



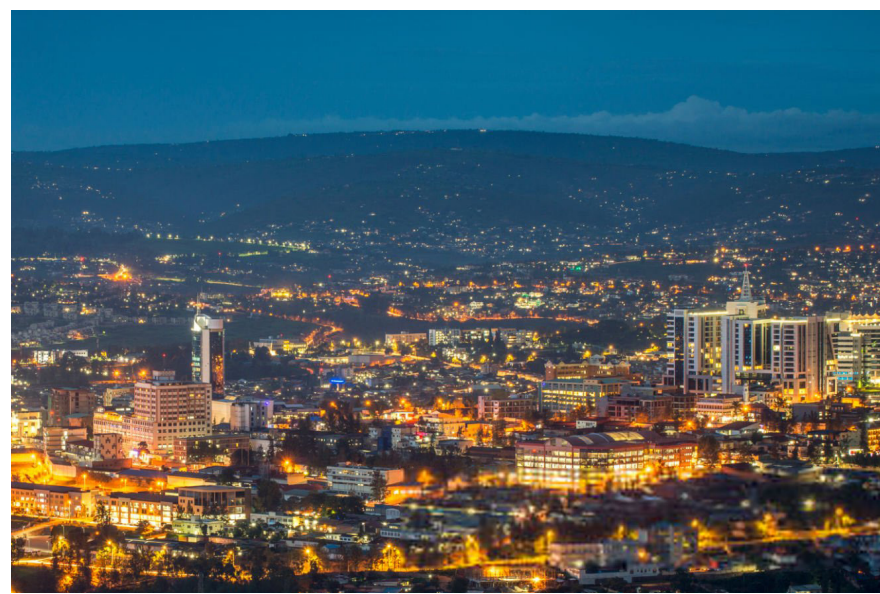
Remarks by Rwanda FCDO Advisor

Manufacturing Africa has entered its third year of implementation in Rwanda, and we are delighted to showcase some of our footprints towards growing manufacturing in the country. A growing manufacturing sector can generate badly needed jobs and economic growth for the country, and Rwanda is on its way to seizing these opportunities. Our work has helped unlock foreign direct investment into Rwanda’s transport, apparel, and agri-processing sectors and so far has added 1,050 direct new jobs in the market. This year we have also supported firms in sectors ranging from construction materials to machinery. This edition includes highlights of our collaboration with the Rwanda Development Board (RDB), the agency responsible for supporting investment in Rwanda, and updates on selected investments we have supported.



Our Impact in numbers

Number of manufacturing companies supported	Foreign Direct Investment in Manufacturing	Number of direct jobs created	Sector Transformation studies
19	\$5.5 million	1,050	<div><div> Green Leather</div><div> Sustainable Packaging</div><div> Horticulture</div><div> Extended Producer Responsibility (EPR)</div></div>



Supporting RDB’s Investment Mandate

Since inception, Manufacturing Africa has developed collaborative ways of supporting RDB’s (Rwanda Development Board) core mandate of increasing the quality and quantity of investment in the country. Our support in Rwanda focuses on building the RDB manufacturing investment pipeline and creating an enabling environment for industrial activity in Rwanda.

We have leveraged our relationship with RDB and relevant government ministries to explore growth opportunities in innovative sectors in Rwanda including green-manufacturing, the circular-economy and horticulture. Our support included generating sector roadmaps and providing investor-outreach strategies.

MA is also contributing to the capacity building of RDB and has facilitated trainings on investor outreach, carried out reviews of its investment promotion tools (such as sector pitch decks) and recommended streamlining of incentives of employees’ investment promotion performance.

RDB Training: Building Capacity for Investment

Part of Manufacturing Africa’s mandate is to help enhance the capability of investment promotion agencies. In this regard, MA representatives trained the RDB’s deal teams on Deals and Commercial Analysis. The objective of the training was to upgrade deal quality and quantity into Rwanda and improve synergies between various actors in the manufacturing sector.



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DEAL SUPPORT

Building Local Capability for Rwanda’s Housing Sector

A European company that manufactures construction materials from Poly Vinyl Chloride (PVC aka plastic) seeks to establish a factory that will manufacture PVC windows and doors, walls, roofs and pipes for the local housing sector. The company needs financing for the establishment and operationalisation of the production facility. MA has helped the company gain footing in the country by restructuring its business plan to suit the Rwandan context, reviewing and strengthening the company’s financial model, mapping potential investors and carrying out an ESG review. As the company pursues engagements with potential investors, it is also in the process of securing the permits required to commence operations in Rwanda. It has tabled its business plan developed through MA support before the Rwanda Housing Authority (RHA) and RDB to showcase the project roadmap and obtain buy-in.



Zoe Flood Image

Promoting Safe Water Supply for Communities

A water processing company that distributes water in 20 litre reusable bottles and operates through a franchise model seeks to expand into Rwanda, Burundi and DRC. The company provides local entrepreneurs with water filtration equipment, financing, in-store supplies, marketing, branding, and training to start a business selling clean water. As part of the drive for sustainability and growth the company wishes to establish its own plastic bottle manufacturing facility to manage production, quality, and improve margins. The improved margins will also help lower the cost of bottles for end customers in low-income areas.

MA has conducted a market study of potential manufacturing sites including ESG considerations for site selection to avoid ESG compliance challenges at a later point. We have also presented a Sustainability Options Assessment with a focus on plastic recycling and circularity. In addition, MA is supporting the company in the development of its business plan and financial model to ensure its efficiency.



EVENTS CORNER

Commonwealth Business Forum



More than 1,500 delegates from Commonwealth member states attended the Commonwealth Business Forum that was held in Kigali from 21st – 23rd June 2022. Attendees were mainly leaders from government, private sector, development institutions, trade and investment organisations gathered to address key global challenges and opportunities, learn from each other’s experiences, find practical solutions, and generate high-level policy recommendations that will form the Commonwealth agenda for the next two years.

Manufacturing Africa was represented at the forum by the programme Country Coordinator who attended the plenary sessions and some specific sessions related to investments and funding opportunities in Rwanda and the region. He interacted informally with various stakeholders with the aim of showcasing MA’s work and establishing further contacts for manufacturing deals origination.

The UK High Commissioner to Rwanda toured Manufacturing Africa supported companies in Rwanda.

[Click to find out more](#)



Looking for Support?

We invite Rwandan manufacturing companies seeking to raise capital to get in touch with us for advisory support on investor engagement and technical assistance. We also welcome investors looking for new investment manufacturing opportunities in Rwanda to engage us.

For more information, please reach out to: **Benjamin Rufagari**, MA Rwanda Country Co-ordinator
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