ACUMEN: WHO WE ARE

1. Acumen invests in seed and early stage—pioneer—companies providing critical goods and services to financially poor people at an affordable price.*

2. These are unproven business models but have significant potential for growth and commercial viability.

3. We are willing to accept lower financial returns for outsized impact.

*ANY RETURN ON INVESTMENTS IS RECYCLED TO MISSION-ALIGNED ACTIVITIES INCLUDING INVESTING IN COMPANIES.
Acumen launched our $20M Pioneer Energy Investment Initiative (PEII) in April 2017 to invest in off-grid energy companies over the next 3 years. We plan to reach 60M people with affordable, renewable energy sources and offset 35M tons of carbon dioxide by 2026.

Over the 7-10 years following each investment, we will support and learn from companies, seeking to share lessons and foster collaboration between others working towards energy access.

We expect the PEII portfolio to attract at least 5X the capital that we invest from other capital providers to help scale viable new models.
MARKET-BASED SOLUTIONS

1. Market-based solutions can provide a sustainable way to address some of the world’s biggest challenges.

2. They will only be successful in the long term if entrepreneurs listen to what customers want.

3. Customers will not continue to pay for a product or service in which they don’t see value.
Since our first energy investment in 2007, we have built the largest portfolio of energy companies serving the poor:

+ $22.5M invested
+ 22 companies that have gone one to raise $216M in follow-on capital
+ 100M lives impacted across 68 countries in sub-Saharan Africa and South Asia
The national grid has a role to play, but it will not reach everyone, especially the poor, and not nearly fast enough.

Acumen is investing in decentralized solutions that offer a reliable and affordable alternative where the grid may never effectively supply power.

There is strong demand for energy products/services and a growing pipeline of entrepreneurs building scalable solutions to energy poverty.
NEED FOR CAPITAL

1. Existing funding is insufficient and concentrated. Very little – only 11% of the World Bank’s total energy access funding for Africa between 2011-2014 – went to off-grid renewables.

2. Energy startups in Africa say that they are able to raise only 20% of the funding they need per year.

SOURCE: ODI, ACCELERATING ACCESS TO ELECTRICITY IN AFRICA WITH OFF-GRID SOLAR: POWER FOR ALL
ACUMEN’S MODEL

We have invested $5M in d.light since 2008, and today, the company has sold 21 million products, impacting 90 million lives.
We look forward to discussing this opportunity with you in more depth.