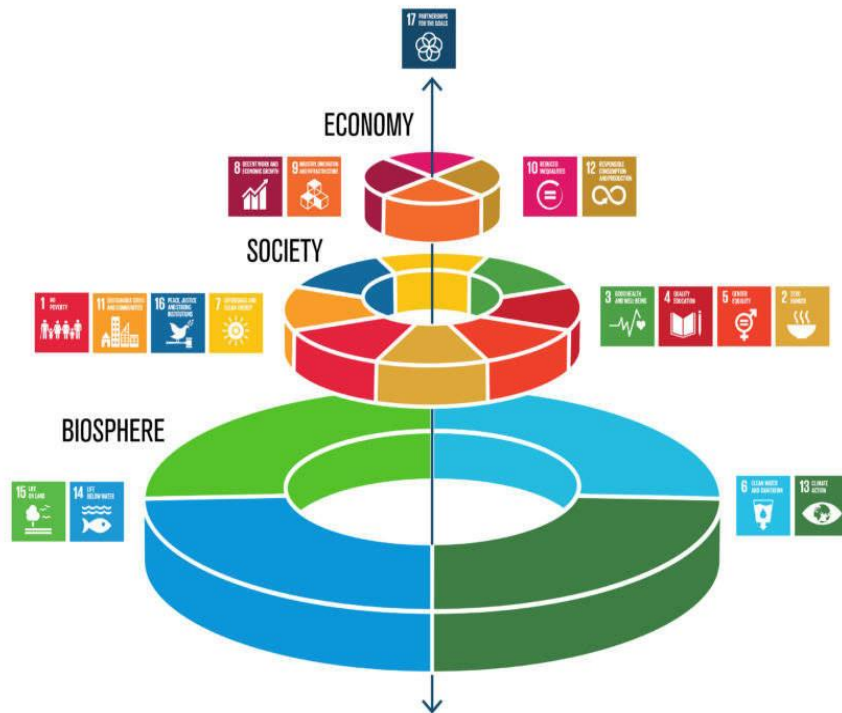


Bringing Private Sector Players into the Development Equation by Investing & Advising on How/Why & When to Invest for risk-adjusted financial return while Assessing & Quantifying the social and environmental impacts.



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Impact Investment & Infrastructure Advisory Boutique & Impact Venture Capital Fund

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).

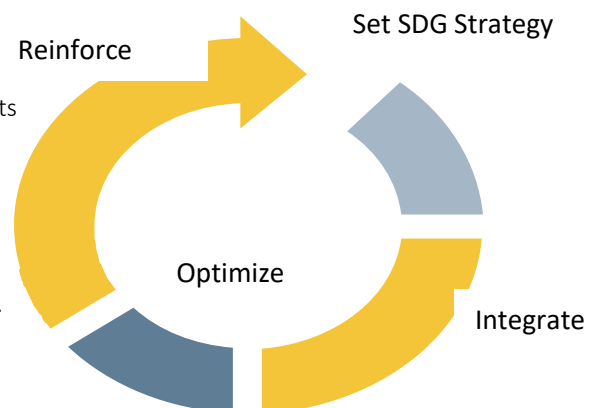
ADVISING & INVESTING FOR IMPACT: PEOPLE, PLANET & PROFIT

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



- 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.

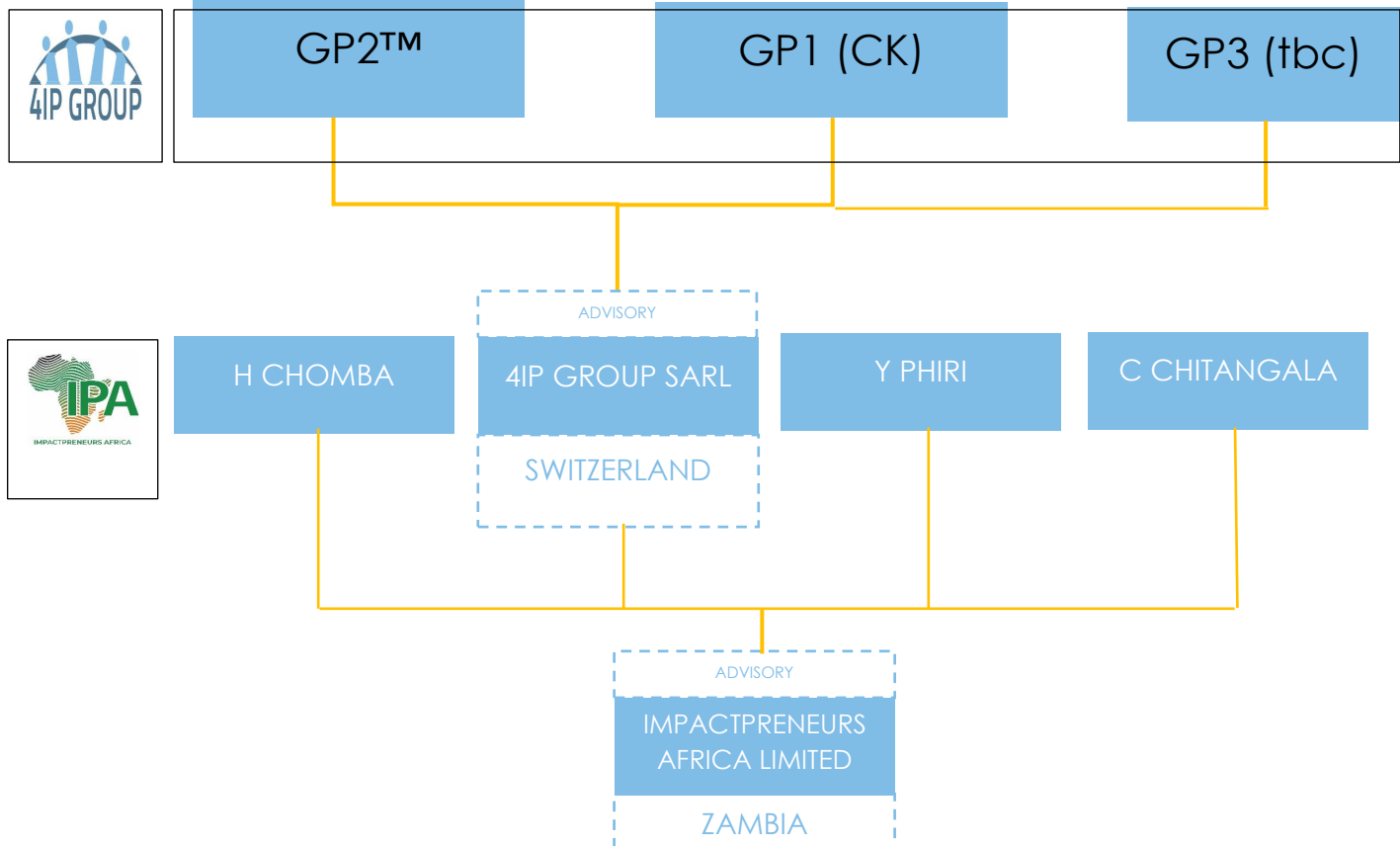
ESG Toolkit for SMEs & Asset Managers wishing to transition to the Impact Economy



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CURRENT LEGAL STRUCTURE FOR 4IP GROUP SARL & IPA Ltd



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 Executive Committee of the World Association of PPP Units and PPP Professionals (WAPPP)
- The Board of the Swiss Impact Investing Association (SIIA)
- The UNECE's Working Party on People-First PPP's Expert Group (Impact Assessment).
- The Zambian National Advisory Board for Impact Investing (NABII-Zambia).
- 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. 2-3).



- 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

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- **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



Established Team in Switzerland and Zambia



From left to right: Calvin Chitangala (IPA); Christian Kingombe (4IP/IPA); Yunike Phiri (IPA); Gibson Phiri (NABII); & RHS Haggai Chomba (IPA).

- o Diverse **team**, composed of several nationalities and academic disciplines.

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 & IPA Ltd.

- 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



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

[\(37\) Impactpreneurs Africa: Company Page Admin | LinkedIn](#)

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