

## **INVESTISSEURS & PARTENAIRES LAUNCHES I&P CONSEIL, A “LAB” TO SUPPORT THE EMERGENCE OF AFRICAN SMEs**

**Building on its 15-year experience in financing and supporting African entrepreneurs, Investisseurs & Partenaires (I&P) is developing a consulting activity aiming to improve the business environment and develop the entrepreneurial ecosystem in Africa.**

### **A CONSULTING ACTIVITY SERVING THE ENTREPRENEURIAL ECOSYSTEM IN AFRICA**

I&P Conseil acts as a **development laboratory serving the ecosystem of African small and medium-sized enterprises**. I&P Conseil provides study, training and project development services to institutional and private actors in Africa who wish to facilitate business creation and the emergence of entrepreneurs in Africa. This activity is fully in line with I&P's mission, consisting in promoting responsible, innovative and job-creating SMEs in sub-Saharan Africa.

**“The services proposed by I&P Conseil rely on I&P's core expertise:** bringing the value of an investor, putting an emphasis on impact measurement and benefitting from a strong footprint in Africa. They are not directly addressed to SMEs, I&P already providing it through its investment activity, but rather to the main actors of their ecosystem” explains Jean-Michel Severino, CEO of Investisseurs & Partenaires.

### **AN EXPERIMENTED TEAM AND A SET OF SOLID FIRST REFERENCES**

I&P Conseil **is deploying its expertise with all public and private stakeholders**. It brings its support to the business community and the entrepreneurs but also to governments, institutions, development agencies and private actors active on the continent. To date, I&P Conseil counts among its references:

- A roundtable on environmental initiatives of private companies in Africa and investment models during the POLLUTEC MAROC exhibit in Casablanca
- Organization of training sessions on entrepreneurship and business creation in 7 countries of Central Africa for the Industrial Restructuring and Upgrading Program, from December 2016 to February 2017
- In partnership with the Foundation for International Development Study and Research, I&P Conseil [holds a 2-days training session on impact investing in October 2017](#). The training will bring together several Francophone experts on the subject.

I&P Conseil **is managed by Cécile Carlier**, who is working in close collaboration with I&P's team and advisors. With an experience of nearly 20 years in the United Nations Industrial Development Organization, Cécile is in full knowledge of economic development issues in African countries. She notably conducted a program of industrial cooperation between France and Africa for the United Nations Industrial Development Organization.

## ABOUT INVESTISSEURS & PARTENAIRES

**Investisseurs & Partenaires is an impact investment group dedicated to African Small and Medium Enterprises.** Since its creation in 2002, I&P has invested in more than 60 companies, located in 15 African countries and operating in various sectors of activity (health, transport, microfinance...). These enterprises create local “added value” and long-term employment, and generate important social, environmental and governance impact.

**I&P provides capital, technical and strategic support to meet the growth needs of its portfolio companies.** The team develops long term partnerships with entrepreneurs, sharing management expertise and knowledge that is useful for improving business strategy, structuring, and success. I&P gathers three impact funds, IPDEV, IPDEV2 and IPAE, which represent a total of €75 million.

Created by Patrice Hoppenot and headed by Jean-Michel Severino since 2011, the I&P team comprises about thirty collaborators in Paris and in its six African offices in Cameroon, Côte d'Ivoire, Senegal, Ghana, Burkina Faso and Madagascar.

To learn more about our activities,  
Please follow us on: [www.ietp.com](http://www.ietp.com)

### Contacts

**Emilie Debled – PR and Business Development Director**  
+33 (0)1 58 18 57 11 – [e.debled@ietp.com](mailto:e.debled@ietp.com)

**Cécile Carlier – Director of I&P Conseil**  
[cecile.carlier@gmx.fr](mailto:cecile.carlier@gmx.fr)