



Annual Impact Report 2020



INTRODUCTION



Jean-Michel Severino
CEO of Investisseurs & Partenaires

Historically, I&P has measured its impact and achievements in individual reports at the level of our various investment vehicles. This report is our first attempt to capture an aggregate picture of the collective results of our mission across the entire organization and team.

I&P’s mission is to achieve major development outcomes in Africa through supporting the emergence of a new generation of responsible entrepreneurs. This mission percolates in the creation and development of formal African businesses, which become more professional, more socially responsible, more efficient and more inclusive, particularly in terms of gender. We believe that formal SMEs have a key role to play in improving the work conditions and health of their employees, as well as in reducing their company’s environmental footprint, and even in improving the environment.

This impact report for 2019 is being issued in 2020 at a time when **the world is confronted with the Covid-19 crisis**. This crisis is taking a heavy toll on lives in Sub-Saharan Africa through its health consequences, and even more drastically through its economic consequences. The African continent is facing its first recession in 25 years. Unemployment and poverty are soaring in many countries. **The virus is hitting SMEs and entrepreneurs in Africa hard through several channels:** liquidity shortages, interruption of supply chains, distribution channels and workplace access for staff.

At I&P, we made sure that the SMEs within our portfolio implemented the necessary sanitary measures and social distancing protocols. **Saving jobs and supporting companies through the crisis** is key to reducing its costs in terms of development setbacks and helping the economies pick up and recover.

The Covid-19 crisis has also changed the way we live and operate, and there is no going back. Business models will need to adjust. Digitalization is becoming a must for many aspects of business. The health impacts and environmental footprint of businesses will undoubtedly be taken more fully into account by customers and staff. Locally sourced and organic products will be preferred and will help to structure more local and responsible value chains.

In this regard, the support I&P provides is only becoming more relevant in the “new normal”. Entrepreneurs will need long-term financial and strategic support to overcome these new challenges and generate more impact. **But entrepreneurs face powerful obstacles to growth, being deprived of access to skills and financing, particularly to the capital it needs to survive and thrive.** That's where the "traditional" financial market reaches its limits and where I&P's role has been built through the different modes of intervention we’ve developed.

This aggregate report attempts to capture, albeit at present still only partially, the overall results we are achieving. Not all of them are measurable, and measuring instruments, where they exist, can only be deployed gradually. Nevertheless, **I&P wishes to measure its impacts in an increasingly comprehensive way, gradually integrating indirect impacts and externalities, which are more difficult to capture.** As a result, this annual report will evolve and become richer and more in-depth in the coming years.

This report amply demonstrates the significance of I&P’s contribution and that of our partner companies, to the sustainable development of the African continent. In concrete terms, the companies we support are making a difference in their communities, often in a much broader way than numbers alone can capture.

There are also non-quantifiable societal reasons for engaging in the cause we support: **the appropriation of economic power is an essential element of sustainable development.** Ownership of capital is fundamental to a meaningful development strategy. It is on this ground that the current generation of competent, dynamic, ethical, and responsible entrepreneurs can make lasting difference.

There is obviously no disputing the need for public funds. **But no public investments are viable without a thriving local economy** that can finance the State’s expenses through tax contributions. At I&P, this is another important reason for us to focus on formalizing our companies and considering the taxes that our partners pay asset.

For all of these reasons, we continue to stand by our partner companies to help them confront and manage the crisis. I&P is mobilizing to further increase its presence and financing, thanks to our investors, who believe in the actions we are taking, and to the mobilization of our entire team.

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I&P: AN OVERVIEW

Investisseurs & Partenaires is a pioneering impact investment group entirely dedicated to financing and supporting small and medium-sized enterprises (SMEs) and start-ups in Sub-Saharan Africa that provide a high level of local added value. I&P has developed different approaches, combining financing, and support to serve this mission and meet the needs of African SMEs, according to their maturity, size and financing requirements.

KEY FIGURES

- Launched in **2002**, I&P has more than 18 years of experience.
- The group has partnered with **more than 120** investee companies (including **37** since 2019) operating in some fifteen Sub-Saharan African countries in a wide range of sectors including agribusiness, ICT, microfinance, health, and B2B products and services.
- The team of **more than 80** people is based in 8 African hubs (Burkina Faso, Cameroon, Côte d'Ivoire, Ghana, Kenya, Madagascar, Niger and Senegal), as well as in Paris and Washington D.C.
- **€200 million** has been raised from African and international investors and donors.



OUR MISSION

I&P targets African SMEs with financing needs under €3 million, known as the “missing middle” due to a lack of access to long-term financing and a need for strategic and managerial support. Microfinance institutions and traditional investors often lack the appropriate tools to support these companies.

I&P’s partner companies:

- Are **small to medium-sized companies**
- Have **financing needs inferior to €300,000 (IPDEV) or between €300,000 and €3 million (IPAE)**
- Operate in **Sub-Saharan Africa** (we focus primarily on West Africa, the Indian Ocean, and Central Africa)
- Are managed by **local teams and entrepreneurs**
- Operate within the **formal economy**
- **Operate in varying business sectors** (health, agriculture, agribusiness, construction, services, microfinance, etc.)
- Demonstrate clear potential in terms of **value creation and local impact**

OUR APPROACH

I&P's model is based on three complementary activities that address the challenges of lack of access to finance and managerial skills faced by small and medium-sized African companies. I&P employs a variety of finance instruments (minority equity, quasi-equity investments, seed financing, loans) according to the investee company's size and maturity.

I&P becomes an active partner of its investee companies and brings its strategic expertise and network to best support their development, helping them gain value in order to maximize financial performance, alongside a commitment to high, environmental, social and governance (ESG) returns.



I&P ACCELERATION

Scaling-up young businesses through seed-funding and/or training programs.

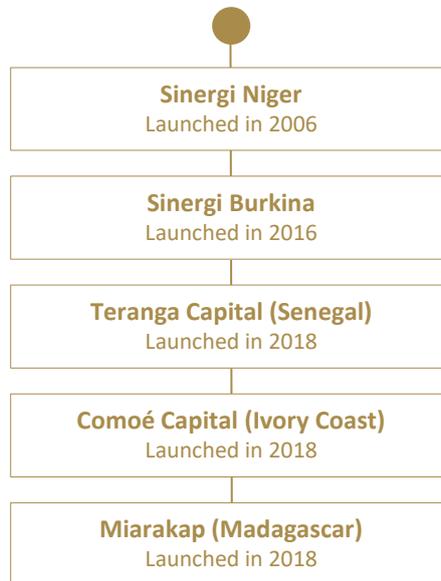
€10,000 - €50,000



I&P DEVELOPMENT

Financing small businesses through a network of partner funds in 5 Sub-Saharan African countries.

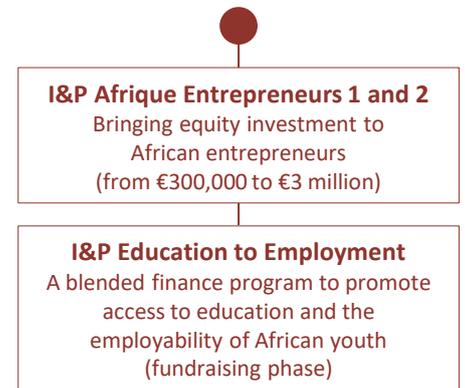
€50,000 - €500,000



I&P EXPANSION

Directly supporting and financing the development of SMEs and start-ups and strengthening their impact.

€300,000 - €3 million



OUR CERTIFICATIONS AND NETWORKS

I&P helps grow the emerging ecosystem of impact investors and exemplifies its mission through multiple networks. Our commitment is reflected in external evaluations and certifications. In 2017 I&P joined the community of **certified B Corp™** companies, an independent label designated to mission-driven businesses globally. In 2019, I&P was one of the founding signatories of the **Operating Principles for Impact Management**, a market standard for the impact investing sector as defined by the International Finance Corporation.



DEVELOPING AFRICAN ENTREPRENEURSHIP

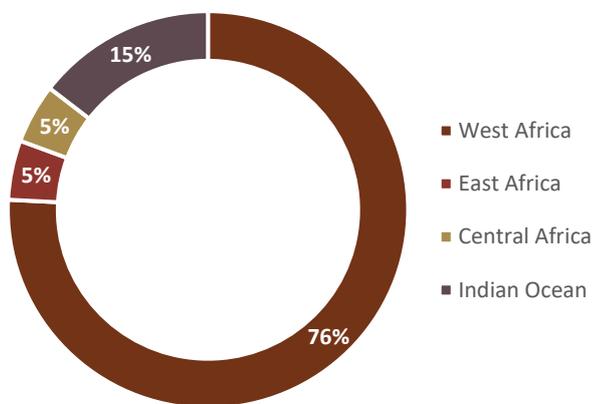
Supporting entrepreneurs rooted in the continent is at the core of our mission. I&P also focuses mainly on Least Developed or fragile Countries in West Africa, Indian Ocean and Central Africa.

86% of companies are led by African entrepreneurs

85% of companies are in Least Developed Countries or fragile countries

A CLOSER LOOK AT OUR PORTFOLIO

Through I&P Development and its funds I&P Afrique Entrepreneurs 1 and 2, I&P has financed 100 SMEs, operating in a great variety of countries and sectors:



INVESTEES REPARTITION (PER GEOGRAPHY)

Focus: Sustainable Development Goals



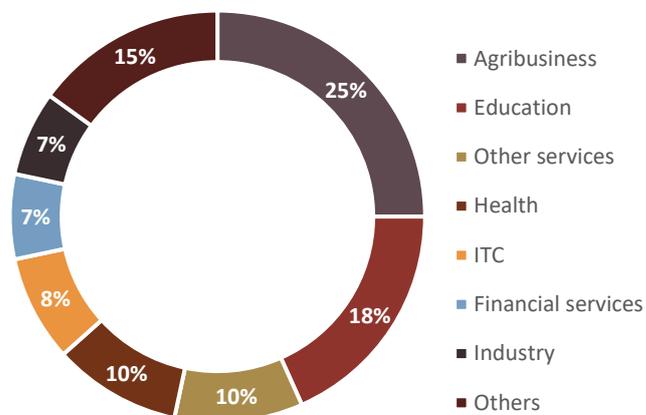
Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all [8.3] [8.10].



Reduce inequality within and among countries. Encourage financial flows to States where the need is greatest, in particular least developed countries and African countries [10.8].



Strengthen the means of implementation and revitalize the global partnership for sustainable development [17.5].



INVESTEES REPARTITION (PER SECTOR)

HIGH ADDITIONALITY AND CATALYTIC EFFECT OF INVESTMENTS

SMEs face **significant difficulty securing external financing** from local commercial banks and other traditional financiers.

We assist our entrepreneurs in their **negotiations with local or international financial institutions** or in the search for new shareholders, using our networks.

Our financings have a strong leverage effect in mobilizing additional financing.



(* This figure is computed by dividing the total amount invested (equity and debt) by the amount invested by investors other than I&P at the time of the initial investment by the amount of I&P's investment (equity and debt).



We present below two companies representative of our portfolio. The Ivorian company IMGH is supported through I&P's partner fund, Comoé Capital, while New Crystal is directly financed by I&P through its I&P Afrique Entrepreneurs 2 fund. [To view our entire portfolio, click here.](#)

INSTITUT DE MANAGEMENT, DE GESTION ET D'HÔTELLERIE

Côte d'Ivoire • Education • EUR 169k invested by Comoé Capital • 43 employees in 2019

Institut de Management, de Gestion et d'Hôtellerie (IMGH) is a private technical and professional training institute specialized in the hotel industry. The institute aims to improve and diversify its training offerings by developing online access to continuing education.

The entrepreneur

After several experiences as a science teacher in Abidjan, Augustine BRO was appointed director of studies of a hotel school. She noticed a lack of students in the culinary and pastry trades due to the lack of specialized institutions in the sector. With several associates she therefore created the Institute of Culinary Arts and Hospitality in 1999, which in 2008 became the Institute of Management and Hotel Management.



[→ Watch our interview of Augustine Bro](#)

NEW CRYSTAL

Ghana • Healthcare • EUR 800k invested by IPAE 2 • 506 employees in 2019

New Crystal Health Services (NCHS) is a leading private healthcare group in Ghana focused on serving the urban poor. From humble beginnings in a four-room facility in 2003, the company today serves hundreds of thousands of patients annually through a chain of clinics in two regions, a diagnostic services company and a wholesale/retail pharmaceutical business. In addition, NCHS operates a small training institute for medical and allied health personnel. New Crystal aims at improving infrastructure across its clinics to continue to provide affordable and better quality health care to patients in underserved communities.



The entrepreneur

New Crystal was founded in 2013 by a Ghanaian medical doctor and entrepreneur, Dr. Wisdom Amegbletor. After completing University of Ghana Medical School in 1999, he completed his mandatory residency and then began working at Greenshield Clinic in Sefwi-Wiawso, a rural town in the Western region of Ghana. While at the clinic, the founder entrusted Dr. Wisdom with overall running of the clinic, which later helped him to birth the idea of New Crystal in 2003. Dr. Wisdom holds an MBA in Entrepreneurial Management from the University of Ghana Business School.

[→ Watch our interview of Wisdom Amegbletor](#)

CREATING DECENT JOBS

Each year, only **3 million formal jobs** are created in Africa despite the arrival of **10 to 12 million young people** on the job market. A large majority (almost 90%) of employment in Africa is provided by an informal sector that is low in productivity and insufficiently structured to absorb new entrants on the labor market. **I&P supports SMEs that have a strong job creation potential, while simultaneously helping to improve the quality of these jobs.**

7,400

Total jobs made more permanent through investment in portfolio companies

2,677

Jobs created

1 JOB = 1 FAMILY



More than **44,510*** total family members were supported by employees in 2019

*Based on household size derived from the Global Data Lab developed by researchers at the University of Radboud, the Netherlands, it is estimated by crossing different surveys (Demographic and Health Surveys, UNICEF Multiple Indicator Cluster Surveys, World Development Indicators, etc.)



By 2030, achieve full and productive employment and decent work for all women and men, including for young people and persons with disabilities, and equal pay for work of equal value [8.5].



Implement nationally appropriate social protection systems and measures for all and by 2030 achieve substantial coverage of the poor and the vulnerable [1.3].



Achieve universal health coverage, access to quality essential health-care services and access to safe, effective, quality and affordable essential medicines and vaccines for all [3.8].

JOB QUALITY

Formal jobs maintained through productivity investments or formal jobs created result in **higher-paying and more secure jobs**, providing access to training, social security, social protections and a « regular salary ». The average minimum wage paid by I&P's partner companies is **53%** higher than the average minimum legal wage in their respective countries. The total wages paid in 2019 amount to **USD 102M**.

94%

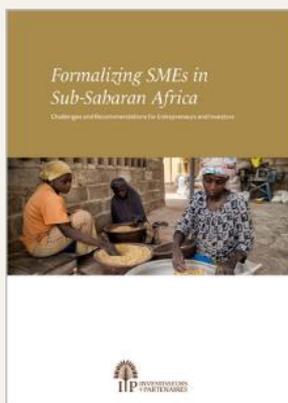
of employees (representing 6,958 workers) covered by a **public social protection**.

52%

of companies offer **private health insurance coverage** to 8,350 employees and family members (mainly through IPAE 1 & 2)



GOING DEEPER: A REPORT ON THE CHALLENGES AND IMPACTS OF FORMALIZATION IN SUB-SAHARAN AFRICA



In October 2019, I&P published a report on the challenges and impacts of SME formalization in Sub-Saharan Africa. This report is based on two field studies in which several employees of our partner companies in Madagascar and Senegal were interviewed. The report is a practical document intended for entrepreneurs who wish to formalize and for African investors as well as governments seeking to promote a formal entrepreneurial sector. The report highlights the benefits of formal jobs on employees as well as the main challenges encountered. In addition to having twice more access to bank loans, the study done in Senegal revealed the **“Top 3” benefits** that an employment contract can offer

employees, namely, protection against dismissal, access to health insurance and a guaranteed salary at the end of each month. Find out more [here](#).

Progress toward formalization

Formalization is at the core of I&P's mission and is a particular focus of **I&P Development** and **I&P Acceleration**, which support very small and medium-sized enterprises that have the highest rate of informal jobs. SMEs within the IPDEV 2 fund have one year after investment to fully comply with the law. However, formalization can be a long and complex path for these SMEs.



Impact Pillar **3**

PROVIDING SDG-ALIGNED GOODS AND SERVICES

Addressing the main development challenges in Sub-Saharan Africa is at the heart of I&P’s mission. The vast majority of our investees improve local access to essential goods or services, in close alignment with the UN Sustainable Development Goals.

76% of portfolio companies provide a product or service that directly contributes to the Sustainable Development Goals (SDGs).



15 partner companies contribute to SDG 2, “End hunger, achieve food security and improved nutrition and promote sustainable agriculture.”

Example: Agroserv Industrie (Sinergi Burkina) is a maize processing company that produces grits and flour. The company bought **15,000** tons of maize from small producers in 2019.



6 partner companies contribute to SDG 3, “Ensure healthy lives and promoting well-being for all at all ages.”

Procréa (IPAE 2) offers quality healthcare for women and children. The company held **5,346** gynecological consultations in 2019.



12 partner companies contribute to SDG 4, “Ensure inclusive and equitable quality education and promote lifelong learning opportunities.”

8,788 students were enrolled in schools or training programs in 2019 thanks to 7 investees in I&P’s portfolios, **AMI (IPAE 2)**, **ENKO (IPAE 1)** and **CAIF, Etudesk, IMHG, IST and Vatel (IPDEV 2)**.



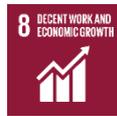
2 partner companies contribute to SDG 6, “Ensure access to water and sanitation for all.”

Delta Irrigation (IPAE 1) saves water thanks to efficient irrigation systems. **1,000 hectares** of land have been irrigated thanks to Delta’s solutions.



3 partner companies contribute to SDG 7, “Ensure access to affordable, reliable, sustainable and modern energy for all.”

PEG Africa (IPAE 1) supplies off-grid solar panels in West African rural and semi-urban areas. PEG installed **23,044** new solar kits for underserved rural household in 2019.



5 partner microfinance institutions contribute to SDG 8.3, “Support productive activities and entrepreneurship, including through access to financial services.”

3 investees, **APEM PAIQ (IPDEV 2)**, **ACEP Madagascar** and **ACEP Burkina (IPAE 1)** granted a total amount of **\$40,844,602** to **46,000** borrowers in 2019.



5 partner companies contribute to SDG 9, “Build resilient infrastructure, promote sustainable industrialization and foster innovation.”

ENVAL (IPAE 1) is a laboratory for physio-chemical and microbiological analysis. ENVAL conducted **48,660** analyses for **170** different clients in 2019.

PROMOTING WOMEN'S EMPOWERMENT

I&P's overall objective is to promote gender equality within formal SMEs in Sub-Saharan Africa. We seek to proactively develop a pipeline of SMEs that address the specific needs of women, focus on women's inclusion, empower women in decision-making processes, and provide them access to decent jobs and training opportunities.

31% of women-owned or led companies

47% of women employees among I&P's partners companies

32% of highly qualified women among I&P's partner companies

I&P formally announced its gender strategy in the document "[Opportunities to bridge the gender gap in African SMEs](#)", published in 2018. Anchored in I&P's mission, the gender strategy **seeks to promote gender equality among its portfolio companies in Africa, as well as to lead by example**, demonstrating a gender-diverse governance and promoting mixed teams and women's equal access to senior leadership and investment positions.

I&P regularly reviews its performance in terms of gender equality. As of today women represent:

43% of I&P's executive committee

53% of I&P's employees

30% of I&P's investment team



Ensure women's full and effective participation and equal opportunities for leadership at all levels of decision-making in political, economic and public life.

2X CHALLENGE FINANCING FOR WOMEN

In June 2018, the G7 development finance institutions committed to mobilizing \$3 billion for women's economic empowerment. They defined what can be considered a gender lens investment.

69% of I&P portfolio companies satisfy at least one of the 2X Challenge criteria

52% of those companies satisfy at least two criteria



READING MATERIALS

- I&P's gender policy "[Opportunities to bridge the gender gap](#)".
- I&P published an article entitled "[How can general impact investors tackle gender-related issues?](#)" in the magazine *Private Sector & Development*, edited by PROPARGO.



COMPANY FOCUS: NEST

Senegal • Health sector • EUR 610k invested by IPAE 1 • 32 employees in 2019

Founded in 2012 by Khadidiatou Nakoulima, NEST is a Senegalese medical network specialized in **women's reproductive health and children's health**.

NEST provides high-quality affordable care and aims at improving the health status of children and pregnant women from low- and middle-income populations. **85% of the staff are women.**





Impact Pillar **5**

STRENGTHENING THE LOCAL ECONOMIC FABRIC

The companies supported by I&P contribute to strengthening important local networks, thereby generating new opportunities for small suppliers and distributors in the countries where they operate.

2,327

suppliers are working with our portfolio companies

71%

of suppliers to our portfolio companies are local



Strengthen domestic resource mobilization, including through international support to developing countries, to improve domestic capacity for tax and other revenue collection [17.1].

STIMULATING SUSTAINABLE SUPPLY CHAINS

SMEs build local networks of subcontractors. The ripple effects are particularly strong in the agricultural sector, where **8,734 smallholder farmers** contracted with agribusiness companies in 2019.



FOCUS ON A SUPPLIER: SCRIMAD

Madagascar • Agriculture • EUR 940k invested by IPAE 1 • 85 employees in 2019

SCRIMAD specializes in the collection and export of litchi, as well as other fruits and spices (black pepper, cinnamon, etc.). SCRIMAD also produces frozen fruit purees through its subsidiary Madagascar Premium Exotica (MPE). The company obtained Ecocert Fair Trade and organic certification in 2018.

The company has a network of **more than 2,500 local fruit producers** and provides them access to capacity building (training, prefinancing, certification etc.), agricultural seeds and other inputs. **2,600 smallholder producers** sold 2,089 tons of fruits to SCRIMAD in 2019. **36% of them were women.**



FOCUS ON A DISTRIBUTOR: VALLESSE

Côte d'Ivoire • Education • EUR 610k invested by Comoé Capital • 31 employees in 2019

Founded in 2005 by a female entrepreneur with a passion for books (Mme Diomandé), VALLESSE is a publishing company that specializes in youth literature and textbooks for the primary and secondary school program.

This publishing company supports a network of **15 small distributors** through commercial discounts and coverage of Mobile Money transfer costs. Vallesse sold **more than 785,000 books written by local authors** in 2019. After joining Youscribe, Vallesse intends to be present on Amazon and start translating books in English to reach young people worldwide.

CONTRIBUTING TO DOMESTIC RESOURCE MOBILIZATION

In I&P's countries of intervention, the low level of **mobilization of fiscal resources** is a key barrier to developing the most needed public services (infrastructure, water, education). Tax revenues represent less than 20% of GDP in Africa (OCDE, 2015). Most companies remain informal to avoid paying taxes and salary charges.



€51,000,000+ in taxes paid by I&P's partner companies to local authorities in 2019



Impact Pillar **6**

FOSTERING ENVIRONMENTALLY-FRIENDLY DEVELOPMENT

I&P is promoting sustainable growth through investment in resource-efficient companies with limited carbon footprints. We believe that our partner companies can play an active role in experiencing and sharing replicable, efficient and renewable energy solutions.

42% of IPAE companies have implemented green projects

26% of IPAE1 partner companies are using renewable energy in their mix



Take urgent action to combat climate change and its impacts.



Encourage companies to adopt sustainable practices and to integrate sustainability information into their reporting cycles.

I&P seeks to partner with companies that **provide services that improve environmental impact** (green technology, energy efficiency, waste management...) and that **promote sustainable use of natural resources** (fishing, forestry and agriculture).

We help companies mitigate potential negative impacts by implementing sound environmental management systems.

I&P calculates the carbon footprint of IPAE's portfolio annually to identify the main sources of emissions. In 2019, its footprint amounted to **14,796 tCO2eq**.

AT I&P'S LEVEL: CARBON OFFSET

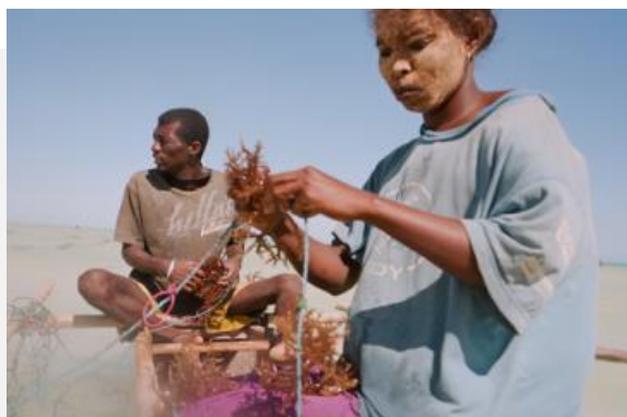
We are committed to **assessing and reducing our environmental footprint**. Making our offices carbon-neutral is a priority. To achieve this, **we offset incompressible emissions** by financing two low-carbon projects in partnership with Aera-Group:

- ▶ Construction of the first large-scale solar power station in Mauritius, an island vulnerable to climate change; 35,000 people are expected to benefit from this project.
- ▶ Development of biogas energy and wastewater treatment technologies in Uganda; 1,800 growers are expected to benefit from access to natural fertilizers.

COMPANY FOCUS: INDIAN OCEAN TREPANG

Madagascar • Aquaculture • EUR 475k invested by IPAE 1 • 148 employees in 2019

Indian Ocean Trepang (IOT) specializes in industrial sea cucumber aquaculture. IOT contributes to biodiversity in Madagascar by implementing an innovative sea cucumber breeding project that reintroduces natural stocks of sea cucumbers, which are overexploited and critical to local eco-systems. IOT partners with isolated fishing villages, allowing low-income fishermen to generate additional income while combating overfishing and the extinction of marine species.





OUR IMPACT METHODOLOGY

I&P has developed a strong Impact Management policy for screening and monitoring ESG & impact during investment and until exit. The Impact Management framework is based on international standards and customized to fit the impact thesis and targets of each fund.



INTEGRATING ESG RISK MANAGEMENT AND GOING BEYOND

I&P's impact methodology and framework adaptable for each fund or program launched **always integrate an ESG risk management component ("Do no harm")** and a **positive impact creation lens ("Do good")**. The field investment team implement the **impact framework throughout the investment process, from screening to exit** :

Before Investment - Screening

A strong ESG risk management ("Do no harm")

- Firstly, each potential investee is analyzed regarding I&P's exclusion list.
- Secondly, to better understand and minimize Environmental, Social and Governance (ESG) risks, an **ESG risk rating based on international standards** (IFC, CDC) is done (ex: child labor, anti-money laundering).
- Finally, measures are set in order to mitigate any identified risks.

Assessing potential impacts ("Do good")

After identification of ESG risks, an Impact Screening Scorecard based on the company's impact on its stakeholders is used to: (1) screen investment projects aligned with I&P's core impact objectives and (2) identify ways to improve overall impact.

During Investment - Monitoring

Implementing an ESG and impact action plan to mitigate risk and generate positive economic and societal value.

- An action plan is set through a collaborative discussion held with the investee. The plan integrates ESG risk mitigation measures and positive impact actions, combining the creation of economic and societal value. This plan is embedded into the investment agreement.
- A person on the team is appointed to oversee the process.
- Review of action plans and progress is done every 6 months.

Measuring results in order to improve ESG/impact management

An in-house information management tool (40 indicators) based on IRIS metrics is used to assess investee performance and ESG/impact on their local stakeholders and ecosystems.

After Investment - Exit

Perpetuating the business's sustainability measures after exit.

Action plans are mostly designed to improve both ESG performance and financial performance, ensuring the sustainability of the measures implemented (e.g., better working conditions that reduce turnover and associated costs).

ESG issues and impact measures are widely appropriated by entrepreneurs and deeply rooted in their business processes, making these actions all the more sustainable, even after exit.

I&P selects buyers who will allow for the **sustainability of the company's impacts** and ensure good ESG practices. In the presence of several potential buyers, I&P is prepared to make trade-offs on financial profitability in favor of impacts and does not necessarily select the largest financial offer.



ENHANCING OUTREACH & IMPACT THROUGH ADVOCACY

I&P is committed to a proactive advocacy policy that recognizes SMEs as vectors of change and promotes adapted financing solutions for Africa's "missing middle". The primary objective of our advocacy mission is to go beyond the impacts of I&P alone - which are necessarily limited in relation to the scale of the challenges facing the African continent - and to have a multiplier effect on our contribution to Africa's development agenda.

STUDIES & REPORTS

I&P regularly publishes studies that address its areas of expertise in concrete terms: impact investment, support for SMEs, private equity, etc.



ARTICLES & BLOG

The team regularly shares its experience and best practices on the themes of impact investing and African entrepreneurship through specialized media and blogs.

In 2018, in partnership with FERDI, I&P launched the blog *Entreprenante Afrique*.



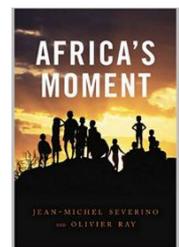
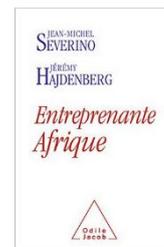
VIDEOS

I&P showcases its African partner companies through short videos that retrace the path of the entrepreneur and key company impacts.

I&P has notably worked with the photographer Joan Bardeletti for the analytical and visual project "Small is Powerful" that produced impact studies and on-site reportages on 5 African SMEs.

BOOKS

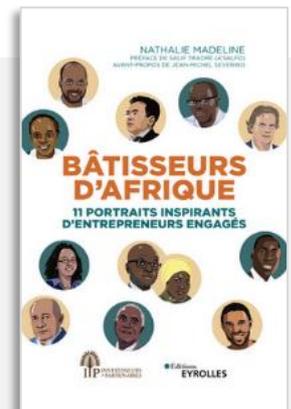
The team also contributes to pleading the African cause through its own publications.



FOCUS: BÂTISSEURS D'AFRIQUE

I&P is pleased to announce the publication of the book *Bâtisseurs d'Afrique*, published by Editions Eyrolles (in French only for now).

The author, Nathalie Madeline, spotlights 11 entrepreneurs who have been supported by I&P and traces their different journeys. Born in Madagascar, Senegal, Mali, Mauritania... or in France, they embarked on their entrepreneurial adventure in the agribusiness, health, energy or construction sectors, with the goals of serving their community and providing access to essential goods and services for all. [Click here to read more](#)





ENHANCING IMPACT THROUGH ECOSYSTEM BUILDING

With over 18 years of experience in financing and supporting African entrepreneurs in their daily operations, I&P has developed a consulting business in order to contribute to the improvement of the business environment in Africa.

I&P Conseil offers a range of activities contributing to strengthening African entrepreneurial ecosystems. Here are a few examples of programs implemented this past year:

SUPPORTING ENTREPRENEURS FROM THE VERY FIRST STEPS OF THEIR ENTREPRENEURIAL ADVENTURE

I&P Conseil plays a key role in the implementation of acceleration programs and provides blended learning, coaching and mentoring sessions, as well as seed-financing and grant-funding.

Afrique Créative



Sponsored by the French Development Agency, Afrique Créative was implemented by I&P Conseil, Africalia, Bayimba and Zhu Culture. The program is **currently supporting nine entrepreneurs operating in the cultural sector**: they benefit from the technical support of national and international experts through an online platform and two residential bootcamps sessions, as well as from financing to accelerate the growth of their businesses.

SIBC



The **Social and Inclusive Business Camp (SIBC)** is a **hybrid coaching program** dedicated to supporting entrepreneurs in their scale-up stage and to producing societal impacts. I&P Conseil is piloting the 2020 edition with the support of the African Management Institute, ScaleChanger and StartupBRICS. This edition is providing coaching to 60 entrepreneurs.

CONSOLIDATING THE INTERMEDIATE STRUCTURES ESSENTIAL TO SME DEVELOPMENT

I&P Conseil works closely with African-based intermediaries dedicated to entrepreneurs (financing actors, support structures).

Expertise France, Libya

I&P Conseil was involved in the structuring of the business plan and the implementation of an impact fund (identification of the profiles and needs of Libyan SMEs, feasibility study of the fund and construction of an adapted investment vehicle).

Wangara Green Ventures, Ghana

I&P Conseil advised on the implementation of an impact fund (implementation of the fund's activities, development of the investment and impact theses, development of the reporting tools, construction of the investment pipeline).

RAISING AWARENESS ON IMPACT

I&P Conseil brings its expertise on impact investing, ESG and impact business strategies, impact measurement and management. Some examples of recent consulting projects include:

High-level training, FERDI

Conducting an annual high-level training on impact investment, designed in collaboration with the FERDI (Foundation for Studies and Research on International Development).

Duval Foundation

Defining a course of action for the Eric Duval Foundation in Africa, supporting its intention to contribute to better education for African youth, defining the action plan and strategy.

Axian, Madagascar

Identifying a consolidated impact index for the group, defining new objectives, capacity building and support for the group's impact team (training, recommendations on the dissemination of these practices in the Malagasy ecosystem, etc.).

CONTACT US



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