Acumen’s Model of Deploying Patient Capital

1. RECEIVE GRANT CAPITAL
2. MAKE DEBT OR EQUITY INVESTMENTS
3. SUPPORT COMPANIES TO GROW
4. EXIT & RECYCLE RETURNS

---7-12 years---

Acumen is registered as a 501(c)(3) and raises philanthropy/grants to make investments into early stage companies.

Any returns received from an investment or payback are recycled to make new investments.
$30M in philanthropic capital for investments, technical assistance grants, impact measurement and insight development with companies across East Africa, West Africa, India, and Latin America.

Ticket sizes between $200K - $1MM

Early-stage businesses with products or services focused on the cross-section of climate change, poverty, and smallholder agriculture.

Strategically focused on investing in 4 business models that create access to elemental needs for smallholders:

- Farmer-Allied Intermediaries
- Market-Integrated Production Companies
- System Enablers
- Value Chain Optimizers
What we mean by impact

Lizard Earth, Sierra Leone (2021)

+ A full traceable cocoa aggregator intentionally sourcing from smallholder farmers and improving their climate resilience.

+ Operates a 365 day-a-year Service Delivery Unit for smallholders
  ▪ Provides free training to become organically certified and ongoing workshops on regenerative agriculture to ensure best practices
  ▪ Provides organic inputs to smallholders
  ▪ Sets up nurseries and providing seedling for tree replacement after climate related events
  ▪ Provides ‘tool banks’ to farmers to support no-cost transition to new practices

+ 97% of customer reporting increased quality of life and income improvements
Acumen Resilient Agriculture Fund (ARAF)

+ A $58 MM fund that invests in early growth stage startups with business models that help smallholder farmers adapt and become more resilient to climate change.

+ Targets platform businesses that provides farmers with access to inputs, finance, technical support and/or markets.

+ Ticket size of $300k --$4MM

+ Since inception in 2020, ARAF has invested in 10 companies with operations in Kenya, Uganda, Rwanda, Nigeria, and Ghana.

$25 MM First Loss Pool (Green Climate Fund & Ikea Foundation)

$33MM Senior Equity (LPs across private, foundation, and development)

$5MM pool targeted to support critical interventions to scale