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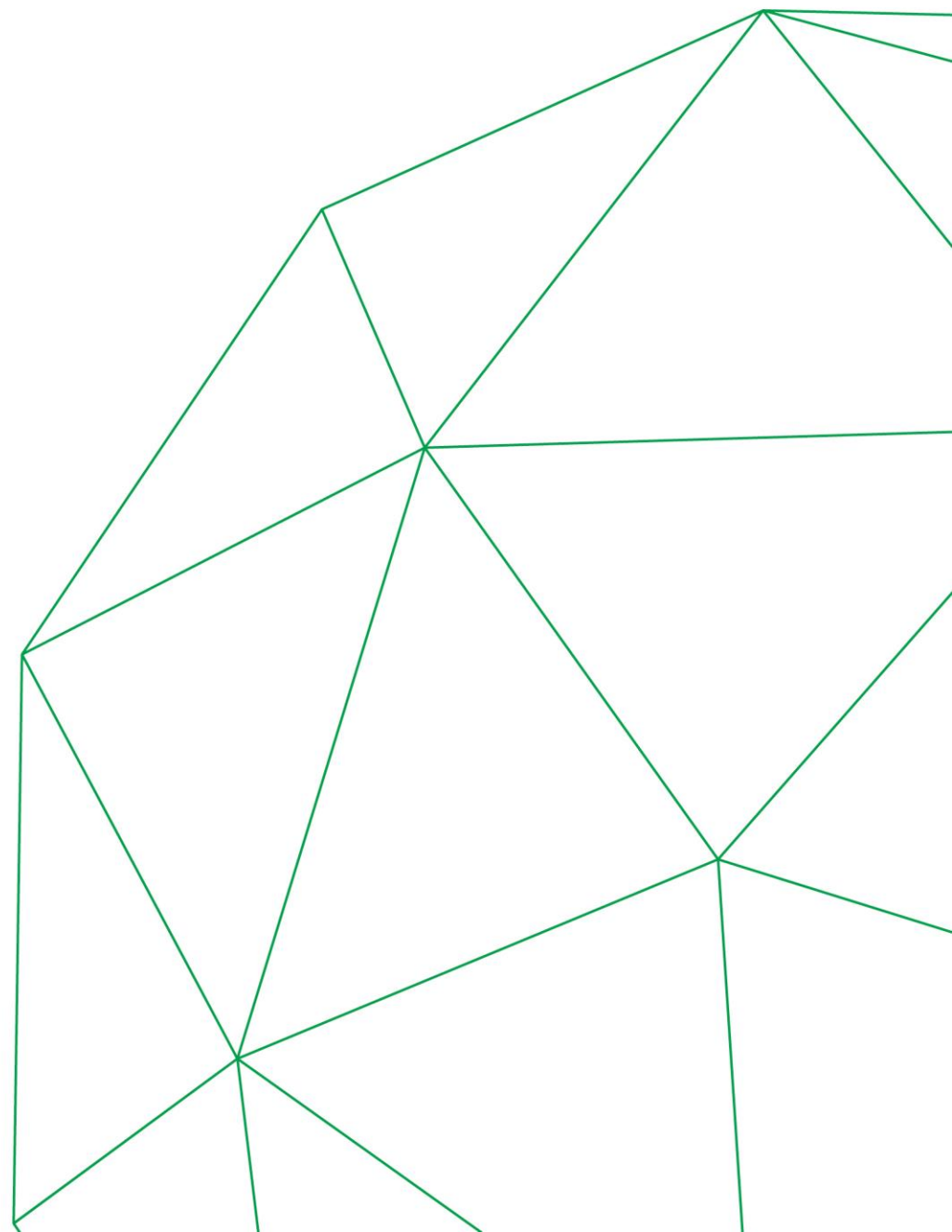
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ACUMEN RESILIENT AGRICULTURE FUND (ARAF)

Tamer El-Raghy

13–15 September 2022
Incheon, Republic of Korea

#InspireMoreClimateAction



ARAF INVESTMENT THESIS



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- A \$58 MM fund that invests in early, and early growth, stage startups with business models that **help smallholder farmers adapt and become more resilient to climate change.**
- Sponsored by **Acumen** and Anchored by **GCF** (first loss)
- Invests in **Kenya, Uganda, Nigeria** and **Ghana**.
- Targets **platform businesses** that provides farmers with access to inputs, finance, technical support and/or markets.
- Ticket size of **\$300k-\$4MM**.
- Since inception in 2020, ARAF has invested in **seven companies** with operations in Kenya, Uganda, Rwanda, Nigeria, and Ghana.



ACUMEN RESILIENT AGRICULTURE FUND (ARAF) – BLENDED FINANCE IN ACTION



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FIRST LOSS EQUITY

PHILANTHROPIC BACKED
FIRST LOSS

\$25MM FIRST LOSS POOL

- \$23MM backed by the Green Climate Fund
- \$2MM granted by the Ikea Foundation for Acumen's first loss stake

SENIOR EQUITY

- \$33MM SENIOR EQUITY
- Participation from LPs across private, foundation and development sectors

TECHNICAL ASSISTANCE

- \$5MM pool targeted to support critical interventions to scale

INVESTMENT TEAM



Tamer El-
Raghy
Managing Director



Rebecca
Mincy
Investment Director



Akwugo
Onuekwusi
Associate Director



Dan Kimani
Associate Director



Esther
Mwangi
Associate



Ida Mwangi
Analyst

ARAF's PORTFOLIO



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FLOWEQUITY

SUNCULTURE

BUSINESS OVERVIEW

- SunCulture designs, assembles, and distributes solar powered water pumps to smallholder farmers.
- The Company is headquartered in Kenya, with sales in several markets including Uganda, Togo, Ivory Coast and Zambia.

GROWTH AND IMPACT

- Since ARAF's investment in 2020:
 - revenues grew by 1.9x.
 - The Company has impacted 96k lives.

CLIMATE RESILIENCE

- Ability to grow crops throughout the year
- Ability to transition to high value crops
- 2 – 5x increase in yield
- 1.5x increase in milk production
- Access to weather forecast & agronomy tips through cell phones.



EFFECT OF IRRIGATION



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UZIMA CHICKEN

BUSINESS OVERVIEW

- Uzima supplies fast-growing, highly productive and highly resilient dual-purpose (layer and broiler) SASSO day-old chicks ("DOCs"), feeds, vaccines, and training to rural smallholder farmers in Uganda, Rwanda and DRC.

GROWTH AND IMPACT

- Since ARAF's investment in 2020:
 - revenues grew by 2.6x.
 - The Company has impacted 2.8MM lives.

CLIMATE RESILIENCE

- 3-4x increase in income per DOC.
- Diversified source of income.
- Reduced income volatility (daily/weekly vs. seasonal income).
- Access to training and vet support.



ARAF's IMPACT ON PORTFOLIO COMPANIES



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Co-financing ratio of 4.3x



2.7x Growth in Revenues



36% Growth in Number of Employees

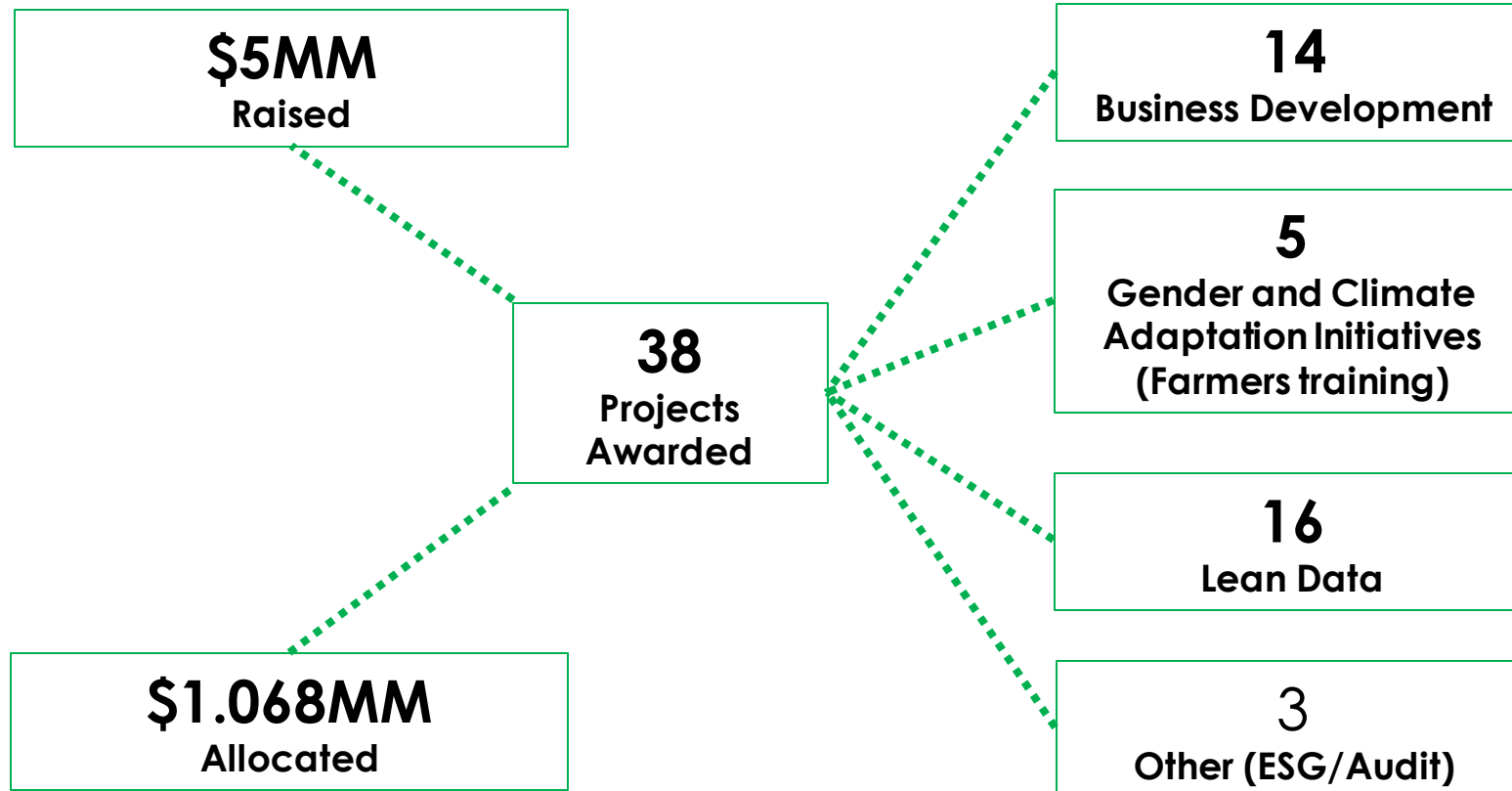


ARAF TECHNICAL ASSISTANCE FACILITY (TAF)



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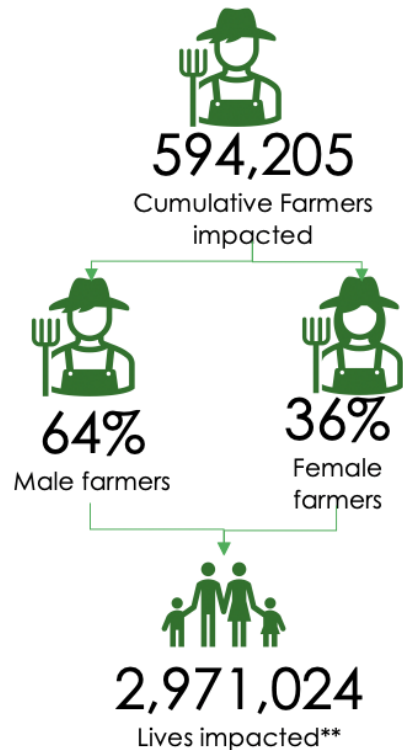


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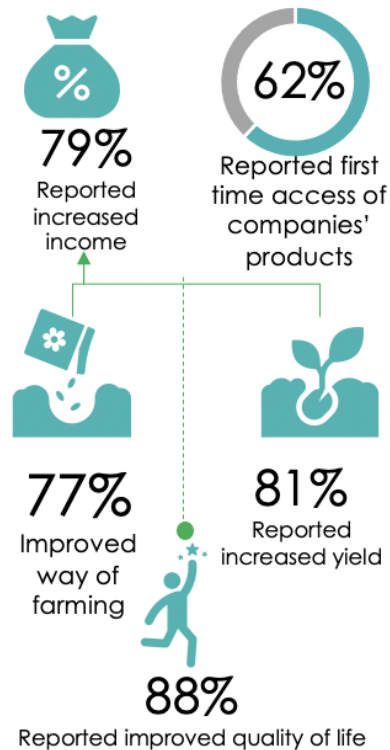
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FUND IMPACT SCORECARD

LIVES IMPACTED*



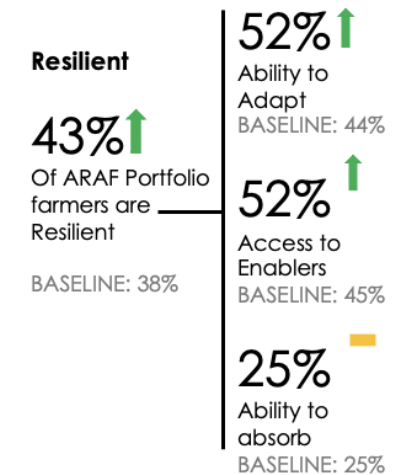
FARMER WELL-BEING



GENDER AND MANAGEMENT



CLIMATE RESILIENCE



*In arriving at the number of lives impacted, we have assumed a household size of 5 in East and West Africa.

**The cumulative farmer and lives impacted numbers are as of 30 June 2022, while all other metrics are as of 31 December 2021, following the conclusion of the farmer well-being and climate resilience surveys.



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Thank you

For any questions, please feel free
to contact Tamer El-Raghy
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