

**COMBINED FINANCIAL STATEMENTS**

**ROOT CAPITAL, INC.**

**FOR THE YEARS ENDED  
DECEMBER 31, 2013 AND 2012**

**ROOT CAPITAL, INC.**

**CONTENTS**

	<b>PAGE NO.</b>
INDEPENDENT AUDITOR'S REPORT	2 - 3
EXHIBIT A - Combined Statements of Financial Position, as of December 31, 2013 and 2012	4 - 5
EXHIBIT B - Combined Statements of Activities and Changes in Net Assets, for the Years Ended December 31, 2013 and 2012	6 - 7
EXHIBIT C - Combined Statement of Functional Expenses, for the Year Ended December 31, 2013	8
EXHIBIT D - Combined Statement of Functional Expenses, for the Year Ended December 31, 2012	9
EXHIBIT E - Combined Statements of Cash Flows, for the Years Ended December 31, 2013 and 2012	10
NOTES TO COMBINED FINANCIAL STATEMENTS	11 - 23



## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors  
Root Capital, Inc.  
Cambridge, Massachusetts

We have audited the accompanying combined financial statements of Root Capital, Inc. (a U.S. nonprofit organization), Asociación Capacitadora y Catalizadora de Desarrollo Empresarial Rural (a Peruvian non-exempt civil association) and Root Capital, Asociación Civil (A.C.) (a Mexican tax-exempt association), together "Root Capital", which comprise the combined statements of financial position as of December 31, 2013 and 2012, and the related combined statements of activities and changes in net assets, functional expenses and cash flows for the years then ended, and the related notes to the combined financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these combined financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of combined financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these combined financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the combined financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the combined financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the combined financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the combined financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the combined financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

4550 MONTGOMERY AVENUE • SUITE 650 NORTH • BETHESDA, MARYLAND 20814  
(301) 951-9090 • FAX (301) 951-3570 • WWW.GRFCA.COM

---

MEMBER OF CPAMERICA INTERNATIONAL, AN AFFILIATE OF HORWATH INTERNATIONAL  
MEMBER OF THE AMERICAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS' PRIVATE COMPANIES PRACTICE SECTION

## Opinion

In our opinion, the combined financial statements referred to above present fairly, in all material respects, the combined financial position of Root Capital as of December 31, 2013 and 2012, and the combined changes in their net assets and their combined cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*Gelman Rosenberg & Freedman*

April 16, 2014

**ROOT CAPITAL, INC.**  
**COMBINED STATEMENTS OF FINANCIAL POSITION**  
**AS OF DECEMBER 31, 2013 AND 2012**

**ASSETS**

	<u>2013</u>	<u>2012</u>
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	\$ 12,185,680	\$ 31,940,488
Cash and cash equivalents: loan loss reserve	<u>7,187,590</u>	<u>6,177,305</u>
Total cash and cash equivalents	19,373,270	38,117,793
Escrow funds held for others	1,331,107	118,883
Investments (Notes 2 and 10)	9,045,149	6,307,347
Loans receivable, net of noncurrent portion and loan loss allowance of \$1,642,251 in 2013 and \$2,119,820 in 2012 (Notes 3 and 4)	47,896,120	45,328,829
Interest receivable, net of allowance of \$61,558 in 2013 and \$108,223 in 2012 (Note 4)	1,308,008	1,039,569
Grants and pledges receivable, net of noncurrent portion (Note 6)	10,614,965	8,950,273
Prepaid expenses and other assets	<u>886,125</u>	<u>518,083</u>
Total current assets	<u>90,454,744</u>	<u>100,380,777</u>
<b>PROPERTY, EQUIPMENT AND LEASEHOLD IMPROVEMENTS</b>		
Furniture and fixtures	117,529	98,493
Software	469,279	425,520
Leasehold improvements	<u>215,404</u>	<u>215,404</u>
	802,212	739,417
Less: Accumulated depreciation and amortization	<u>(576,312)</u>	<u>(439,622)</u>
Net property, equipment and leasehold improvements	<u>225,900</u>	<u>299,795</u>
<b>NONCURRENT ASSETS</b>		
Loans receivable, net of current portion (Notes 3 and 4)	22,337,525	14,324,399
Grants and pledges receivable, net of current portion (Note 6)	2,475,574	6,096,234
Security deposits	<u>92,012</u>	<u>83,378</u>
Total noncurrent assets	<u>24,905,111</u>	<u>20,504,011</u>
<b>TOTAL ASSETS</b>	<b><u>\$115,585,755</u></b>	<b><u>\$121,184,583</u></b>

See accompanying notes to combined financial statements.

## LIABILITIES AND NET ASSETS

	<u>2013</u>	<u>2012</u>
<b>CURRENT LIABILITIES</b>		
Notes payable, net of noncurrent portion (Note 5)	\$ 15,397,824	\$ 22,266,576
Subordinated debt, net of noncurrent portion (Note 5)	1,650,000	100,000
Loan participation liability, net of allowance of \$145 in 2013 and \$145 in 2012 (Note 5)	20,829	28,955
Escrow funds held for others	1,331,107	118,883
Deferred rent abatement, net of noncurrent portion (Note 8)	64,430	53,669
Accounts payable and accrued expenses	1,219,730	460,277
Accrued vacation	368,171	249,682
Accrued interest payable	<u>542,837</u>	<u>628,245</u>
Total current liabilities	<u>20,594,928</u>	<u>23,906,287</u>
<b>NONCURRENT LIABILITIES</b>		
Notes payable, net of current portion (Note 5)	56,879,587	54,766,293
Subordinated debt, net of current portion (Note 5)	1,000,000	4,100,000
Deferred rent abatement, net of current portion (Note 8)	<u>32,632</u>	<u>97,061</u>
Total noncurrent liabilities	<u>57,912,219</u>	<u>58,963,354</u>
Total liabilities	<u>78,507,147</u>	<u>82,869,641</u>
<b>NET ASSETS</b>		
Unrestricted:		
Operating reserve	4,728,523	4,042,589
Board designated for lending capital	4,443,386	4,968,275
Board designated for loan loss reserves	<u>2,720,924</u>	<u>2,710,639</u>
Total unrestricted	<u>11,892,833</u>	<u>11,721,503</u>
Temporarily restricted (Note 7):		
Time	3,177,397	234,617
Program	11,007,813	16,758,258
Permanent lending capital - donor designated	6,533,898	6,133,898
Loan loss reserve - donor designated	<u>4,466,667</u>	<u>3,466,666</u>
Total temporarily restricted	<u>25,185,775</u>	<u>26,593,439</u>
Total net assets	<u>37,078,608</u>	<u>38,314,942</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>\$115,585,755</u></b>	<b><u>\$121,184,583</u></b>

See accompanying notes to combined financial statements.

ROOT CAPITAL, INC.

COMBINED STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS  
FOR THE YEARS ENDED DECEMBER 31, 2013 AND 2012

	2013		
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
<b>REVENUE</b>			
Earned revenue -			
Loan interest	\$ 6,354,437	\$ -	\$ 6,354,437
Loan fees	1,169,988	-	1,169,988
Loss on foreign currency lending	(210,913)	-	(210,913)
Less: Allowance for loan loss (Note 4)	(3,369,664)	-	(3,369,664)
Revenue on recovered loans	<u>530,884</u>	<u>-</u>	<u>530,884</u>
Net earned revenue	<u>4,474,732</u>	<u>-</u>	<u>4,474,732</u>
Financial revenue (expense) -			
Interest and investment income (Note 2)	188,679	-	188,679
Less: Interest expense	<u>(1,773,908)</u>	<u>-</u>	<u>(1,773,908)</u>
Net financial revenue (expense)	<u>(1,585,229)</u>	<u>-</u>	<u>(1,585,229)</u>
Net earned and financial revenue	2,889,503	-	2,889,503
Contributions and grants	1,899,845	14,403,140	16,302,985
In-kind contributions	333,671	-	333,671
Net assets released from donor restrictions (Note 7)	<u>9,127,471</u>	<u>(9,127,471)</u>	<u>-</u>
Total revenue	<u>14,250,490</u>	<u>5,275,669</u>	<u>19,526,159</u>
<b>EXPENSES</b>			
Program services:			
Finance	5,382,391	-	5,382,391
Advise	3,578,096	-	3,578,096
Catalyze	<u>2,141,760</u>	<u>-</u>	<u>2,141,760</u>
Total program services	<u>11,102,247</u>	<u>-</u>	<u>11,102,247</u>
Supporting services:			
Management and General	2,441,915	-	2,441,915
Fundraising	<u>534,998</u>	<u>-</u>	<u>534,998</u>
Total supporting services	<u>2,976,913</u>	<u>-</u>	<u>2,976,913</u>
Total expenses	<u>14,079,160</u>	<u>-</u>	<u>14,079,160</u>
Changes in net assets before other item	171,330	5,275,669	5,446,999
<b>OTHER ITEM</b>			
De-obligated funds (Note 7)	<u>-</u>	<u>(6,683,333)</u>	<u>(6,683,333)</u>
Changes in net assets	171,330	(1,407,664)	(1,236,334)
Net assets at beginning of year	<u>11,721,503</u>	<u>26,593,439</u>	<u>38,314,942</u>
<b>NET ASSETS AT END OF YEAR</b>	<b><u>\$ 11,892,833</u></b>	<b><u>\$ 25,185,775</u></b>	<b><u>\$ 37,078,608</u></b>

See accompanying notes to combined financial statements.

	<b>2012</b>		
	<b>Unrestricted</b>	<b>Temporarily Restricted</b>	<b>Total</b>
<b>REVENUE</b>			
Earned revenue -			
Loan interest	\$ 6,329,840	\$ -	\$ 6,329,840
Loan fees	1,072,614	-	1,072,614
Loss on foreign currency lending	(20,597)	-	(20,597)
Less: Allowance for loan loss (Note 4)	(3,322,328)	-	(3,322,328)
Revenue on recovered loans	<u>511,685</u>	<u>-</u>	<u>511,685</u>
Net earned revenue	<u>4,571,214</u>	<u>-</u>	<u>4,571,214</u>
Financial revenue (expense) -			
Interest and investment income (Note 2)	309,508	-	309,508
Less: Interest expense	<u>(1,680,573)</u>	<u>-</u>	<u>(1,680,573)</u>
Net financial revenue (expense)	<u>(1,371,065)</u>	<u>-</u>	<u>(1,371,065)</u>
Net earned and financial revenue	3,200,149	-	3,200,149
Contributions and grants	1,525,830	23,128,486	24,654,316
In-kind contributions	367,661	-	367,661
Net assets released from donor restrictions (Note 7)	<u>6,998,963</u>	<u>(6,998,963)</u>	<u>-</u>
Total revenue	<u>12,092,603</u>	<u>16,129,523</u>	<u>28,222,126</u>
<b>EXPENSES</b>			
Program services:			
Finance	4,686,615	-	4,686,615
Advise	1,981,532	-	1,981,532
Catalyze	<u>1,461,295</u>	<u>-</u>	<u>1,461,295</u>
Total program services	<u>8,129,442</u>	<u>-</u>	<u>8,129,442</u>
Supporting services:			
Management and General	2,519,475	-	2,519,475
Fundraising	<u>727,066</u>	<u>-</u>	<u>727,066</u>
Total supporting services	<u>3,246,541</u>	<u>-</u>	<u>3,246,541</u>
Total expenses	<u>11,375,983</u>	<u>-</u>	<u>11,375,983</u>
Changes in net assets before other item	716,620	16,129,523	16,846,143
<b>OTHER ITEM</b>			
De-obligated funds	<u>-</u>	<u>-</u>	<u>-</u>
Changes in net assets	716,620	16,129,523	16,846,143
Net assets at beginning of year	<u>11,004,883</u>	<u>10,463,916</u>	<u>21,468,799</u>
<b>NET ASSETS AT END OF YEAR</b>	<b><u>\$ 11,721,503</u></b>	<b><u>\$ 26,593,439</u></b>	<b><u>\$ 38,314,942</u></b>

See accompanying notes to combined financial statements.



## ROOT CAPITAL, INC.

**COMBINED STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 2013**

	Program Services			Supporting Services			Total Expenses	
	Finance	Advise	Catalyze	Total Program Services	Management and General	Fundraising		Total Supporting Services
Salaries and related benefits (Note 9)	\$ 3,249,612	\$ 1,551,704	\$ 1,450,450	\$ 6,251,766	\$ 1,704,953	\$ 375,556	\$ 2,080,509	\$ 8,332,275
Field based consultants	499,024	311,967	47,199	858,190	-	-	-	858,190
Other professional services	284,093	737,339	166,650	1,188,082	203,035	34,784	237,819	1,425,901
Travel, meetings and conferences	500,457	664,113	231,588	1,396,158	87,375	53,776	141,151	1,537,309
Computer software and equipment	127,077	61,554	45,670	234,301	58,214	20,238	78,452	312,753
Supplies, courier and printing	34,496	26,696	7,481	68,673	28,978	2,361	31,339	100,012
Telecommunications	58,563	28,552	22,539	109,654	12,493	4,402	16,895	126,549
Occupancy (Note 8)	307,882	136,900	127,457	572,239	142,518	28,418	170,936	743,175
Bank and credit card fees	42,814	10,183	10,469	63,466	14,569	487	15,056	78,522
Other direct costs (Note 8)	39,361	20,423	19,645	79,429	6,619	8,065	14,684	94,113
Depreciation and amortization	35,458	5,099	12,612	53,169	76,610	6,911	83,521	136,690
Subtotal	5,178,837	3,554,530	2,141,760	10,875,127	2,335,364	534,998	2,870,362	13,745,489
Donated professional services	203,554	23,566	-	227,120	106,551	-	106,551	333,671
<b>TOTAL</b>	<b>\$ 5,382,391</b>	<b>\$ 3,578,096</b>	<b>\$ 2,141,760</b>	<b>\$ 11,102,247</b>	<b>\$ 2,441,915</b>	<b>\$ 534,998</b>	<b>\$ 2,976,913</b>	<b>\$ 14,079,160</b>

See accompanying notes to combined financial statements.

## ROOT CAPITAL, INC.

**COMBINED STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 2012**

	Program Services			Supporting Services			Total Expenses	
	Finance	Advise	Catalyze	Total Program Services	Management and General	Fundraising		Total Supporting Services
Salaries and related benefits (Note 9)	\$ 2,777,338	\$ 651,727	\$ 976,339	\$ 4,405,404	\$ 1,616,691	\$ 550,204	\$ 2,166,895	\$ 6,572,299
Field based consultants	432,709	310,827	93,155	836,691	-	-	-	836,691
Other professional services	168,128	369,520	70,241	607,889	270,652	33,368	304,020	911,909
Travel, meetings and conferences	407,540	442,728	137,625	987,893	107,619	53,886	161,505	1,149,398
Computer software and equipment	97,674	65,397	29,194	192,265	117,832	11,596	129,428	321,693
Supplies, courier and printing	53,443	26,186	8,817	88,446	26,031	6,561	32,592	121,038
Telecommunications	59,258	20,806	19,029	99,093	15,208	7,881	23,089	122,182
Occupancy (Note 8)	270,890	74,496	86,377	431,763	141,143	47,092	188,235	619,998
Bank and credit card fees	75,005	3,679	13,268	91,952	27,741	1,531	29,272	121,224
Other direct costs (Note 8)	40,232	12,343	14,823	67,398	42,807	6,871	49,678	117,076
Depreciation and amortization	49,679	3,823	12,427	65,929	40,809	8,076	48,885	114,814
Subtotal	4,431,896	1,981,532	1,461,295	7,874,723	2,406,533	727,066	3,133,599	11,008,322
Donated professional services	254,719	-	-	254,719	112,942	-	112,942	367,661
<b>TOTAL</b>	<b>\$ 4,686,615</b>	<b>\$ 1,981,532</b>	<b>\$ 1,461,295</b>	<b>\$ 8,129,442</b>	<b>\$ 2,519,475</b>	<b>\$ 727,066</b>	<b>\$ 3,246,541</b>	<b>\$ 11,375,983</b>

See accompanying notes to combined financial statements.

## ROOT CAPITAL, INC.

**COMBINED STATEMENTS OF CASH FLOWS  
FOR THE YEARS ENDED DECEMBER 31, 2013 AND 2012**

	<u>2013</u>	<u>2012</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Changes in net assets	\$ (1,236,334)	\$ 16,846,143
Adjustments to reconcile changes in net assets to net cash provided by operating activities:		
Depreciation and amortization	136,690	114,814
Allowance for loan losses	3,369,664	3,322,328
Unrealized loss (gain) on investments	35,431	(126,277)
Realized loss on sales of investments	6,204	-
Deferred (benefit) rent abatement	(53,668)	(31,870)
Change in present value discount on grants and pledges receivable	(146,400)	226,856
Unrealized and realized losses on foreign currency lending	210,913	20,597
(Increase) decrease in:		
Interest receivable	(268,439)	(12,927)
Grants and pledges receivable	2,102,368	(9,438,290)
Prepaid expenses and other assets	(368,042)	(196,193)
Security deposits	(8,634)	(1,038)
Increase (decrease) in:		
Loan participation liability	(8,126)	(1,452,811)
Accounts payable and accrued expenses	759,453	67,933
Accrued vacation	118,489	72,862
Accrued interest payable	(85,408)	132,115
Net cash provided by operating activities	<u>4,564,161</u>	<u>9,544,242</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of property, equipment and leasehold improvements	(62,795)	(82,971)
Purchases of investments	(7,779,437)	(83,334)
Proceeds from sales of investments	5,000,000	-
Principal payments on loans receivable	108,082,904	111,943,466
Issuance of loans	<u>(122,243,898)</u>	<u>(120,802,113)</u>
Net cash used by investing activities	<u>(17,003,226)</u>	<u>(9,024,952)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Principal payments on notes payable	(27,186,653)	(5,509,085)
Proceeds from notes payable	22,431,195	24,002,129
Proceeds from subordinated debt	<u>(1,550,000)</u>	<u>-</u>
Net cash (used) provided by financing activities	<u>(6,305,458)</u>	<u>18,493,044</u>
Net (decrease) increase in cash and cash equivalents	(18,744,523)	19,012,334
Cash and cash equivalents at beginning of year	<u>38,117,793</u>	<u>19,105,459</u>
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<b><u>\$ 19,373,270</u></b>	<b><u>\$ 38,117,793</u></b>
<b>SUPPLEMENTAL INFORMATION:</b>		
Interest Paid	<b><u>\$ 1,859,316</u></b>	<b><u>\$ 1,548,458</u></b>

See accompanying notes to combined financial statements.

## ROOT CAPITAL, INC.

### NOTES TO COMBINED FINANCIAL STATEMENTS DECEMBER 31, 2013 AND 2012

#### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION

##### Organization -

Root Capital, Inc. is a non-profit, social investment fund, that grows rural prosperity in poor, environmentally vulnerable places in Africa and Latin America by lending capital, delivering financial training, and strengthening market connections for small and growing agricultural businesses. Root Capital, Inc. operates the following programs:

**Finance:** Root Capital, Inc. provides loans (see Note 3) ranging generally from \$50,000 to \$2 million to rural small and growing businesses, especially those businesses not currently reached by commercial lenders. Most of Root Capital, Inc.'s loans can be categorized as follows:

- Short-term trade credit and pre-harvest loans with terms of up to one year which are generally oriented around a harvest or production cycle. These loans are used by borrowers to cover costs of purchasing raw product from their farmer suppliers.
- Fixed-asset loans with terms of up to seven years for investment in equipment and infrastructure.
- General working capital loans with terms from one to seven years.

Root Capital, Inc.'s lending supports sustainable environmental practices that protect rural ecosystems.

Root Capital, Inc. manages two lending portfolios:

- **The Sustainable Trade Fund (STF):** Root Capital, Inc. seeks to scale and demonstrate its lending model. The STF includes loans for businesses that export natural products such as coffee, cocoa, nuts, and fresh fruits and vegetables. Within the STF, Root Capital, Inc. identifies and finances early-stage businesses and accompanies their growth.
- **Frontier Portfolios (FPs):** Root Capital, Inc. seeks to push the frontier of agricultural lending. The FPs include loans for production of goods for domestic consumption rather than export. The FPs also include loans that seek to achieve particularly high social or environmental impact on rural communities, such as improved food security.

**Advise:** The Financial Advisory Services program provides targeted financial management training to current and prospective clients so they have the financial management skills they need to grow and sustain their businesses. Financial Advisory Services prepares small and growing businesses with growth potential to qualify for credit and to mitigate the risk of lending to these businesses.

**Catalyze:** Root Capital, Inc. seeks to catalyze a thriving financial market to support historically underserved rural small and growing businesses. The program's strategy is to:

- **Innovate:** conduct R&D, study impact at the household and business levels, and look for ways to increase impact.
- **Accelerate:** share learning from work with like-minded peers to build common standards and practices necessary for the industry to thrive and scale.

## ROOT CAPITAL, INC.

### NOTES TO COMBINED FINANCIAL STATEMENTS DECEMBER 31, 2013 AND 2012

#### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

##### Organization (continued) -

Root Capital, Inc. plays a leadership role in associations in the rural impact investing space. Through active participation in groups like the Aspen Network of Development Entrepreneurs and the Global Impact Investment Network, Root Capital, Inc. helps to draw attention to the market and impact opportunities for sustainable value chain finance; to inspire emulation and replication of financial, social and environmental elements of its model; and to share lessons from its experience.

Root Capital, Inc. aims to accomplish this by partnering with (a) global retailers and importers to facilitate ethical and sustainable supply chains from point of origin in developing countries; (b) local and global financial institutions to channel capital to underserved rural markets; and (c) networks of like-minded social financiers to advance a common agenda for sustainable trade finance and the broader field of finance and business development targeted to small and growing businesses (SGBs). Root Capital, Inc. combines its financials with ACCDER for the purposes of financial statement presentation (see below).

ACCDER (Asociación Capacitadora y Catalizadora de Desarrollo Empresarial Rural) is a civil association that was incorporated by decree of its founding assembly on September 22, 2011, in accordance with the Civil Code of the Republic of Peru. ACCDER is a socially-oriented organization (although it does not currently enjoy non-profit status) that helps small and medium enterprises gain access to financing and financial training. ACCDER's primary financing partner is Root Capital, Inc. ACCDER is funded primarily by grants from Root Capital, Inc. Given this economic interest, ACCDER is combined with Root Capital, Inc. for audit presentation purposes.

Root Capital, Asociación Civil (A.C.), was incorporated by decree of its founding assembly (whose members include Root Capital, Inc. and an individual) on December 4, 2012, in accordance with the Civil Code of the Federal District of the United Mexican States. Root Capital A.C. functions as an affiliate of Root Capital, Inc. in Mexico, and was granted tax-exempt status during 2013. Its primary purpose is to promote the development and sustainable growth of marginalized and economically vulnerable rural communities through the provision of technical assistance to individuals and businesses in such communities to foster their economic and social integration and ability to thrive. The financial activities of this entity have been combined with Root Capital, Inc. beginning in 2013 based on the economic interest between the organizations.

##### Basis of presentation -

The accompanying combined financial statements are presented on the accrual basis of accounting, and represent the combined activity of Root Capital, Inc., ACCDER and A.C., together "Root Capital", in accordance with FASB ASC 958-810, *Not-for-Profit Entities, Consolidation*. All intercompany transactions have been eliminated in combination.

##### Cash and cash equivalents -

Root Capital considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

## ROOT CAPITAL, INC.

### NOTES TO COMBINED FINANCIAL STATEMENTS DECEMBER 31, 2013 AND 2012

#### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

##### Cash and cash equivalents (continued) -

Through December 31, 2012, the Dodd-Frank Wall Street Reform and Consumer Protection Act ("Dodd-Frank Act") provides temporary unlimited deposit insurance coverage for non-interest bearing transaction accounts at all Federal Deposit Insurance Corporation (FDIC) - insured depository institutions (the "Dodd-Frank Deposit Insurance Provision"). Root Capital maintains a portion of their cash balances at financial institutions in non-interest bearing accounts; thereby, all of these cash balances are protected by FDIC under this Act. Beginning January 1, 2013, funds deposited in non-interest bearing accounts will no longer receive unlimited deposit insurance coverage. Bank deposit accounts at one institution will be insured by the FDIC up to a limit of \$250,000. Management believes the risk in these situations to be minimal.

Root Capital had approximately \$119,286 and \$51,485 of cash and cash equivalents on hand and held at financial institutions in foreign countries at December 31, 2013 and 2012, respectively. The majority of funds invested in foreign countries is uninsured.

##### Escrow funds -

Escrow funds represent amounts that are held separately in accordance with the terms of certain loan receivable agreements (Note 3). As of December 31, 2013 and 2012, total escrow funds were \$1,331,107 and \$118,883, respectively.

##### Investments -

Investments consist of a mutual fund containing money market instruments and short term, fixed income securities, and are recorded at their readily determinable fair value. Realized and unrealized gains and losses are included in investment income in the accompanying Combined Statements of Activities and Changes in Net Assets.

##### Loans receivable and allowance for loan losses -

Loans receivable are stated net of an allowance for loan losses (see Notes 3 and 4). The allowance is an amount that management believes will be adequate to absorb losses on existing loans that may become uncollectable.

##### Grants and pledges receivable -

Grants and pledges receivable represent amounts due from donors and are stated at their net present value (discounted value of grants and pledges). Management considers all amounts to be fully collectable. Accordingly, an allowance for doubtful accounts has not been established.

##### Property, equipment and leasehold improvements -

Root Capital records purchased property and equipment (with an acquisition value of \$5,000 or more) at cost. Depreciation is calculated on a straight-line basis over the estimated useful lives of the related assets, generally three years (software) to five years (furniture and equipment). Leasehold improvements are amortized over the remaining life of the lease. The cost of maintenance and repairs is recorded as expenses are incurred.

ROOT CAPITAL, INC.

NOTES TO COMBINED FINANCIAL STATEMENTS  
DECEMBER 31, 2013 AND 2012

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION  
(Continued)

Income taxes -

Root Capital, Inc. is a Massachusetts not-for-profit corporation exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income taxes has been made in the accompanying combined financial statements. Root Capital, Inc. is not a private foundation.

ACCDER is a civil association incorporated in Peru; the entity has filed for tax-exempt status; however, exemption has not been granted as of the date of this report. During 2013, ACCDER realized a tax liability of \$16,091 based on the results of its 2013 activities. During 2012, ACCDER realized a tax liability of \$15,608 based on the results of its 2012 activities. Root Capital, A.C. did not realize any tax liability during 2012 as operations did not commence until 2013, and during January 2014 the entity was granted tax exemption.

Uncertain tax positions -

For the years ended December 31, 2013 and 2012, Root Capital has documented its consideration of FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes and has determined that no material uncertain tax positions qualify for either recognition or disclosure in the combined financial statements.

The Federal Form 990, *Return of Organization Exempt from Income Tax*, is subject to examination by the Internal Revenue Service, generally for three years after it is filed. Root Capital does not expect any tax positions to change significantly within the next twelve months.

Revenue recognition -

Unrestricted and temporarily restricted contributions and grants are recorded as revenue in the year notification is received from the donor.

Temporarily restricted contributions and grants are recognized as unrestricted support only to the extent of actual expenses incurred in compliance with the donor-imposed restrictions and satisfaction of time restrictions. Temporarily restricted contributions and grants received in excess of expenses incurred are shown as temporarily restricted net assets in the accompanying combined financial statements.

Revenues from interest on loans and investment income are recorded as they accrue. Loan fees are recognized as revenue in the year the related loans are closed.

Net asset classification -

The net assets are reported in two self-balancing groups as follows:

**Unrestricted net assets** are those net resources that bear no external restrictions and are generally available for all uses by Root Capital. As a loan fund, it is important for Root Capital to build unrestricted net assets to maintain a loan loss reserve and a reasonable debt to equity ratio.

## ROOT CAPITAL, INC.

### NOTES TO COMBINED FINANCIAL STATEMENTS DECEMBER 31, 2013 AND 2012

#### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Net asset classification (continued) -

Root Capital has grouped its unrestricted net assets into the following categories:

- ◆ **Operating reserve** represents funds available to carry on the operations of Root Capital. Root Capital's policy is to calculate the operating reserve as 50% of the ensuing year's budgeted operating deficit before contributions for the Finance programs, 50% of the ensuing year's budgeted operating expenses for the Catalyze program and 50% of the ensuing year's core operating expenses for the Advise program. During 2013, \$685,934 was added to operating reserve net assets. During 2012, \$873,573 was added to operating reserve net assets.
- ◆ **Board designated for lending capital** represents amounts set aside to provide a capital base for lending activities. Root Capital maintains a policy of committing unrestricted net assets in excess of those needed to fund operating and loan loss reserves for lending capital. During 2013, Board designated for lending capital was decreased by \$524,889. During 2012, Board designated for lending capital was increased by \$2,683,677.
- ◆ **Board designated for loan loss reserves** represent amounts designated by the Board of Directors to provide for potential loan losses. The Board of Directors has developed a policy to restrict certain funds to supplement the allowance for loan losses equal to 10% of the outstanding loans receivable balance (see Note 4). This serves as a liquidity reserve, providing a security enhancement to investors. Based on Root Capital's policy, the loan loss reserve was increased by \$10,285 during 2013; the loan loss reserve was decreased by \$2,840,630 during 2012.

**Temporarily restricted net assets** are those unexpended financial resources that are restricted by donors as to purpose or timing of expenditure. Permanent lending capital is the term Root Capital uses to describe those capital resources which primarily provide a permanent capital base for lending activities, and secondarily assist in meeting debt covenants and providing for potential loan losses. Permanent lending capital is generally not available for operating costs of the Loan Fund. No donor has imposed an obligation on Root Capital to replenish the principal of any gift of permanent lending capital in the event such funds are needed to offset loan losses. Accordingly, donor restricted permanent lending capital awards have been classified as temporarily restricted net assets in the accompanying Statements of Financial Position.

In-kind contributions -

Root Capital receives contributed services in support of its operating and programmatic activities; donated services (legal fees) have been recorded at fair value as of the date of the gift. The value of these contributions received during 2013 and 2012 totaled \$333,671 and \$367,661, respectively, and have been recorded as in-kind contributions revenue and donated professional services expense in the accompanying combined financial statements.



ROOT CAPITAL, INC.

NOTES TO COMBINED FINANCIAL STATEMENTS  
DECEMBER 31, 2013 AND 2012

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION  
(Continued)

Use of estimates -

The preparation of the combined financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the combined financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Functional allocation of expenses -

The costs of providing the various programs and other activities have been summarized on a functional basis in the Combined Statements of Activities and Changes in Net Assets. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

2. INVESTMENTS

Investments consisted of the following at December 31, 2013 and 2012:

	2013		2012	
	Cost	Fair Value	Cost	Fair Value
Mutual Fund	\$ 9,057,233	\$ 9,045,149	\$ 6,284,000	\$ 6,307,347

Included in interest and investment income are the following during December 31, 2013 and 2012:

	2013	2012
Interest and dividends	\$ 230,314	\$ 183,231
Unrealized (loss) gain on investments	(35,431)	126,277
Realized loss on sales of investments	(6,204)	-
<b>TOTAL INTEREST AND INVESTMENT INCOME</b>	<b>\$ 188,679</b>	<b>\$ 309,508</b>

3. LOANS RECEIVABLE

Root Capital's direct lending activity is its core business. Following is a summary of Root Capital's loans receivable as of December 31, 2013 and 2012, respectively:

Type	2013		2012	
	Number of Loans	Amount	Number of Loans	Amount
Trade credit	120	\$ 38,853,496	127	\$ 44,701,613
Fixed asset loans	37	11,045,151	25	4,702,672
General working capital	65	20,081,181	33	9,662,125
Pre-harvest credit	7	1,896,068	11	2,706,638
<b>TOTAL</b>	<b>229</b>	<b>\$ 71,875,896</b>	<b>196</b>	<b>\$ 61,773,048</b>

**ROOT CAPITAL, INC.**

**NOTES TO COMBINED FINANCIAL STATEMENTS  
DECEMBER 31, 2013 AND 2012**

**3. LOANS RECEIVABLE (Continued)**

The five largest outstanding loans receivable were approximately 15% and 19% of the portfolio as of December 31, 2013 and 2012, respectively. The average outstanding loan balance at December 31, 2013 was \$313,869 and the average interest rate on the outstanding loan balances at December 31, 2013 was 10.26%. The average outstanding loan balance at December 31, 2012 was \$315,961 and the average interest rate on the outstanding loan balances at December 31, 2012 was 10.68%.

Scheduled repayments of loans receivable at December 31, 2013 and 2012 are as follows:

<u>Year Ending December 31,</u>	<u>2013</u>	<u>2012</u>
2013	\$ -	\$ 47,448,649
2014	49,538,371	3,310,468
2015	7,763,596	6,255,845
2016	4,873,240	2,616,206
2017	2,883,109	1,691,880
2018	3,867,580	450,000
2019 and Thereafter	<u>2,950,000</u>	<u>-</u>
	71,875,896	61,773,048
Less: Allowance for loan losses (Note 4)	<u>(1,642,251)</u>	<u>(2,119,820)</u>
<b>NET LOANS RECEIVABLE</b>	<b><u>\$ 70,233,645</u></b>	<b><u>\$ 59,653,228</u></b>

Guarantee Agreement

Root Capital previously had loan guarantee agreements with the United States Agency for International Development (USAID), which had maximum obligations of \$4,000,000 and \$2,000,000 from USAID. The guarantees, which backed as much as 50% of an outstanding loan balance, were intended to strengthen Root Capital's ability to finance loans to small and medium agribusinesses and ecotourism businesses located in Africa, Mexico, Guatemala, Nicaragua, Panama, and Peru and thus stimulate economic growth in the targeted countries. Although both guarantees expired in 2008, collection efforts continue. During 2013 and 2012, the Organization recovered \$43,000 and \$0, respectively, on loans from one borrower. In accordance with the guarantee agreement, Root Capital was obligated to pay 50% of any amounts recovered to USAID for up to three years after the guarantees expired, less applicable recovery costs.

In March 2010, Root Capital obtained a loan guarantee agreement with the USAID, which had a maximum obligation of \$5,542,500 from USAID. The guarantee backs as much as 50% of an outstanding loan balance, and is intended to strengthen Root Capital's ability to finance loans to non-sovereign small and medium sized enterprises, organizations, or cooperatives in El Salvador, Ghana, Haiti, Indonesia, Liberia, Mongolia, and Tanzania. The loan guarantee expires March 2020. During 2013, a \$84,453 claim was submitted to USAID on the guarantee for three loans. During 2012, a \$161,027 claim was submitted to USAID on the guarantee for two loans.

In September 2012, Root Capital obtained a loan guarantee agreement with USAID, which had a maximum obligation of \$6,250,000 from USAID. The guarantee backs as much as 50% of an outstanding loan balance, and is intended to strengthen Root Capital's ability to finance loans to non-sovereign small and medium sized enterprises, organizations, or cooperatives in 19 countries in Africa. The loan guarantee expires September 2019.

ROOT CAPITAL, INC.

NOTES TO COMBINED FINANCIAL STATEMENTS  
DECEMBER 31, 2013 AND 2012

3. LOANS RECEIVABLE (Continued)

Committed Current Assets

As of December 31, 2013 and 2012, Root Capital had committed approximately \$22,882,239 and \$38,844,388, respectively, of current assets (mostly cash and cash equivalents) for future disbursements on existing loan commitments. Root Capital has in place liquidity management policies and procedures to manage the timing of expected disbursements on these loans.

Foreign Currency Lending

Root Capital makes loans in foreign currencies to accommodate clients whose products are not exported and who do not have access to U.S. currency. The current portfolio includes loans made in several foreign currencies; the U.S. Dollar (\$) equivalents as of December 31, 2013 and 2012 are as follows:

Currency	2013	2012
U.S. Dollar	\$ 62,192,994	\$ 57,978,061
Euro	7,323,919	2,016,625
British Pound	302,849	493,876
Kenyan Shilling	465,740	595,262
Tanzanian Shilling	331,948	248,442
Ugandan Shilling	379,745	27,612
Ghanaian Cedi	773,876	337,359
Senegalese Franc	54,968	-
Rwandan Franc	49,857	-
Peruvian Nuevo Sol	-	75,811
<b>TOTAL LOANS RECEIVABLE</b>	<b><u>\$ 71,875,896</u></b>	<b><u>\$ 61,773,048</u></b>

4. ALLOWANCE FOR LOAN LOSSES

An allowance for loan losses is an estimate of expected losses of loan principal. The allowance for loan losses is based on expected losses as determined under Root Capital's risk rating policy (see Note 1).

The allowance for loan losses consisted of the following as of December 31:

	2013	2012
Balance, beginning of year	\$ 2,119,820	\$ 1,352,510
Allowance for loan losses	3,369,664	3,322,328
Loan participation loan loss reserve	-	145
Loans written off	<u>(3,847,233)</u>	<u>(2,555,163)</u>
<b>BALANCE, END OF YEAR</b>	<b><u>\$ 1,642,251</u></b>	<b><u>\$ 2,119,820</u></b>

Root Capital also records an allowance for potential losses of interest receivable. Root Capital nets the provision associated with such allowances against interest revenue on loans in the accompanying Statements of Activities and Changes in Net Assets. The balance of the allowance for losses of interest receivable was \$61,558 and \$108,223 as of December 31, 2013 and 2012, respectively.

ROOT CAPITAL, INC.

NOTES TO COMBINED FINANCIAL STATEMENTS  
DECEMBER 31, 2013 AND 2012

5. NOTES PAYABLE AND SUBORDINATED DEBT

As of December 31, 2013 and 2012, Root Capital had 150 and 171 outstanding notes payable to lenders (investors), respectively. Notes payable bear a weighted average interest rate of 2.22% and 2.33% as of December 31, 2013 and 2012, respectively, and mature at various dates from 2014 to 2022. All notes payable are unsecured.

Included in notes payable as of December 31, 2013 is \$2,650,000 of subordinated debt from three foundations. Included in notes payable as of December 31, 2012 is \$4,200,000 of subordinated debt from five foundations. Interest of 0% to 1% is due annually on each note, with lump-sum payments of principal due on or before the maturity dates between March 2014 and May 2017. The notes are subordinate to all senior creditors. Also included in notes payable are two loans from Board members; the balance of the loans totaled \$2,000,000 and \$2,145,910 at December 31, 2013 and 2012, respectively, including accrued interest of \$20,111 and \$20,910. The terms of the note are consistent with terms of notes payable that Root Capital has with other non-related parties.

A summary of loans payable, including subordinated debt, as of December 31, 2013 and 2012, including significant investors, is as follows:

Investor	2013		2012	
	Interest Rate	Outstanding Principal	Interest Rate	Outstanding Principal
A	1.89% to 2.69%	\$ 19,928,574	1.89% to 2.69%	\$ 22,785,716
B	1.0%	10,000,000	1.0%	10,000,000
C	2.5% to 3.0%	9,000,000	2.5% to 3.0%	9,000,000
D	1.0% to 2.5%	4,000,000	1.0% to 2.5%	8,000,000
E	3.71%	6,000,000	3.0%	3,000,000
All other investors	0% to 3.25%	<u>25,998,837</u>	0% to 4.0%	<u>28,447,153</u>
		<b><u>\$ 74,927,411</u></b>		<b><u>\$ 81,232,869</u></b>

As of December 31, 2013 and 2012, the outstanding principal of the notes payable was \$74,927,411 and \$81,232,869, respectively; maturities are as follows:

<u>Year Ending December 31,</u>	<u>2013</u>	<u>2012</u>
2013	\$ -	\$ 22,366,576
2014	17,047,824	19,101,965
2015	7,720,785	6,270,000
2016	26,184,067	15,797,000
2017	7,724,735	7,697,328
2018	10,000,000	10,000,000
2019 and Thereafter	<u>6,250,000</u>	<u>-</u>
	<b><u>\$ 74,927,411</u></b>	<b><u>\$ 81,232,869</u></b>

The loan agreements contain various covenants, which among other things, place restrictions on Root Capital's ability to incur additional indebtedness and require Root Capital to maintain certain financial ratios. As of the date of this report, Root Capital was in compliance with all loan covenants.

ROOT CAPITAL, INC.

NOTES TO COMBINED FINANCIAL STATEMENTS  
DECEMBER 31, 2013 AND 2012

5. NOTES PAYABLE AND SUBORDINATED DEBT (Continued)

Loan Participation

The loan participation liability represents a syndicated loan/participation agreement between Root Capital and another investor, net of allowance of \$145 in 2013 and 2012, as follows:

<u>Year Ending December 31,</u>	<u>2013</u>		<u>2012</u>		<u>2013 Participation</u>	<u>2012 Participation</u>
	<u>Participation Liability</u>	<u>Outstanding Balance</u>	<u>Participation Liability</u>	<u>Outstanding Balance</u>		
Loan Participant B Agreement 3	\$ <u>20,830</u>	\$ <u>142,133</u>	\$ <u>28,955</u>	\$ <u>161,021</u>	15.0 %	18.0 %

6. GRANTS AND PLEDGES RECEIVABLE

Grants and pledges receivable represent uncollected, unconditional promises to give in the form of grants and pledges from various donors. Grants and pledges due within one year are classified as current assets; those due beyond one year are recorded at their net present value using an interest rate effective as of the date of the award.

As of December 31, 2013 and 2012, grants and pledges receivable were due as follows:

<u>Year Ending December 31,</u>	<u>2013</u>	<u>2012</u>
2013	\$ -	\$ 8,950,273
2014	10,614,965	5,604,107
2015	1,981,030	518,983
2016	<u>575,000</u>	<u>200,000</u>
Total grants and pledges receivable	13,170,995	15,273,363
Less: Current portion	(10,614,965)	(8,950,273)
Less: Discount (3.25%)	<u>(80,456)</u>	<u>(226,856)</u>
<b>NET NONCURRENT GRANTS AND PLEDGES RECEIVABLE</b>	<b>\$ <u>2,475,574</u></b>	<b>\$ <u>6,096,234</u></b>

7. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consisted of the following at December 31, 2013 and 2012:

	<u>2013</u>	<u>2012</u>
Time restricted	\$ 3,177,397	\$ 234,617
Program restricted	11,007,813	16,758,258
Permanent lending capital - donor designated	6,533,898	6,133,898
Loan loss reserve - donor designated	<u>4,466,667</u>	<u>3,466,666</u>
<b>TOTAL TEMPORARILY RESTRICTED NET ASSETS</b>	<b>\$ <u>25,185,775</u></b>	<b>\$ <u>26,593,439</u></b>

ROOT CAPITAL, INC.

NOTES TO COMBINED FINANCIAL STATEMENTS  
DECEMBER 31, 2013 AND 2012

7. TEMPORARILY RESTRICTED NET ASSETS (Continued)

The following temporarily restricted net assets were released from donor restrictions at December 31, 2013 and 2012, by incurring expenses (or through the passage of time) which satisfied the restricted purposes specified by the donors:

	<u>2013</u>	<u>2012</u>
Satisfaction of time restrictions	\$ 1,658,396	\$ 358,077
Satisfaction of program restrictions	<u>7,469,075</u>	<u>6,640,886</u>
<b>TOTAL NET ASSETS RELEASED FROM DONOR RESTRICTIONS</b>	<b><u>\$ 9,127,471</u></b>	<b><u>\$ 6,998,963</u></b>

During the year ended December 31, 2013, certain donors elected to de-obligate funding commitments (made in previous years) totaling \$6,683,333. The funding was de-obligated due to changes in donor giving priorities and adverse market conditions that affected Root Capital's growth, neither of which could have been determined at the time the revenue was originally recorded.

8. COMMITMENTS

During 2010, Root Capital entered into an operating lease for its principal office space in Cambridge, Massachusetts. The lease began in January, 2010, with monthly payments of \$16,383, beginning in July, 2010, and increasing annually as defined in the agreement. Root Capital is also responsible for its pro-rata share of the building's operating expenses and real estate taxes. The lease agreement expires in June 2015. As Root Capital received six months of free rent (and has an obligation to pay an annual escalation), generally accepted accounting principles require that the total rent commitment should be recognized on a straight-line basis over the term of the lease.

Accordingly, the difference between the actual monthly payments and the rent expense being recognized for financial statement purposes is being deferred; such amount will be amortized over the term of the lease agreement. The total deferred rent benefit recognized during the years ended December 31, 2013 and 2012 was \$53,668 and \$31,870, respectively. As of December 31, 2013 and 2012, the total deferred rent liability aggregated \$97,062 and \$150,730, respectively.

On December 28, 2011, Root Capital entered into a two year operating sublease with ARUP Services New York Limited for additional space on the fourth floor of the same building it occupies in Cambridge. The agreement term commenced on March 1, 2012, and requires a lease payment of \$11,482 per month. Root Capital is also responsible for its prorata share of the building's operating expenses and real estate taxes. The lease was not renewed during 2014.

Root Capital also leases office space under short-term lease agreements in Kenya, Mexico, Costa Rica and Haiti. ACCDER rents office space under a three-year operating lease agreement.

ROOT CAPITAL, INC.

NOTES TO COMBINED FINANCIAL STATEMENTS  
DECEMBER 31, 2013 AND 2012

8. **COMMITMENTS (Continued)**

Following is a schedule of the future minimum lease payments under all office leases:

Year Ending December 31,

2014	\$ 510,201
2015	236,307
2016	55,395
2017	36,225
2018	<u>15,664</u>
	<u>\$ 853,792</u>

Occupancy expense for the years ended December 31, 2013 and 2012 (including utilities and maintenance) totaled \$743,175 and \$619,998, respectively.

EcoLogic Development Fund, Inc.

EcoLogic Development Fund, Inc. (EDF) spun-off Root Capital in August, 1999, but retained control over the election of its Board of Directors. Since 1993, EDF has provided grants and technical assistance to local grassroots organizations that share its commitment to community empowerment and environmental conservation. In April, 2006, the Board membership of Root Capital was changed to a self-perpetuating membership of individuals independent of EDF.

Root Capital entered into an agreement whereby it pays EDF an amount equal to the greater of \$15,000 or ten percent of Root Capital's net financing operating revenues as defined in the agreement. During 2013 and 2012, Root Capital paid EDF \$15,000 according to the agreement, which is included in "other direct costs" in the accompanying Statements of Functional Expenses. The agreement expires in 2015.

9. **RETIREMENT PLAN**

Root Capital has implemented a defined contribution retirement plan covering all eligible employees, who begin to participate on the first day of employment. Root Capital contributes up to 3% of each employee's annual salary. During the years ended December 31, 2013 and 2012, total retirement expense was \$156,228 and \$109,705, respectively, and is included in "salaries and related benefits" in the accompanying Statements of Functional Expenses.

10. **FAIR VALUE MEASUREMENT**

In accordance with FASB ASC 820, *Fair Value Measurement*, Root Capital has categorized its financial instruments, based on the priority of the inputs to the valuation technique, into a three-level fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure the financial instruments fall within different levels of hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement of the instrument.

**ROOT CAPITAL, INC.**

**NOTES TO COMBINED FINANCIAL STATEMENTS  
DECEMBER 31, 2013 AND 2012**

**10. FAIR VALUE MEASUREMENT (Continued)**

Investments recorded in the Combined Statements of Financial Position are categorized based on the inputs to valuation techniques as follows:

**Level 1.** These are investments where values are based on unadjusted quoted prices for identical assets in an active market Root Capital has the ability to access.

**Level 2.** These are investments where values are based on quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, or model-based valuation techniques that utilize inputs that are observable either directly or indirectly for substantially the full-term of the investments.

**Level 3.** Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

Following is a description of the valuation methodology used for investments measured at fair value. There have been no changes in the methodologies used at December 31, 2013 and 2012, respectively.

- *Mutual funds* - The fair value is equal to the reported net asset value of the fund, which is the price at which additional shares can be obtained.

The table below summarizes, by level within the fair value hierarchy, Root Capital's investments as of December 31, 2013 and 2012:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total December 31, 2013</u>
<b>Asset Class:</b>				
<b>Mutual Fund</b>	<b><u>\$ 9,045,149</u></b>	<b><u>\$ -</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 9,045,149</u></b>
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total December 31, 2012</u>
<b>Asset Class:</b>				
<b>Mutual Fund</b>	<b><u>\$ 6,307,347</u></b>	<b><u>\$ -</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 6,307,347</u></b>

**11. SUBSEQUENT EVENTS**

In preparing these combined financial statements, Root Capital has evaluated events and transactions for potential recognition or disclosure through April 16, 2014, the date the financial statements were issued.