

ACUMEN

EMPOWERING CHANGE
AND INCUBATING NEW
APPROACHES TO
SOLVE POVERTY



AZAHAR COFFEE

DISRUPTING THE WORLD'S MOST PERVASIVE PROBLEMS **IS IN OUR DNA**

Acumen goes where markets have failed and aid has fallen short. We've never been shy about it.

We are a laboratory for social impact, and our solutions empower change by creating new ways to solve poverty and disrupt the status quo.



OUR SOLUTIONS HAVE HAD OUTSIZED IMPACT



200K+

Low-Income **Customers interviewed using Lean Data** to Help our Companies Improve

700+

Fellows Trained who are Catalyzing Solutions to Poverty Around the World

308M+

Low-Income **Customers with Access to Basic Goods and Services** from our Companies

746\$M

Follow-On **Capital Raised by our Companies** after our Patent Capital Investment

1M+

+Acumen Course Signups Empowering Changemakers with the Skills to Challenge the Status Quo

OUR THREE PILLARS

**INVEST IN
ENTRPRENEURS
TACKLING
PROBLEMS OF
POVERTY**

whose
products and services
enable the poor to
transform their lives.

**BUILD A PIPELINE
OF ENTREPRENEURS
AND FUTURE
LEADERS**

with the skills,
determination and moral
imagination to challenge
the status quo.

**SHARE
INSIGHTS AND
ACCELERATE
NEW IDEAS**

that engage all
stakeholders
working to solve
poverty and
injustice

PILLAR ONE

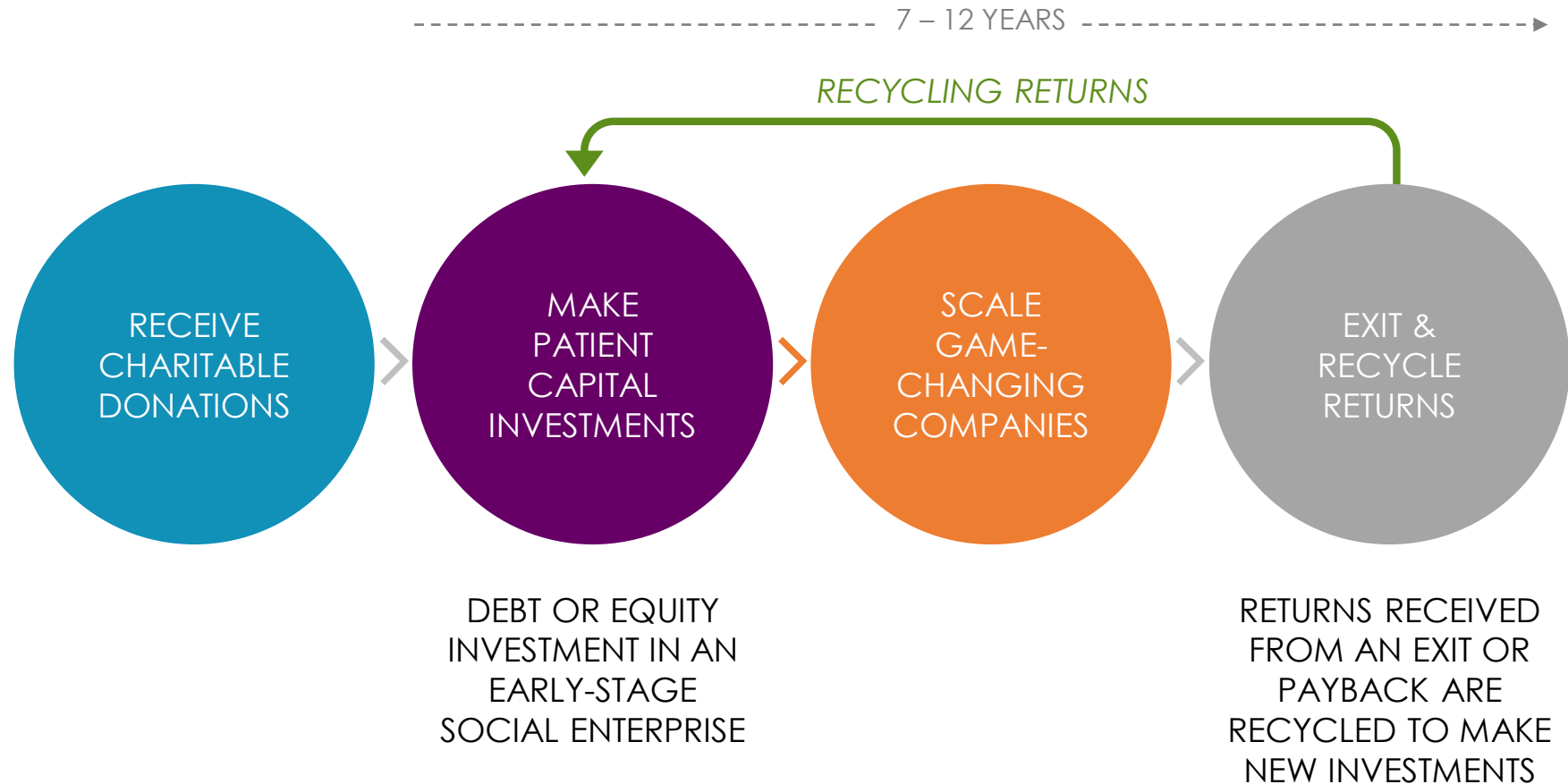
INVESTING IN ENTREPRENEURS
TACKLING PROBLEMS OF
POVERTY whose products and
services enable the poor to
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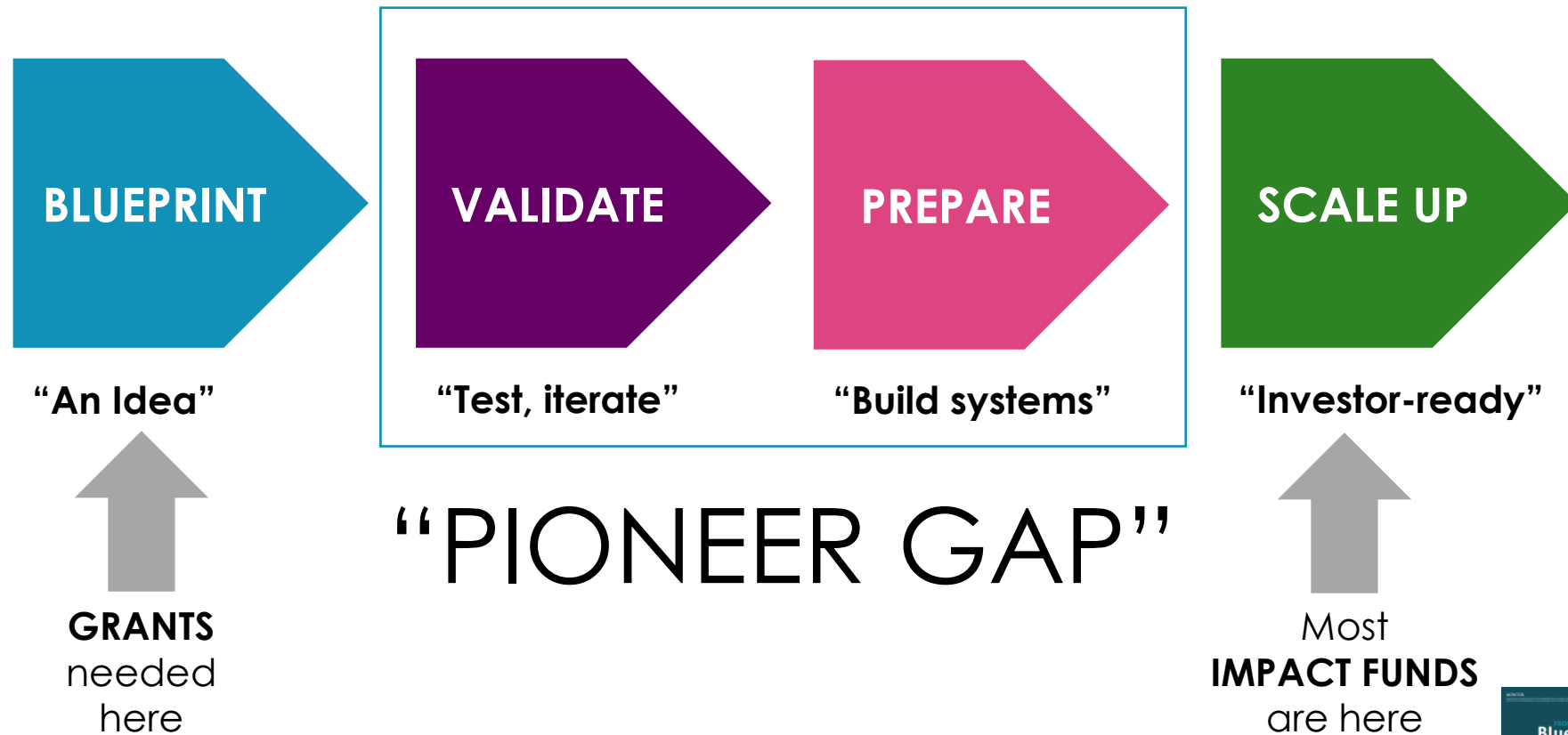
FIRST, WE INVEST PATIENT CAPITAL IN EARLY-STAGE COMPANIES TACKLING POVERTY.

PATIENT CAPITAL MODEL

The aim of our model is to bridge the efficiency and scale of market-based approaches and the social impact of pure philanthropy.



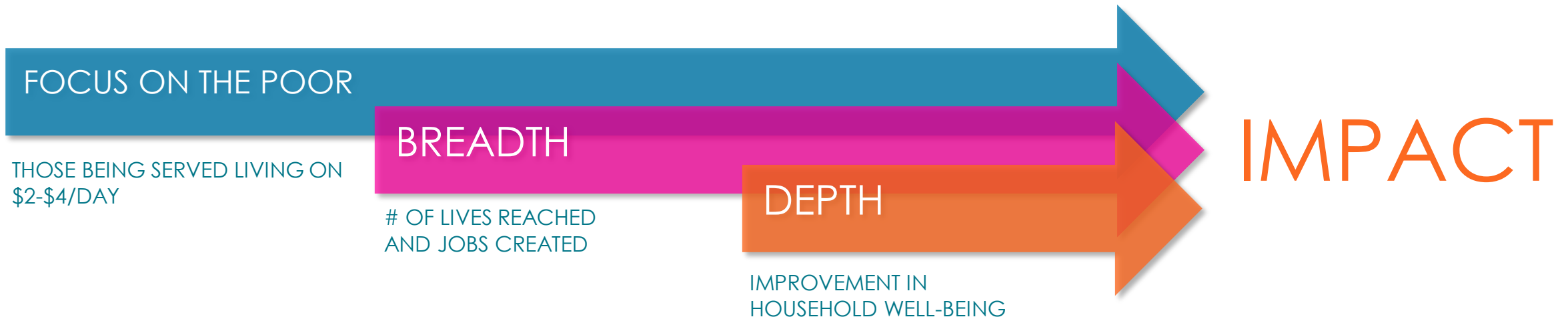
BUSINESS MODELS SERVING THE POOR FACE A CRITICAL FUNDING GAP



DEFINING SUCCESS

WE DEFINE OUR SUCCESS BY HOW WELL OUR INVESTMENTS
ENABLE THE POOR TO IMPROVE THEIR OWN LIVES FOR THE LONG
TERM.

THAT'S WHY WE MEASURE THEIR
SOCIAL PERFORMANCE ACROSS THREE DIMENSIONS:



PATIENT CAPITAL AT A GLANCE

\$137M

139

\$746M

308M

CUMULATIVE
INVESTED*

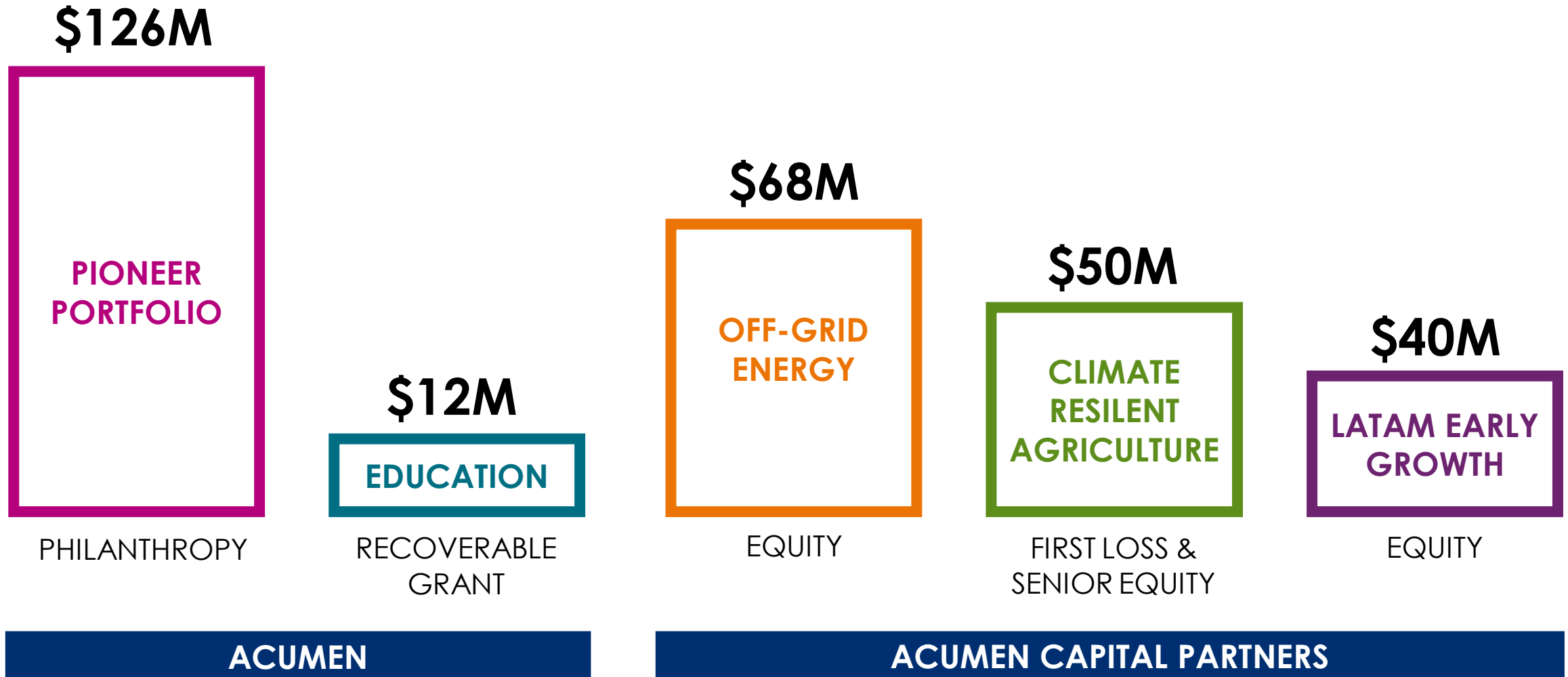
COMPANIES

FOLLOW-ON
CAPITAL RAISED BY
COMPANIES AFTER
INVESTMENT

LOW-INCOME
PEOPLE SERVED

*SINCE 2001

MAKING CAPITAL WORK FOR US



KAWISAFI: Bridging the Gaps

Acumen identified another gap in growth capital for energy access in East Africa. That's why we created:



\$67.5M

final close
in October 2018

\$22M

invested in
5 innovative companies

7.8M

individuals impacted by
our portfolio

2.3M

tons of carbon dioxide &
black carbon diverted
due to reduction in
kerosene lantern use

PILLAR TWO

BUILDING A PIPELINE OF
ENTREPRENEURS AND FUTURE
LEADERS with the skills, determination
and moral imagination to challenge
the status quo.



To unleash a new generation of social innovators and leaders
with the determination and grit to build a more just, inclusive
and sustainable world.

ACUMEN ACADEMY, THE WORLD'S SCHOOL FOR SOCIAL CHANGE.

THE PRINCIPLES WE ARE TEACHING



PURPOSE

Redefine success



MORAL IMAGINATION

Cultivate the moral imagination



LISTENING

Listen to voices unheard



IDENTITY

Remember you are the ocean in a drop



POLARITIES MANAGEMENT

Navigate tensions



COURAGE

Practice courage



INTEGRITY

Do what's right, not what's easy



NAVIGATING MARKETS

Use markets, don't be seduced by them



PARTNERSHIPS

Partner with humility and audacity



ACCOMPANIMENT

Accompany each other



STORYTELLING

Tell stories that matter



RESILIENCE

Embrace the beautiful struggle

HOW WE ARE TEACHING

We are building a global school for social change that empowers leaders and enables learning across boundaries.



**PRACTICAL TOOLS
AND RESOURCES**



**CHALLENGE BASED
LEARNING**



**INVESTMENT IN
COMMUNITY**



**LIFELONG
ACCOMPANIMENT**

WHERE WE ARE TODAY



FELLOWS PROGRAMS

9 REGIONS

715 FELLOWS TRAINED

\$1.9M INVESTED IN FELLOWS'
COMPANIES

ACCELERATORS

9 SOCIAL IMPACT
ACCELERATORS

179 ACCELERATOR TEAMS

COURSES

39 ONLINE COURSES

1 MILLION SIGNUPS

193 COUNTRIES
REPRESENTED



Since 2006

PILLAR THREE

SHARING INSIGHTS AND
ACCELERATE NEW IDEAS

that engage all stakeholders working to
solve poverty and injustice



We amplify Acumen's voice to push the sector and improve the lives of the poor, whether that be launching benchmark-setting insight reports, hosting convenings for a variety of stakeholders, speaking at key sector events, or features in top-tier media.

ED Women 2017

SECTOR REPORTS



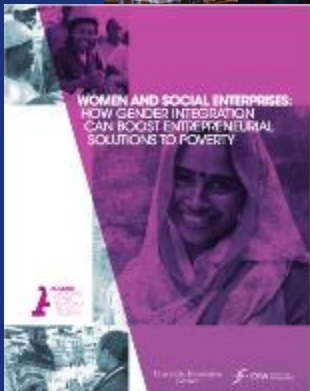
BEYOND DIALOGUE: BUILDING SUSTAINABLE AND INCLUSIVE BUSINESS MODELS IN PARTNERSHIP WITH SOCIAL ENTREPRENEURS

Lessons learned from across partnerships between corporations and social enterprise, including Levi Strauss, EY, Microsoft and more.

ACUMEN ENERGY IMPACT REPORT



The Energy Impact Report analyzes the results of our 2017 Lean DataSM Energy Project. This data is a first for impact investing and provides the energy sector with the very first benchmarks for impact performance based on real customer data.



WOMEN AND SOCIAL ENTERPRISES: HOW GENDER INTEGRATION CAN BOOST ENTREPRENEURIAL SOLUTIONS TO POVERTY

By applying a gender lens to Acumen's work, we can understand the role women play in building successful social enterprises.

STAKEHOLDER EVENTS



COLLABORATION SUMMIT

Our flagship event, the summit brings together social enterprises and corporations and community members to learn on the ground and catalyze new solutions to poverty.



SKOLL WORLD FORUM

An official ecosystem event of the Skoll World Forum, this annual workshop explores new ways that corporations can collaborate with social enterprises.



ENERGY SUMMIT

This event brings over 100 entrepreneurs, investors and experts together to accelerate off-grid, clean energy solutions and explore collaborations that better serve the poor.

THOUGHT LEADERSHIP

Acumen partnered with The Hershey Company to publish [*Cocoa Interrupted: The Role of Social Enterprise in Cocoa Sustainability*](#). This 2019 report presents four social enterprise case studies and an opportunity for the cocoa industry to bring new ideas and new solutions to the challenges facing cocoa farmers and their communities through collaboration with social enterprises.



COVID-19

**STANDING WITH THE POOR ON
THE FRONT LINES OF CRISIS**

ACUMEN EMERGENCY EFFORTS

ACUMEN GLOBAL EMERGENCY FACILITY

\$3.3M Deployed to Date
84 Enterprises Funded
16 Countries Represented

ACUMEN AMERICA EMERGENCY FUND

\$1.5M Deployed to Date
12 Enterprises Funded
675K Expected Reach

ENERGY ACCESS RELIEF FACILITY*

Goal of \$100M Concessionary Debt Relief Fund to save the energy access sector

*Acumen catalyzed; Fund will be managed by SIMA



**OVER 950,000 LIVES IMPACTED
AS OF SEPTEMBER 2020**

ROOTED IN ETHOS

It starts by standing with the poor, listening to voices unheard, and recognizing potential where others see despair.

It demands investing as a means, not an end, daring to go where markets have failed and aid has fallen short. It makes capital work for us, not control us.

It thrives on moral imagination: the humility to see the world as it is, and the audacity to imagine the world as it could be. It's having the ambition to learn at the edge, the wisdom to admit failure, and the courage to start again.

It requires patience and kindness, resilience and grit: a hard-edged hope. It's leadership that rejects complacency, breaks through bureaucracy, challenges corruption. Doing what's right, not what's easy.

It's the radical idea of creating hope in a cynical world. Changing the way the world tackles poverty and building a world based on dignity.



THANK YOU

