



### Matthew Whalen (USA)

**Host organization:** LGT VP

**ICats role:** Accelerator Manager, Indonesia

**ICats duration:** Feb 2015 – Mar 2016 (full-time)

**Degree:** B.S. Finance (USA), MBA (USA)

**Professional experience:** National Geographic Society (Financial controlling), US Peace Corps (Small Enterprise Development Consultant)

## Summary

Using his experience in finance, entrepreneurship, and economic development, Matthew worked as part of LGT VP's Southeast Asia team to source and screen potential deals, grow the impact investing ecosystem in Indonesia, and provide hands on acceleration for LGT VP's portfolio company, Kakoa Chocolate.

### The problem the Accelerator Program aims to tackle

- There are myriad social and environmental issues facing the globe and business solutions are able to address certain problems in a sustainable manner. The challenge is finding viable social enterprises that are working to combat these global issues



### Key challenges for 2015

- Identifying new and viable investment opportunities
- Identifying ways to support business operations within social enterprises and mentoring staff to improve their skills



### The solution

- Identifying growth stage social enterprises that meet LGT VP's investment criteria and providing support to portfolio organizations
- Providing 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

### Opportunity for an Accelerator Manager

Support the growth of the impact investing ecosystem in Indonesia by participating in events, providing mentoring, and identifying growth stage social enterprises seeking funding

### “My experience as an ICats Fellow...

*reconfirmed my belief that business solutions can be harnessed to sustainably address social and environmental issues.”*

*“I have gained invaluable insight into the impacting investing space and refined technical skills related to deal structuring and investment vehicles.”*

*- Matt*

### Matthew's achievements ...



- Acceleration of Kakoa Chocolate in Indonesia
  - Developed and implemented all back-end financial processes
  - Implemented formal financial management reporting system that is managed by team's accountant
  - Developed a financial model to be used for operational forecasts and fundraising
- LGT Venture Philanthropy
  - Growing impact investing ecosystem in Indonesia by sourcing and screening potential investments

### Matthew's next challenge

Matthew will work with LGT VP through the end of March 2016

### ...contributing to LGT VP's growth



- Supported the development of LGT VP's portfolio organization Kakoa Chocolate in Indonesia
- Kakoa has increased its number of retail sales points in Jakarta to over 100
- Kakoa now supports over 150 farmers in the Lampung region of Southern Sumatra
- Furthering LGT VP's presence in Indonesia by engaging with stakeholders and identifying potential investments

---

*"Matthew has proved to be an invaluable asset to our company; his dedication to supporting our growth and developing our team is very much appreciated."*

*Member of Kakoa's management team*