teal circles. At the bottom right, there is a large orange circle.

# ANALYST COVERAGE

# EXTENSIVE INDUSTRY ANALYST COVERAGE

Followed by eight firms



*A Stifel Company*

**Ryan Lynch**

(initiated coverage 2/23/2021)



**Finian O'Shea**

(initiated coverage 2/23/2021)



**Mitchell Penn**

(initiated coverage 5/3/2021)



**Vilas Abraham**

(initiated coverage 2/23/2021)



**Bryce Rowe**

(initiated coverage 9/16/2022)



ESTABLISHED 1876

**Christopher Nolan**

(initiated coverage 2/23/2021)



**Casey Alexander**

(initiated coverage 2/23/2021)

**Jefferies**

**Kyle Joseph**

(initiated coverage 7/5/2023)



The background features a dark teal color with a subtle geometric pattern of overlapping triangles. In the top right corner, there are several thin, parallel orange lines slanted downwards. On the left side, there are two dark teal circles and a thin orange line forming a partial triangle. On the right side, there are two dark teal circles. At the bottom right, there is a large orange circle.

**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

[TRINITYCAP.COM](https://trinitycap.com)