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FINANCING, SUPPORTING, AND PROMOTING THE ENTREPRENEURS WHO ARE TRANSFORMING AFRICA

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Financing, supporting and promoting the entrepreneurs who are transforming Africa

- For over 20 years, Investisseurs & Partenaires has been committed to financing small and medium-sized enterprises and supporting the emergence of investment teams across the African continent.
- I&P supports companies with financing needs ranging from €10,000 to €5 million — often referred to as the “missing middle” of African economies, given their limited access to traditional sources of capital.
- To date, I&P has financed and supported more than 350 SMEs operating in some twenty African countries and in a wide range of sectors (agribusiness, ICT, construction, B2B products and services, healthcare, etc.).
- I&P has also backed in 25 investment funds, positioning itself as a leading fund investor in Africa.
- The team is composed of 80 people across six offices (Côte d’Ivoire, France, Ghana, Kenya, Madagascar, and Senegal), working closely with the network of teams supported through I&P Development.



Impact Strategy

I&P works with responsible enterprises that promote inclusive growth and have a strong potential impact on their stakeholders (employees, clients, suppliers, distributors, governments, etc.). I&P has developed a rigorous methodology to measure and monitor the impact of its partner companies, which also integrates an Environmental, Social, and Governance (ESG) risk management component.

Our impact strategy is built around six key objectives:

- Developing African entrepreneurship
- Creating decent and formal jobs
- Providing SDG-aligned goods and services
- Promoting gender equality
- Strengthening the local economic fabric
- Fostering sustainable growth

- 14,200 permanent jobs created or maintained
- 30% of SMES led by women
- 77% of SMES operating in least developed countries
- 70% of companies providing a product or service that contribute to the SDGS

Our activities

I&P’s activities are structured around three core pillars to facilitate access to finance for African SMEs: directly financing and supporting entrepreneurs (seed funding, private equity), backing and developing African investment teams, and strengthening the entrepreneurial ecosystem.

FINANCING AND SUPPORTING ENTREPRENEURS

I&P ACCELERATION

I&P Acceleration helps young businesses prepare for scale-up through seed funding.

Examples : I&P Acceleration FARM, CATAL1°5T

I&P EXPANSION

I&P Expansion provides capital or quasi-equity financing to growing SMEs and start-ups.

Example: I&P Afrique Entrepreneurs 3

FINANCING AND SUPPORTING INVESTMENT TEAMS

I&P DEVELOPMENT

I&P Development identifies and supports project leaders to foster the emergence of African investment funds.

Example: Inua Capital

I&P FUND-OF-FUNDS

I&P Fund-of-Funds channels financing into high-impact funds dedicated to SME financing in Africa.

Example: FASA

STRENGTHENING ECOSYSTEMS

I&P ECOSYSTEMS

I&P Ecosystems works to build an enabling environment for SMEs by supporting ecosystems and launching new high-impact initiatives.

Activities: consulting, training, advocacy

Examples from I&P portfolio

Agroserv Industrie — Burkina Faso — Agro-Industry — I&P Expansion

AGROSERV INDUSTRIE is an industrial unit specializing in the processing of maize into gritz and flour, based in Burkina Faso and founded by Siaka Sanon. Agroserv Industrie is actively involved in organizing and structuring a network of more than 3,000 smallholder maize producers (at least 30% of whom are women and young people), in order to secure and improve the quality of its raw material.

Inua Capital — Uganda — I&P Development

Launched in 2023 and led by Kim Kamarebe, Inua Capital is a gender-lens investment fund targeting 30 Ugandan SMEs with equity and quasi-equity over 10 years. With \$8M raised, the fund seeks a gender-balanced portfolio, embedding inclusive practices across all investees, and ensuring parity in its own governance. Agriculture and agribusiness are key priorities, with the goal of reaching 3,000 smallholder farmers through value-chain approaches.