



ACUMEN CHANGING THE WAY THE WORLD TACKLES POVERTY



Photo: An Ethiochicken farmer and her son, Ethiopia.

EAST AFRICA

Acumen is harnessing the power of entrepreneurship to disrupt poverty in East Africa and build sustainable models to move millions out of poverty.

\$28.5M INVESTED

SINCE 2003 IN BREAKTHROUGH INNOVATIONS

26 COMPANIES

PROVIDING CHOICE NOT CHARITY

110M LIVES IMPACTED

JOBS CREATED & HOUSEHOLDS SUPPORTED

114 EMERGING LEADERS TRAINED



THE PROBLEM

East Africa has some of the fastest growing economies in the world, yet wealth disparity remains a big challenge. Access to critical goods and services is only available to less than 40% of the region's 264 million people, while growing anxiety around the quality of leadership and governance in the region has seen an increase in apathy and corruption.



THE OPPORTUNITY

Social enterprises which provide access to critical goods and services, such as energy and food security, have the greatest potential to address the problems of poverty. With more than 70% of the region's population under the age of 30 and readily embracing leadership, technology and innovation to create home-grown solutions and increase employment, East African companies will transform the social and economic landscape.



THE SOLUTION

Invest patient capital in early-stage companies, scale these companies by providing post-investment support, and train leaders who will take on a systems approach to the region's problems. By doing this, we will create an ecosystem of companies and leaders which will create an inclusive economy for all.

AREAS OF INVESTMENT

Our investments will focus on two sectors critical to helping low-income people out of poverty: Agriculture and Energy.



AGRICULTURE

We invest in companies focused on integrating smallholder farmers into global supply chains and providing them with access to better products that allow them to sustainably increase production and sell more crops.



ENERGY

We invest in pioneering clean energy solutions that include: high-quality household solar products, energy generation and mini-grid systems, and technological innovations such as pay-as-you-go platforms and smart metering.

OUR INVESTING APPROACH

We look for companies at the earliest stages of innovation that are creating real commercial value while driving lasting social impact. Unlike a traditional nonprofit or a VC, we invest philanthropic dollars, rather than give them away, into extraordinary entrepreneurs committed to improving the lives of Africans living in poverty.



SEED AND EARLY STAGE INVESTMENTS

\$200-2M investments (equity or quasi-equity capital structures) help startups validate assumptions, bring products and services to market, and begin to grow and scale.



FOLLOW-ON CAPITAL

Investing philanthropic capital in a social enterprise's earliest stages helps de-risk a company so it can attract more traditional, follow-on investment.



ACCESS TO EXPERTISE

Our companies have access to our expertise and a network of advisors with deep insight into sectors, channels and customers in these communities.



POST-INVESTMENT SUPPORT

We offer active post-investment support in the areas of strategic financing, impact, sales and marketing, talent and technology.



FELLOWSHIP PROGRAM

Our highly-selective East Africa Fellows Program, started in 2012, is a one-year leadership development program designed to build the next generation of social leaders with the audacity to transform society and create a better, more inclusive world. Each year, the program equips 18-23 extraordinary individuals from across East Africa with the knowledge, support system and practical wisdom to unlock their full potential and drive positive change in society. Over the course of a year, Fellows remain in their jobs while taking part in five weeklong seminars, where they receive the tools, training and space to innovate new ideas, accelerate their impact.

These fully-sponsored, one-year programs are designed to improve participants' capacity to innovate and make change while allowing them to remain in their full-time jobs. To date, we have 114 Fellows. To learn more, visit acumen.org/leaders/regional-fellows/east-africa.

OUR COMPANIES*

Beepz, Healthcare, Kenya
BURN Manufacturing, Energy, Kenya
Devergy, Energy, Tanzania
Ethiochicken, Agriculture, Ethiopia

First Access, Fintech, Tanzania
Jawabu Microhealth, Healthcare, Kenya
Juhudi Kilimo, Agriculture, Kenya
Sanergy, Water & Sanitation, Kenya

SolarNow, Energy, Uganda
Virtual City, Agriculture, Kenya

**13 exits, 2 inactive*

OUR PARTNERS

Our partners share our belief that business can play an essential role in addressing social issues and that everyone should have an equal opportunity to pursue a better life. They include:



OUR TEAM

Duncan Onyango, East Africa Director
Saima Irtiza, Leadership Associate Director
Sonia Kuguru, Lean Data Analyst
Martin Leboo, Portfolio Associate
Kazi Mghendi, Administrative Associate
Rebecca Mincy, Portfolio Manager, Agriculture
Kate Montgomery, Associate Director, Business Development
Loise Nduati, Senior Business Associate

Nancy Njoki, Finance Manager
Patrick Oketa, Associate Director, Portfolio
Beatrice Onyango, Leadership Associate
Dennis Otieno, Senior Portfolio Associate
Lawrence Riungu, Portfolio Manager, Energy
Minayo Sagala, Legal Counsel
Ashley Speyer, Senior Lean Data Associate

OUR ADVISORS

Ken Ikiara, Tume Middle Africa Consulting
Desta Lakew, Amref Health Africa
Milton Lore, Small Foundation
Edwin Macharia, Dalberg Consulting
Susan Omanga, Exclamation Marketing Ltd

ABOUT ACUMEN

Acumen invests in early-stage companies tackling the problems of poverty. We seek out the world's most innovative entrepreneurs who share our commitment to standing with the poor and give them the capital and tools to grow and scale their businesses into long-term, sustainable solutions.

Unlike a traditional charity, we invest our donations instead of giving them away. By turning philanthropy into investment capital, we enable businesses—whose market-based approaches range from solar lanterns to waterless toilets for slums—to grow and scale sustainable solutions to poverty and reach as many people as possible.