

CARBON-BACKED SECURITIES

*Accelerating biochar project development through
innovative carbon-credit-backed debt financing*

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April 25, 2025



OUR TEAM



Grace Aranow

MBA/MEM '25

Climate tech and
infrastructure investing



Chandler Dalton

MBA '25

Management consultant
Energy and Finance & Risk



Ramil Ibrahim

MBA/MEM '27

Agricultural micro-finance
Affordable housing lending



Derek Nong

MBA '25

Corporate Sustainability and
Green Bank Lending



140+

**Global banking
institutions
with Net Zero
commitments**



50%

**Remaining
carbon budget
used between
2020-2023**



7-9B

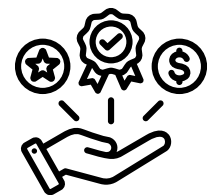
**Tons of CO₂
removed
annually by
mid-century to
meet 1.5 target**



0.5-2T

**CDR
investment
required by
2030 to meet
2050 targets**

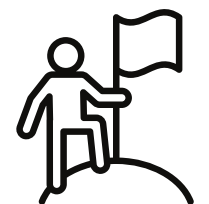
BIOCHAR ISN'T RECEIVING THE NECESSARY FUNDING



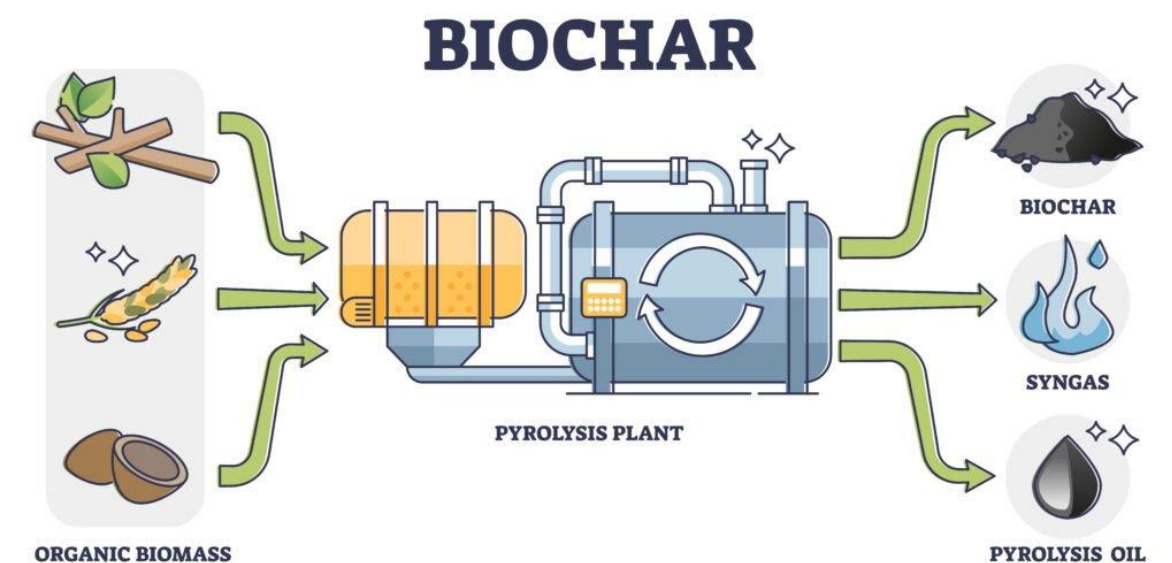
Significant co-benefits – Cleanly dispose agricultural waste while producing a fertilizer to boost yields by 25%



Scalability – Potential to remove / store up to 3B tons/yr by 2050 (28% of all required removals)



Traction – In 2023, Biochar credits in the voluntary carbon market represent **>90% of global deliveries...**



...yet only 13% of CDR investment

Underinvestment in this climate solution is a clear market failure.

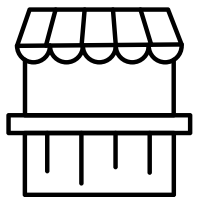
WE NEED AN INNOVATIVE SOLUTION TO OVERCOME BIOCHAR FINANCING CHALLENGES

LENDER PAIN POINTS



Lender unfamiliarity

Small projects make due diligence costly and not worth the transaction overhead



Carbon Market volatility

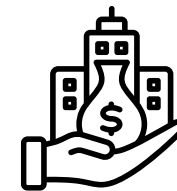
Prices for carbon credits, particularly CDR, vary widely and are hard for banks to access given tech industry monopsony



Green financing diversification

Portfolios are overweighted towards renewables with lack of investing alternatives

DEVELOPER PAIN POINTS



High upfront capital cost

Ranging from \$2-5M, depending on scale and feedstock



High financing costs

Lenders typically demand interest rates of 18%-20% or higher



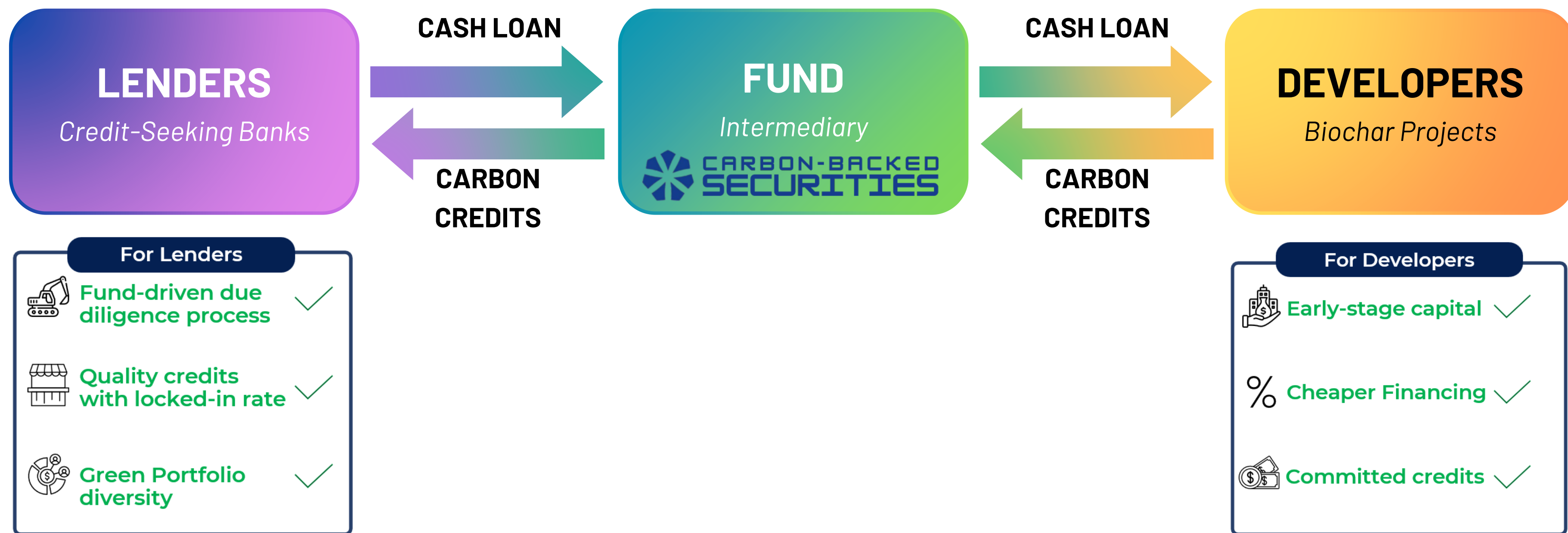
Monetizing Credits

Only 40% of issued credits have been sold on voluntary markets

FRAGMENTED POLICY SUPPORT UNDERSCORES THE NEED FOR FINANCIAL INNOVATION

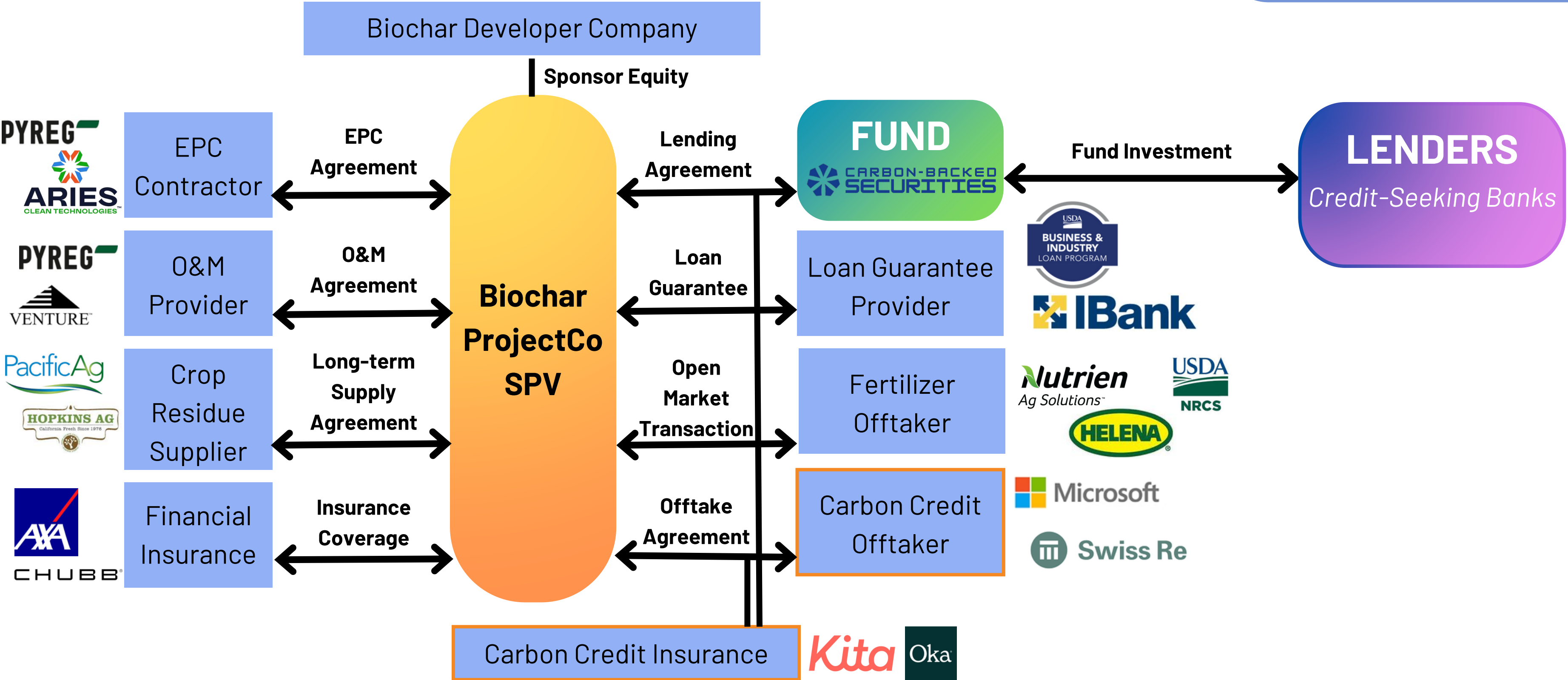
OUR SOLUTION:

CARBON-BACKED SECURITIES BRIDGES THE GAP BETWEEN **DEVELOPERS** AND **LENDERS**



DEVELOPER STRUCTURE

BIOCHAR PROJECTS ARE DERISKED VIA CONTRACTS



VALUE PROPOSITION

Creates value for...

Mitigates risk by...

LENDERS

- Attractive coupons: UST10Y + 500 bps = 9.25%
- Full-service: origination, underwriting, portfolio mgmt.
- Assured supply of carbon credits

Credit

- Fixed income: decent yield, low risk
- Fund absorbs first-loss
- Secured by hard asset collateral

FUND



- Interest rate spread: $15\% - 9.25\% = 5.75\%$
- Discount on credits: $\$185/t - \$20/t = \$165/tCO_2e$
- Mgmt. fee: 2%

Price Volatility Risk

- Price Cap + No Floor
- High upside / limited downside

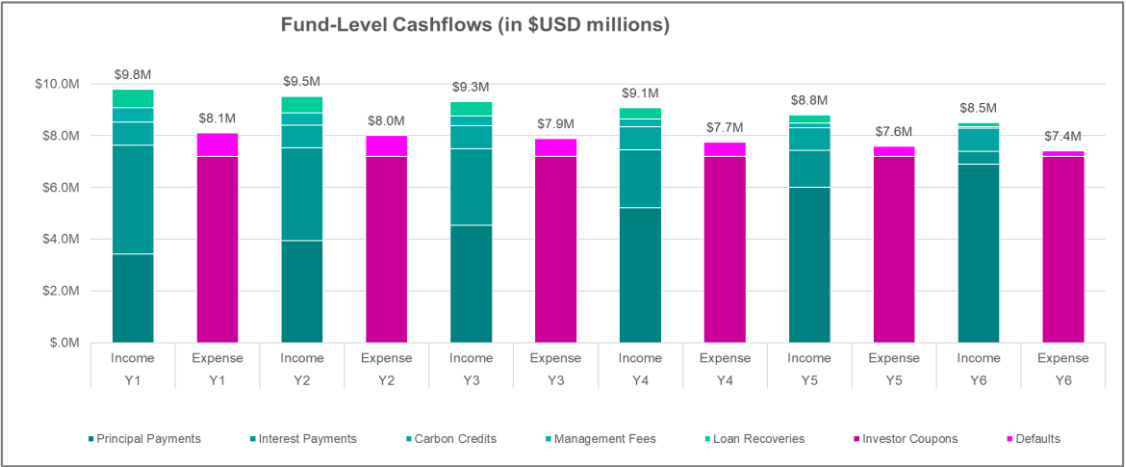
DEVELOPERS

- Lower cost of capital: Mkt (20%) – 500bps = 15%
- Assured demand for carbon credits

Repayment & Default Risk

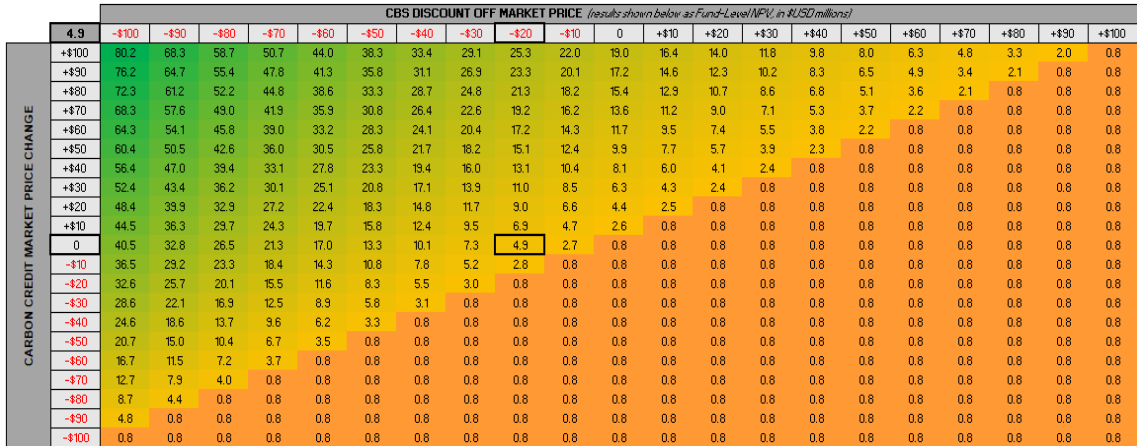
- USDA Guarantee (80% of loan)
- 1.40x DSCR, signed EPC / offtake
- Secondary source: biochar sales

FINANCIAL ANALYSIS



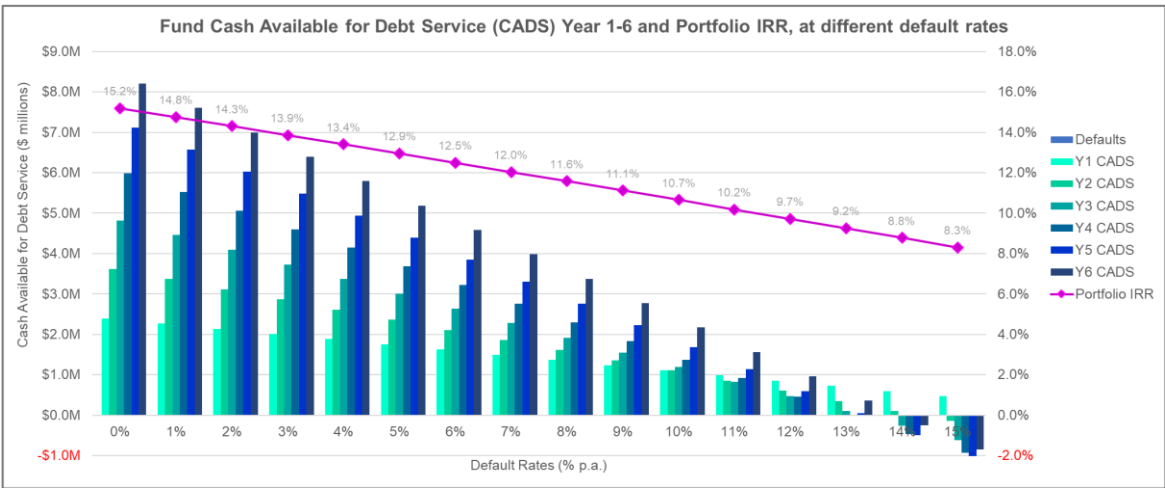
Base Case:

14% Portfolio IRR + \$5M Fund NPV at 3% defaults



Price Volatility:

Fund NPV = +ve at any carbon market price

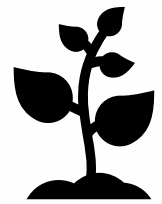


Defaults:

Stressed up to 13% before Fund delinquency risk

UNLOCKING CAPITAL FOR BIOCHAR CREATES SIGNIFICANT IMPACT

Annual Impact



46,000 tons biochar



60 rural jobs



130,000 tCO₂e removed

Impact Over Project Life



2,300,000 tCO₂e removed

20 year project life

Main SDGs addressed



SCALING OUR SOLUTION

NEAR TERM

GEOGRAPHIC EXPANSION

TECHNOLOGICAL EXPANSION

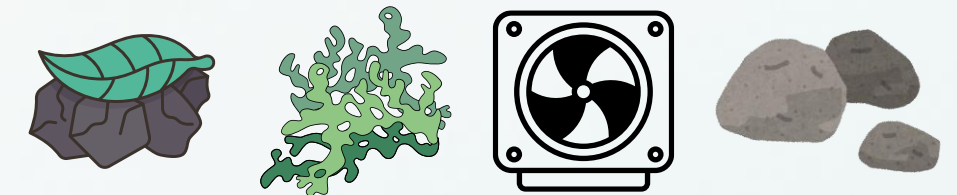
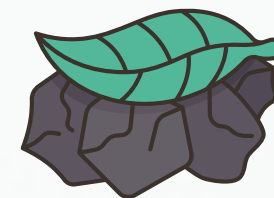
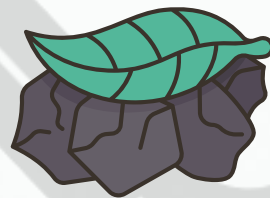
Opportunity
Size

~\$250M current,
\$500M by 2030

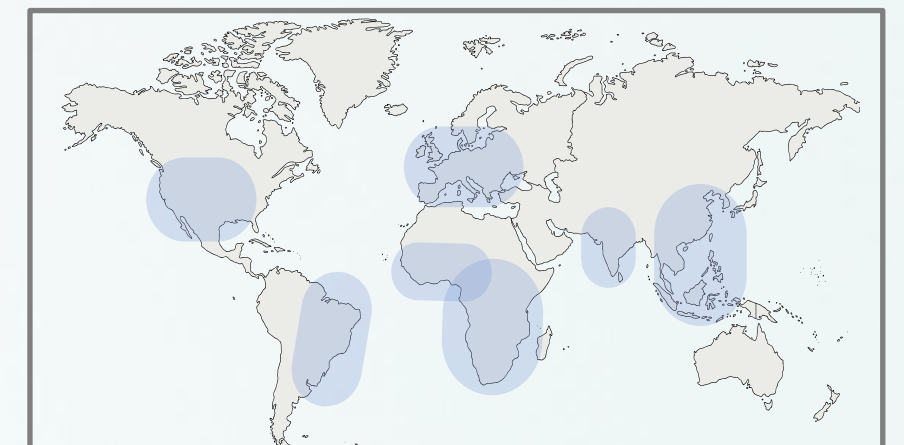
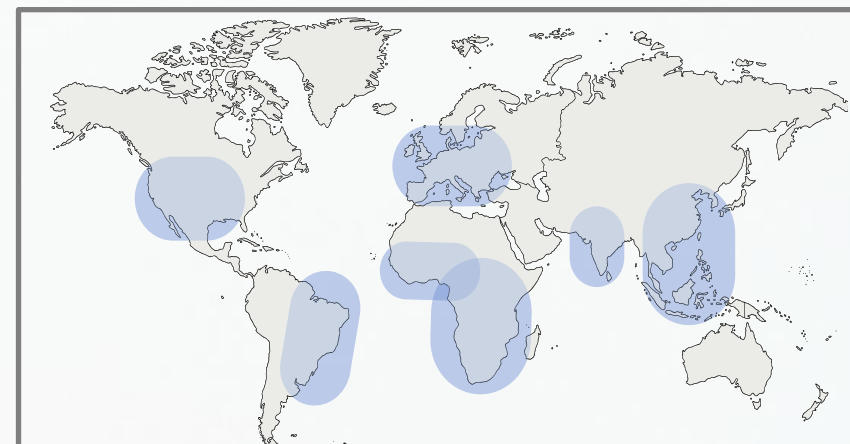
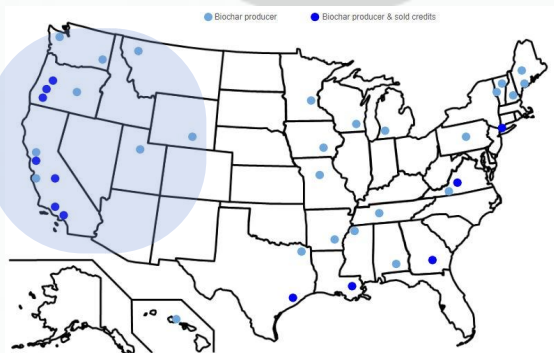
~\$540M current,
\$1.4B by 2030

~\$1.5B current,
\$25B by 2030

Investment
Focus



Target
Geography



THANK YOU TO OUR ADVISORS

Topic	Mentor	Organization
Lending and Project Finance	Richard Kauffman	GGRF, former NYSERDA
	Dan Gross	Amazon Climate Pledge
	Stephon Smith	Bank of America
	Gil Shefer	Orrick
	Chinmaya H M	Tata Steel
Biochar	Jeff Hallowell	Biomass Controls
	Josiah Hunt	Pacific Biochar
	Ross Kenyon	Airminers
	Emily Lewis	Silk Grass Farms
	Matt Plasek	US Biochar Initiative
Carbon Credit Markets	Kassandra Byaruhanga	Baringa
	Lana Le Hir	Orrick
	James Kench	Kita Carbon Insurance

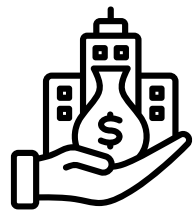


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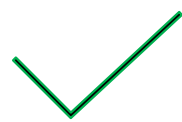


WE NEED AN INNOVATIVE SOLUTION TO OVERCOME BIOCHAR FINANCING CHALLENGES

For Developers



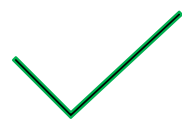
Early-stage capital



Cheaper Financing



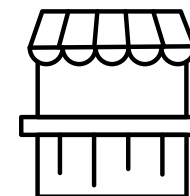
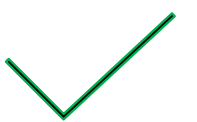
Committed credits



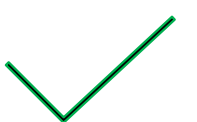
For Lenders



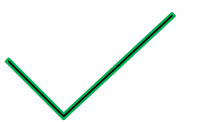
Fund-driven due diligence process



Quality credits with locked-in rate



Green Portfolio diversity



FRAGMENTED POLICY SUPPORT UNDERSCORES THE NEED FOR FINANCIAL INNOVATION

UNLOCKING CAPITAL FOR BIOCHAR CREATES SIGNIFICANT IMPACT



Most direct impact
Indirect impact / future impact through expansions
Not relevant

8

DECENT WORK AND ECONOMIC GROWTH

Each facility generates approximately 60 direct jobs in rural communities, with broader economic ripple effects through feedstock collection and increased agricultural productivity

9

INDUSTRY, INNOVATION AND INFRASTRUCTURE

Infrastructure that bridges agricultural and industry. Facilities provide regional waste processing, agricultural soil amendments, and can serve as innovation hubs

12

RESPONSIBLE CONSUMPTION AND PRODUCTION

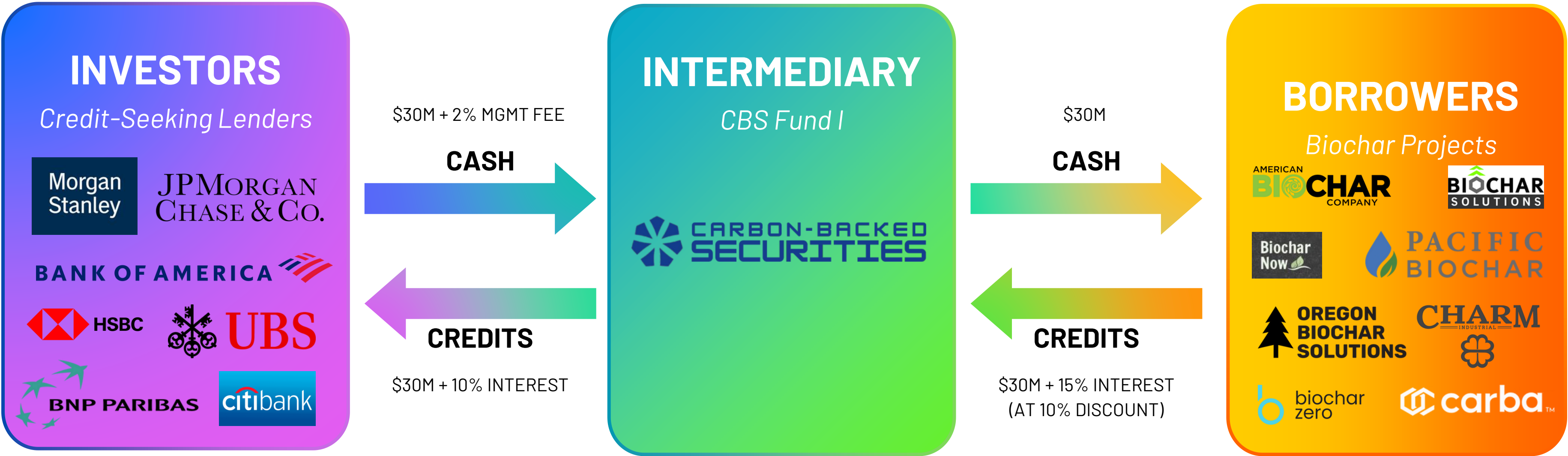
Fund catalyzes the production of 105,000 tons of biochar, improving ~26,000 acres of farmland and creating long-term soil benefits and avoiding local waterway contamination

13

CLIMATE ACTION

Fund enables 300,000 tons of carbon removal and storage annually, positioning biochar as a scalable climate solution with measurable impact

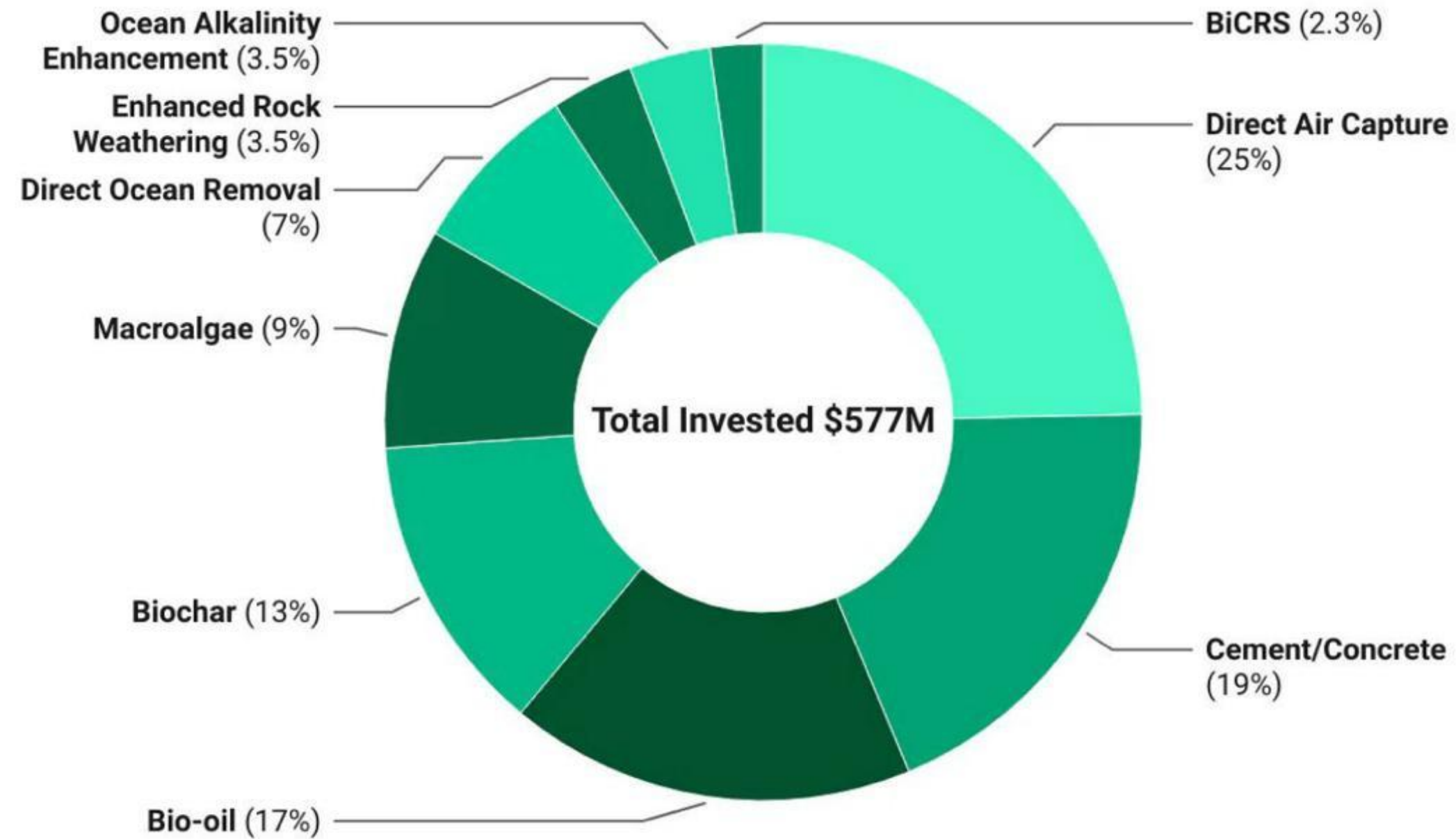
FLOW OF FUNDS



Other CDR technology

2023 Investment in Durable CDR by Method

Total invested (\$)



**Excluding soil, forest, and other less-durable forms of CDR*

Chart: CDR.fyi • Source: Compiled from public announcements, as of Dec 24, 2023 • Created with Datawrapper

US OPPORTUNITY SIZE

Global Market

- 350,000t (2023)
- \$542M and expected to reach \$1.4B (2030, 14% CAGR)
- ~300 Producers

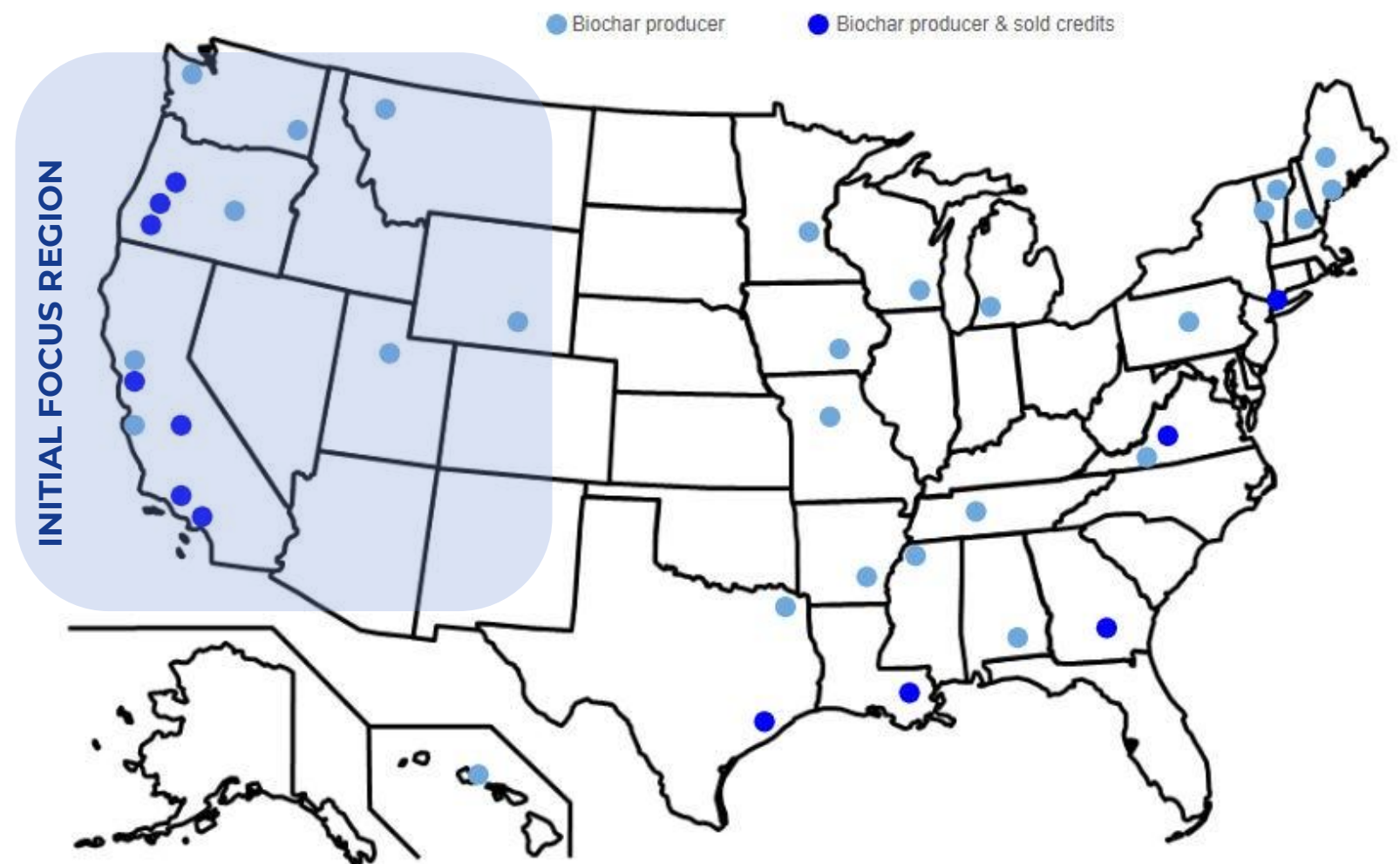
US Growth

- \$203M in US (2022), ~\$480 by 2030 (11% CAGR)
- 180 Producers

Western US Focus

- 4-8Mt of waste woody biomass produced per year
- 1-4Mt of biochar yield per year
- Figures could increase 25x if state and federal goals are met
- Increasing restrictions on agricultural waste burning (ex. San Joaquin Valley)


OVERVIEW OF US PRODUCTION



RISKS AND MITIGATION

Risk	Description	Impact	Mitigation
Credit Risk	Delinquency or default by developers due to project failure or inability to generate sufficient carbon credits/cash	Loss of principal, missed carbon credit goals	<ul style="list-style-type: none">• Strict underwriting criteria• Loan tenor and cash sweep terms enable lender to accrue 100% of economic benefit during a default• Secured collateral with marketable pyrolysis equipment
Carbon Market Price Risk	Volatility in carbon credit spot prices leading to lower-than-expected value	Reduced cash flow	<ul style="list-style-type: none">• Price Cap + No Floor provision enables lender to receive more credits in downside• Offtake contract with creditworthy offtaker limits spot market exposure
Policy Risk	Changes in carbon credit regulations or eligibility criteria	Recapture of credits, changes in subsidy available	<ul style="list-style-type: none">• Monitor policy and regulatory developments• Structure loans with alternative cash repayment options
Offtake Risk- Credits	Offtaker refuses to accept credits	Reduced cash flow	<ul style="list-style-type: none">• Take-or-Pay offtake agreements with corporate buyers• Reserve fund to cover short-term liquidity needs• Biochar revenue provides cash-based repayment
Offtake Risk- Biochar	Insufficient biochar fertilizer demand leads to low price	Reduced cash flow	<ul style="list-style-type: none">• Contract with large fertilizer providers for multi-year supply contract• Utilize USDA subsidies for farmers to promote biochar demand
Measurement, Reporting, and Verification (MRV) Certification Risk	Biochar facilities fails to achieve MRV and thus produces less credits	Lower/no carbon credit generation	<ul style="list-style-type: none">• Work with experienced developers• Include contractual penalties for verification delays/failures

SIMILAR MARKET PRODUCTS

		Pre-payments with Offtake Contract	Carbon Streaming
Upfront Payment	Yes, as loan	Yes, part of payment schedule	Yes, as nonrefundable deposit
Source of Capital	Bank Lenders with Credit Demand	Anyone (historically Tech)	Market Specialists
Use for Discounted Credits	Retire (with Resale option)	Retire	Resale for Profit
Exposure to Market Volatility	Price Cap with No Floor provides upside if prices fall	Fixed price provides no upside if prices fall	Profit/Loss based on price differential
Values Biochar Sales	Yes	No	No
Remedies for Credit Delivery Failure	Cash/Credit Sweep, Plant Repossession	None	None
Total Upfront Value at Risk	100% less equipment value	100%	100%

FINANCIAL ACCOUNTING FOR CARBON CREDITS

Accounting for Carbon Offsets

- Carbon offsets that are intended to be retired are typically considered intangible assets
- They are derecognized when they are retired, and the reporting entity records the gain/loss. Management judgement is required to determine the appropriate cost expense.
- Carbon offsets do not have an expiration date, and generally should not be impaired

Fair Valuing Carbon Offsets

- Carbon offsets are carried on the book at cost if there is no active market (ex. if price and quantity vary widely)
- If there is an active market, then the credits need to be revalued regularly compared to the market price, and any gains/losses recorded
- In instances with a signed offtake/loan contract, then the market approach, followed by cost approach would be most appropriate.

Accounting for CBS Loans

- CBS loans are recorded at amortized cost with the effective interest method, like any other financial loan

APPENDIX

FINANCIAL MODEL (1/4)

CARBON BACKED SECURITIES - FINANCIAL MODEL ASSUMPTIONS						
PROJECT LEVEL			Value	Unit	INTEREST RATE (TO BORROWER)	
CapEx per Project			\$4,000,000	\$	UST10Y	4.35% % p.a.
LTV			80.0%	%	Spread	15.65% % p.a.
Equity Required			\$800,000	\$	Market Rate	20.00% % p.a.
Biochar Production			6,160	tons/year	CBS Discount	-5.00% % p.a.
Biochar Price			\$200	\$/ton bc	CBS Rate	15.00% % p.a.
Price Escalator			2.00%	% yoy	INTEREST RATE (TO LENDER)	
Feedstock Cost			\$50	\$/ton fs	UST10Y	4.35% % p.a.
Feedstock Yield Factor			20.0%	bc.fs	Investor Spread	5.00% % p.a.
OpEx			\$100	\$/ton bc	Investor Coupon	9.35% % p.a.
Expense Escalator			3.00%	% yoy	USDA LOAN GUARANTEE	
Carbon Benefit			2.5	tCO2/ton bc	Guaranteed Portion of Loan	80.0% of loan amt.
Tax Rate			21.0%	% p.a.	Origination Fee	3.00% %
PP&E Useful Life			20	years	Retention Fee	0.55% % p.a.
Technology			25MW biopower light upgrade		CARBON CREDIT PRICE	
FUND LEVEL						
Initial Investment			\$30,000,000	\$	Market Rate @ t_0	\$185 \$/tCO2e
Tenor			6	years	Market Price Change	\$0 \$/tCO2e
Repayment Structure			Mortgage		Market Rate @ t_new	\$185 \$/tCO2e
Total Number of Projects			7.5	#	CBS Discount	-\$20 \$/tCO2e
Defaults			3.00%	% p.a.	CBS Price Cap	\$165 \$/tCO2e
Management Fee			2.00%	% p.a.	CBS Price Floor	N/A

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APPENDIX

FINANCIAL MODEL (3/4)

YEAR		0	1	2	3	4	5	6
	Total Fund Income		8,821,371	8,643,862	8,546,783	8,435,143	8,306,757	8,178,571
	EXPENSE (CASH OUTFLOWS)							
	Interest Portion of Coupon		(2,989,716)	(2,595,818)	(2,165,090)	(1,694,089)	(1,179,050)	(615,854)
	Principal Portion of Coupon		(4,212,815)	(4,606,714)	(5,037,441)	(5,508,442)	(6,023,481)	(6,586,677)
	Total Investor Coupons	9.35%	(7,202,531)	(7,202,531)	(7,202,531)	(7,202,531)	(7,202,531)	(7,202,531)
	Guarantee Origination Fee	3.00%	(900,000)	-	-	-	-	-
	Guarantee Retention Fee	0.55%	(153,100)	(130,645)	(107,951)	(81,853)	(51,839)	(17,893)
	Total Guarantee Expense		(1,053,100)	(130,645)	(107,951)	(81,853)	(51,839)	(17,893)
	Total Fund Expense		(8,255,632)	(7,333,177)	(7,310,482)	(7,284,384)	(7,254,371)	(7,220,424)
	NET INCOME (NET CASHFLOWS TO CBS)		565,740	1,310,685	1,236,301	1,150,759	1,052,387	958,147
	Fund Discount Rate	8.0%						
	Fund NPV	4,794,824						
	Fund Mgmt Fee Account Begin Bal		1,975,571	1,418,842	943,768	551,218	253,572	65,065
	Less: Mgmt. Fee Payment		(556,729)	(475,074)	(392,550)	(297,646)	(188,507)	(65,065)
	Fund Mgmt Fee Account End Bal		1,975,571	1,418,842	943,768	551,218	253,572	65,065
	Fund Cash (No Distrib.) Begin. Bal.		1,975,571	1,984,582	2,820,192	3,663,944	4,517,057	5,380,937
	Less: Mgmt Fee		(556,729)	(475,074)	(392,550)	(297,646)	(188,507)	(65,065)
	Add: Net Income / Retained Earnings		565,740	1,310,685	1,236,301	1,150,759	1,052,387	958,147
	Fund Cash (No Distrib.) End. Bal.		1,975,571	1,984,582	2,820,192	3,663,944	4,517,057	5,380,937
	Income-to-Expense Ratio (Annual)		6.9%	17.9%	16.9%	15.8%	14.5%	13.3%
	Income-to-Expense Ratio (Cumulative)		6.9%	12.0%	13.6%	14.1%	14.2%	14.0%
	RETURNS							
	Investor Cashflows		(31,975,571)	7,202,531	7,202,531	7,202,531	7,202,531	7,202,531
	Investor IRR	9.35%						

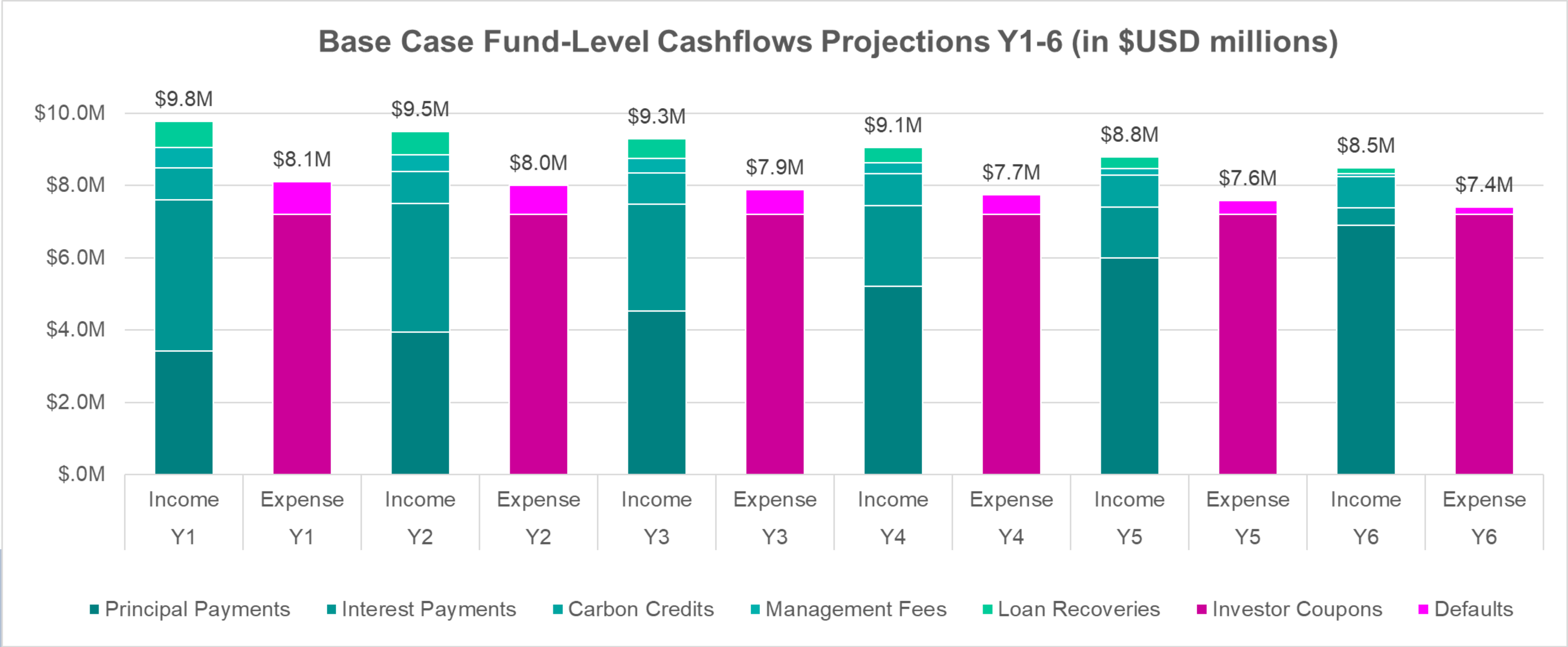
APPENDIX

FINANCIAL MODEL (4/4)

YEAR		0	1	2	3	4	5	6
RETURNS								
Investor Cashflows		(31,975,571)	7,202,531	7,202,531	7,202,531	7,202,531	7,202,531	7,202,531
Investor IRR	9.35%							
PORTFOLIO LEVEL								
Interest Income (from Borrowers)	15.0%		4,175,467	3,563,057	2,944,121	2,232,345	1,413,803	487,989
Interest Expense (Coupons to Lenders)			(2,989,716)	(2,595,818)	(2,165,090)	(1,694,089)	(1,179,050)	(615,854)
Net Interest Income			1,185,751	967,239	779,031	538,256	234,753	(127,865)
Avg. Interest Earning Assets			27,836,446	23,753,713	19,627,476	14,882,303	9,425,355	3,253,261
Net Interest Margin (Per Year)			4.3%	4.1%	4.0%	3.6%	2.5%	-3.9%
Net Interest Margin (Cumulative)			4.3%	4.2%	4.1%	4.0%	3.9%	3.6%
Portfolio Cashflows (before coupons)		(31,975,571)	8,264,642	8,168,787	8,154,234	8,137,497	8,118,250	8,113,506
Portfolio IRR	13.76%							

APPENDIX

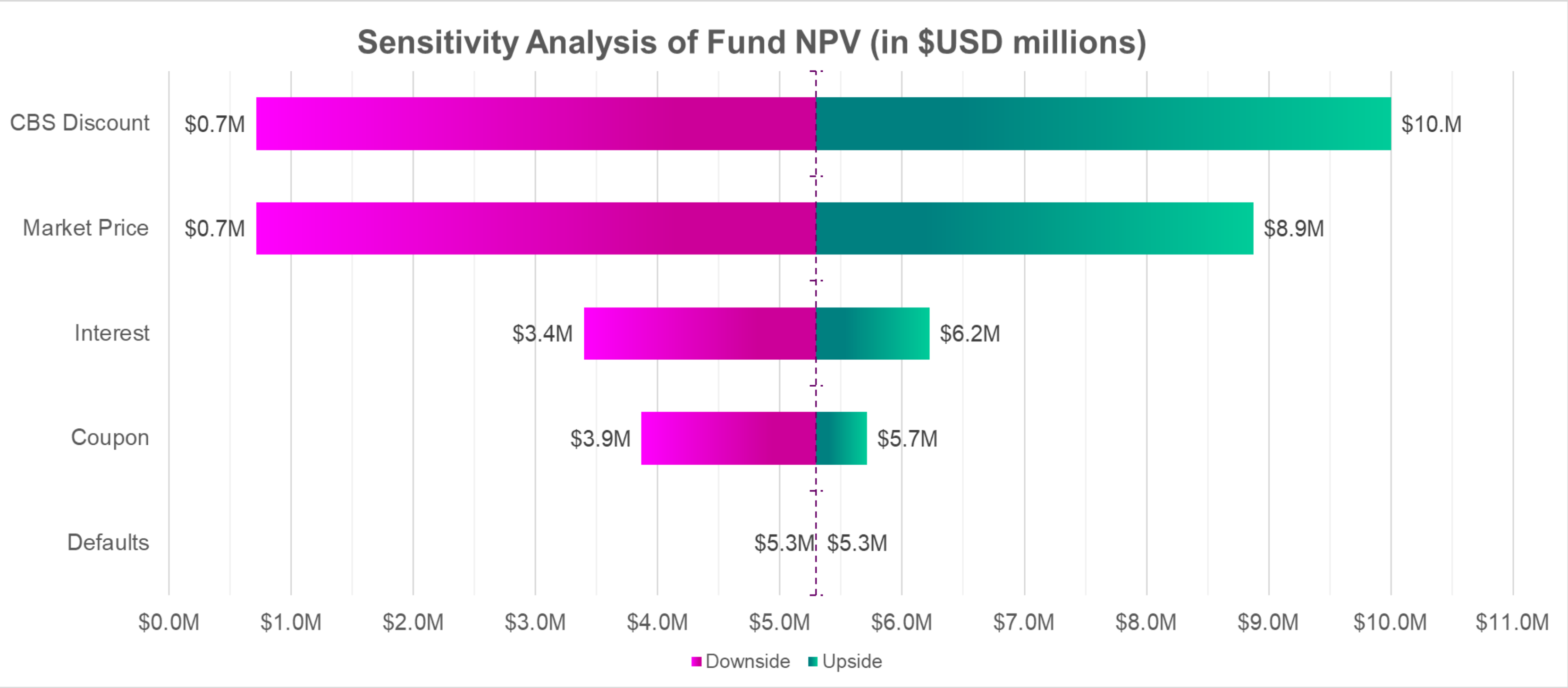
ANALYSIS: CASHFLOW PROJECTIONS



Note: Here, "income" = cash inflows and "expense" = cash outflows

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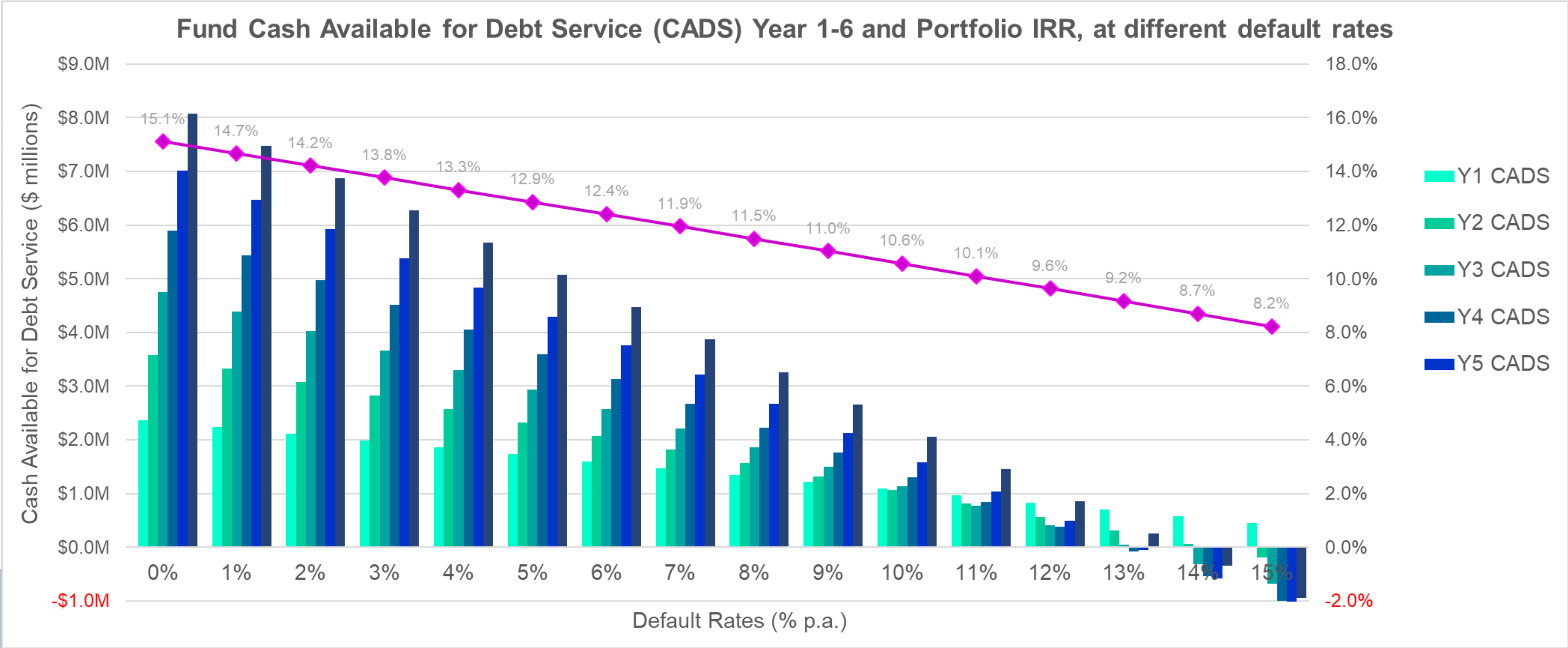
ANALYSIS: SENSITIVITY



Note: Each line item was stressed +/- 10% to produce the above effects

APPENDIX

ANALYSIS: DEFAULTS STRESS TEST



Interpretation: Defaults must exceed 13% before Fund is at risk of delinquency on coupon payments. At this point, Portfolio IRR is less than 9.25%, which is the coupon rate to Lenders.

APPENDIX

ANALYSIS: PRICE VOLATILITY SCENARIOS

		CBS DISCOUNT OFF MARKET PRICE (results shown below as Fund-Level NPV, in \$USD millions)																					
		4.8	-\$100	-\$90	-\$80	-\$70	-\$60	-\$50	-\$40	-\$30	-\$20	-\$10	0	+\$10	+\$20	+\$30	+\$40	+\$50	+\$60	+\$70	+\$80	+\$90	+\$100
CARBON CREDIT MARKET PRICE CHANGE	+\$100	79.9	68.0	58.4	50.5	43.8	38.1	33.2	29.0	25.2	21.9	18.9	16.3	13.9	11.7	9.7	7.9	6.2	4.7	3.3	1.9	0.7	
	+\$90	76.0	64.5	55.2	47.6	41.1	35.6	30.9	26.8	23.2	20.0	17.1	14.5	12.2	10.1	8.2	6.4	4.8	3.4	2.0	0.7	0.7	
	+\$80	72.0	61.0	52.0	44.6	38.4	33.1	28.6	24.6	21.1	18.0	15.3	12.8	10.6	8.5	6.7	5.0	3.5	2.0	0.7	0.7	0.7	
	+\$70	68.0	57.4	48.8	41.7	35.7	30.6	26.3	22.4	19.1	16.1	13.5	11.1	8.9	7.0	5.2	3.6	2.1	0.7	0.7	0.7	0.7	
	+\$60	64.1	53.9	45.6	38.8	33.0	28.1	23.9	20.3	17.0	14.2	11.6	9.3	7.3	5.4	3.7	2.1	0.7	0.7	0.7	0.7	0.7	
	+\$50	60.1	50.3	42.4	35.8	30.3	25.7	21.6	18.1	15.0	12.3	9.8	7.6	5.6	3.8	2.2	0.7	0.7	0.7	0.7	0.7	0.7	
	+\$40	56.2	46.8	39.2	32.9	27.6	23.2	19.3	15.9	13.0	10.3	8.0	5.9	4.0	2.3	0.7	0.7	0.7	0.7	0.7	0.7	0.7	
	+\$30	52.2	43.2	36.0	30.0	25.0	20.7	17.0	13.7	10.9	8.4	6.2	4.2	2.4	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	
	+\$20	48.2	39.7	32.8	27.1	22.3	18.2	14.6	11.6	8.9	6.5	4.4	2.4	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	
	+\$10	44.3	36.2	29.6	24.1	19.6	15.7	12.3	9.4	6.8	4.6	2.5	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	
	0	40.3	32.6	26.4	21.2	16.9	13.2	10.0	7.2	4.8	2.6	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	
	-\$10	36.4	29.1	23.2	18.3	14.2	10.7	7.7	5.1	2.8	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	
	-\$20	32.4	25.5	20.0	15.4	11.5	8.2	5.4	2.9	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	
	-\$30	28.4	22.0	16.7	12.4	8.8	5.7	3.0	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	
	-\$40	24.5	18.4	13.5	9.5	6.1	3.2	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	
	-\$50	20.5	14.9	10.3	6.6	3.4	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	
	-\$60	16.6	11.3	7.1	3.6	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	
	-\$70	12.6	7.8	3.9	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	
	-\$80	8.6	4.3	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	
	-\$90	4.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	
-\$100	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7		

Interpretation: If carbon credit market price drops below CBS price cap, Fund NPV = \$0.7M.
 At this point, Fund gets zero "profit" from carbon credit arbitrage, and only earns interest and fee income.

APPENDIX

EXAMPLE: PRICE CAP / NO FLOOR MECHANICS

	Null Case Without CBS No Price Change	Base Case With CBS No Price Change	Upside Case With CBS Price Increase +\$10	Downside Case With CBS Price Decrease -\$10
Borrower repayment at CBS Price Cap:	$\$1,000 / \$100 \text{ per credit} =$ 10 credits	$\$1,000 / \$90 \text{ per credit} =$ 11.11 credits	$\$1,000 / \$90 \text{ per credit} =$ 11.11 credits	$\$1,000 / \$90 \text{ per credit} =$ 11.1 credits
Fund receives market value of:	$10 \text{ credits} * \$100 =$ \$1,000	$11.11 \text{ credits} * \$100 =$ \$1,111	$11.11 \text{ credits} * \$110 =$ \$1,222	$11.1 \text{ credits} * \$90 =$ \$1,000
Fund "profit" from arbitrage:	\$0	\$111	\$222	\$0

Assumptions

- Cash to Credit Conversion = Debt Service / CBS Price
- Debt Service = \$1,000
- Carbon Credit Market Price = \$100 / tCO₂e
- CBS Price Cap (10% Discount) = \$90 / tCO₂e

EXAMPLE DEVELOPER FINANCIALS

- \$4.0M CapEx
 - \$3.2M Loan principal, 80% leverage
- 17,600 ton/year processing capacity
 - 6,160 tons biochar output (@ \$150/ton)
 - 17,433 tCO2e credits (@ \$185/ton)
- \$3.8M Revenue (75% from credits)
- \$0.9M Biomass feedstock cost (@ \$50/ton)

	CBS Loan (6 years)
EBITDA	\$1.6M
Debt Service	\$1.06M
Average DSCR	1.43x
Levered IRR	38.7%

