



INDEPENDENT IMPACT INVESTING  
AND INFRASTRUCTURE PARTNERS



## 4IP GROUP SHOWCASE

4IP Group is currently an independent and privately held multifaceted development consulting and financial advisory firm formed to prove that investing for financial return and positive social and environmental impact is not only possible, but the future of investing.

## Lines of Business Practices

4IP Advisors	4IP Capital & Connect	4IP Data, Design & Research	4IP Development Partners
Strategic consulting for investment management firms and FinTech that offer Impact Investing & ESG products or services	Helps through Investment Matchmaking to place capital in impact ventures (social/impact enterprises) and funds that address major SDG-related impact issues.	New ESG (Assessment Framework & data processing) programmes: Systematically embed ESG practices across equity impact investing pipeline.	Has a deep understanding of the international development sector— where it has been, and its future potential.
Coaching for Executives and Financial Advisors / Intermediaries	A value creation focused investment-matchmaking process from sourcing through due diligence to deal-making.	Impact investing market builders in Southern Africa & Impact Investing ecosystem development activities in Zambia.	Works with leading international development organizations to address the world's social, economic and environmental issues.
Work with the companies' management teams to further develop growth and increase profitability and competitiveness via effective value chain improvements.	Responsible Investment-Matchmaking Strategy and Governance.	Research driven approach to private equity / debt impact investing as exemplified by forthcoming Impact Investing Handbook.	Responds to tender calls issued by EC; World Bank; Regional DFIs; as members of consortium organized by framework contractors.

## Who We Are

### Our Vision:

We believe in magnifying social good to elevate humanity through mobilizing capital for sustainable development, inclusive and green growth, thereby reshaping markets and creating a world where business and investment decisions are made for the long term, taking environmental, social and governance factors into account.

## Areas of Expertise

- ✚ Certified Impact Investing & Sustainable Finance;
- ✚ Certified Project Finance & Public-Private Partnerships (PPP);
- ✚ Appraisal of (Private Equity/Private Debt) Impact Investment opportunities;
- ✚ Socially Responsible Investing (SRI), Environmental, Social and Governance Investing (ESG), Impact Investing, Mission-Related Investing (MRI), and Sustainable Investing match-making;
- ✚ Customized advisory services for Foundations, Endowments, Non-Profits, Religious Institutions who want to align their investment choices with their mission;
- ✚ Customized advisory services for Families & High Net Worth Individuals (HNWIs) who want to create value through their values;
- ✚ Advisory services for Institutional Investors (Pension, Insurance & Sovereign Wealth Funds), Private Wealth (Investment) Managers, Open and Closed-end Fund managers, and Financial Services firms / Registered Investment Advisors (RIA) as well as independent advisors looking for help with SRI/ESG/MRI & Impact Investing solutions;
- ✚ Shareholder Advocacy & Engagement to achieve positive improvements in companies' behaviour and investors seeking ethical and mission-related investing strategies as well as enhance shareholder value while also making a broader societal impact;
- ✚ Financial and Economic Analysis & Reporting;
- ✚ Help ameliorate company's record in due diligence.



- ✚ Project Design, Preparation and Management;
- ✚ Capital & Financial Markets;
- ✚ Country Risk Assessment & Risk Rating (CPIA);
- ✚ Field structure in Zambia enables us to gain insight into the SADC regions' local economies and ultimately select companies that will deliver both financial & ESG returns.
- ✚ DFI financial instruments;
- ✚ SME Finance & Competitiveness and linkages to Global/Regional Value Chains.

## OUR VALUE PROPOSITION

Impact Investors	Social & Impact Enterprises	HNWI/Family Offices; Institutional Investors; Asset Managers	Public Sector (Central & Local Gov) & DFIs; EU & Dev Partners
Financial Intermediary that matches impact investors with impact enterprises.	An impact investing pipeline of nearly 20 projects around the world, mainly in Africa outside of Zambia.	Coaching for Executives and Financial Advisors e.g. on providing ongoing feedback, guidance, and strategy on rolling out or updating Impact Investing or ESG products.	Special advisor to the PPP Unit A leader in impact investing & PPP related public policy and regulatory work.
Work alongside investment teams at all stages of the investment process, assessing and then implementing a bespoke strategy to produce value in each direct investment.	An additional 15 mainly small-scale impact enterprises (IEs) projects in Zambia.	Involved in designing stage for family office not yet on board the Impact Investing train. Review their strategies to find out if they make sense.	Training/awareness/ Capacity Building workshops/seminars.
Add an Impact Investing or ESG option for your clients.	A continuous evaluation of the ideal leadership structure to provide hands-on support to the management teams of IEs in our pipeline evolving business and corporate needs.	ST-MT Goal setting/ holding Executives or Financial Advisors accountable to ESG/SRI objectives/targets.	Partnership in promoting PPP platform
Incorporates ESG standards into our impact investment match-making / fundraising approach.	Raise private growth capital through our extensive professional networks (e.g. LinkedIn).	Family Office wishing to find a good investment 4IP can support them in this, we can suggest growth-stage IEs.	Operationalization of PPP Program
Investors to leverage 4IP's data and tools to solve program inefficiencies, enhance impact measurement, and boost absolute returns.	Raise private capital by attending/pitching at investment conferences.	Focus our pipeline company selection on well-managed growth-stage companies with sustainable business practices.	Project Assessment
	All pipeline growth stage companies must be subjected to our Responsible Investment Policy and Methodology.		Ex-ante identification, execution and ex-post evaluation of projects.



## **Our Mission:**

We are an international group of change makers working towards quickly becoming a leading financial advisory company for People-First PPPs and impact investment as well as a market reference with Africa focus and global outreach.

We bridge the gap between finance and development, carving out a third space for global social and environmental solutions to deliver performance with purpose to investors across all types of investments.

To help effectively and authentically grow the impact investing field in emerging markets (MICs/LICs) in collaboration with IIX Global (Singapore) and GSGII (London).

To become a private equity / private debt firm investing in *middle market growth-stage companies* located in Emerging and Frontier markets with enterprise values between \$3-5 million and \$50-100 million, and once social enterprises start listing on the social stock exchange also public equity and (women) impact (livelihood) bonds.

To establish our own near-future 4IP Group's Impact Fund whose investment focus will be on high growth companies/SMEs and SDG-oriented impact sectors that combine impact with commercial returns, or in industries that are undergoing *transformational structural change* or that lend themselves to consolidation.

## **OUR GOVERNANCE**

With offices in Geneva, Milan, Paris and Lusaka, and associates / business partners around the world, our reach is global by maintaining a strong global network, albeit with a focus initially on Africa, and our focus is on efforts which foster systemic change (through working with organizations on strategic new initiatives) and sustainable development.

## **OUR GLOBAL FOOTPRINT**

Build a balanced portfolio of activities ensuring business presence throughout the immaterial "value" chain (without thinning out and dispersion):

- On-Field staff (Zambia and Madagascar)
- Presence in the main markets (particularly in Europe: Switzerland, Italy and France)
- Regular ties with Academia, IFIs and other industrial stakeholders.

## **OUR MANIFESTO**

As a leading pioneer of impact investing in Sub-Saharan Africa (SSA), we build pathways to connect the Wall Streets of the World / Financial Hubs of Europe (Switzerland, Italy, and France) with the backstreets of underserved communities in the emerging markets. We are here to achieve sustainable development, inclusive and green growth through:



- Working with Impact investors and entrepreneurs to raise capital;
- Empowering our stakeholders with rigorous advice and research for sound actions;
- Pushing the impact investing space from the margins to the mainstream in SSA and other emerging markets.

## OUR VALUES

- *Impact First*
- *Speaking the Truth*
- *Embrace the Risks*
- *Independence*
- *Purpose Driven.*

## OUR BUSINESS PRACTICES / WHAT WE DO

As innovators, enablers and connectors, we support emerging market governments, multilateral organizations (World Bank; UNDESA; UNECE; UNIDO) and regional organizations (AfDB; COMESA/SADC; CARICOM/OECS); corporations and foundations to design People-First PPP; Hard & Soft Infrastructure Development; and Impact Investing strategies that will maximize their scale, efficiency and impact, either at the organizational level (placement and role of PPP units) or for specific programmes (e.g. Tripartite Transport & Transit Facilitation Programme) and SDG-related markets (Social / Impact Enterprises) through:

- ❖ 4IP Group Advisor
- ❖ 4IP Group Capital Raiser and Connector
- ❖ 4IP Group Research / Knowledge Broker
- ❖ 4IP Group Development Partner

Thus, 4IP services comprise of 4 pillars:

### 1. 4IP Group Advisor

4IP Group is an advisory firm, which brings the best of the private sector strategy skills and rigorous analytical capabilities with deep knowledge and networks across emerging and frontier markets. We work collaboratively across the public and private sectors to fuel inclusive green growth and help clients achieve their goals while also contributing to achieving the SDGs.

Beyond deploying capital directly into impact enterprises, 4IP offers premium advisory services to assist different types of investors in the selection of impact assets across different asset classes, with the aim of maximizing both financial performance and societal impact.

4IP Group also offers advisory services to assist a variety of stakeholders in developing innovative impact finance mechanisms, such as Women Livelihood Bonds (in collaboration with IIX Global in Singapore and IIX Chapter Jo'burg) to be rolled out via the Women in Africa Facility/Fund as well as blended finance.

Our global perspectives are firmly rooted in local realities having lived and worked in more than 1/3 of Africa's 54 nation states. We currently have physical presence in 5 countries: Switzerland, Italy, France, Zambia and most recently Madagascar, and prior recent work experiences in Tunisia, Côte d'Ivoire, Morocco and Cape Verde. By combining in-depth local roots and extensive international experience, our strategies blend the best global ideas and innovations with the local practicalities and partnerships needed for effective implementation.

#### Areas of Expertise

- (impact) investment promotion and awareness building.

4IP Group officials have been directly involved in the establishment of IIX Chapter Lusaka and the funding of its Impact Investing awareness activities in Lusaka, since August 2017.

For more information about IIX Chapter Lusaka click on the Homepage:

<https://www.facebook.com/IIXChapterLusaka/>

- Identifies and supports impact investment opportunities in Africa with the ability to look at companies/projects with both an investor and investee lens.



- Provides impact investors with diversified solutions by offering investment opportunities in different asset classes, regions and sectors that incorporate a range of attractive risk premia.
- Provides a rigorous investment process and long-term view.
- Delivers People-First PPP advisory services:

[4IP actively involved in UNECE PPPs' initiatives](#) and the establishment of the new World Association of PPP Units, 10 May 2018 <http://4ipgroup.org/news/>

- Delivers Impact investment policy advisory services.
- Develops educational initiatives / capacity building training workshops e.g. into institutions and advisory channels.

During his stay in Zambia, Christian Kingombe organized a **two-day workshop on Business Strategies for Social Impact** based on four modules to help the CEOs of the Zambian enterprises in our pipeline obtain a better understanding on Purpose-Driven Leadership, How Business Drives Social Impact, Impact Measurement and Impact Investing. Each participant subsequently received a signed attendance certificate.

Read 4IP group newsletter covering Q2 2018 here: [Newsletter Q2 2018](#)

4IP provides regular training and courses in the following areas: <http://4ipgroup.org/training/>

- Provides Impact Assessment & Impact Measurement.
- Provides **sustainability strategy** and reporting services.
- Designs, develops and implements a **global ESG strategy** across complete investment portfolio/pipeline.
- Aims to develop and implement **an ESG scoring methodology** for institutional investor clients to complete investment pipeline.
- Provides **research and support to asset owners and managers** to help them integrate ESG factors into their investment processes and investment frameworks.
- Combines **academic insights with strategy expertise** and years of experience in private sector development & entrepreneurship to deliver solutions that reshape markets.
- Creates a new corporate impact strategy, **undertakes specialist research or builds practical tools to measure impact**.
- **Sustainable Infrastructure:**
  - Supports our clients – government, private investors, institutions – to **develop inclusive and sustainable infrastructure** in emerging markets.
  - **Creates strategies** for inclusive and sustainable infrastructure.
  - Aims to help our clients **build strategies** at regional, national, and local levels that align partner incentives and optimize benefits for both economies and communities.
  - Helps **channel capital** into infrastructure development.
  - **Develops innovative financing structures and platforms** that combine public and private sources of *blended capital* towards infrastructure projects.
  - Works with **emerging growth companies** in Agriculture and Food; agro-processing, Renewable energy, ITC, Education (TVET), Transport Infrastructure; Manufacturing and Affordable Housing to ensure that they are on a path to a sustainable, profitable business model.



- **Agriculture and Food security & Agro-Processing**
  - Creates **innovative and inclusive agri-finance analysis** to increase public and private investment to farmers, cooperatives, and processors and to design finance facilities that support these businesses.
  - **Supports and evaluates / assesses programmes and funds** that support agriculture to ensure that ongoing and future projects impact everyone along the agricultural supply chain sustainably and equitably.
- **Renewable Energy**
  - Markets Africa as a **unique challenge for centralised forms of public infrastructure** such as national power grids, a fact that has resulted in massive under-investment.
  - Believes that Africa's **geographic and resource challenges offer a unique opportunity** for the continent to shift the thinking on how to achieve access to electricity for all.
  - Believes that by **prioritising mini-grid technology**, using solar photovoltaic panels and lithium ion batteries, Africa can chart a new path towards universal electrification – one where electricity is generated right where it is needed.
  - **Helps investors** place the right bets in a fast moving renewable energy landscape.
  - Aims to engage as **learning partners** for large energy related programs, helping our clients track progress, measure efficiency and ultimately evaluate and maximize social impact.
- 4IP Group focuses on **impact enterprises with three defining characteristics**.
  - First, we acquire platform/portfolio/pipeline companies with *a strong management team and infrastructure* to further grow the platform/pipeline.
  - Second, we aim to actively screen sub-segments of the market and focus on identifying category/sector-focus winners that are (potential market) leaders in the sub-segment in terms of market share or growth potential.
  - Third, we search for niche leaders with value creation potential.

You can access a selected list of our impact investment opportunities here:

<http://4ipgroup.org/portfolio/>

Interested impact investors should contact [TMourgues@4ipgroup.org](mailto:TMourgues@4ipgroup.org) to access the teaser for each project here:

<https://www.dropbox.com/s/ab9pkx4cl2bov48/4IP%20Group%20LLC%20Investment%20Pipeline%20Summary%20April%202018.pdf?dl=0>

## 2. 4IP Group Capital Raiser and Connector

4IP Group is an impact investing intermediary, which facilitates impact investing that catalyze economic and social change (ESG/SDG). We advise on impact investing and develop impact investing strategies. We also aim to design new innovative ways to invest in emerging markets, particularly in Africa, and to mobilize private capital to tackle the SDG & COP21 challenges and thereby create tailored solutions that accelerate inclusive and green sustainable growth.

From our offices in Geneva, Milano, Paris and Lusaka, we work with a diverse range of clients in the public and private sector, including investors and asset managers, sector catalysts and (social/impact) entrepreneurs.



## Areas of Expertise

- Impact Investing Strategy Engagement:
  - An **increasingly experienced advisor** on impact investing.
  - **Partner with** a diverse range of funders, investors and promoters to maximize the *efficiency and effectiveness* of their impact investments.
  - Help our clients **identify and address the most important issues** for their impact investment strategies that guide effective execution and generate positive financial, environmental and social returns.

4IP Group has potentially **an international client base** of over 1'000 institutional and family office investors around the world captured in our **global impact investor database**. In 2018/2019, client demand will be more concentrated around countries in continental Europe such as Switzerland, Italy and France as well as Denmark.

While 4IP Group recently completed the up-dating of our global Impact Investor database, should any investors / investment funds in these countries who still haven't received our marketing material look to be investing in *early and growth stage equity in Africa* or simply be looking for related advisory services within 4IP Group's services areas of expertise, please do not hesitate to contact us by writing to: [info@4ipgroup.org](mailto:info@4ipgroup.org)

- Provides (impact/social) **entrepreneurs within our investment pipeline with financial services** tailored to their immediate needs.
- Bridges our client's **objective with the reality** of their local contexts.

The 4IP Group through its local Zambian impact investment portfolio officer is continuing our process of sourcing social / impact enterprises and SDG-related infrastructure projects in Zambia. We invite Social/Impact Entrepreneurs; CEO's of SDG-impact oriented enterprises as well as SDG infrastructure project developers interested in granting the 4IP Group a mandate to raise Private Equity / Debt capital for their growth-oriented ventures, to get in touch by writing to: [ckingombe@4ipgroup.org](mailto:ckingombe@4ipgroup.org) and/or [haggachomba@gmail.com](mailto:haggachomba@gmail.com)

- Full Investment Management Mandate:
  - Provides **holistic advisory services** throughout the impact investing process, including strategy development, transaction advisory, and post transaction advisory.
  - Our **experience** expands across several regions (Europe, Sub-Saharan Africa, MENA and Asia) and sectors (Renewables; Agribusiness/agriculture & food; Manufacturing; TVET; Eco-Tourism; Transport Infrastructure/PPPs), which allows us to support our clients to identify and meet feasible investment objectives and requirements.
  - We currently have started **building portfolios** that are equally driven by *purpose* (SDG/ESG effectiveness) and performance (efficiency).

[4IP Official Sponsor and speaker at African Investments \(AFSIC\) Southern African Investor Trip – Lusaka, June 11-12th 2018.](#)

*4IP Group sponsored and pitched at The African Investment 1<sup>st</sup> Impact Investing Conference in Zambia, which took place – June 11-12th, 2018 – at the Southern Sun Ridgeway Hotel – in Lusaka. Please click on the link to download the conference brochure: <https://www.africaninvestments.co/agenda-southern-africa-zambia/>*

[4IP Official Sponsor and speaker at ESAFON 3rd Impact Investing Conference – Geneva, April 19th](#)



4IP Group sponsored and pitched at The ESAFON 3<sup>rd</sup> Annual Global Impact Investing Conference entitled "GLOBAL IMPACT INVESTMENT STRATEGY" considered a *Strategic & Practical Tools for Asset Owners, Family Offices & Institutional Investors*. The Conference took place on – April 19<sup>th</sup>, 2018 – at Mövenpick Hotel – in Geneva. [Please click on the link to download the conference brochure](http://esafon.com/app/webroot/upload/files/C1820-12-03-2018.pdf) <http://esafon.com/app/webroot/upload/files/C1820-12-03-2018.pdf>

- Deal Advisory
  - **Advises clients throughout the investment cycle** – from sourcing and vetting deals, to executing transactions, and managing portfolios.
  - By tapping into our extensive network, generates **robust transaction pipelines** in line with a client’s goal and propose impact investment recommendations.
  - Conducts **due diligence** on identified targets, oversee **structuring and negotiation** of deals, and **monitors and impact assesses** the success of deals post investment.
- Investment Vehicle Structuring
  - Aims to **design and structure impact investing funds and instruments** – in view of our aim to establish our own impact investing fund within the next 2-3 years – that mobilize significant amounts of capital to tackle the SDG challenges.
  - Aims to create **new financial vehicles, tools, and products** that increase the efficiency and effectiveness (ESG/SDG) of impact investments.
  - Works with **a range of investors** – including institutional investors, development finance institutions (AfDB; DBSA); donors; foundations (SIF) – to design successful financial instruments and unlock new sources of capital that generate improved financial, environmental and social returns.
- Innovative Finance
  - Aims to bring together multilateral organizations, governments, corporations and philanthropists to develop **effective solutions and unlock new sources of funding**.
  - Aims to identify financial bottlenecks in the development space;
  - Identifies untapped opportunities in financial products and structures;
  - Bring together stakeholders to create mutually agreeable long-term partnerships;
  - Designs tailored financial solutions.

On May 30<sup>th</sup> 2018, 4IP Group LLC hosted at the Impact Hub Geneva the SECOND IMPACT WORKSHOP MEETING of the ESAFON led by the SWISS IMPACT INITIATIVE. <http://4ipgroup.org/news/>

- Renewable Energy
  - Has previously **worked extensively in renewable energy markets**, with deep expertise in financing centralized and decentralized renewable energy solutions.
  - Aims to establish **energy financing facilities and investment funds** for DFIs and complete due diligence for private sector investors.
- Technical & Vocational Skills Development / TVET & Private Investment in Education
  - Believes that education improvements throughout SSA are not occurring fast enough, limiting the gains over the last 25 years in literacy rate across the continent.
  - Believes, given the enormous funding gap of over US\$1 Trillion, that there is an urgent need to focus attention towards the education system in general and TVET in particular.
  - Believes, since Governments are squeezed from all ends due to rising population and increased demand for education, **now is an opportune time for private investors to enter the market**.



- Aims to **facilitate Private capital**, including impact investing, flowing throughout SSA to innovative low-cost education business models, high impact technology products and financial systems with the intention **to bridge the access to education gap**.
- Aims, since the private investment market is still nascent, to **identify and promote the most promising education/TVET investment opportunities** throughout SSA to support inclusive growth e.g. through PPPs and VCFs.

### 3. 4IP Group Research & Knowledge Broker

4IP Group as a **hybrid think and do tank** contributes to the advancement of **knowledge on Impact Investing and People's First PPPs** through reflecting on our own experience and practice as well as by disseminating main key take-aways of (academic/industrial) research and conferences that can support on-field implementation both at policy and transaction levels. 4IP partners are actively involved in **research and can mobilize a network of academics and colleagues** with similar Third Way (i.e. Conscious Capitalism) philosophy and orientation using a variety of communication channels and media (books, articles, working papers, conference presentations, blogs, etc.)

#### Activities

As an **ESG content, research and analytics firm** 4IP Group:

- Provides insights and analysis to stakeholders across the **investment impact value chain**.
- Helps clients (investors & investees) write their **logical framework model** (i.e. theory of change) to improve their organization's effectiveness.

4IP Group has recently carried out its **first Impact Investing Training workshop** for its Zambian pipeline impact companies in Lusaka, which e.g. examined the different levels of rigor for each logic model using real-life examples, as well as how to assess an organization's inputs, outputs, and Social Return on Investment (SROI). For more information contact: [ckingombe@4ipgroup.org](mailto:ckingombe@4ipgroup.org)

- Provides Private Equity Impact Investing research.
- Edits an Impact Investment Handbook published by **Palgrave Macmillan**.

Our Handbook Proposal on Impact Investing received peer review from three external and anonymous reviewers. The book will be edited by the three managing partners of 4IP Group in our independent academic and advisory position, covering all important aspects of Impact Investing in Emerging markets. We have already **short-listed the world's leading thought leaders and practitioners in the field** to join this research project as chapter authors. Should other readers who haven't received the Chapter Book Proposal via e-mail over the next few weeks wish to learn more about the content and structure of the book in view of contributing to the Handbook, please write to [Esarmento@4ipgroup.org](mailto:Esarmento@4ipgroup.org) or [ckingombe@4ipgroup.org](mailto:ckingombe@4ipgroup.org)

- Academic articles publication and Peer Reviewed Journal editorial services e.g. at **Global Economy Review** of the International Institute of Global Economy (IIGE).
- Background, Working and Discussion Papers.

[Working Paper – Recent trends in Impact investing policy, by Thibaut Mourgues](#), 6 Nov 2017



Read more and comment here: [Impact Investing policy](http://4ipgroup.org/wp-content/uploads/2017/11/Impact-Investing-policy-.pdf) <http://4ipgroup.org/wp-content/uploads/2017/11/Impact-Investing-policy-.pdf>

[Zambia's Impact Investing eco system: an introduction](#), 30 Oct 2017

Read more here: [The Impact Investing Mapping of Lusaka intro](http://4ipgroup.org/wp-content/uploads/2017/10/The-Impact-Investing-Mapping-of-Lusaka_intro.pdf) [http://4ipgroup.org/wp-content/uploads/2017/10/The-Impact-Investing-Mapping-of-Lusaka\\_intro.pdf](http://4ipgroup.org/wp-content/uploads/2017/10/The-Impact-Investing-Mapping-of-Lusaka_intro.pdf)

- Newsletters, Blogs and newspaper articles.

4IP group's latest newsletter covering Q2 2018 is published. Read it here: [Newsletter Q2 2018](#)

- Research Associate at Centre for Socio-Economic Development (**CSEND**).
- 4IP Group is a **frequent speaker** and contributor to the **thought leadership on Impact investing**, ESG and Sustainable Investing topics.

Christian Kingombe provided a Guest Lecture on Impact Investing at the CSEND Geneva Programme on Global Leadership, 5th Sept 2018

- Presentations for international/institutional conferences
  - **Thibaut Mourgues** has e.g. been invited three times as speaker by **UNECE's** International PPP Centre of Excellence's Committee on Innovation, Competitiveness and PPPs, Geneva, March 21th, 2017 (20-21 March, 2017) and the International PPP Forum organized by the **UNECE International PPP Centre of Excellence** in Hong Kong (9-11 May, 2017); and the **UNECE's International PPP Forum** in Geneva (26-28 March, 2018).

[UNECE international PPP Forum – Presentation Thibaut Mourgues](#), 22 May 2017

[UNECE Committee on PPP – 11th meeting – Presentation Thibaut Mourgues](#), 26 March 2017

<http://4ipgroup.org/news/page/2/>

- **Christian Kingombe and Thibaut Mourgues** have been invited to give a seminar on Impact Investing by **UNIDO's** Trade, Investment and Innovation Department (June 2017). <http://4ipgroup.org/news/page/2/#>

[2nd Annual Global Impact Investment Conference](#)

**Views on How to Implement a global impact investment strategy, Part 1/3**

*By Christian Kingombe, 24 May, 2017*

<http://4ipgroup.org/news/page/2/>

- Active LinkedIn presence: <https://www.linkedin.com/company/4ip-group/>

Thus, 4IP Group's contributions are widely recognized through numerous publications and participations to seminars; conferences, workshops and international working groups.

You can access a selected list of our papers at: <http://4ipgroup.org/resources/>

## 4. 4IP Group Development Partners

Institutional clients, such as DFIs/IFIs; Bilateral Development Partners/OECD-DAC Member States; or the European Commission as well as EU Framework Contractors who wish to access our capability statement when it comes to our Development Services please write to [Esarmento@4ipgroup.org](mailto:Esarmento@4ipgroup.org)

To access selected 4IP Group development consultancy references click on our Portfolio here: <http://4ipgroup.org/portfolio/>

## Team Presentation

4IP management team is currently comprised of two Funders & Managing Partners: Christian Kingombe (Current (2018/2019) President and Managing Partner), Thibaut Mourgues (Former (2017/2018) President and Managing Partner), and Elsa de Morais Sarmento (Managing Partner).

Christian Kingombe



Thibaut Mourgues



Elsa Sarmento



### ➤ Christian Kingombe

Dr. Christian Kingombe is Co-Founding Partner and current President (2018-2019) and Leads 4IP Group's Impact Investing Advisor Business Practice, while also leading our Impact Investing market building initiative in Zambia in collaboration with IIX Chapter Lusaka. Through his work, 4IP Group's direct contribution and indirect contribution via IIX Chapter Lusaka is being done as a major contribution to **the creation of an impacting investing ecosystem** in Southern Africa (SADC region) in general and Zambia in particular with the aim of making Lusaka a leading Sustainable Finance centre joining the International Network of Financial Centres for Sustainability (FC4S).

Christian Kingombe stepped down as Founding Lead of the IIX Chapter Lusaka to instead act as an external advisor for the Executive Board lead by Haggai Chomba, who took over as the Lead of the IIX Chapter Lusaka in June 2018.

Christian Kingombe has carried out a series of consultations with **the Global Steering Group for Impact Investing (GSGII)**, an independent multi-sectoral global entity catalysing impact investment and entrepreneurship to benefit people and the planet, to set-up one of the first National Advisory Boards (NABs) in Sub-Saharan Africa, following Kenya, Ghana and South Africa. The GSGII represents the collective effort and intention of leaders across sectors and countries to catalyse a global ecosystem for impact investment. The GSGII primarily represents countries via their National Advisory Boards (NABs). The aim is to **launch the Zambian NAB in Lusaka on Monday the 15<sup>th</sup> of October 2018** shortly after Zambia's first National Impact Investing Conference: ICA:Zambia, 1-3<sup>th</sup> of October.

Prior to the current position he had a long career working for a number of International Organizations [UNCTAD (2000; 2009, 2015-2016); African Development Bank (2012-2015); UNECE (2005); and ILO (2001-2004)]; Academia [(Graduate Institute Geneva (2011-12; 2016-2017); Centre for the Study of African Economies at the University of Oxford (2009-2010); and ENSAE-CREST at ParisTech (2007-2008)]; Think Tanks [Centre for Development Research (today DIIS) (1999-2000); Overseas Development Institute (2010-2012); OECD Development Centre (2007-2008); and CSEND (2016-on-going)]; and Private Sector [COWI Consulting Group (2006-2007); and 4IP Group (2017 – on-going)].



Christian Kingombe holds a Ph.D. in Applied Development Economics from Imperial College London & University of London and M.Sc. & B.Sc. in Economics from the Economics Department of the University of Copenhagen in Denmark.

➤ **Thibaut Mourgues**

Thibaut Mourgues is Co-Founding Partner of 4IP and 1st rotating President (2017-2018). He specializes in Public Private Partnerships with People First, Impact Investing and Green Finance dimension.

Thibaut is a former banker and a financial sector and project finance specialist, with about 30 years of experience in the development of private and public investment projects, as well as PPP/PFI structures for large infrastructure projects and corporate investment projects in various industries.

Thibaut started his career at the French Securities and Exchange Commission where he was in charge of preparing the listing of small and medium size companies. He moved then to Eurobank, Paris, to participate in the transition to market economies of Eastern Europe and more particularly, CIS countries. In that position, he was involved in financial advisory to local firms as well as privatisation processes and provided investment credits to large European companies investing in Russia. After 2 years with Technip, a major oil and gas engineering company, where he managed international financial issues for contracts up to 1 billion USD, he moved to Russia to develop a financial advisory boutique, Camden Partners. He was active in fund raising for investment projects in industrial, real estate and transport sectors and in parallel started involvement in development projects in Ukraine (oil pipe line) and Central Asia (municipal energy utilities).

From 2010, building on his financial background, he became involved essentially in PPPs advisory for public authorities and financial institutions. In particular he advised full time the Jordanian PPP unit (2010-2012) as well as the Moroccan PPP unit (2015-2016) on PPP policy and methodology as well as on individual transactions. From 2012 to 2015, he worked as a PPP consultant for the African Development Bank where he advised the Bank on the PPP activities and projects continent-wide. He is currently advising the PPP unit of Madagascar under an AfDB project on a long-term basis. His experience and expertise in PPPs, especially in Africa and Middle-East, have conferred to him a unique leading position in the development of the PPP market in the developing world.

Thibaut holds a Master in Finance from ESSEC (a leading European Business School), a degree of Institut d'Etudes Politiques de Paris («Sciences Po Paris») with major in Economics and Finance and a business law degree from University of Paris II.

➤ **Elsa de Morais Sarmiento**

Elsa de Morais Sarmiento is Managing Partner and Senior Advisor to 4IP and specializes in Impact Investing projects in infrastructure industries, Public Private Partnerships, international trade and private sector development, and evaluation of projects and programs. She is also a research member at NOVAFRICA, Nova Business School of Management and Economics.

She has worked in over 80 countries, for the World Bank (WB), African Development Bank (AfDB), European Commission (EC), TRADECOM, Millennium Challenge Corporation (MCC), Organisation of Eastern Caribbean States (OECS), UNDP, World Intellectual Property Organisation, International Development Law Organisation (IDLO), and the European Parliament. She also worked for development agencies such as Instituto Camões (Portugal) and USAID.

She has evaluated PPPs, funds, projects, programs, policies and other development financial instruments in Africa, Latin America and Asia for several institutions, such as the AfDB, EC, Finnish Ministry of Foreign Affairs, Netherlands Development Finance Company (FMO), Netherlands Enterprise Agency, Foundation of Dutch Good Growth Fund (DGGF)/Dutch Ministry of Foreign Affairs (MFA), Alliance for a Green Revolution in Africa (AGRA), Wageningen UR Centre for Development Innovation (CDI). She has consolidated experience as Team Leader in several projects.

Additionally, she acted as policy adviser at the House of Commons (UK), the Governments of Brazil, Cape Verde, Angola Mozambique, G-19 Development Partners of Mozambique (Budget Support Group) and DR Congo. Furthermore, she has been Director-General, Director of Economic Analysis and Forecasting, Director of the Supervision of the State Financial Participation in Companies, and Director of Statistics and Information Management at the Research Office of the Portuguese Ministry of Economy, responsible for private sector development, international trade, investment strategies, FDI, internationalisation policies, and economic modelling. She is also a former Statistician at the Department of National Accounts of Statistics Portugal.

She has lectured for over a decade in economics, regional integration, environmental economics, statistics and econometrics at the Universidad Santiago de Compostela (Spain), University of York (UK), Nova Business School of Management and Economics, Universidade do Minho, Universidade de Aveiro, Universidade Fernando Pessoa (Portugal). She has also been a researcher at the Centre for Economic Performance (LSE, UK), European Parliament, and Center of European Studies of the Portuguese Catholic University.

Among other representation posts, she acted as Portugal's delegate at the UN Team of Specialists on Innovation and Competitiveness Policies, the Inno-Partenering Council of the European Commission, OECD Committee on Industry, Innovation and Entrepreneurship and Bureau Member of OECD's Working Party on Industry Analysis and Working Party on Globalisation of Industry, as well as member of the Working Group of International Investment Statistics, Portuguese Social Economic Council, Portuguese High Statistics Council, and member of the organisation of the Portuguese Presidency of the European Union in 2007.

Elsa has a BSc in Economics (Nova School of Business and Economics) and Master in European Economics from the University of Leicester (UK) and Universidade do Minho (Portugal). She also holds a Diploma of Specialization in International Cooperation and Development (DECODE) from the Portuguese National Institute of Administration.

➤ **Zambia team**

4IP Zambia team currently consists of one collaborator, **Mr. Haggai Chomba**, who graduated as number one from the University of Zambia's Economics Department, where he also is a part-time teaching instructor. He is in charge of developing our impact investment pipeline mainly in Zambia. Haggai currently also Leads Impact Investing Exchange (IIX) Chapter Lusaka and is recognized by WEF as a member of the Lusaka Global Shaper community, which e.g. is pushing the agenda for Open Africa. Haggai leads the R&D team of the Lusaka Hub.

Haggai Chomba

