

I&P welcomes a new company in its portfolio: DELTA SA, Senegal

Investisseurs & Partenaires, through its fund I&P Afrique Entrepreneurs 2 (IPAE 2), is announcing a new equity investment: DELTA SA, a Senegalese company specialized in the sanitation and construction sector. I&P is carrying out its 10th equity investment in Senegal.

A leading company in the Senegalese sanitation sector

Created in 2002 by Léna Tall, DELTA SA is a Senegalese company specializing in **sanitation and construction**. It benefits from a delegation contract from its strategic partner ONAS (Office National de l'Assainissement du Sénégal), which entrusts the company with the maintenance of a large part of Dakar's sanitation network and the management of pre-winter sanitation operations in Dakar and throughout the country. Since 2013, the company has also developed new services in the construction sector (extension of sanitation networks, construction, buildings' renovation and maintenance, drinkable water conveyance). DELTA SA provides impactful services that promote solid, inclusive and sustainable economic growth and improve the living conditions of the population.

"Considering Africa's urban growth rates (3-5%), sanitation issue is even more important in African capital cities development strategies. The feeling of urgency is all the more acute as benefits brought by an improvement of the access to sanitation can have an impact on all the dimensions of sustainable urban development," explains the founder and CEO of the company, Miss Léna Tall.

A partnership with multiple dimensions between I&P and DELTA SA

I&P, through its fund I&P Afrique Entrepreneurs 2, has decided to support DELTA SA in order to **strengthen its governance, its organizational and technical capacities**, while accompanying the company in its **regional expansion objectives**. More generally, as an impact fund, IPAE 2 also strives to strengthen Delta's core mission of improving access to water and sanitation in urban and rural areas across the continent. This is a fundamental issue in terms of health, living conditions, and human dignity.

"We are proud to support DELTA SA in a new development phase. We believe that our long-term investment policy, the complementarity of our skills, and our strategic partnership with Ms. Léna Tall, an experienced entrepreneur who has shown her ability to generate strong growth for several years, will help the company to accelerate its expansion. This partnership is also the occasion to promote female entrepreneurship in Senegal, as the promoter is the only woman to lead a large company in the sector," underlines Marguerite Tall, I&P Investment Manager.

Thanks to I&P's support, DELTA SA was also able to secure a grant from the USAID West Africa Trade & Investment Hub (WATIH), which aims to improve access to financing for small businesses alongside other private investors, and to facilitate their growth while having a positive impact on sustainable development.

With this new investment, IPAE 2 continues the impact mission of I&P to promote the emergence of a new generation of responsible African entrepreneurs. **The IPAE 2 fund continues to invest actively in Senegal**, where its deployment is led by Marguerite Tall, Investment Manager, and Idrissa Wone, Investment Officer.



IPE 2 is a generalist fund that aims to support Senegalese SMEs in the development of their business through multidimensional support. It provides equity financing, **with investment tickets ranging from €500,000 to €5 million** (from 300 million to 3 billion FCFA), as well as strategic and organizational support.

I&P also supports Senegalese companies with less important financing needs through its [Acceleration activities](#) (I&P Acceleration in Sahel, I&P Acceleration Technologies). Besides, I&P is a partner of [Teranga Capital](#), an investment fund bringing financing and supporting solutions to small and medium companies with financing needs ranging from 50 to 300 million FCFA. Since its launch in 2016, Teranga Capital has provided equity financing to ten companies.

About Investisseurs & Partenaires

Investisseurs & Partenaires (I&P) is a pioneering impact investment group, entirely dedicated to financing and supporting entrepreneurs in Africa.

I&P's team is spread over 10 sites in Africa (Burkina Faso, Cameroon, Ivory Coast, Ghana, Kenya, Madagascar, Mali, Niger, Senegal, and Uganda) as well as in France and the United States (Washington DC). It now has 130 people specializing in investment, impact, and more generally in supporting African businesses.

Since its creation in 2002, I&P has supported more than 200 companies operating in various sectors, based in Sub-Saharan Africa, and finances at least 50 more SMEs each year.

To learn more about our activities, please visit: <https://www.ietp.com/en>

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