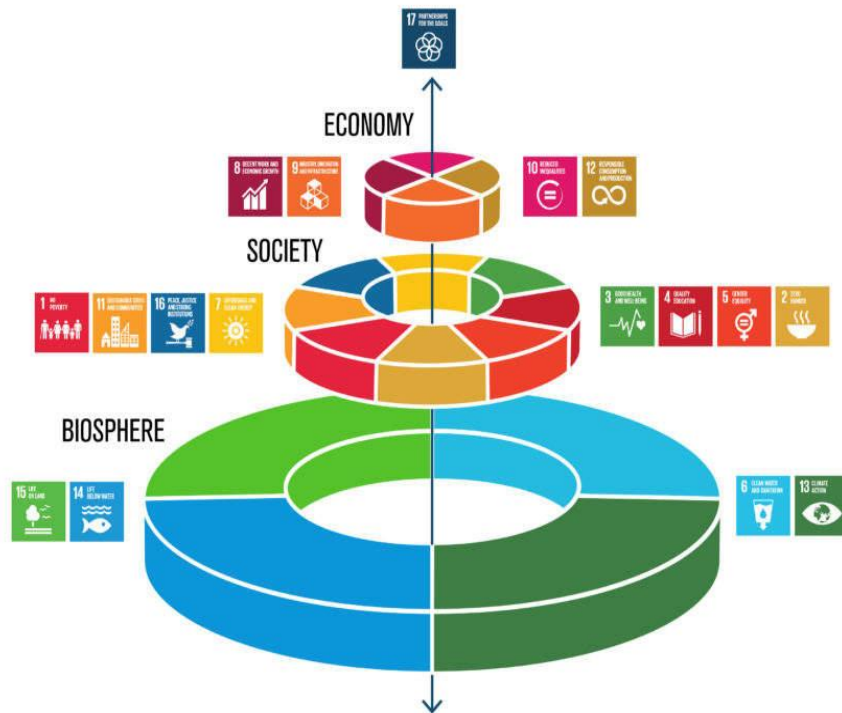




Bringing Private Sector Players into the Development Equation by Investing & Advising on How/Why & When to Invest for risk-adjusted financial return while Assessing & Quantifying the social and environmental impacts.



Copyright by Simon Lakeland-Rosen

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 the two Co-Founding Managing Partners (MP) Mr. Thibaut Mourgues and Dr. Christian Kingombe and operating 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 covering Zambia, Tanzania, Kenya, Uganda, DRC, Cameroun, Mauritius, Ghana, Nigeria and Egypt.
- 4IP Group is in the process of setting up an emerging Impact Venture Capital Fund with 100% of AuM comprised of impact investment (IHV2), while acting as a trusted external ESG Advisor for an African private equity infrastructure fund; and a number of emerging venture capital funds.

ADVISING & INVESTING
FOR IMPACT: PEOPLE,
PLANET & PROFIT

We are a leading financial advisory boutique with 10+ years' ESG and Impact Investing pedigree, based in Geneva, Switzerland and operating across 10 African countries including in: Zambia, Tanzania, DRC, Nigeria, Ghana, Uganda and Kenya, and Europe.



- 4IP has expanded their ESG consultants' team.
- 4IP's operations span across the African continent in 10 countries where we are the top ESG advisor.
- 4IP builds a SDG strategy for its clients.
- Our Clients vary between Small, Medium and Large-scale

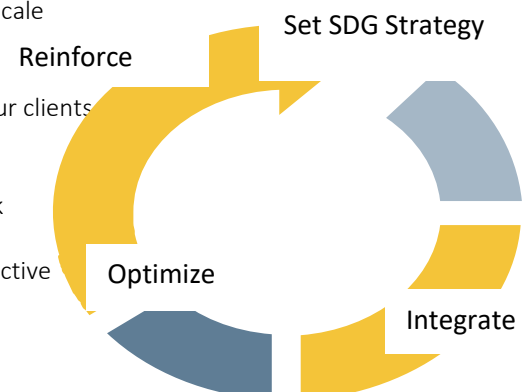
ESG Toolkit for SMEs & Asset Managers
wishing to transition to the Impact Economy

Enterprises, Asset Managers, including Family Offices; (micro-) Venture Capital Funds (VCFs) and Pension Funds.

- The main focus of 4IP'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.

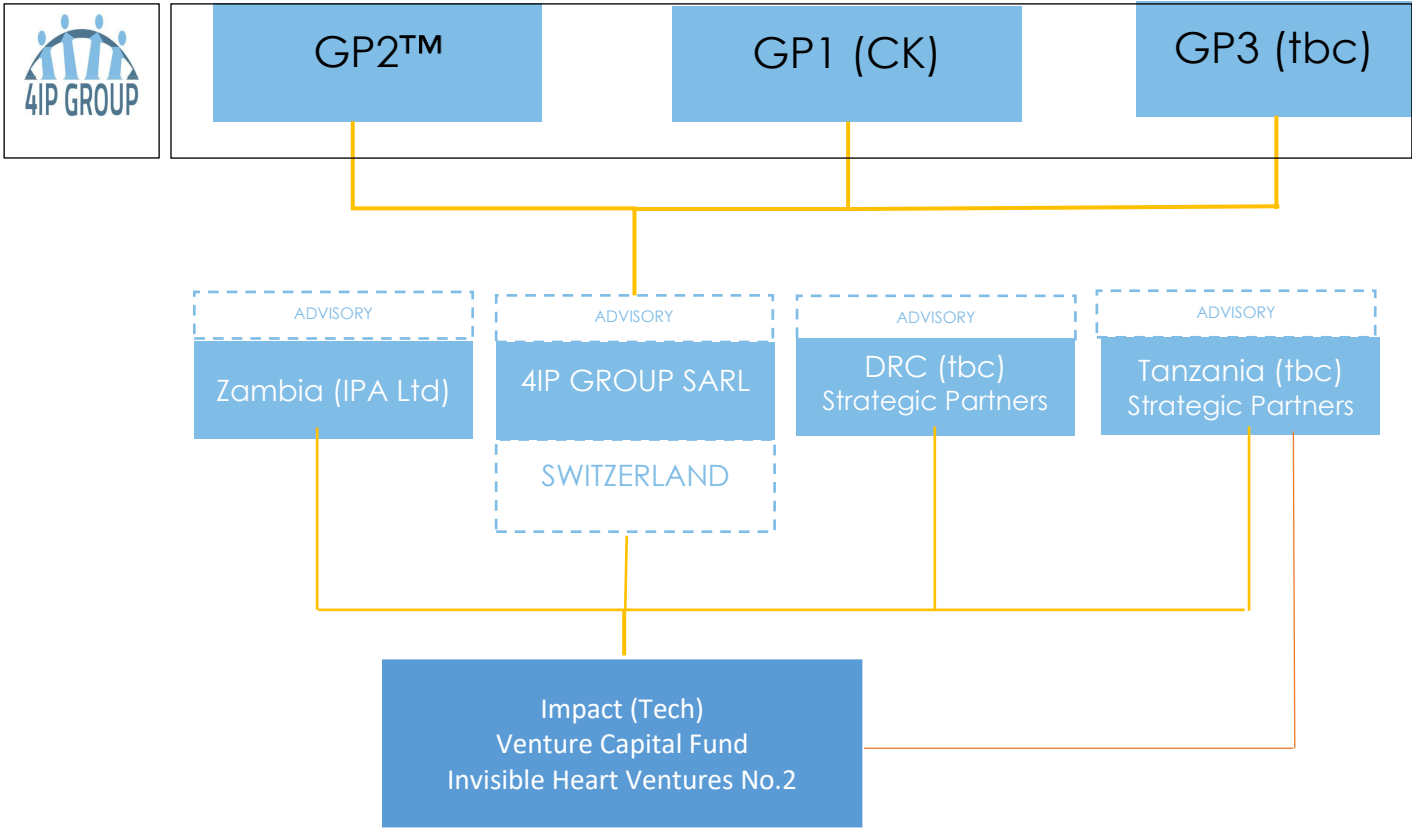
- 4IP provides its clients with a strong support network including accredited trainings for company managers.
- 4IP works with clients by analyzing what their prospective Investors are asking for and help them meet those expectations.



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).
- The UNECE PIERS Programme – Member of Technical Panel
- 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, 2022 & 2023). 
- 4IP/MP is an Accredited Trainer for the UNDP-SVI SDG Impact Standards.
- 4IP/MP Social Value International in Switzerland and Zambia

- Zero tolerance to corrupt related activities.
- Alignment with IFC environmental and social performance standards.
- Alignment with UNDP SDG Impact (Decision-Making) Standards.
- B Impact Assessment; IRIS+ & Impact Management Project (IMP).
- 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 35 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 the **millennial generation is increasingly concerned with ethical and environmental business practices**. So, as more millennial 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

Selected Portfolio references & Partners



For Asset Managers:

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

The SDG Impact Standards

Completing the above **sessions on [IMM for the SDGs](#)** is **essential preparation required ahead of The SDG Impact Standards**.

Training has been organized around different **learning objectives and key questions** which will be responded to over the 3 days together.

Day 1: 9 am – 5 pm

- *Guiding questions for the day:*
- *What are the standards?*
- *Why are they needed?*
- *How do they compare with what is out there?*

Agenda:

- Introductions to the goals of the program
- Examine the purpose of the Impact Standards
- Explore key concepts
- Introduce the 12 Business Actions.

Day 2: 9 am – 5 pm

- *Guiding questions for the day: What does it look like to have the standards implemented?*
- *We will do a deep dive on the business actions and case study.*

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Agenda:

- Reflections on yesterday
- Introduce case study: Seed & Co
- Deep dive into the enterprise standards through the 12 enterprise actions
- Explore examples in practice and discuss ways of building the library of relevant examples/case studies.
- Applying the standards and self-assessment tool to a case study
- Overview of available tools and resources.

Day 3:

Guiding questions for the day: What is the role of assurance?

Agenda:

- Reflections on yesterday
- Complete the deep-dive into the Enterprise Actions
- Review the process to obtain the certification
- Discuss the Assurance Seal development

Objectives of the SDG Impact Standards Accredited Training course:

1. Gain an in depth understanding of the SDG Impact standards
2. Understand how the standards relate to assurance to avoid green-washing
3. Understand the resources available and what comes next
4. The dos and the don'ts.

The 12 SDG Impact Enterprise Actions



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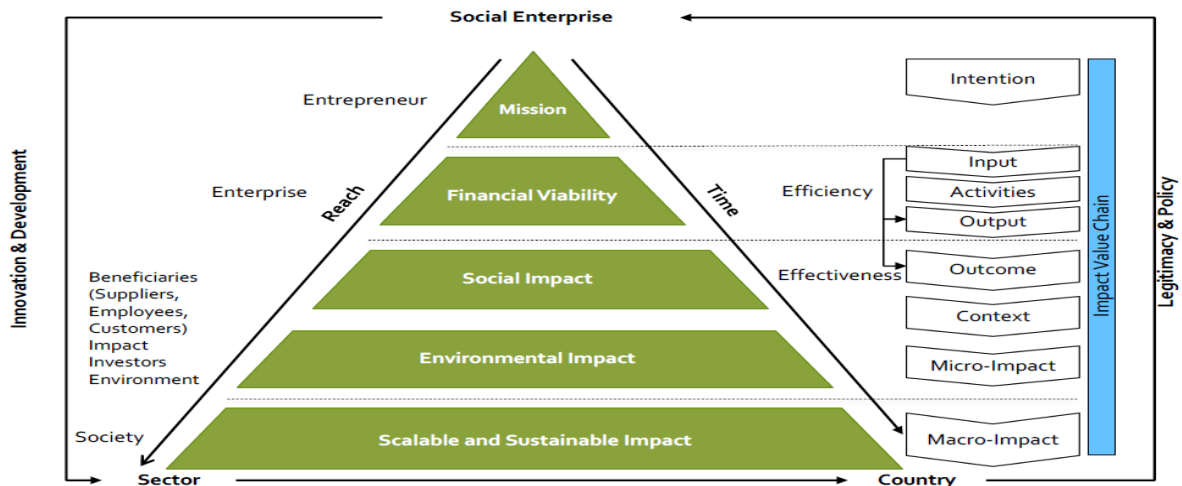
Other services include:

- 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 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 (previously in collaboration with Waterpreneurs & I4W);
 - Infrastructure and Transport & Logistics;
 - Tech ventures (Fin-, Health-, Climate Tech);
 - Women-led enterprises (SMEs);
 - Microfinance Institutions (MFIs) and Cooperative Banks;
 - 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.

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Impact Assessment Approach: Application of IIX's Impact Pyramid



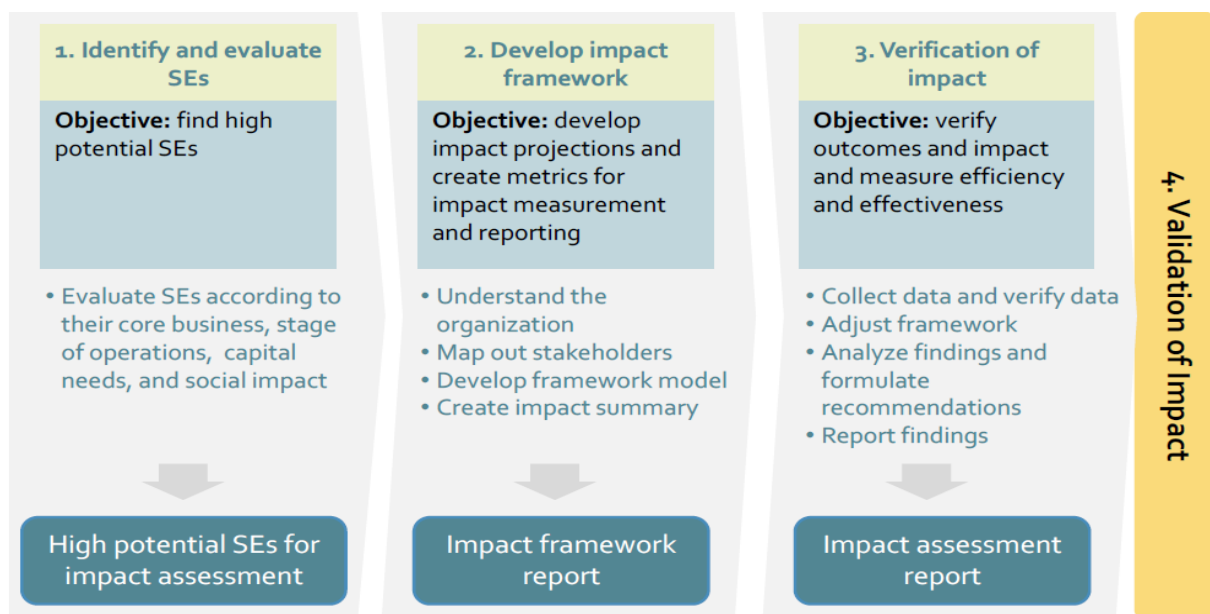
The **Impact Pyramid** uses a broad set of sector, country, and mission-specific **indicators to assess** the sustainability, scalability, and impact of the IE by:

- **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



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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](#)

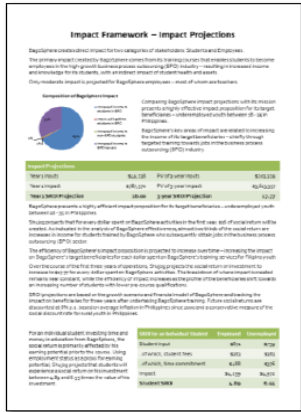
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Assessment Deliverables: Impact Framework

Impact Summary

Findings about impact and results



Data Collection Tool

Survey tools with plan about how to collect

DATA COLLECTION TOOL

1. Name of the project: _____

2. Name of the organization: _____

3. Name of the respondent: _____

4. Date of collection: _____

5. Location: _____

6. Type of respondent: _____

7. How long has the respondent been involved in the project? _____

8. How often does the respondent participate in the project? _____

9. How satisfied is the respondent with the project? _____

10. How useful is the project to the respondent? _____

11. How much does the respondent know about the project? _____

12. How much does the respondent know about the organization? _____

13. How much does the respondent know about the impact of the project? _____

14. How much does the respondent know about the impact of the organization? _____

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20. How much does the respondent know about the impact of the impact of the impact of the impact of the organization? _____

SROI Model

Excel model with impact calculations

SROI Model

Category	Baseline	Pre-project	Post-project
Financial	100,000	120,000	150,000
Social	500	600	800
Environmental	10,000	12,000	15,000
Cultural	50,000	60,000	80,000

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

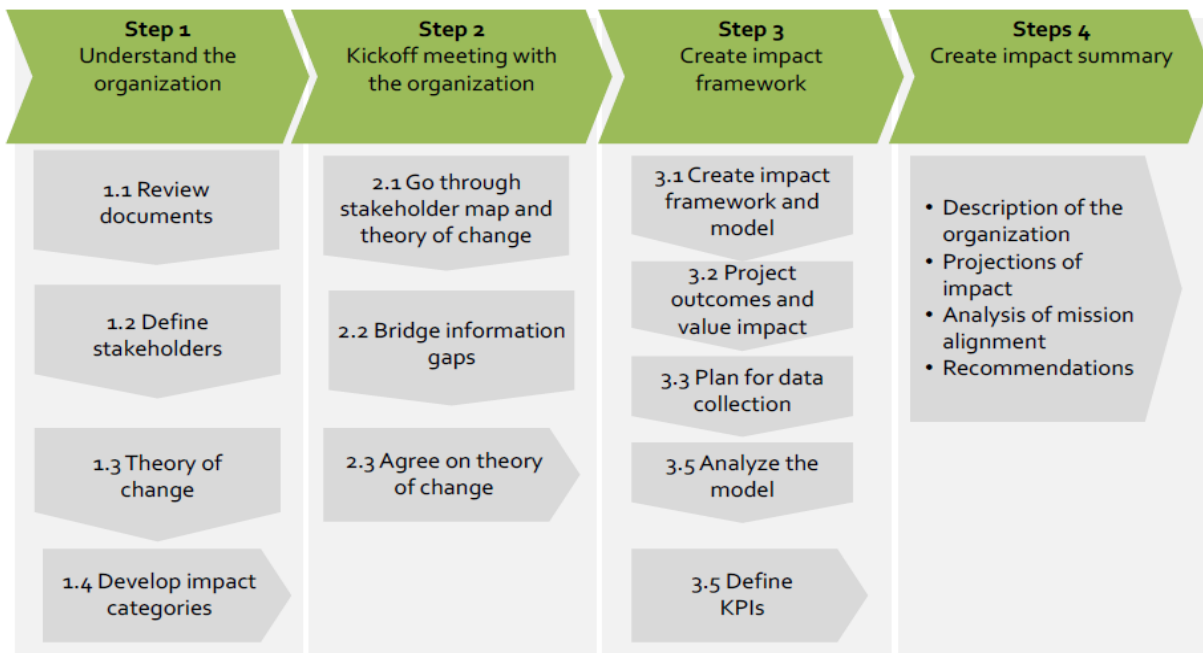
Impact Verification

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

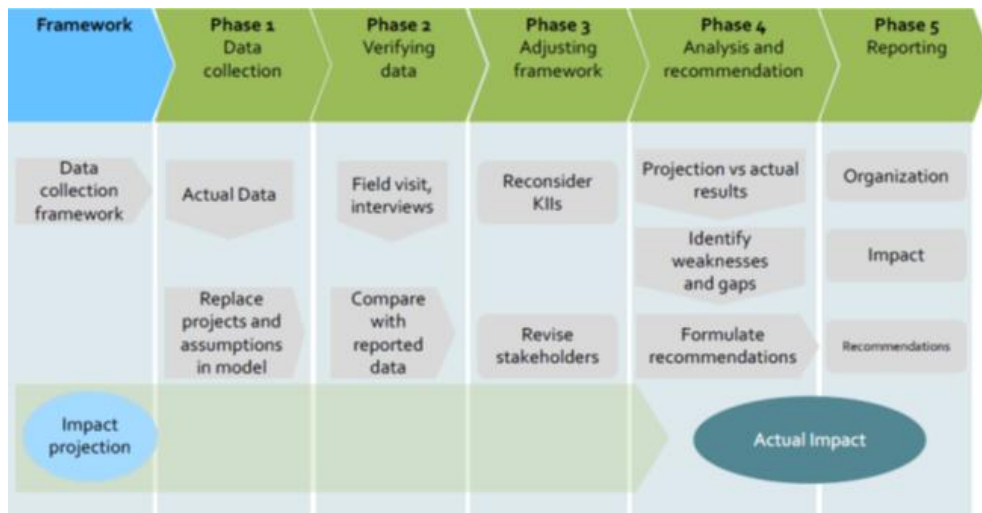
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Framework: Steps



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.

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Phase 4

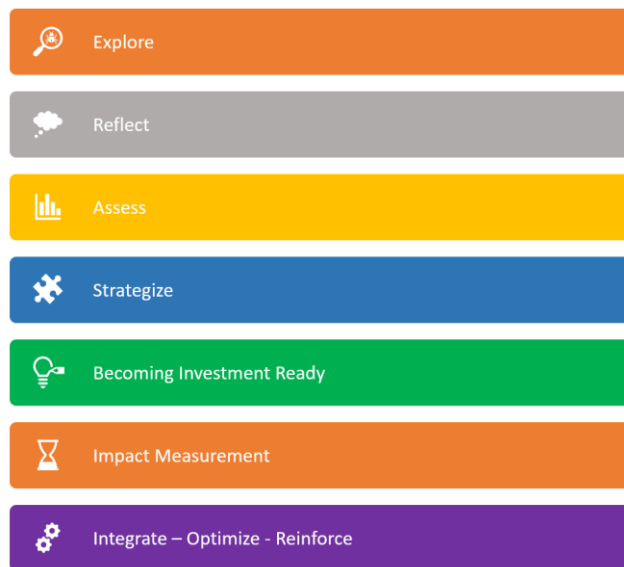
Social Return on Investment (SROI) measures how much social and environmental impact – in dollar figures – results from every dollar invested into the enterprise.

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.
- Advisor for Darena Ventures (Fund for Climate Tech)
- Advisor AxessImpact
- Advisory Board Transport Evolution Africa.
- ENTNEST (SaaS platform) Growth Partner
- Impact Entrepreneur Correspondent (1st Badge).
- Earthshot Prize Reviewer & Nominator at Impact Entrepreneur
- Designed 12-week Impact Investment course for Open University of Tanzania offered to students across Africa and Private Wealth & Family Office members of PWFO.
- Accredited SDG Impact Standards Trainer
- Member of the UNECE Impact Evaluation Working Group
- Member of the UNECE PIERS Technical Panel.
- Team-leader for a number of EU funded Trade, Transit and Transport Facilitation projects (incl. Global Gateway).
- Faith-Driven Entrepreneur Group Facilitator in Swiss Romandie
- Mentor at Founder Institute Impact & Sustainability
- Mentor at VC4A
- Mentor at Imperial College's Global Challenge Lab.
- Leadership – managed 4IP & EU-FwC project teams.
- Moderator of Impact Lions' Den e-pitching series
- Coppet Freedom of Speech Debate Series on ESG issues.
- Interviewer of Invisible Heart Podcast Series on VC GPs.

Selected Portfolio references & Partners



4IP Group

Contact Details



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

<https://www.entnest.com/members/view/4IPGroupSrl#/overview>

<https://www.entnest.com/members/view/ChristianKin#/activities>

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