

**HOW TO CATALYZE FINANCING FOR AFRICAN BUSINESSES
AND ACHIEVE SUSTAINABLE AND INCLUSIVE GROWTH?**

African SMEs face high obstacles to finance and are both neglected by traditional financing channels and excluded from microfinance institutions. Investisseurs & Partenaires (I&P) has been supporting SMEs in sub-Saharan Africa for more than 10 years, and is now deploying a **new strategy to address the unmet needs of small growing businesses.**

A TOOL FOR THE AFRICAN ENTREPRENEURIAL CAUSE

According to the ILO, SMEs contribute to 30% of GDP and 17% of job creation in Africa. Thus they are key to the economic and social development of the continent. Ten years after its creation, and based on its experience gained by funding 33 SMEs and start-ups, I&P Développement (IPDEV) is launching a new strategic plan to provide small African businesses with the finance and the support they sorely need.

AN INNOVATIVE AND SUSTAINABLE MECHANISM TO BUILD INVESTMENT CAPACITY IN AFRICA

The objective is to build a network of investment funds based in Africa and dedicated to finance small growing businesses. The first step is to build 10 investment vehicles in 10 different countries over the next 15 years, thereby funding 500 companies and creating 15,000 jobs. These funds will provide long-term capital, management and technical support to small businesses. They will be managed by African teams recruited and trained by I&P. They will mobilize African investors and they will attract skills by partnering with successful entrepreneurs in each country.

A PROVEN “INTERMEDIATION STRATEGY” WITH A SUCCESSFUL EXPERIENCE IN NIGER

SINERGI is the only venture capital company in West Africa targeting early-stage businesses by investing amounts below EUR 100,000. SINERGI was co-founded in 2006 in Niger by I&P and Nigerien entrepreneurs. Today, SINERGI manages a well-performing portfolio of 7 small businesses with strong impacts on the local economy. Today, I&P is launching a similar investment company in Burkina Faso as part of the 2012 ANDE - Argidius Finance Challenge.

A FUNDRAISING OF € 25 MILLION IN EQUITY AND € 7 MILLION IN GRANTS

To implement this new strategy, IPDEV will proceed to a capital increase in 2014 and is currently raising funds from social investors committed to development and inclusive growth in Sub-Saharan Africa.

LEARN MORE ABOUT IPDEV

Since 2002, I&P Développement has invested € 11 million in 25 small businesses and € 8 million in micro-finance institutions (MFIs) in 10 African countries. The portfolio is very diverse: healthcare, water and sanitation, agribusiness, renewable energy and more. To date, IPDEV exited from 8 successful companies with a gross Internal Rate of Return of 16.5%.

ABOUT INVESTISSEURS & PARTENAIRES (I&P)

Investisseurs & Partenaires is a family of investment funds created in 2002 by Patrice Hoppenot and headed since 2011 by Jean-Michel Severino.

I&P's goal is to support the development of responsible and profitable African SMEs. These enterprises create local "added value" and long-term employment, and generate important social, environmental and governance impacts.

To accomplish its mission, I&P has two financial vehicles (IPDEV and IPAE) and uses diverse financial instruments (minority equity participation, loans, others) with companies in sub-Saharan Africa.

I&P provides capital, technical and strategic support to meet the growth needs of its clients. I&P's team develops long term partnerships with entrepreneurs, sharing their skills and experience in the management of SMEs, and helping them structure, strategize about, and formalize their business.

I&P's team consists of fifteen collaborators in Paris and in five African offices in Cameroon, Côte d'Ivoire, Ghana, Madagascar and Senegal.

To learn more about our activities, please follow us on: www.ietp.com

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