

What does Acumen Fund do?

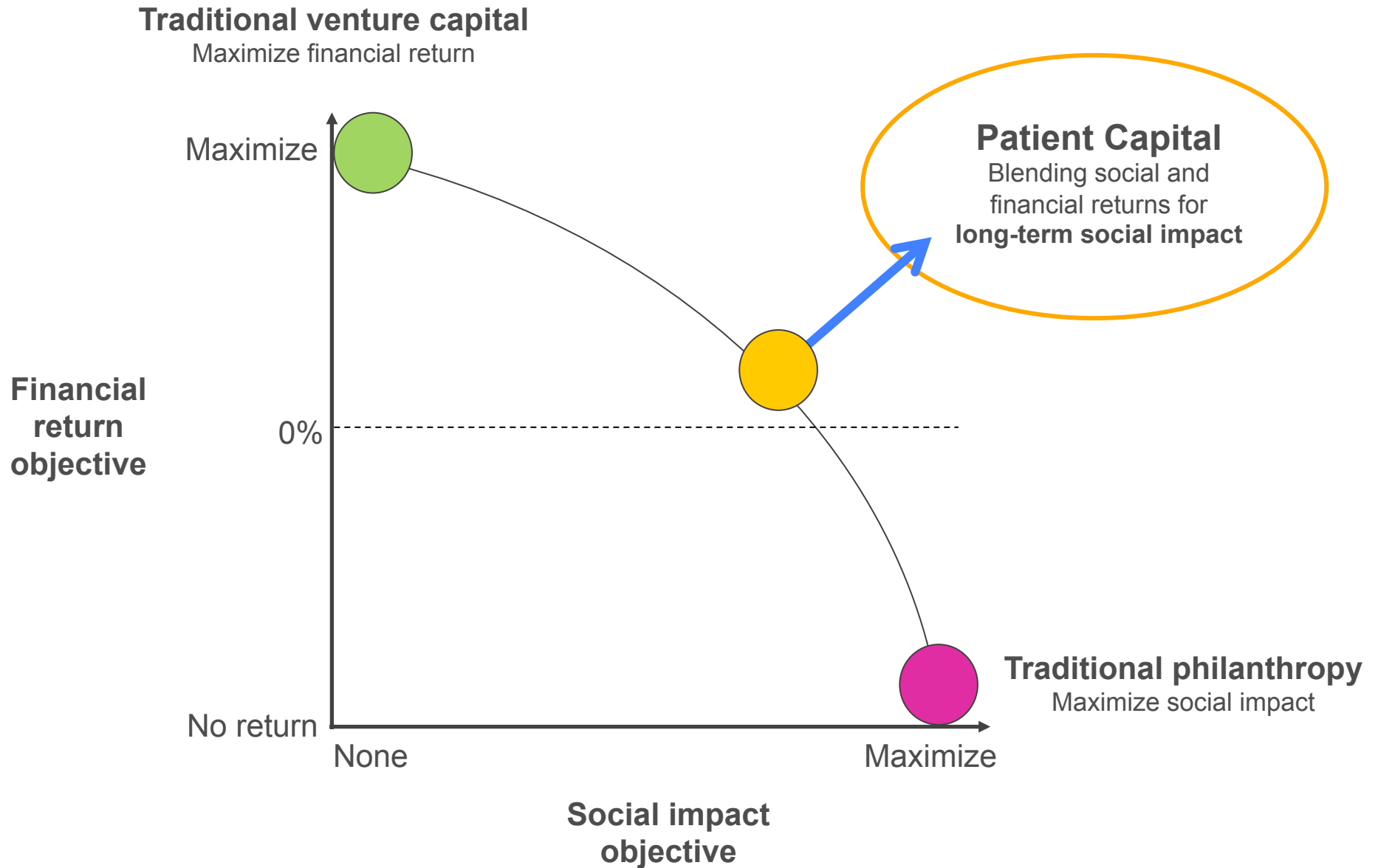
Invest in game-changing companies

Invest in leaders

Invest in ideas that change how the world fights poverty



Patient Capital for long-term social impact



In 10 years we have...

\$70 MILLION invested in 60+ companies

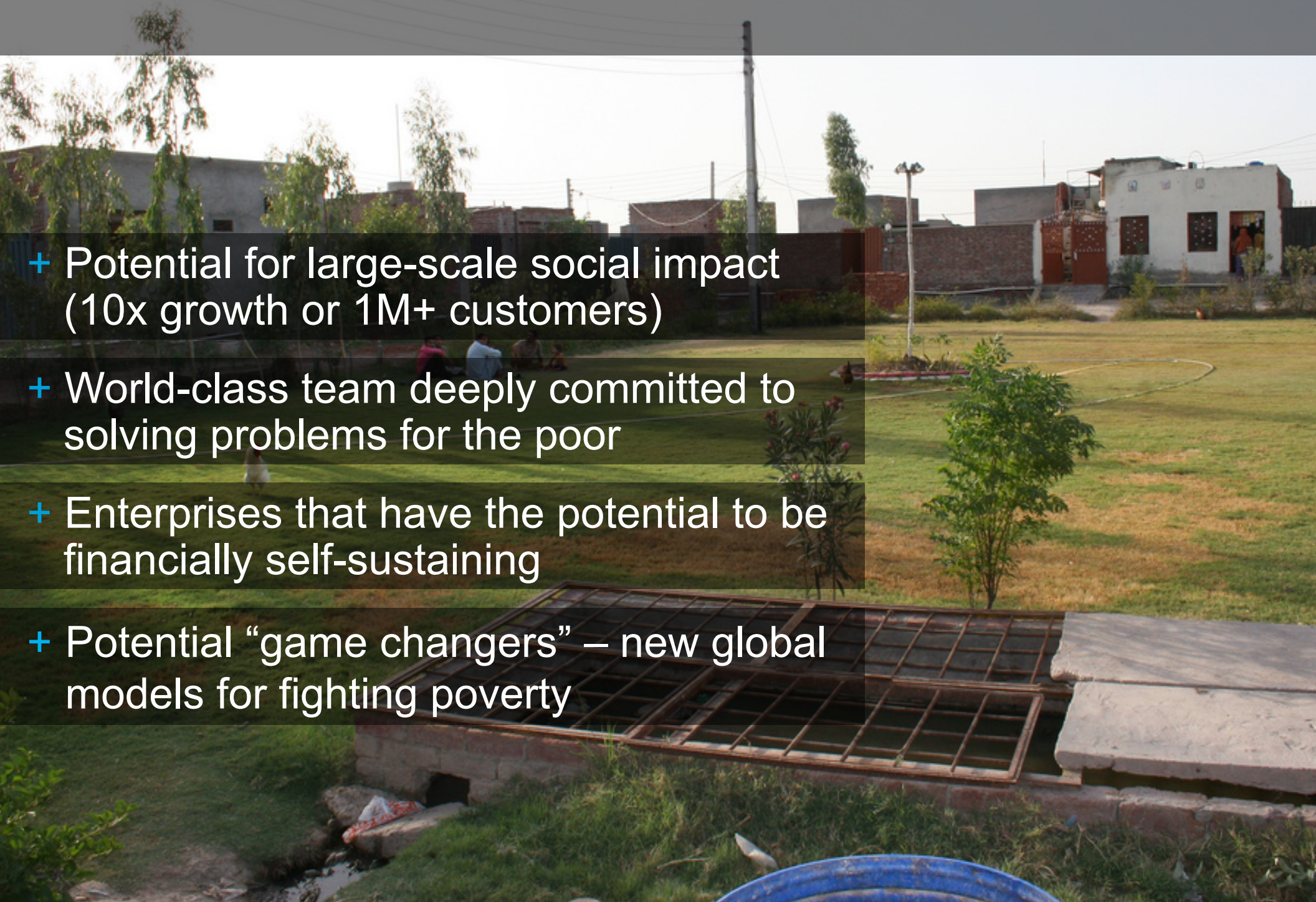
86 MILLION individuals reached

55,000 jobs created and supported

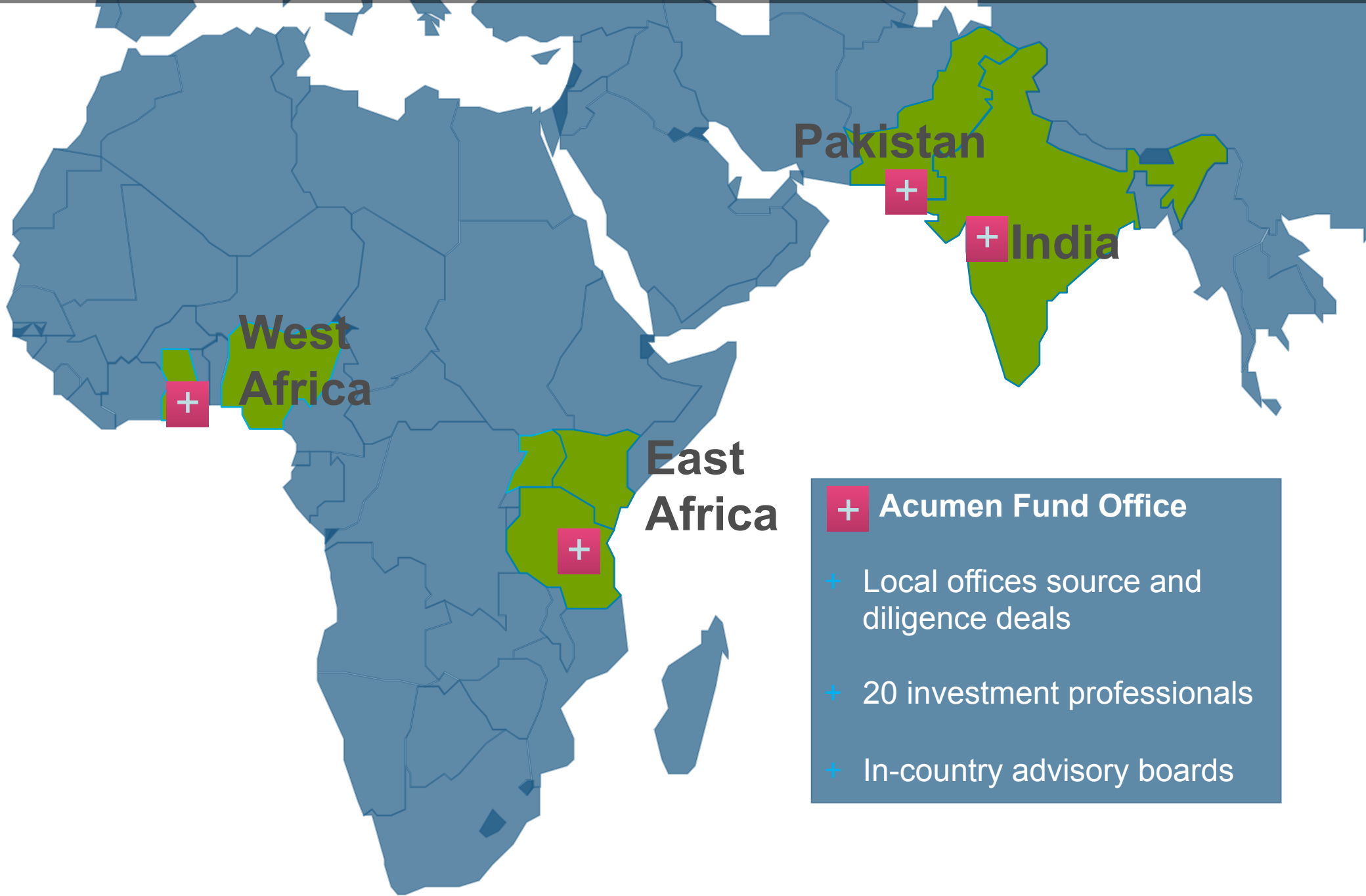


What makes an Acumen Fund investment?

- + Potential for large-scale social impact (10x growth or 1M+ customers)
- + World-class team deeply committed to solving problems for the poor
- + Enterprises that have the potential to be financially self-sustaining
- + Potential “game changers” – new global models for fighting poverty



We work in low-income, emerging markets



Our investments create access to basic services

Water & Sanitation



- + Community water and sanitation systems
- + Scale through public-private partnerships

Energy



- + Low-cost power/light for off-grid communities
- + E.g. solar, biomass, small-scale hydropower

Housing



- + Low-cost housing for former slum dwellers
- + Focus on building community and flexible financing products.

Agriculture



- + Increase productivity of smallholder farmers
- + E.g. drip irrigation, seeds, fertilizers and artificial insemination

Health



- + Specialized secondary care services, e.g. maternal, eye care
- + Low cost distribution systems with innovative pricing

Education



- + Sustainable, low-cost private education and activities-based learning models
- + Vocational and skills training

Game-changing investments



A to Z (Tanzania) – 15 % of global production of anti- malarial bed nets



GEWP (India) – 330,000 people with increased crop yields



Saiban (Pakistan) – Affordable housing for 2,000 low-income residents



ZHL – 635 ambulances in 5 states in India; global model for emergency services

Capital is nothing without Leadership

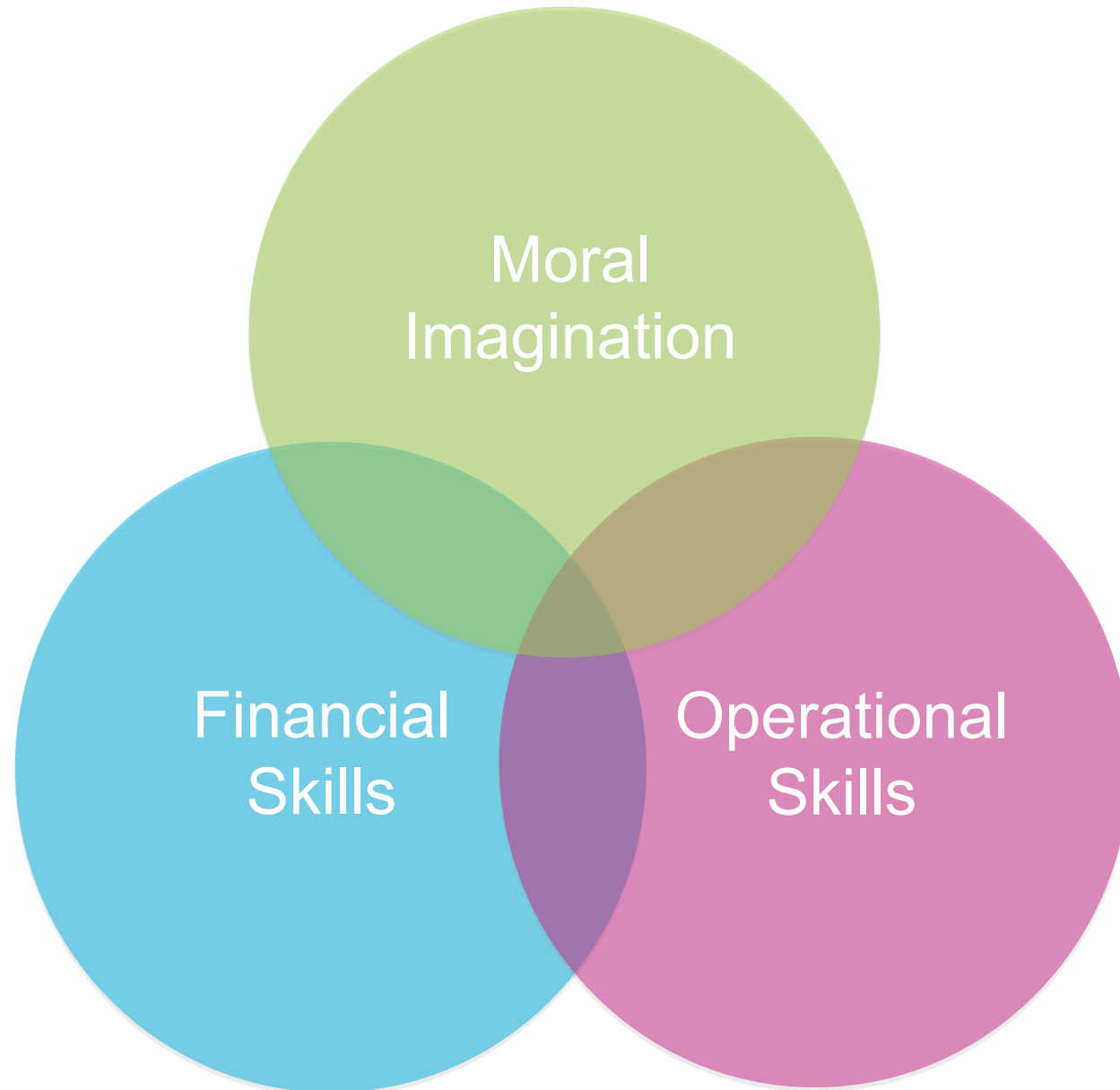


Global Fellows Program



We aim to identify and train the next generation of leaders for the emerging sector at the intersection of business and social impact who will act as innovators, architects, and systemchangers for this new sector.

Leadership Model



The Fellowship Year

TRAINING

Two months in New York in a rigorous training program with world-class leadership trainers.

Focus on hard skills, preparation for the field, and reflection.

Previous trainers/guest speakers include CK Prahalad, Chris Anderson, Seth Godin, Jacqueline Novogratz, and Brian Trelstad.

Other trainers include: J-PAL (Jamil Abdul Latif Poverty Action Lab); Columbia University; New York University; ACLU (American Civil Liberties Union); Ariel Storytelling Group; Cisco Systems; Cambridge Leadership Associates; Center for Creative Leadership; Institute for International Education



Pictured here: Chikako Fujita (Class of '11) , from Japan, was placed with Dial 1298 for Ambulance in Mumbai, India.

FIELD PLACEMENT

A 9-month placement working with senior management at one of Acumen Fund's Portfolio Investments
(Pictured here: Chikako Fujita (Class of '11)

The Fellowship Year

The Fellowship Year



DEBRIEF & BEYOND

- + Return to New York for 1 month at Acumen Fund's offices to reflect on the experience and share it with Acumen Fund's broader community
- + Career Development support from Acumen Fund's extensive network

Our Fellows are architects for the sector



85% of alumni work in the social sector, 100% in leadership positions



Suraj Sudhakar ('08) hosted Melinda Gates at TEDxChange @Kibera. Works at Acumen.

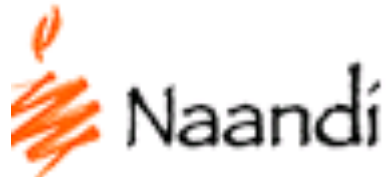


Jawad Aslam ('09) worked at a Saiban as a Fellow now an Acumen investee in low-income housing in Pakistan



Jocelyn Wyatt ('07) Executive Director of IDEO.org which is bringing design thinking to low-income communities

Where are the Fellows now?



CENTER FOR PUBLIC
LEADERSHIP
JOHN F. KENNEDY SCHOOL OF GOVERNMENT
HARVARD UNIVERSITY

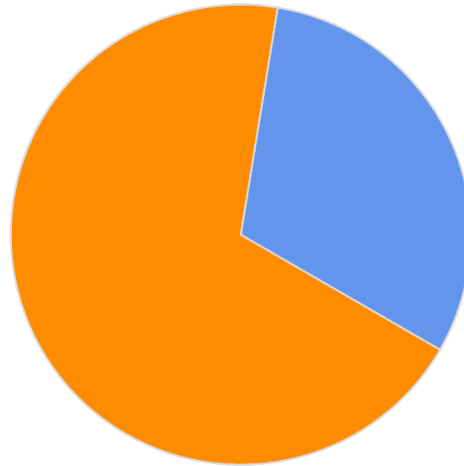


STANFORD
GRADUATE SCHOOL OF BUSINESS

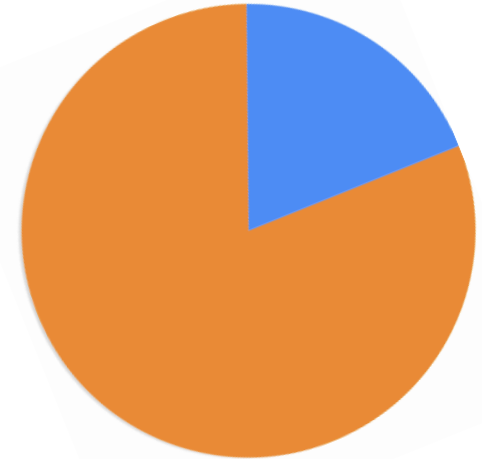
Post Fellowship



72% direct career support from Acumen Fund



70% have already started or plan to start a social enterprise in the near future



85% are leaders in the social sector

Catherine Casey

Intrapreneur at Acumen Fund, started the West Africa Office

Gamuchirai Chituri

Paurware Trust, Zimbabwe, a social entrepreneurship academy

Eric Berkowitz

Bamboo Finance, Impact Investment Company

Application Requirements

Specific Requirements:

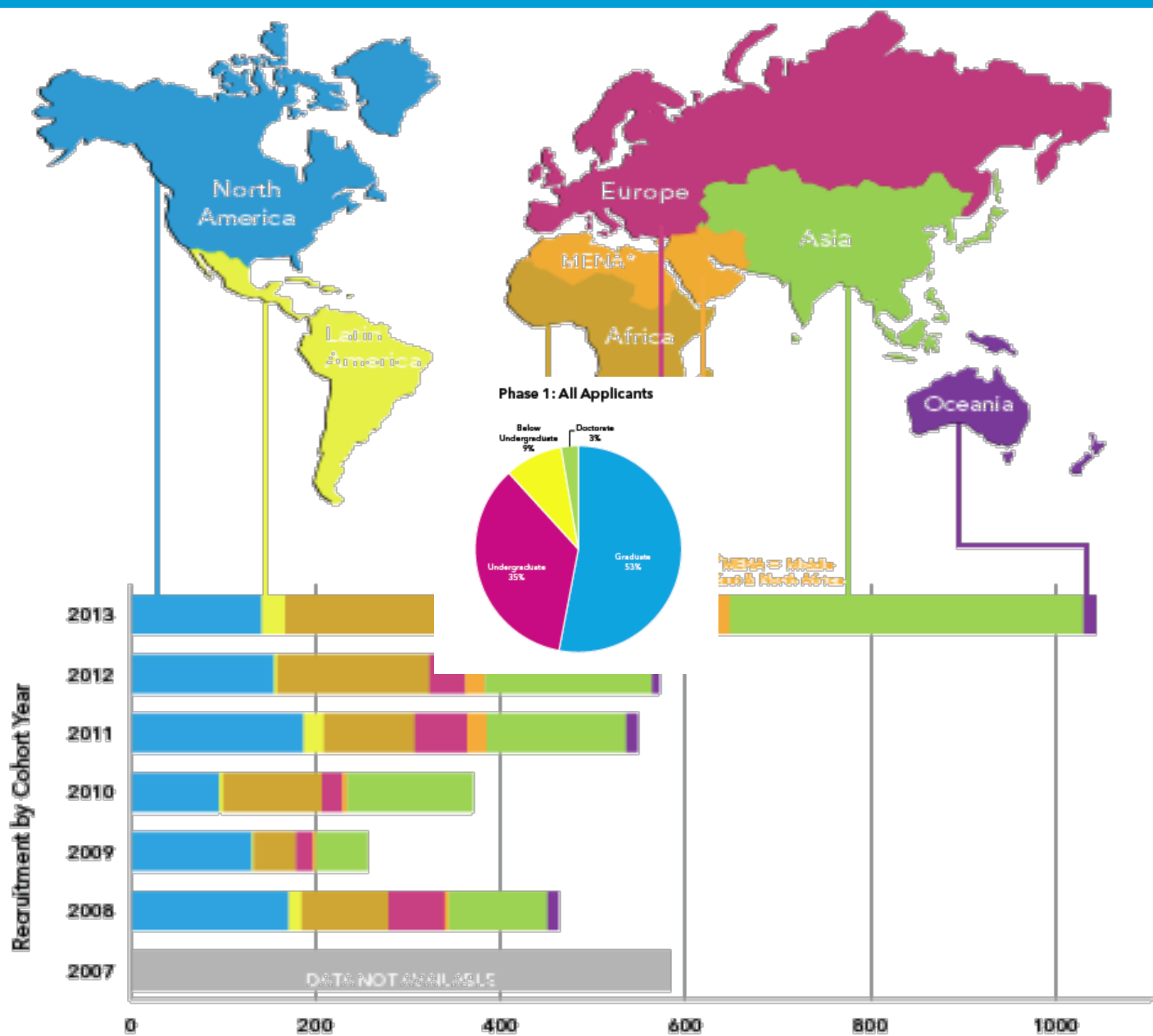
- +3-7 years of work experience
- +Proven track record of leadership and management responsibilities
- +Experience working in emerging markets
- +Unrelenting perseverance, personal integrity, and critical thinking skills
- +Strong passion and commitment to create positive social change
- +Graduate degree preferred

+ Visit our website:
www.acumenfund.org/fellows

+ Timeline:

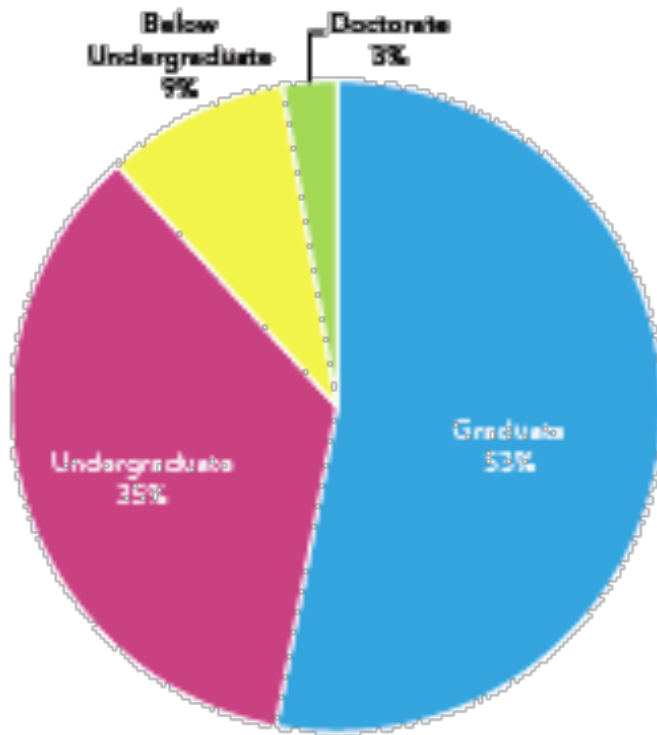
- Oct-Nov: Apply online
- Nov-Dec: Phone Interviews
- Jan-Feb: In-person Interviews
- Mar-Apr: Final Selection
- May-June: Class Announced
- Sept: Fellowship begins

+ If you apply in Oct 2012,
you would start your
fellowship in Sept 2013

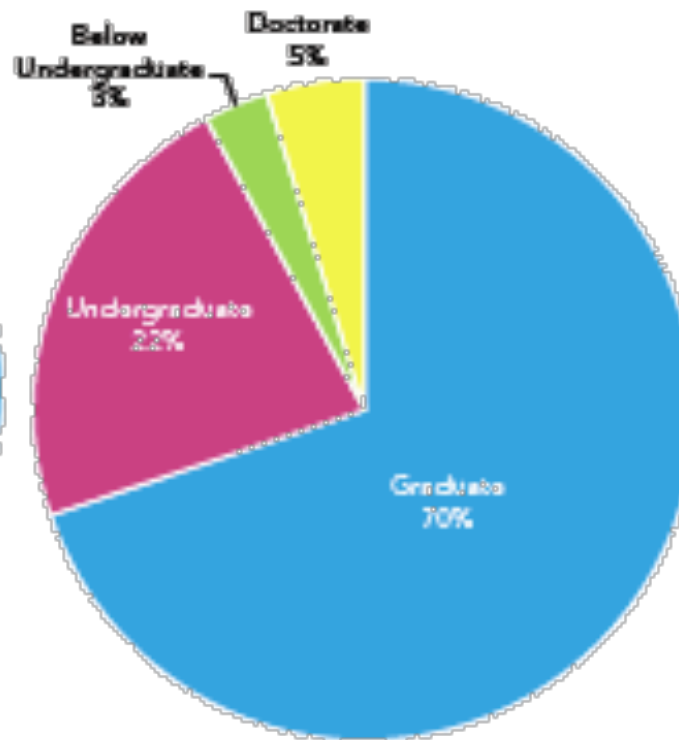


Education level by selection phase

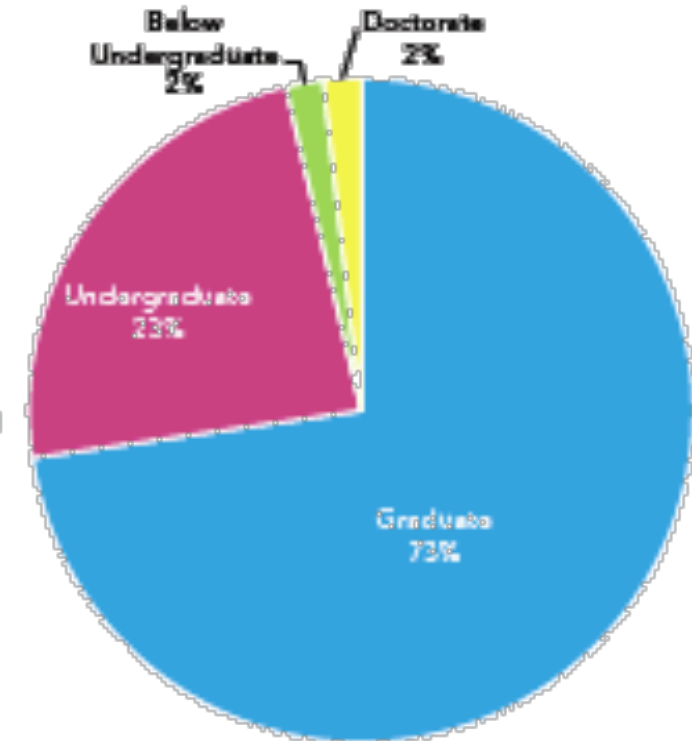
Phase 1: All Applicants



Phase 2: Phone Interviews



Phase 3: In-Person Interviews



Class of 2011



+ Bryan Farris

US → Pakistan

AMC, Finance & training

Launching social enterprise



+ Chikako Fujita

Japan → India

1298, Rapid scaling (SOPs & PPPs)

Working with d.light in Afghanistan



+ Khuram Hussain

Pakistan → Kenya

Ecotact, BOP strategy & innovation

Omidyar Network



+ Bavidra Mohan

Sri Lanka → China/India

d.Light design, Marketing/after-sales

Launching social enterprise



+ Benje Williams

US → Pakistan/India

Pharmagen, Metrics & strategy

Stanford GSB



+ Mario Ferro

Italy → India

Husk, Finance & mobile markets

Greenpeace & social enterprise



+ Shane Heywood

Jamaica → Kenya

Western Seed, Marketing & sales

Bain & Co



+ Liz Maina

Kenya → Kenya/India

GEWP, Finance & training

Working at Accounting Firm in EA



+ Wendy Wallace

US → India

LifeSpring, Strategy & innovation

Director of NGO in Burundi



+ Brenda Williams

US → India/Ghana

WHI, Marketing & scale

Director of HR at NGO in Ghana

Regional Fellows Program

- **Seminar 1:**
The Foundation
- **Seminar 2:**
Moral Imagination
- **Seminar 3:**
Financial skills
- **Seminar 4:**
Operational excellence
- **Regional Trip**
- **Innovation Conference**

Pictured here: The inaugural class of East Africa Fellows discuss the writings by Plato, Amartya Sen, King, Mandela, and other great thinkers with Jacqueline Novogratz, CEO, Acumen Fund

East Africa Fellows – A snapshot



Irfan

Building Low cost
urban housing
communities



Soiya

Improving early
childhood education



Edward

Increasing value for
small holder banana
farmers



Pauline

Leading an
entrepreneurship
movement for youth
in slums

Thank you

