



I&P CONSEIL

A Laboratory to support African entrepreneurship

March 2018

I&P PRESENTATION

CONSULTING ACTIVITIES

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DEDICATED TEAM

WHO ARE WE?

Investisseurs & Partenaires is an impact investing group dedicated to African Small and Medium Enterprises...

- Created in 2002 by Patrice Hoppenot, a private equity professional and founder of BC Partners,
- Headed by Jean-Michel Severino since 2011 (former CEO of the French Development Agency and former VP for Asia at the World Bank)

... Striving to maximize the positive economic, environmental, social and governance impacts of its partner companies

- Annual growth rate of 24% on average in the investee companies (2013 data)
- More than 3,000 jobs created or maintained
- €6 million generated taxes in a year



OUR PHILOSOPHY

WE BELIEVE THAT THE DEVELOPMENT OF SUB-SAHARAN AFRICA REQUIRES A STRONG AND RESPONSIBLE PRIVATE SECTOR CARRIED BY ENTREPRENEURS AND SMALL ENTERPRISES, ABLE TO PROVIDE ACCESS TO ESSENTIAL GOODS AND SERVICES AND CONCERNED BY ENVIRONMENTAL, SOCIAL AND GOVERNANCE ISSUES.



MISSION

Contribute to sustainable development and social stability on the African continent by financing and advising entrepreneurs, project initiators and African SMEs to help them achieve economic, environmental and social performance.



AMBITION

In the ten years to come, our aim is to contribute to creating or developing at least 600 projects, creating at least 20,000 jobs and making a difference in the lives of at least 200,000 people, as well as demonstrating the viability of our model and pleading the case of Africa around the world.



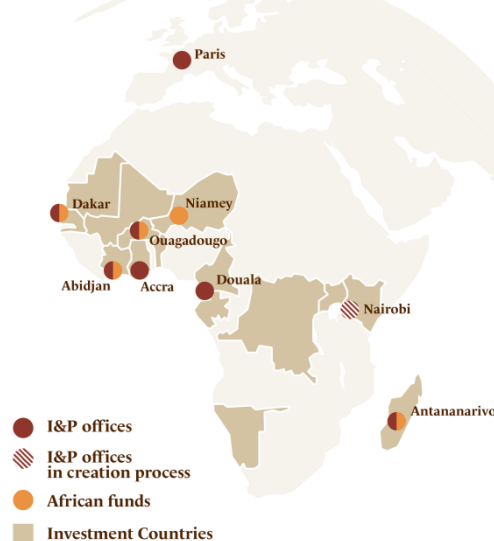
VALUES

- Entrepreneurial spirit
- Commitment to development
- Excellence
- Integrity

I&P KEY FIGURES

30 COMMITTED FRANCO-AFRICAN STAFF

- A team of 30 professionals, based in Paris and in Africa.
- 6 African offices: Burkina Faso, Cameroon, Côte d'Ivoire, Ghana, Madagascar, Senegal.
- 3 African funds managed by local teams and sponsored by I&P are operational in Niger, Burkina Faso, and Senegal.
- 2 more are being launched in Côte d'Ivoire and Madagascar.



4 FUNDS REPRESENTING € 124,8 MILLION

I&P DÉVELOPPEMENT 1

A €11 million fund created in 2002
33 investments and **now in the process of divesting**, with 12 exits and 10 more to come.

I&P AFRIQUE ENTREPRENEURS

A €54 million fund closed in 2012
29 investments between €300,000 and €1.5 million

I&P DÉVELOPPEMENT 2

A sponsor of African impact funds, with 3 funds now operational in Niger, Burkina Faso and Senegal.
1st closing in 2015 at €9,5 million

I&P AFRIQUE ENTREPRENEURS 2

1st closing at **€50,3 million** in December 2017
Target € 80 million

SUPPORTED BY 50+ INVESTORS

- **Institutional** and **DFIs** (African Bank of Development, PROPARCO, European Investment Bank...)
- **Private** (Danone, CFAO, BRED...)
- **Individual investors** and **Foundations** (Argidius, Small Foundation, Caritas...)

70 COMPANIES IN PORTFOLIO

- **Located in 15 African countries:** Senegal, Mauritania, Mali, Niger, Côte d'Ivoire, Benin, Burkina Faso, Cameroon, Uganda, Namibia, Madagascar, DRC, Comoros, Gabon and Ghana
- **Operating in diversified sectors :** agro-industry, health, building materials, IT, education, renewable energy, etc.

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I&P EXPERTISE TO SERVE SME's ENVIRONNEMENT

Building on its experience in financing and supporting African entrepreneurs, Investisseurs & Partenaires (I&P) develops a range of consulting services – including studies, advisory services, and training sessions – to improve the business environment and the business ecosystem in Africa. Acting **as a development laboratory for entrepreneurship and SMEs**, I&P Conseil deploys its expertise in collaboration with **all public and private stakeholders**.

I&P CONSEIL'S OBJECTIVES :

- To offer **expertise & studies, training** and **project development** for the emergence of African entrepreneurship and business creation.
- To support the **community of businesses and entrepreneurs, governments** and various **African institutions**, as well as **Development Agencies** and **investors**, active on the continent.
- To improve the **ecosystem of SMEs** and create **tools** for their development.
- While **respecting I&P's DNA**, whose mission is to **promote responsible, innovative & job-creating SMEs**, in sectors with strong impacts (health, agribusiness, education, industrial services).

WHAT KIND OF SERVICES DOES I&P CONSEIL OFFER?

STUDY & EXPERTISE

- Value Chain studies, analysis of industrial sectors;
- Public policy formulation, SME development support program;
- Analysis of entrepreneurial ecosystems, Incubator feasibility study, Entrepreneurship Support Center;
- Strategic analysis and design of innovative business models adapted to the context of African economies;
- Formulation and project management on behalf of donors.

TRAINING SESSIONS

- Design and organization of training sessions on impact management;
- Impact Investing training in partnership with FERDI;
- Organization of training sessions on entrepreneurship and entrepreneurship in the African context (co-organization in partnership with training centers / African consulting firms).
- Investment readiness training for incubators and entrepreneurs.

CONFERENCES

- Conference design, public-private dialogue workshops;
- SMEs policy advocacy;
- Support for the animation of sectoral fora or cross-cutting themes for SMEs.

I&P CONSEIL ADDED VALUE

THE POINT OF VIEW OF AN INVESTOR



The investor's experience will enable I&P Conseil to **integrate SME-specific financing solutions** during the formulation phase of business support policies, economic and sector development programs and in ecosystem analysis.

FOCUS ON IMPACT MEASUREMENT



As an impact investor, I&P endeavors to achieve economic, social, and governance impacts through its investments.

I&P has developed a **specific know-how to collect and measure impact and ESG indicators**, which will be valued and applied in studies and during programs implementation.

A BROAD FIELD EXPERIENCE



Through its 70+ investments, I&P has acquired an extensive experience of the daily and common issues that African SMEs are facing, enabling I&P Conseil to **develop a realistic expertise, adapted to the context of African countries.**

Having accumulating experience in many sectors of activity, I&P has a broad knowledge of **the issues and practical solutions for each of them.**

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STUDY & EXPERTISES in 2017 (1)

Incubator feasibility study and business incubators, Sector study, strategic market analysis ...

BIO Invest – September – December 2017 :

- Panorama of programs, facilitation tools and public support policies dedicated to the private sector.
- Analysis of the business climate and the main challenges of private sector development.
- Recommendations for an intervention program of Belgian and Senegalese cooperation on the private sector.



ADEME



Agence de l'Environnement
et de la Maîtrise de l'Energie

ADEME - June 2017 – in progress:

- Watch on Climate and green finance and climate projects and programs in Sub-Saharan Africa. Analysis of opportunities for French organizations and companies
- Analysis of the business model emerging in these markets. Strategy of promotion and funding of new business projects.

STUDY & EXPERTISES in 2017 (2)



PPIC - World Bank 2016-2017:

- Study of industrial subcontracting in Gabon, with a view to the creation of a subcontracting grant to the CCAIMAG - Chamber of Commerce, Agriculture, Industries, Mines and Craft of Gabon.
- Mapping outsourcing SMIs of the construction, mining and petroleum sectors; analysis of the problem of integrating local PMI into the value chains of international groups present locally.
- Analysis of the legal and legal context, recommendations for a local outsourcing bill.

AgDevCo-SDU - November 2016 / February 2017 :

- Analysis of the agro industry sector and local supply circuits in Senegal.
- Identification of a portfolio of agro based projects that value the Senegalese small farmers production. accompany them in technical assistance. In collaboration with Patrice Gomis, partner of I&P Conseil in Senegal.



TRAINING in 2017

Entrepreneurship & business creation; SME & Equity Finance; Impact Investment



CEMAC Regional Upgrade Program - PRMN- from December 2016 to February 2017

- Training of trainers and coaches in entrepreneurship and business creation in 7 CEMAC countries.
- Formulation of the training manual.
- Animation of the training sessions.

FOCUS ON THE IMPACT INVESTMENT TRAINING SESSION (1)

Introduction to Impact Investing

- I&P, in partnership with the **Ferdi Institute for Advanced Studies in Sustainable Development**, proposes **training on impact investing**.
- The aim is to **allow investors, investment funds or foundations to implement this new generation of investment** that generates social and/or environmental impacts along with financial return.
- This booming sector recently structured represents today \$ 114 billion in assets. The climate emergency and the financing of the United Nations' new Sustainable Development Goals (SDGs) are accelerating its development.
- For senior executives of companies or institutions, this high-level training brings together leading French-speaking experts.

The training session gives:

- ✓ Keys to **understanding** the major challenges of the sector
- ✓ An immersion **in pioneer's initiatives** (Citizen Capital, Livelihoods Fund, Phitrust Partners)
- ✓ Tools to become actors of impact investment or be inspired by the realization of a case: setting up of an impact fund on a theme of interest

09 October 2017 to 11 October 2017
Paris

Formation de haut niveau sur l'investissement d'impact



L'investissement d'impact : une nouvelle génération de financements au service des enjeux de société.

Présentation Intervenant Programme Inscription

Comprendre les grands enjeux d'un secteur en plein essor, s'immerger dans les initiatives des pionniers au travers d'études de cas approfondies, devenir acteur de l'investissement d'impact par la réalisation d'un cas.

Avec les interventions de **Jean-Michel Severino**, Président d'Investisseurs & Partenaires, **Laurence Méhaignerie**, Présidente et co-fondatrice de Citizen Capital et **Bernard Giraud**, Co-fondateur et Président de Livelihoods Venture, **Xavier Thauron**, Directeur de l'Investissement chez Phitrust Partenaires, **Émilie Debied**, Directrice Relations Extérieures et Développement chez I&P.

Pourquoi une formation sur l'investissement d'impact ?

L'investissement d'impact, initié par des acteurs privés, apporte une réponse concrète et pérenne aux urgences de notre monde et bouscule les frontières entre philanthropie et investissement à but lucratif : il cible des investissements réalisés au sein d'entreprises, d'organisations ou de fonds avec l'intention de générer des impacts sociaux et/ou environnementaux en même temps qu'un rendement financier.

Ce secteur en plein essor s'est structuré à partir de 2009 et représenterait aujourd'hui 114 milliards de dollars d'actifs financiers et une perspective de 17% de croissance pour 2017 (GIIN, Annual Impact Investor Survey, 2017). L'urgence climatique et de financement des nouveaux Objectifs du Développement Durable des Nations Unies accélère son développement, tout comme l'implication des

ASSOCIATED PROGRAM-PROJECT

- Capacity building and knowledge sharing
- Institute for Advanced Studies in Sustainable Development

EXPERT PARTICIPATIONS

Émilie DEBLED

Bernard GIRAUD

Laurence MÉHAIGNERIE

Jean-Michel SEVERINO

Xavier THAURON

Cécile CARLIER

Mathieu CORNIETI

More information :

<http://www.ferdi.fr/fr/evenement/formation-de-haut-niveau-sur-linvestissement-dimpact>

FOCUS ON THE IMPACT INVESTMENT TRAINING SESSION (2)

Investment Readiness

New training session in progress, will be directly delivered in targeted countries. This training will be in **partnership** with incubators, international organizations, **investment promotion agencies** and other business associations..

This **high-level training** to meet the **needs of African businesses**. Focused on **professional practice**, it offers each auditor:

- An overview of **private equity** in Africa
- Keys to understanding **the different phases of partnership between an investor** and the company through in-depth case studies and **real-life situations**. The basics needed to structure the company and / or the business project and make it "investable".
- Tools for preparing and **negotiating fundraising**.

More information soon available on : <http://www.ietp.com/en>

Or contact directly our team.

CONFERENCES in 2017 (1)

Conferences and workshop organization, to highlight the major issues facing African entrepreneurs



Reed Exhibition France - October 2016 and 2017: Organization & animation of a round table on the environmental initiatives of private companies in Africa at the POLLUTEC MAROC Exhibition in Casablanca.

Reed Exposition France- December 2016 : Organization of African delegations in POLLUTEC Exhibition in Lyon. Animation of several conferences on the major issues in waste, energy and water facing African community.

CONFERENCES in 2017 (2)



Reed Exhibition France – « Mondial du Bâtiment » (Infrastructure & Building forum) - November 2017
Organization of African delegations (Cameroon, Senegal, Gabon) on the “Mondial du Bâtiment” (Infrastructure & Building forum). Animation of conferences on the social housing, the green cities, the subcontracting in the BTP in Africa. Invitation of TRIANON BTP Gabon on the Francophonie space.



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LES REFERENCES



DEDICATED TEAM

A DEDICATED COMPANY WITH A TAILOR MAID TEAM (1/2)



Cécile CARLIER,
Executive Director

*Entrepreneurship & Business Creation
Ecosystem and SME Financing
Agro-industrial sectors
Environment Stream*



Camille DALLEMAGNE
Junior Consultant

After a 6-month experience at UNESCO in Gabon on an ICT and entrepreneurship project, she joined I&P Conseil team in January 2018.



Sophie MENAGER
Expert associée

*Structuring of Financing Funds
Technical Assistance Program
Management.*



Elodie NOCQUET
*Expert associée
Impact Policy*

Elodie joined I&P in 2009. She is responsible for the ESG and Impact policy of I&P.



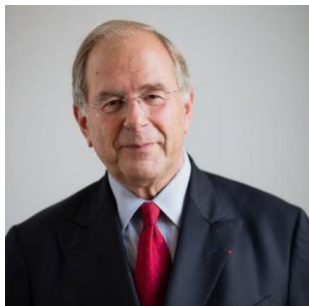
Jean Michel SEVERINO
Président d'Investisseurs & Partenaires

I&P's Director since 2011, J.-M. Severino has served as Vice President for East Asia at the World Bank and Chief Executive Officer of AFD.

A DEDICATED COMPANY WITH A TAILOR MAID TEAM (2/2)

I&P Advisers:

They are involved in the strategy and promotion of I&P Conseil and can act as a "Senior Adviser" in certain missions that would require their skill



Olivier LAFOURCADE

*Membre du Conseil d'Administration
et du Comité d'Investissement d'I&P
depuis 2004.*

Olivier is member of the strategic
committee of I&P Conseil.



Patrice GOMIS

*Conseiller I&P et partenaire de I&P
Conseil au Sénégal.*

Patrice advises on the upgrade of
the SMEs, their structuring and
their financing.



Michel JACQUIER

Conseiller I&P

Michel is member of the
strategic committee of I&P
Conseil.

Partners networks:

This technical partners, consulting firms are already working us:



CONTACT US



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