



Independent Infrastructure Impact Investing Partners

## 4IP Group News

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

Do you follow @4IPgroup on twitter & <https://www.linkedin.com/company/4ip-group/>

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.

Please accept our invitation to join our newsletter mailing list. Contact us at [info@4ipgroup.org](mailto:info@4ipgroup.org)

### 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](#).

Our forthcoming Handbook on Impact Investing will be published in the 2<sup>nd</sup> half of 2020. Stay tuned.

### Message from Managing Partners

A belated Happy New Year to all our colleagues, especially the many new ones who recently joined 4IP as well as our clients, investors, advisors and followers. 4IP Group has entered our **Make-or-Break year 2020**, which is the 3<sup>rd</sup> and final year of our first 3-year strategic cycle. Hence, this is the year where our vision and mission statements should come to fruition.

**Year 2017** was not only the year when 4IP Group was founded, it was also the year when Sir Ronald Cohen, Founder of the GSGII, predicted that by the end of year 2020 the public and private constituents of the Impact Investing Ecosystem should be reaching **the tipping point**. In his view this is when the acceleration in growth of the industry will move the approach from peripheral to mainstream, e.g. as measured through the AUM allocated into the Impact Asset Classes, while fully adopting **the new Risk-Return-Impact Paradigm (Capitalism 2.0)**. As will be showcased in this the 7<sup>th</sup> edition of our Newsletter, we highlight how we at 4IP Group at our firm-level daily endeavour to contribute to this noble vision. With the recent on-boarding of millennial graduates from the Leading Business Schools IMD & Bocconi as well as the Graduate Institute Geneva we are now more than ever since our establishment in a position to make a real difference. This year we are adding, to all the instruments and tools we have developed in the past almost 3 years, our first **100 Mn Infrastructure Impact Fund**, which believes that **People-First PPP projects** truly can contribute to the achievement of the UN's SDGs. Hence, this newsletter, while looking back on our achievements during the last 6 months of 2019, looks forward to 2020, where we will take 4IP Group to the expansion phase through a successful fundraising campaign for our fund. We thank all those of you who have already expressed your support to a unique fund within a competitive infrastructure fund market. The newsletter is structured as follows, part I looks at our PPP activities. Part II presents our Infrastructure Fund. Part III presents our Impact Investment Activities. Part IV finally presents our recent knowledge sharing activities. Comments, suggestions and feedback is as usual welcome. We look forward to cooperating with you to jointly taking the industry to the tipping point before the end of the year and help us make the world a better way. Enjoy the reading.

## Part I: PPP Activities

### East Timor PPP project

Within the framework of a project sponsored by the European Union, 4IP was in charge of analyzing **the infrastructure gaps in Timor-Leste** in relation with the Sustainable Development Goals. The next step involved the project prioritization methodology that should take into account all social, environmental, economic and financial dimensions. Lastly project costing approaches have been developed.

For more information about [The Timor-Leste project click here](https://www.linkedin.com/posts/thibautmourgues_prioritisation-planningahead-infrastructure-activity-6567392551563776000-PYkB)  
[https://www.linkedin.com/posts/thibautmourgues\\_prioritisation-planningahead-infrastructure-activity-6567392551563776000-PYkB](https://www.linkedin.com/posts/thibautmourgues_prioritisation-planningahead-infrastructure-activity-6567392551563776000-PYkB)

### PPP Conferences (Uzbekistan & Kazakhstan)

4IP Group Managing Partner, **Mr. Thibaut Mourgues**, represented 4IP at a **PPP conference in Tashkent, Uzbekistan** in April 2019. As Uzbekistan is opening up its economy, his talk dealt on the French PPP model and what mistakes Uzbekistan should avoid to successfully develop an efficient PPP program.

**Mr. Thibaut Mourgues** was a keynote speaker at **Kazakhstan PPP conference** on October 30 2019. This was the first international PPP conference devoted to People First PPPs. Subject of the talk was how PPPs can contribute to social and environmental impact.



Thibaut Mourgues with Talgan Matayev, Chairman of Kazakhstan PPP unit

For more information about [this PPP event click here](https://forum.kzppp.kz/en/) or here

## Industry Events – Where in the World was the 4IP Group in Q3-Q4 2019?

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:

[United Nations Economic Commission for Europe \(UNECE\) Working Party on Public-Private Partnerships, Third Session, Palais des Nations, Room XII, Geneva, Switzerland](#)  
(3-4 December 2019).

[The first Annual Conference of the Private Sector Development Research Network, IHEID, Geneva](#)  
(12-13 December 2019)

[WAPPP Workshop for Permanent Missions, Geneva, Switzerland](#)  
(2 December 2019)

[FinLantern Forum at the Congress Center, Lugano, Switzerland](#)  
(19<sup>th</sup> November, 2019)

[GSGII Impact Summit, Buenos Aires](#)  
(18-19 November 2019)

[Africa Impact Investing Leaders Forum, Kensington Conference Centre, London](#)  
(24-25 October 2019)

[Building Bridges Summit where Finance & SDG connect, Geneva](#)  
(7-10 Oct, 2019)

[GIIN Investor Forum, Amsterdam](#)  
(October 2-3, 2019)

[4<sup>th</sup> Annual SIIA Impact Summit, Zug](#)  
(16-17 September, 2019)

[Tashkent Law Spring conference in Tashkent, Uzbekistan](#)  
(April 2019)

[https://www.linkedin.com/posts/thibautmourgues\\_first-esg-ppp-forum-in-kazakhstan-kazakhstan-activity-6596846337218666496-4jx3](https://www.linkedin.com/posts/thibautmourgues_first-esg-ppp-forum-in-kazakhstan-kazakhstan-activity-6596846337218666496-4jx3)

For more information about [these two PPP events click here](#)>

[https://www.linkedin.com/posts/thibautmourgues\\_business-programme-activity-6523467204699176960-ahbT](https://www.linkedin.com/posts/thibautmourgues_business-programme-activity-6523467204699176960-ahbT)

#### UNECE People-First PPP Initiative

4IP Group Managing Partner, Dr. Christian Kingombe, and 4IP Group's Senior Legal Counsel, Mr. Dario Moroni, both attended the Third session of the UNECE Working Party on Public-Private Partnerships that took place in Geneva on 3-4 December 2019 (Salle XII, Palais des Nations). At that occasion, the document on the [People-first Project Facilitation Hub](#) that was the main focus of the discussions at this session.

For more information about [the provisional programme and session documents and more detailed information for the meeting click here](#)> [website](#)

#### WAPPP

As members of The World Association of PPP Units & Professionals | WAPPP (See below), 4IP Group, as represented by Christian Kingombe and Dario Moroni, was invited to participate in a dynamic collaboration high-level afternoon workshop on Monday 2 December 2019 specially for Permanent Representatives in Geneva.

For more information about [the sequence of events, the engagement method \(World Café discussions around the following topics: Do's and don'ts in People first PPPs; Experiences of Mega Infrastructure PPPs; Exploiting data interconnectivity and advanced visualization techniques for SDG-driven PPPs; Sources of Sustainable Financing for PPPs; The PPP professional and the gender dimension: emergence of a new multi-competence profession; and PPP Collaboration with non-state actors click here](#)> [https://docs.google.com/document/d/11i1i-aiI5wQQakEo3mt\\_dcOYu9S8sQMrr8SWjHxEIAA/edit](https://docs.google.com/document/d/11i1i-aiI5wQQakEo3mt_dcOYu9S8sQMrr8SWjHxEIAA/edit)

4IP Group continues to engage with existing and new **external partners** and we thank them for their time, support and willingness to share their expertise and business opportunities with us. 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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## 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:

[The Al Duaij family and their single Family office Alea Global Group 2nd Africa Family Office Summit at Labourdonnais Waterfront Hotel Port Louis, Mauritius](#)  
(19-20 February 2020)

[LUNCH BRIEFING: Can Finance Aid The Poor? The Global Savings Glut, Finance and Development, AUDITORIUM A2 | MAISON DE LA PAIX, GENEVA](#)  
(25 FEBRUARY 2020, 12:30-13:30)

[Prestel & Partner Dubai 2020 Edition Family Office Forum at The Palace Downtown](#)  
(3rd-4th March 2020)

[AFRICA CEO FORUM in Abidjan](#)  
(9 and 10 March 2020)

[6th ARE Energy Access Investment Forum 2020 | Location: Lusaka, Zambia](#)  
(18-19 March 2020)

[Sir Anthony Ritossa 11<sup>th</sup> Global Family Office Investment Summit, The Ritz-Carlton, Riyadh, Saudi Arabia](#)  
(March 23-25, 2020)

[14th session of the UNECE Committee on Innovation, Competitiveness and Public-Private Partnerships, in Geneva \(Room XVI, Palais des Nations\).](#)  
(23-25 March 2020)

[2nd Africa Business Partnership Forum \(ABPF\). The Kensington Conference Centre in London, United Kingdom. Christian Kingombe will speak in the session on: Increasing Africa's Share in Global Export OR Industrialisation & Financing the AfCFTA](#)  
(Thursday, March 26th, 2020)

## Part II: Infrastructure Impact Fund by Management Team

Mission: To Mobilize Private Capital in a Sustainable Way

- At 4IP Group we believe that without private capital to finance development, Sustainable Development Goals are not reachable.
- Hence, the 4IP-Infrastructure Impact Fund (IIF) will channel capital in a sustainable and attractive way to private investors.
- IIF will support high impact Public-Private Partnerships (PPPs) allowing Governments to develop infrastructure required to escape the poverty trap.

Who we are?

*What is Impact Infrastructure Fund (IIF)?*

- IIF is a +100 mln USD investment fund, which is focusing on high impact infrastructure projects in Africa (40%), South East Asia (40%) and Central Asia (20%)
- IIF seeks a market rate return and low risk profile projects.
- IIF acts only as co-investor with reputable institutions
- IIF seeks minority equity stakes aiming to positively influence the impact on Sustainable Development Goals (SDGs).

*Who we Are - Staffing (intro)*

**4IP-IIF consists of an experienced Investment Team**, which besides 4IP Group's two Founding Managing Partners also includes:

- Our New Senior Partner (Senior Investment Manager), Mr. Alexis Faury, who brings more than **15 years experience** across Emerging Markets (Sub-Saharan Africa, Middle East, Latin America, Australia & Asia-Pacific) in both energy and infrastructure to the Management of the Fund.

To access **Mr. Faury's bio** click here > <https://www.linkedin.com/in/alexis-faury-b462471/>

*Associates:*

The Fund has recently on-boarded a number of associates from two leading Business Schools: IMD and Bocconi respectively, as well as the Graduate Institute, who plays an important role in assisting us with setting up the Fund.

**Their bios can be accessed upon request by writing to [tmourgues@4ipgroup.org](mailto:tmourgues@4ipgroup.org)**

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*Investment Committee (IC):*

We all know what an IC does: it makes the final decision to invest a fund's capital. However, such a narrow view risks selling short the value an IC can bring to **private equity investing**. The IC can be of crucial importance to a management firm, and it can make a far more extensive and valuable contribution than just signing off investments — in fact, it is at the heart of how a firm like 4IP Group operates, since 4IP is young company (we celebrate our 3 year anniversary next month). Since 4IP Group is a small to medium-sized firm, depending on the definition, which is set up by two experienced professionals who have assisted with the raising of capital for various other

funds and who lead the investment process of 4IP-IIF. In 4IP-IIF, the IC involves all three above mentioned 4IP senior partners and, because we are also acting as the deal makers, therefore we shape the investments. Hence, 4IP-IIF' IC can be described as "interactive" rather than formal. The scope of operations of our IC reflect the personalities of 4IP's senior partners.

The latest member of our IC is **Ms. Doris Chevalier**, who has both mixed public and private profile (Vinci, Bouygues, ASF, Alstom, French PPP Unit from Ministry of finance ...). She has a combined experience at bankers, sponsors, investors, grantors, a strong reputation from her wide relational network. Doris is a unique high level expert in Infrastructure Project financing. Doris is a well-known deal maker and team leader bringing her high level expertise didactically in project structuring and financing to the satisfaction of clients and business partners. Doris has been part of **more than 25bn€ project financing** (Cash & Trade, Corporate, Export, PPP, M&A, Suppliers, SMEs) over the world for various sectors of the infrastructure domain (rail, roads, ports, water, real estate, ...). she is well appreciated in easing decisions in her way to manage contracts, risk analysis, investments portfolio. **To access her bio click here** > <https://www.linkedin.com/in/doris-chevalier-infraboost/>

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#### *Advisory Committee (AC):*

Like most Funds 4IP Group's IIF naturally also has an **Advisory Committee** comprising representatives of certain Limited Partners (often, Limited Partners with significant commitments to the Fund). Our Advisory Committee is a contractually created body, and our members generally do not owe fiduciary duties to the 4IP-IIF or the Limited Partners. Common functions of our Advisory Committees include approving conflicts of interest (including providing consent for transactions that require the Fund's consent under the Advisers Act, including principal transactions and "assignments"), passing on matters waivable by the Advisory Committee under the Fund Agreement (such as investment limitations) and, in certain circumstances, approving (or objecting to) the General Partner's valuations or valuation methodology.

The latest member of the AC is **Ms. Hakima ElHaite**, CEO at Techconsult solutions. Ms. ElHaite is Morocco's former Minister responsible for the Environment. Ms. Hakima El HAITE has a long experience in project management, which has enabled her to develop skills in technical and administrative matters as well as financial and legal in environment and sustainable development. Ms. Hakima El HAITE was attached to the general management of the Urban Agency of Fez (1992-1993), founding director of S.EAUGLOBE, a company specializing in engineering and environmental work since 1994, delegated to the Presidential Summit of the President of the United States of America for entrepreneurship and nominated as a pioneer company in the environmental professions in Africa and the Middle East (1990) and Vice President of US-NAPEO (North Africa Partnership For Economic Opportunity). **To access her bio click here** > <https://www.linkedin.com/in/hakima-elhaite-4285a483/>

**The bios of all members of 4IP-IIF's IC and AC can be accessed by addressing your request to [Tmourgues@4ipgroup.org](mailto:Tmourgues@4ipgroup.org)**

#### Fund Investment Strategy

- 4IP-IIF mainly invest in greenfield project although a few selected brownfield projects could be considered.
- IIF's average investment size is ranging between 5-15 mln USD per project.
- IIF's project are diversified geographically as follows:
  - 40% South East Asia
  - 20% Central Asia & Turkey
  - 40% Africa
- IIF's project portfolio is diversified by sector as follows:
  - Energy 50%,
  - Transport 30%,
  - Health 20%.
- IIF targets an average market return of 15% per project .
- IIF seeks to mitigate risk.
- IIF only invest when strong lead investors (sponsors, DFIs, established institutions) lead the financing.

- IIF holds minority stake but we aim to be able to influence the deal structuring to reach our impact objectives.
- This is done by IIF targeting a strong social and environmental impact of reach of its projects. This will be assured by using The Institute For Sustainable Infrastructure's (ISI) Envision Framework. **The Envision sustainable infrastructure rating system** is a comprehensive framework of 60 criteria that encompass the full range of environmental, social, and economic impacts that should be assessed to determine how a project has incorporated sustainability.

#### HOW ENVISION WORKS

Go to [www.sustainableinfrastructure.org](http://www.sustainableinfrastructure.org) to download Envision at no cost:

- Learn to use Envision better with **the Envision Sustainability Professional (ENV SP) training**, which has been done by 4IP Group Managing Partner, Christian Kingombe.
- **Use Envision** to guide planning, design, and construction projects to reduce environmental footprint and support the larger goal of improved quality of life
- **Evaluate and recognize infrastructure projects** that use transformational, collaborative approaches to incorporate sustainability throughout a project's life.

For more details click here>

[https://www.asce.org/uploadedFiles/Issues\\_and\\_Advocacy/Our\\_Initiatives/Sustainability/Content\\_Pieces/envision-fact-sheet.pdf](https://www.asce.org/uploadedFiles/Issues_and_Advocacy/Our_Initiatives/Sustainability/Content_Pieces/envision-fact-sheet.pdf)

#### Investment process

The IIF investment process will build on 4IP's network to originate deals. The appraisal will consider the financial return, the sustainability and impact dimension and the risk management. The investment decision will be taken by the Investment Committee (IC) with the support of the Advisory Committee (AC).

#### Impact Assessment and measurement

Launching a New model of PPP requires new tools to evaluate the impact of PPP ... The UNECE has spearheaded thus a movement toward a new model of PPP called 'People-first' PPP and in this regard, it has argued for **a mechanism to evaluate infrastructure and PPP projects** and to determine the extent to which they meet the People-first PPP designation. The five generic outcomes (Access and equity; Economic Effectiveness; Environmental Sustainability; Replicability and Stakeholder Engagement) can be analyzed, and benchmarks elaborated with can be scored to assess the extent to which projects are People-first that make people the main beneficiaries. The UNECE **Project Impact Investment Tool** or what it will be referred to from now on, the Evaluation Methodology, consists of three elements:

- (i) **Benchmarks and indicators** that demonstrate achievement in each of the five outcomes of People-first PPP projects;
- (ii) **A weighting and ranking of these outcomes** along with other issues pertinent to scoring; and,
- (iii) **A scoring system** that can provide various stakeholders – governments, the private sector and civil society – with the evaluations needed to revise and adjust their project designs and operations to make them more compliant with the People-first outcomes and the SDGs.

For information about The Institute for Sustainable Infrastructure's excellent infrastructure evaluation methodology, the Envision Sustainable Infrastructure Framework & Rating System click here>

[https://acwi.gov/acwi-minutes/acwi2012/slide.lib/09\\_Bertera\\_Presentation\\_Harvard\\_06\\_2012\\_4D.pdf](https://acwi.gov/acwi-minutes/acwi2012/slide.lib/09_Bertera_Presentation_Harvard_06_2012_4D.pdf)

## Part III: Impact Investment Activities

### Zambian Activities

#### *Zambian Portfolio companies*

The number of companies in [the 4IP's Zambian portfolio](#) has been steadily increasing since the year 2017, when the first pre-due diligence were conducted. The first company to be successfully added to the portfolio was [Rivonia Farm Products Limited](#), which is an Agro-processing company with an array of agricultural products. Today the Zambian portfolio companies ranges from sustainable agriculture, education, aquaculture, and renewable energy to health sector projects. Several other companies with great business ideas who have proved their worthiness of their model and products have since then been added to the Zambian portfolio and we are engaged with them in their efforts to raise capital through (Series A, Series B, and Series C) rounds of external funding. These funding rounds provided impact investors the opportunity to invest cash in growing Zambian companies in exchange for equity or partial ownership of these companies. **To access 4IP Group's Zambian portfolio (see [Annex 1 below](#)) teasers please contact [Hchomba@4ipgroup.org](mailto:Hchomba@4ipgroup.org)**

#### *Zambian sourcing (EMPRETEC/BongoHive/ImpactHub)*

4IP in Zambia is consistently looking for companies to add to its portfolio. To achieve this goal, 4IP has continued to build partnership with Entrepreneurship Support organisations (ESOs) in Zambia. 4IP started by engaging with the Zambia Development Agency (ZDA) through its SME accelerator program, [EMPRETEC](#) to identify more companies to be added to the portfolio. There are numerous SMEs and companies which could be added to the portfolio however, most of these do not meet the minimum ticket size of at least \$250,000, which they should be looking to attract from prospective Private Equity investors through Impact Investment. 4IP Group is also looking to continue its sourcing through [Impact Hub Lusaka](#), BongoHive, [ILO's Start and Improve Your Business Graduating Impact Enterprises in Zambia](#) and through the [Zambia Entrepreneurship Summit](#) lately also through [WeCreate](#) and Waterpreneurs. Going forward, 4IP Group plans to work with more ESOs and other accelerated programmes such as the [Finnish Embassy's Accelerated Growth for SMEs \(AGS\)](#).

#### *From IIX Chapter Lusaka to Impactpreneurs Africa Limited*

Following the recent restructuring of IIX Chapter Lusaka, a new impact driven organisation dubbed **Impactpreneurs Africa (IpA)** has been formed. IpA's mission is to impact African lives through innovative solutions with the vision of transforming Africa by mobilizing impact capital to address social-economic and environmental challenges of our time. IpA will build on the **IIX Chapter Lusaka mandate** of deepening impact investment awareness while working in collaboration with [the IIX Global](#).

4IP Group is represented in the Board of Directors by both Christian Kingombe and Haggai Chomba. For more **information about IpA please contact [Hchomba@4ipgroup.org](mailto:Hchomba@4ipgroup.org)**

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

[Big Path Capital's Impact Capitalism Summit Denver](#)

(March 31 - April 1, 2020)

[Mega City Infrastructure Week at Atlantis, The Palm, Dubai](#)

(5-7 April 2020)

[AFSIC Investing in Africa, Park Plaza Westminster Bridge, London](#)

(5-7 May 2020)

[22<sup>nd</sup> Annual Global Private Equity Conference & EMPEA, Washington, DC](#)

(11-14 May 2020)

["ZAMBIA ENTREPRENEURSHIP SUMMIT 2020 - LUSAKA", Zambia](#)

(15th and the 17th of May 2020)

[38th TBLI Conference Europe – Zurich](#)

(May 25-26, 2020)

[Leading Alternative Investment Management \(AIM\) Summit, London](#)

(1-2 June, 2020)

[EDHECinfra Institute-Singapore Days, Singapore](#)

(11-12 June, 2020)

[EDHECinfra Days in London](#)

(June 12, 2020)

[Other impact investing conferences and events can be found here](#)

Investment Matchmaking – Five priority projects (teaser summary)

*Waterpreneurs & 4IP Innovate 4 Water event within Zambia Entrepreneurship Summit May 2020 by*

As we did last year, this year 4IP Group again is joining forces with our Impact Hub Geneva partners Waterpreneurs to help organize another Innovate 4 Water event in Lusaka, Zambia. The difference this year is that the I4W will be an integral part of **the Zambia Entrepreneurship Summit (ZES)** organized by WeCreate. The 2020 ZES will bring together Zambia's entrepreneurial and business community to a forum for business linkages, entrepreneurship development, and networking opportunities. The goal is to facilitate opportunities for Zambian entrepreneurs to pitch their business plans. The ZES has adapted the Global Entrepreneurship Summit (GES) industry themes, including five "Future Now" sectors: Agriculture/Food, Connectivity, **Water/Energy, Health**, and Access to Finance. **For more information about the ZES & I4W Agenda and the WASH entrepreneurs who will be pitching their projects at the event please contact [Hchomba@4ipgroup.org](mailto:Hchomba@4ipgroup.org)**

*Greenexia projects:*

Women in Africa Facility & Fund (Luxembourg)

Together with [Greenexia](#) led by [Charles Ibrah](#), 4IP Group in 2019 jointly set-up our first NGO "**For Women in Africa (FWIA)**", registered in Luxembourg, dedicated to green women entrepreneurship in Africa. Both managing partners of 4IP Group are Board members of FWIA. The mission of our FWIA is to:

- Promote women's entrepreneurship in the green economy
- Accompany the growth of SMEs with technical and financial support
- Facilitate the marketing of products that meet the standards of the network and ensure the dissemination of good practices.

FWIA is in the process of creating a **digital platform**, which brings together accredited organizations in several mainly West African countries such as Networks, associations, cooperatives, and Incubators.

The platform will have two dedicated areas:

- Members Investors Area with detailed project details.
- Members Partners Area with access to the CV bank.

One of our most recent projects is **the "City of Cultures and Crafts (CCC)"** which is a Multidisciplinary living center for the creation and dissemination of cultures. The CCC is a green site with flexible spaces dedicated to many activities. The CCC offers contemporary interior architecture inspired by the ethnic and cultural diversity of Africa. The CCC has a promotional site for its programming and events, animated by frequent digital campaigns. **The e-commerce site** also provides a wide distribution of products and creations labeled for African countries and internationally. For more **financial info on CCC forecast operating account please contact [ckingombe@4ipgroup.org](mailto:ckingombe@4ipgroup.org)**

Another project is **the Valuation Project Study of organic poultry farming in Burkina Faso**, which consists in providing technical and financial support to the women of the "Coop-FAAB" Organic Farming and Agricultural Organic Cooperative by the non-profit association "FWIA" in partnership with the company AROM-H resident of Ouagadougou. The basis of this support is composed of mobile hen houses, production equipment and the benefit of working capital for the purchase of chicks and food. For the first year of production, 100 women out of the 300 members of the Cooperative will be accompanied by start-up equipment. For the second year, another 100 women will be accompanied to reach 300 women after five years of production. The aim of the project is to market organic poultry and egg products to meet local and sub-regional demand for quality poultry products. The overall objective of the project is, on the one hand, to respond to a real nutritional problem, but also to fight against poverty in rural areas, to promote food self-sufficiency and thus contribute to improving the living conditions of local populations.

To access **the underlying financial study please contact [ckingombe@4ipgroup.org](mailto:ckingombe@4ipgroup.org)**

Other Greenexia projects include:

Les Associés - De Gaulle Fleurance & Associés & Greenexia Pre-Investment Fund (\$1Mn)

4IP Group through our partnership with Greenexia is in the process of setting up a Pre-Investment Fund of around \$1 Mn. For more information for those who wish to invest in this fund please contact [Tmourgues@4ipgroup.org](mailto:Tmourgues@4ipgroup.org)

Cooperation Agreement Bioclean XT (Greenexia)

For more information about this innovative product and to access the teaser, please contact [JSilva@4ipgroup.org](mailto:JSilva@4ipgroup.org)

*Pay as you Gas Introduction Agreement*

PayGas is honoured to be nominee for both **the Social Enterprise Award and the Entrepreneur of the Year Award by the French and South African business community of Cape Town, Cap40!** The City of Cape Town and Western Cape Province has supported **PayGas affordable clean cooking disruptive solution** to millions of low-income households from the very beginning. **For more information about this growth-oriented enterprise please contact [DColodro@4ipgroup.org](mailto:DColodro@4ipgroup.org)**

*Debitum Network Cooperation for Fundraising*

[Debitum Network at a glance:](#)

- Debitum only **serves loans to businesses**; compared to consumer loans they are way more favored by professional institutional investors.
- Debitum is the **first FinTech platform** that provides unified credit scores allowing investor to actually compare various assets based on a probability of default in the next 12 months.
- Debitum has developed **an innovative technical solution** that ensures all steps of needed operations. Debitum keeps innovating and introducing new features and capabilities - all to ensure transparency and ease of investment for our users.
- Debitum is currently **originating loans to business** in Estonia, Latvia, Lithuania, Poland and the Czech Republic. The idea behind the project  
Debitum intends to decentralize the process that is needed to successfully and efficiently fund small and medium businesses. In the current financing world all steps of this process are carried out by a single financial institution in a centralized manner.  
Debitum changes that by adding various decentralized parties like risk assessors that are able to provide unified risk scores for every SME loan. That provides investors with needed transparency and information to make an informed decision. For more information please contact [DColodro@4ipgroup.org](mailto:DColodro@4ipgroup.org)

*GREEN SOLUTIONS FOR MASS E-MOBILITY U2K International*

U2K is a unique sustainable initiative that brings **an electric and newly design Tuk-Tuk** to the market. With the latest engineering tech, U2K expects to launch its novel product in Sri-Lanka in the next months. Currently, the company is looking for **US\$ 0.5M in capital** to bring the product in the market and sell +100K units by the 2025. U2K holds an executive board with +20 years of experience supporting the success of the business. **To access the teaser please contact: [JSilva@4ipgroup.org](mailto:JSilva@4ipgroup.org)**

Moreover, **The RialaiR group of companies** offers a high-return Investment opportunity in the first Electric-Boat-as-a-Service (E-BaaS) solution. **To access teaser of The Complete Electric Boat-as-a-Service Solution please contact [JSilva@4ipgroup.org](mailto:JSilva@4ipgroup.org)**

## Capital Supply from Pension Funds

4IP Group builds programs addressing pension funds allocations into impact investments infrastructures. Recently, special attention was given to the EU's revised pension fund legislation (IORP II) containing provisions of pension funds consideration of ESG factors to be incorporated in investment decision-making, as part of a review of fiduciary duty.

Benchmarks and measurements related to ESG disclosures of the Sustainable Finance Action Plan launched by the EU Commission on March 2018, are also considered as well as the European Green Deal provisions, adopted by the European Union on last January 15th.

Taking also into account that, as of January 1st, 2020, Switzerland became the first country to successfully link its greenhouse gas emissions trading system with the EU emissions trading system.

## Impact Investment Exchange (IIX) Partnership

In November 2019 [IIX Global](#) hereby agrees to engage 4IP Group Managing Partner and IIX alumni, Christian Kingombe, as “**Partnership Specialist**” to work with IIX's professional staff to help enhance IIX's visibility, access and influence in Geneva and Zambia. In this role, 4IP Group will be involved in business development and outreach activities with IIX's partners including but not limited to donors and development agencies in these two locations as well as with private corporations and individuals, with the principal objective to generate and realize new partnerships.

For more information about who **IIX Global are**, especially its iconic Founder and CEO [Professor Durreen Shahnaz](#), What IIX have done in the past and currently in South East Asia and what we are planning to do in the near future on the African continent moving forward, IIX's partners and [the multiple Impact Investing awards IIX has received](#), including the 2017 Oslo Business for Peace Award - The 'Nobel Prize' for Business, please contact [Ckingombe@iixglobal.com](mailto:Ckingombe@iixglobal.com)

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## Part IV: Advisory Services & Knowledge Management

### Handbook on Impact Investing

In addition to acting as a Peer Reviewer for a number of Peer Reviewed Journals, Managing Partner, Christian Kingombe is along with Dr. Nestor Morgandi also the co-editor of a **Handbook on Impact Investing** which currently is being prepared. The main editor is [Professor Jean-Louis Arcand](#), a professor of International Economics at the Graduate Institute of International and Development Studies in Geneva, where he also head of the PhD Development Economics programme. Arcand is also the head of the Department of Economics at the Graduate Institute Geneva. More than 30 Impact Investing practitioners and mainly swiss-based academics as well as officials from international financial institutions, including DFIs, are contributing to this Handbook, including from 4IP Group: Thibaut Mourgues, Haggai Chomba, Dario Moroni and Christian Kingombe. **For more information about the contributors, content, structure and publisher of the Handbook please contact [Ckingombe@4ipgroup.org](mailto:Ckingombe@4ipgroup.org).**

## Investment Conferences

### *Africa Impact Investing Leaders Forum 24 - 25 Oct 2019*

4IP Managing Partner, Christian Kingombe, was invited by **Alliance 54 Limited UK** to present our Infrastructure Impact Fund at the [Africa Impact Investing Leaders Forum](#). The Forum itself discussed the latest trends crucial in accelerating impact and achieving sustainable development in the African region, with topics focusing on stakeholders' priorities in the various sectors and new innovative solutions to pressing issues, that meet consumers needs while examining the progress made by participating impact investors and enterprises. This was the first time 4IP pitched our fund publicly. **For more information about the event contact** [Ckingombe@4ipgroup.org](mailto:Ckingombe@4ipgroup.org)

### *SIIA 4th ANNUAL IMPACT SUMMIT ZUG – OCEANS. HEALTH. CONSUMPTION, 16-17 September 2019, Theater Casino Zug, Switzerland*

As in 2018, Christian Kingombe, travelled to Zug as a member of the Swiss Impact Investing Association (SIIA) to attend the [Zug Impact Summit](#), which is a platform for showcasing impactful businesses and investments aligned with SDGs across all industries and geographies. At the Summit there was a fruitful exchange of know-how, experience, healthy business and financing practices. It was a great opportunity for 4IP Group to listen and during the networking breaks to dialogue stakeholders of our society interested in making a difference to prevent the continued pollution of the Ocean and impact investing in particular. **For more information and insights from the Summit please contact** [Ckingombe@4ipgroup.org](mailto:Ckingombe@4ipgroup.org).

### *SFG – Building Bridges Summit in Geneva*

Switzerland again organized [a sustainable finance week, 7-11 October 2019](#), that culminated in the Building Bridges Summit. This marquee event gathered diverse players that make up our unique ecosystem and financial centre, including 4IP Group which for the first time featured on the official map of the SFG ecosystem. The aim of this well attended event was to maximize our collective impact by building bridges between Swiss experts from finance and the 17 Sustainable Development Goals (SDGs). 4IP Group's managing partners are amongst a very small minority of active leading players in the Geneva ecosystem who have actually come from the UN System & Development Finance and subsequently transitioned to the Geneva's financial market place, clearly making 4IP Group stand out as a genuine bridge builder compared to the background of most of our fellow ecosystem members and competitors who in the majority of cases comes from Asset Management, Wealth Management and Private Banking.

**The Swiss President Ueli Maurer** was joined on stage by leading figures from government, finance, business, the UN, and other international organisations who discussed how to create a climate conducive to the growth of sustainable finance. **For more insights and reflections on the event contact** [ckingombe@4ipgroup.org](mailto:ckingombe@4ipgroup.org).

### *FinLantarn Forum in Lugano*

4IP Group, as represented by Mr. Dario Moroni, Senior Legal Counsel, was present at **the 9th edition of the FinLantern Forum** that took place in Lugano at the Congress Center on November 19th, 2019.

During the event, many interesting topics were addressed and among the most relevant ones uncertainty of today's markets and monetary policy, major trends in currency markets, and growth and stagnation in the context of a new global crisis, sensitised the participants deeply. Special consideration was also given to assets management in the crypto currency era and to blockchain technologies, in particular, crypto currencies as a store of value, and practical and legal aspects of investing in blockchain and tokenized assets. Regarding impact investments, an interesting presentation by Ms. Fleur Heyns, co-founder of Proof of Impact showed how organisations that create positive impact values may have their results measured and verified via new technologies. **For more information and view on the topics discussed at the event please contact** [Dmoroni@4ipgroup.org](mailto:Dmoroni@4ipgroup.org).

*Private Sector Development Research Network at the Graduate Institute Geneva (IHEID)*

4IP Group was represented by Mr. Christian Kingombe and Mr. Alexis Faury at [the 1st Annual Conference of the Private Sector Development Research Network](#) - Private Enterprise and Inclusion Co-organised with the International Finance Corporation, World Bank Group from 12 December 2019 to 13 December 2019 at the Auditorium Ivan Pictet, Maison de la Paix, Geneva.

The behaviour of private firms and markets in the low and lower middle-income countries (LLMICs), and their contributions to sustainable development, are not well understood. In which enterprises is investment most socially beneficial, and how can we obtain evidence of those benefits? In which ways can markets and firms make a difference at a scale that substantially reduces poverty? This conference offered an opportunity to bring together staff of Development Finance Institutions (DFIs) and donor agencies involved in private sector development, with academics who study private firms and markets from the fields of economics (such as industrial organization, international trade and investment), finance, business and development studies.

For more information about the topics discussed at the Conference, please contact [Ckingombe@4ipgroup.org](mailto:Ckingombe@4ipgroup.org)

*Faith Investment event in Geneva*

4IP Group as represented by Mr. Jesuad Silva attended the “**FaithInvest Impactful Cooperation 2020**” in Geneva. The event organized by World Council of Churches brought together Church leaders, Fund managers, and international advisors in a two-day event.

During the program, presenters created awareness about the projects they are sponsoring as well as the status of the ongoing businesses they financed. The fund managers showed the impactful results of the ventures and the benefits on the society. Below are some of the interesting projects that are happening:

- **COUNCIL OF CHURCHES (CoC), Zambia:** This organization owns a set of land properties in the prime zone of Lusaka, capital of Zambia, and is actively looking for funds to create buildings to rent or develop a commercial business managed by an independent firm. The cash flow generated by those initiatives will be invested in promoting education with the young society. For more information about our engagement with CoC please contact [Hchomba@4ipgroup.org](mailto:Hchomba@4ipgroup.org)
- **METHODIST CHURCH, Peru:** The Methodist organization is developing three projects: an ambulance high-speed boat to save people's lives within the Amazonian area, where hospitals are located more than 6 hours of navigation. A high-performance school for kids of the Amazon area allowing them to read and count very well by the age of three. And a microfinance project to lend money for low-income parishioners helping them to close the gap of unexpected needs at their homes.
- **KEVI CAPITAL Partners, Ghana:** The first Pan-African multi-specialist Private Equity Fund in Ghana that seeks to leverage its knowledge and experience to invest in strategic and value-add opportunities in Africa. Kevi Capital has promoted the update of the Pension Fund Regulation allowing asset managers to invest in venture impact investing options, focusing on the long-term goals of the country.
  - Kevi Capital Partners is in the process of setting up a **\$30 Mn Pan-African Church Assets Development Impact Fund (I)** targeting IRR 20-25%.
  - Kevi Capital Partners will seek impact funds in partnership with church related organisations (CROs) in Africa to develop the management of their assets and to generate revenue that will be invested in social development projects at community level.
  - The Fund management team will benefit from the advisory services of 4IP Group as represented by Christian Kingombe. Hence, for interested LPs please contact [Ckingombe@4ipgroup.org](mailto:Ckingombe@4ipgroup.org)

World Association of PPP Units and Professionals

4IP Group Managing Partner, Mr. Thibaut Mourgues, represents 4IP within **the Executive Committee of the World Association of PPP Units**. He was in charge of supervising the first edition of WAPPP quarterly magazine and wrote an article on PPPs and SDGs: what tools for the PPP Units?

For more information **about WAPPP** **click here** > [https://www.linkedin.com/posts/wappp\\_wappp-quarterly-magazine-activity-6611328410906165249-opFw](https://www.linkedin.com/posts/wappp_wappp-quarterly-magazine-activity-6611328410906165249-opFw)

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## 4IP Group Announcements

While 4IP Group has a comprehensive **global Impact Investor database**. Should any investors (LPs) / investment funds who still haven't received our marketing material look to be investing in our Infrastructure Impact Fund; or any of our early and growth stage equity opportunities across Africa; or simply be looking for related advisory services within [4IP Group's services areas of expertise](#), or supporting our two NGOs (FWIA and WAPPP) **please do not hesitate to contact us by writing to: [info@4ipgroup.org](mailto:info@4ipgroup.org)**

**Impact Investing stakeholders** in respectively Switzerland and Zambia who wish to learn more about IIX Global and our partnership to promote impact investing especially across the African continent, **please do not hesitate to contact us by writing to: [ckingombe@iixglobal.com](mailto:ckingombe@iixglobal.com)**

4IP is planning a **roadshow presentation of our Infrastructure Impact Fund (IIF)**, which will take place over a series of in-person meetings in Switzerland, London, Copenhagen, Paris and Milano ending at the PEI Infrastructure Investment Conference in Berlin and the Sir Anthony Ritossa 11th Global Family Office Investment Summit, taking place at The Ritz-Carlton, Riyadh, Saudi Arabia. These meetings will be held between the 4IP Group management team which seeks to raise \$100 Mn and family offices, HNWIs, Institutional Investors, and DFIs considering our People-First PPP investment opportunities in Africa, South East Asia and Central Asia.

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

Country / Province	(SDG) Sector	Investment Amount / Instrument
South Africa	Pay-As-You-Gas	US\$ 1 Mn Equity
India	Veterinary Services in Rural India	US\$ 1 Mn Equity
Latvia	Debitum ST on-lending platform to credit rated	EUR 10 Mn Equity
Sri Lanka, India, Indonesia	U2K Intern Ltd – An electric Mobility – As a Service Solution	US\$ 800 k – 10% equity share
Germany (US California)	H2WARP (hydrogen car)	TBD
Guinea	Agro-processing (juice)	US\$ 5 Mn Loan
Guinea	Fisheries	US\$ 10 Mn Loan
Guinea	Manufacturing	US\$ 14 Mn Loan
Romania	8 MW Solar Power Plant	US\$ 10 Mn Equity
Romania	200 MW Solar Power Plant	US\$ 250 Mn Loan or 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
Liberia	300 Bed Hospital	TBD
Zimbabwe	Green fuel	USD Mn Loan and Equity
Zimbabwe	Solar Power Project	TBD
<b>Zambian Projects</b>		
<b>Promoter</b>	<b>Project</b>	<b>Size</b>
Rivonia	Multiproduct agro	\$800k
Stockyard	Horticulture	\$600k
AWC Fine Foods Limited	Peanut butter	\$550k
First Hatch	Fingerlings	\$500k
AMICUS	Horticulture	\$500k
GroAfrica	Cassava	\$2.4 million
ZAmGoat	Goat	Tbd
Madison assets	Tourism resort	\$ 2 million
Harvey Farms	Essential oil	\$2 million
Premium medical services	Health center project	\$2.5 million
Zambezi	Mini Hydro	
Benstone Investments	Toll gate project	\$100 million
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

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.

Source:

[https://www.dropbox.com/s/ab9pkx4cl2bov48/4IP%20Group%20LLC%20Investment%20Pipeline%20Summary\\_April%202018.pdf?dl=0](https://www.dropbox.com/s/ab9pkx4cl2bov48/4IP%20Group%20LLC%20Investment%20Pipeline%20Summary_April%202018.pdf?dl=0)

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.

*Photo 1 –4IP Group Managing Partners and Investment Advisor*



**The 4IP Infrastructure Impact Fund** has a highly experienced Board and Investment Committee, bringing a range of experience in Infrastructure (Transport and Renewable Energy) and PPP, private equity and funds management, investment banking and impact enterprise practices. The General Partner and Investment Adviser teams combine to bring a diverse and highly complementary range of professional backgrounds and skillsets that are ideally suited to the structure, scale and objectives of the Fund.

From Left to Right: Alexis Faury, Doris Chevalier, Thibaut Mourgues and Christian Kingombe.  
Credit: 4IP Group LLC,

Photo 2 –



4IP Group was represented by Christian Kingombe at the Building Bridge Summit & Factory 17 event.  
Credit: 4IP Group LLC, Oct 2019.

Photo 3 –



The President of the Swiss Confederation pledged the Government's full support to the objectives of the Building Bridges event.  
Credit: 4IP Group LLC, Oct 2019.

Photo 4 –



Christian Kingombe was invited to make a presentation at the WTO's Public Forum.  
Credit: 4IP Group LLC, Oct 2019.

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