



LGT Impact Fellowship 2018

Gayatri Suri

Impact Report

LGT Venture Philanthropy

October 2019



LGT Impact Fellowship 2018 – Impact Report

LGT Venture Philanthropy

LGT VP applied its Rural Primary Health Framework to the India context

- LGT VP used the funnel approach to screen the universe of potential opportunities segregating them into high and medium priority in line with LGT VP's investment thesis
- Three broad sectors of interest were identified
- Based on its analysis, LGT VP aims to support operators providing primary healthcare in rural areas
- Ideal operators, to demonstrate the maximum number, if not all, of the following characteristics:
 - Deploying innovative and proven solutions in healthcare provision
 - Having a scalable model to ensure sustainability of impact
 - Actively working with the government / public sector to improve quality of service provision as well as strengthen the existing systems / infrastructure
 - Actively engaging in advocacy i.e. advising the government / public sector to shape policies to enhance their impact
 - Models that have the potential to be adopted / replicated by the government / public sector to create large scale impact



Gayatri Suri (India)

Host organization: LGT VP (Mumbai, India)

Fellow position: VP Investment Associate

Fellowship duration: Sep 2018 – Aug 2019 (Full-time)

Degree: MSc Finance and Economics (London, UK)

Professional experience: Five years of experience in investment banking in India and London.



Summary

With her background in investment banking, Gayatri undertook a landscape analysis of healthcare & education sectors in India with the aim of refining LGT VP's investment thesis in India & identifying / shortlisting suitable investment opportunities in line with VP's investment principles.

The problems / challenges LGT VP aims to tackle

- Limited resources / feet on the ground for:
 - Undertaking research and refining LGT VP's investment thesis wrt. the Indian market
 - Undertaking market analysis of the key stakeholders (funders, social enterprises, non-profits, consulting organizations, etc.)
 - Mapping of innovative solutions in education and healthcare wrt. LGT VP's investment criteria
 - Supporting the Fellowship team for the 2019 Fellowship cycle including LGT VP's new partnership with Shortlist

Opportunity for a Fellow

- Understand and analyse the Indian healthcare and education market in India wrt. LGT VP's investment lens
- Leverage existing relationships with organizations (investors, social enterprises, implementors, etc.) and network & forge new relationships to increase presence in the Indian market
- Identify, source and build a strong pipeline for LGT VP's focus sectors in India
- Support LGT VP's Fellowship team including working with Shortlist on planning, designing and managing the 2019 Fellowship cycle

"My experience as a Fellow..."

has been an amazing journey with a diverse set of peers & an inspiring leadership. I could not have asked for a better platform to transition into the impact sector. I am grateful to have gained first-hand experience of working in a lean & dynamic set-up, very different from the corporate sector. Working independently on new sectors enabled me to understand the nuances of the social impact landscape in India. The Fellowship has played a catalytic role by enabling me to apply my skills to & learn about investing in the social sector. I am intrinsically motivated & excited to continue working in this sector."

- Gayatri

Gayatri's achievements ...



...contributing to LGT VP's local operations in India



- Helped refine LGT VP's investment thesis for healthcare and education in India through:
 - **Desktop research** – to develop an understanding of the healthcare and education landscape in India from a LGT VP lens/ focus - analysis and mapping of the different sub-sectors and key stakeholders in the ecosystem
 - **Interactions with key stakeholders** – calls / meetings with domestic / international actors (funders, social enterprises, non-profits, consulting organizations, etc.) working in the healthcare and education sector to gain key insights into their learnings / experience in India and understand their portfolio focus
 - **Shortlisting opportunities** – by applying select criteria in line with VP's investment focus to map quality, scalable & innovative solutions and identify a list of potential investment opportunities

- Networking and building new relationships with key actors in the social impact ecosystem in India with the goal of increasing LGT VP's market presence and improving its brand awareness in India
- Worked on the strategy and design for the 2019 LGT Impact Fellowship programme along with Shortlist – including marketing / promotion, candidate engagement, application assessment, etc.

Gayatri's next challenge

Gayatri will continue working with the LGT VP team in India.