



## A group dedicated to the financing and support of African entrepreneurs

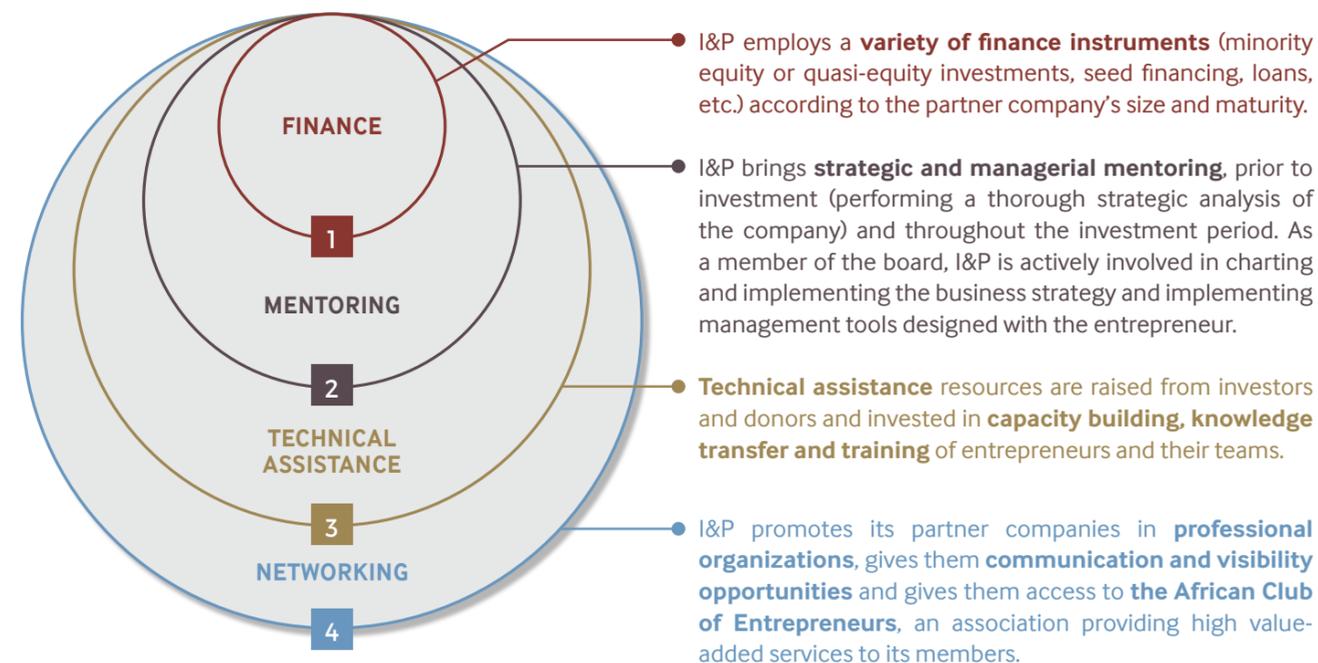
Investisseurs & Partenaires (I&P) is a pioneering impact investment group entirely dedicated to financing and supporting start-ups and small and medium-sized enterprises (SMEs) in Sub-Saharan Africa.

- Launched in 2002, I&P has **more than 19 years of experience**.
- I&P targets African SMEs with **financing needs ranging from €10,000 to €5 million** known as the "missing middle" due to lack of structuring and access to finance.
- Since its launch, the group has partnered with **more than 170 companies** 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 **100 people** is based in Paris, Washington DC, and **10 African hubs** (Burkina Faso, Cameroon, Côte d'Ivoire, Ghana, Madagascar, Mali, Niger, Senegal and Uganda).
- I&P and its partner funds have raised **€210 million (\$255 million)** from a large panel of African and international investors and donors (public, private, foundations, family offices).



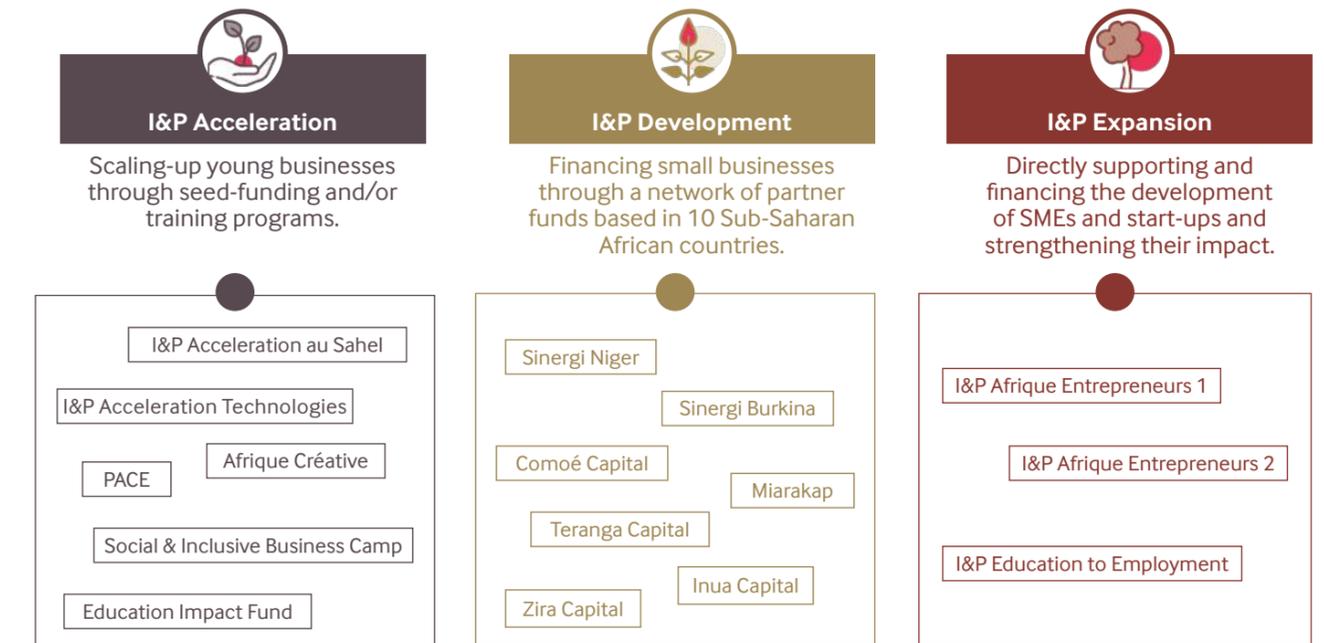
## HOW WE WORK

I&P is a committed partner, bringing its know-how in management and finance to empower African SMEs. Our four-fold approach is built entirely alongside the entrepreneur, with whom we aim to establish a long-term relationship based on mutual respect and trust.



## WHAT WE DO

I&P's model is based on **three complementary activities** that address the challenges of access to finance and skills faced by small and medium-sized African companies. These activities are **segmented according to the maturity of the companies and the size of the financing requirements**:



## OUR IMPACT STRATEGY

I&P partner companies promote an inclusive and sustainable growth in Africa. They have a strong potential for impact on their stakeholders: employees, customers, suppliers and distributors, government, municipalities, etc.

**Promoting the emergence of a new generation of African entrepreneurs is at the core of I&P's mandate.** Our impact strategy is based on strengthening 6 key pillars: employment, gender, environment, access, and value chains.

