



I&P CONSEIL

A Laboratory to support African entrepreneurship

Presentation and references

I&P PRESENTATION

CONSULTING ACTIVITIES

REFERENCES

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,
- Since 2011, headed by Jean-Michel Severino, 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

- 80 companies in portfolio and more than 5,000 jobs created or maintained
- 90% of the companies address local needs



[Discover I&P's 15th anniversary movie](#)

OUR VISION

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

KEY FIGURES

40 COMMITTED FRANCO-AFRICAN STAFF

- **A team of 40 professionals**, based in Paris and in Africa.
- **7 African offices:** Burkina Faso, Cameroon, Côte d'Ivoire, Ghana, Madagascar, Niamey and Senegal.
- **3 African funds managed by local teams** and sponsored by I&P are operational in Niger, Burkina Faso and Senegal.
- **3 more funds to be launched in 2016-2017** in Côte d'Ivoire, Ghana and Madagascar.



4 PANAFRICAN FUNDS

I&P DÉVELOPPEMENT I (IPDEV 1)
2002-2019
11M€ - 33 investments
20+ exits

I&P DÉVELOPPEMENT II (IPDEV 2)
2015
Target size: 20M€
Portfolio: 10 African funds

I&P AFRIQUE ENTREPRENEURS I (IPAE 1)
2012-2022
54M€ - 29 investments

I&P AFRIQUE ENTREPRENEURS II (IPAE 2)
2017
Target size: 80M€
Target portfolio: 40-50 investments

SUPPORTED BY 60 INVESTORS

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

80+ 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.

I&P PRESENTATION

CONSULTING ACTIVITIES

REFERENCES

CONTACTS

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).

I&P CONSEIL : 4 KEY OFFERINGS



EXPERTISE FOR INCLUSIVE AND RESPONSIBLE GROWTH IN AFRICA

- **Sector studies** (priority sectors: agro-industry, health, education and training, etc.)
- **Investment promotion**, setting up financial support mechanisms (funds, credit facility, PAYG...)
- **Feasibility study** for the emergence of incubators, investment funds...
- **Project evaluation and impact measurement assistance**



TAILOR-MADE AND INNOVATIVE TRAINING

1. Impact Investing
2. Investment Readiness
3. ESG & Impact

Flexible format: MOOC, MasterClass, in Paris and Africa

Custom content: according to needs/expectations

Various audiences: promotion agencies, entrepreneurs, coaches, trainers...



ADVOCACY FUNCTION

1. Animation of **workshops on the development issues** in Africa (Waste, Climate)
2. Animation of professional **networks**

Focus on **environmental** issues: waste management, circular economy and entrepreneurship development.



I&P LAB: ENGINEERING AND PROJECT DEVELOPMENT

- **Acceleration program** for growth-oriented entrepreneurs
- **Mapping the entrepreneurial eco-system** to support the development of high-impact projects in Africa

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.**

I&P PRESENTATION

CONSULTING ACTIVITIES

REFERENCES

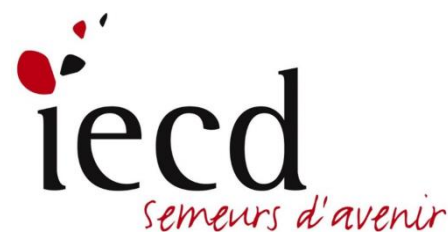
DEDICATED TEAM

STUDY & EXPERTISES (1/3)

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

IECD – Coaching and training program for entrepreneurs – in progress

- External evaluation of the program "Socio-economic development through the strengthening of Congolese Very Small Enterprises (VSEs) and Medium Enterprises (SMEs)".
- Analysis of the entrepreneurship ecosystem in Congo and recommendations regarding the autonomisation of entrepreneurs training centres.



Africa Global Recycling - Coaching / Market study

In progress

- Mapping of waste actors in Côte d'Ivoire
- Elaboration of a business plan for a waste recycling facility
- Support AGR in its development and fundraising strategy



STUDY & EXPERTISES (2/3)

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

PROPARCO – with CERISE and ATHOME – in the finalization process

Definition of the specifications of a tool to measure results and impacts.

- assist PROPARCO's team in defining its expectations for the IT tool
- drafting the specifications including the measurement of impact results for financial intermediaries, as well as the expected functionalities of management tools & impact data analysis



YouScribe - Mapping / Market study

In progress

- Mapping of education actors in Côte d'Ivoire and Benin
- Partner selection and synthesis report
- Recommendations for the development strategy of Youscribe offer in Côte D'Ivoire and Benin

STUDY & EXPERTISES (3/3)

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



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 SMLs 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.



ENTREPRENEURS TRAINING

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

Expertise France - MEET AFRICA 2018 – September 2018

Masterclass "Fundraising by companies in Africa" and on "Challenges of industrialization in Africa".



Bond'Innov (North-South incubator in Bondy) - May 2018 :

Animation of a Masterclass - (4 hours) training session on fundraising for start-ups which are targeting project creation in Africa.



SUPAGRO Montpellier – 2011 to 2018

- Training on "Business plan and financing issues in Africa" for students with agri-food projects in Africa.
- Member of the « business plan » jury.

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 DEBIED



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 - WORKSHOPS

Conferences and workshop organization



POLLUTEC Maroc/ADEME –2016 ; 2017; 2018 :

Organization & animation of a round table on the circular economy in Africa, the business and financial model of certain initiatives with IPEMED, AGR, l'ANDE de Côte d'Ivoire at the POLLUTEC MAROC Exhibition in Casablanca.

Mondial du Bâtiment - 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.



I&P PRESENTATION

CONSULTING ACTIVITIES

LES REFERENCES

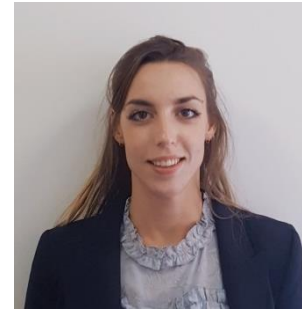
DEDICATED TEAM

A DEDICATED COMPANY WITH A TAILOR MAID TEAM



Cécile CARLIER,
Executive Director

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



Margaux MARODON
Junior Consultant

After a significant experience in the coaching of startups, she joined I&P Conseil team in September 2018.



Sophie MENAGER
*Technical Assistance and Finance
Expert*

*Structuring of Financing Funds
Technical Assistance Program
Management.*



Elodie NOCQUET
ESG & Impact Expert

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



Jean Michel SEVERINO
CEO of 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.

Partners networks:

This technical partners, consulting firms are already working us:



CONTACT US



Investisseurs & Partenaires (I&P)

9, rue Notre Dame des Victoires,
75002 PARIS
+ 33 1 58 18 57 10

www.ietp.com

[!\[\]\(d66ff64371a51729ac8c1cdaa685ba6f_img.jpg\) Follow us on Facebook](#)

[!\[\]\(e3f8612927870f2e0f9f5989e6dd3064_img.jpg\) Follow us on Twitter](#)

CONTACT

Cécile Carlier
General Director
+ 33 613 93 45 18
c.carlier@ietp.com

Elodie Nocquet
ESG & Impact expert
+ 33 158 18 57 10
e.nocquet@ietp.com