



### David Le (Australia)

**SWAP location:** Vietnam

**SWAP iCats role:** Business Accelerator Consultant

**iCats duration:** Feb 2012 – Mar 2013 (full-time)

**Degree:** Bachelor of Actuarial studies, Australian National University

**Professional experience:** 10 years of professional experience with Boston Consulting Group and Australian Prudential Regulation Authority

### Summary

David established the LGT Venture Philanthropy Smiling World Accelerator Program (SWAP) in Vietnam and identified outstanding early stage organizations. Ecolink (organic tea farmers) and Tohe (art-therapy for underprivileged children) were selected to receive financial support and intensive hands-on business consulting through David.

### The problem SWAP aims to tackle

- Early stage social organizations struggle to scale-up due to lack of clear plans / strategies, unproven business models, and weak / inexperienced management teams
- Incubators / contests exist, but management know-how / experience to support impact-first companies is limited

### SWAP's solution

- ▶ Provide hands-on business consulting through dedicated iCats Fellows on the ground, and financial support of USD 50'000 on average to promising early-stage social enterprises

“It was amazing to meet so many people from around the world, who have a passion for making other people’s lives better.”

### Key challenges for SWAP in 2012

- Create SWAP infrastructure and establish partnerships with local incubators /hubs
- Attract promising social organizations
- Provide tailored business consulting

### The opportunity for an iCats Fellow

- ▶ Establish the SWAP in Vietnam and support early stage social organizations in that country with the business consulting experience

“It is an absolute privilege to work with organizations that have a real passion for their work and a real passion for their communities”

- David

### David's achievements ...



- Prepared due diligence on 6 investment opportunities
- Intensive business consulting for the Ecolink
  - In-depth analysis of business model across entire value chain
  - Improving governance
  - Refining business strategy
  - Revising sales & marketing strategy
- Intensive business consulting for the Tohe
  - Identifying domestic and international market opportunities
  - Launching a flagship retail shop in Hanoi
  - Development of a social impact measurement system

### David's next challenge

David intends to continue his career path of Impact Investing in Southeast Asia and is evaluating different job opportunities.

### ...contributing to SWAP's impact in Vietnam



- From over 100 applications, two organizations were selected to receive tailored business consulting and financial support in order to capitalize on their high potential for positive impact and growth
- Established the local partnership with CSIP (Vietnam) to facilitate the Accelerator Program
- LGT VP invested in 2 organizations in Vietnam:
  - Ecolink (trains ethnic minority farmers to plant organic tea)
  - Tohe (providing art therapy classes to disadvantaged children and selling their products)

“Working with the LGT VP team has helped us to focus on, prioritize and reach the key next steps for growth.”  
- Pham Thi Ngan, CEO Tohe