

## **Ninth Commonwealth Women's Affairs Ministers Meeting**

*"Gender Issues in Economic Crisis, Recovery and Beyond: Women as  
Agents of Transformation"*

Bridgetown, Barbados, 7-9 June 2010

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Session IV: Roundtable 1

WAMM(10)RT1)2

### **INVESTING PATIENT CAPITAL IN ENTERPRISES THAT SERVE THE POOR**

*(Presentation by Ms Yasmina Zaidman, Director of Communications, Acumen Fund)*



# Acumen Fund: Investing Patient Capital in Enterprises that serve the poor

YASMINA ZAIDMAN, ACUMEN FUND

# Mission

**Acumen Fund** is a not-for-profit that invests patient capital in enterprises that sustainably serve the poor











PARSA AMBULANCE DIV

AMBULANCE DIVISION  
MARCH 2004

DAY NIGHT



MH 01  
L 6625

TEL: 2251966 / 2262947



**Traditional Charity  
and Aid**  
alone will not  
solve the problem

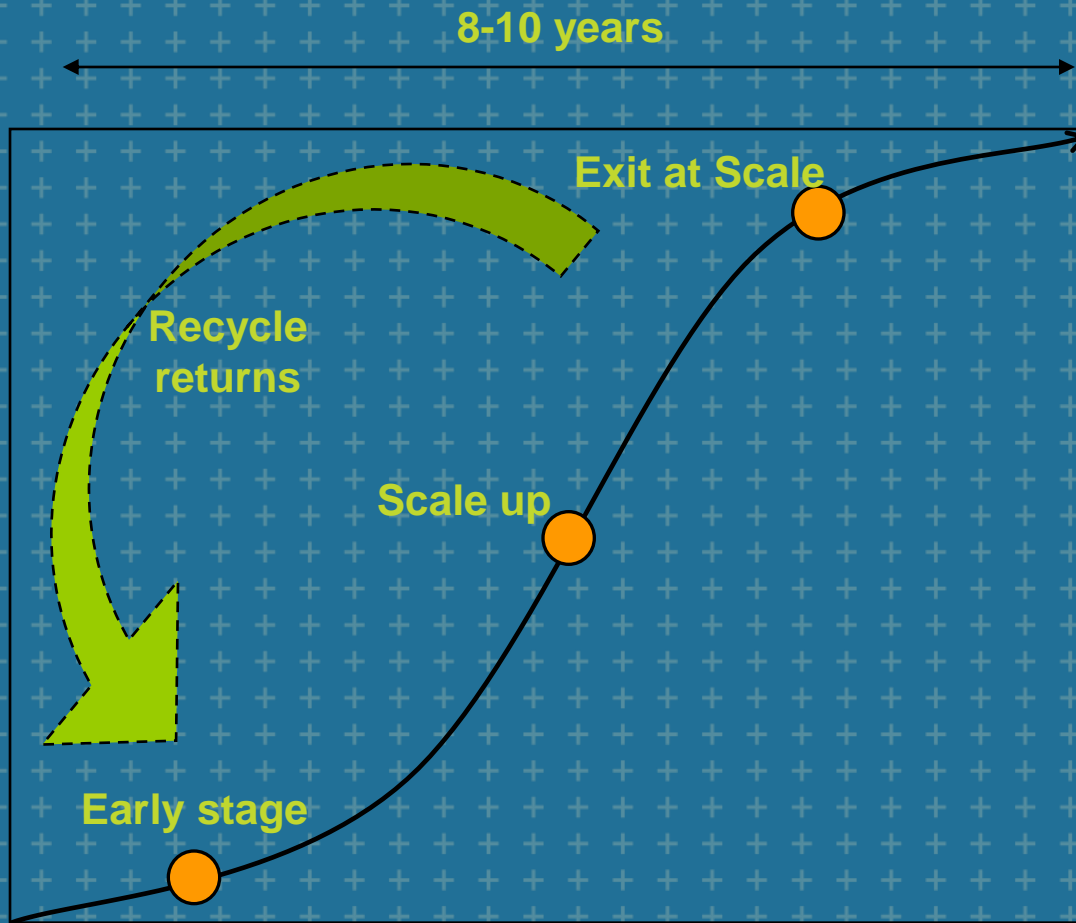
of  
**Poverty**

The **Markets**

alone will not  
solve the problem

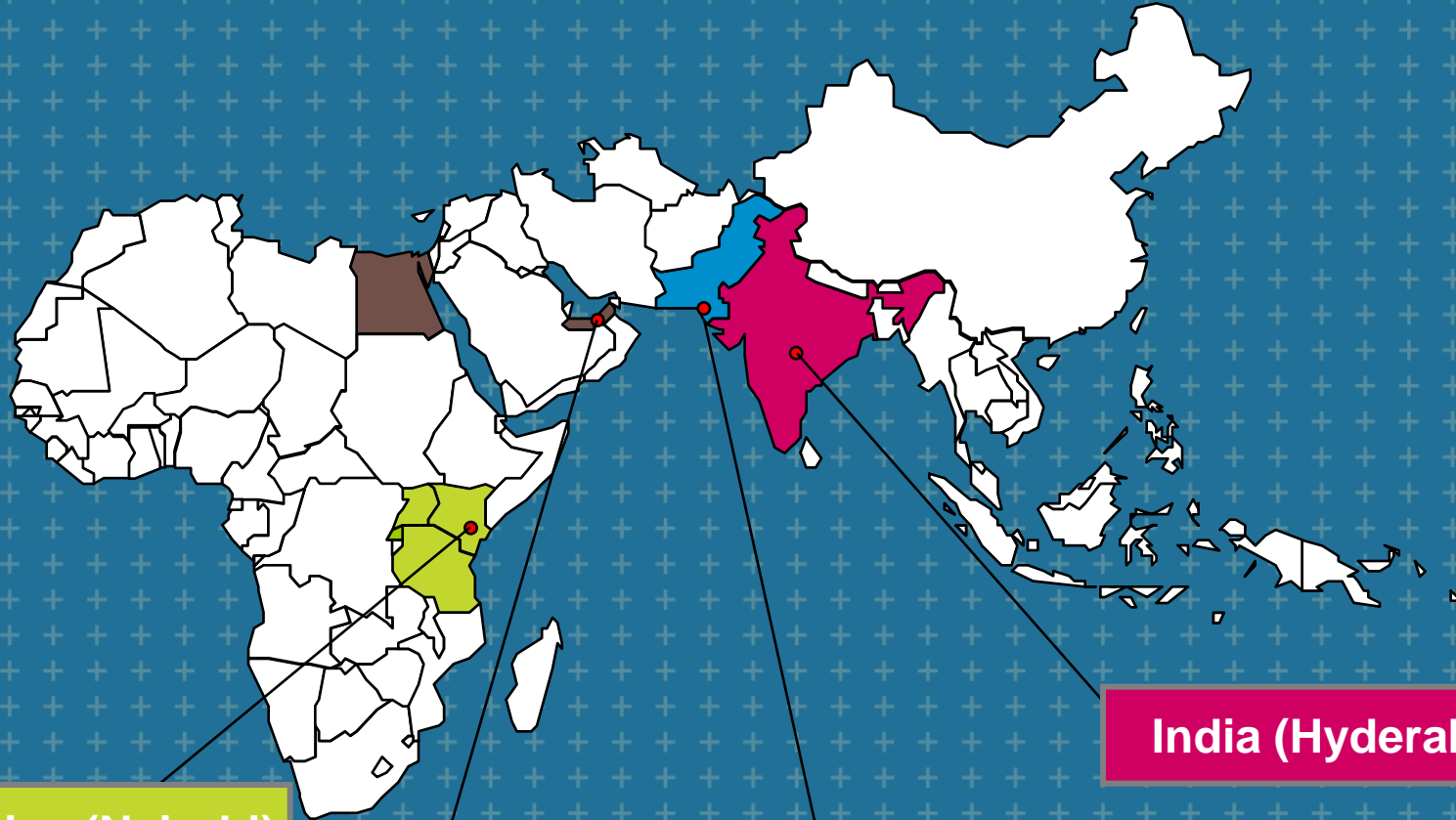
of  
**Poverty**

# We invest money and time to grow real businesses that alleviate poverty, and then recycle our returns



- 1 Invest grant funds in start up equity or debt
- 2 Grow businesses focused on social impact and sustainability
- 3 Recycle returns into more businesses

# We work in low-income, emerging markets



East Africa (Nairobi)

Middle East (Dubai)

Pakistan (Karachi)

India (Hyderabad)

• Acumen Fund office

# + Health



# Water



# Energy



# + Housing



# + Agriculture

# Measuring Success

1. Social **Impact:**

*1,000,000 people served*

2. Financial **Sustainability:**

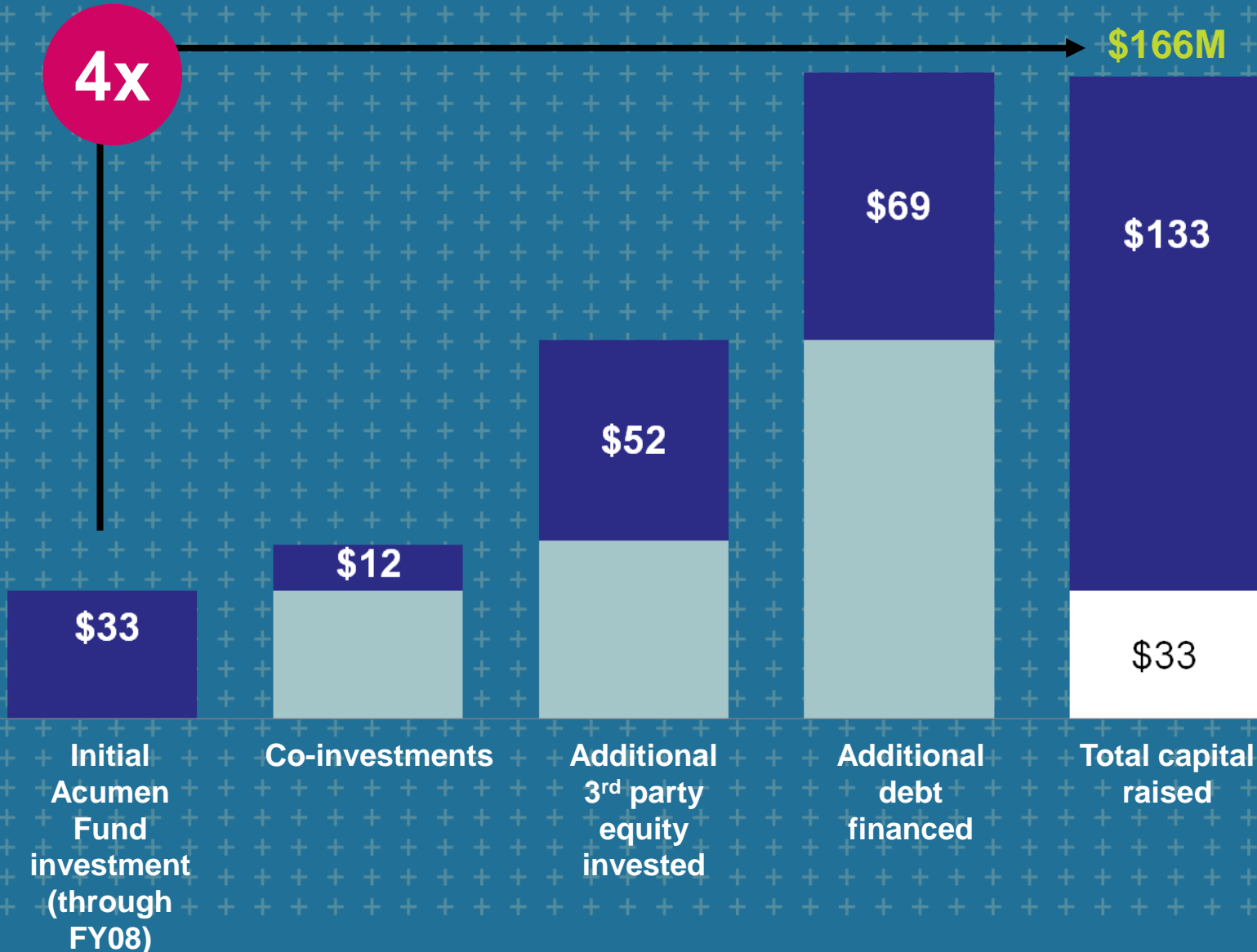
*Profitable in 5-7 years*

3. Breakthrough **Innovation:**

*An idea that transforms*

# Bringing more capital into the sector

FY 2003-2008, \$ Millions





Apollo  
Hospitals

আপোলো হসপিটালস

ONE WAY

2/3 of women in India give birth at home



Public hospitals can't meet demand



# LifeSpring adds a new option



# ALL INCLUSIVE

**NORMAL DELIVERY - Rs. 2000**

**CAESARIAN ( L.S.C.S ) - Rs. 7000**

**HYSTERECTOMY - Rs. 9000**

# The secret of the \$100-per-delivery-hospital



**Anant Kumar**  
**CEO of Life Spring**

Rent vacated former hospital buildings

Use standard equipment

Focus on only 3 medical procedures

4 times as many procedures per week

The entire  
hospital  
for:

**\$100,000**

# Beyond capital





- **A to Z: A public/private partnership**
  - **Sumitomo**
  - **ExxonMobil**
  - **WHO**
  - **Unicef**
  - **Acumen Fund**
  - **A to Z**









# What it will take

- Entrepreneurs with the will and the skill
- Patient Capital to invest in early days
- Government engagement to reduce regulatory barriers, improve transparency and scale up ideas that work with smart subsidies
- Mainstream financial institutions that can help enterprises grow

Thank you

[www.acumenfund.org](http://www.acumenfund.org)