



Training, mentoring and financial advisory services for start-ups and SMEs in Africa



Impact Africa Invest and Manao team up to provide innovative services for start-ups and SMEs.

From early stage to growth, we help entrepreneurs with their business development, operations improvement, project management, business planning and financing.

**Developing local eco-systems for start-ups and SMEs - Access to networks
Positive capital for development - Impact investments**

What we do



■ Training



Our training courses are tailored to the needs of start-ups, SMEs, incubators and accelerators. Our goal is to provide entrepreneurs with a framework to strengthen their business and to prepare them for successive fund raisings. Our workshops focus on **strategy, sales and marketing, process improvement, financial control, project management, business plan, financing and risk management**. For start-ups we will also cover in more details the value proposition, the business model, the development roadmap and the go-to-market strategy.

■ Mentoring



We mentor entrepreneurs on a **regular** basis, giving them the opportunity to discuss their ideas, **structure** their approach, think strategic and imagine effective operational solutions. We also support them in **expanding their network**. Through this **dialogue** the mentor helps providing methodology, vision, drive and challenge in a positive manner.

■ Financing



We help small businesses to **raise funds**. This includes defining an investment strategy, drafting investor presentations and pitches, selecting and approaching the relevant investors through our strong **network** in Europe and Africa, and helping our clients negotiating the commercial terms and the documentation through to financial close.

Our services can be provided in French or in English

Who we are



Raphael Viallet
Managing Director
Impact Africa Invest

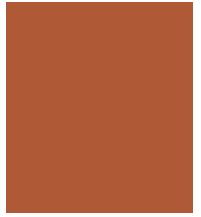
- 13 years of **investment** and **financing** experience in projects and businesses across the energy and utilities sectors.
- Prior to launching Impact Africa Invest, Raphael worked for the Emerging Africa Infrastructure Fund (EAIF), an infrastructure debt fund focused on **Sub-Saharan Africa** and for microfinance institutions (such as Microcred) in Africa (**Senegal**) and Latin America (Ecuador)
- Prior to that, Raphael worked for equity funds (First State Investments and 3i) and advised private and public sector clients on financing social infrastructure projects at PwC. Raphael holds an MSc from Neoma Business School (Sup de Co Reims, France)



Francois Marmion
Managing Director
Manao

- 20+ years of international experience in **entrepreneurship, start-ups**, investment, project management and consulting.
- Before launching Manao, Francois worked as an **Investment** Director for a family office in London, looking at start-ups and SMEs projects worldwide.
- Francois was previously **COO of two start-ups** and worked for 10 years as a **management consultant** at Ernst & Young in France and in the U.S. Francois is also a **mentor** in several accelerators in London. He holds a Master Degree from Université Paris Dauphine and a Master from Telecom Management.

Contacts



Raphael Viallet

Impact Africa Invest
Managing Director

rviallet@impactafricainvest.com
www.impactafricainvest.com
Skype: raphael.viallet
+44 (0) 779 626 4589



Francois Marmion

Manao
Managing Director

fm@manao.co.uk
www.manoa.co.uk
Skype: francois.marmion
+44 (0) 779 624 7100
+33 (0) 6 70 08 77 60

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