



Independent Infrastructure Impact Investing Partners

4IP Group News

### People first PPP & Impact Investing news & events

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We invite leading organizations, including our former employers, leading industry players, think tanks, academia, journalists, new and potential clients to engage with us!

Be sure to follow-us to stay at the forefront of People-first PPPs and impact investing news and thought leadership. Co-founding managing partner Christian Kingombe is also administrating two groups on [LinkedIn!](#) Be sure to follow him on [IIX Chapter Southern Africa: Lusaka \(Zambia\), Johannesburg \(South Africa\) and Gaborone \(Botswana\) & Diaspora Impact Investing in Productive SDG sectors & as a source of Entrepreneurship and SME growth](#) for his take on industry and research updates, until we have fully developed our corporate media and social media strategy, as part of the 4IP Group's communication strategy to be launched later in 2018.

### Research

You can access a complete list of our resources at:

<http://4ipgroup.org/resources/>

To access our Handbook on PPPs in developing and emerging economies published by Emerald Group Publishing in December 2017, visit [Emeraldinsight](#).

### Message from Managing Partners

We hope that everyone had a wonderful Easter Holiday and a great **first quarter of 2018**, which is the focus of this edition of 4IP Group's Newsletter. As we celebrate our one-year corporate anniversary we are excited to share with you some of the many new developments to our organisation.

Let us start by highlighting the on-going organic **process of growing our organization** and the continued establishment of new partnerships. We are thrilled to announce the recruitment of a New Managing Partner based in Paris to lead our Knowledge Management and Impact Assessment activities while lending full support to our other activities. We are continuing to establish fruitful collaboration with international and local business development intermediaries which has enabled us to enlarge our **connector** geographical scope to range from PPP opportunities in China in the East to now also including the Latin America in the West with the arrival of our new Managing Partner. We continue to benefit from the services from **Development Aid's** Corporate Services.

As a **catalyzer** we have also established a great collaboration with an international business developer – Greenexia - in Paris to raise capital for impact investing projects in Guinea and Kenya. As a **knowledge broker** we have finalized an Impact Investing Handbook Proposal led by our new Managing Partner Professor Elsa de Morais Sarmiento. Currently, we are in the process of searching for a Publisher as well as identifying interested chapter authors. Moreover, the 4IP Group together with Zambia Development Agency (ZDA), Impact Capital Africa and IIX Chapter Lusaka will be co-organizing and jointly preparing *the 6<sup>th</sup> edition of Zambia's International Investment Forum (ZIFF18), 2-3 October 2018*, which will focus on Impact Investing for the first time. We have also published a couple of blogs covering our participation in two Impact Investing events in Paris and Geneva respectively.

As usual we hope that you will continue to enjoy reading our newsletter, and we would of course be pleased if you contact us with your suggestions, advisory services requests and capital raising offers. Please accept our invitation to join our newsletter mailing list. Contact us at [info@4ipgroup.org](mailto:info@4ipgroup.org).

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## 4IP Group an Enabler & Connector for Impact Investing and People-First PPPs

Based upon a couple of meetings with Zambia Development Agency (ZDA) last year, 4IP Group drafted a Project Concept Note stating 4IP Group's wish to be part in the preparation and execution of **the Zambia International Investment Forum (ZIIF2018)**, which is a bi-annual conference aimed at promoting and showcasing investment opportunities that exist in Zambia and boosting inward foreign direct investment (FDI) to Zambia. **The Development objective of ZIIF2018** is to promote and facilitates international impact investing that catalyze economic and social change (ESG/SDG) in Zambia and aligned with Zambia's and COMESA's impact investing strategies. **The specific objectives** is to debate the design of new innovative ways to invest in emerging markets in Africa/COMESA, and particularly in Zambia, and to discuss how to mobilize private capital to tackle Zambia's SDG & COP21 challenges and thereby create tailored solutions that accelerate inclusive and green sustainable growth. During Q1 2018 4IP Group has again been meeting with ZDA regarding our offer to assist ZDA with the preparation and execution of this bi-annual ZIIF2018 in collaboration with Impact Capital Africa and IIX Chapter Lusaka.

4IP Group has met with senior staff member of **the Global Green Climate Fund** in South Korea to explore the many (PPP) Climate Financing opportunities. All three managing partners have worked under the AfDB's green growth strategy.

4IP Group has been engaging with Professors from Italy's leading **School of Management (SDA Bocconi)** in Milano in charge of Bocconi's [Impact Investing Lab](#) (a platform, acting as a point of reference at national and international level, to support the development of Impact Investing as a new asset class able to attract public and private capital) and the annual [Africa 2018 Forum on Entrepreneurship](#) addressing trends and entrepreneurial opportunities in the African continent. The event focused on energy, climate change, entrepreneurship, development, demography and migration, all crucial elements in the race to a clean and resilient energy future for Africa.

4IP Group met with **Jean-Christophe Barth-Coullaré** to discuss PPP events (Paris & Geneva) and how to collaborate on how to better connect PPP Units and Infrastructure Agencies via his Association **World PPP Conduit** to be registered in the Canton of Geneva.

4IP Group had a meeting with **Madison Asset Management Company** in Lusaka regarding four projects in the sectors of Eco-Tourism (Hotel); Medical Centre and Real Estate development.

## Industry Events – Where in the World was the 4IP Group in Q1 2018?

Since the inaugural week of its establishment the Senior Advisors of 4IP Group have spoken and participated in a variety of People-First PPP and Impact Investing events.

The 4IP Group has enjoyed meeting with you and other industry leaders at these events:

[Global Public Private Partnership Seminar at Graduate Institute Geneva, in Geneva, Switzerland \(February 2018\)](#)

[Sustainable Investment Forum Europe in Paris, France \(13<sup>th</sup> of March 2018\).](#)

[United Nations Economic Commission for Europe \(UNECE\) Committee on Innovation, Competitiveness and Public-Private Partnerships, Twelfth Session, Geneva, Palais des Nations, Room XII High-Level Substantive Segment \(26-27 March 2018\).](#)

[Meetings with Zambia Development Agency's Investment Promotion Unit, in Lusaka, Zambia \(January and February 2018\)](#)

[Attending WBG & BongoHive Final Pitching Session, in Lusaka, Zambia \(February 2018\)](#)

[Meeting with Minister of Public Works, in Antananarivo, Madagascar \(January December 2018\)](#)

[The 3rd Annual Global Impact Investing Conference GLOBAL IMPACT INVESTMENT STRATEGY, Family Offices & Institutional Investors Conference –Mövenpick Hotel – Geneva \(April 19th, 2018\)](#)

## Future Industry Events – With possible participation of the 4IP Group?

The 4IP Group is regularly participating in industry events. We invite you to connect with us if you are planning to be there too! Visit [the events resource page of the 4IP Group website](#) for an up-dated list of industry events:  
Connect with 4IP Group at the events below:

[Investing for Impact: Risk, return and the future of the world, NY, USA,](#)  
(February 15, 2018)

[7<sup>th</sup> Annual ESG & Sustainable Investment Forum, Mombasa, Kenya](#)  
(21 - 22 February 2018)

[5th Sankalp Africa Summit 2018, Nairobi, Kenya](#) (March 1-2, 2018)

[2nd Annual Pension Funds Alternative Investments Africa, Balaclava, Mauritius](#) (15th to 16<sup>th</sup> March, 2018)

[Palladium Positive Impact Summit, London, UK](#) (14-15 March, 2018)

[Responsible Investment Forum 2018 \(PEI\), NY, USA](#) (March 20-21)

[Impact Summit Europe, The Hague, The Netherlands](#) (March 20-21, 2018)

[Impact Investing World Forum 2018, London](#) (March 21-22, 2018)

[11èmes Rencontres Internationales des PPP, concessions, DSP, Marché de Partenariat, Pavillon Dauphine, Paris](#) (21-22 March 2018)

[Africa CEO Forum, Abidjan, Côte D'Ivoire](#) (26-27 March, 2018)

[Impact investing on the african continent, Fordham University, NY, US](#) (10th April, 2018)

[Skoll World Forum Oxford, UK \(Skoll Foundation\) –\(April 10-13, 2018\)](#)  
[Wharton Social Impact Conference,](#)  
(April 13, 2018)

[15th Annual AVCA Conference](#)  
(Marrakech, 22nd to April 26th, 2018)

4IP Group has kept engaging with our **external partners** Bird & Bird; Dornier Consulting (regarding PPPs in Healthcare); Tom Eats (regarding Impact Investing & TVET); Eric Wenu & CDA Consulting (regarding PPP & WSS) and we thank them for their time, support and willingness to share their expertise with us.

A special thanks to our partners [Greenexia](#); [East Africa Ventures](#) and [YCT Group](#) and a wish for a continued successful collaboration on our joint projects.

Should our readers wish to explore partnerships with the 4IP Group, please write to [ckingombe@4ipgroup.org](mailto:ckingombe@4ipgroup.org)

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### 4IP Group a Catalyzer for Impact Investing and People-First PPPs

PPP's remain at the core of 4IP strategy. In **Madagascar** 4IP is currently advising the Government on the operationalization of the PPP program. Pilot projects shall be undertaken in *transport and energy*. New developments are also expected with regards to *Special Economic Zones* (Thibaut Mourgues will present at the UNECE People's First PPPs Meeting in Geneva from 7 to 9 May a SEZ project still at an early phase of preparation). Other countries are also progressing on the PPP front.

In **Uganda**, 4IP is assisting with the preparation of the Greater Kampala Light Rail Mass Transit project which is estimated at 1Bn USD.

Thanks to external partnerships, 4IP has recently engaged the sector of affordable and middle-income housing in two different countries, **Kenya and Egypt**. This sector remains a promising direction for the future with the current urbanization rates in Africa.

4IP continues with its traditional strong points in *energy* (Zambia) and *agribusiness* (Guinea, Zambia, Zimbabwe). Should our readers wish to explore partnerships with the 4IP Group, please write to [tmourgues@4ipgroup.org](mailto:tmourgues@4ipgroup.org)

In **Tanzania**, 4IP Group has been assisting the Government of Tanzania identify companies willing to work on the project preparation for a series of railway construction and upgrading on the Central Corridor and elsewhere in Tanzania. 4IP Group has also been searching for PPP Railway Investors.

### 4IP Group a Catalyzer for Impact Investing in Zambia: Views from the field

**Zambia**, and in particular Lusaka, is having an impact investing awakening. More and more investors are slowly arriving at a conclusion

**Future Industry Events – in Zambia - With possible participation of the 4IP Group**

[Investing in Africa, AFSIC](#)

(Lusaka, Zambia 11-12 June 2018)

[Zambia Alternative Investment Intensive \(ZmAll\)](#)

(19-20th of June, Lusaka, Zambia)

[Zambia International Investment Forum](#)

(2-3 October, Lusaka, Zambia)

known all too well by local experts; mainstream finance is insufficient for Lusaka’s investment scope. Naturally, financial advisory firms that saw it coming have recently explored this new market, ascertaining their place and setting the trends on which others will base their strategies. 4IP stands among this elite foresighted segment of the market; having earlier explored this market, recruited local collaborators and currently reviewing projects & matching them with financiers. Sectors being reviewed by the local collaborators include: Information and Communication Technology (ICT), Fisheries, Services, Education, Agro-Processing and Renewable Energy among others. Following from its Corporate Strategy, 4IP adheres to the ESG. However, the impact investing ecosystem and market in Lusaka is still in its infancy as identified last year at a roundtable organized by IIX Chapter Lusaka. Hence, most clients need assistance in distinguishing impact investing from mainstream investing. Notwithstanding, 4IP is up to the task and has so far reviewed and reverted back to promoters on an excess of five projects since launching its Lusaka operation in February 2018. Are you a Promoter with a Project that has been in operation for at least 18 month and currently seeking financing upwards of US\$ 500, 000 while making an ESG case for It? If your answers are **Yes** then please write to [wiza.n@outlook.com](mailto:wiza.n@outlook.com)

Over the first quarter of 2018, 4IP has engaged various enterprise associations/institutions promoting capacity building to enterprises on ESG practices and impact investing in Zambia. This includes the signing of Memorandums of Understanding (MoUs) with the Zambia Chamber of Commerce and Industry (ZACCI) and Entry Point Africa.

4IP has continued further with its commitment in developing collaborations with institutions promoting enterprises in agri-business, healthcare, education and other sectors aligned with SDG’s thanks to new partnerships with International Trade Centre, Zambia and Development Bank of Zambia and Zambia Development Agency.

As regards to provision of finance raising services, 4IP has engaged the project promoters with the following potentially bankable projects;

- i. Lusaka Apex Medical University, Lusaka - University campus and Teaching Hospital projects
- ii. Premium Medical services, Lusaka - Hospital project
- iii. AWC Fine Foods, Lusaka – Peanut butter project

For these projects and others, kindly reach at: [haggachomba@gmail.com](mailto:haggachomba@gmail.com)

Should our readers wish to explore partnerships with the 4IP Group in Zambia, please write to [tmourgues@4ipgroup.org](mailto:tmourgues@4ipgroup.org) ; [Haggae Chomba <haggachomba@gmail.com>](mailto:Haggae Chomba <haggachomba@gmail.com>); [Wiza Ng'ambi <wiza.n@outlook.com>](mailto:Wiza Ng'ambi <wiza.n@outlook.com>).

## 4IP Group a Knowledge Broker for Impact Investing and People-First PPPs

4IP Group has drafted a Book proposal for *a Handbook on Impact Investing* covering all important aspects of Impact Investing. We have additionally begun consultation amongst leading thought leaders and practitioners in the field to join this research project as chapter authors. Should our readers wish to learn more about the content and structure of the book in view of contributing to the Primer, please write to [Esarmento@4ipgroup.org](mailto:Esarmento@4ipgroup.org) or [ckingombe@4ipgroup.org](mailto:ckingombe@4ipgroup.org) .

4IP Group Managing Partner, **Thibaut Mourgues**, wrote an article on PPP reimbursement on unsolicited proposals from the sponsoring ministry due to intellectual property right issues or simply to encourage unsolicited PPP proposals.

[Access the article here>](#)

4IP Group Managing Partners provided a peer review of Waterpreneurs' White Paper "*facilitating the financing of wash market-based projects through blended finance*," which is a study that builds on the existing knowledge and research of many water and sanitation experts and development professionals. Most of the examples provided in this report come from the answers to an online survey, and/or from the input collected during the event "Innovate 4 Water", held in June 2017. Other examples presented are based on Waterpreneurs's knowledge. The market study aims at increasing mutual visibility between the water and sanitation sector and the impact investing community and create financing opportunities.

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## 4IP Group on-going and forthcoming Projects

From 18<sup>th</sup> January the 4IP Group Managing Partner, **Thibaut Mourgues**, started as the team-leader on a part-time basis of a new 18 months PPP Unit Project in Madagascar sponsored by the African Development Bank (AfDB) within the Ministry of Presidential projects. For details of this PPP work assignment, write to: [Tmourgues@4ipgroup.org](mailto:Tmourgues@4ipgroup.org).

The 4IP Group Managing Partner, **Christian Kingombe**, continues to Lead the newly established *IIX Chapter, Lusaka*, in Lusaka Zambia, towards our contribution to the forthcoming 6<sup>th</sup> edition of the **Zambia International Investment Forum** in partnership with Zambia Development Agency and Impact Capital Africa. This is being done as a major contribution to the creation of an impacting investing ecosystem in Southern Africa (SADC region) in general and Zambia in particular with the aim of making Lusaka a Sustainable Finance Hub.

## Future Industry Events – With possible participation of the 4IP Group (con'd)?

[12th Annual Impact Capitalism Summit](#)  
(April 17-18, 2018, Chicago)

[Impact Investing: Driving Social Purpose Through Measurable Investment Returns](#) (May 3, 2018, The Dupont Circle, Washington, D.C)  
[AFSIC 2018 Investing in Africa](#)  
(2-4 May, 2018, London, UK)

[20th Global Private Equity Conference](#),  
(Washington, May 14th - 17th, 2018)

[US SIF Annual Conference](#),  
(May 30-June 1, Washington, DC)

[PEI's Responsible Investment Forum: Europe](#) (12-13 June, London, UK)  
[Impact Investing Europe: Can purpose-driven finance move into the mainstream?](#)  
(June 15th 2017 | London)

[Investing for Impact 2018: From Why to How](#) (June 28, 2018, London, UK)

[Forbes Impact Investing Summit](#)  
(June 12-13, New York)

[Africa Trade and Investment Global Summit: Conference & Exhibition](#)  
(24-26 June, Washington DC)

[Devex World 2018, The future of Developing Financing](#)  
(June 12, 2018, Washington DC)

[3rd African Development & Investment Convention \(AFIDEP\)](#)  
(Oct in Kloten-Zurich Switzerland)

[UNCTAD World Investment Forum](#)  
(22-26th of October, 2018, Geneva)

[Africa Impact Investing Leaders Forum](#)  
(30 - 31 October, 2018)

[GIIN Investor Forum 2018](#)  
(Paris, France), 30-31 Oct, 2018)

[The 29th Annual SRI Conference](#)  
(November 1–3, 2018 | The Broadmoor | Colorado Springs)

[TBLI CONFERENCE™ NORDIC](#)  
(Nov. 8-9, 2018 Nasdaq, Stockholm)

[Access the ZIIF18 Impact Investing conference website here>](#)

For details of the future activities of the IIX Chapter Lusaka or if you wish to join the newly created IIX Chapters in Johannesburg, Gaborone (tbc) and Lusaka, write to: [ckingombe@4ipgroup.org](mailto:ckingombe@4ipgroup.org).

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#### 4IP Group Announcements

The 4IP Group through its local Zambian impact investment portfolio officials **Wiza Ng'ambi** and **Haggai Chomba**, are continuing their process of identifying social / impact enterprises and SDG-related infrastructure projects in **Zambia**. We invite Social Entrepreneurs; CEO's of SDG-impact oriented enterprises as well as SDG infrastructure project developers interested in granting the 4IP Group a mandate to raise Private Equity capital for their growth-oriented ventures, to get in touch by writing to: [ckingombe@4ipgroup.org](mailto:ckingombe@4ipgroup.org) ; [haggachomba@gmail.com](mailto:haggachomba@gmail.com); and [wiza.n@outlook.com](mailto:wiza.n@outlook.com)

## Annex 1: Table A1: 4IP Group Impact Investment Opportunities Announcements

Country / Province	(SDG) Sector	Investment Amount / Instrument
Zambia / Western Province	100 MW Solar Power Plant	US\$ 5 Mn / Loan or Equity
Zambia / Western Province	100 MW Solar Power Plant	Tbd / Loan or Equity
Zambia / Western Province	Agro-Processing	US\$ 10 Mn / Loan or Equity
Guinea	Agro-processing (juice)	US\$ 5 Mn Loan
Guinea	Fisheries	US\$ 10 Mn Loan
Guinea	Manufacturing	US\$ 14 Mn Loan
Guinea	Agriculture (10000 HA)	Tbd
Romania	8 MW Solar Power Plant	US\$ 10 Mn Equity
Romania	200 MW Solar Power Plant	US\$ 250 Mn Loan or Equity
Kenya	Real estate green and smart project	US\$ 10 Mn Loan and Equity
Tanzania	Railway Construction, Central Corridor (PPP)	US\$1 Bn Loan and Equity
Uganda	Light Rail Mass transit, Kampala	USD 1 Bn Loan and Equity
Egypt	Affordable housing development (Cairo)	USD 50 Mn Equity
Liberia	300 Bed Hospital	TBD
Zimbabwe	Meat and Live stock	USD 105 Mn Loan and Equity
Zimbabwe	Green fuel	USD Mn Loan and Equity

Note: 4IP Group has recently been approached regarding a few additional projects in need of investment in the following Southern African countries: Zambia, Malawi, Namibia, Botswana, South Africa, Mozambique & Zimbabwe.

Interested impact investors should contact [TMourgues@4ipgroup.org](mailto:TMourgues@4ipgroup.org) to access the teaser for each project in the Annex 1 table A1.

## **Annex 2: 4IP Group new Managing Partner: Professor Elsa de Morais Sarmento**

### **Biography of Ms. Elsa de Morais Sarmento**

Elsa Sarmento joined 4IP in 2018 as Managing Partner and Lead Knowledge Management & Impact Assessment. She specializes in Impact Investing projects in infrastructure industries, Public Private Partnerships, international trade and private sector development, and evaluation of projects and programs. She is also a research member at NOVAFRICA, Nova Business School of Management and Economics.

She worked in over 80 countries for several organisations, including the European Commission, World Bank, African Development Bank (AfDB), Millennium Challenge Corporation (MCC), Organisation of Eastern Caribbean States (OECS), TRADECOM, UNDP, World Intellectual Property Organisation (WIPO), International Development Law Organisation (IDLO), and several national development agencies. She has also acted as policy adviser for several governments. Furthermore, she served in numerous Director positions at the Research Office of the Portuguese Ministry of Economy, Innovation and Development, responsible for private sector development, international trade, investment strategies, FDI, internationalisation policies, evaluation and economic modelling.

She has evaluated PPPs, funds, projects, programs, policies and other development financial instruments in Africa, Latin America and Asia for different agencies, among which Netherlands Development Finance Company (FMO), Foundation of Dutch Good Growth Fund (DGGF) and the Dutch Ministry of Foreign Affairs (MFA), Alliance for a Green Revolution in Africa (AGRA), Wageningen UR Centre for Development Innovation (CDI). She has consolidated experience as Team Leader in several projects and has a proven track record in the management and implementation of projects.

She has lectured for over a decade in economics, regional integration, environmental and natural resource economics, statistics and econometrics and has researched on private sector development, SMEs, entrepreneurship and development finance at several Universities in Portugal, Spain and the UK. She has also been a researcher at the Centre for Economic Performance (LSE, UK), European Parliament, and Centre of European Studies of the Portuguese Catholic University.

Among other representation posts, she acted as Portugal's delegate at the UN Team of Specialists on Innovation and Competitiveness Policies, the Inno-Partenering Council of the European Commission, OECD Committee on Industry, Innovation and Entrepreneurship (CIIE), being Bureau Member of the OECD's Working Party on Industry Analysis and Working Party on Globalisation of Industry, member of the Working Group of International Investment Statistics, Portuguese Social Economic Council, Portuguese High Statistics Council, and organising member of the Portuguese Presidency of the European Union in 2007.

She has a Bsc in Economics (Nova School of Business and Economics) and Masters in European Economics from the University of Leicester (UK) and Universidade do Minho (Portugal). She also holds a Diploma of Specialization in International Cooperation and Development (DECODE) from the Portuguese National Institute of Administration.



**Photo 1 – Christian Kingombe attending the UNECE People-First Public Private Partnerships Event in Geneva, 26-27<sup>th</sup> of March 2018**



Credit: 4IP Group LLC, March 2018.

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