



Cllover Duan (Chinese)

Accelerator Program location: China

Accelerator Program ICats role: Accelerator Manager

ICats Duration: Feb 2013 – Mar 2014 (full-time)

Degree: Dual B.A. Management and Economics (Peking University, China)

Professional experience: 3 years of professional experience in management consulting analyst roles across multi service lines in financial service industry at Accenture China

Summary

Cllover identified and assessed a promising early stage organization for the LGT Venture Philanthropy Accelerator Program (AP). Shangri-La Farms, a social enterprise purchasing coffee beans and honey from poor farmers at a premium price to benefit poorest farmers in Shangri-La county, was selected by the Accelerator Program and as part of the support received intensive hands-on business consulting.

The problem AP aims to tackle

- In China, the social sector is at early stage. Social enterprises are struggling to scale-up due to a lack of clear strategies, unproven business models, and immature management team
- Lack of professional services for social enterprises



Accelerator Program'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

Key challenges for AP in 2013

- Launch Accelerator Program and attract promising social enterprises
- Provide tailored consulting service to add value to portfolio organization



Opportunity for an ICats Fellow

- Build eco-system of social sector in China through Accelerator Program
- Create impact through advising and supporting early stage social enterprises with professional services

“Really getting insights from the bottom of pyramid is awesome even for local citizens. I am shocked that I took things for granted for such a long time. Creating positive impact for society will never fail to fascinate me.”
- Cllover

ICats Fellowship 2013 – Impact Report

LGT Venture Philanthropy



Clover's achievements ...



- Conducted comprehensive due diligence on 4 potential Accelerator organizations and presented 1 deal to the Investment Committee
- Assisted on financial due diligence on 2 potential core deals
- Provide business consulting support for Shangrila Farms
 - Continuously seek and introduce sales and investment opportunities
 - Assess financial scenarios and forecasts, and review statements
 - Advise on fund raising strategies for social projects
- Held investor's weekend together with local incubator partner and attracted local impact investors

Clover's next challenge

Clover extends the fellowship with LGT VP as an accelerator manager to further optimize the accelerator program in China

...contributing to Accelerator Program's impact in China



- From over 100 applications, one organization was selected to receive tailored business consulting and financial support in order to capitalize on its high potential for positive impact and growth
- Established the local partnership with Transist (Shanghai, China) to facilitate the Accelerator Program
- LGT VP invested in Shangrila Farms, a social enterprise purchasing coffee beans and honey from poor farmers at a premium price to benefit poorest farmers in Shangri-La county
- Accelerator Program Blueprint (application/evaluation/selection process & systems, resource DB, contracts, best practices, ...) created to support the program which will continue in China in 2014