



Foundational Support Programme

Impact-Linked Fund for Water,
Sanitation & Hygiene (ILF for WASH)



Certified service providers | KENYA



Intellectap

"Building ecosystems to deliver change"

Founded in 2002, Intellectap Advisory Services Private Limited (Intellectap) is the entrepreneurial ecosystem-building arm of the Aavishkaar Group, a pioneer in providing innovative business solutions that help build and scale impact enterprises dedicated to building a more equitable, sustainable and inclusive society.

Intellectap takes an ecosystem approach that combines knowledge, capital, technology, and networks, to provide impact entrepreneurs with a continuum of support throughout their life cycle and to address systemic barriers.

We do this by operating at two levels. At the first level, we directly support organisations that invent or create novel solutions with capital, acceleration, fundraising, technical assistance, innovation transfer, and market linkages. At the second level, we focus on building enabling ecosystems for innovations to scale by engaging with a range of actors, such as value chain players, investors, philanthropies, corporations, governments, and intermediaries.

We leverage our convening and amplification platform Sankalp to augment our effort to search, seed, support, and scale impact enterprises across sectors. We have worked with more than 300 clients on over 500 consulting and research engagements across multiple geographies.

CONTACT

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The experts behind Intellecap



Shraddha Kothari

Shraddha is a consultant with over 15 years of experience supporting enterprises in the private and social sectors. At Intellecap, she engages extensively with enterprises across various sectors, stages and geographies. Three key areas of engagement with enterprises are: (1) identifying and selecting enterprises; (2) building capacity of enterprises and (3) monitoring enterprises. Shraddha has a B.A. in Economics from St. Xavier's College, an MSc in Economics from the University of Warwick and an MPA from New York University.



Justin Miatu

Justin is a business consultant with over 9 years of experience in grants and program management, end-to-end cycle, in a myriad of sectors such as health and WASH, agribusiness, and climate and renewable energy. He has worked with early to growth-stage enterprises and startups in Sub-Saharan African seeking to raise capital from impact investors. The key areas of engagement with enterprises include: (1) SME sourcing and selection, (2) due diligence and institutional strengthening, (3) monitoring and evaluation, and (4) technical assistance and investment readiness. Justin holds a B.A. in Economics from Kenyatta University.



Michael Omega

Michael has over 5 years of experience in enterprise development, offering capacity building and technical assistance support, investment analysis, deal execution and facilitation to enterprises in the WASH sector. He has worked with early to growth-stage enterprises and startups in Sub-Saharan Africa and South East Asia seeking to raise capital. He has been instrumental in supporting enterprises to refine their ideas, optimise their market tests and analysis, launch their beta versions of their products, conduct proof of concept and successfully launch in the market.



Private Equity Support

"Growing Business,
Facilitating Investments"

Private Equity Support (PES) is an enterprise support advisory consulting firm, working to successfully originate, de-risk, structure and support early-stage financing (SME investment) in Sub-Saharan Africa.

We work with capital seekers (small and medium-sized enterprises - SMEs) and capital providers, providing investment facilitation and value creation support. The three main service verticals are Pre-Investment Support (Investor Readiness), Transaction advisory support (Capital Raising) and Post-Investment Support.

Private Equity Support has developed a niche of working with local entrepreneurs; family-owned or founder-led businesses, including a significant representation of women-owned and led businesses. PES is committed to developing investment opportunities that have been de-risked through investor readiness, to facilitate successful and cost-effective, early-stage financing.

Over 7 years, PES has worked with SMEs operating across 18 countries in Africa (Kenya, Tanzania, Rwanda, Uganda, Benin, Mozambique, Guinea, Cameroon, South Africa, Angola, DRC, Nigeria, Cape Verde, Malawi, Egypt, Ghana, and Côte d'Ivoire). PES has assisted in raising \$15.02 million in capital, working with organisations including USAID sanitation programme, Aqua for All, AFDB, AECF, PFAN, GIZ, Technoserve, and Intellectap.

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The experts behind Private Equity Support



Diana Gichaga

Diana has over 17 years of experience in capital markets, SME business and transaction advisory, private equity and asset management across 17 countries in Africa. She has board experience with expertise in capital raising, investor relations, and commercial and legal due diligence. Diana has a Master of Studies (Mst) in Entrepreneurship (University of Cambridge), a Bachelor of Laws, and she is an Advocate of the High Court in Kenya.



Esther Kahuko

Esther has over 10 years of experience working with SMEs across 17 countries in Africa. She is an expert in financial analysis, the development of financial models for forecasting and decision support, and in the evaluation of investment opportunities appraisal. Esther holds a Master's degree in Finance (University of Nairobi), a Bachelor of Commerce – Finance (Catholic University of Eastern Africa) and she is a Certified Public Accountant (Kenya) as well as a Certified Investment and Financial Analyst (CIFA).



Charity Kirima

Charity has over 8 years of experience working in investment banking, private equity, real estate, financial and investment analysis, stocks and currencies analysis and trading, and fund management. She is an expert in leading negotiations and transactions that help build a pipeline of investment opportunities. Charity has a Master's degree in Business Administration – Finance (University of Nairobi), a Bachelor of Education (Arts) - Mathematics and Business (Kenyatta University), and a Certificate in Wealth and Investment Management (Chartered Institute of Securities and Investments - CISI).

Certified service provider | **SENEGAL**



DevFi Performances

"The impact investment expert in African French-speaking countries"

DevFi Performances is a consulting firm specialised in development finance and the implementation of projects on sustainable development issues in French-speaking Africa. Our fields of expertise include financial inclusion, support for the private sector, entrepreneurship and SMEs, agriculture and agro-food, development of the rural economy, access to energy and renewable energy solutions, information and communication technologies.

Since 2012, we have developed a unique expertise in investment supervision and implementation of impact-oriented projects on the basis of three pillars:

- Technical mastery in the supervision and implementation of technical assistance programmes, investment structuring, financial analysis and management, financial and social evaluation, financial portfolio management
- In-depth knowledge of the socio-economic and cultural environment of West and Central African, French-speaking countries through ongoing collaboration with local actors for many years.
- A passion for poverty reduction solutions based on finance and entrepreneurship principles.

DevFi Performances has already conducted +100 technical assistance missions and more than 45 investment transactions in our focus countries: Senegal, Mali, Burkina Faso, Benin, Niger, Togo, Cameroon, Chad, Madagascar, etc. Our clients include donor agencies, impact investors and government programmes.

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The experts behind DevFi Performances



El Hadj Diop

El Hadji is the founder and current CEO of DevFi Performances. He is also the former Regional Director for West and Central Africa of Planet Rating and auditor at Ernst & Young. He has worked with several investment funds and lenders with internationally recognised expertise in mastering international investment standards and supervising technical assistance activities. El Hadji holds a Master's degree in Business Administration from the École des hautes études commerciales (HEC) in Paris and a Master's degree in Finance from the Institut d'études politiques (Sciences Po) in Paris.



Jean Gabriel Kambinca

Jean Gabriel is a trainer specialised in coaching, incubation and acceleration of entrepreneurs. He has worked with many programmes supporting enterprises in the improvement of their institutional capabilities, such as the GIZ Water and Energy for Food (WE4F) programme, the Energy for Impact (E4I) incubator as Supervisor, and the AgreenLab programme incubation and acceleration programme as Head of Coaching team. He has significant experience on impact topics, including agriculture and energy with focus on gender issues.



Malang Diane

Malang participated in various training seminars and workshops on acceleration programmes, and worked on this topic with the NGOs Entrepreneurs du Monde and LVIA. Malang is very familiar with monitoring data collection and investment readiness activities. He performed for several partners (CREER project and Réussir au Sénégal in partnership with GIZ, the PEPEJF/ ANPEJ project and Trainer with ASAPID/ FONDEM). He was involved from project conception to fund closing with business plan development, pitch preparation and scaleup activities.