



Yoshi Tabuchi (Japan)

Location: Philippines

ICats role: Accelerator Manager, Philippines

ICats duration: Feb 2014 – Mar 2015 (full-time)

Degree: MBA (IESE Business School)

Professional experience: 10+ years of experience in finance and marketing in the industry of aviation, renewable energy and NGO in multiple countries.

Summary

Yoshi implemented a new investment in One Renewable Energy Enterprise, Inc. (“OREE”) and follow-on investment in Sustainable Growth for Rural Venture, Inc. (“SUGRUVI”). He also provided hands-on consulting on strategy, financial planning and cash flow management, and supported both companies in building a scale-up plan for the coming years.

The problem the AP aims to tackle

- Social enterprises has limited knowledge, skills and network to scale up its business, hence, they have difficulties to attract financiers to support its growth.
- Social enterprises can merely cope with daily operational issues and have limited resource to build a sustainable mid-to-long term view.



The AP’s solution

Provides hands-on business consulting and professional network through dedicated ICats Fellows on the ground, and attracts next level investments from the market.

Key challenges for the AP in 2014

- Identifying the most effective way to scale up business while appropriately monitoring potential risks.
- Change social enterprises’ mind-set from a small company to a sustainable enterprise.



Opportunity for an ICats Fellow

Introducing professional skills and network to solve business problems and make a sustainable plan while thinking innovatively about how to develop a local ecosystem

“Unforgettable year, both professionally and personally. The fellowship allowed me to meet so many inspiring people and led me to the next level of my life”

- Yoshi

ICats Fellowship 2014 – Impact Report

LGT Venture Philanthropy



Yoshi's achievements ...



- Implementation of investment in OREE and arrangement of follow-on investments in SUGRUVI
 - Provided USD 50'000 for OREE as part of AP
 - Provided total USD 223'100 for SUGRUVI, which allowed it to graduate from AP and become a LGT VP's core portfolio
- Hands-on support for OREE and SUGRUVI
 - Provided a financial management tool for OREE and trained a staff to utilize it
 - Introduced a new financial scheme and potential investors for OREE's projects
 - Built a mid-term scale-up plan for SUGRUVI and identified capital requirement for the growth of the company

Yoshi's next challenge

At the end of her Fellowship, Yoshi will either go back to Japan or stay in SE Asia to continuously make a positive impact

...contributing to the AP's impact



- Supported development of two social enterprises out of four in the Philippines
 - SUGRUVI increased the number of farmers it supports by 61 % from 872 to 1'423 in 2014
 - OREE is now well known social enterprise in the Philippines solar industry and continues to grow
- Identified suitable roles with our local partner, xchange, Inc., to develop an ecosystem in the social sector in the Philippines

"Yoshi's hard work and dedication is instrumental in making us what we are today. Every time, he has impressed us with the perfection with which he has understood our needs. We have grown so much in the last year and Yoshi's mentoring have always made Sugruvi's decisions in good stead" *Nathalie Arsonillo, Managing Trustee, SUGRUVI*