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

Traditional venture capital
Maximize financial return

Maximize

Financial return objective

0%

No return

Maximize

Social impact objective

Traditional philanthropy
Maximize social impact

Patient Capital
Blending social and financial returns for long-term social impact

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

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

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

- **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

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

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

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 system changers for this new sector.
Leadership Model

- Moral Imagination
- Financial Skills
- Operational Skills
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
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

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

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

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

85% of alumni work in the social sector, 100% in leadership positions
Where are the Fellows now?
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**
- Undergraduate: 35%
- Graduates: 53%
- Below: 9%
- Doctorate: 3%

**Phase 2: Phone Interviews**
- Undergraduate: 22%
- Graduates: 70%
- Below: 3%
- Doctorate: 5%

**Phase 3: In-Person Interviews**
- Undergraduate: 23%
- Graduates: 73%
- Below: 2%
- Doctorate: 2%
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/aftersales
Launching social 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
<table>
<thead>
<tr>
<th>East Africa Fellows – A snapshot</th>
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<tbody>
<tr>
<td><strong>Irfan</strong></td>
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<tr>
<td>Building Low cost urban housing communities</td>
</tr>
<tr>
<td><strong>Soiya</strong></td>
</tr>
<tr>
<td>Improving early childhood education</td>
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<tr>
<td><strong>Edward</strong></td>
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<tr>
<td>Increasing value for small holder banana farmers</td>
</tr>
<tr>
<td><strong>Pauline</strong></td>
</tr>
<tr>
<td>Leading an entrepreneurship movement for youth in slums</td>
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Thank you

Dignity, not dependence
Choice, not charity