## **Investor Profile Report**

As of March 31, 2024

	Total	Individuals	Religious	Foundations	Financial Institutions	Government & Quasi Government	Nonprofit, Corporations, OFN	Subordinate Debt (EQ2)
Number of Investments	1,163	812	111	68	45	17	88	22
Number of Investors	657	500	46	30	23	2	51	15
% Investors by Category	100.00%	76.10%	7.00%	4.57%	3.50%	0.30%	7.76%	2.28%
Total Investment Dollars	\$153,524,383	\$31,905,496	\$4,323,233	\$42,058,673	\$37,600,000	\$6,438,546	\$19,098,435	\$12,100,000
% Dollars by Category	100.00%	20.78%	2.82%	27.40%	24.49%	4.19%	12.44%	7.88%
Highest Investment Value	\$7,500,000	\$1,275,000	\$1,500,000	\$7,500,000	\$6,000,000	\$750,000	\$3,153,189	\$3,000,000
Lowest Investment Value	\$1,000	\$1,000	\$1,000	\$3,100	\$20,000	\$102,940	\$1,000	\$100,000
Median Investment Amount	\$20,730	\$16,445	\$10,000	\$200,000	\$250,000	\$372,211	\$31,573	\$400,000
Weighted Average Rate	3.00%	3.37%	2.64%	3.07%	3.82%	1.47%	2.39%	2.61%
Weighted Average Term Remaining in Months	39.4	28.1	29.7	44.1	41.3	137.7	23.0	73.0
# Investments Maturing w/in 90 Days	74	44	6	7	4	1	11	1
\$ Investments Maturing w/in 90 Days	\$13,711,943	\$2,015,641	\$104,000	\$5,591,068	\$530,000	\$500,000	\$4,471,234	\$500,000
Renewal Rate by # for the Past 12 months	63.88%	64.81%	86.67%	63.64%	80.00%	50.00%	36.00%	100.00%
Renewal Rate by \$ for the Past 12 months	68.21%	51.26%	79.86%	76.95%	89.79%	71.43%	58.76%	100.00%
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Largest Investors (Regular Debt & EQ2s)	Amount		
Anonymous Foundation - NYC	\$14,000,000		
Bank of America	\$7,800,000		
Soros Economic Development Fund	\$7,500,000		
New Hampshire Charitable Foundation	\$5,850,000		
Dartmouth-Hitchcock Master Investment Program	\$5,090,903		
Santander Bank	\$5,000,000		
Concord Hospital	\$4,226,591		
M&T Bank	\$4,000,000		
Bank of New Hampshire	\$3,900,000		
Cambridge Trust Company	\$3,500,000		
Largest 10 Investors - Concentration index 33.26%	\$60,867,494		

## **Notes:**

- 1) Individual category includes investments from individuals and family trusts;
- 2) Religious category includes churches as well as religious orders of men and women;
- 3) Foundation category includes both regular foundation investments and Program Related Investments;
- 4) Financial category includes investments from banks, credit unions, and other financial entities, but does not include Bank Equity Equivalents, which are listed separately;
- 5) Government & Quasi Government currently includes the New Hampshire Housing Finance Authority;
- 6) Nonprofit, Corporations, Opportunity Finance Network, Etc. category includes investments from nonprofit and for-profit organizations that do not fit into any of the above categories;
- 7) Equity Equivalent investments are subordinate to all all other investments; currently, all Equity Equivalent investments are from banks;
- 8) Amounts in this report do not include lines of credit in place for mission-based liquidity needs