



### Juan Pablo Arias (Colombia)

**Location:** Colombia

**ICats role:** Accelerator Manager, Colombia

**ICats duration:** Oct 2013 – Mar 2015 (full-time)

**Degree:** MBA (University of Maryland – Smith School of Business)

**Professional experience:** Finance professional with experience in financial and credit risk analysis of banks, MFIs and corporations in diverse industries

## Summary

Juan Pablo provided hands-on business consulting support to three organizations in LGT Venture Philanthropy's Accelerator Program (AP): Bive, Vitalius and Mukatri. Bive aims at granting access to quality health care services to low-income families; Vitalius fights malnutrition by providing fortified products to BOP children and mothers; Mukatri contributes to the preservation of the Amazon rainforest by buying ecologically harvested fruits to produce and commercialize fruit-based products.

### The problem the AP aims to tackle

- Early stage social organizations struggle to scale-up due to a 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

### Key challenges for the AP in 2015

- Identifying the most effective way to accelerate young organizations

### The AP's solution



Provides 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



Thinking innovatively about how to develop the local and regional ecosystem, as well as build capacity in our portfolio organizations and create more impact.

*"This fellowship allowed me to grow both personally and professionally. It was a great introduction to the impact investing sector, and a platform to meet awesome people."*

*- Juan Pablo*

### Juan Pablo's achievements ...



*Prof. Muhammad Yunus at one of Bive's healthy day sessions*

- Hands-on support for Bive
  - Created and implemented financial management tool to monitor company's KPIs and assess future cash requirements.
  - Developed a credit loss policy and a classification system to reduce receivables turnover.
  - Supported proposal to raise USD 500'000 from Swiss foundation to execute dental project and strengthen Bive's core business.
- Hands-on support for Vitalius
  - Created and implemented financial management tool to monitor company's KPIs and assess future cash requirements.
  - Led plan to reverse company's stagnating sales by quantifying company's market, and evaluating a distribution strategy.
  - Mentored CEO to improve his decision making process and business acumen.

### ...contributing to the organizations impact



*Mukatri's factory*

- Hands-on support for Mukatri
  - Created and implemented financial management tool to monitor company's KPIs and assess future cash requirements.
  - Provided strategic consulting for product development and improvement
  - Provided support for the creation of the company's strategic plan
- Supported LGT VP deal screening by performing industry and market analysis, as well as business model viability.

*"Juan Pablo's support has been invaluable to professionalize our business and connect to key partners"*

*Jorge García - Bive*