

I&P DÉVELOPPEMENT ACHIEVES ITS 8th EXIT IN DAKAR WITH COLASER

After a 6-year long partnership I&P Développement (IPDEV) exits from Colaser, an ophthalmologic clinic located in Dakar and known over the entire sub-region for their high-tech equipment and the quality of their treatments.

A LEADING-EDGE OPHTHALMOLOGIC CLINIC DESIGNED TO IMPROVE QUALITY OF THE TREATMENTS PROVIDED IN WESTERN AFRICA

Colaser was created in 2007 **when the care supply was highly insufficient. It was initiated by 4 doctors: Pr. Lam, Dr. Seck, Dr. Jouni and Dr. Jaffar.** Aliou Lam and Makane Seck are military doctors and surgeons. They formerly worked at the Hopital Principal of Dakar and took the chance, while leaving the army, to set up in Senegal and invest in the private sector. Colaser is an ophthalmologic clinic aiming at **responding to the needs of a broad and diverse clientele** such as individuals, employees under healthcare programs, retired people, middle-class people, foreigners.

The clinic has followed an unfluctuating growth since its creation. It carries out 10,000 consultations and 1,400 medical procedures every year, among which 110 retinal detachments and as many refractive eye surgery. Colaser stands as the most important ophthalmologic center in terms of equipment and expertise. It substitutes to medical travels in Europe for numerous diagnostics and cares. Within a few years, Colaser has become **a model for West-African ophthalmological clinics**, and attracts a steady flow of patients from neighbor countries. **In January, the clinic fully completed its loan repayment to IPDEV.**

IPDEV PROVIDED A KEY FINANCIAL AND STRATEGIC SUPPORT AT THE COMPANY'S CREATION

IPDEV was involved at the very beginning of the enterprise's inception while granting the founders a loan that would enable them to purchase high-technology pieces of equipment and to strengthen the administrative service of the clinic. IPDEV is a financial vehicle created in 2002 by Patrice Hoppenot in order to support the growth of profitable African companies, able to create jobs and to generate local added value.

Since 2002, IPDEV has invested € 11 million in 25 small firms and 8 microfinance institutions (MFI) over 12 African countries. The well diversified portfolio (agribusiness, equipment, services, etc...) is managed by Investisseurs & Partenaires (I&P).

Up to now, **IPDEV has achieved successful exits from 8 firms** (CAMED, LEGENI and SAPHAR in Niger, Carotech Mali, Uganda Finance Trust; and partially from La Laiterie du Berger in Senegal and Biotropical in Cameroon). **These investments contributed to create or maintain more than 1,000 jobs and generate activity for more than 1,400 local producers and suppliers, while these companies have grown their revenues by 26% every year on the whole duration of the investment.**

About Investisseurs & Partenaires (I&P)

Investisseurs & Partenaires (I&P) is a family of impact investment funds created in 2002 by Patrice Hoppenot and managed by Jean-Michel Severino since 2011.

I&P aims at contributing to the emergence of responsible and profitable SMEs in Africa. These companies generate local added value and sustainable jobs, but also important economic, social and environmental jobs.

In order to achieve this mission, I&P relies on two financial vehicles (IPDEV and IPAE) and set up diverse tools (minority shareholding, loans...) for Sub-Saharan African enterprises.

I&P provides them with capital and technical assistance meant to meet their growth needs. I&P teams forge a long-term partnership with entrepreneurs, as they share their experiences and skills in SMEs' management and help them structure and formalize their businesses.

Read more about us on: www.ietp.com

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