

## MALI INVESTMENT FACILITATION PLATFORM

The Mali Investment Facilitation Platform (MIFP) is a USAID initiative to enable access to finance for enterprises and projects, with a focus on the country's agriculture, agribusiness, water, and sanitation sectors as well as all other enabling industries. CrossBoundary is the frontier markets investment advisory firm implementing the platform. Our mission is to unlock the power of private capital to make a strong return and a lasting impact in underserved markets. Through our partnership with USAID, CrossBoundary is able to provide investment support in Mali to qualified firms and investors at no cost.

### Substantial Untapped Potential in Mali

Mali has a strong foundation for investment and substantial untapped potential. The country has clear comparative advantages in the development of livestock and cereals in addition to high demand for infrastructure investment. Such investments can support industries such as energy, infrastructure, manufacturing, and large and small-scale water projects. Yet there remains a clear gap between capital and opportunity. Local firms and projects struggle to access capital due to lack of domestic investment capital and limited experience attracting financing from international firms. In addition, investors need assistance to identify and engage opportunities. Interviews with a wide range of international investors demonstrate a high level of interest, yet many investors are unwilling to commit upfront to the cost of an on-the-ground presence in Mali. Investment in agriculture, water and sanitation, and enabling industries can make a significant impact and unlock returns.



Farm shed in development for a project receiving support. Photo credit: MIFP

### Investment Facilitation Enables Access to Capital

In the investment facilitation model, the MIFP acts as a neutral intermediary that identifies capital-seeking firms, prepares them for fundraising, connects them to qualified investors, and guides investments to financial close with intensive support. Through the award granted by USAID, CrossBoundary, as the MIFP, is able to provide transaction support services free of charge to small, medium, and large businesses seeking to raise private investment for both new ventures and expansions of their existing businesses. In addition to its transaction support services, the MIFP directly advises and liaises with government investment agencies (particularly the *Agence Pour la Promotion des Investissements – API-Mali*) to develop sustainable capabilities for investment facilitation in Mali. The MIFP was developed in line with USAID/Mali's priorities, including the Feed the Future (FTF) and water, sanitation, and hygiene (WASH) program objectives. As the platform has demonstrated in its first year of operation, local capital providers and foreign investors are willing to invest in deserving projects in Mali given appropriate support in identifying and structuring these transactions. CrossBoundary's investment facilitation model provides that support, reducing the risks and costs associated with investment in Mali and enabling Malian firms to access available capital.

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## CrossBoundary's Five-Step Approach

The MIFP undertakes five core activities to implement the Investment Facilitation model:

1. **Market Engagement:** The MIFP researches and documents investment opportunities, challenges, and relationships with partners in target sectors and value chains. These documents and the Platform's processes are revised on a regular basis to ensure fit to market conditions and alignment with USAID/Mali goals.
2. **Sourcing:** The MIFP takes a targeted approach to identifying capital seekers (local companies) and investors who require transaction support to catalyze an investment in Mali.
3. **Selection:** The MIFP takes an analytical and development-minded approach to selecting transactions to support. Both sourcing activities and selection criteria are guided by USAID development priorities and frequent meetings with USAID.
4. **Support:** The MIFP provides hands-on transaction support to specific capital seekers and investors through steps that include opportunity validation, provision of market intelligence, fundraising support, due diligence, financial analysis, and deal structuring. Through these actions, the platform catalyzes and accelerates transactions towards financial close.
5. **Public Sector Partnership:** In parallel to the sourcing, selection, and support activities listed above, the MIFP directly advises and liaises with API-Mali to improve its investment facilitation capabilities. The platform has embedded an associate within API-Mali to drive day-to-day execution against this activity and to act as a conduit through which the MIFP can draw on API-Mali capabilities and contribute to API-Mali goals.

## Team of Experienced Investment Professionals

CrossBoundary has assembled a dedicated team of experienced financial advisory and investment professionals to drive implementation of the investment facilitation model in Mali. Our team in Mali is highly skilled with proven competencies in identifying, analyzing, and executing investments in frontier markets and relevant professional services experience. Each member of our team has a proven track record of producing results for clients and is dedicated to making a lasting difference in Mali. Our team members have experience in investment banking, management consulting, and/or private equity in addition to receiving education from top schools. Additionally, team members were chosen based on their previous blue-chip private sector experience, experience in frontier markets and development, proficiency in French, and backgrounds in Mali and West Africa more broadly.

### Interested? Contact our team:

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associate.

## Year 1 Results

In its first year of operation, the MIFP focused on setting up sustainable and effective operations, drove market engagement efforts through interaction with potential investors, and developed local relationships that have proven critical for prospective investment opportunities. Highlights from the first year include having:

- Created an investor database of 68 institutional investors with stated interest in investing in Mali;
- Sourced 55 investment opportunity leads to create a pipeline of transactions worth over US\$ 240m in investment;
- Actively supporting 17 projects worth over US\$100m in potential investment;
- Logged 599 hours supporting API-Mali by CrossBoundary

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