



Finding Petroleum in East Africa

Prospering African Economies

www.investinafrica.com



Our vision



Prospering African Economies

BY 2027 we aim to connect African SMEs to \$1bn of contracts and create 100,000 jobs





Some of our members



What we do



What we do



What we do



Perceptions of partnering with Large MNCs

We need to level the playing field



SMEs are disadvantaged

IIA's Focus: Tackling the Local Content Gap

The Challenge

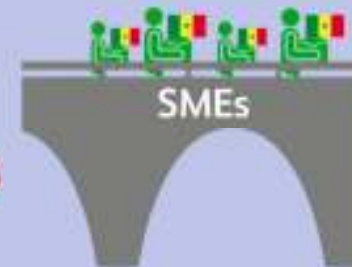
Corporations are under pressure to:

- ✗ Save time and money
- ✗ Create jobs
- ✗ Get social license to operate



Challenge (the gap)

But where / how can you start to tackle this shared challenge?



SMEs lack:

- ✗ Skills, finance, and awareness of how to compete;
- ✗ Reliable, fair and transparent business opportunities;
- ✗ Ability to scale up

The Solution



- ✓ Coordinated industry led initiative to deliver private sector local content needs

- ✓ Fulfils government expectations

- ✓ Corporations are able to leave a sustainable, impactful and scalable legacy

How we do it

IIA works with leading businesses across sectors to give African SMEs better access to new markets, skills and finance. By working together across sectors, IIA's members save time & money and have a greater impact than possible when acting alone.

Our vision is to support African SMEs to win \$1 billion worth of contracts and create 100,000 jobs by 2027



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Esther	Invest in Africa	Emmanuel
<p><i>owns a small business</i></p>	<p>1 Access to markets</p>	<p><i>owns a small business</i></p>
<p>Esther joins our online business marketplace and immediately gains access to new tenders and promotes her goods/services on the platform to gain more visibility.</p>	<p>APP AFRICAN PARTNER POOL</p>	<p>Emmanuel's company joins our online business marketplace and immediately gains access to a directory of credible, IIA-validated, local suppliers.</p>
<p><i>owns a small business</i></p>	<p>2 Access to skills</p>	<p><i>owns a small business</i></p>
<p>Through our \$4m training and mentorship programme, Esther's business becomes more competitive and is able to win more business and access finance.</p>	<p>Business Exchange Programme</p>	<p>Emmanuel's company enjoys higher standards from better trained and more competitive local suppliers.</p>

Turkana Capacity Building & IIA Credit Guarantee Scheme

35 SOGA graduate SMEs in Turkana trained by IIA

Tweet from Turkana County Trade Director



“

The training has opened up our minds beyond Lodwar county. We are now equipped to supply to other counties ” **Turkana SME**



SMEs access finance through IIA's Credit Guarantee Scheme (Dfid)

IIA have disbursed two credit facilities to suppliers in Turkana.

Akiberan Aberu, a wholly women-owned and run business secured 70% of pre-finance to supply of Tullow Oil Vegetables & Fruits



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<p>Through our partnerships with some of the premier banks on the continent, Esther's business can more easily access finance.</p>	<p>Ecobank UT Bank EQUITY</p>	<p>Emmanuel's company has the confidence to do business with better financed local suppliers.</p>

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Results



Save time and money



Job creation

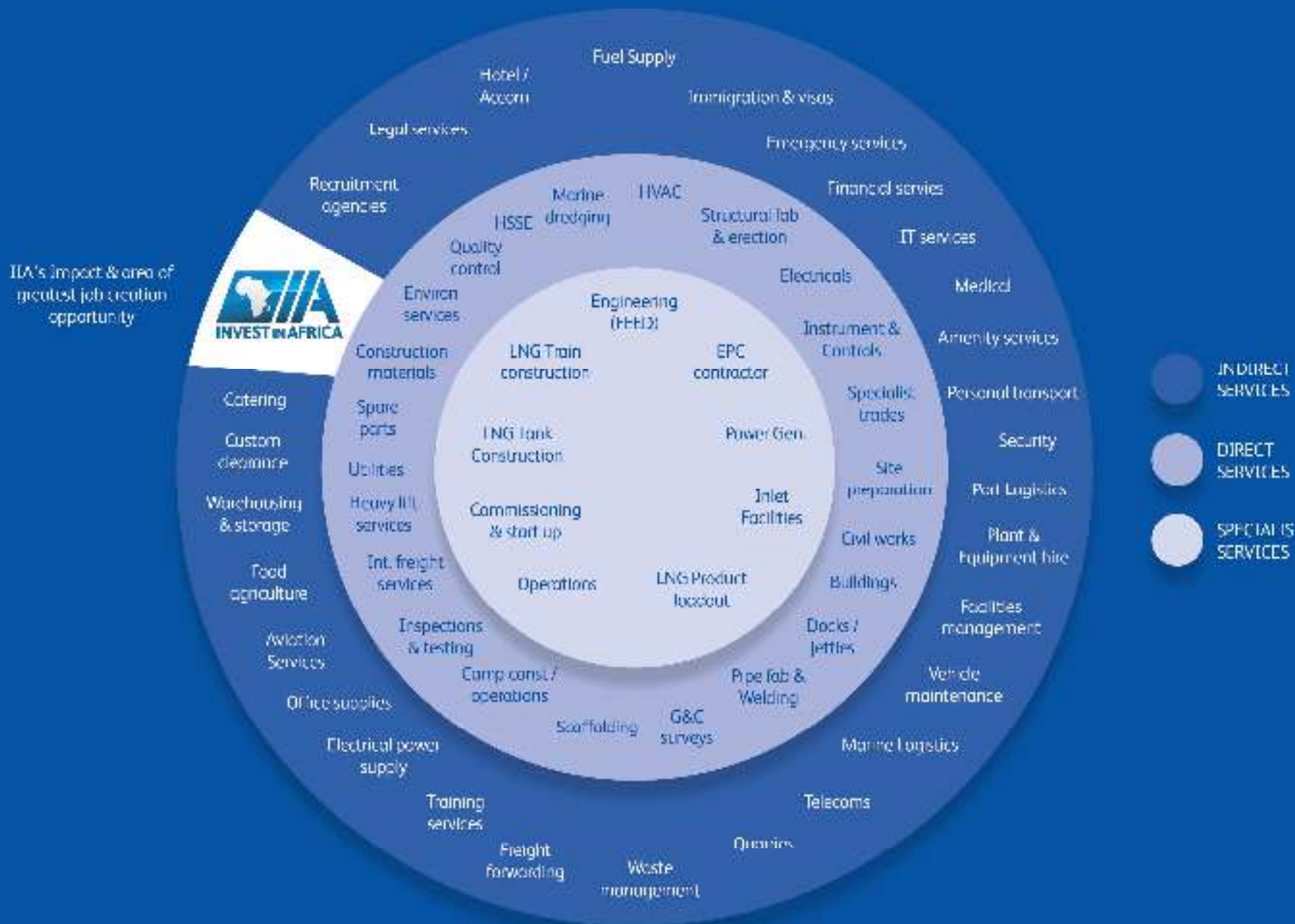


Retains value in local economy



Build capacity for economic development

Connecting Industry to the Local Economy

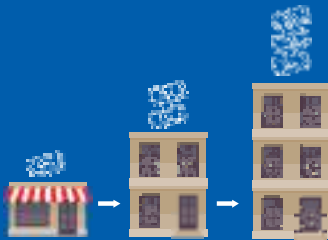


Impact in Ghana & Kenya

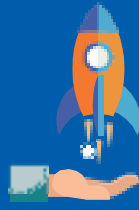
Headline Numbers



\$150m value of tenders won on APP



\$125m retained in local economy



\$1m finance accessed by IIA SMEs



250 SMEs trained in business skills



32,000 jobs supported locally



35 SMEs graduated from IIA's EHS & Biz Skills programme in Turkana with SOGA

Creating Sustainable Linkages



