
I&P *Sponsoring African
impact fund managers*

Développement 2

IPDEV 2

January 2019

IPDEV 2, SPONSORING AFRICAN IMPACT FUND MANAGERS

IPDEV 2 partners with first-time investment teams and provides them with catalytic capital and technical support to launch successfully and invest in **early-stage African small and medium-sized enterprises**.

To date, IPDEV 2 has launched 5 funds and plans to expand its network to include **10 African impact funds in the coming five years**. Over time, IPDEV 2 aims to finance up to 500 SMEs and thus help create up to 15,000 jobs in Africa.

➔ EQUITY VEHICLE'S SIZE	€ 21M
➔ GRANT PROGRAM	€ 4M
➔ GEOGRAPHIC TARGET	Sub-Saharan Africa and Indian Ocean
➔ 1 st CLOSE	October 2015
➔ FINAL CLOSE	July 2018
➔ STRUCTURE	Evergreen investment company
➔ ACTIVE FUNDS	5

OUR LONG TERM IMPACT OBJECTIVES



10

African funds



500+

SMEs financed



15,000

jobs created
or maintained



TERANGA CAPITAL
PARTENAIRE D'IP

Senegal
2016



SINERGI
PARTENAIRE D'IP

Niger
2006

SINERGI
PARTENAIRE D'IP

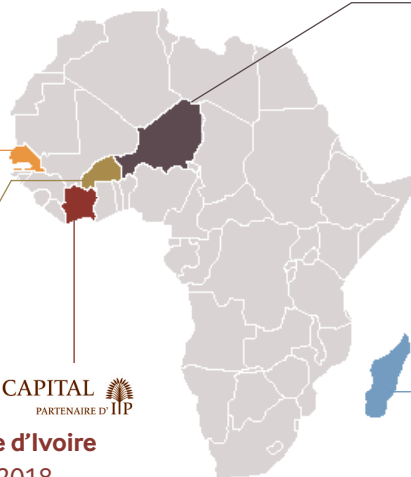
Burkina Faso
2016

COMOÉ CAPITAL
PARTENAIRE D'IP

Côte d'Ivoire
2018

MIARAKAP
PARTENAIRE D'IP

Madagascar
2018



An Investisseurs & Partenaires (I&P) initiative

Investisseurs & Partenaires (I&P) is an impact investing group dedicated to African small and medium-sized enterprises. I&P manages four pan-African funds and sponsors five African impact funds, which together have invested in more than 90 companies located in 16 African countries.

Created in 2002 by Patrice Hoppenot and managed by Jean-Michel Severino since 2011, **the team is made of 50 people located in Paris and in seven African countries:** Burkina Faso, Cameroon, Côte d'Ivoire, Ghana, Madagascar, Niger and Senegal. To learn more, visit www.ietp.com

The challenge: unlocking Africa's job creation potential

By 2050, Africa is expected to see 450 million people enter the job market, while only 220 million jobs are anticipated to be available. Accelerating job creation requires a focus on startups and SMEs: this is key to ensuring the sustainable development and political stability of the continent.

Most African SMEs are still in the early-stages of development and require between 50,000 and 500,000 EUR in funding in order to thrive. Yet very few investors are able to provide the financing and managerial support needed to help these early stage businesses get established.

Fostering the growth of these early-stage SMEs, Africa's future job creators, requires the **emergence of new impact fund managers** who can leverage local capital and build innovative models that offer a financing adapted to the needs of African SMEs.

A blended finance program

€21 MILLION IN CAPITAL

IPDEV 2 raised patient capital as an evergreen company to roll out its long-term program and provide anchor investments of € 1M to € 2M to 10 African impact funds.

**OPEN SOCIETY
FOUNDATIONS**

 **ceniARTH**



**AHL VENTURE
PARTNERS**

PROPARCO
GRUPE AGENCE FRANCAISE DE DEVELOPPEMENT

 **EDMOND
DE ROTHSCHILD
FOUNDATIONS**

 **BNP PARIBAS**



€4 MILLION IN GRANTS

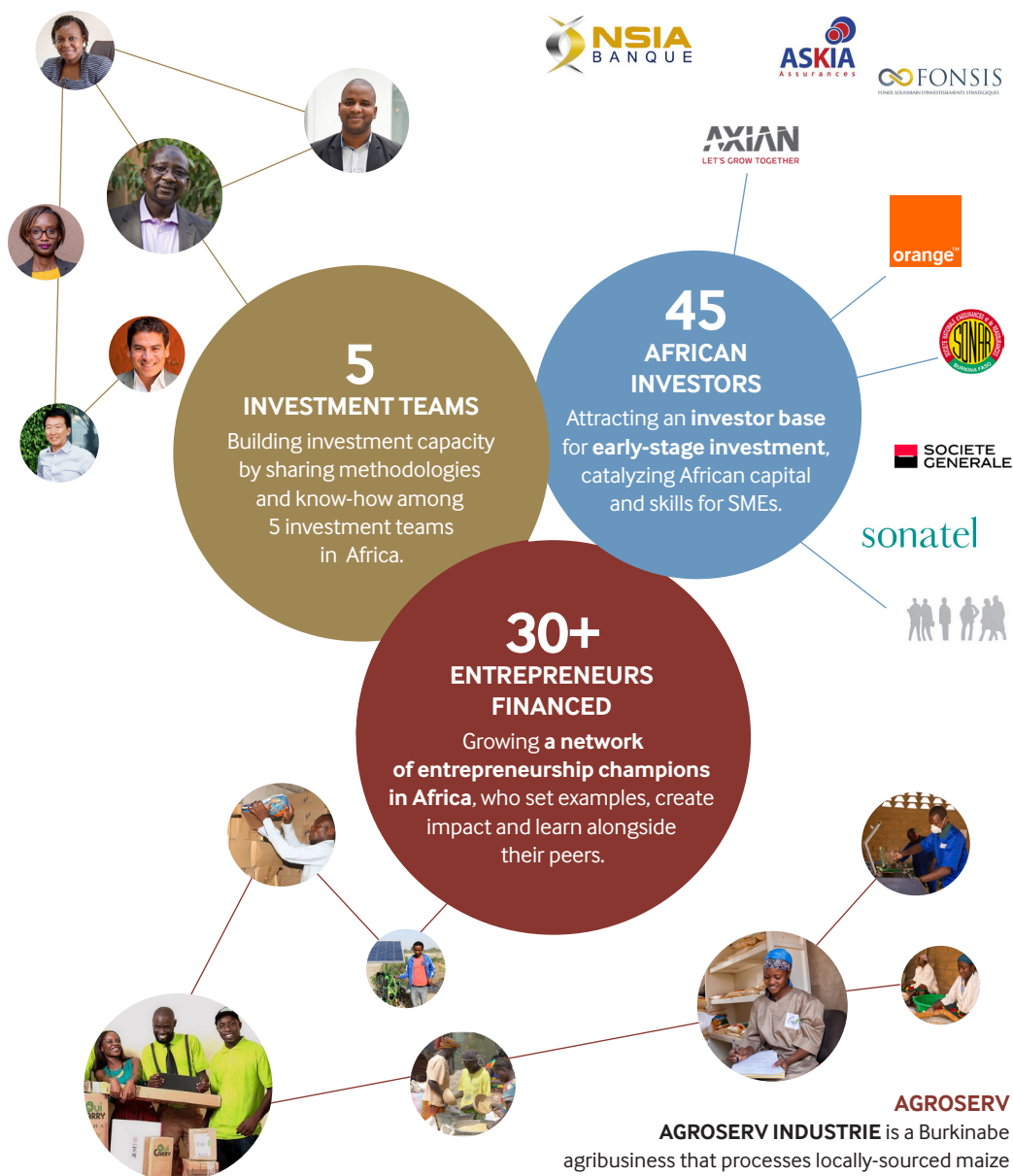
IPDEV 2 has designed and secured a € 4M grant program to address the key challenges of early-stage investing and to scale its impact via seed funding, investment-readiness, capacity-building and peer learning.



 **Gouvernement Princi**
PRINCIPAUTÉ DE MONACO

argidius 

IPDEV 2 today: a growing ecosystem



OUI CARRY

OuiCarry is a last-mile logistics company which provides its BtoB and BtoC customers based in Senegal access to e-commerce products from around the world. It was awarded the Orange FAB prize in 2016 and was a finalist of the "Great Entrepreneur Competition" held by the British Council.

AGROSERV

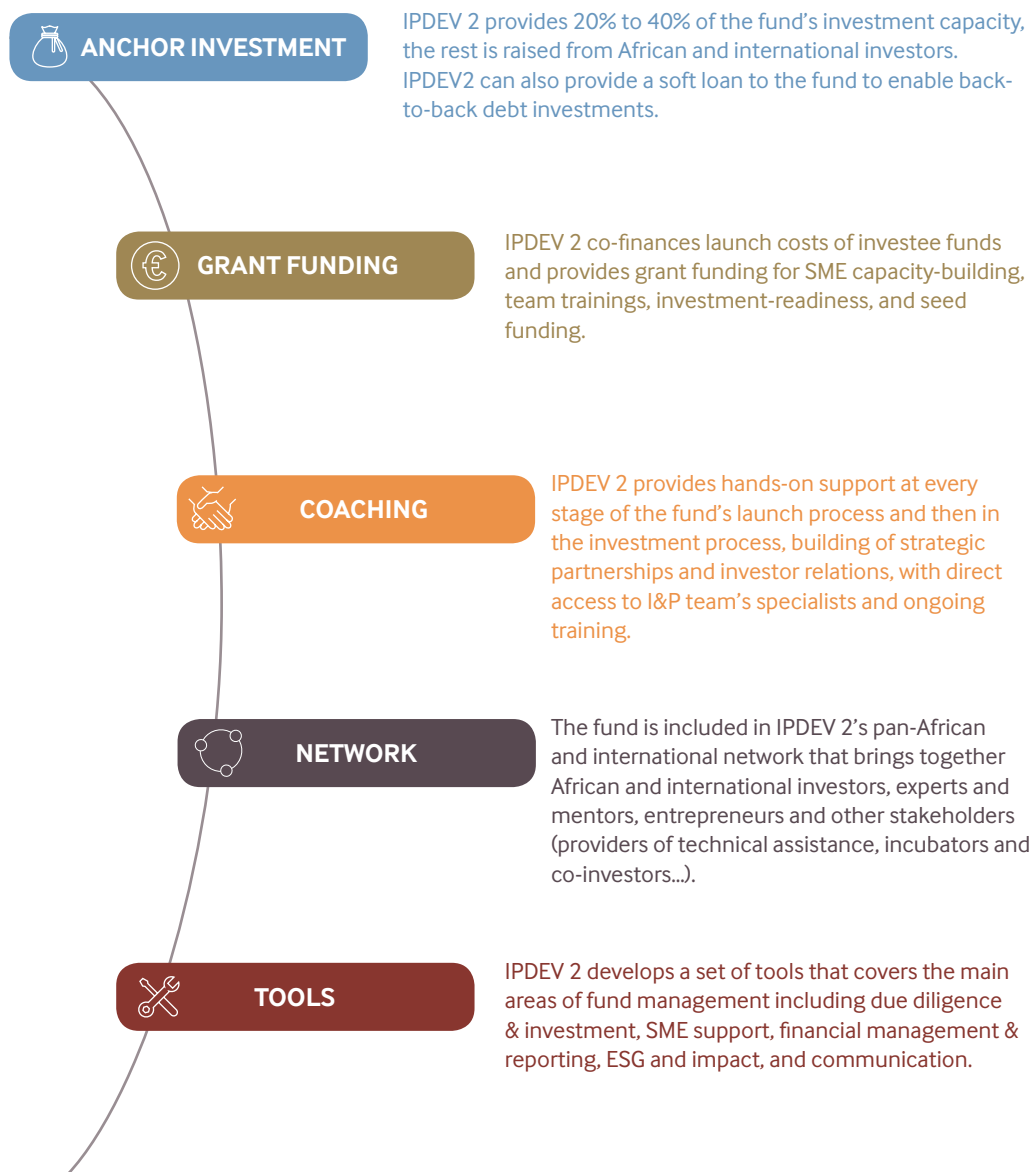
AGROSERV INDUSTRIE is a Burkina Faso agribusiness that processes locally-sourced maize into flour and grits for households and industry. The company is developing an irrigation-fed out-grower network and introducing high-quality maize flour on the market as a substitute for imported wheat flour.

IPDEV 2's approach to sponsoring African fund managers

IPDEV 2 is building the first community of African impact fund managers dedicated to early-stage and small growing businesses.

IPDEV 2 sponsors each impact fund manager via an **in-depth partnership** designed to launch their activities and address their main challenges by providing a wide range of support, including anchor investment, grants, coaching and a network of African and international mentors, investors and entrepreneurs.

The network of fund managers is a community through which **fund managers share values, experiences and a common goal of growing early-stage SMEs**. It provides continuous capacity-building and peer learning opportunities to enable members to improve their practices and increase their overall impact.



An impactful portfolio



100%

of SMEs are founded and managed by African entrepreneurs



100%

of SMEs operate in Least Developed Countries and/or Fragile Countries



90%

of SMEs improve local access to goods or services that fulfill essential needs and address the SDGs



8,200

people impacted by the income paid to employees

🔍 FOCUS: IPDEV 2'S CONTRIBUTION TO THE UN SUSTAINABLE DEVELOPMENT GOALS

AT THE FUND LEVEL

IPDEV'S overarching goals:



... PORTFOLIO LEVEL

IPDEV 2 targets cross-cutting issues (health, gender, environment, etc.) that concern all portfolio companies

... COMPANY LEVEL

The African funds sponsored by IPDEV 2 target SDG-aligned companies, notably in the following sectors:

Food and agriculture

Education

Water and energy access

Promoting impact and ESG best practices

FORMALIZATION

- Pushing forward full **job formalization**
- Ensuring access to **health insurance** for employees

GENDER

- Promoting **women's access to decent jobs and leadership positions**
- Developing the pipeline of **women-impact SMEs**

ENVIRONMENT

- Strong commitments with agribusiness companies to respect **biodiversity and soil preservation**
- Encouraging **energy-efficiency** and **renewable energy initiatives**

GOVERNANCE

- Promoting good governance **at the African fund level** (board of directors, investment committee, ESG coordinator)
- **At the SME level** (board of directors reporting, etc.)