

Sinergi Burkina, a pioneering impact investing fund in Burkina Faso, makes its first exit

After five years of successful collaboration, Sinergi Burkina is making its first exit by withdrawing from the capital of Agroserv Industrie, a company specializing in the agri-food processing of maize. This exit is on the promoter and new investors.

Agroserv Industrie, a leading company in the maize processing sector supported by Sinergi Burkina for five years

Agroserv Industrie is an industrial unit specializing in **the Agri-food processing of the maize sector**. The company - formalized in 2008 by Siaka SANON, who took over the family activities - has two entirely automated production lines, each producing 50 tons/day. The company sells products for breweries, maize flour for households, and maize bran for animal food.

Sinergi Burkina, the first investment business dedicated to SMEs in Burkina Faso, has supported and financed Agroserv Industrie since 2017. Through this partnership, the company has committed itself to a fair governance dynamic and improving its economic and social impact. This collaboration has enabled **the industrialisation of the company** through a better structuring of the supply chain and a second production line, thus increasing the company's production capacity.

Sinergi Burkina and Agroserv Industrie, a partnership generator of considerable economic and social impacts

The collaboration between Agroserv Industrie and Sinergi Burkina had **considerable impacts on the local economic fabric**. It has notably allowed the strengthening of a network of **some 6.000 small maize producers**, who have received 2.000 million FCFA of wages every year. The company has also formalized its employees' jobs: they benefit from decent salaries and social protection. Agroserv Industrie activities contribute to Burkina Faso's economic and social development by gratifying local raw materials, substituting often expensive importations. Therefore, more than 5.000 households benefit from essential goods at an affordable cost.

Over the last years, Agroserv Industrie has succeeded in **sustainably developing itself**. The producers' network the company has built has allowed it to control the quality of the raw material. AgroServ Industrie, with Sinergi Burkina, has implemented efficient management tools and created a commercial service, which increased flour sales. The company has also gained visibility, as shown by the launch of its new production line in January 2018, to whom the Head of State and the Prince of Monaco participated.

"First exit realized by Sinergi Burkina, Agroserv Industrie has been an exemplary investment. It stands out in particular thanks to production's capacity and quality, with products certified HACCP and ISO 9001 and an intern laboratory. Agroserv Industrie has a remarkable track record: the company has grown from



twenty-two formal jobs to more than seventy in 2022 - one hundred and twenty temporary jobs counted. The company's turnover, which has increased sixfold in five years, has also grown significantly", explains Job Zongo, Director of Sinergi Burkina.

A successful handover with a financing round of more than 8,5 billion FCFA with new investors (I&P, Oikocredit)

Agroserv Industrie continues in its mindset of growth and diversification to locally answer the country's needs. Siaka SANON wants to extend the range of maize derivative products by introducing on the local markets some products such as enriched infant flour, pre-cooked porridge, pre-cooked semolina, etc. This project, which backs onto the construction of a new Agri-food transformation complex, is **an extensive transformation plan that will raise the company to the ultimate level of the agro-industry scale.**

The arrival of new investors aims at deploying this ambitious project. Investisseurs & Partenaires, through its I&P Afrique Entrepreneurs 2 fund, supports this growth project alongside Oikocredit, BIO, and Agrifi.

"We are proud, along with our co-investors, to support Agroserv's ambitious project, which will not only allow the diversification of its production, but also and above all, the commerce of quality products that will improve the food conditions of the population. Mr. Sanon is an exceptional entrepreneur with whom we are confident to increasing the company's production capacity and create dozens of new jobs while improving the living and working conditions of thousands of partner farmers", says Landry Parkouda, Investment Director at I&P, based in Ouagadougou.

About Sinergi Burkina

Sinergi Burkina is the first investment company dedicated to Small and Medium Enterprises in Burkina Faso. Headed by Job Zongo, it was created in 2014 at the initiative of Investors & Partners and burkinabe entrepreneurs determined to encourage entrepreneurship in the country.

Sinergi Burkina finances SMEs for amounts ranging from FCFA 20 million to FCFA 200 million, by taking minority stakes in the capital and offering shareholder loans. It accompanies SMEs throughout their growth in its areas of expertise: governance and strategy, financial and accounting management, organisation, technical support, etc.

Contacts

Job ZONGO, CEO of Sinergi Burkina: jzongo@sinergiburkina.com

Aïcha ZIO/SAVADOGO, Investment Manager: asavadogo@sinergiburkina.com