

## Our Mission:

IBN endeavours to  
become a first class  
worldwide business network  
empowering its members  
to widen and deepen  
their businesses in  
and with Africa.

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*"Building global business partnerships for Africa"*

## What is IBN?

Intra Business Network (I.B.N) was established in 2001 as an Africa-centric Networking platform to bring together key businesspeople with the aim of pursuing and further developing their business interests in Africa. Today, IBN is a membership network of over 100 influential, high net-worth business people from across Africa and abroad who share a common vision of engaging in strategic business alliances, joint ventures and networking. As such, various initiatives are organized to ensure that members are able to grow and to diversify their businesses in Africa by providing the means to identify and capitalize on potential synergies between themselves. Furthermore the members are collectively marketed as a group to non-members, being potentially interested investors, suppliers etc. as a truly unique business gateway into Africa, giving instant access to 12 countries.

On a country level, our members dominate certain market sectors, in some segments controlling more than 50% market share thus providing a unique and quick way to introduce and market new products and services.

## Direct benefits include:

### Networking:

- Network with 100+ "like minded" business people in Africa and Beyond.
- Be part of a group of 100 companies which is marketed worldwide to potential foreign investors and manufacturers as a unique business gateway into Africa, through amongst others participation in various investment and trade fairs.

### Business Research and Development:

- Receive quality business information including finance possibilities, grants, investment opportunities, free trade Agreements, etc.
- Research and develop business opportunities together with the IBN staff.
- Receive Information on various joint enterprises and investment opportunities identified by IBN members or the IBN office.
- Participate in country or industry specific workshops.

### Strategic Alliances and Joint Enterprises:

- Identify and develop structures allowing members to market themselves as one to its suppliers to facilitate joint bulk buying, import, distribution and marketing. Further this joint effort will greatly enhance our members' capacity to negotiate new and potentially exclusive agencies.
- Identify and develop new opportunities where collectively various members could make a difference to a foreign partners/investors, be it in manufacturing, franchises or the Service industry.



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## IBN COUNTRY REPRESENTATION

## Some examples of the services we provide:

- **Annual Business Conference:** Every year IBN organizes a business conference, where members are invited, free of charge, to network and discuss business opportunities.
- **Country Visits:** Every 6 months a visit to a country of interest to the members is organized, highlighting business opportunities and providing local insights and Contacts.
- **Country Chapter:** Once a country has 5 members or more, a local chapter is structured per country, creating additional And local synergies between the local and foreign members to further add to the networking component.
- **Website:** A dedicated interactive website is available, organizing and making available relevant business information. It also provides a tool for online networking amongst members.
- **Add - On Services:** Through its head office in Johannesburg, IBN also provides add-on services tailor made per member. Services include project management, procurement for products, partners, investment or business proposals as well as identifying, developing and managing joint efforts between members.

## Who can become a member?

All members have one common interest: to further develop their businesses with and in Africa. As membership is by invitation only, it allows us to uphold our high standards as far as credibility and reputation is concerned. Please do not hesitate to contact our Head Office for further information.

## What about non-members?

As IBN represents a more than 100 successful and reputable business people across Africa and beyond, non members interested to (further) develop their businesses with and in Africa, are invited to visit our website and/or to contact our IBN H/O in South Africa. Together we will discuss how you can benefit from the wealth of experience and knowledge available through IBN, including finding your suitable business partners and entry across and into Africa.