



ICats Fellowship 2015 (2nd Intake)

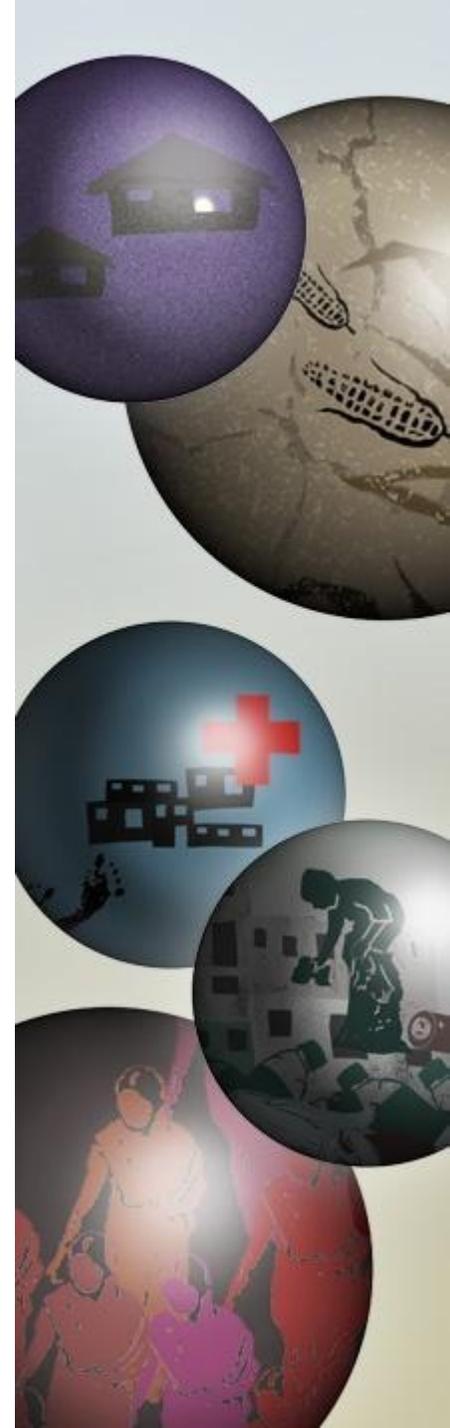
Kathrin Hassler

Impact Report

LGT Venture Philanthropy

DRAFT

15 April 2016





Kathrin Hassler (Switzerland)

Host organization: Meds & Food for Kids Haiti (MFK)

ICats role: Finance and Business Development Fellow

ICats duration: June 2015 – April 2016 (Full-time)

Degree: Bachelor of Science in Business Law (Switzerland)

Professional experience: 10 years of work experience, lastly for Credit Suisse AG in Zurich and Hong Kong in asset finance.



Summary

Kathrin used her broad professional experience in finance, law and project management to support MFK in various aspects of business, such as implementing and further refining MFK's growth strategy, financial modelling for new products and updating the pricing strategy for existing products.

The problem MFK aims to tackle

- One in ten children in Haiti is acutely malnourished, one in five is underweight.
- Malnutrition is a consequence of poverty brought on by high unemployment rates and non-modern agricultural practices.
- Malnutrition causes limited brain development and affects intelligence, school performance and thus future opportunities for the child, which impacts Haiti's economic growth in the long run.

MFK's challenges

- Defining strategy to ensure sustainability of the mission and mitigate reliance on few key customers and products.
- Making sound business decisions in an ambiguous and politically unstable environment.



MFK's solution

- Local production of a highly effective treatment of malnutrition, using local ingredients whenever possible, to support local economic growth.
- Create jobs and break the cycle of poverty that underpins much of Haiti's malnutrition problem.
- Train local farmers to improve the quality and yield of the peanuts.

Opportunity for an ICats Fellow

- Supporting MFK's senior management with designing and implementing the long-term strategy.
- Spearhead new product initiatives and other business development projects.

“Working for MFK in Haiti was an outstanding experience, difficult at times, but very rewarding after all. The time in Haiti taught me a lot about the potential and the constraints of a social enterprise, navigating a challenging environment like Haiti. Besides that, it was also a great personal learning experience. I truly thank Dr. Pat Wolff (Founder and Executive Director) for her trust and guidance and the whole MFK team for the great support during my fellowship.”

Kathrin

Kathrin's achievements ...



- Optimization of the pricing strategy for existing products to and financial modelling for new products.
- Obtainment of Board approval of annual budget, developed in partnership with management team, and completion of financial audit.
- Representation of the organization at governmental level, as well as with customers, partners, international organizations and sponsors.
- Part-implementation of long term growth strategy, more specifically applying for a tax franchise for the for-profit spin-off of the non-profit organization, and further refinement of strategy in collaboration with senior management and Board of Directors.
- Capacity building while working with Haitian employees.

...contributing to MFK's impact



- MFK reached the highest production volume of Ready-to-use Therapeutic and Supplementary Food in 2015 since its inception in 2003.
- Further expansion of export markets to Africa and Central America by exporting over 200MT of product worth \$845'000.
- Employment of up to 65 Haitian employees.
- Nearly 1000 peanut farmers trained in 2015 to improve yields and peanut quality. MFK continues to buy local peanuts to support the farmers.

Kathrin's next challenge

Kathrin is pursuing a career in impact investing in Asia or Switzerland.