

October 2019

Our Greatness series continues with ‘*Innovation Unlocked: Lessons Learned in Social Entrepreneurship and Investing in East Africa.*’



Christina Hachikian, the Executive Director of the Rustandy Centre at Chicago Booth University, opened the evening with the line “Doing Good is Worth Doing Well” and shared an overview of the centre’s ground breaking work tackling complex social and environmental problems.

To demonstrate, add colour and some of the detail of their work Christina then introduced two Chicago Booth alumni both operating in East Africa:-

Amy Lehman, founder of the Lake Tanganyika Floating Health Clinic, whose mission is to address the problem of healthcare access for millions of people who live in the isolated but strategically critical Lake Tanganyika Basin in the Great Lakes region of Central Africa; and

Maina Sahi, Head of Strategy for Health and Education across Africa and South Asia for CDC Group, the UK government’s Development Finance Institute who has led projects in over 40 countries with on-the-ground experience in most emerging markets

A wide ranging and completely absorbing discussion then ensued, covering diverse facets, including:-

- The lack of available data to provide a base for new work and strategy and the difficulty in collecting data in an area with no cell phone reception, no Wi-Fi and a complex cultural structure to be navigated;
- Aid agencies looking for scalability and the problems of arising from such a “one size fits all” approach;
- Corruption both macro, national/governmental level, and micro local/tribal level which continue to coexist.

Christina, Amy and Maina left us with some understanding of the challenges they are facing and huge respect immensely challenging but absolutely awesome work they are doing!



Christina Hachikian, '02, MBA '07, is the executive director of the Rustandy Center for Social Sector Innovation at the University of Chicago Booth School of Business. She is responsible for leading the center's work to serve as a destination for people tackling complex social and environmental problems, equipping them with the knowledge and tools to positively impact humanity.

Prior to joining Booth, she was vice president and head of investor relations and corporate development for Cole Taylor Bank. In this role, Hachikian was responsible for building relationships within the investment community and crafting financial communications. In addition, she has managed projects such as corporate capital actions, strategic planning, and financial and trend analysis. She was also an assistant vice president and senior project manager for ShoreBank (now Urban Partnership Bank), a triple-bottom-line community development bank, and a research and planning analyst for Raytheon Company.

Hachikian has an MBA from the University of Chicago Booth School of Business, with a focus on strategic management and managerial and organizational behavior, and also earned an AB in public policy from the University of Chicago.



Amy G. Lehman, AB '96, MBA '05, MD '05, is the founder of the Lake Tanganyika Floating Health Clinic (LTFHC)/WAVE. The LTFHC is an international organization whose mission is to address the problem of healthcare access for millions of people who live in the isolated but strategically critical Lake Tanganyika Basin/Great Lakes region of Central Africa. The Lake Tanganyika Basin is Africa's largest source of available fresh water (and the world's second largest), serving as home to enormous mineral resources vital to next generation technologies, newly discovered fossil fuels, and hundreds of endangered species and biodiversity. Dr. Lehman and WAVE are recognized and sought after as

key experts, advisers, and partners to actors as diverse as regional governments and local tribes, through to donor governments, philanthropists, nonprofits, and multi-national corporations increasingly coming to understand the importance of the Lake Tanganyika Basin across health, energy, environment, and economic development disciplines.

Dr. Lehman graduated from Choate Rosemary Hall and was a 2014 Alumni Award recipient. She received both an MD and MBA from the University of Chicago, and additionally trained in general surgery at the University of Chicago Medical Center and was a senior fellow with the MacLean Center for Clinical Medical Ethics. She received the 2014 Distinguished Young Alumni Award from the University of Chicago Booth School of Business, and she's been honored by Newsweek as one of the "150 Women Who Shake the World," and other publications for her work in the Lake Tanganyika Basin. She also presents regularly at leadership conferences such as GE Leading and Learning and TED.



Maina Sahi, '10, leads strategy for health and education across Africa and South Asia for CDC Group – the UK government's Development Finance Institute. Previously, Sahi was a principal with BCG India's Social Impact and Public Sector Practice wherein amongst many projects, she led a state-wide public-school system transformation project in Rajasthan, India, impacting over 10,000 schools and 5 million children. Prior to that, she co-led Parthenon's Emerging Markets' Social & Public Sector practice.

Sahi's experience spans government policy reform; public school system transformation; scaling grassroots innovation; social innovation evaluation; and product/process development, dissemination, and international expansion. Additionally, she has experience in private equity due diligence, global expansion strategy, and new business development in the education, energy, healthcare, consumer, financial services, and industrial sectors. She has led projects in over 40 countries with on-the-ground experience in the emerging markets of APAC, MENA & LATAM. Prior to her MBA, Sahi led research for Egon Zehnder's Financial Services & Board Consulting Practice in India and built firm capabilities in new sectors such as financial service outsourcing, equity brokerage, insurance and retail banking; and board consulting. She previously managed business analytics & information systems for Thomas Cook's foreign exchange business in India, Mauritius, and Sri Lanka and provided strategic analytical support. Early in her career, she interned with Ashoka, ICICI Bank and an education dot-com startup.

The Patron Greatness Lectures are a series of talks from inspirational individuals. They are not part of a fundraising exercise; instead, they are intended to motivate, educate, inspire and enrich for the Patron team, its friends and partners.

Each evening consists of an early evening talk followed by a Q&A session and an opportunity for informal conversation over drinks and light refreshments. For more information about The Greatness Lectures, e-mail Denise Goodwin on denise@patroncapital.com.

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About Patron Capital Partners

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Since it was established in 1999, Patron has invested in over 71 investments and programs involving over 65 million square feet (6 million square metres) in 16 countries, with many of these investments realised.

Investors represent a variety of sovereign wealth funds, prominent universities, major institutions, private foundations, and high net worth individuals located throughout North America, Europe, Asia and the Middle East.

The main investment adviser to the Funds is Patron Capital Advisers LLP, which is based in London, and Patron has other offices across Europe including Barcelona, Milan and Luxembourg; the group is comprised of 77 people, including a 45-person investment team.