SeAP
SOCIAL ENTERPRISE
ACCELERATOR PROGRAMME

Masterclass 1: Business Model Canvas

By: Darren Chua

Director,

The Ideal Venture Studio

Ideal
VENTURE STUDIO

Powered by HongLeong Foundation

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WE TURN
VISIONS & IDEAS INTO REALITY

Venture Building | SEA Market Expansion

Workspace Solutions | Investment & Fundraising

@theideal.space.tw theideal.space +886-2-2706-2108 台北市大安區敦化南路2段77號7F之4

Director

Darren Chua 蔡佳峻

Darren brings leadership & years of tech experience from supply chain financing/FinTech/RE enterprises across Asia. In the last decade, he has founded and lead multiple companies and franchise business from Singapore, Hong Kong and Taiwan. His religious emphasis on people's experience and Technology both online, offline, within or outside of team, brings gravity and momentum around his leadership. Recently, exited a RE investment platform based in Taiwan. Darren is on a vision to enable everyone to achieve carbon neutrality through finance, blockchain and RE adoption.

Education

B.Eng(Computer Engineering), National University of Singapore (新加坡國立大學)
Marketing & Technoprenuer Minor (復旦大學, 上海)

Experience

CEO & Co-Founder
RE Investing Platform

CEO (Taiwan)/CCO (HK)
Supply Chain Financing FinTech

CEO & Co-Founder
AI Driven Engagement Platform

Director (Taiwan/Singapore/Indonesia)
Women-only Fitness Franchise

MD (Singapore/Hong Kong)
Management Consulting Firm

Curves

Established over 25 years ago, Curves is a proven business model, designed especially for women, offering a supportive, welcoming and safe service environment to help our members achieve their goals with over 3,500 locations in over 50 countries.

AMAZE YOURSELF

30-MINUTE TOTAL BODY STRENGTH WORKOUT

AMAZE YOURSELF

30-MINUTE TOTAL BODY STRENGTH WORKOUT

CURVES INDONESIA

Curves Indonesia memiliki harapan untuk menjadi salah satu pasar terbesar di Asia Pasifik

Owners by # of Clubs				
	2020	2021	2022	2023 (1st quarter)
Owns 3 Clubs and more			1	2
Owns 2 Club			4	
Own 1 Club	2	5	4	2

Curves

We are growing!!

markedshot
Crowdsourcing Brand Stories

AI Driven Brand Engagement Platform

Harnessing the power of User Generated Contents

SOCIAL
PROOF
MATTERS

User-generated
contents drives
AMAZING
business results

An online trade finance platform to connect unbanked and underbanked SMEs with institutional investors in Asia

NUMBERS SPEAK MORE THAN WORDS

FundPark

Financing Trade Across Asia

亞洲網上貿易融資平台

Receivable Finance

We provide receivable finance for corporate that allows you to finance your account receivables from slow-paying customers.

Supply Chain Finance

Help buyers or core enterprise improve their cashflow and liquidity by leveraging payment terms while providing an option for suppliers to receive the payment early.

Purchase Order Finance

Exclusive pre-shipment solution based on Purchase Order. Get your working capital before goods are made.

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GREEN INVESTING MADE SIMPLE

www.lyght.com.tw

Supported by:

FinTechSpace
金 融 科 技 創 新 園 區

What is Lyght?

Established 2020

Lyght connects **individual retail buyers** directly with **green energy producers** to participate in tangible environmental impactful projects whilst enjoying recurring income at competitive rates with full transparency.

*A *FIT* is a policy mechanism designed to accelerate investment in renewable energy technologies by offering long-term contracts to renewable energy producers.

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Types of Solar Assets

Lyght's Institutional Grade Projects

Residential Projects	Roof-Based Projects	Ground-Based Projects	Surface-Based Projects
			

Power Purchase Agreement

台灣電力公司
Taiwan Power Company

Big Corporates

Locally or International

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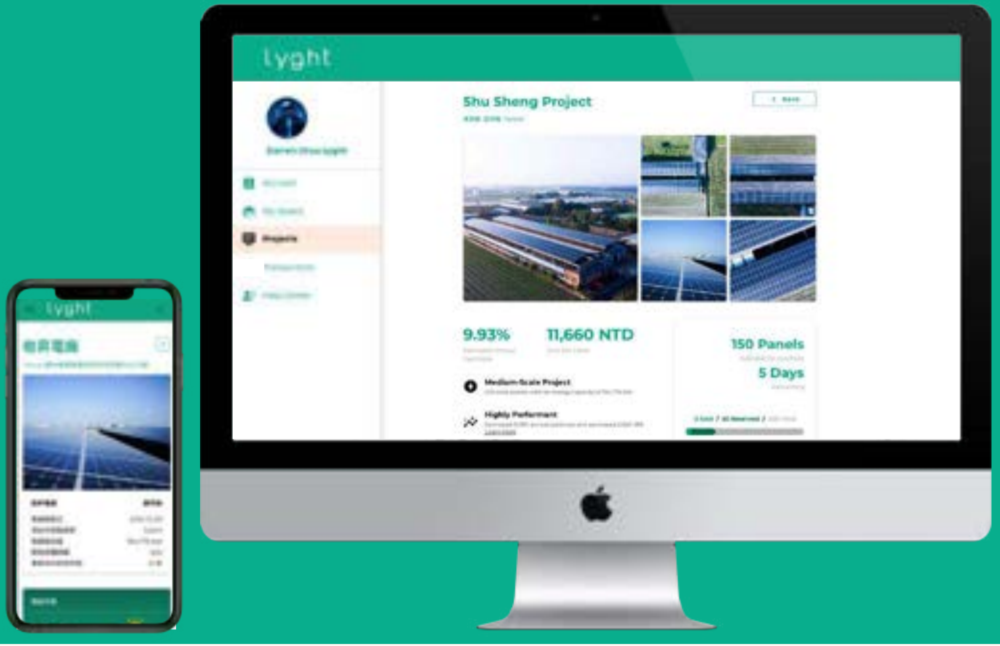
Lyght **Portal**

Lyght streamlines the entire process by offering **A Single, Unified, Digital** onboarding, purchase and participation experience backed by a suite of technologies across operations, processes & delivery.



01 Onboarding
Sign up as an Approved Buyer on Lyght to view Solar Projects.

02 Participation
Select your preferred Solar Projects and Indicate your Participation volume.

03 Completion
Complete purchase & leaseback assets to enjoy recurring rental income.

Ideal 理想創業工場 VENTURE STUDIO

The Ideal Venture Studio, established in 2021, is at the forefront of "Venture as a Service," specializing in nurturing and investing in burgeoning businesses across Asia.

〔 Ideal 理想 〕

Founded in 2021, Ideal Venture Studio & Space was created with the vision of delivering "Venture as a Service" to founders, SMEs, and large corporations.

Ideal functions as the investment arm of an established Taiwanese Family Office, a legacy of over 70 years.

Originating from the fabric and apparel industry, our group diversified into a variety of fields such as real estate, F&B, biotech, automotive distributorships, hospitality, and more.

In addition, our group boasts an impressive track record, having over 30 years of hands-on business expertise in sectors like Real Estate and Manufacturing in Vietnam and Thailand.

Through Ideal and its venture services, our goal is to identify promising companies, outstanding teams, and groundbreaking technologies for potential investments to meet the challenges of the future.

HOSING

HOSING Group Holdings

Ideal

Capital, Venture Studio & Space

Regional Investments Portfolio

LAND ROVER JAGUAR

Automobile Dealerships

文華一品

Real Estate Development

PAUL 豐穗四季

Tourism & Hospitality

KT MEDICAL nugreen BIO AGRITECH

Medical & Health

Over 70 years of established businesses

30 years of SEA Experience

文華一品 理想雙春園

Real Estate Development




LAND ROVER JAGUAR

Automobile Dealerships




PAUL
depuis 1889

Tourism & Hospitality




nugreen BIO AGRITECH
KT MEDICAL 元生易技

Medical & Health





WE TURN VISIONS & IDEAS INTO REALITY

With Ideal to formulate a disruptive & successful model to fuel your venture/idea that combines profit and purpose in return for a vested interest.

Immense value by developing proprietary technology, IPs & defensibilities surrounding your venture to Unicorn status.

Authentic connections by tapping into our multidisciplinary roster of business and technology networks across industries & markets.

Opportunities through Ideal's proprietary Fund or through the vast network of industry, venture capital or family funds.

A Nature-inspired Working Environment

For All Your Business Needs.

理想創業工場

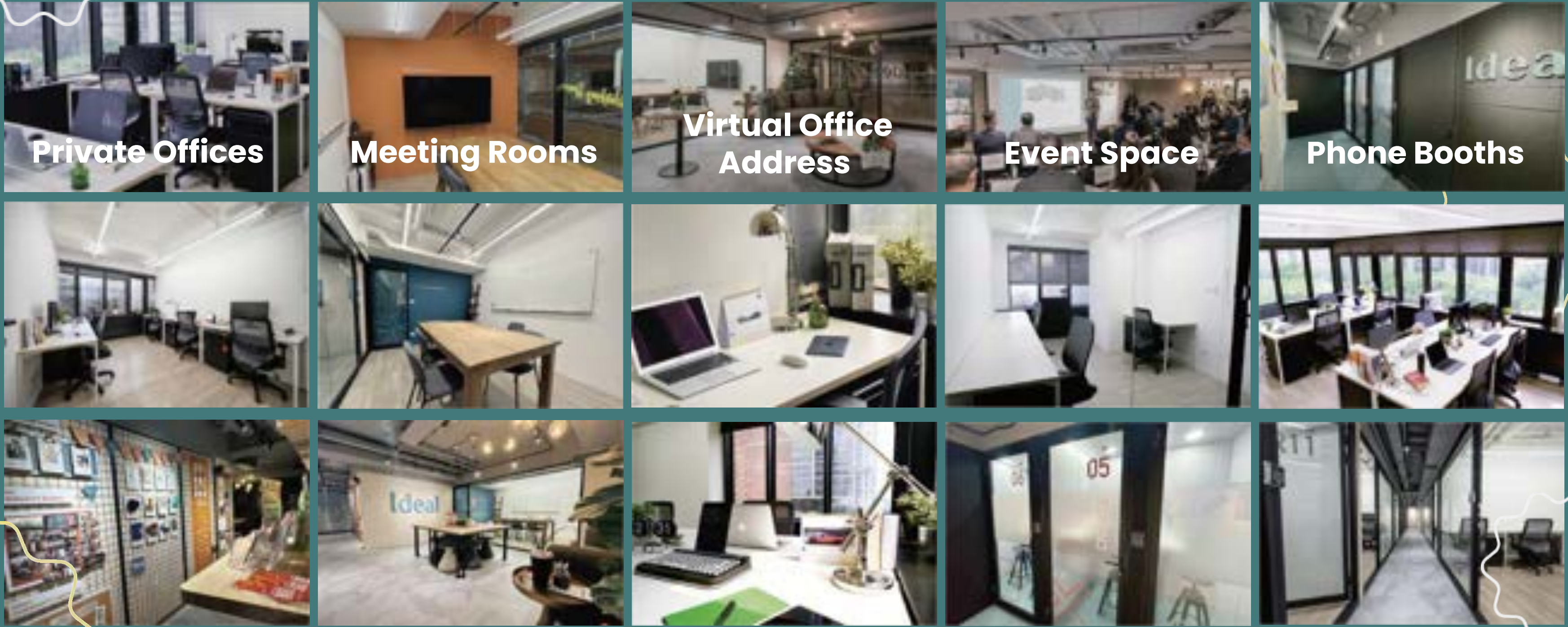
The Ideal Venture Studio & Space

台北市大安區敦化南路二段77號7樓之4 @theideal.space.tw theideal.space

A HUB FOR INNOVATION　為新創而生的聚落

位於台北市的商業核心地段,Ideal 提供所有 Ideal 會員、投資公司以及生態系夥伴為新創而生的重點聚落

We designed Ideal in the heart of Taipei City serving as a central hub for all Ideal members, our portfolio companies, and the broader ecosystem.



We Turn Vision & Ideas into Reality

One Process, Unique to Each.

Ideation & Product

01

Early stage pressure testing to ensure idea solves a need.

Market Launch

02

Introduce to market for validation & refinement.

Scale & Resources

03

Defending market position with key partnerships and contracts.

Funding & Expansion

04

Access to investments for immediate dominance & new markets.

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CAPITAL.

We primarily focus on the growth potentials in Asia starting from Taiwan. We are open to opportunities regardless of industry. Our mandate is building a portfolio focused on creating values to meet the challenges of the future.

Taiwanese Heritage

Real Estate Development | Manufacturing | Automotive | Tourism | F&B | Healthcare

We have over 70 years of history and experience in building companies from ground up. Our network and core strengths stretches across Asia and western markets with exposure to multiple industries.

Focus on Emerging Markets in Asia

South East Asia | Taiwan | North Asia

Our regional expertise and history provides us flexibility and range of motion in emerging SEA markets . Our companies and regional investments has provided us local insights and formed strategic alliances in unconventional ways.

Startup Scale + Enterprise Resources

Range of Ticket Size | Seed Round | Flexibility & Speed

Our range of check sizes allow us to make informed decisions at breakneck speeds to fund a variety of opportunities. Portfolio companies will be able to leverage upon our Enterprise's resources and network.

The Ideal Ecosystem

Concepts from:

The Ideal Community

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ESG & Sustainability

- SEED ENERGY
- ness
- seneca ESG
- Baked tipsy.
- 有感藝術 PsyArtist
- 玩艸植造 Wonder Greener
- PROJEXT

AI/ Tech Innovation

- 韜睿軟體 Ingenuity
- ByteLingo | 賦語科技
- technine.io
- Fintechlife
- EUREKA FINTECH
- Hacknext
- Lock

Sports Tech/ Healthcare

- elmntri
- 台灣光鹽生物科技學苑 Taiwan Salt and Light Biotech Institute
- INTERNET OF GYM IOGYM
- JOE是棒球
- ETERNAL SPORTS
- SAFE SWIM Swim Freely, Swim Safely
- evolio 伊薇唻
- Space Capsule
- breakpoint

Education & Mobility

- CARPOST.
- LiFUNd
- VIS @ Betterworld
- 共學島 colearna
- Qbi
- mofun
- mobi

Bio-Tech, Trading & Farming

- NAKED WHEY PROTEIN
- wave Relaxation Drink
- Xpure
- Owl Farm
- AQUIVIO
- buonogi
- AquaFertile
- 力天貿易股份有限公司 LITIEN TRADING
- 舒服風動有限公司 Comfort Air Ltd.

Professional Services

- The Icons
- Funique
- DAYONE SOLUTIONS
- MOUNTAIN
- The New York Times
- 飛・兒・芮
- HW Capital
- WOREA

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What is the Business Model Canvas?

Created by Alexander Osterwalder, the Business Model Canvas is a visual representation of the 9 key building blocks that form the foundations of every successful business.

It's a blueprint to help entrepreneurs invent, design, and build models with a more systematic approach.

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Why is the BMC the first thing startup founders should know?

It's a **visual overview** of your entire business on a single canvas.

It is broken down into 9 key building blocks

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1. Customer Segments

Description: Defines the different groups of people or organizations an enterprise aims to reach and serve.

Importance: Helps in understanding who the customers are, what are their needs, and how they require to be approached.

2. Value Propositions

Description: Refers to the bundle of products and services that create value for a specific customer segment.

Importance: It's the reason why customers turn to one company over another. It solves a customer problem or satisfies a customer need.

3. Channels

Description: Describes how a company communicates with and reaches its customer segments to deliver a value proposition.

Importance: Channels are crucial in making the product/service available to customers at the right time, place, and format.

4. Customer Relationships

Description: Defines the types of relationships a company establishes with specific customer segments.

Importance: Customer relationships are driven by customer acquisition, customer retention, and boosting sales – in other words, how we get, keep, and grow customers.

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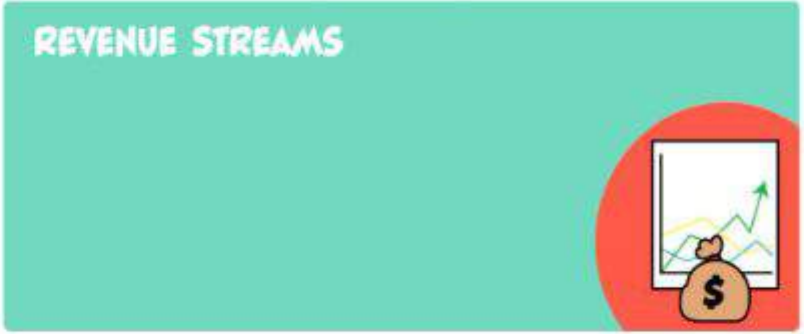

5. Revenue Streams

Description: Represents the cash a company generates from each customer segment.
Importance: Essential for understanding how the business earns money, which could include direct sales, membership fees, leasing, etc.

6. Key Resources

Description: Describes the most important assets required to make a business model work.
Importance: These resources allow an enterprise to create and offer a value proposition, reach markets, maintain relationships with customer segments, and earn revenues.

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7. Key Activities

Description: The most important activities in executing a company's value proposition.

Importance: Key activities could be production, problem-solving, or platform/network management, pivotal in making the business model effective.

8. Key Partnerships

Description: The network of suppliers and partners that make the business model work.

Importance: Partnerships can optimize business models, reduce risk, or acquire resources.

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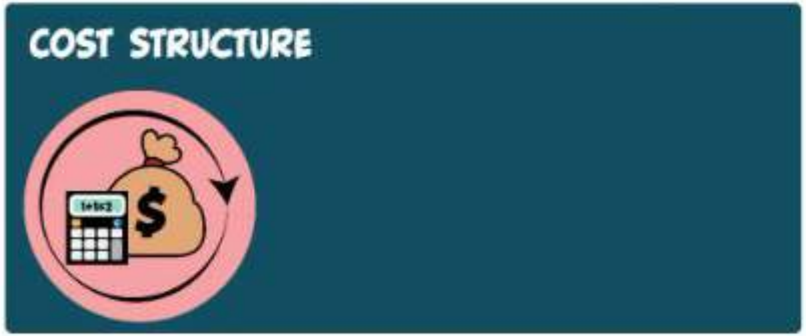
9. Cost Structure

Description: All costs incurred to operate a business model.

Importance: Understanding the cost structure is vital for a business to make a model sustainable. Costs can be calculated after defining key resources, key activities, and key partnerships.



How do we start?

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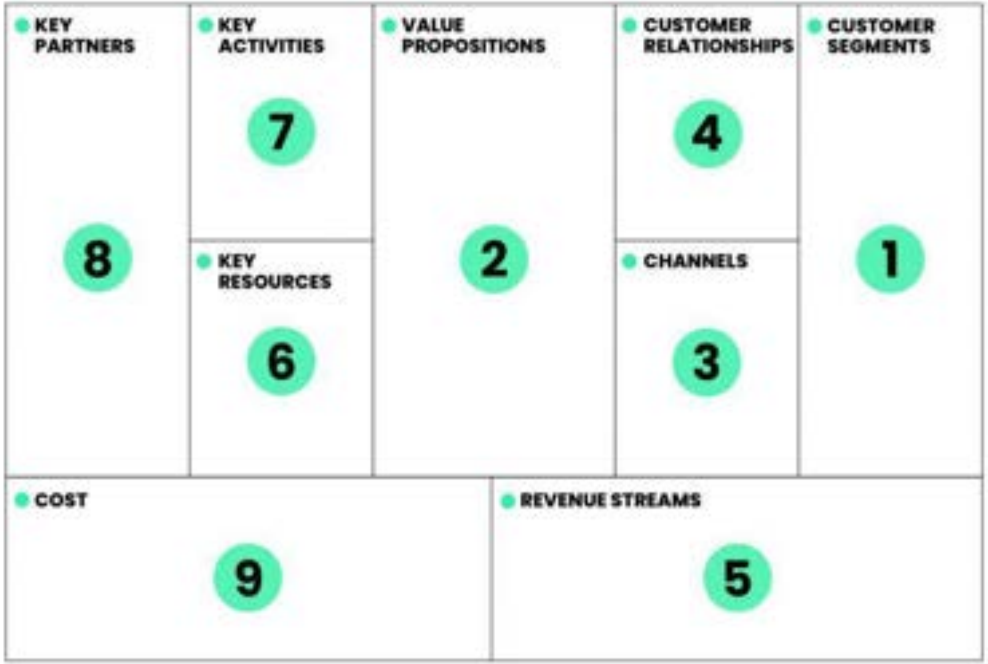
In this Order

1. Customer Segments
2. Value Propositions
3. Channels
4. Customer Relationships
5. Revenue Streams
6. Key Resources
7. Key Activities
8. Key Partners
9. Cost



Example

ZARA

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1

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Customer Segment

Who are you serving?

Who are we creating value for?

A great exercise to define your customer segments is to brainstorm and create your company’s buyer persona(s).

CUSTOMER SEGMENTS

- MEN
- WOMEN
- KIDS
- GENERATION

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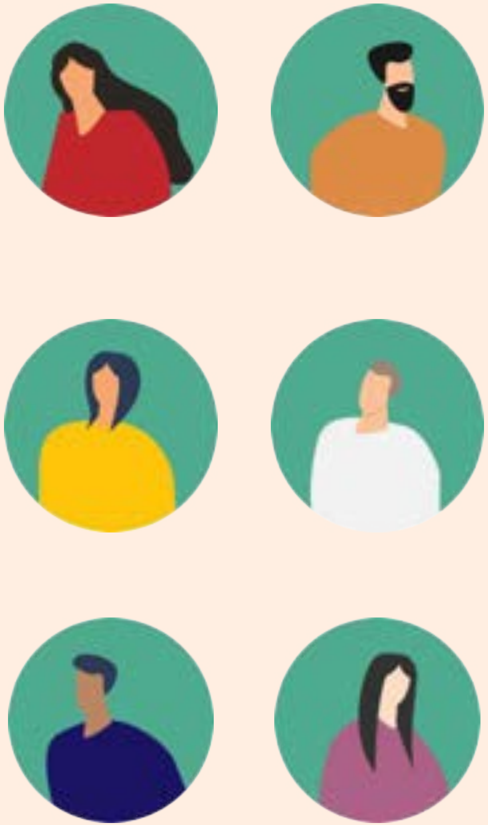

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Buyer’s Persona Study

Roger Hu, 53

Designation: Sales Director
Marital Status: Married
Children: 2

TRAITS

- Traditional, family-oriented
- Cautious & careful

BIO

Roger Hu, 53 is a sales director and has stayed his entire life in Taiwan. He is married with 2 children. He knows the importance of managing his wealth but does not have the time to properly handle it as his job is extremely time consuming and his lack of technology knowledge means he prefers to meet face to face for discussions.

He has investments in multiple assets, and delegates the majority of his investment decisions to an advisor.

He trusts the advice of professionals, but wishes there was an easier way to view and understand his net wealth position.

TECH KNOWLEDGE

- Usually communicates via email
- Prefers to meet face-to-face for discussions
- Very active on LINE. LINE being the main information source. All information up there are highly contagious
- Basic banking app functions

PREFERRED SOCIAL MEDIA CHANNELS

GOALS

- Retirement
- Children education & tuition fees
- Housing mortgage
- Travel with family
- Wealth succession & getting out of the rat race

NEEDS

- Easy way to view net position / quickly understands
- Wealth accumulation products
- More investments options
- Investment products that are safe
- Investments that they can pass on to next generation

FRUSTRATIONS

- Lack of time to properly invest
- Confusing terms and conditions
- Hidden fees
- No alternatives

MOTIVATIONS

- Returns
- Ease of use
- Short onboarding process
- Safe credible advices
- Regular updates

BIO

Ashley has a few years of working experience and currently in a mid-management role. Currently dating and thinking of settling down in the future. Her focus is her career and planning for potential commitments like property and car purchases.

She wants to get into investments but does not know where to start. Only knows what she finds online and information from friends or families. She has not accumulated much wealth for serious investments. She likes to understand her options and type of investment products a person her age is suitable for. Wants to invest in products that mean something.

Ashley Wang, 28

Designation: Marketing Manager
Marital Status: Single (Dating)
Children: 0

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TRAITS

- Ambitious, career-minded
- Open-minded

TECH KNOWLEDGE

- Highly adaptable to tech products
- Mobile user
- Shares information via social media platforms
- Active on social media

PREFERRED SOCIAL MEDIA CHANNELS

facebook

LINE

Linked in

GOALS

- To own a car and house
- Wealth accumulation
- Gaining social approval from peers
- Investing in something of self-interest / beliefs

NEEDS

- Long term returns for some cash at mid-life stage
- High-returns, low risk and long term
- ESG investments
- Make a difference

FRUSTRATIONS

- Insufficient information for confident investments
- Does not want to be locked in monthly contributions
- Has troubles deciding where to put her investments
- Not much disposable cash

MOTIVATIONS

- Starting an investment portfolio at young age
- Higher risk appetite
- Social impact
- Medium aggressive to yield enhancement
- To feel that her investment is making a difference

BIO

Hu Shan Xiong is a retired business man and looking to preserve his wealth for his children and grandson. He is familiar with traditional investment products but none of them are suited for his needs.

He would like to put his money in products that could preserve and grow over time-specifically for them to be passed over to his children.

He is of a traditional background and choose to invest in tangible products such as real estate. he does not want to spend too much time on monitoring his investments.

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Hu Shan Xiong, 66

Designation: Retired, Ex-SME Owner
Marital Status: Married
Children: 2   *Grandchildren: 1*

TRAITS

- Conservative, not open-minded
- Family man, believes in tangibles

TECH KNOWLEDGE

- Does not use the computer
- Facebook account set up by Children
- Minimal usage of smartphone app
- Basic mobile phone functions

PREFERRED SOCIAL MEDIA CHANNELS

facebook LINE

GOALS

- Retirement
- Leave enough wealth for wife and children
- Descendants are well-taken care of financially
- Preserve wealth and legacy

NEEDS

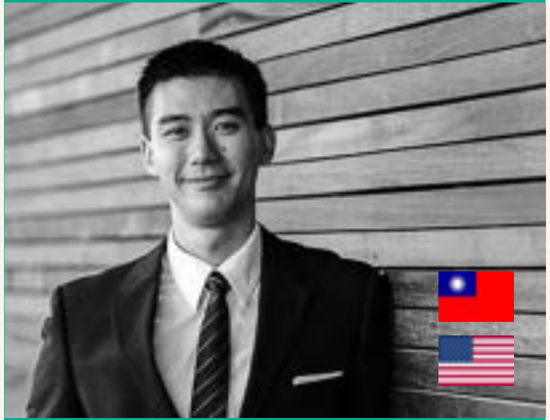
- Investments that does not require monitoring
- Investments for his children and grandchildren
- Prefers investments that are not risky at his age
- Prefers higher than market returns for long term investments

FRUSTRATIONS

- Not knowing where to safely make quick investments
- Worry about preserving insufficient wealth for kids
- High risk, high returns; low risk, not attractive
- Not familiar with technology required to monitor investments

MOTIVATIONS

- Wealth preservation
- Recurring income investment
- Leaving investments for next generation to enjoy



Vincent Kuo, 39

Designation: Business Owner, C-suite level
Marital Status: Married
Children: 2

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TRAITS

- Outgoing, adventurous
- Daring, quick-witted

BIO

Vincent comes from a privileged background and has done well in life. He is of a C suite level in a listed company and has good knowledge on wealth and money management.

Vincent is looking for an alternative investment product that could be an addition to his variety of investments. He has disposable income that are usually managed by his private banker. He would like to seek out interesting investments that offer higher than average returns. He has a close network of like-minded individuals that often invest together.

TECH KNOWLEDGE

- Exposed to multiple platforms
- Understand technology
- Highly adaptable to new tech and platforms

PREFERRED SOCIAL MEDIA CHANNELS

facebook
LinkedIn
LINE

GOALS

- Increase wealth as fast as possible
- Increase affluence and network
- Retire within 10 years to be full-time investor
- Diversify investments
- First to try new investment methods

NEEDS

- A product that is easy to start and understand
- Higher returns with less risk
- Streamline process that requires him to be less on-hand with his investments

FRUSTRATIONS

- Time consuming to do market research
- Paperwork and long list of terms and conditions
- Uninterested in traditional investment assets offered by his private banker/banks

MOTIVATIONS

- A product to start small and increase later
- New forms / innovative ways of investments
- Investing in something special and different from the norm

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2

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Value Proposition

How does your product or service solve a problem?

USP- Unique Selling Point

The “what” that makes customers turn to you, over your competitors? Which of their problems are you best at solving?

VALUE PROPOSITION

- Trendy Clothes
- Fast-Fashion
- Affordable Luxury
- Great Store

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3

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Channels

How are you reaching your customers?

Is it going to be a physical channel? (store, field sales representatives, etc.)

Or is it a digital channel? (mobile, web, cloud, etc.).

CHANNELS

- Direct Store
- Online
- Word of Mouth
- Social Media

4

ZARA

Customer Relationship

What kind of relationship & with who do your customers have with the brand?

Once you have acquired customers, you will need to think about how you can build, nurture, and grow those relationships.

CUSTOMER RELATIONSHIPS

- In-Store Sales People
- Branding on Social Media
- Brand Ambassadors
- Fashion Trends

5

ZARA

Revenue Streams

How do you capture value from your customers

Extremely Important

REVENUE STREAMS

- Sales from Stores
- Sales from Online

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ZARA

Key Resources

What do you need to deliver your value proposition?

KEY RESOURCES

- Stock & Inventory
- Large Network of Stores
- Strong Brands Logistics & Supply Chain

7

ZARA

Key Activities

What are the things you need to be good at to deliver your value proposition?

KEY ACTIVITIES

- Design
- Manufacturing
- Retail Process Distribution Channels & Logistics

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Key Partners

Who do you need help from to fully leverage your business model?

KEY ACTIVITIES

Holding Company

Suppliers & Manufacturers

9

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Cost

What are the most important costs associated with your business model?

COST

Fixed (Rent, Payroll etc)

Variable Expenses (Marketing, COGS etc)

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KEY PARTNERS

Providers

Holding company (Inditex)

KEY ACTIVITIES

Design
Manufacturing
Retail process (point of sale & 3rd party management)
Distribution channels and logistics

KEY RESOURCES

Stock

Large network of stores

Strong brand
Logistics and supply chain infrastructure

VALUE PROPOSITIONS

Fashionable clothes

Accessories

Great eCommerce experience

Flagship store experience

Fast-fashion

CUSTOMER RELATIONSHIPS

Salesperson at store
Brand through social media
Sentimental attachment to clothing/ accessories

CHANNELS

Direct store

Online

Social media

CUSTOMER SEGMENTS

Men

Women

Children

COST

Fixed (rent, payroll, etc.)
Variables associated with sale of goods

REVENUE STREAMS

Sales of clothing and accessories

NETFLIX

KEY PARTNERS
- Internet service providers (ISP)
- 3rd party studios

KEY ACTIVITIES
- Content procurement
- Application development
- 3rd party licensing

KEY RESOURCES
- Streaming rights
- Internet bandwidth
- Recommendation algorithm
- Content library

VALUE PROPOSITIONS
- On-demand video
- Huge selection of content
- Original content
- Competitive price point

CUSTOMER RELATIONSHIPS
- Self-service platform

CHANNELS
- Website
- App store
- Affiliate partners

CUSTOMER SEGMENTS
- Mass market

COST
In-house content production
3rd party licensing
Streaming application (staff, maintenance, etc,.)

REVENUE STREAMS
Subscriptions

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For startups that have a social angle, How should you approach the BMC?

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RECYCLABLE
ALL NATURAL
BIODEGRADABLE
CRUELTY-FREE
GREENWASHING
GREEN
CONSCIOUS
ECO
NON-TOXIC
SUSTAINABLE
ENVIRONMENTALLY FRIENDLY

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VENTURE STUDIO | INNOVATION SPACE

ESG in Theory & Practice

Darren Chua (蔡佳峻)

Director, The Ideal Venture Studio

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1. What is ESG?

A framework that helps **stakeholders** understand how an organization is managing risks and opportunities related to environmental, social, and governance criteria.

Today, investors are **increasingly** eager to align their portfolios with ESG-related companies and fund providers, making it an exciting area of growth that also has positive effects on society and the environment.

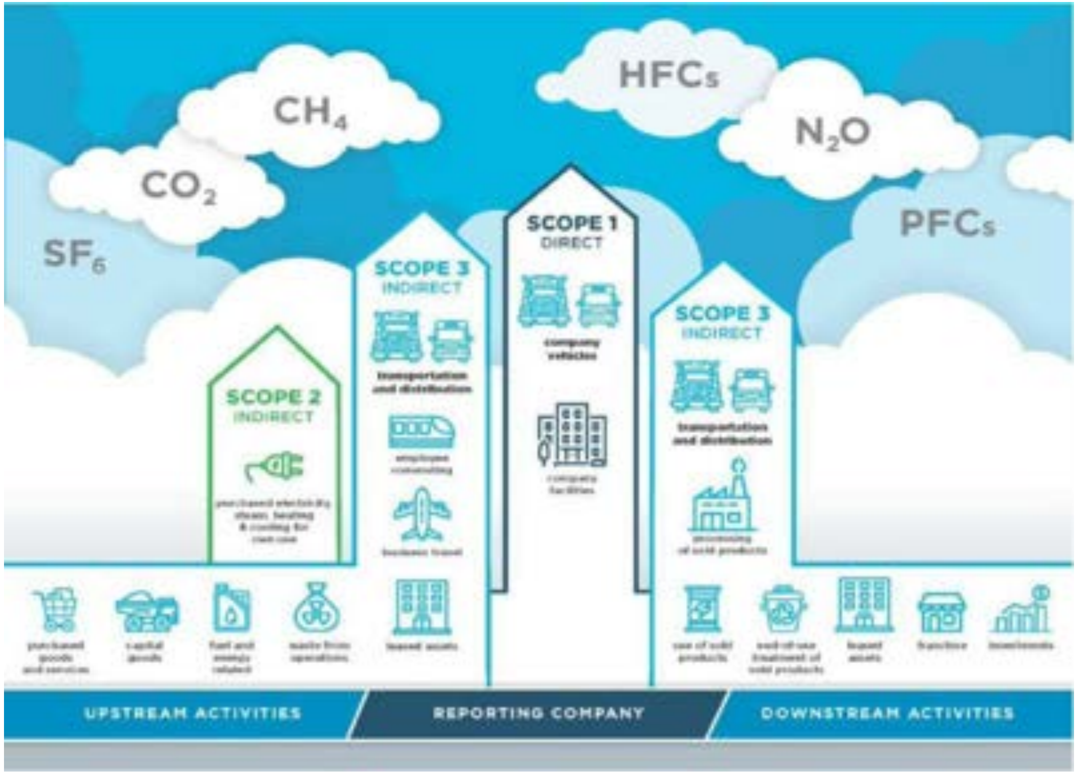
Source: World Economic Forum

1. What is ESG-Environment-GHG Emissions

Scope 1- covers emissions from sources that an organisation owns or controls directly

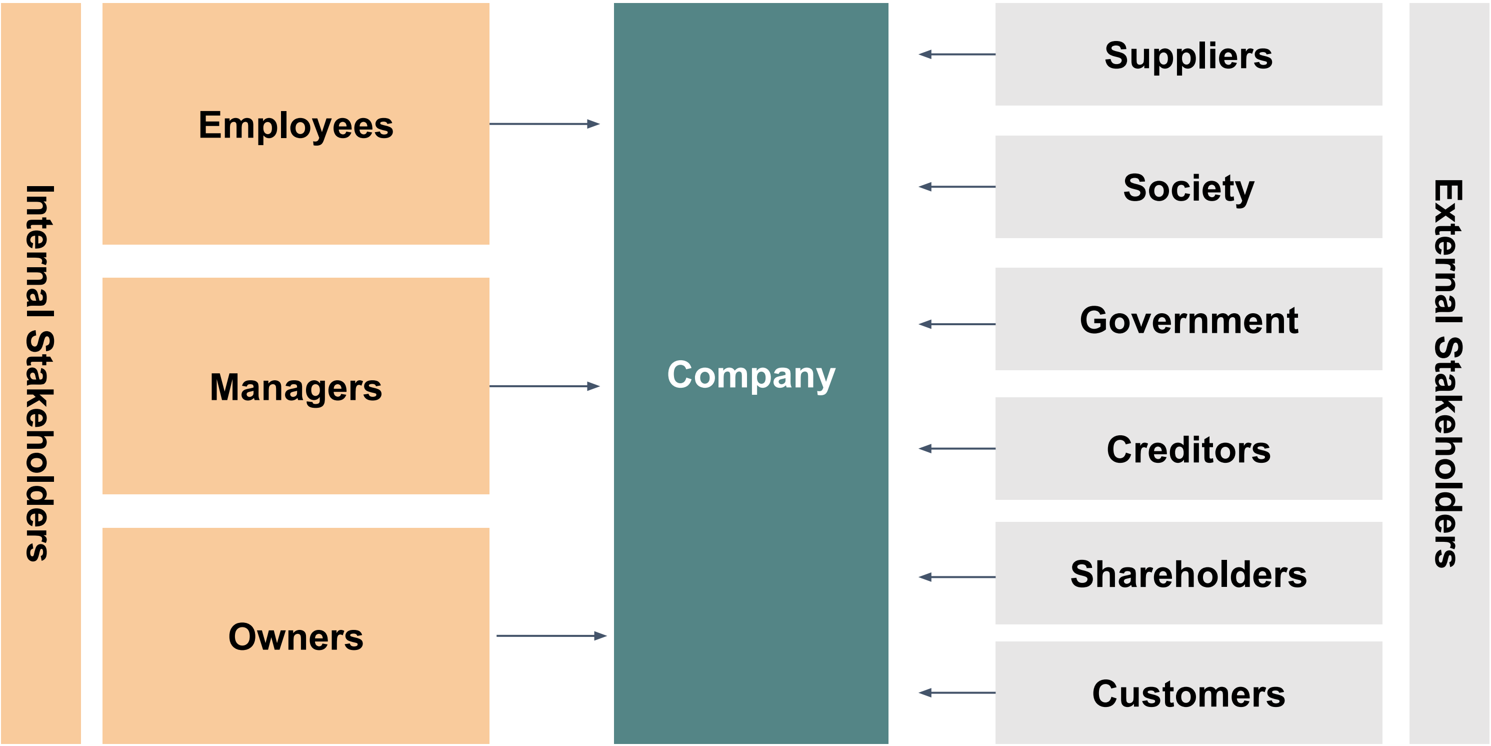
Scope 2- emissions that a company causes indirectly when the energy it purchases and uses is produced.

Scope 3- encompasses emissions that are not produced by the company itself, and not the result of activities from assets owned or controlled by them



Source: US Gain

2. ESG Stakeholders



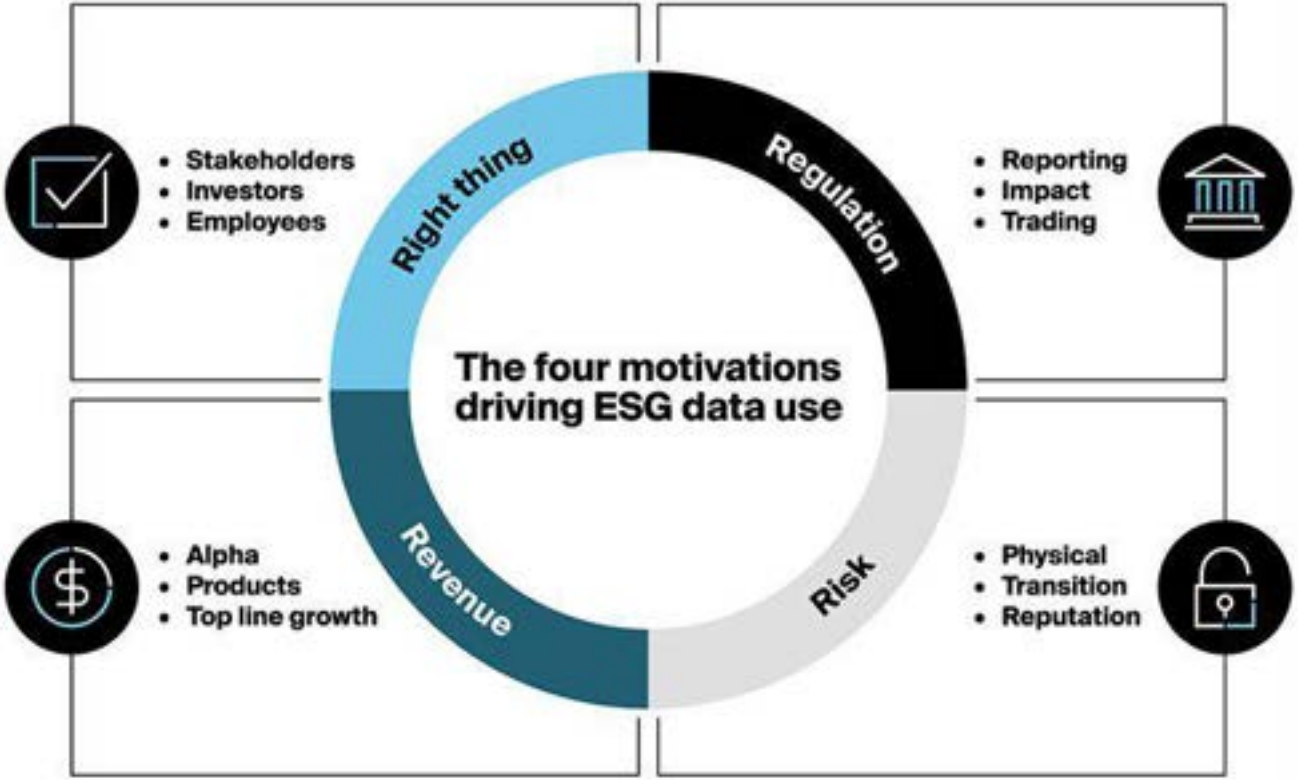
3. ESG Disclosure Standards

Note: This list of standards is not complete, as there are many different standards in the world, which differ per region. The infographic aims to help understand the underlying connections and principles in the sustainable reporting environment.

Source: Rabo Carbon Bank and Rabobank Sustainable Business Advisory

Source : An Introduction to the Sustainability Reporting Landscape, Daniele Poolen, February 21, 2022

7. ESG & Corporates



Source: Four motivations that drive ESG data use. ICE Data Services

5. ESG Data & Ratings

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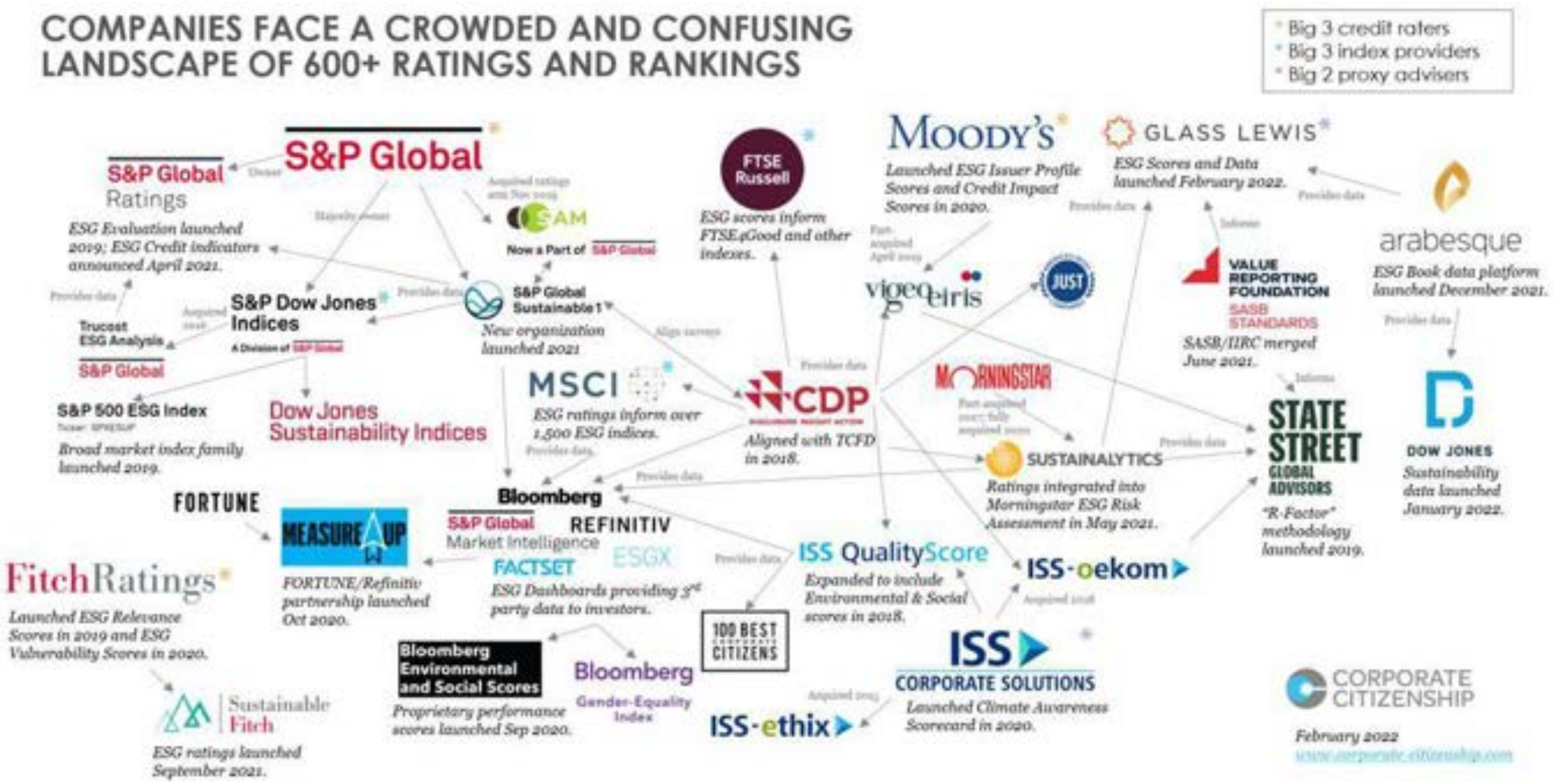

1. Define Customer Segments

Social Focus: Identify who benefits from the social enterprise (e.g., a specific community, environment). Understand their **needs** and **challenges**.

Diverse Stakeholders: Recognize that in a social enterprise, beneficiaries might be **different** from paying customers. Map out both groups.

2. Articulate the Value Proposition

Social Impact: Clearly define how the enterprise's products or services create **social** or **environmental** value.

Beneficiary-Centric: Tailor the value proposition to address the specific problems or needs of the beneficiaries.

3. Determine Channels

Reach & Engagement: Decide how to reach both customers and beneficiaries. Channels might include grassroots community engagement, digital platforms, or partnerships with NGOs.

Awareness & Education: Use channels not just for sales, but also to **educate** stakeholders about the social or environmental issues being addressed.

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4. Develop Customer Relationships

Community Engagement: Develop relationships based on trust and shared values, especially with beneficiaries and community members.

Transparency & Feedback: Maintain **transparency** about how the **social impact is achieved** and create feedback loops with both customers and beneficiaries.

5. Identify Revenue Streams

Sustainable Funding: Determine how the enterprise will **sustain** itself financially – through sales, grants, donations, or a mix of these.

Align with Impact: Ensure that revenue mechanisms **do not compromise** the social mission.

6. Outline Key Resources

Asset-Light Models: For social enterprises, resources might include community networks, volunteer support, or partnerships with NGOs.

Social Capital: Consider **social capital** as a key resource, which includes trust and goodwill within the community.

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7. Highlight Key Activities

Impact-Driven Activities: Focus on activities that **directly contribute** to the social mission, like community programs, advocacy, or awareness campaigns.

Business Operations: Include activities needed to run the business aspect, like manufacturing, distribution, or marketing.

8. Establish Key Partnerships

Collaborative Networks: Partner with NGOs, government agencies, or other enterprises that align with the social mission.

Resource Sharing: Form alliances that allow for **sharing** resources, knowledge, or channels.

9. Analyze Cost Structure

Cost-Efficiency vs. Impact: Understand the cost implications of social impact activities. Balance cost-efficiency with the effectiveness of impact.

Funding Constraints: Be mindful of how funding sources (grants, donations) **influence** the cost structure and operations.

Utilizing the BMC in Social Enterprises

- **Iterative Process:** Regularly revisit and update the BMC as the enterprise evolves and learns more about its impact and market.

- **Stakeholder Involvement:** Involve various stakeholders (employees, beneficiaries, partners) in the BMC process for diverse perspectives.

- **Impact Measurement:** Integrate impact measurement tools into the BMC to evaluate the social or environmental impact alongside financial performance.

Striking a balance between achieving social impact and maintaining operational viability.

Questions?

If You’re Looking For:

- Investment & Fundraising Opportunities/Advisory
- SEA Market Preparations & Expansion
- Taiwan Market Softlanding
- Taxation, Structure & Compliance
- ESG Readiness & Practical Approaches/Solutions
- Workspace/Meetings/Events Solutions

Speak to Us!

Reach Out Anytime

Darren Chua（蔡佳峻 ）

Director

WA: +65 9724 3006

Line: darren2424

darren@theideal.space

The Ideal Venture Studio

106台北市大安區敦化南路二段77號7樓-4

7F-4, No. 77, Sec. 2, Dunhua S. Rd., Da’an Dist., Taipei City 106414, Taiwan (R.O.C.)


Key Partnerships
Key Activities
Key Resources
Value Propositions
Customer Relationships
Channels
Customer Segments
Cost Structure
Revenue Streams