I&P Development

Annual Impact Report

20
26

Investisseurs & Partenaires

About

Created in 2002, I&P is a pioneering impact investor, committed to financing small and medium-sized African businesses and to supporting the emergence of investment teams across the continent.

I&P Development (IPDEV) is the first sponsor fund dedicated to jumpstarting, developing and supporting pioneer African Fund Managers. For over 10 years, IPDEV has built a unique network of seven partner investment vehicles ('partner funds'), with whom we share common values, tools, and a collaborative approach to investment:

SINERGI
2006
Niger

NERE CAPITAL
2014
Burkina Faso

TERANGA CAPITAL PARTNERS
2016
Senegal

COMOÉ CAPITAL
2018
Cote d'Ivoire

ZIRA CAPITAL
2022
Mali

INUA CAPITAL
2023
Uganda

FAKO CAPITAL
Fundraising
Cameroon

MIARAKAP
IMPACTING WITH ENTREPRENEURS
2018
Madagascar

*Since late 2025, I&P has sold its stake in the asset management firm Miarakap, while remaining a shareholder in the fund

How does I&P Development work?

IPDEV doesn't invest directly in SMEs, but sponsors and supports African investment teams that do.

IPDEV

Sponsors & anchors the funds

Provides seed capital, tools and training, and anchors 20-40% of each fund.

Partner Funds

African-led teams, first time fund managers

Locally domiciled funds that raise the majority of their capital locally.

SMEs

Early-stage businesses

Young African companies, tickets under €1m, overlooked by banks and traditional investors.

Catalytic anchor investor

A minority anchor that de-risks each fund and crowds in local capital.

Team support

From legal structuring to governance and impact reporting, at every growth stage.

A full range of instruments

Beyond equity, IPDEV provides technical assistance and seed funding, via donor programs.

A community of peers

The largest community of pioneer fund managers in African impact investing.

In this report

Overview

Edito & key figures at a glance

10 years of I&P Development

a cross-cutting analysis throughout the document – marked by this symbol

1 Our ESG & Impact approach

Presenting our methodology

2 Strengthening the equity sector

Presenting IPDEV model and a brief overview of each partner fund

3 An impactful portfolio

Diving into the numbers and realizations of the past year for each impact theme

4 Promoting ESG best practices

Presenting the governance and main ESG issues at fund level

Message from the leadership

Sébastien Boyé

Co-CEO, I&P

David Munnich

Executive Director,
I&P Acceleration and
I&P Development

The first ten years were about proving the model. The next ten are about amplifying its impact. African entrepreneurs deserve nothing less.

Ten years ago, I&P Development was born out of a conviction: **Africa's future would be built by its entrepreneurs, with the support from a new generation of African fund managers**. A decade on, based on initial results, that founding conviction has not wavered. If anything, it has deepened.

Over the past ten years, **IPDEV has helped bring seven partner funds to life across some of Sub-Saharan Africa's most challenging markets**. A defining achievement of the IPDEV model is its ability to mobilise local private capital – with 72% of partner funds' capital raised locally. It has walked alongside investment teams from their first steps to maturity. It has opened access to equity financing to over 60 SMEs, and over 200,000 people have benefited from the goods, services, and economic activity generated by businesses in the IPDEV network, in 2025 alone. These are not abstract numbers – they are real people: livelihoods, households, and communities.

Yet the world in which IPDEV operates today looks starkly different from the one it was born into. In the Sahel, fragility has intensified: in Mali, Burkina Faso, and Niger, frequent attacks have led to more and more casualties. Institutional transitions remain unresolved, social tensions are increasing, and the prospect of near-term stabilization appears increasingly distant. Climate shocks – extreme heat, prolonged droughts, or catastrophic floods – are no longer episodic disruptions but structural features of the operating environment.

The sharp reductions in development aid from most of the major donors have abruptly withdrawn a critical layer of support for African economies, leaving SMEs and the families that depend on them more exposed than ever.

In this context, the conditions for impact investing in Africa have fundamentally changed, but not in a way that diminishes the case for what we do – quite the opposite. **When public aid retreats and external safety nets fray, the role of locally rooted, resilient entrepreneurs becomes more vital, not less.**

This is why IPDEV, as it enters its second decade, is not stepping back – it is scaling up. The ambition for this new phase is clear: to double assets under management, to expand the network to 15 partner funds. In the face of growing uncertainty, **the most powerful thing an investor can do is put its trust – and its capital – in the hands of people who know their communities, understand their markets, and have chosen to build, despite everything.**

Message from one of our partner funds

Olivier Furdelle

Executive chairman, Teranga Capital Partners

Mohamed Ngom

Deputy Managing Director, Teranga Capital Partners

This partnership has helped transform a pioneering initiative into a credible regional institution.

Teranga Capital Partners (TCP) was founded on a simple but bold belief: **Senegalese entrepreneurs deserved financing solutions designed around their realities, ambitions and potential**. At the time, the market was still emerging, local references were scarce, and the “missing middle” remained largely underserved by traditional financial institutions. With our founding shareholders and the decisive support of I&P through I&P Development, we set out to demonstrate that **a locally anchored impact investment platform could combine financial discipline, entrepreneurial proximity and measurable social transformation.**

A decade later, this conviction has become a track record. To date, **our impact platform has mobilised more than 70 million EUR*** and supported nearly 40 startups, around 15 growth-stage SMEs, and more than 18,500 micro-entrepreneurs and micro-enterprises. This journey has also delivered important milestones: first successful exits, tangible value creation, structured co-financing with national and international partners, and pioneering blended finance mechanisms in Senegal.

Beyond capital, TCP has helped companies formalise their operations, strengthen governance, expand markets, and reinforce local value chains. These interventions have contributed to **creating, maintaining or consolidating more than 40,000 direct jobs*** with a particular focus on young people, women, rural entrepreneurs and underserved communities. **Behind every figure lies a story**: an entrepreneur taking a risk, a team becoming stronger, a rural producer gaining access to opportunity, or a young person building a more secure future.

Our relationship with IPDEV has been central to this journey. More than an anchor investor and sponsor, IPDEV has been **a strategic partner in building capacity, sharing standards and connecting us to a wider pan-African network of impact funds**. This partnership has helped transform a pioneering initiative into a credible regional institution.

Today, Teranga Capital Partners is entering a new phase. The proof of concept is behind us; the challenge ahead is scale. The financing needs of African SMEs remain immense, while climate, digital, social and demographic transitions make our mission more relevant than ever. Our ambition is to strengthen TCP as a leading impact fund manager, deepen our focus on gender, climate adaptation, resilience and financial inclusion, and support the emergence of local champions across West Africa.

The next chapter is about amplifying what we have proven: that finance, when rooted locally and deployed responsibly, can be a powerful engine of inclusive growth.

**across equity, seed-funding and programs activities*

Key figures at a glance

These key figures refer to the companies in IPDEV's partner funds portfolio, as of December 31, 2025 (except when indicated otherwise). They reflect the results of the companies supported by our partner funds through I&P Development.

Support African entrepreneurship

66
Equity investments by our partner funds since 2015. 6 exits (4 full, 2 partial).

91%
of companies are led by African entrepreneurs

77%
of companies operate in fragile and least developed countries (UN LDC list, 2021)

150+
Seed-financed companies in partnership with I&P

Sustainable jobs that create long-term value

1,700+
permanent jobs maintained or created

86%
of jobs are formalized

50%
of companies offering complementary private health insurance

1.8x
Average wage in portfolio companies is 1.8x higher than the minimum wage

SMEs that create impact for their local economies

172,000+
Clients *(number of B2B, B2C, students, patients declared)*

5,700+
suppliers and smallholder farmers reached

+15,000,000€
paid in taxes to the local authorities between 2016 and 2025.

Key figures at a glance

Promoting female empowerment and leadership

30%
of portfolio companies founded or co-founded by women

43%
of female employees in portfolio companies

81%
of portfolio companies aligned with at least one 2X Challenge criterion

Catalyzing for the investees to raise funds from other investors

X3.1
For each 1 euro invested by IPDEV in partner funds, an additional 2.1 were raised from other investors

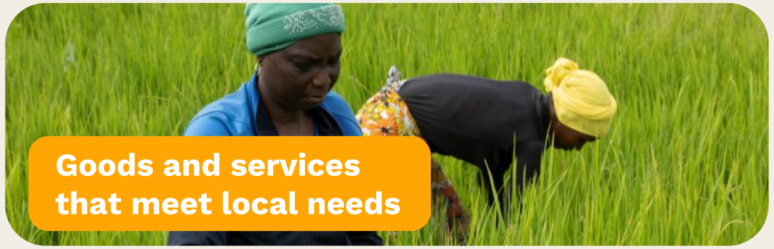
X2.9
For each 1 euro invested by partner funds in portfolio companies, an additional 1.9 euros were raised from other investors

x9
IPDEV total leverage effect from investment in partner funds to funds raised in portfolio companies

Impact on society and stakeholders

9,420+
employees' family members reached

13,000+
Indirect jobs



84%
of companies provide essential goods and services contributing to the Sustainable Development Goals (SDGs)

10 years of learnings on the fund of funds model

When IPDEV was designed, its targets reflected a genuine ambition, and a bet on what patient capital, first-time African fund managers, and a sponsor model could achieve at scale within a generation. IPDEV aimed at jumpstarting 10 partner funds, that would finance 300 to 500 SMEs, and support 14,000 jobs.

This report, drawing on an independent evaluation conducted in 2023 by Palladium, highlights the following lessons:

1. Fund launch takes longer than previously understood

Launching a local investment company and reaching first close has typically taken a minimum of two years. As a first-mover, recruiting the right Fund CEO profile, educating local investors on a novel structure, and navigating regulatory frameworks in fragile contexts all took longer than projected.

2. The need for investment preparation at SME level is significant

SMEs require significant time, education, and effort to become investment ready for equity – challenges which have been exacerbated by COVID-19. The pipeline of genuinely bankable, equity-ready early-stage companies in these markets is smaller than anticipated. Beyond investing, partner funds have become ecosystem builders – running acceleration programmes and developing the pipeline of equity-ready companies from the ground up.

3. To build for the long term, the model requires up-front capital and time to set its roots.

Launching pioneering funds in challenging markets with a less traditional structure slows fundraising, as legal negotiations and approval from decision-making investors requires significantly more time and effort. Doing it right – locally domiciled, African-led, impact-first – means doing it slowly and deliberately. The model was never designed for speed; it was designed for durability.

4. A stronger base for the next decade

Ten years in, IPDEV has learned something that only practice can teach: building local fund managers is vital and possible. It requires time, preparation and resilience – more than the initial model assumed.

Lessons on ESG and Impact (1/2)

Growth timeline

Investee companies grow after investment. Growth patterns confirm that **years 0 to 2 reveal trajectory, while years 3 to 5 are where structural change –** formalisation, governance, market access – genuinely takes hold.

The true value of IPDEV is best read over a 5–7-year horizon.

Short-term performance metrics systematically undervalue the model.

Formalization follows growth

Companies enter IPDEV partner funds' portfolio **with a median formalisation rate of around 65%,** and **by Year 5 that figure converges toward full formalisation.**

This is not a coincidence: formalising employment is both a condition IPDEV imposes contractually and a signal of operational maturity that tends to accompany the governance improvements that fuel growth in the first place.

ESG Improvement

Growth is a necessary but not sufficient condition for ESG improvement. Formalisation is the one ESG dimension that consistently improves alongside revenue growth.

The metrics that do not improve (such as wage and private health coverage) are the ones where the economic incentive is absent or too weak. **ESG improvement is shaped less by intentionality than by economic logic.**

Lessons on ESG and Impact (2/2)

Sectoral social impact

Agribusiness is not the highest-revenue-growth sector, but it generates on average a balanced gross social value – combining solid growth, strong formalisation gains, and substantial job)*. It represents the **largest share of the portfolio**.

It is followed by the **service** sector, **education and health**. The tech sector shows lowest gains*.

**Each company is scored across six impact dimensions and normalised on a 0–100 scale relative to the sample of 19 oldest companies in portfolio.*

More details on page 38

Gender

Women-led companies in the portfolio show **a higher median revenue indicator** than men-led companies, with a median revenue growth (index 100) of 429 for women vs 279 for men at year 7 (despite differences across sectors).

Female-led companies reach equivalent employment levels from a lower starting base. While selection bias cannot be excluded, the data confirms that **female entrepreneurs perform strongly** – a return signal that supports a more deliberate gender-lens origination strategy.

More details on page 35

Health coverage

Health coverage is a **lagging indicator that requires sector-specific solutions.**

Generic impact covenants requiring complementary health coverage are insufficient without a transition plan, co-financing mechanism, and a realistic timeline tied to company revenue milestones.

One-size-fits-all covenants set companies up to fail.

01.

Our ESG and Impact approach

Our ESG & Impact methodology

IPDEV's ESG & Impact approach is implemented indirectly through its partner funds. When launching a new partner fund, IPDEV conducts an ESG and Impact analysis based on the country, environmental and social dynamics and existing frameworks. ESG & Impact considerations are integrated into the funds' shareholders agreement.

As a sponsor fund, IPDEV supports and strengthens the capacity of local investment teams to progressively integrate ESGI considerations into their investment processes and portfolio management practices. This includes the development of tools, methodologies, reporting frameworks and training programs aimed at embedding responsible investment practices across partner funds. IPDEV supports, trains and connects partner funds dedicated ESG and Impact focal points. The ESG and Impact focal points are internal team members, in charge of ESG and Impact coordination within their funds. They act as referents.

Each partner fund then implements a standardized ESG & Impact methodology, which rests on the following components:

Building a high-impact portfolio and identifying ESG risks

Before providing financing, partner funds assess both the potential impact of a project and its ESG (Environmental, Social, and Governance) opportunities and risks. This analysis **relies on international frameworks** such as the IFC Performance Standards, IRIS+, and the 2X Challenge.

Implementing ESG and Impact action plans

Partner funds work with SMEs to design **ESG and impact action plans**, reviewed annually. These plans are tailored to each company.

The support focuses on several ESG and impact dimensions — such as formalization, access to social protection, gender inclusion, and energy efficiency improvements.

Measuring and evaluating impact annually

Each year, IPDEV **reviews the ESG performance and impact** of its partner funds and their companies using an **internal information management tool** (covering more than 40 indicators) based on IRIS+ metrics.

Reporting and sharing impact results

IPDEV publishes a consolidated **annual ESG & Impact Report.** Each partner fund also publishes its own ESG & Impact report.

Report methodology

Data collection

The data presented in this report covers the period from **January 1 to December 31, 2025**. While the partner funds' portfolio currently includes 57 companies, data was collected and analyzed for 49 companies that provided consistent and comparable information for both 2024 and 2025. All data was submitted directly by the portfolio companies, based on a standardized ESG and impact reporting framework.

Data analysis

The analysis is primarily quantitative, comparing key indicators year-over-year and benchmarking ESG and Impact performance against the IPDEV portfolio. In addition, qualitative insights—such as interviews and selected case studies–have been integrated to illustrate specific dynamics or good practices observed in the field. The objective is to identify trends and areas of progress, as well as potential challenges in implementation.

Longitudinal analysis

The findings presented in longitudinal analysis are drawn from studies conducted across a representative sample of 41 SMEs financed by IPDEV partner funds since 2015. It tracks the same companies over time from the moment of investment, measuring how they evolve year after year.

Entry in portfolio	2015-2018	2019-2022	2023
Sample size	10	24	7

Analytical Framework

- Index-100 analysis: For growth indicators (revenue, headcount), from year 0 to Year 7. Year 0 (first year in portfolio) is set as the baseline index of 100, and subsequent years are expressed as a ratio, enabling comparison across SMEs of varying sizes and sectors. Median used as aggregation data.
- Absolute evolution tracking: For binary or threshold indicators (formalization, health coverage, social protection schemes, environmental practices), absolute counts and rates are tracked. To ensure quality reliability of data, timeline goes from Year 0 to Year 4, (except formalization (Year 0 to 5).
- The report also presents the findings of two studies: the IPDEV 2 Fund Evaluation (Palladium, 2024), commissioned to assess IPDEV's operation after 7 years, and The **"How Can African SME Funds Mobilise More Capital?"** report (I&P / Argidius Foundation, January 2025) , providing a broader sector context with over 135 African SME funds.

Limits

The lack of robust and comparable ESG and impact data across Sub-Saharan Africa makes regional benchmarking difficult. No qualitative feedback was collected directly from final beneficiaries or broader stakeholders of the portfolio companies. Lastly, as the data relies on self-reporting by the companies, there may be a margin of error due to inconsistencies in reporting or data entry mistakes.

02.

Strengthening the equity financing sector

A proven model for African private equity

African SMEs face a $140bn unmet financing gap, while 45% of first-time African fund managers never reach first close. Those who do succeed take two years on average to get there – and often longer to reach their target fund size. When IPDEV was launched in 2015, the fund of funds model dedicated exclusively to Sub-Saharan African SME funds was virtually non-existent.

1 - IPDEV fund of funds model works.

The **"How Can African SME Funds Mobilise More Capital?"** report (I&P / Argidius Foundation, January 2025), studied a global sample of 135+ funds, 104 are emerging and first-time fund managers, and 17% of them, including IPDEV partner funds, were backed by a sponsor or platform during their fundraise. Their experience shows that sponsorship has tripled their chances of fundraising success

The study confirms that IPDEV's unique model successfully contributes to fund managers' first closing. The model goes beyond a passive LP participation through IPDEV dual mandate: to provide equity capital to partner funds, and to actively support fund managers in the design, governance, and operational development of their vehicles.

	FAILED TO ACHIEVE FIRST CLOSING	STILL FUNDRAISING	REACHED VIABLE OR TARGET SIZE
EMERGING FUND MANAGERS BACKED BY A SPONSOR	22%	17%	61%
EMERGING FUND MANAGERS NOT BACKED BY A SPONSOR	50%	30%	20%

Source: How Can African SME Funds Mobilise more Capital, I&P/ Argidius, 2025)

2 - More than investors — ecosystem builders.

Beyond their portfolios, partner funds are reshaping local entrepreneurial ecosystems – mentoring entrepreneurs, building advisory capacity, forging strategic partnerships, and inspiring a new generation of African fund managers and entrepreneurs. They demonstrate that African-led private equity can work.

Example from
Teranga Capital Partners

Through its **Suqali** financial inclusion programme, developed in partnership with the Mastercard Foundation, Teranga Capital Partners has supported **16,807 microenterprises** through microfinance institutions, and directly financed **1,056 micro and small enterprises** in Senegal. Building on this success, the team is now deploying the **E4Y** programme, which aims to broaden access to finance for MSMEs across Senegal, Côte d'Ivoire, Benin and Togo.

IPDEV Leverage effect

High catalytic effect

SMEs face **significant difficulty securing external financing** from commercial banks and traditional financiers.

IPDEV partner funds often act as a catalyst for the investees to raise funds from other investors or banks.

IPDEV's fund-of-funds model generates a cascading catalytic effect. Capital flows are sequentially linked, with IPDEV capital being channelled through partner funds before ultimately reaching SMEs.

Partner fund level*

€1 IPDEV + €2.1 other investors = €3.1 total invested

SME level

€1 IPDEV partner funds + €1.9 other investors = €2.9 total invested (vs 3.1 in 2024)

Indeed, each €1 invested by IPDEV in a partner fund helps raise €2.1 more, bringing the average fund size to €3.1. The funds invest in companies, which can raise an additional €1.9 for every €1 raised from partner fund, leading to a final leverage of €3.1 × €2.9 = €9 mobilized for each euro initially invested by IPDEV.

€1 IPDEV + €2.1 other investors = €3.1 total fund size × €2,9 total invested in the company = €9 total invested

**The leverage ratio is calculated on capital raised, following standard DFI and impact fund reporting practice. It reflects the full mobilisation effect of IPDEV's capital, including fund operating costs and management fees.*

Local domiciliation

Investment from the domestic private sector is essential to building a resilient, sustainable, and locally grounded investment ecosystem.

IPDEV co-designs locally-rooted investment vehicles (« partner funds »), anchoring the funds with 20%-40% of the fund size and actively raising the rest from local first-time fund investors. IPDEV was often the first early-stage SMEs investment vehicle experience for local funds investors.

94% Of African investors

72% Funds raised locally

Examples of local investors

- **Insurance companies**: SONAR, the leading insurance company has invested in Nere Capital
- **Corporates**: Sonatel in Teranga Capital
- **Banking sector**: NSIA group in Comoé Capital

Our network of partner funds

1. Comoé Capital

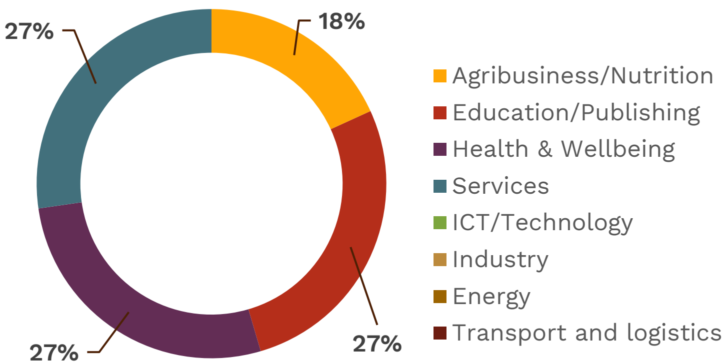
COMOÉ CAPITAL

Country	Côte d'Ivoire
Launch	2018
AUM	€6.65 million
CEO	Djibril Doumbia
Team	15 people

11 EQUITY INVESTMENTS

27 SEED-FINANCED COMPANIES*

Equity portfolio



KEY 2025 IMPACT RESULTS OF EQUITY PORTFOLIO

- **253** permanent jobs maintained or created, **58%** are held by women
- The minimum wage is **38% higher**, on average, than the minimum wage in Cote d'Ivoire
- **149** suppliers, **93%** local
- **91%** of SMEs meet at least one of the SDGs

2. Inua Capital

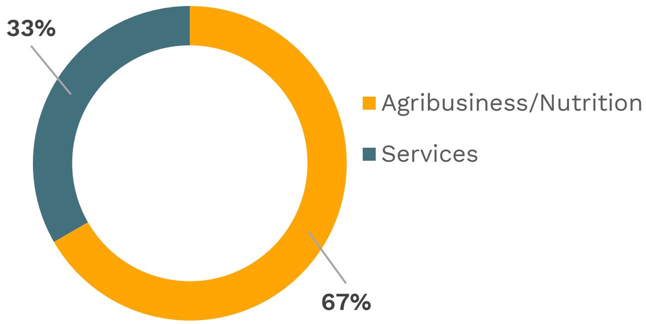
INUA CAPITAL

Country	Uganda
Launch	2023
AUM	€8 million
CEO	Kim Kamarebe
Team	9 people

3 EQUITY INVESTMENTS

6 SEED-FINANCED COMPANIES*

Equity portfolio



KEY 2025 IMPACT RESULTS OF EQUITY PORTFOLIO

- **161** permanent jobs maintained or created, **47%** are held by women
- The minimum wage is **2,96 x higher**, on average, than the minimum wage in Uganda
- **32** suppliers, **100%** local
- **91%** of SMEs meet at least one of the SDGs

*Seed investments in partnership with I&P, Data as of December 2025

Our network of partner funds (2/4)

3. Miarakap

MIARAKAP
IMPACTING WITH ENTREPRENEURS

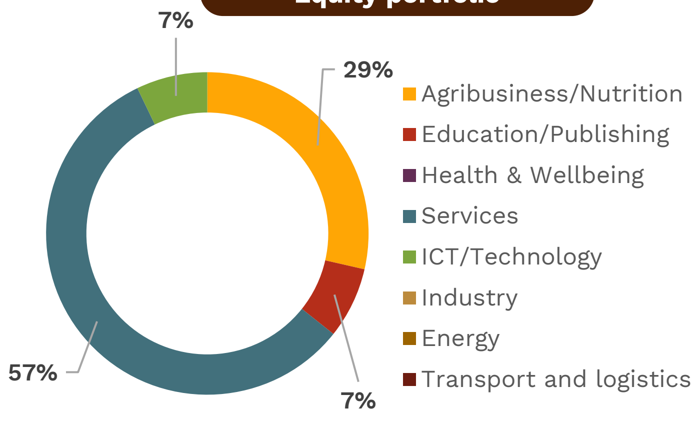
Country	Madagascar
Launch	2018
AUM	€5.9 million
CEO	Emmanuel Cotsoyannis
Team	68 (including Advisory and blended-finance team)

14 EQUITY INVESTMENTS

3 EXITS**

6 SEED-FINANCED COMPANIES*

Equity portfolio



Since late 2025, I&P has sold its stake in the asset management firm Miarakap, while remaining a shareholder in the fund

KEY 2025 IMPACT RESULTS OF EQUITY PORTFOLIO

- **781** permanent jobs maintained or created, **37%** are held by women
- The minimum wage is **22% higher**, on average, than the minimum wage in Madagascar
- **1009** suppliers, **49%** local
- **91%** of SMEs meet at least one of the SDGs

4. Néré Capital

NERE CAPITAL

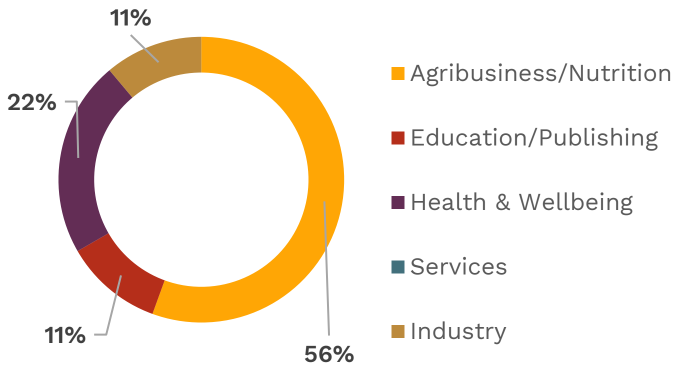
Country	Burkina Faso
Launch	2014
AUM	€2.5 million
CEO	Job Zongo
Team	11 people

9 EQUITY INVESTMENTS

1 EXIT

23 SEED-FINANCED COMPANIES*

Equity portfolio



KEY 2025 IMPACT RESULTS OF EQUITY PORTFOLIO

- **252** permanent jobs maintained or created, **40%** are held by women
- The minimum wage is **2,28x higher**, on average, than the minimum wage in Burkina Faso
- **137** suppliers, **77%** local
- **89%** of SMEs meet at least one of the SDGs

*Seed investments in partnership with I&P, Data as of December 2025

**Two full exits and one partial for Miarakap Investissement / Seed investments in partnership with I&P

Our network of partner funds (3/4)

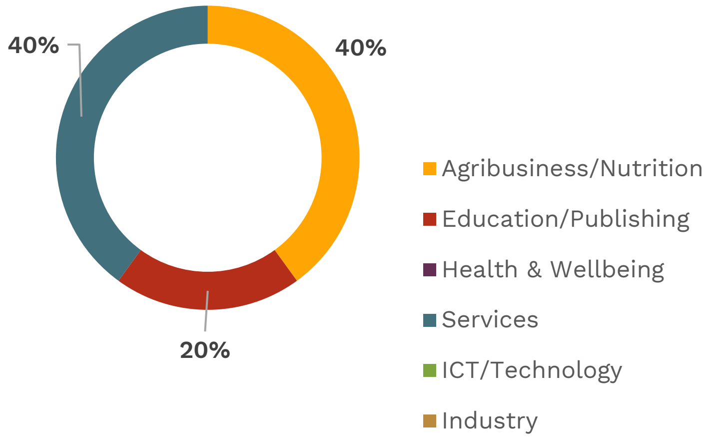
5. Sinergi

5 EQUITY INVESTMENTS

11 SEED-FINANCED COMPANIES*

Country	Niger
Launch	2006
AUM	€1 million
CEO	Adamou Moussa
Team	11 people

Equity portfolio



KEY 2025 IMPACT RESULTS OF EQUITY PORTFOLIO

- **8** permanent jobs maintained or created, **25%** are held by women
- The minimum wage in companies is **equal to** the minimum wage in Niger
- **14** suppliers, **69%** local
- **60%** of SMEs meet at least one of the SDGs

6. Teranga Capital Partners

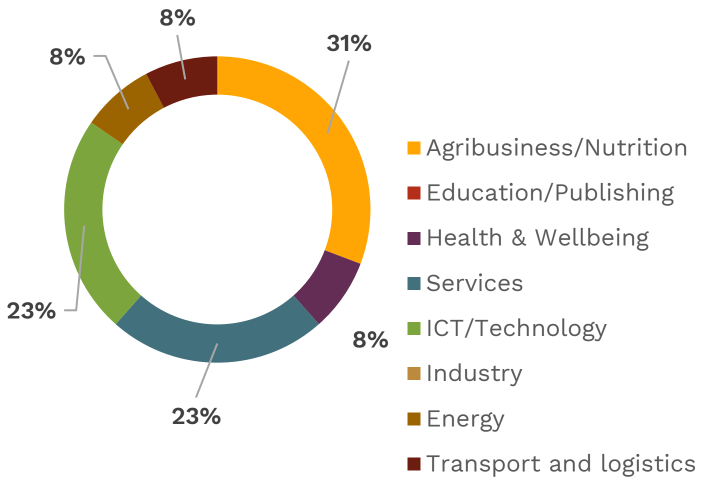
13 EQUITY INVESTMENTS

2 EXITS**

29 SEED-FINANCED COMPANIES*

Country	Senegal
Launch	2016
AUM	€6.1 million
CEO	Olivier Furdelle
Team	20 people

Equity portfolio



KEY 2025 IMPACT RESULTS OF EQUITY PORTFOLIO

- **199** permanent jobs maintained or created, **51%** are held by women
- The minimum wage is **78% higher,** on average, than the minimum wage in Senegal
- **653** suppliers, **64%** local
- **67%** of SMEs meet at least one of the SDGs

*Seed investments in partnership with I&P, Data as of December 2025

**1 full exit and one partial exit for Teranga Capital

Our network of partner funds (4/4)

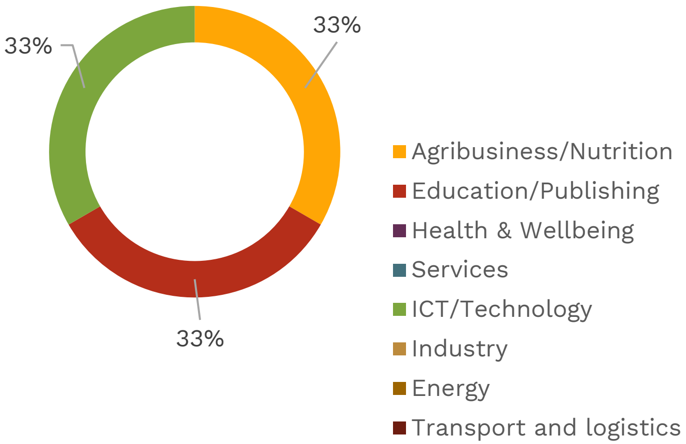
7. Zira Capital

Country	Mali
Launch	2022
AUM	€1.5 million
CEO	Mohamed Keita
Team	6 people

3 EQUITY INVESTMENTS

11 SEED-FINANCED COMPANIES*

Equity portfolio

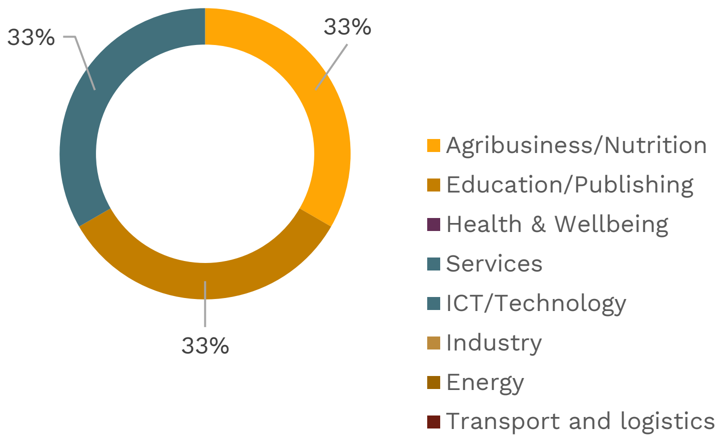


8. Fako Capital

Country	Cameroon
Launch	Expected in 2027
CEO	Vivian Tchatchueng
Team	5 people

19 SEED-FINANCED COMPANIES*

Seed Funding portfolio



KEY 2025 IMPACT RESULTS OF EQUITY PORTFOLIO

- **191** permanent jobs maintained or created, **35%** are held by women
- The minimum wage is 0,89x, on average, than the minimum wage in Mali
- **67%** of SMEs meet at least one of the SDGs

KEY 2025 IMPACT RESULTS OF SEED FUNDING PORTFOLIO

- **279** permanent jobs maintained or created, **51%** are held by women
- **100** suppliers

*Seed investments in partnership with I&P, Data as of December 2025

Portfolio support & growth strategy

To maximize its impact, IPDEV seeks to further reduce transaction costs and strengthen the business model of its partner funds. In this regard, IPDEV has already embarked on an initiative to unlock the value of the network represented by these funds through a dedicated, cross-fund approach.

1. STRUCTURE - TOOLS & RESOURCES SHARING

Unlimited and independent access to a large and diversified range of tools and resources on all identified know-hows, shared by I&P and partner funds.

The package aims at facilitating partner funds' needs for structuration at every maturity stage.

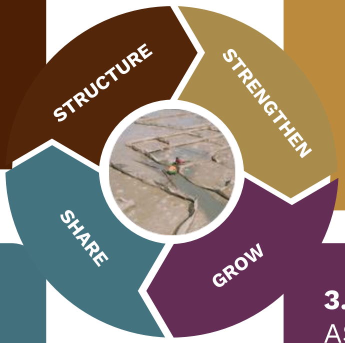
It includes: materials, access to e-learning platforms, subscriptions, software, etc.

2. STRENGTHEN – BILATERAL SUPPORT

Direct and flexible access to I&P's experts from front and middle-office know-hows, depending on the needs identified by partner teams or suggested by IPDEV.

This pillar aims at providing additional face to face and tailor-made support based on the diversity of environments, maturity stages and business model challenges.

It includes: bilateral trainings, discussions & operational recommendations, site visits, documents review, etc.



3. GROW – ASSISTANCE IN FUNDRAISING & DIVERSIFICATION

Technical assistance upon request from I&P front-office professionals and external consultants for partner funds with growth problematics.

This pillar aims at maximizing the chance of success in every growth step of partner funds, whether it is to keep financing SMEs or diversifying activities.

It includes: support in capital increase, program co-designing, strategic partnerships, etc.

4. SHARE - NETWORK ANIMATION

Integration into IPDEV network that provides opportunities of sharing, learning and building in a more collective way, at the African scale.

It aims at creating a community of peers in the impact investment sector in Africa and maximize opportunities it can provide.

It includes: events & networking solutions, communication channels, collective trainings & conferences, careers options, external visibility, etc.

Key milestones of the year

88*

The network comprises 88 professionals who exchange knowledge, expertise, and experience through a range of remote and in-person engagement channels whenever feasible.

**The figure excludes Miarakap's Advisory team members*

10

areas of expertise where I&P provides practical support to teams through dedicated tools, training programmes, and peer-learning exchanges involving champions identified for each expertise area within every partner team.

600k€

of technical assistance raised through the SSNUP programme led by ADA to support small-holder farmers through agri-SMEs

03.

An impactful portfolio

Overview of SMEs featured in the report

As of end 2025, IPDEV partner funds support a portfolio of **57 SMEs** – including three new entrants, and four full exits. The comparative impact analysis draws on data from 49 companies – the three new entrants are included in stock figures only, while six others remain in the portfolio but are currently inactive. Agribusiness and services are the most represented sectors across the network, with Miarakap and Teranga Capital holding the largest portfolios.

57 companies in portfolio

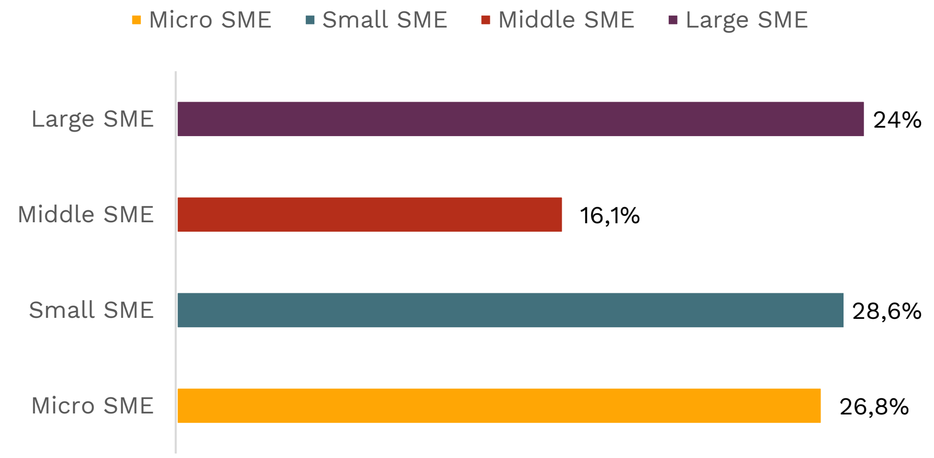
7 countries

Madagascar	26%
Sénégal	22%
Côte d'Ivoire	17%
Burkina Faso	16%
Niger	9%
Uganda	5%
Mali	5%

7 sectors

Agribusiness/Nutrition	34%
Education/Publishing	12%
Health & Wellbeing	12%
Services	33%
ICT/Technology	6%
Industry	2%
Energy	2%

SME size



Size	Turnover €		Employees
Micro SME	x< 100 000	and	5 < 10
Small SME	100 000 < x < 500 000	and	10< x < 30
Middle SME	500 000 < x < 1 000 000	*or*	30 < x < 50
Large SME	x > 1 000 000	and	x > 50

Develop African entrepreneurship

Entrepreneurship lies at the heart of our theory of change. African SMEs face limited access to financing, often considered too risky by commercial banks or traditional donors. Yet, when they receive appropriate financial and strategic support, they can grow rapidly and become powerful drivers of growth and employment.

I&P Development pursues two objectives regarding entrepreneurs:

→ Support SMEs with entrepreneurs rooted in the continent

→ Focus on Least Developed or Fragile Countries

Entrepreneurs' profiles

The entrepreneurs supported have a high level of education and significant professional experience.

77%
have a university-level education

13 years
of experience, on average, in their respective sectors

Leverage effect

For every €1 invested by an IPDEV partner fund, €1.9 are raised by the investees from other investors.

€1 IPDEV partner funds + **€1.9** other investors = **€2.9** Total invested (vs 3.1 in 2024)

Company profiles

77%
of companies operating in Least Developed or Fragile Countries

20.7%
rise in average sales (CAGR, vs 26% in 2024)

57M€
Aggregate revenue reached 57M€ in 2025, up 35.3% YoY

24%
of SMEs now exceed 1M€ in revenue — a clear graduation effect (on 41 companies analyzed for CAGR growth).

Key Figures

57
companies in portfolio

91%
of companies run by African entrepreneurs

77%
of companies operating in Least Developed of Fragile Countries.

2.9
Leverage effect: for every euro invested by I&P partner funds, companies raise an average of €1.9 in additional funding from other sources.

SME focus

CEO

Logo

Creative Technology Mali (CTM)

Interview with Aïssata Yaranangoré, Founder and CEO of Creative Technology Mali (CTM)

How was CTM born?
Creative Techno Mali was built on a clear conviction: to become a leading local technology services provider for organisations undergoing digital transformation. CTM's story is also linked to the reorganisation of CFAO Technologies Mali's operations. With a team of around ten certified consultants who had built deep expertise within that company, we decided to continue the entrepreneurial journey by creating an independent local structure – one capable of maintaining service continuity while developing a fresh vision adapted to the Malian market.

What were the main challenges?
The primary challenge at launch was managing a successful transition: retaining client trust, preserving key skills, and building an autonomous organisation. We made the strategic choice to maintain the employment conditions of our former CFAO colleagues, which allowed us to retain over 90% of the core technical team. On the operational side, equipment financing, working capital needs, and the pace of technological change were constant pressures – challenges we turned into opportunities through team resilience and structured governance.

Why Zira Capital?
We chose Zira Capital because we share a common vision: making technology a driver of growth and competitiveness for Malian businesses. Beyond the financing, we were looking for a strategic partner to support our next growth phase – renewing managed service equipment, strengthening our pre-financing capacity, developing our digital division, and improving our governance. Zira Capital's involvement also strengthens our credibility with multinationals and major players such as mining companies, which represent key growth markets for us.

What about your people and communities?

Human capital is at the heart of our model. From day one, CTM preserved the social benefits of our founding team. All permanent staff hold formal employment contracts and benefit from performance bonuses, health coverage, and monthly fuel allowances. We also provide paid internships for young graduates, giving them real-world exposure to our industry. Going forward, we plan to invest more systematically in career development and training to develop local tech talent.

What is your vision for the next fifteen years?
Our ambition is to make CTM a recognised African technology champion – known for expertise, service quality, and innovation. We want to consolidate our leadership in managed services and maintenance, accelerate our digital division, and expand into new sectors including mining, hospitality, and transport. Above all, we want to demonstrate that a Malian company can deliver international standards and become a key player in the region's technological transformation.

SME focus

CEO

Logo

Rose Eclat

Interview with Fatoumata Touré, Founder and CEO of Rose Eclat

How was Rose Eclat born?
I discovered dried mango during a trip to Europe and immediately fell in love with it. A product of my homeland, elevated by a foreign land. At the same time, my employment prospects back home were limited, and I felt a strong drive to build something of my own. My family supported me, training opportunities existed, and the idea just made sense. That was the beginning.

What were the main challenges?
Financing was the first wall. Being a woman – and building a business with women – made it even harder. At the time, this kind of work was looked down on. People did not take it seriously. We had to prove ourselves constantly.

Why Néré Capital?
Two things: we needed to structure the company properly, and we needed financing. The banks were simply not interested in investing in this type of activity. Néré Capital saw what we were building. The support of Néré Capital changed how we operated. We were no longer alone – there was genuine follow-up, real advice, and someone who cared about how the business was progressing. We moved from a sole proprietorship to a public limited company, and we got the financing we needed for our projects and working capital. The limit? As soon as Néré Capital's exit was announced, the financing difficulties came back immediately. That vulnerability is real.

How do environmental, social and quality standards affect your business?

They are not optional – environmental compliance is already a legal requirement. Beyond that, our clients look closely at these practices and want certifications to back them up. The challenge is mostly practical: the right equipment is often unavailable locally or prohibitively expensive, and our working environment does not always make compliance straightforward. We constantly have to adapt our organisation to meet certification requirements. But the reward is access to international markets – and that makes it worth it.

What is your vision for the next fifteen years?

We want to move to a higher level – scaling up production, introducing new products, and extending our operating season. We also want to make better use of our waste and build a greener facility. The ambition is there. Now we need the means to match it.

SMEs grow after investment

Drawing on longitudinal data from 41 companies with at least two years of revenue records, the evidence is clear: **SMEs backed by IPDEV partner funds grow. The portfolio's aggregate CAGR stands at 24.6%** (26.3% on an expanded sample of 51 companies), with a median CAGR of 15.9%. 72% of companies recorded positive revenue growth, and more than one in three exceeded 25% annual growth.

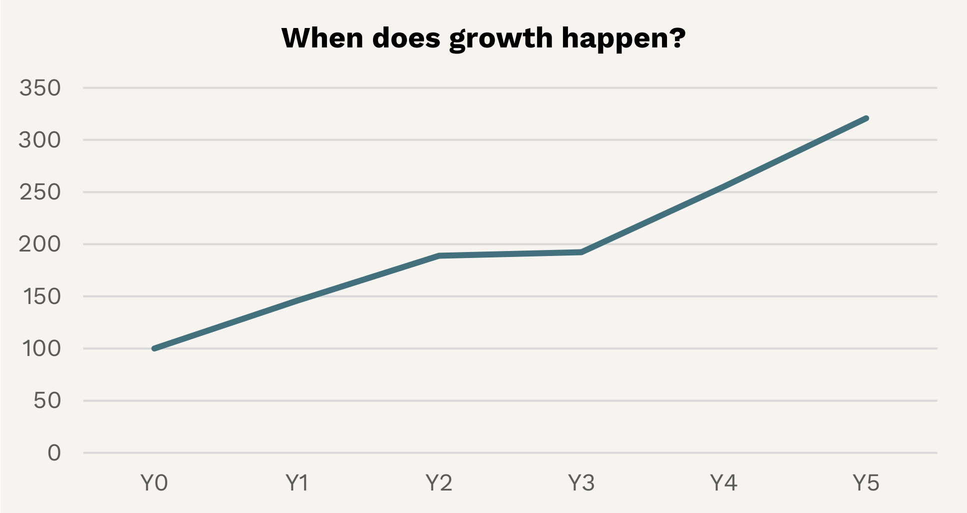
24.6%
CAGR between 2015-2025

SMEs grow steadily, with an acceleration after year 3

Starting from a base index of 100 at entry, revenues reach nearly 200 by Year 5, meaning companies have **on average doubled their turnover within five years of receiving equity financing.**

While sample size naturally decreases at later stages, **the overall trend is one of steady growth.** An initial acceleration follows the equity injection, as companies deploy capital to strengthen their operations and expand their market reach. What is particularly striking is the visible re-acceleration after Year 3, confirming that the full value of IPDEV's support compounds over time.

The practical implication for IPDEV: the first two years are decisive for signaling trajectory, but the 3–5 years window is where structural value is built.



The leading companies share a common profile: agribusiness, patient equity matched to seasonal business cycles, progressive formalisation, and deep local market knowledge from partner fund teams. ICT produces the portfolio's highest individual CAGR, with a few strong performers lifting the average.

Eight companies show negative CAGR with at least 2 years of data. Three distinct patterns emerge, each with different implications for portfolio management. Private education operators targeting low-revenue profile students faced revenue decline in the post-COVID period. Off-grid energy regulatory barriers affecting an energy company demonstrate that although an investment thesis can be right, the enabling environment needs to move along. Two failing tech companies exemplify the ICT market depth constraints.

Promote quality employment and social protection

I&P Development pursues three objectives regarding employment:

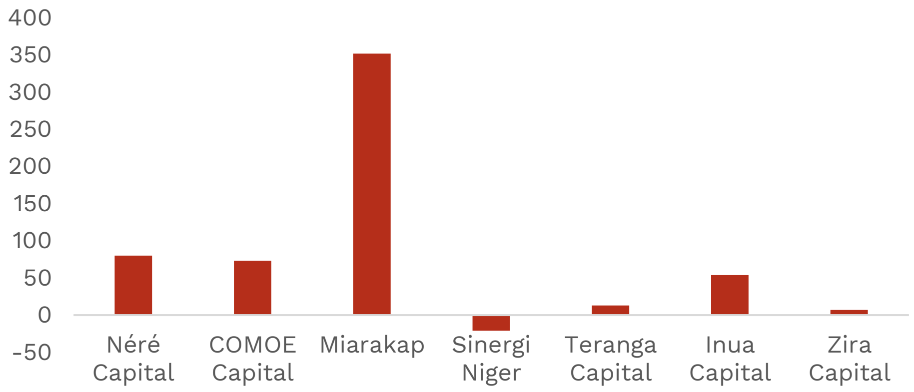
- **Creating quality and inclusive jobs** which include more permanent jobs, social protections, decent wages, and skills development
- Extending **social protections** for investee employees
- Developing **employee skills**

Creating decent jobs (1/2)

As of December 31, 2025, total permanent jobs created and maintained accounted for 1,750 (vs 1,802 in 2024), **558** of which have been created since inception. On average, companies have 33 employees, however, there are huge disparities between them. The reduction in permanent jobs is caused by exits in the Miarakap portfolio, cessation of operations for four companies, as well as company restructuring in Côte d'Ivoire and Madagascar funds.

Companies generated **10,311** job-years over the last decade. A job-year is equivalent to one person employed for one year. The indicator measures the cumulative volume of employment supported over time and captures both newly created and maintained jobs.

JOB CREATION SINCE INCEPTION*



*Numbers fluctuate highly with exits (not added) and new entries in portfolio. Cessation of operations for three businesses at Teranga Capital explained low job creation in 2025

Key Figures

1,750
Permanent direct jobs created and maintained

558
Jobs created since inception

1.8x
Average minimum wage superior to national minimum wage

86%
Of formalization rate in total portfolio

10,311
Job-years since inception

Promote quality employment and social protection (2/4)

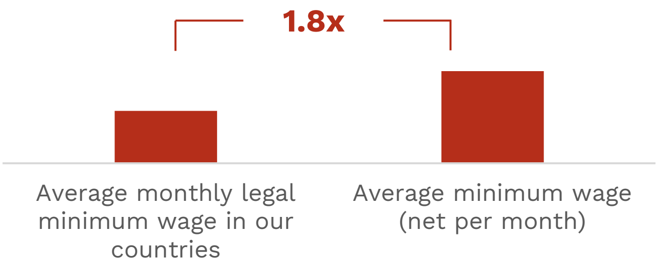
Creating decent jobs (2/2)

According to the International Labor Organization, a decent job is one with access to **productive and adequately paid work**, **safety** in the workplace, **social protection for families**, better **prospects** for personal development and social integration, **freedom of association and speech**, and equal treatment for men and women.

Decent wages

The average minimum wage paid to the workforce of the SMEs within the equity portfolio is **1.8x higher than the legal minimum wage.**

The service sector wage is, on average, 89% higher than minimum wage. While the agribusiness and industry sectors offer, respectively, 49% and 29% higher salaries.



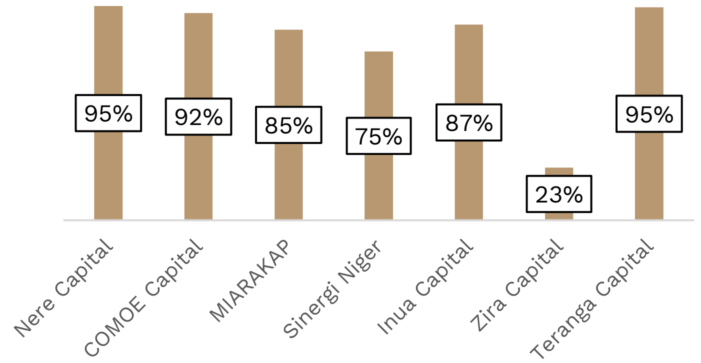
*We use the Purchasing Power Parity (PPP) conversion rate to control for the variable cost of living in various countries. The minimum wage in our countries is the net salary (after social contributions and taxes).

(*) Bhorat H., Kanbur R. and Stanwix B. (2015). *Minimum Wages in Sub-Saharan Africa: A primer.* IZA DP No 9204.

Access to social protections and health insurance

Central and West Africa have the highest shares of informal employment on the continent, estimated at 92.5% and 91.8% respectively in 2024. **Formalization and access to public social protections offer better working conditions and job security for employees and are often regulatory requirements**.

% of formalized permanent employees, by country



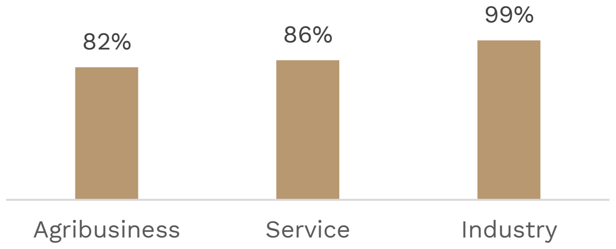
Each IPDEV partner fund **has a strong commitment to progressing towards 100% job formalization** with each investee. Nevertheless, formalization can be a long and complex process for companies.

IPDEV
86%
of investees' employees are covered by a public social security program.

AFRICA*
17%
of the population is receiving at least one social protection benefit.

* Source: ILO, 2022

% of employees with public social protections, by sector



44% of employees covered by private health insurance (vs 32% in 2024)

Promote quality employment and social protection (3/4)

Inclusive Jobs (Gender & Youth)

Women and the labor market in Africa

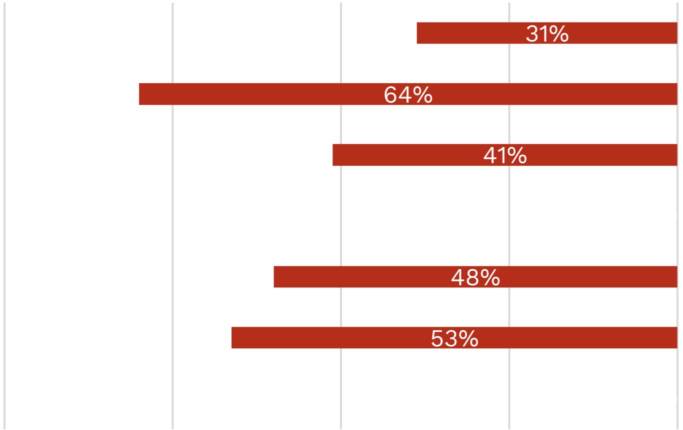
Women are disproportionately overrepresented in the informal economy in more than 90% of countries in sub-Saharan Africa. Women's average share of informal employment in the region's non-agricultural sector is 83%, compared to 72% for men. Their economic participation is further constrained by structural gender inequalities.

Women represent 43% of the workforce in the IPDEV portfolio (vs 45% in 2024), compared to 40% globally (ILO, 2023).

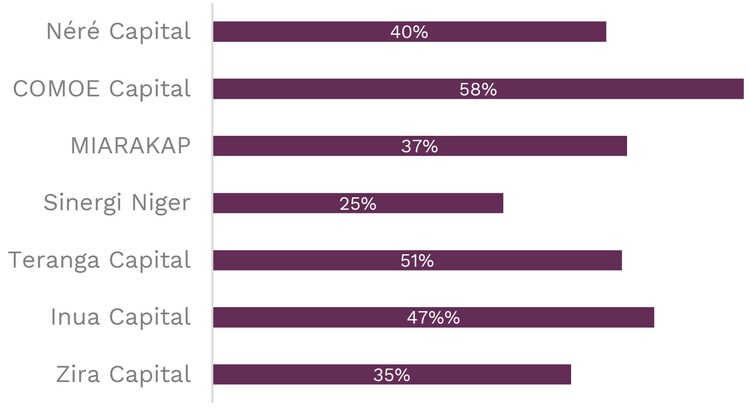
Youth

With over 60% of its population under the age of 25, Africa is the "youngest" continent in the world. However, a significant share of this population—around 40%—is under 15 and not yet of working age[1]. This demographic structure partly explains the relatively low proportion of young employees under 25 years old in IPDEV portfolio companies, which currently stands at 7%. In contrast, **32%** of employees are under 35 years old.

Share of young employees, by fund

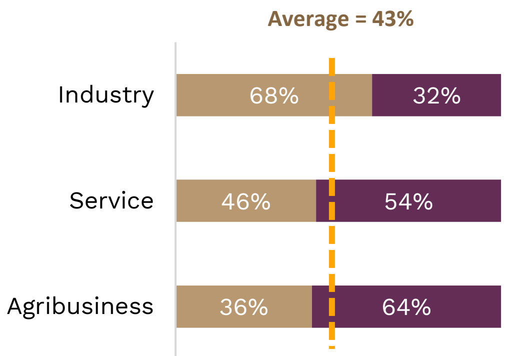


Share of female employees, by fund

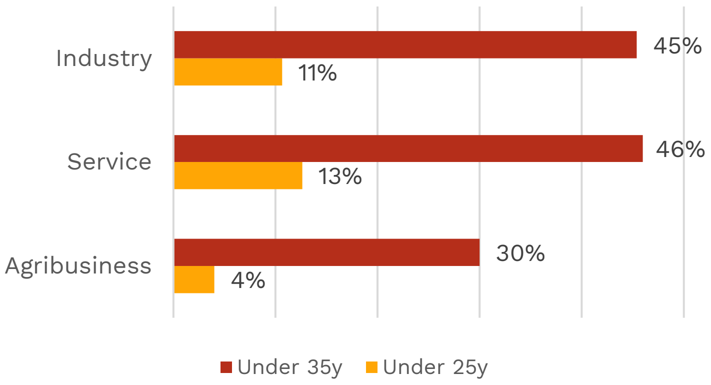


*data not available for Sinergi Niger and Zira Capital

Share of women employees, by sector



Share of young employees, by sector



Promote quality employment and social protection (4/4)

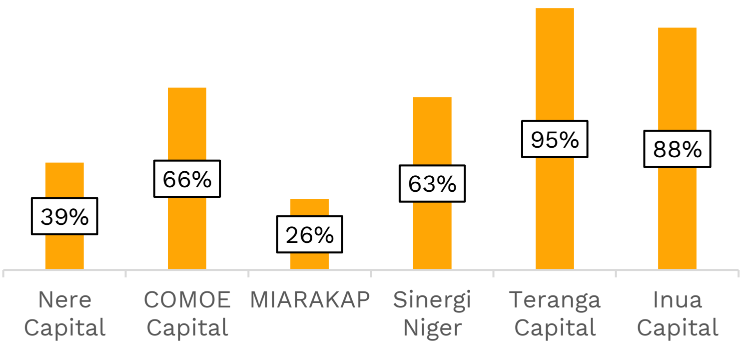
Skills development

The service sector remains the prevalent employer, providing 65% of total jobs. It also employs mostly highly-skilled and middle-skilled employees (41% and 26% respectively).

This year, the agribusiness sector also had the highest number of employees who benefited from training in 2025 (52% vs 30% in 2024), followed by the service sector (44% vs 60% in 2024).

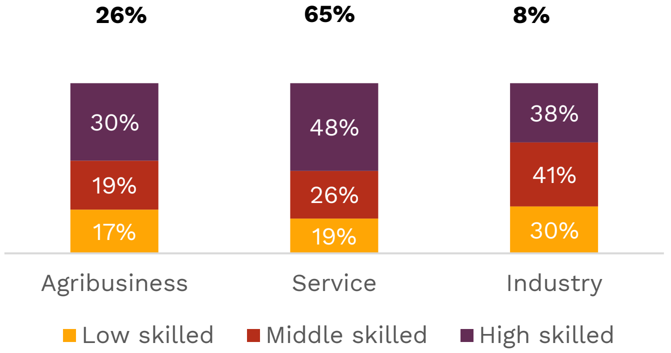
Qualified women represent 27% (vs 41% in 2024) of highly-skilled employees and are mostly represented in the service sector.

Percentage of investee employees trained in 2025, by fund



Overall, 44% of employees (vs 36% in 2024) benefited from training, through 22 investee companies (vs 47 in 2024).

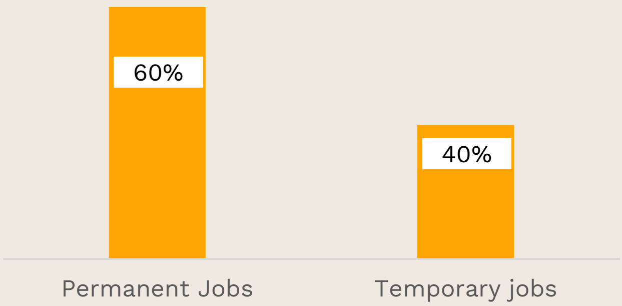
Employment breakdown, by qualification and sector



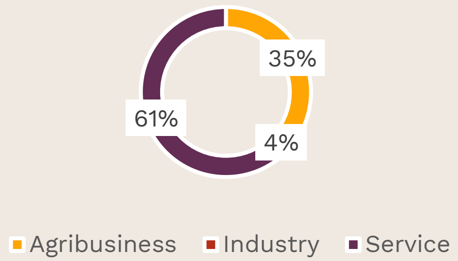
Ex. of low-skilled: factory worker; ex. of middle-skilled: accounting officer; ex. of highly-skilled: management positions

Job partition

In addition to **1,750** permanent jobs, the investees worked with **1,183** temporary workers (interns, daily-paid workers, seasonal workers and service providers). The seasonal jobs represent **67%** of temporary jobs, and those workers are mostly represented in the agribusiness, education and health sectors. **55%** of temporary workers had a formalized contract with the SMEs.



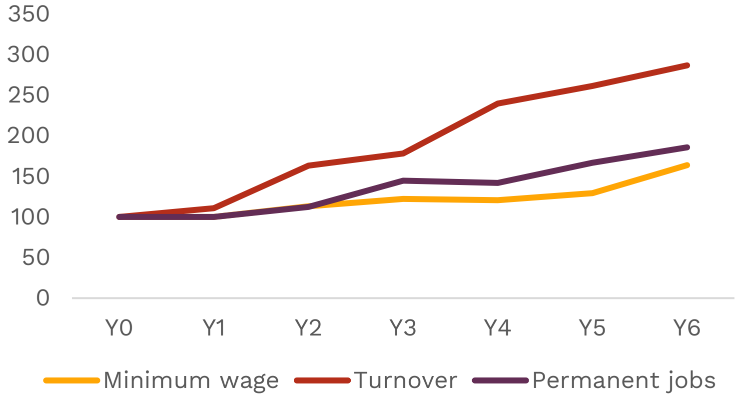
Percentage of temporary employees, by sector



Financial growth benefits employees unevenly

SMEs create jobs, but the employment and minimum wage multiplier lags revenue growth

Portfolio companies consistently create jobs over the investment period. Revenue growth outpaces employment growth, reflecting productivity gains and a structural pattern in SME development: as companies scale, they first invest in productivity – equipment, process optimisation – before converting turnover gains into proportional headcount increases. While minimum wages across the portfolio average 1.8x the legal minimum, salary progression remains modest over time, highlighting the inherent tension between job creation, business growth, and wage improvement.



Growth in revenue, permanent jobs and minimum wage

As companies grow, so does job formalization

Formalisation progresses strongly: the median rate rises from 67% at entry to 100% by Y2, with particularly sharp gains in agribusinesses and services. The education sector shows a zero median delta, reflecting companies that were already highly formalised at entry (high share of permanent jobs, 95%).

	Agribusiness	+42 points
	Services	+60 points
	Education	-3 points
	Tech	-3 points

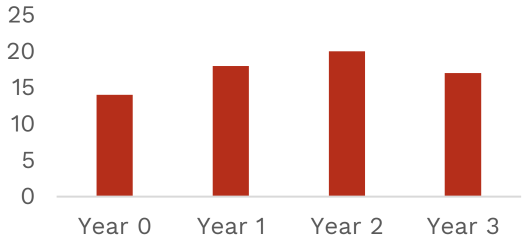
Job formalization increase per sector between Year 0 and year 6

From a gender perspective, female-led and male-led groups converge to 100% by end of portfolio, but women start from a slightly lower initial rate (62% vs 74%), suggesting that women-led companies benefit from a more intense catch-up effect.

A more heterogenous health coverage

Health coverage – specifically access to mutual health organisations (mutuelles de santé) or employer-provided health insurance – remains one of the most challenging social indicators in the IPDEV portfolio. It is the indicator where progress is slowest, and where the gap between formal commitment and practical implementation is greatest. Among the 41 companies in the sample, only 14 provided private health insurance at entry in portfolio. This figure peaked at 20 in year 2, before decreasing to 18 in year 4.

**partial data from year 2019.*



Number of companies providing complementary health insurance

Promoting Gender Equality and Women's Empowerment

In sub-Saharan Africa, women face greater difficulties than men in accessing credit, limiting their ability to invest and develop businesses. Furthermore, gender-based violence (GBV) also results in considerable human, social, and economic costs.

In alignment with I&P's gender strategy, IPDEV pursues the objective of **promoting gender equality through women's empowerment, women's access to leadership positions and decent employment for all within IPDEV, its partner funds and SMEs.**

IPDEV's gender results

Women leadership and Board members at IPDEV level

35% of board members (unchanged) › **23%** of board members in the world[1]

27% of senior leadership positions › **23%** of the executive committee members[1]

[1] Source: Deloitte, Women in the Boardroom: A Global Perspective, 2024

Women at the partner funds' level

60% of IPDEV partner funds teams are women[2] (vs 57% in 2024) › **44%** in Africa Private Capital[3]

23% of board members = **23%** of board members in the world[1]

[2] Including Fako Capital
[3] Source: Gender Diversity in African Private Capital, AVCA, 2024

Women at the investee level

30% of businesses founded by women (vs 31% in 2024)

27% of highly-skilled employees are women (vs 41% in 2024)

36% of board members are women (same as in 2024)

Gender

Portfolio companies are contributing positively to women's economic empowerment. **Women account for 30% of SME owners and directors in the portfolio**, exceeding the global average of approximately 25% for formal businesses. The portfolio also performs relatively well in terms of **female employment and women's access to leadership positions.**

Nevertheless, **opportunities remain to deepen gender impact**. While women are increasingly represented within portfolio companies, gender parity has not yet been reached. Strengthening job quality, workplace inclusion, and gender-responsive management practices should therefore remain a priority. Progress is particularly needed in the formalization of gender-related policies, as only four companies currently report having gender-friendly internal policies in place.

30%
of female entrepreneurs

35%
of women in senior positions

43%
of female employees

81%
of female permanent employees are covered by a public social security program (vs 77% of male permanent employees)

5
companies producing goods and services targeting women

Forna Health Foods – When women lead, communities benefit –Inua Capital – Equity investment in 2024

In Uganda, malnutrition among infants, children, and immunocompromised patients remains a persistent public health challenge – one that disproportionately affects women, who bear primary responsibility for household nutrition. Forna Health Foods was founded by Angella Nabweteme and Hilary Bainemigisha to address this gap directly.

The company manufactures Aunt Porridge and its instant version Instapo! – nutritious, multi-ingredient porridges made entirely from natural, locally sourced Ugandan ingredients, free from preservatives and rich in protein, vitamins and fibre. Designed specifically for weaning infants, young children, breastfeeding mothers, and patients recovering from illness, the products fill a critical nutrition gap that single-grain porridges – the household staple – cannot meet.

21 of 33 employees are women, providing formal employment in a sector where women workers are often informal and unprotected. Beyond the product itself, Forna Health Foods offers its women customers nutrition education and personalised guidance on child feeding challenges, turning a commercial relationship into a community health resource

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companies producing goods and services targeting women

How is IPDEV contributing?

Commitment

IPDEV is committed to promoting gender-lens investing by supporting investment vehicles that integrate gender considerations into their investment strategies and portfolio management practices.

Actions

To achieve this, IPDEV provides technical assistance, tools, and training to its partner funds. Key initiatives include training investment professionals on gender biases, strengthening gender screening within investment processes, and developing guidance on safeguarding and gender-based violence prevention.

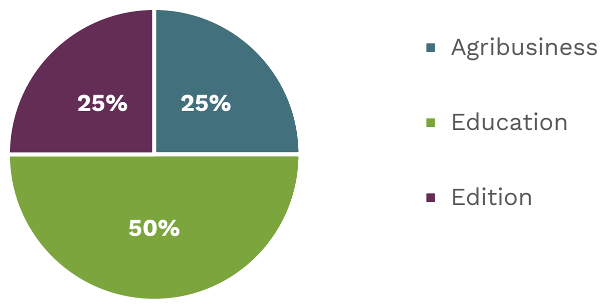
By building the capacity of fund managers and embedding gender considerations into investment decision-making, IPDEV contributes to increasing opportunities for women entrepreneurs, leaders, and employees across portfolio companies.

Gender matters

Finding women entrepreneurs remains a strategic choice

In the longitudinal study sample, women represent 41% of portfolio entrepreneurs (17/41), with strong disparities across funds: Comoé Capital leads at 67%, while Miarakap lags at 27%.

These differences are amplified across sectors: Comoé Capital's high female concentration is directly linked with the high representation of education companies, especially pre-school and basic education, as well as TVET schools. This finding confirms that to increase the number of female entrepreneurs in portfolio, funds must be strategic about it and tackle key sectors.

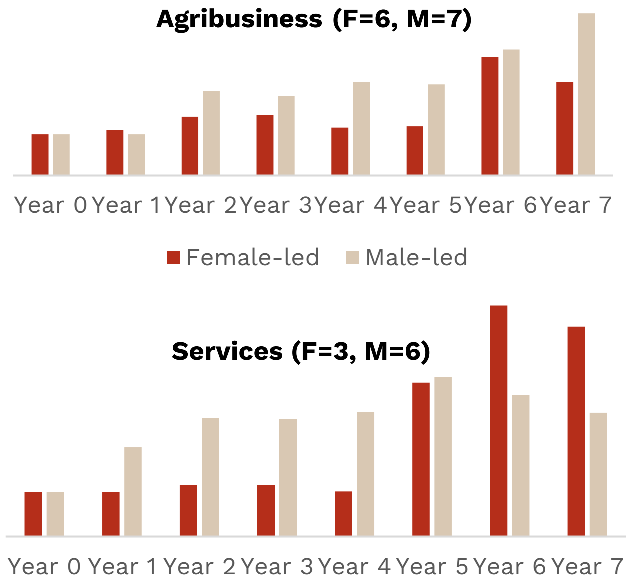


Female entrepreneurs' representation in Comoe Capital portfolio

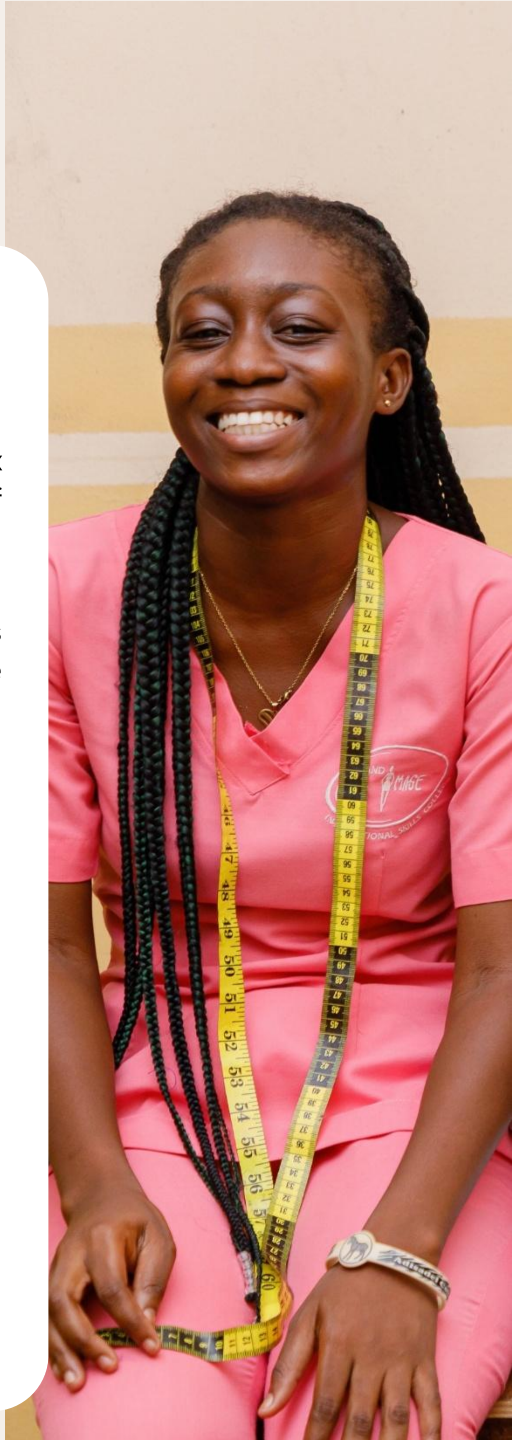
Financial outperformance of women-led companies

The most significant finding is the outperformance of women-led companies revenue growth, with a **median revenue (index 100) of 429 for women vs 279 for men**, at year 7**,** in a sample of 17 female-led companies and 24 male-led.

However, this figure conceals significant sectoral disparities: on a reduced sample, male-led companies in agribusiness outperform female-led ones, while the situation reverses in the services sector.



Revenue growth for female-led and male-led companies in services and agribusiness



Providing SDG-aligned goods and services

IPDEV pursues two client-related objectives:

- ➔ Meet unsatisfied demand for products and services
- ➔ Provide basic products and services to the base-of-the-pyramid customers

Achieve food security and improved nutrition

+400 tons of nutritious foods sold (nutritious porridges for infants and ill, local cereal flours)

Ensure healthy lives and promote well-being for all at all ages

+25,000 patients

200,000 young women benefitting from affordable washable organic cotton sanitary pads manufactured by Palobdé Afrique

Ensure inclusive and equitable quality education

+12,000 students

Affordable and clean energy

Example: **COGELEC,** an electrical engineering company supporting the supply of cleaner and more economical energy for productive rural facilities

Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all

Average minimum wage 79% above the national minimum, 17,000 microentrepreneurs supported by microfinance institutions

Clean water and sanitation

Example: Savonnerie Parfumerie du Houet (SPH), Company producing soap and washcare using shea butter

Achieve gender equality and empower all women and girls

81% of companies aligned with at least one 2X Challenge criteria

Key Figures

73%

of companies offering essential products or services directly addressing the SDGs (equal to 2024).

85%

of partner companies focused mainly on their local markets (and not on exports), thus meeting the needs of the African population and local business partners

7

SDG covered

Environmental engagement of portfolio companies

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EXA FOOD: When climate adaptation is the business model – Miarakap – Equity investment in 2022

Madagascar faces two compounding crises: severe malnutrition affecting large parts of its population, and accelerating deforestation driven by the expansion of conventional livestock farming. **EXA Food addresses both with a single solution – industrial cricket farming and transformation into protein-rich flour.**

Insect farming produces high-quality protein at a fraction of the land, water, and carbon cost of conventional livestock. It generates significantly lower CO_2 emissions than cattle, pig or poultry farming, repurposes organic waste as fertiliser, and creates jobs in some of Madagascar's most vulnerable regions.

EXA Food began as a research initiative within Madagascar Biodiversity Center – an NGO with 15 years of entomology expertise. With Miarakap's investment and support in 2022, it became a viable commercial enterprise, demonstrating that **climate-adapted food systems can be built from local scientific knowledge and backed by African private capital**.

Indirect impacts on local stakeholders

Ripple effects on suppliers

IPDEV pursues two objectives regarding subcontractors:

- Contribute to the development of local suppliers and distributors
- Structure local sector upstream or downstream

57 SMEs

1,984 suppliers contracted by IPDEV investees

59% are local suppliers

*Does not include XOOM, CNC shape, and Flow, for which data are not yet available.

Impact on small producers

A network of **3,700+** local small producers supported directly. However, this figure is underestimated, as companies tend to work more with cooperatives rather than small producers as they grow.

Indirect jobs and impacted lives

Through investments in African SMEs, IPDEV partner funds contribute to the economic development of the continent from a larger perspective.

Our partner SMEs are indeed taking part in an **ongoing dynamic of building and strengthening the African economies** by working mostly with local suppliers and contributing to political stabilization and social redistribution. **Through €57M in revenue generated by companies in 2025, 13,937 net indirect jobs** were sustained* (compared to 10,445 in 2024).

1 JOB = 1 FAMILY

More than **9,400**** total family members supported by employees in 2025

* Based on household size derived from the Global Data Lab and developed by researchers at the University of Radboud, the Netherlands, this figure is estimated by combining the data from different surveys (Demographic and Health Surveys, UNICEF Multiple Indicator Cluster Surveys, World Development Indicators, etc.)

Contribution to national state revenues

Tax revenues represent less than 17% of GDP in Sub-Saharan Africa (vs. 33% in OECD countries - World Bank, 2022). Most companies remain informal to avoid paying taxes and salary charges. The International Labor Organization estimates that **83.1% of Africa's total workforce engaged in informal employment** (ILO, 2024).

In IPDEV countries, the **low level of mobilization of fiscal resources** is a key barrier to developing the most needed public services (water, education…). Since inception, our partner companies paid the equivalent of **€15 million in taxes** (VAT, employer contributions to social charges, and other taxes). €2,467,599 were paid in 2025.

+€15,000,000
paid in taxes to the local authorities since 2015

Social Value: What Matters Beyond Returns

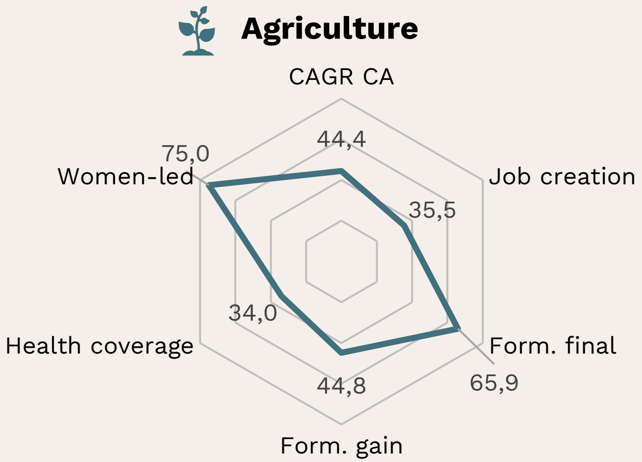
We assessed **sectoral and multi-dimensional social impact** of IPDEV portfolio companies – beyond financial performance alone. It captures positive change that a single investment generates across five dimensions simultaneously: **economic growth, job creation, labour formalisation, access to health coverage, and women's economic empowerment***.

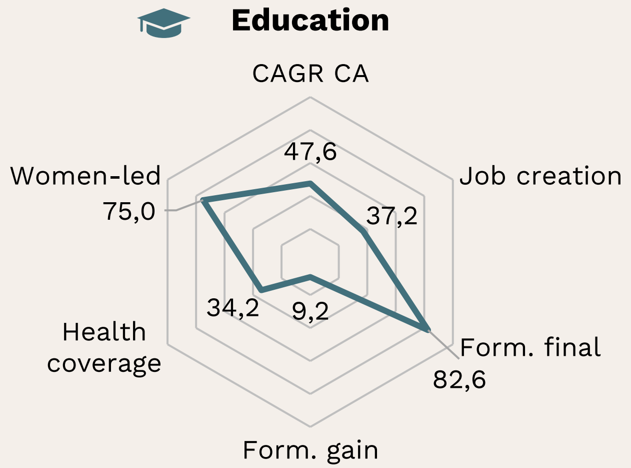
The framework is grounded in IPDEV's longitudinal dataset – 19 portfolio companies tracked from entry (Y0) to Year 7 across five sectors – and is designed to answer a single question: **where does IPDEV's capital create the most complete form of value?**

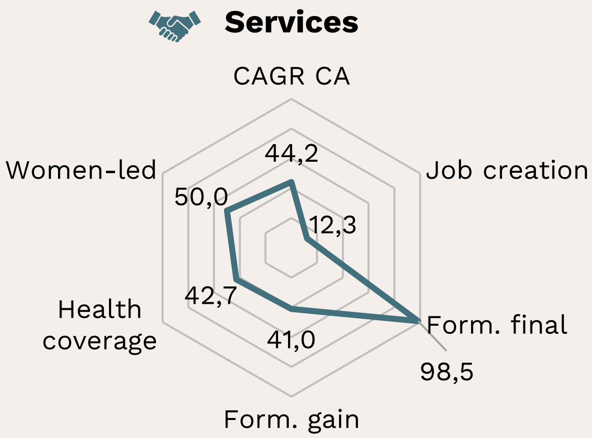
Results show that **Agribusiness delivers the most balanced social impact** profile across all five dimensions. It combines solid revenue growth, strong job creation on permanent employment, and the deepest formalisation gains. It is also the sector with the highest share of women-led companies in the portfolio.

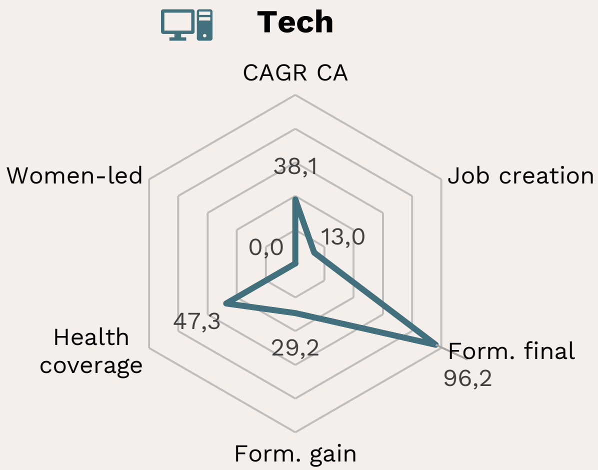
Tech presents the most unbalanced social impact profile. It achieves strong revenue performance in its top companies but generates the lowest job creation, zero women-led companies in the sub-sample, and mixed health coverage.

**Each company is scored across six impact dimensions and normalised on a 0–100 scale relative to the sample of the 19 oldest companies in portfolio.*









Form.final= Formalisation final, share of employees with a formal contract at the last available year of data.
Form.gain= formalisation gain, percentage point increase in formalisation between the year of investment and the last available year.

Our future impact objectives

IPDEV’s objective is to **build African resilience, inclusive and sustainable growth by empowering local fund managers and financing high-potential, responsible SMEs in underserved and high additionality geographies.**

Drawing on the experience and lessons learned from the first phase, IPDEV has updated its impact strategy. While climate and social cohesion considerations were previously integrated across several impact dimensions, they are now recognized as dedicated impact pillars, reflecting their growing importance within the development finance landscape and IPDEV's investment approach.

Entrepreneurship

Develop African entrepreneurship

We support African entrepreneurs, particularly in Fragile and Least Developed Countries, while strengthening local supply chains and distribution networks.

Employment

Promote quality employment and social protection

We encourage the creation of formal, stable, and forward-looking jobs, a key condition for sustainable and inclusive growth.

Gender

Promote women’s empowerment and equity

IPDEV integrates gender equality across all its activities, promoting women’s access to employment, leadership positions, and financing opportunities.

New

Climate

Promote sustainable growth

IPDEV supports its partner funds in their efforts to adapt to climate change and adopt environmentally responsible practices aligned with Paris Agreement Article 7 on Climate Adaptation

New

Social Cohesion

Strengthen the social fabric of communities in fragile contexts.

We integrate conflict sensitivity across our investment chain — delivering essential goods and services, supporting SMEs to build inclusive employment, diverse leadership and community trust in fragile contexts.

04.

Promoting ESG Best practices

Building strong ESG and Impact governance

IPDEV pursues three governance objectives:

➔ Promoting good governance **at IPDEV level** (board of directors, investment committee, extra-financial committee, ESG experts)

➔ Promoting good governance **at the partner fund level** (board of directors, investment committee, extra-financial committee, ESG focal points)

➔ And **at the SME level** (boards of directors, reporting, etc.)

I&P Development

Role: IPDEV is responsible for defining the ESG & Impact vision, policies, and minimum standards applicable across all partner funds. It ensures consistency with international best practices (including IFC Performance Standards and the 2X Challenge Criteria) and alignment with IPDEV's overall theory of change.

Governance: IPDEV ESG and Impact Committee plays a key role in the verification of IPDEV ESG and impact activities. The Committee meets at least once a year.

Partner funds

Role: Each partner fund is responsible for integrating ESG & Impact considerations throughout its investment process and portfolio management. The fund's Managing Director ensures that ESG and Impact responsibilities are properly embedded in the investment team's work. He or She appoints an ESG and Impact focal point to oversee its implementation.

Governance: Each partner fund is required to have an ESG and Impact Committee and to hold at least one Committee per year.

SMEs

Role: The SMEs financed by partner funds are responsible for adopting responsible business practices and implementing their ESG & Impact Action Plans.

Governance: Due to their size, the SMEs are not required to appoint an ESG and Impact Committee. Nevertheless, the partner fund investment officer is responsible for ensuring ESG and Impact integration in SME's governance.

ESG responsible investment funds

Support hands-on ESG and impact champions

As private equity firms are integrating ESG considerations into their processes, strengthening the ESG system of all funds is a core objective for IPDEV. The table below presents the current status of ESG systems across the IPDEV network of partner funds. While several funds have made good progress – particularly on policy drafting and focal point training – there are still gaps to be addressed, especially regarding ESG committees and monitoring practices.

	Comoé Capital	Inua Capital	Néré Capital	Miarakap	Sinergi Niger	Teranga Capital	Zira Capital
Framework	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Policy	Yes	Yes	Yes	No	Yes	No	Yes
Referent	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Committee	Yes	Yes	Yes	No	No	No	No
Report	Yes	Yes	Yes	Yes	No	Yes	Yes

Framework: ESGI is embedded as a core principle guiding the fund's investment and portfolio management approach
Policy: A formalised written document setting the fund's ESG rules, minimum requirements and exclusions
Committee: Funds that have convened at least one formal ESGI committee meeting during the period

Training

In 2025, IPDEV delivered seven training sessions to four partner fund teams, on the following themes: ESG integration in the investment process, gender-based violence integration and an introduction to carbon emission tracking. Several tools were also developed to reinforce their ESG practices. IPDEV created a network of ESG & Impact focal points among partner funds to reinforce knowledge sharing and training opportunities.

Reporting serious incidents

In 2025, two major ESG incidents were reported across the portfolio. A major ESG incident refers to a serious event related to environmental, social, or governance issues that may cause significant harm to people, the environment, or the reputation and operations of a company or fund.

The concerned partner funds diligently treated them and drew conclusions. They strengthened insurance coverage for both portfolio companies and team members.

84% of the SMEs assessed were classified as **Category B*** under the IFC ESG Risk Categorization framework.

*Category B, means that their environmental and social risks and impacts are generally limited, site-specific, largely reversible, and can be effectively managed through appropriate mitigation measures. The remaining 16% were category C.

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How climate will be integrated in companies?

Pre-investment — Climate risk screening (physical & transition), exclusion list aligned with IFC, NDC alignment check

Due diligence — Structured climate vulnerability diagnosis (exposure, sensitivity, adaptive capacity)

Portfolio support — ESG Impact action plans with climate components; technical assistance facility

Capacity building — Training for fund teams and SMEs; shared toolbox across the IPDEV network

Measurement — Progressive GHG intensity tracking (Scope 1→2→3 roadmap); annual climate KPI reporting

Certifications and memberships

IPDEV through I&P is an active member of numerous networks dedicated to impact investing in Africa.

Certifications

Investisseurs
& Partenaires

www.ietp.com

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