

Acumen Fund's water portfolio and community water investments

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Outline

Acumen Fund background

Water portfolio overview

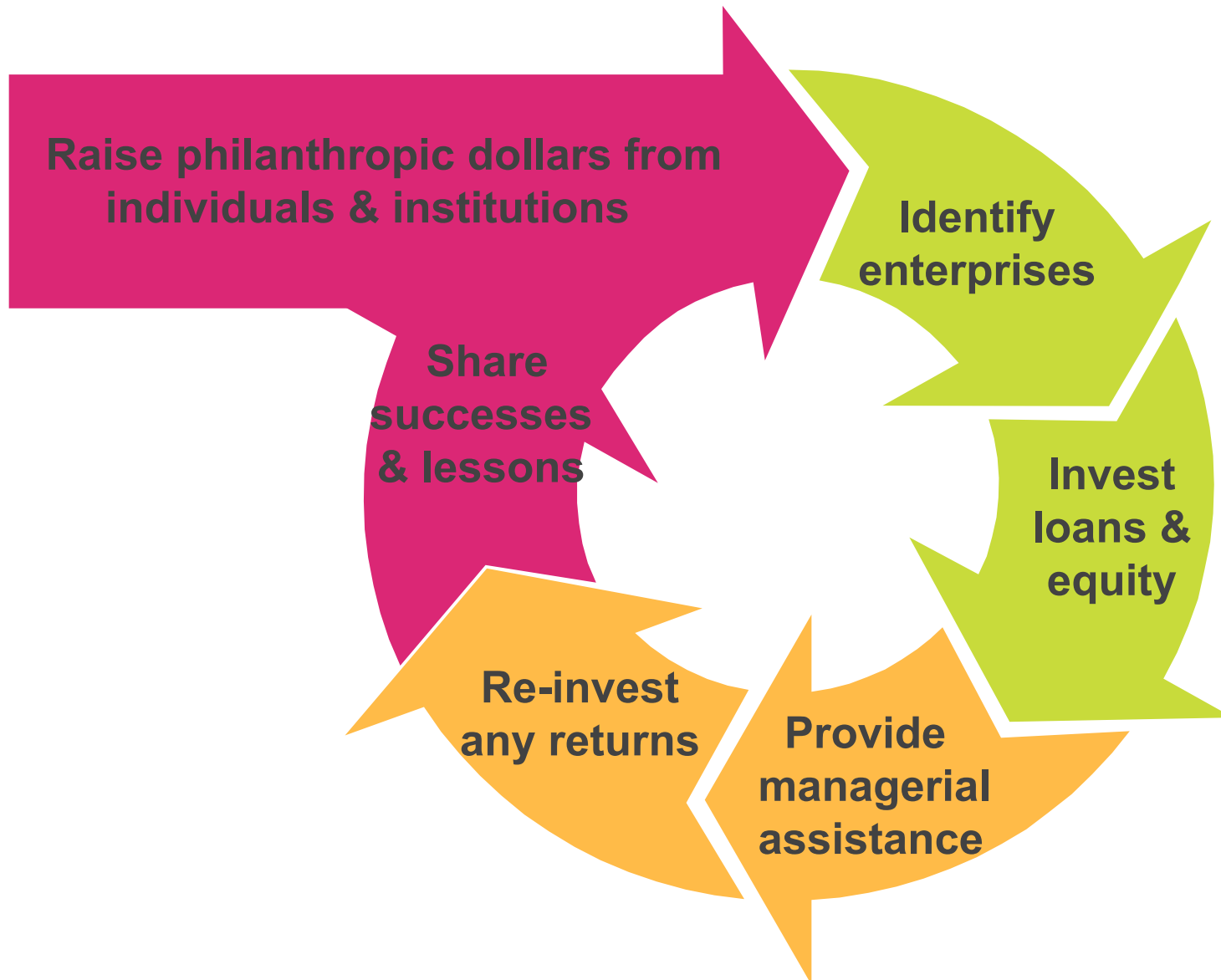
Community water investments in India

Who we are



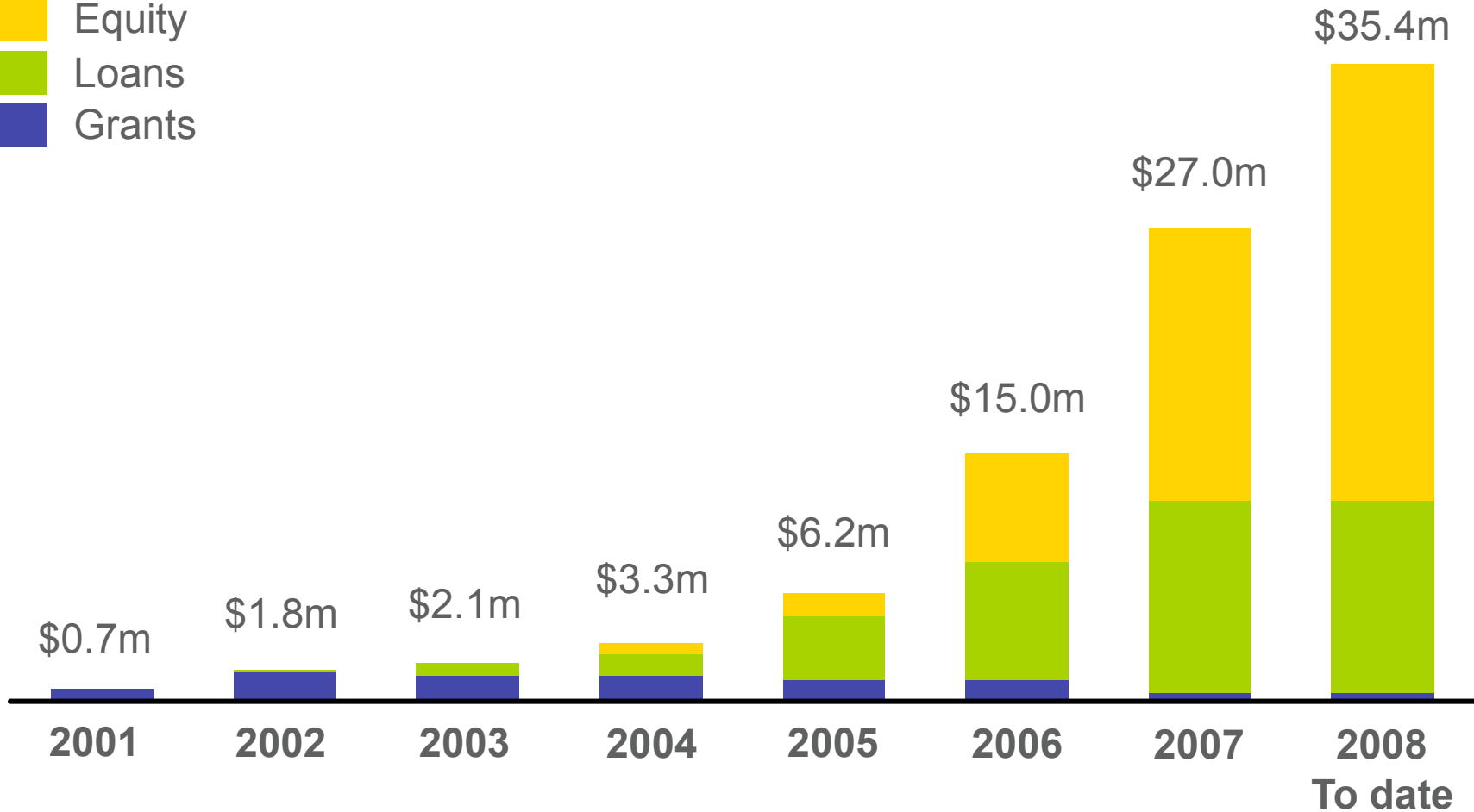
- **Acumen Fund is a global nonprofit venture fund founded in 2001**
- **We invest in market-based enterprises that provide vital services to those living on under \$4 a day**
- **Our investments focus on five sectors: health, agriculture, housing, energy, and water**

Acumen Fund model



Growth in approved investments

Total amounts in m\$



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Community water investments in India

Overview and investment areas

Drinking water



Sanitation



Irrigation



- **Funded by Gates Foundation**
- **Most investments to date in India**

Water and sanitation value chains



Wells

-Borewell drillers



Pumps

-Pump mfgs
-Pump installers



Treatment

-Community
-Point of use



Distribution

-Piped networks
-Trucks, haulers



Storage

-HH storage tanks
-RW harvesting



Toilets

-Latrines
-Community toilets



Emptying

-Manual emptying
-Vacutugs



Disposal

-Manual haulers
-Disposal sites



Reuse

-Composting
-Biodigestion

Outline

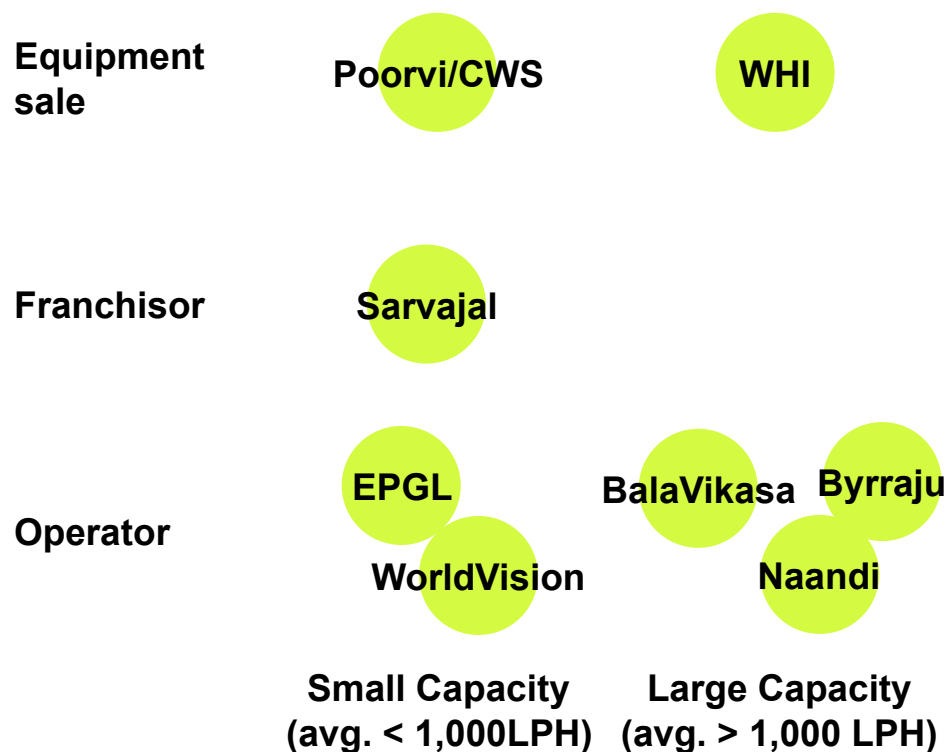
Acumen Fund background

Water portfolio overview

Community water investments in India

Community water treatment in India

- Segment growing rapidly – 35M LPD installed capacity.
- A couple of players – WHI and Naandi – have 2/3 of this market so far.
- The market can be segmented by business model and capacity type.



3 models: Margin based on..

- An initial equipment sale
- A combination of a franchising fee and a share of the operating profit
- The operation of the plant

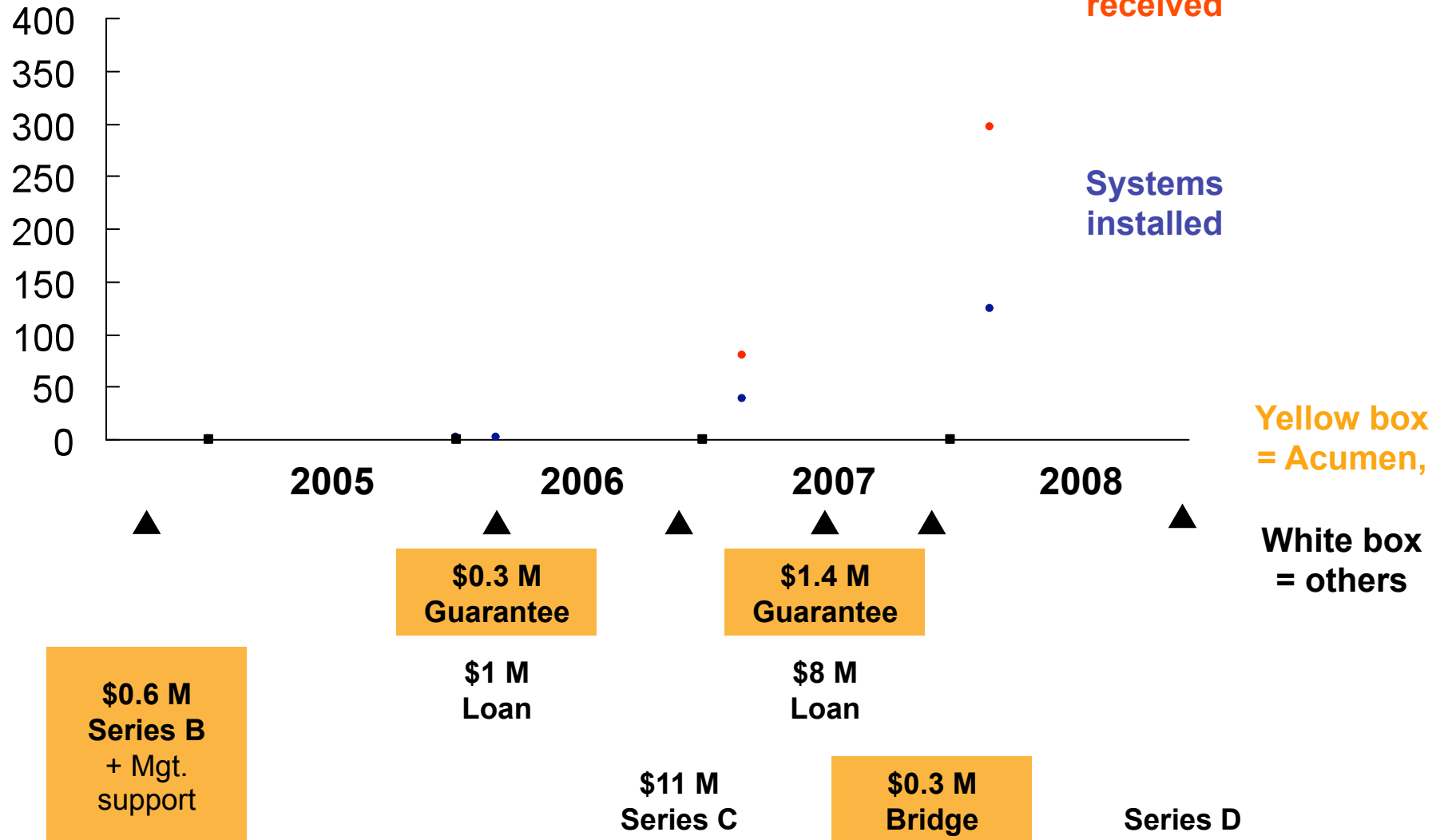
Acumen's Investments: WaterHealth International (WHI), India



Source: Adrien Couton / Acumen Fund, 2007

Our model in action: Acumen's support to WHI

of villages served



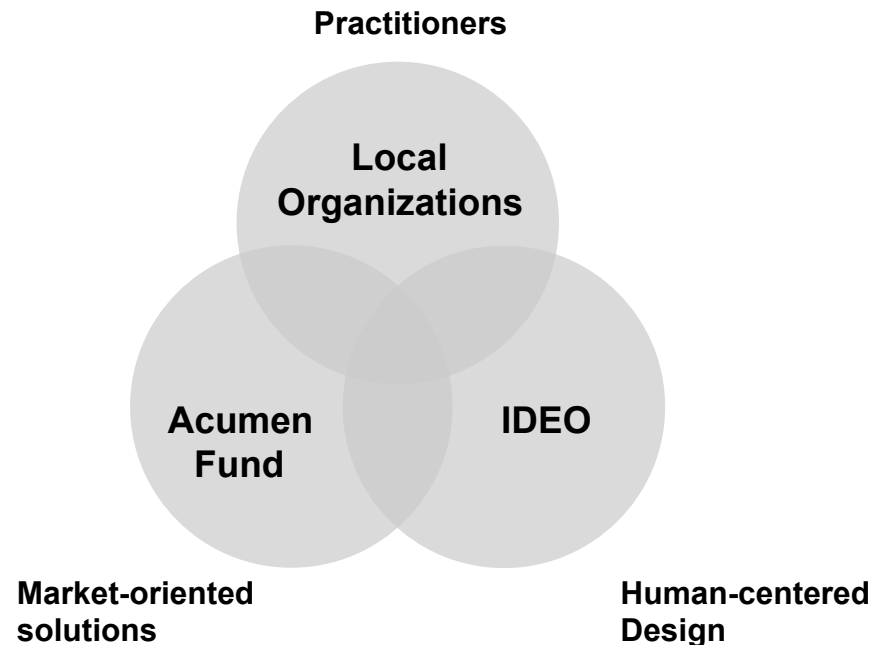
Environment Protection Group (EPGL), India



Source: Biju Mohandas / Acumen Fund, 2008

Ripple Effect Project: A Collaboration between Acumen Fund and IDEO

- Project is funded by the Bill & Melinda Gates Foundation
- A novel approach to addressing the challenges of water transportation and storage
- Applying design thinking to market-based approaches to create products and services for the poor in India and East Africa



Project Approach

INDIA

EAST AFRICA



FOCUS ON INDIA AND E. AFRICA

The first phase will take place in India. The second phase will take place in East Africa

COLLABORATION

Ripple Effect brings together design thinkers, experts and practitioners in the water sector, and investors to share approaches, build knowledge, and work together to create new solutions.

HUMAN CENTERED DESIGN

Empathy is the foundation of this project. By empathizing with the needs, desires and behaviors of the people, we will partner to create new solutions.

SEEDING INNOVATION

To improve safe water access, Acumen Fund and IDEO will support partner organizations in the water sector to build on their deep experience and develop innovative solutions

