

Manufacturing Africa

GREAT for GROWTH
BRITAIN & NORTHERN IRELAND



Manufacturing Africa aims to reduce poverty in Africa by attracting £1.2 billion of foreign direct investment into manufacturing and creating 90,000 jobs over 7 years (2019-2026). The programme is funded by the UK government through the Department for International Development (DFID).

Quarterly newsletter – Rwanda – August 2020

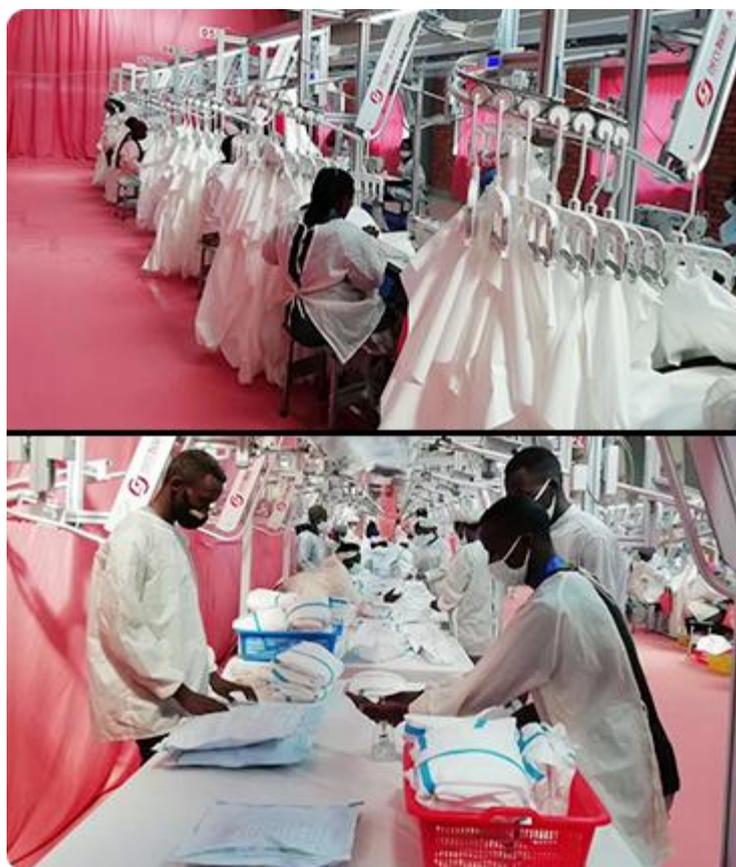


SNAPSHOT OF THE LAST THREE MONTHS

Welcome to Manufacturing Africa (MA) Rwanda newsletter.

MA provides transaction facilitation (TF) services to investors and technical assistance (TA) to government agencies, and we also collaborate with other key development programmes to help close deals and attract pathfinder investments. MA aims to raise **£184 million** in manufacturing investment through deals in eight high-potential manufacturing sub-sectors in Rwanda – pharmaceuticals, electronic computer products, grain products, motor vehicles, paper products, organic agricultural inputs, fruit and vegetable processing and green leather.

In April to June 2020, MA provided TF to six investment transactions that could contribute an additional **£12 million** of FDI and create or protect **1,350 direct jobs**. Recognising the threat that the COVID-19 crisis poses to the social and economic well-being of the people of Rwanda and investors, we have begun to provide support to COVID-19-related and resilient manufacturing to help mitigate the health crisis (e.g., production of personal protective equipment (PPE) and sanitation products) and the economic impact of the pandemic.



Our key partner has been the Rwanda Development Board (RDB). We have started to provide strategic advice to further strengthen the organisation and improve its long-term effectiveness as the country's investment promotion agency. Our Country Coordinator is embedded in the RDB and works with other government agencies and partners, e.g., the National Agricultural Export Development Board, and the private sector to create and maintain a pipeline of investment opportunities across all manufacturing sub-sectors.

Highlights of our work over the last quarter include:



Defining a manufacturing incentive package to support the Government's revision of the investment code, resulting in proposals for additional tax/non-tax incentives and a roadmap to measure cost-effectiveness.



Providing support to raise capital to expand animal and dairy production units and organic fertiliser production.



Supporting a pharmaceutical company to raise capital to set up a manufacturing operation for IV fluids, beta-lactam antibiotic sachets and high-value drugs.



Supporting investments in medical and emergency supplies (e.g., PPE and hand sanitisers) in response to COVID-19, e.g., helping two chemical companies to rapidly scale up their FDA-compliant sanitiser production.



Preparing design choices, operational and organisational guidelines, and terms of reference for a digital platform for the Government's Economic Resilience Fund to support COVID-19 recovery.



Developing a value chain model to help the RDB and MINICOM identify strategic value chains requiring support to protect SMEs and jobs, building organisational capacity by training their staff to use the model, and identifying priority manufacturing sub-sectors.

We look forward to continuing working with investors, manufacturers and other development partners. Please [contact us](#) to find out how we can work with you.

Viola Dub, Country Advisor, Manufacturing Africa



PRODUCING PPE TO COMBAT COVID-19 IN RWANDA

In the wake of the COVID-19 crisis, Rwanda – like most countries – has suffered a shortage of personal protective equipment (PPE), e.g., gowns and masks for front-line health-care workers. To support the Government and keep the factory open, garment manufacturer and exporter Pink Mango has pivoted its production to essential PPE.

MA is helping Pink Mango identify the right sources of capital to expand its plant and accelerate the investment process by engaging with financiers to get funding and start production. MA has also helped to create outreach materials for investors and offtakers.

"Manufacturing Africa's support was proactive, professional and led to success. They helped to steer us through the crisis, protect 1,000 jobs and create 400 additional jobs."

Maryse Mbonyumutwa-Gallagher, Co-owner, Pink Mango

By repurposing its production to PPE, Pink Mango has started to help the Government fight COVID-19 and the resulting economic crisis by bridging the PPE supply gap, creating and protecting jobs, and building capabilities. Pink Mango's total expanded capacity will be 100,000 coveralls a month, 300,000 single-use surgical masks, 1,000,000 barrier masks and 150 single-use medical blouses a day for the Rwandan Government and export to other countries in Africa and Europe.

UPCOMING REGIONAL EVENTS

- Trade with Africa Business Summit 2020, 7-8 August 2020 [Read more](#)
- Digital Africa Conference and Exhibition, 25-27 August 2020 [Read more](#)
- African Green Revolution Forum, 8-11 September 2020 [Read more](#) Call for submissions of African investment opportunities for matchmaking at the Agribusiness Deal Room 2020. [Read more](#)
- UK-Africa Trade and Investment Conference 2020, 7 October 2020 [Read more](#)

These events are not organised by Manufacturing Africa



YOUR QUESTIONS ANSWERED

What does MA's transaction facilitation assistance (TFA) entail?

MA facilitates feasibility studies and business plan development; provides commercial, financial and technical due diligence services; supports capital raising and matchmaking; and provides transaction aftercare services.

How does it work?

MA follows an efficient investor-focused process to deliver support as follows: discuss areas of support and development impact with the investor; scope potential support and conduct compliance checks; obtain approval from the investment committee and mobilise the support team.

Does DFID provide funding?

No. DFID funds MA – which provides TA and TF assistance to governments and the private sector.

Does MA offer legal or tax advice?

No. MA does not provide any legal or tax advice.

Will MA introduce me/my company to investors?

MA does not have the mandate to solicit on behalf of a company but will identify a suitable set of investors that you/your company can engage with.

This programme is funded by UK aid from the UK Government; however, the views expressed do not necessarily reflect the UK government's official policies.

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