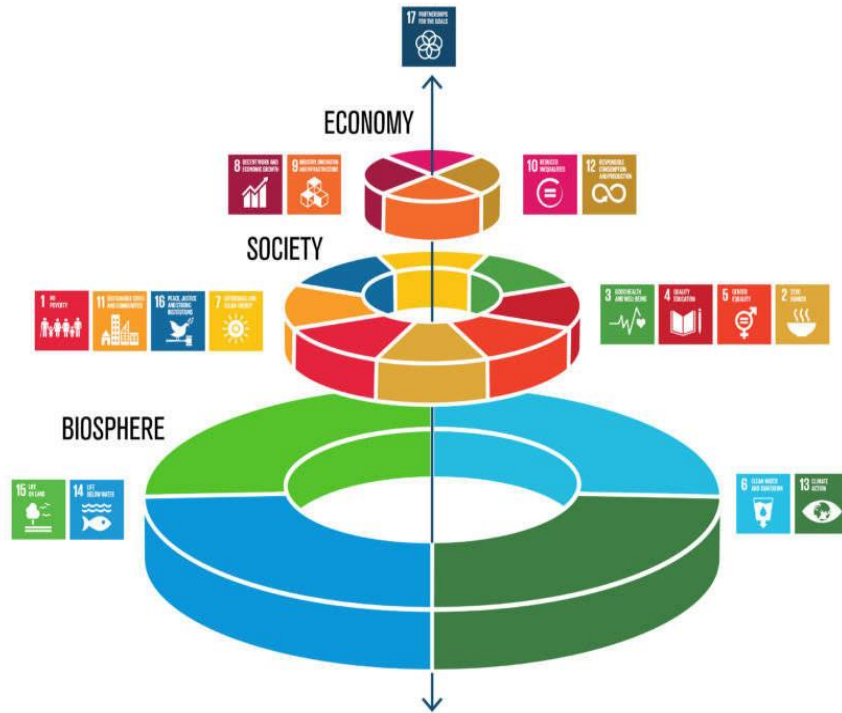




Bringing Private Sector Players into the Development Equation by Investing & Advising on How/Why & When to Invest for risk-adjusted financial return while Assessing & Quantifying the social and environmental impacts.



Copyright by Simon Lakeland/Behance

Impact Investment & Infrastructure Advisory Boutique & Impact Venture Capital Fund No.2

Selected Portfolio references & Partners



4IP Group

A successful Team with
an Excellent Individual Track Record



Introduction

- 4IP Group is an Impact Enterprise established in 2017 by Mr. Thibaut Mourgues and Dr. Christian Kingombe and based out of Geneva in Switzerland.
- 4IP Group is an independent multifaceted Impact Investing / ESG advisory services provider offering a range of ESG services for both SMEs and Asset Managers (Family Offices; VCFs and Pension Funds).
- 4IP Group is also a market builder bringing the Impact Revolution to the African continent since 2017.
- 4IP Group is on track to becoming an emerging Impact Venture Capital Fund with 100% of AuM comprised of impact investment, while Acting as a trusted external ESG Advisor for an African private equity infrastructure fund investing, domiciled in Luxembourg, with the intention to invest into high impact PPPs (GRESB reporting).

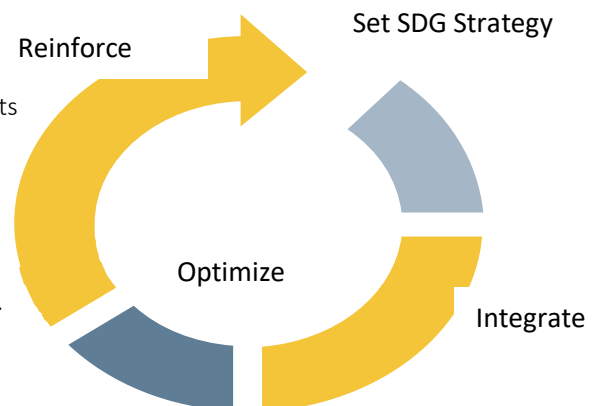
ADVISING & INVESTING FOR IMPACT: PEOPLE, PLANET & PROFIT

We are a leading financial advisory boutique with 20+ years' ESG and Impact Investing pedigree, based in Geneva, Switzerland and operating across Africa including in: Tanzania, Malawi, DRC, Nigeria, Ghana, Zambia and Kenya, and Europe.



- 4IP/IPA has expanded their ESG consultants' team.
- 4IP/IPA's operations span across African continent in over 6 countries where we are the top ESG advisor.
- 4IP/IPA builds a SDG strategy for its clients.
- Our Clients vary between Small, Medium and Large-scale Enterprises, Asset Managers, including Family Offices; (micro-) Venture Capital Funds (VCFs) and Pension Funds.
- The main focus of 4IP/IPA's ESG consultants is to assist our clients Transition towards becoming either an impact enterprise or an Impact Fund manager with a strong ESG blueprint.
- 4IP/IPA provides its clients with a strong support network including a series of workshops for company managers.
- 4IP/IPA works with clients by analyzing what their prospective Investors are asking for and help them meet those expectations.

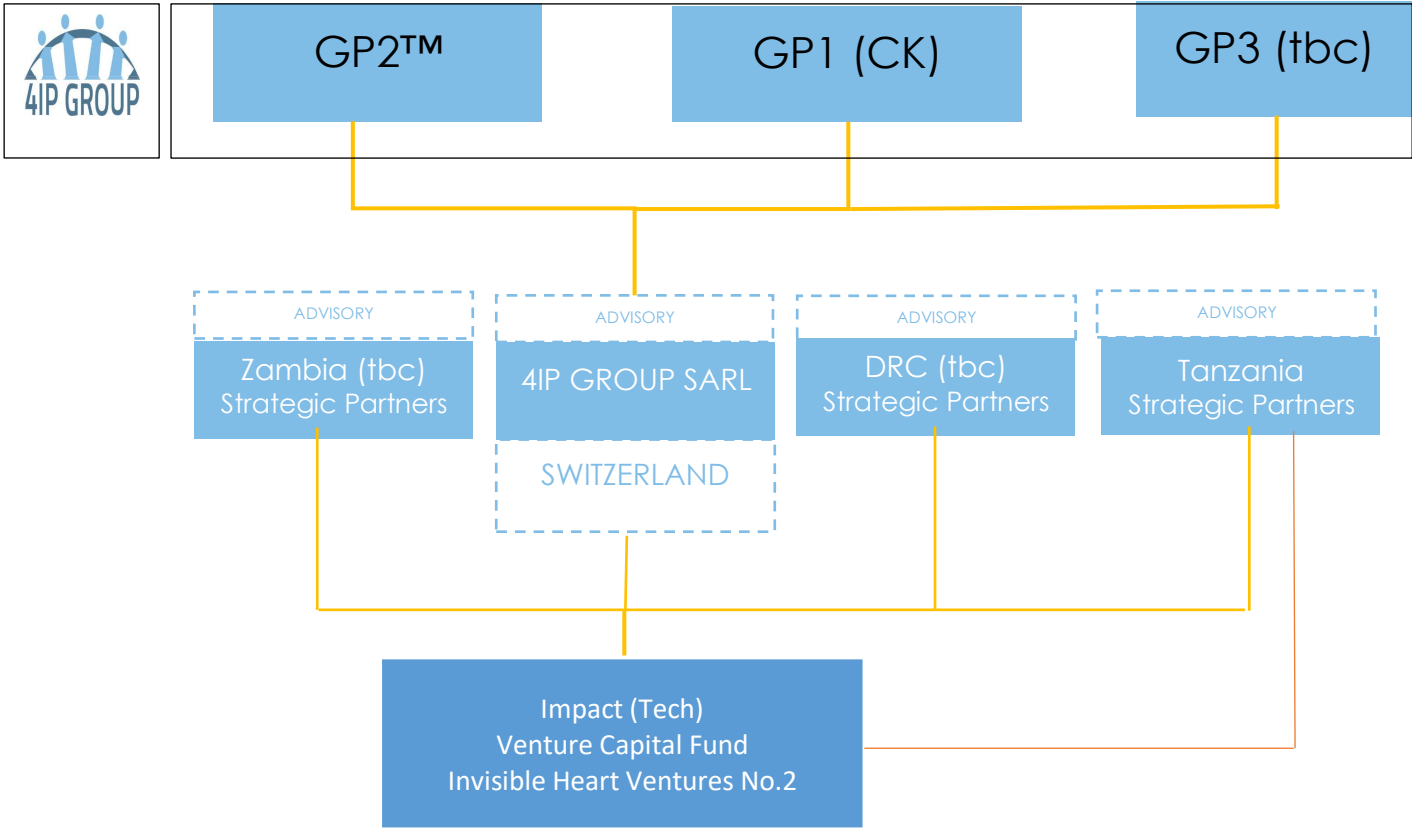
ESG Toolkit for SMEs & Asset Managers
wishing to transition to the Impact Economy



Selected Portfolio references & Partners



CURRENT LEGAL STRUCTURE FOR 4IP GROUP SARL



Commitment

We are **Signatories of:**

- The Global Steering Group for Impact Investing (GSG) Leadership Declaration
- The Swiss Development Finance Declaration

We are **Members of:**

- The Board of the Swiss Impact Investing Association (SIIA).
- The UNECE's Working Party on People-First PPP's Expert Group (Impact Assessment).
- 4IP has received praise and accolades for its strong focus on ESG related performance by being Awarded The Solar Impulse Foundation's Labelled Solutions.
- 4IP has co-organized several Building Bridges sessions (eds. 2021 and 2022).



- Zero tolerance to corrupt related activities.
- Alignment with IFC environmental and social performance standards.
- Alignment with UNDP SDG (Decision-Making) Standards.
- B Impact Assessment; IRIS+ & Impact Management Project.
- UNPRI.



Selected Portfolio references & Partners



4IP Group

A Regional leader in ESG Consulting.



Significant Market Opportunity

- **The Impact Investing market** is rapidly growing and mainstreaming in some African countries.
- With **over 30 trillion dollars in ESG investment annually across the globe**, it's clear that **running a successful business** in today's business climate means **prioritizing** a lot more than just the bottom line.
- Another important point to remember is **millennials are increasingly concerned with ethical and environmental business practices**. So, as more millennials leave college and enter the workforce, it's natural that they **would search for employers with strong ESG practices**.
- In turn, these companies can pick and choose from a larger field of applicants, selecting **the most qualified individuals to add to their team**.
- **Hiring an ESG advisory service provider** not only assures that your **company is profitable**, but that it is profitable while at the same time **ethically sound**.

4IP/IPA Impact Measurement & Management (IMM) Services [ESG Toolkit Flagship]

- Much of the time, **ESG principles are not clear to companies nor asset managers**, taking the first step in developing their ESG plan. Normally, a first-time **company or asset manager entering the transition** would have little knowledge of how to carry out these tasks, but 4IP/IPA works **closely with the boards** to make the transition as efficient as possible. This is done by:
 - Offering a course designed to give any enterprise or asset manager the concrete steps they can take to **improve SDG Impact management practices**.
 - Offering training on how **the 4 universal steps of the SDG Impact Standards** can be used to create a robust Impact Measurement and Management (IMM) practice.
- **Step 1: Setting a SDG Strategy**
 - Understanding the material issues most relevant to stakeholders
 - Defining the target SDG outcomes in ways that align with overall business or investment objectives
 - Creating impact thesis for each prioritized SDG outcome.

For Asset Managers:

- Proposing a revised investment policy statement (IPS) that integrates SDG goals.
- Setting an ABC classification levels for SDG goals.

• Step 2: Integrate

- Clients learn how to put in place resources, tools and processes to measure SDG impact.

For Enterprises:

- Setting performance targets
- Choosing indicators from across the 5 impact dimensions (who, what, how much, contribution & risk)
- Decide how to track indicators

For Asset Managers:

- Integrating impact management processes into every step of asset manager's investment process

Selected Portfolio references & Partners



- **Step 3. Optimize**

- What the client will do with the processes set-up to generate impact.
- How to use the data to create more impact.
- Analyzing enterprise data to understand where performance deviated from the plan and why?
- Using that analysis to make decisions about new actions to improve impact performance.

For Asset Managers:

- Review data from investees and monitor their management of SDG impact
- Decide whether to hold and engage, to increase impact or exit

- **Step 4. Reinforce**

- Deepen client’s governance and accountability for impact being created.
- Disclose to internal stakeholders and the public client’s IMM performance.
- Learn about 3rd party verifications: how to get ready to undertake them, and how to use them to improve work.

Within each step we tell the client **what practices** enterprises / investors can undertake. Successful impact management requires that enterprises and investors be **in alignment**. The journey is a cycle – **continued strengthening of the practices** creating a more robust IMM system helping to generate impact over time – through active management!

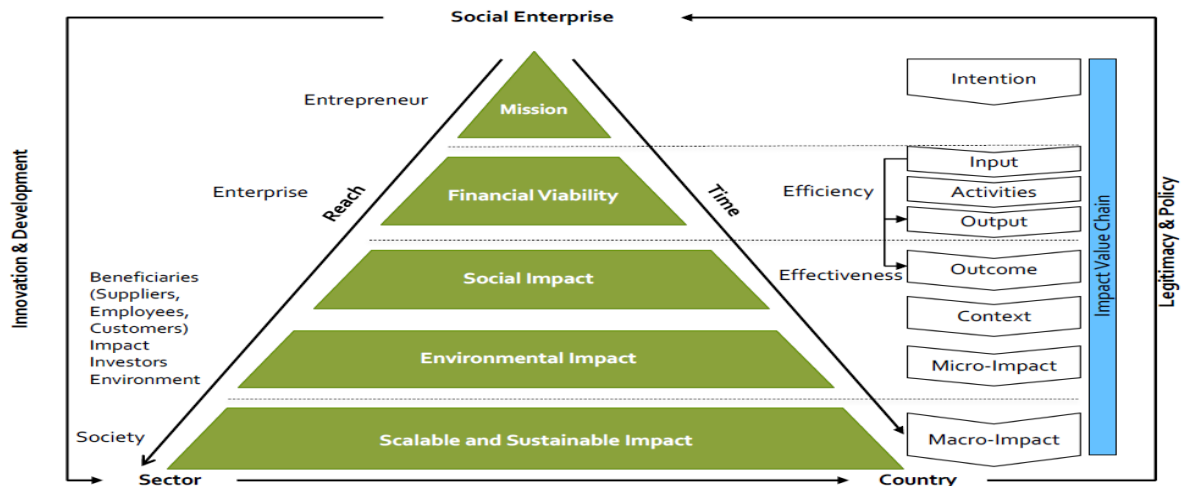
Other services include:

- Our group of ESG consultants helps companies deal with **the ever-changing conditions** the planet and the African economy experience.
- ESG Data and Systems
 - Helping clients **mitigate ESG risks to help protect them from legal problems** and developing a bad reputation in the business community.
 - Helping clients **assess risks that could negatively impact their social reputation** as well as environmental impact.
 - Helping companies **determine what actions may impact them negatively** as it pertains to ESG issues. Not only does this help improve a company’s **image, but it’s also good for business.**
- 4IP/IPA through research and analytics aims to **teach our clients which actions to take to become more sustainable and profitable.**
- Corporate / Sustainability Reporting: Making Sustainability work for Business.
- Corporate Governance: Making Business work for sustainability.
- We are working to create sustainability in the following industries:
 - Agriculture & Food;
 - Manufacturing (in collaboration with Zambia Association of Manufacturers);
 - Agro-Processing & Milling;
 - Meat & Dairy products;
 - Textile; Wood products; Leather;
 - WASH companies;
 - Infrastructure and Transport & Logistics;
 - Tech ventures (Fin-, Health-, Climate Tech);
 - Women-led enterprises (SMEs);
 - Microfinance Institutions (MFIs);
 - Venture Capital Funds.
- Offering Impact Investing lectures for University Students; Private Wealth Managers & Family Offices.
- Specialist Development research.
- Development (Regional Integration/Trade/Transport/Infrastructure) Consultancy.

Selected Portfolio references & Partners



Impact Assessment Approach: Application of IIX's Impact Pyramid



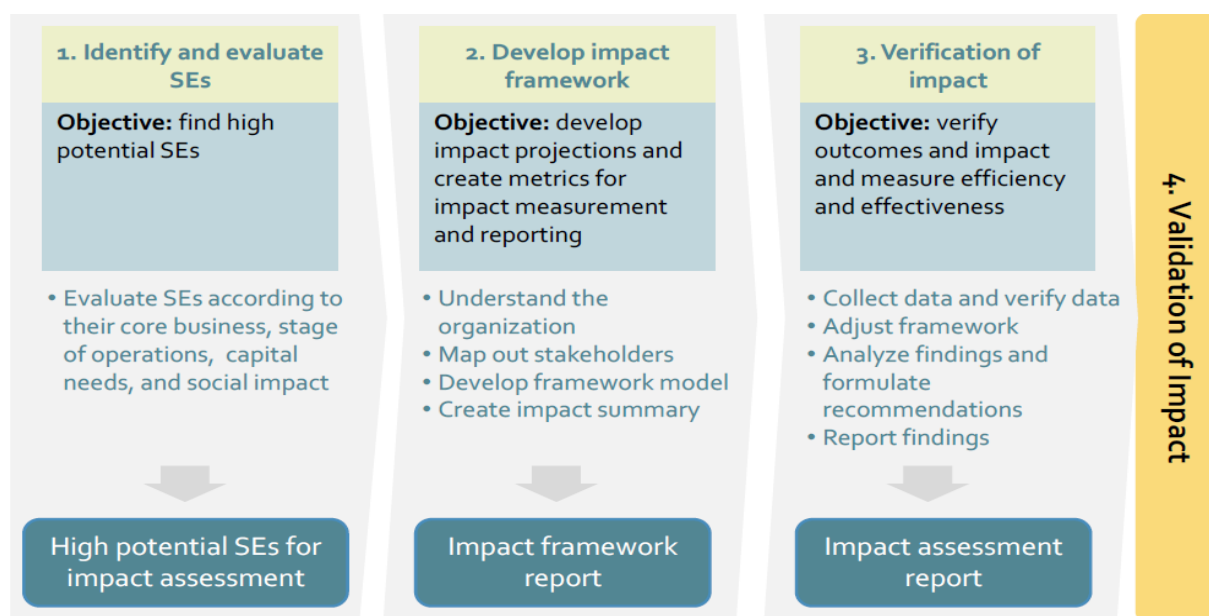
The **Impact Pyramid** uses a broad set of sector, country, and mission-specific **indicators to assess** the sustainability, scalability, and impact of the IE by:

- **Analyzing the impact value chain** of the IE by first understanding **the mission** and what the enterprise intends to achieve;
- **Evaluating the financial viability** of the IE and its **effectiveness** in realizing its mission;
- **Building a Theory of Change**, which is unique to the IE and which demonstrates **the logical causal chain** of how the inputs and activities create
 - **outputs** (immediate results) and
 - **outcomes** (the desired social and/or environmental impacts);

Understandable to constituents, a **sensible theory of change** provides a **roadmap** that explains how you intend to reach organization goals.

Our Impact Assessment Process includes the following 4 steps:

Impact Assessment Process



Selected Portfolio references & Partners



Companies report that one of the biggest challenges to **advancing sustainability** is embedding it deeply within operations, strategies, and supply chains.

Environmental, Social, and Governance (ESG) reporting is designed to do exactly that. By linking business outcomes to the SDGs, ESG reporting gives us the ability to harness the power of the global economy to help solve many of the inequalities it has helped to create in the first place.

According to **the United Nations Global Compact**, currently only 37% of businesses have **business models that are able to fund that integration**. However, a monumental shift is underway as more and more businesses pivot to sustainable, equitable, and even regenerative **business models**. Consumers, investors, employees, and even governments are increasingly **demanding transparency and accountability** from the companies with the most power to shape our collective future.

If you've been thinking about **implementing ESG reporting at your company** or working to make it more effective, here are **12 steps to follow based on the MovingWorlds Guide: What ESG Reporting Is, and How To Do It**:¹

In this guide, we're going to walk through:

1. **Why** ESG Matters
2. **History** of ESG Reporting
3. **The difference** between ESG and Corporate Social Responsibility (CSR)
4. The most popular **ESG frameworks**, including: ISO 26000, The Sustainability Accounting Standards Board (SASB), The Global Reporting Initiative (GRI), The United Nations Global Compact (UNGC), The Carbon Disclosure Project (CDP), The Dow Jones Sustainability Index (DJSI)
5. **Combining ESG Frameworks** and Using Them Together
6. **ESG Requirements & Regulations**
7. **Useful Tools** for Implementing ESG
8. Comparing **ESG Ratings** Across Companies
9. **ESG Success** Stories and **Failures**
10. **12 Steps** to Implement & Improve ESG at Your Company
 1. **Step 1: Set Clear Ownership & Support**
 2. **Step 2: Build an ESG Team**
 3. **Step 3: Decide on What to Measure**
 4. **Step 4: Establish a Framework and Decide on ESG Factors to Report**
 5. **Step 5: Establish Targets and a Baseline**
 6. **Step 6: Align Executive & Board Compensation/Evaluation with ESG Targets**
 7. **Step 7: Integrate ESG Reporting and Achievement Across the Business**
 8. **Step 8: Build Systems to Automate Data Capture & Reporting**
 9. **Step 9: Get Audited and Improve Processes**
 10. **Step 10: Communicate Progress by Creating Real-Time Reports**
 11. **Step 11: Compare and Compete**
 12. **Step 12: Influence and Lead Change**
11. **ESG News & Influencers** to Stay Updated

Then at the end of this guide, **additional guidance** is offered about how all of these frameworks and tools can be used together within an individual company.

¹ [What ESG Reporting Is and How to Do It | A MovingWorlds Guide | MovingWorlds.org](#)

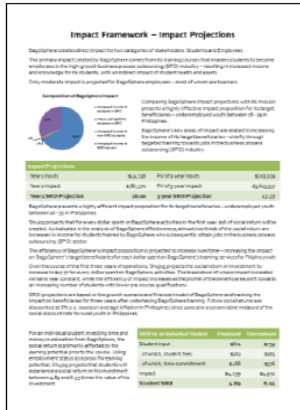
Selected Portfolio references & Partners



Assessment Deliverables: Impact Framework

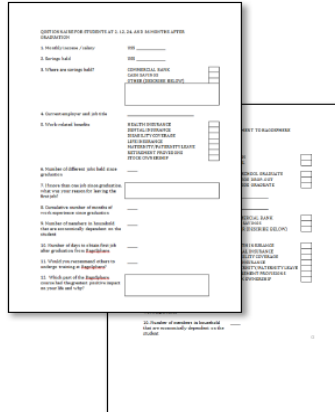
Impact Summary

Findings about impact and results



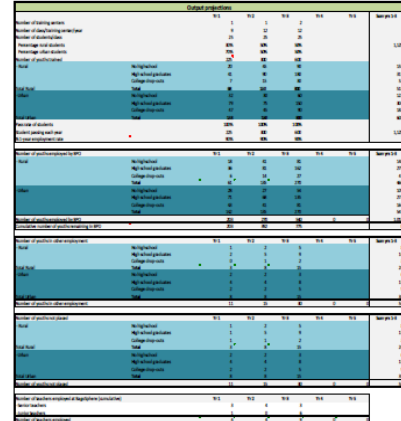
Data Collection Tool

Survey tools with plan about how to collect



SROI Model

Excel model with impact calculations



Impact Measurement Pathway

Impact Framework and Projections:

- Full Framework including Data Collection Plan and Tools;
- Impact Model
- Summary of Projected Impacts

Ongoing Data Collection and Monitoring

- Incorporate data collection tools into ongoing operations and project management

Data collection Objective:

- Gain an understanding about the organization's performance against target
- **Bring together all data collected according to the framework**
 - Organization data
 - Scale of their operations and financials
 - Stakeholder data using questionnaires
- **Replace projections, assumptions and judgments with the collected data to assess impact**

Types of Data Collection

Surveys that are integrated into project implementation

- *Baseline* data collection
- *Mid-term* data collection
- *Post-participation* data collection
- Focus groups
- Semi-structured interviews
- Financial reports
- Donor reports

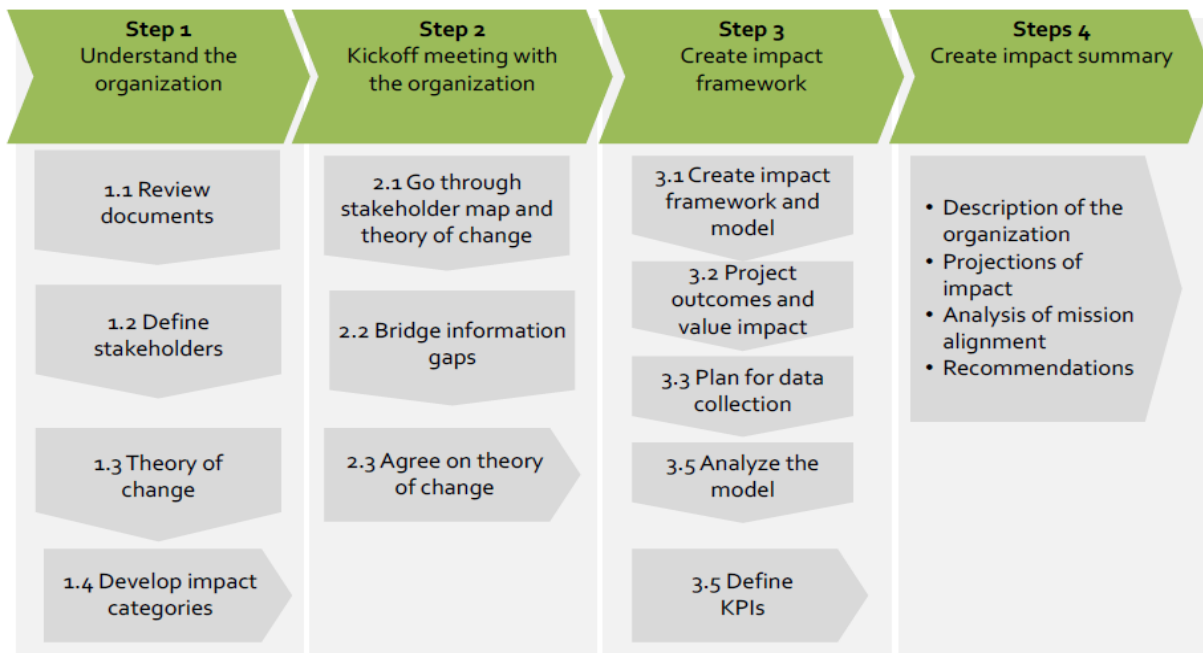
Impact Verification

- Analyze data collected
- Update Impact Framework and Model with actual impact achieved
- Detailed verification report.

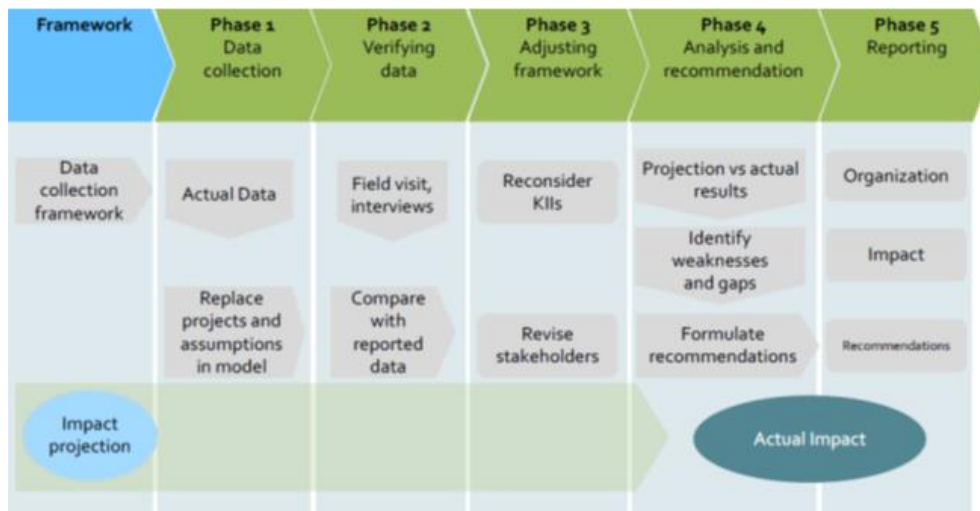
Selected Portfolio references & Partners



Framework: Steps



Impact Verification Process



Phase 3

Elements of the Assessment Process: Mapping of Stakeholders

Any person or group that experiences change as a direct result of the organization's activities

Criteria for Inclusion

- Substantial change experienced (+/-)
- Must measure to understand if you are achieving output
- Without affecting, you would be unable to achieve outcome
- Within your capacity to measure
- 'Primary' stakeholder.

Selected Portfolio references & Partners



Phase 4

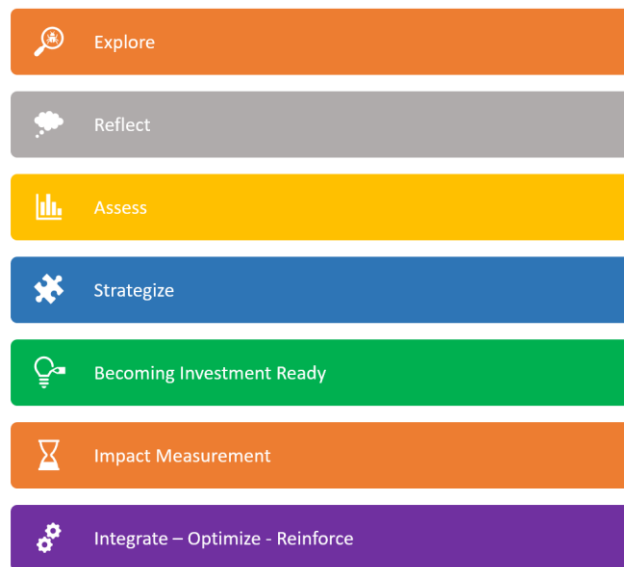
Social Return on Investment (SROI) measures how much social and environmental impact – in dollar figures – results from every dollar invested into the enterprise.

Why SROI is Useful

Measurement of outcomes provide an effective way to ensure that changes for stakeholders actually take place.

A practical organizational resource, SROI:

- Clarifies the relationship between inputs, outcomes, and what drives your organization’s impact creation;
- Provides a means to make projections and set targets; and
- Facilitates management decision making to maximize the social/environmental value of your enterprise.



Testimonials

Ms. Chilekwa Banda, Managing Director, PostdotNet, Zambia

“The training was precise and straight to the point, providing everyday use cases which made it easy to grasp within a short period. It was definitely an eye opener for me, visualizing how the 17 SDG's are not just a UN goal, but was blown away by the realization of how these goals fit into our Organizations strategy one way or the other. I highly recommend any leader transitioning to a new role or pivoting to their next level in their career to take this course as it is a wake up call on the importance of values and human prosperity. I would also recommend it to founders/co-founders, executive leaders who need a reminder of why they started their company, what their overall objectives were and if these fit into their current state of affairs.”

Selected Portfolio references & Partners



Proven Track Record

MANAGERS TRACK RECORD BEFORE 4IP GROUP

- 10-years track record in several **African** countries
- Managed financial issues for contracts up to 1 billion USD
- Support to set-up of 2 PPP Units in Morocco & Madagascar
- Involved in fundraising for the AfDB-AUC/NEPAD driven Programme for Infrastructure Development in **Africa** (PIDA)
- Involved in the African Development Fund (ADF) Regional Operations Prioritization Pipeline and Outlook Framework
- Involved in the Africa Trade Fund (Trust Fund).
- Obtained Funding from Korean Trust Fund & ADF.
- AfDB's task manager for International System for Infrastructure Support (SOURCE) &
- Member of the Sustainable Infrastructure Foundation's MDB Advisory Committee.
- Investment management: Capital Raising (debt & equity).
- Dealt with DFIs, PE-Funds, Infrastructure Funds etc.

PARTNERS RECORD FOR 4IP GROUP

- Co-designed Tech Impact Venture Capital (Evergreen Fund (Invisible Heart Ventures 1)
- **Trained (+100) enterprises (Zambia)** to support them in transitioning to become impact enterprises.
- Built diverse portfolio of tech ventures (Global).
- Carried out Impact Due Diligence on Prospective Ventures.
- Built diverse portfolio of infrastructure projects (Global).
- **Developed ESG toolkit for Asset Managers** (FO, PF & VCFs)
- **Trained several African / Asian VCFs** to help them become Impact Fund managers.
- Organized several Impact Investment events.
- Organized & moderated monthly **Impact Investor Circle webinar series** in Zambia, Tanzania, Nigeria & Ghana.
- Envision® Sustainability Professional (ENV SP).
- Adoption of the GIB's Sustainable and Resilient Infrastructure (SuRe) ESG Framework (61 ESG Criteria).
- ESG Advisor for Africa Infrastructure PE Fund.
- Successful Infrastructure Project Sourcing.
- Members of For Women in Africa Facility & Fund.
- Advisors for NEC Africa Utility Solar Fund (\$100Mn).
- Advisor for African Church Assets Development Fund 1.
- Impact Entrepreneur Correspondent (1st Badge).
- Designed **12-week Impact Investment course** for Open University of Tanzania offered to students across Africa and Private Wealth & Family Office members of PWFO.

Selected Portfolio references & Partners



4IP Group

Contact Details



4IP Group LLC (Sàrl), Chemin du Pralet 5 - 1297 Founex

Home-page: www.4ipgroup.org

<https://www.linkedin.com/company/4ip-infrastructure-and-impact-investing/>

E-mails:

Christian Kingombe – 4IP Group Managing Partner ckingombe@4ipgroup.org

Mobile: 0041 076 504 46 47 (WhatsApp) [Christian Kingombe]

Skype Names: Christian Kingombe



Selected Portfolio references & Partners

