

I&P Acceleration in Sahel

June 2022



In partnership with the European Union



Partnership
for Growth

Supporting the development of small businesses and start-ups in the Sahel region



Key Information

SECTOR: GROWTH

LEAD PARTNER: I&P Entrepreneurs et Développement

OTHER PARTNERS: I&P, I&P Cameroun, I&P Côte d'Ivoire, Comoé Partners,
Sinergi SA, Sinergi Burkina, Teranga Gestion, Zira Partners

DURATION: 2019-2023

TOTAL BUDGET EUR: 15,5 MILLION EURO

EU CONTRIBUTION EUR: 15,5 MILLION EURO through the EU Emergency Trust



Background



Little desired by investors, the Sahel region is **full of small businesses with high potential of growth**. However, they are considered “too young” and do not have access to traditional sources of funding (bank loans, capital investment, etc.).

Yet, entrepreneurship is a key sector for the growth of many countries in the Sahel region: a growing network of high potential, formal, small businesses is key for job creation, inclusive growth and sustainable development.

To tackle this issue, and to contribute to the stability of the region through the **development of economic opportunities**, Investisseurs & Partenaires (I&P), an impact investing group dedicated to supporting small and medium-sized African companies, has launched a new program, **I&P Acceleration in Sahel**.



Project Details



Initiated and implemented by Investisseurs & Partenaires (I&P) and financed by the European Union, I&P Acceleration in Sahel is an innovative program aimed at **small businesses and start-ups in Sahel and surrounding countries**. The objective is to **give these companies access to the financing and skills needed to foster their development**, thus promoting the creation of decent and sustainable jobs in the region.

To reach this goal, the program offers:

- ➔ **Seed funding** (between 2 million FCFA (€3,000) and 40 million FCFA (€60,000)) per company to mature the business (equipment purchase, operating expenses, R&D, etc.) and help to raise additional financing;
- ➔ **Technical assistance** through individual or collective training and expert missions to strengthen the capacities of companies;
- ➔ **Support for the ecosystem** through a training program entirely dedicated to entrepreneurship support organizations (incubators, accelerators, etc.) to strengthen their capacity to prepare entrepreneurs to fundraising.

Specifically for Ghana, the project aims at:

- Support **3-5** small and medium companies with a high potential impact;
- Foster the entrepreneurial ecosystem through the support of Ghanaian entrepreneurship support organizations (ESO).

Examples of main activities:

- **1** company supported by the program (Eden Tree);
- **2** people from one ESO trained by the program (iSpace);
- **1** information meeting organized in Accra (**20 participants**) with Wangara Green Ventures.

Expected Results



This ambitious program will benefit directly and indirectly to **300 small and medium-sized enterprises and start-ups** operating in various sectors (agribusiness, agriculture, education, training, health, technology, transportation, etc.).

Among the three hundred beneficiary SMEs, **170 will benefit from technical assistance**. Among them 120 will also benefit from seed financing.

40 business developers from **20 entrepreneurship support organizations** will follow a 9-month training program that will benefit indirectly to 130 entrepreneurs.

This initiative aims to create and maintain up to **5,000 jobs**, particularly among vulnerable populations (youth, women).

In Ghana, I&P Acceleration in Sahel especially focus its action on supporting **iSpace**, an Innovation and Technology hub in Accra.

Main achievement

- **2 people** from iSpace directly benefited from a 9 month-training program called Investment Readiness that enable them to consolidate their skills on financial issues and fundraising;
- **40 entrepreneurs** already indirectly benefited from the program through a transfer of skills and abilities acquired by iSpace staff.



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