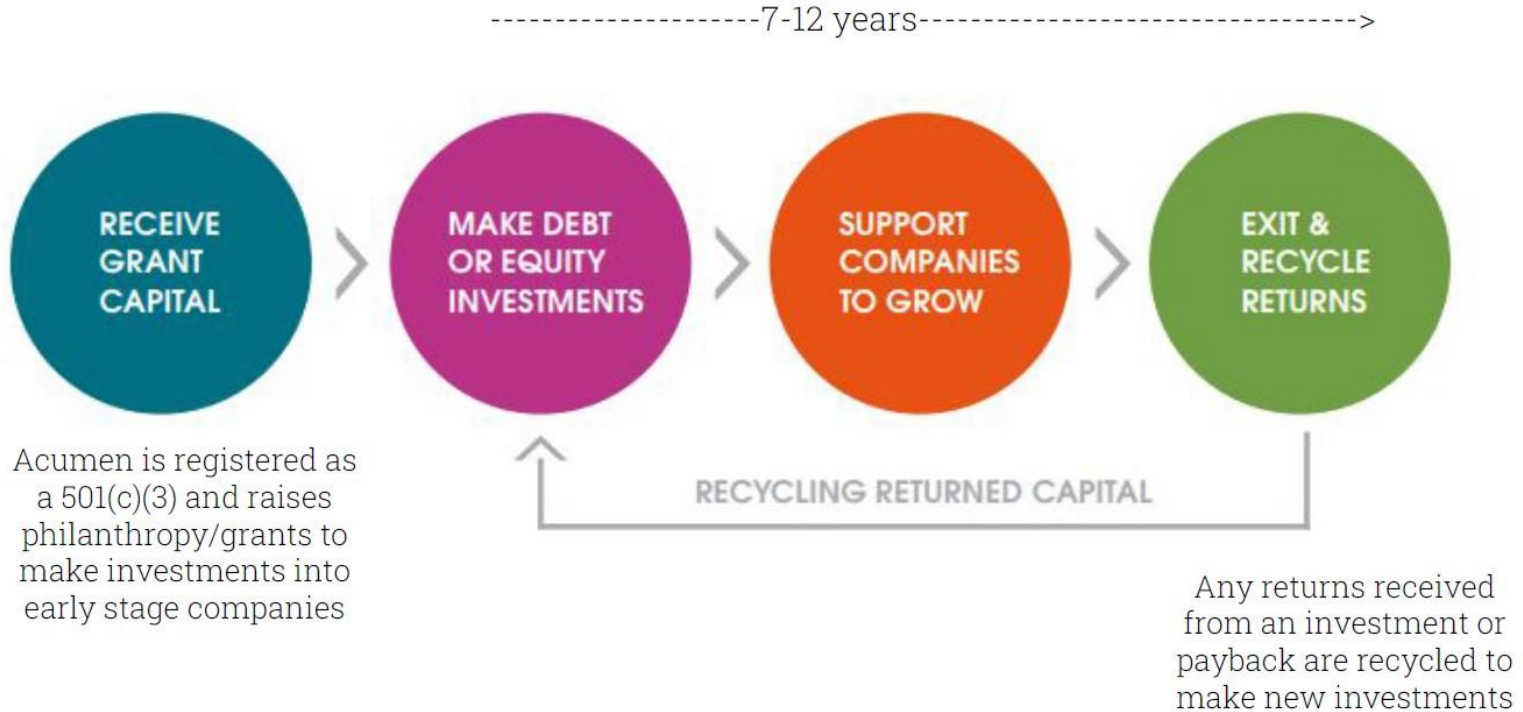


Acumen's Model of Deploying Patient Capital



Trellis

- + \$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.

FIRST LOSS EQUITY

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

PHILANTHROPIC BACKED
FIRST LOSS

SENIOR EQUITY

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

TECHNICAL ASSISTANCE

\$5MM pool targeted to
support critical
interventions to scale