



### Nicolas Demeilliers

**Location:** Mexico

**ICats role:** Business Accelerator Consultant

**ICats duration:** Feb 2013 – Jan 2014 (full-time)

**Degree:** Msc in Management (EM Lyon, France)

**Professional experience:** 6 years of professional experience in structured finance in Europe at BNP Paribas

## Summary

Nicolas set up the Accelerator Program (AP) in Monterrey, Mexico in close collaboration with Grupo DESUS. He received over 60 applications for the program and presented 3 finalists during the Investors' Night. Thanks to the various due diligence Nicolas conducted, he was not only able to identify and select promising early stage ventures but also delivered valuable feedback to the entrepreneurs to help them grow their endeavor. He also contributed to develop LGT VP's knowledge of the Mexican impact investing market through his participation to various events and intense networking activities.

### The problem AP aims to tackle

- In Mexico, although the impact investing space is growing fast, early stage social organizations struggle to scale-up due lack of early stage financing and adequate support

### AP's solution



Provides financial support of USD 50'000 to promising early-stage social enterprises and a tailored business consulting for minimum 9 months

### Key challenges for AP in 2013

- Set up the program in Mexico where LGT VP does not have any physical presence
- Establish high quality relationships with incubators, impact investors and entrepreneurs to maximize the number of applications



### Opportunity for an ICats Fellow

Establish AP in Mexico, select up to 5 applications and support them for a minimum of 9 months

# ICats Fellowship 2013 – Impact Report

## LGT Venture Philanthropy



### Nicolas' achievements ...



- After analyzing over 60 applications, Nicolas conducted on the ground due diligence on 4 organizations and presented 3 investment opportunities to the AP Investment Committee
- Improved LGT VP's knowledge of the social entrepreneurship and impact investing markets in Mexico
- Represented LGT VP in various events across the country

### Nicolas's next challenge

Thanks to AP Mexico, I discovered that I loved helping social entrepreneurs to solve pressing social and environmental problems. I will stay in Mexico to continue doing this work and will set up a social business builder (Connovo) that will solve social problems by scaling proven social business models from other geographies to Mexico.

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



Despite the closure of the program in 2014, the impact of LGT VP through AP Mexico was several:

- Extend learnings and knowledge in various sectors (women's empowerment, education, recycling, access to healthcare etc.)
- Raised awareness about the realities of early stage investing amongst investors
- Identified promising early stage social entrepreneurs for referral to other support programs
- Provided valuable feedback to entrepreneurs during the due diligence stage which helped them strengthen their businesses