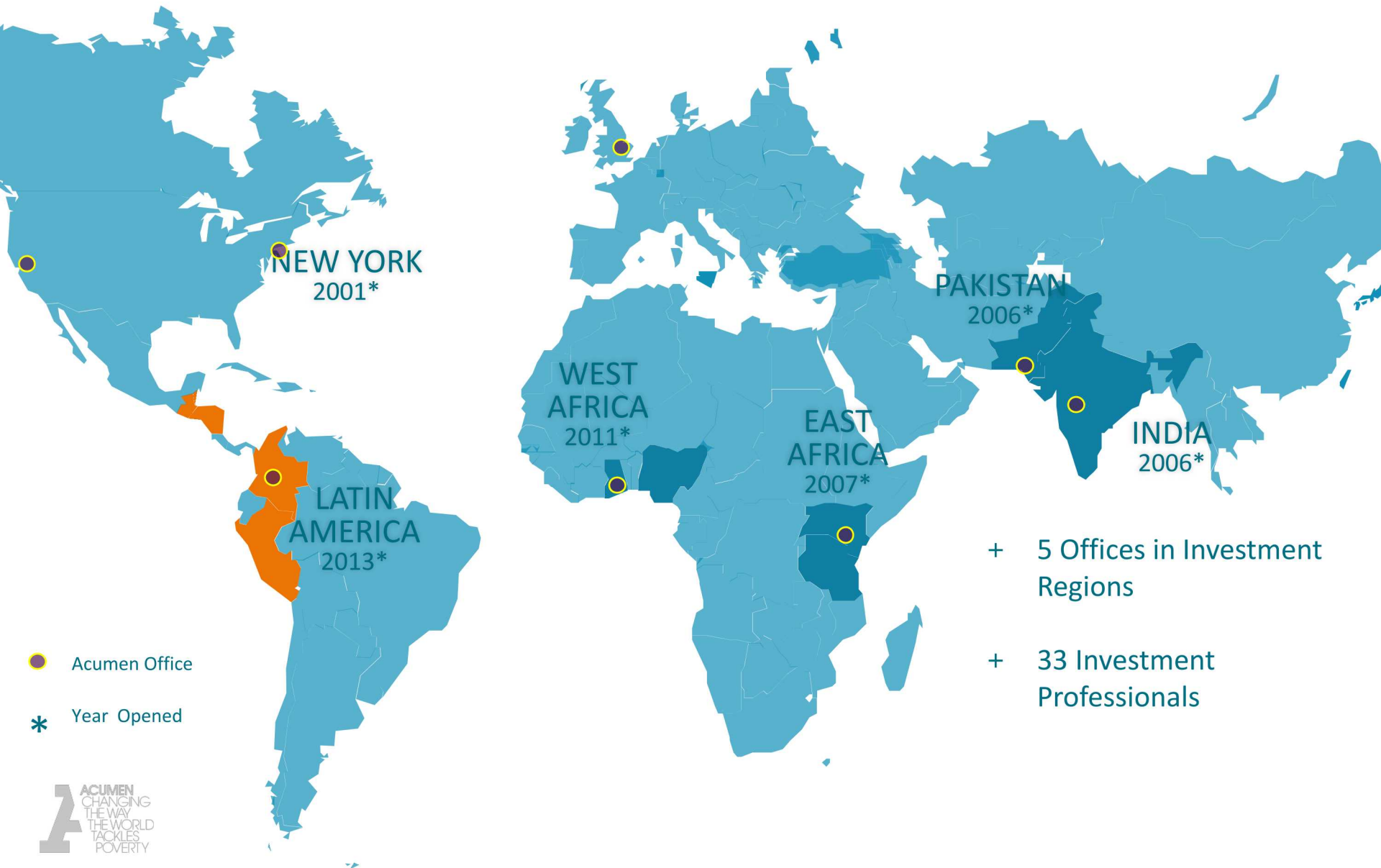




ACUMEN
CHANGING
THE WAY
THE WORLD
TACKLES
POVERTY

ACUMEN - A GLOBAL LEADER IN IMPACT INVESTING



ACUMEN'S IMPACT

\$120M

+110

250M

\$600M

CAPITAL
INVESTED

TOTAL
COMPANIES

LIVES
IMPACTED

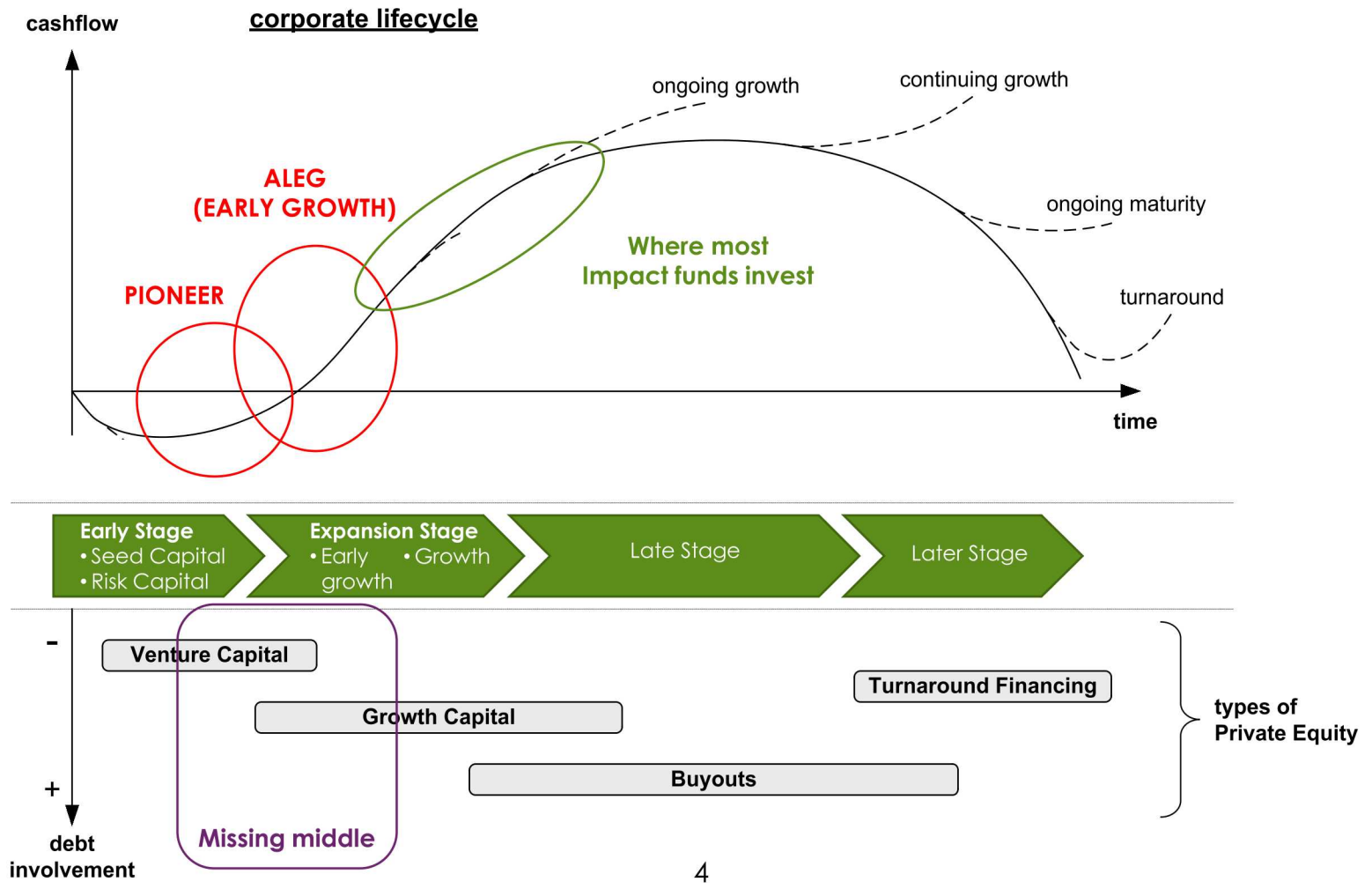
FOLLOW-ON
CAPITAL
CATALYZED

*SINCE 2001



ACUMEN HAS A DUAL INVESTING MODEL

Acumen invests **PIONEER** capital and **EARLY GROWTH** capital where there is the biggest financing gap



LATIN AMERICA SECTOR STRATEGY

AGRIBUSINESS

VENTURES THAT INCREASE PRODUCTIVITY AND FACILITATE MARKET ACCESS FOR SMALL HOLDER FARMERS

ENERGY

VENTURES THAT PROVIDE DISTRIBUTED ENERGY SOLUTIONS TO RURAL HOUSEHOLDS, A LARGE UNSERVED MARKET

EDUCATION

VENTURES THAT ARE IMPROVING THE QUALITY OF EDUCATION AND PREPARING YOUNG ADULTS FOR THE WORKFORCE USING NEW TECHNOLOGIES

DUAL INVESTING STRATEGY

\$4M

invested

8

Investments

PIONEER



UNCOMMON CACAO

SOURCE + TRADE



\$5M

invested

3

Investments

EARLY GROWTH

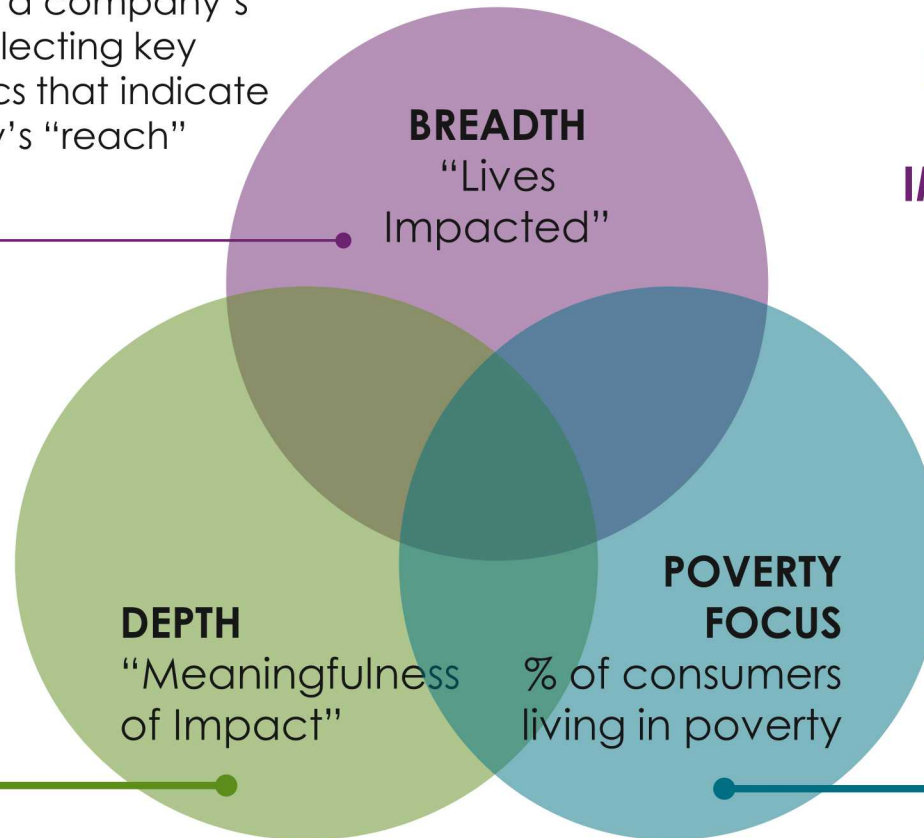


CREHANA

ACUMEN HAS DEVELOPED AN IN-HOUSE IMPACT MEASUREMENT FRAMEWORK AND LEAN DATA APPROACH

Previous reviews only considered the “breadth” of a company’s impact by collecting key operational metrics that indicate the company’s “reach”

**LEAN DATA
ENABLES US TO
UNDERSTAND
IMPACT BEYOND
SIMPLE “LIVES
IMPACTED”**



Through new research methodologies such as Acumen Lean Data™ Measurement Services, we can now review how deep the impact of our companies has been, and how well our investments are targeting BoP customers.

IMPACT MEASUREMENT

① SOCIAL IMPACT METRICS



Agriculture
Education
Energy

Impact on poverty...
...with a gender
integration...
...measured across all
sectors

② SUSTAINABLE DEVELOPMENT GOALS



THE GLOBAL GOALS
For Sustainable Development



③ UN PRINCIPLES FOR RESPONSIBLE INVESTING



Recognize the responsibility of asset owners, managers and advisors to include ESG considerations into every phase of the investment cycle

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