



TABLE OF CONTENTS

INTRODUCTORY SECTION

Program Overview: Brief summary of the program, its mission, and focus area

Foreword: Message from the CEO
Acknowledgments: Recognizing key stakeholders and partners

COMPANY PROFILE

Name, Sector, Location, and Website

Introduction: Company's mission, founding year, and market position Core

Offerings: Brief description of products or services and target markets

Business Model & Revenue

Main Revenue Streams: Primary income sources and unique business strategies

Reach: Key partnerships or distribution networks

Adaptation Impact & Social Responsibility

Community Impact: Jobs created, community programs, gender inclusion, and local partnerships

Key Metrics: Numbers of beneficiaries, employees, or social contributions

Competitive Advantage

Unique Edge: Distinct practices, certifications, sustainability initiatives, or market differentiators

Growth Potential

Expansion Plans: New markets, product lines, and capacity-building goals

Investment Use: Specific areas for growth (production, R&D, certifications)

Acceleration Program Outcome

Key Wins: Major achievements from the program (new partnerships, efficiency gains, market insights)

Funding Requirements and Use

State the funding amount required, with a breakdown of fund usage (e.g., production scale-up, etc)

Ensure alignment with growth goals and scaling vision

Investor Opportunity

Why Invest: ROI potential, market positioning, and alignment with sustainability goals

PROGRAM OVERVIEW

Rwanda is firmly committed to a sustainable future, with a focus on environmental protection and the fight against climate change. To support this vision, Rwanda established the IREME Invest Initiative, a green investment fund that brings together various sources of financing, including from the Development Bank of Rwanda, international climate funds and development partners. The initiative has also developed an Adaptation Acceleration Program to support innovative solutions in key sustainable agriculture sectors, in line with the Government of Rwanda's ambitious climate action agenda and its Nationally Determined Contributions (NDC) under the Paris Agreement, which commit to reducing greenhouse gas emissions by 38% by 2030. The IREME Invest Initiative aims to offer financial instruments to address Rwanda's private sector needs. It also enables private actors to implement Agricultural Adaptation practices in Rwanda's waste sector and integrate systematic adaptation and mitigation measures according to their lines of activities.

Supported by the Gates Foundation, facilitated by the CGIAR Hub for Sustainable Finance (ImpactSF), and powered by the Rwanda Green Fund, the Ireme Invest Climate - Smart Agriculture Adaptation Accelerator Program, operated by Entrepreneurial Solutions Partners (ESP), aims to boost agricultural adaptation investments in Rwanda.

This program began with a vision to enhance Rwanda's resilience against climate change impacts, particularly in agriculture. The collaboration, launched through a partnership between the Rwanda Green Fund and the CGIAR Hub for Sustainable Finance (ImpactSF), leverages cutting-edge climate risk analytics to develop robust, climate-adaptive agribusinesses. By addressing the critical challenges of climate adaptation, the program supported green business growth while equipping ventures to tackle climate risks head-on.

The climate smart agriculture business development support program aimed to advance the private sector ecosystem of adaptation solutions providers by supporting (30) SMEs / ventures in agriculture.

The initiative has been highly competitive, drawing 360 applications from businesses across production, processing, services, retail, and irrigation sectors. Through a rigorous selection process, 31 businesses were selected for incubation. Over several months, these businesses attended targeted masterclasses and received coaching, equipping them with skills and strategies to adapt to climate change and grow sustainably. Following the Demo Day where top 15 have pitched their solutions, 9 selected businesses have received up to RWF 100 million grants in de-risking funding. This funding will be instrumental in covering high-risk, early-stage costs, enabling these businesses to strengthen their climate adaptation strategies and attract additional private investment.

This deal book is designed to attract investors by showcasing the growth potential and strengths of the business. It is structured to highlight key aspects that demonstrate the company's market position and value proposition, while emphasizing its commitment to sustainability and social responsibility. It begins with an introduction that includes the company's location, contact details, and website, followed by a concise overview of market position and competitive standing. The business model is clearly outlined, detailing revenue streams and how it generates income, while also highlighting its contributions to sustainability, social impact, and community development. The company's competitive advantage is emphasized through unique value propositions and differentiators that set it apart from competitors. Scaling potential and future vision are covered, providing insights into the company's growth goals, product expansion, and long-term plans. Lastly, the acceleration highlights summarize key achievements within the program, financial indicators, funding requirements, and how the capital will be utilized to foster growth.



TEDDY MUGABO

CEO

Rwanda Green Fund



FOREWORD

Launched at COP27, Ireme Invest was born of a bold vision to unlock climate finance for the private sector and accelerate Rwanda's transition to a green, inclusive, and climate-resilient economy. Today, that vision is becoming a reality driven forward by transformative investments that are setting a new course for Rwanda's green growth.

Through the Adaptation Acceleration Programme, developed in partnership with the Gates Foundation, CGIAR's Hub for Sustainable Finance (ImpactSF), and Entrepreneurial Solutions Partners (ESP), nine innovative businesses have been selected to pioneer scalable locally driven solutions that advance climate adaptation in agriculture.

This Deal Book highlights their journey and impact. These ventures are not only responding to climate risks, but also rethinking how we grow food, manage land, and create livelihoods for communities most vulnerable to climate change. Whether it's transforming waste into organic compost, building smart irrigation systems, or producing climate resilient seeds, these businesses are pioneering the future of agriculture in Rwanda.

Through Ireme Invest, the Rwanda Green Fund is proud to support these early-stage enterprises with catalytic capital, de-risking their path to growth and opening doors to further investments. We are also committed to amplifying their stories, showcasing their progress, and positioning them for long-term success.

As you explore the pages of this Deal Book, you will find not only figures and profiles of these entrepreneurs, but also how each is driving tangible impacts on lives, empowering communities, and laying the foundation for a green, climate-resilient Rwanda. To our partners and investors: the foundation has been laid. Now is the time to scale. Join us in backing these bold solutions and building the next generation of green entrepreneurs.

ACKNOWLEDGMENTS



Supporting Rwanda's goal of becoming a carbon-neutral and climate-resilient economy, the Fund finances the Green Growth and Climate Resilience Strategy, which aligns with Rwanda's climate action plan and Vision 2050 sustainability goals. Its support has fostered progress in sustainable transport, renewable energy, green urban development, and biodiversity conservation. As a result, the Fund has helped create green jobs, expand access to clean energy, reduce emissions, and strengthen communities' resilience to climate change.



The CGIAR Hub for Sustainable Finance (ImpactSF) is a key technical partner for sustainable finance actors, integrating science-based impact KPIs in all areas of the investment lifecycle. This includes investment design, pipeline development, investment screening, due diligence, implementation, post-investment monitoring, reporting, and verification (MRV).

Building off CGIAR evidence, ImpactSF offers an array of data-driven solutions empowering financial institutions and investors to de-risk investments by quantifying climate and environmental risks and impacts. Our goal is clear: drive investments toward climate-smart and nature-positive Food, Land, and Water systems.



ESP is a consulting firm whose mission is to provide the keys to sustainable success to entrepreneurs in Africa. ESP focuses on identifying, empowering, and supporting entrepreneurs and private sector players who have the potential to exceed their goals through its SCALE practice. ESP provides Intelligent Capital, the right combination of technical assistance and access to finance. ESP is best defined as "Entrepreneurs investing in Entrepreneurs."

ESP serves the ecosystem of entrepreneurs through its INSIGHTS practice, focusing on supporting the ecosystem where entrepreneurs operate. The insights help ecosystem players such as banks, governments, donor partners and others to maximize their impact on institutions, sectors, countries, regions and beyond.



**MEET THE 9
SELECTED
VENTURES**

A large circular graphic is centered on the page. It features a thick orange border, a thin black border, and a white center. The text "MEET THE 9 SELECTED VENTURES" is written in a bold, teal, sans-serif font within the white center. A white curved line with two dots extends from the top right of the circle.



AGROENABLE

Location: Rwamagana, Rwanda

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Company Overview and Market Position

AgroEnable, founded in 2018, is the first Rwandan company to transform agricultural waste into biochar for agriculture and energy. Through pyrolysis, it produces fertilizers that improve soil fertility and biochar briquettes that reduce dependence on charcoal.

With a current capacity of 3MT/h, AgroEnable is aiming for 20,000 MT/year as it completes its infrastructure. It recycles 60,000 MT of biomass (rice husks, maize husks, municipal sludge) and combats soil acidity affecting 50% of arable land.

In a country where 85% of the population depends on biomass for cooking, its briquettes offer a sustainable alternative to deforestation and the rising cost of coal (\$15-17/bag).

Business Model and Revenue Streams



Sales of biochar fertilizers: Revenue is generated through direct sales to farmers, cooperatives, and agricultural processors.



Biochar briquettes: Sold through rural and urban charcoal traders and distributors, providing a sustainable alternative to traditional wood charcoal.



Carbon Credit Scheme: Engaging in carbon credit programs to subsidize product costs and enhance affordability, with ongoing assessments by EKI and RecyCoal.

Employment Statistics

AgroEnable has 16 full-time employees, including 9 women and 7 men, with a high proportion of young people (12).

Adaptation Impact and Social Responsibility

AgroEnable creates over 500 jobs across waste collection, biochar production, and distribution, with 60% of roles benefiting women and youth. By promoting a circular economy, the company enhances waste management, boosts agricultural productivity, and provides affordable renewable energy. Its biochar solutions help mitigate climate change by reducing deforestation and sequestering over 18,000 MT of CO₂ annually. Through sustainable alternatives in energy and agriculture, AgroEnable strengthens economic resilience and climate adaptation in rural communities.

Competitive Advantage



Affordable & eco-friendly solutions: AgroEnable offers cost-effective biochar products that improve soil fertility, reduce deforestation, and provide sustainable energy.



Innovative circular economy model: AgroEnable efficiently transforms agricultural and municipal waste into high-value products, ensuring both environmental and economic benefits.



Strong social impact: with a focus on job creation, gender inclusion, and youth employment, AgroEnable actively contributes to community development while addressing key environmental challenges.



"The RGF program with ESP, CIAT, and Ireme empowered me with skills and insights to drive climate-resilient and sustainable action in my work" - Martine Uwase - Founding Director

Scaling Potential and Future Vision

- » **Increased production capacity:** with new machinery, AgroEnable seeks to expand biochar briquette production by 20% and fertilizer production by 50%, meeting the needs of over 100,000 farmers.
- » **Market expansion and revenue growth:** by 2027, AgroEnable aims to generate USD 1.6 million in revenue, scaling distribution to 100,000 households for renewable fuel and 50,000 farmers for biochar fertilizers.
- » **Strategic partnerships:** there is a strong need to strengthen collaborations with farmer cooperatives, charcoal traders, government agencies (RAB, NAEB), and climate organizations (RGF) to enhance certification, exports, and market reach.

Acceleration Program Highlights

- » **Scaling production and infrastructure:** Investment in new machinery and storage improvements to boost biochar briquette and fertilizer production capacity.
- » **Market expansion and strategic partnerships:** extending distribution to 100,000 households and 50,000 farmers while collaborating with government agencies and climate organizations to enhance market reach.
- » **Revenue growth and social impact:** targeting USD 1.6 million revenue by 2027, creating 500+ jobs (60% for women and youth), and sequestering 18,000 MT of CO₂ annually.

Key Financial Indicators

| Year | Annual revenue (RWF) | Gross margin | EBITDA |
|------------------|----------------------|--------------|------------|
| 2024 Actual | 41,025,600 | 16,434,961 | 10,513,018 |
| 2025 Projections | 18,144,000 | 10,419,389 | 12,169,712 |
| 2026 Forecast | 201,600,000 | 88,509,088 | 26,536,906 |

Funding raised from RAAP: 80 000 000 RWF in grants

Funding Requirement and Use of Funds

Disbursements

1st Disbursement Allocation: 40 000 000 Frw

Acquisition of technology (fertilizer standardization and production machines)

2nd Disbursement Allocation: 40 000 000 Frw

Facility upgrades and modification + training and capacity building

The company seeks investment to:

Upgrade production equipment: invest in fertilizer blending and curing machines, biochar pellet production machines, and other essential equipment to enhance efficiency and output.

Infrastructure improvements: develop better storage facilities and install rails for smoother material movement, optimizing operations and scalability.

Capacity-building and market adoption: train farmers, youth, and women to promote biochar-based products and eco-friendly agricultural practices, driving widespread adoption and impact.

Investor Proposition

AgroEnable offers investors a scalable, high-impact opportunity in Rwanda's biochar and renewable energy sector. With investments in advanced pyrolysis technology, production expansion, and infrastructure improvements, AgroEnable aims to increase capacity, expand market reach, and enhance its carbon credit potential. Investors will support a business that tackles climate change, soil degradation, and deforestation, while tapping into a growing market for sustainable energy and agriculture solutions. The projected USD 1.6 million revenue by 2027 and strong government partnerships reinforce long-term growth potential.

Areas of Improvement

Potential areas of improvement revolve around :
Operations, business process, sales and marketing.



Yalla Yalla Group

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Company Overview and Market Position

In a country where agriculture employs 64.5% of the population and contributes 25% to GDP, Yalla Yalla Group is a leading agribusiness, advancing climate-smart agriculture through high-tech greenhouses and sustainable horticulture.

Through its Innovation Center for Climate-led Horticulture (ICCH) and Greenhouse Park, Yalla Yalla Group addresses key agricultural challenges, including low-quality horticultural output and climate resilience. The company is also implementing solar-powered cold storage to improve supply chain efficiency and reduce post-harvest losses.

Yalla Yalla Group stands out for its commitment to climate change mitigation, job creation, and social inclusion.

Business Model and Revenue Streams



High-value crop production: revenue is generated through the cultivation and sale of premium horticultural products, including tomatoes, cherry tomatoes, cucumbers, sweet peppers, and sweet melons, using controlled-environment greenhouse farming.



Greenhouse sales & services: Yalla Yalla Group assembles, sells, and installs greenhouses for farmers across Rwanda, promoting climate-smart agriculture (CSA) and increasing access to modern farming solutions.



CSA & value addition: Yalla Yalla Group enhances food security, empowers youth and women farmers, and contributes to climate resilience, creating long-term economic and environmental benefits.

Employment Statistics

Yalla Yalla Group has 80 full-time employees, including 26 women and 56 men, with a high proportion of young people (70).

Adaptation Impact and Social Responsibility

Yalla Yalla Group promotes climate-smart agriculture by integrating energy-efficient greenhouses, solar power, and sustainable farming to reduce carbon emissions and enhance biodiversity. The company trains farmers in climate resilience and sustainable practices, fostering environmental stewardship. Its expansion will create 200 new jobs, with 60% allocated to women and 40% to youth, empowering communities with modern agricultural skills. Through renewable energy, ecosystem protection, and job creation, Yalla Yalla Group drives economic and environmental sustainability in Rwanda.

Competitive Advantage



Integrated Climate-Smart Solutions:

Combining modern cropfarming techniques, water-efficient irrigation, organic fertilizers, and greenhouse technology gives Yalla Yalla a competitive edge.



Strategic Partnerships: Collaborations with government entities like the Rwanda Agriculture and Animal Resources Development Board (RAB) and the Ministry of Agriculture (MINAGRI) give the company access to resources and policy support that boost market credibility.



Skilled Workforce: The Company is staffed with young, trained professionals with international expertise, providing a high level of competence in implementing advanced agricultural solutions.



"This transformative training equipped us to design a winning business plan and pitch deck, securing 100,000,000 RWF to establish our Innovation Center and an additional 35,000,000 RWF from Access to Finance Rwanda, opening doors to innovation and sustainable growth" - Emmanuel NDAYIZIGIYE - CEO, Yalla Yalla Group

Growth Potential

»Expansion of greenhouse infrastructure:

beyond the initial Greenhouse Park in Gasabo, Yalla Yalla Group aims to establish additional greenhouse hubs in key agricultural regions, increasing climate-smart food production and ensuring year-round supply.

»**Regional market penetration:** Yalla Yalla Group plans to expand sales beyond Rwanda, targeting export markets in East Africa by forming strategic partnerships with regional retailers, distributors, and food processing companies.

»**Technological advancements and innovation:** future investments will focus on AI-driven greenhouse automation, precision irrigation, and solar-powered storage solutions to optimize productivity, reduce waste, and improve climate resilience.

Acceleration Program Highlights

- » **Expansion of greenhouse farming:** establishing a high-tech Greenhouse Park to boost horticultural production by 50% in 3 years.
- » **Market growth and brand positioning:** expanding sales networks and marketing efforts to achieve 20% market share and 40% brand awareness.
- » **Sustainability and skills development:** reducing post-harvest losses by 20%, securing investments, and training 300 youth and women in climate-smart agriculture.

Key Financial Indicators

| Year | Annual revenue (RWF) | Gross margin | EBITDA |
|------------------|----------------------|--------------|------------|
| 2024 Actual | 50 000 000 | 36,200,000 | 30,000,000 |
| 2025 Projections | 62 000 000 | 46,600,000 | 40,000,000 |
| 2026 Forecast | 68 000 000 | 51,600,000 | 44,400,000 |

Funding raised from RAAP: 100 000 000 RWF in grants

Funding Requirements and Use of Funds

Disbursements

1st Disbursement: 50 000 000 RWF

Allocation: Acquisition of land and greenhouse construction + irrigation kits and set up

2nd Disbursement: 50 000 000 RWF

Allocation: Water monitoring technology, inputs, etc.

The company seeks investment to:

- » Expand greenhouse infrastructure: build 5 high-tech greenhouses with automated irrigation and organic farming.
- » Strengthen market reach: develop direct sales agreements, an online sales platform, and a nationwide marketing campaign.
- » Enhance financial sustainability: secure funding and deploy solar-powered cold storage to reduce post-harvest losses.

Investor Proposition

Yalla Yalla Group presents a high-growth investment opportunity in climate-smart agriculture and greenhouse farming. Funding will enable the expansion of high-tech greenhouses, solar-powered cold storage, and large-scale horticulture production, addressing Rwanda's rising demand for quality horticultural produce. Investors will benefit from market expansion, value-added agri-solutions, and strategic government partnerships (RTB & MINAGRI). With Rwanda's push for modernized agriculture and climate resilience, Yalla Yalla Group offers a profitable, sustainable, and socially impactful investment.

Areas of Improvement.

Potential areas of improvement for the business relies around : Automation of the warehouses, operations management and expansion across Rwanda and Africa.



Hand in Hand for Sustainable Agriculture

Location: , Rwanda
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Company Overview and Market Position

Hand in Hand for Sustainable Agriculture (HIHSA) Ltd is catalyzing agricultural transformation in Eastern Rwanda through regenerative farming and climate-resilient practices. Operating on 707 hectares of land in Kayonza District, HIHSA integrates crop and livestock farming using sustainable techniques. The company champions zero-grazing dairy systems, where manure is recycled as organic fertilizer to boost soil fertility and reduce chemical dependency. With its focus on nutritious food production, land restoration, and climate adaptation, HIHSA is contributing meaningfully to Rwanda's green economy and national food security goals.

Business Model and Revenue Streams



Crop Production: Sale of high-value crops such as fruits, vegetables, cereals, and legumes produced using organic inputs.



Dairy Production: Sales of fresh milk from zero-grazing cows, integrated with a high-quality forage production system.



Organic Fertilizer Sales: Production and marketing of nutrient-rich organic manure derived from livestock waste.



Agri-Tourism and Learning Center: Revenue from visitors and trainees at the HIHSA Farm School offering hands-on training in climate-smart agriculture.

Employment Statistics

Through expansion and investment in mechanization and regenerative farming, HIHSA Ltd is creating over 500 new jobs. The company has a strong gender and youth inclusion approach, with: 60% of positions allocated to women ; 40% to youth, especially in operations related to organic farming, dairy management, and farm mechanization.

Adaptation Impact and Social Responsibility

HIHSA is at the forefront of regenerative and climate-smart agriculture in Rwanda, delivering measurable results across its operations. The company is committed to transitioning all of its farmland to 100% organic production within five years. It has installed water-efficient irrigation systems, conserving over 75,000 liters of water annually. By replacing more than 120 tons of chemical fertilizers with organic manure sourced from its integrated livestock system, HIHSA has significantly reduced greenhouse gas emissions. These practices have also enhanced soil structure and fertility, leading to a 20–30% increase in yields for key crops. In parallel, the company invests in continuous training and community engagement to ensure that smallholder farmers benefit directly from sustainable practices and are better equipped to cope with climate-related shocks.

Competitive Advantage



Integrated Crop-Livestock Model: Efficient nutrient cycling and diversified income.



Strong Environmental Credentials: Regenerative and climate-smart farming practices.



Farm School and Agri-Tourism: Unique education and visibility platform.



Location Advantage: Proximity to Kayonza town and the Kigali–Kayonza–Rusumo corridor.



Gender and Youth Inclusion: Robust social mission embedded in operations.



"This program will allow us to scale certified Irish potato seed production from 200,000 to over 1.1 million minitubers annually, expanding storage to 100+ tons across 30+ hectares, and create 500+ seasonal jobs while building workforce capacity in sustainable farming practices." - Isaac Hagenimana, HIHSA Business Development Manager

Growth Potential

HIHSA aims to replicate and scale its model across Eastern Rwanda. The company plans to invest in mechanization for roughage production and precision feed mixing to enhance dairy productivity. It also intends to expand its organic fertilizer production to meet growing regional demand for sustainable soil inputs. The deployment of digital tools will improve monitoring of farm performance and environmental impact. By replicating the farm school model in other districts, HIHSA seeks to disseminate regenerative agricultural practices more broadly. Through strategic partnerships and access to green investments, HIHSA is positioning itself as a regional leader in climate-resilient agribusiness.

Acceleration Program Highlights

- » **Scalability:** The company strengthened infrastructure and team to support higher volumes and reach more markets.
- » **Impact Strategy Development:** They designed a robust monitoring framework for environmental and social KPIs.
- » **Investment Readiness:** They refined financial models, business strategy, and pitch to align with investor expectations.

Funding Requirements & Use of Funds:

USD 240,000 sought for: » Mechanization and irrigation systems » Organic fertilizer production expansion » Farm school scaling » Working capital for operational efficiency

Key Financial Indicators

| Year | Annual revenue (RWF) | Gross margin | EBITDA |
|------------------|----------------------|--------------|-------------|
| 2024 Actuals | 75,017,400 | 109,836,249 | 63,575,624 |
| 2025 Projections | 85,580,500 | 249,537,571 | 128,329,316 |
| 2026 Forecast | 128,400,000 | 340,197,571 | 209,867,586 |

Funding raised from RAAP: 100 000 000 RWF in grants

Funding Requirements and Use of Funds

Disbursements

1st Disbursement: RWF 60,800,000

Establishment of a shade net facility Leasing 14 ha of cropland for 2 years Seed multiplication from pre-basic seeds to basic seeds

2nd Disbursement: RWF 39,200,000

Seed multiplication from basic seeds to certified seeds

HIHSA seeks investment to drive its mission of advancing climate-smart agriculture and enhancing socio-economic development through the :

- » Establishment of a shade net facility
- » Leasing of Cropland for Seed Multiplication
- » Seed Multiplication from Mini tubers to pre-basic Seeds

Investor Proposition

HIHSA Ltd offers a compelling investment opportunity in sustainable agribusiness with high-impact potential:

- » Ascalable model of climate-resilient farming that enhances soil fertility, crop yield, and rural livelihoods.
 - » Proven ability to generate organic products (milk, compost, crops) with growing market demand.
 - » Strong alignment with Rwanda's Vision 2050 and international green investment standards.
 - » Clear roadmap for financial growth and environmental impact, with transparency and accountability.
 - » Opportunity to support women- and youth-led development in underserved rural communities.
- » Seed Multiplication from pre-basic Seeds to basic seeds

Areas of Improvement

GTM generation and supplier management, Improvement in SKU and automation of processes and last mile logistics.



SpiderBit

Location: Kigali, Rwanda

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Website: www.spiderbit.rw

Company Overview and Market Position

SpiderBit Ltd, through its flagship solution ShambAssist, is revolutionizing agriculture and food security in Rwanda by leveraging IoT-based smart farming technologies. ShambAssist is an advanced, sensor-integrated farm advisory system that enables real-time monitoring of soil health, climate conditions, and resource use. This innovation supports farmers with precise, data-driven decisions, significantly improving productivity, resource efficiency, and sustainability. Operating within Rwanda's key agricultural regions, SpiderBit aligns with national goals for climate-smart agriculture and digital transformation, positioning itself as a pioneering agri-tech company driving resilience and growth in the agricultural sector.

Business Model and Revenue Streams



Device sales: One-off purchase of the ShambAssist device, including hardware installation and setup.



Subscription fees: Monthly tiered payments (Basic and Premium) for ongoing system support, updates, and hardware maintenance or replacement.



Data monetization: Commercial partnerships with agricultural input providers, financial institutions, insurance companies, marketplaces, NGOs, and government agencies.



Technical advisory services: Customized farm consultations and analytics for cooperatives, research centers, and commercial farms.

Employment Statistics

SpiderBit employs 15 staff, 30% women, and through its ShambAssist solution, has supported over 300 farmers nationwide.

Adaptation Impact and Social Responsibility

SpiderBit is accelerating Rwanda's transition to climate-smart agriculture by reducing resource waste and environmental degradation. Through real-time data insights, ShambAssist:

- » Optimizes water usage and irrigation scheduling.
- » Reduces fertilizer runoff by 20–40%, enhancing soil health and biodiversity.
- » Lowers agricultural GHG emissions by 30–50%.
- » Supports precision farming and reduces unnecessary field trips, saving fuel and time.

The system contributes to measurable improvements in crop yield, input efficiency, and resilience to climate shocks, all while promoting environmental stewardship and sustainable land use.

Competitive Advantage



Proprietary IoT platform: Real-time soil, weather, and crop data analytics.



Subscription-based revenue model: Recurring income ensures sustainability.



Cost-effectiveness: Offering competitive prices by reducing production costs through mechanization and organic inputs.



Strong partnerships: Collaborations with RAB, REMA, CIAT, RYAF, and more



Data monetization: Commercial partnerships with agricultural input providers, financial institutions, insurance companies, marketplaces, NGOs, and government agencies.



"The RGF program with ESP, CIAT, and Ireme has been transformative, helping us strengthen ShambAssist technology with mentorship program and funding that enabled us to scale to more farmers in Rwanda" - Davis Mugira, CEO

Growth Potential

SpiderBit aims to scale ShambAssist across Rwanda and into other East African markets. Key growth initiatives include:

- » Expanding reach from 17 deployed systems to 5,000+ in five years.
- » Integrating ShambAssist with national platforms like eHaho.
- » Launching the ShambAssist Credit Model to increase affordability.
- » Continuous R&D for new sensors and predictive analytics.
- » Targeting 18–30% annual growth, with projected revenue of RWF 151M by Year 5.

The long-term vision is to become Africa’s leading farm advisory platform, promoting precision agriculture and climate resilience at scale.

Acceleration Program Highlights

- » **Scalability:** Strengthened capacity to serve larger markets with improved system deployment protocols.
- » **Impact Strategy & Investment Readiness:** Developed a robust impact measurement framework and investment pitch tailored for social-impact and climate-tech investors.
- » **Funding Requirements and Use of Funds:** Defined disbursement phases tied to tangible outcomes such as solar-powered irrigation and smart feed mixing systems (for partner projects).

Key Financial Indicators

| Year | Annual revenue (RWF) | Gross margin | EBITDA |
|------------------|----------------------|--------------|------------|
| 2024 Actuals | 363,800,098 | 100,923,861 | 31,581,231 |
| 2025 Projections | 414,316,109 | 119,894,724 | 42,238,978 |
| 2026 Forecast | 478,482,176 | 139,897,583 | 50,584,275 |

Funding raised from RAAP: 99,900,000 RWF in grants

Funding Requirements and Use of Funds

Disbursements

1st Disbursement: RWF 75,400,000

- » Purchase of ShambAssist hardware (35 units)
- » Salaries (Developers and support team)
- » Identifying farmers (5 enumerators)
- » Deployment of ShambAssist (35 units) Training of farmers (105 participants)
- » Awareness campaign on the Radio (1 campaign)
- » Social media influencer for digital marketing
- » Support and maintenance

2nd Disbursement: RWF 24,500,000

- » Salaries (Developers and support team)
- » Support and maintenance

With a total project cost of RWF 99,900,000, the funding will be disbursed based on key milestones. Key activities include the acquisition of technological devices, comprehensive training programs, awareness campaigns, and continuous support for farmers. The implementation of this project is set to take place over the 20 months

Investor Proposition

SpiderBit offers investors the opportunity to fuel Africa’s agricultural transformation by investing in scalable, climate-smart technology. ShambAssist’s integrated system promotes sustainable farming by:

- » Enhancing soil and water conservation,
- » Increasing farm productivity and profitability,
- » Reducing environmental impact.

The platform’s adaptability and data monetization potential offer multiple revenue streams, while its social mission ensures positive environmental and community outcomes—making it an ideal vehicle for impact investors and ESG-focused partners.

Areas of Improvement.

Market expansion sales and partnership acquisition.



Mubuga BioCoffee Ltd

Location: Karongi, Rwanda

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Company Overview and Market Position

Mbuga Bio Coffee Ltd (MBC) is a Rwandan company that has been growing and processing coffee since 2017. It is part of the national vision to promote cash crops, particularly coffee, with a view to increasing exports to high-end international markets. In line with Rwanda's National Export Strategy, the company is developing a sustainable agroforestry model aimed at increasing productivity while addressing climate challenges.

By intercropping coffee and resilient trees over 300 hectares, it plans to increase production to 1 million trees by 2025 and quadruple the yield per tree by 2028. With strong partnerships with major buyers, MBC benefits from growing demand in regional, European and global markets, fueled by urbanization, population growth and the development of new processing plants.

Business Model and Revenue Streams



Diversified coffee sales: Revenues generated by the wholesale of green coffee beans to local and international customers, as well as targeted sales of specialty coffee in premium markets.



Sustainability-centred model: Innovative and eco-responsible farming practices (shading, irrigation, certification) to guarantee high-quality coffee production while respecting the environment and promoting producer cooperatives.



Partnerships and certification: MBC works with cooperatives, public institutions and NGOs to obtain sustainable certifications, reduce entry costs, and access new markets via customers committed to fair trade and sustainability.

Employment Statistics

MBC has 9 full-time employees, including 6 women and 3 men, with a high proportion of young people (7).

Adaptation Impact and Social Responsibility

MBC adopts agroforestry practices by intercropping coffee with trees and other crops, which enhances biodiversity, improves soil health, captures rainwater, and increases carbon sequestration—contributing to climate resilience and ecosystem restoration. Through climate-smart farming methods like erosion control, rainwater drainage systems, and the use of organic fertilizers, the project minimizes environmental degradation while maintaining high yields. MBC also promotes social inclusion by training and empowering local communities, especially women and youth, in sustainable agriculture. The project is expected to create over 906 new jobs and protect more than 2,600 existing ones, reinforcing its strong social and economic impact in rural Rwanda.

Competitive Advantage



Regenerative agroforestry model: The company adopts an innovative approach based on agroforestry and regenerative agriculture, improving climate resilience, soil fertility and coffee tree productivity, while promoting biodiversity.



Sustainable and certifiable production: Thanks to its ecological practices and the consistent quality of its coffee, the company meets the requirements of international markets in terms of standards and certifications, facilitating access to premium outlets.



Strong partnerships with major buyers: MBC benefits from an established network of reliable international customers, ensuring regular sales and financial stability while enhancing its reputation in export markets.



Growth potential

» Expanding production : Coffee farm

expansion from 600,000 to 1,000,000 trees by 2025, over an area of 300 hectares in the hills, by adopting agroforestry systems. The aim is to increase the yield per tree from 1.5 kg to 6 kg by 2028, thereby significantly boosting production and profitability.

- » **Developing export markets:** Targeting premium markets in Europe and beyond, meeting international standards with certified and traceable organic coffee.
- » **Strategic partnerships:** Strengthening collaboration with research institutes to adopt climate-resistant coffee varieties and improve conservation farming practices.

Acceleration Program Highlights

- » **Agricultural diversification:** Integration of crops complementary to coffee to improve farmers' incomes and strengthen the resilience of ecosystems.
- » **Access to finance:** Supporting small producers to access loans via SACCOs and savings through initiatives such as Ejo Heza and mutual societies.
- » **Sustainable value chain:** Implementing innovative, organic and sustainable production methods to ensure reduced environmental impact and greater social responsibility.

Key Financial Indicators

| Year | Annual revenue (RWF) | Gross margin | EBITDA |
|------------------|----------------------|--------------|-------------|
| 2024 Actuals | 76,239,862 | 190,979,285 | 162,627,720 |
| 2025 Projections | 214,661,370 | 198,140,328 | 169,425,221 |
| 2026 Forecast | 214,661,370 | 251,300,326 | 207,043,003 |

Funding raised from RAAP: 100 000 000 RWF in grants

Funding Requirements and Use of Funds

Disbursements 1st Disbursement

Allocation: Intercropping through implementation of CSA practices and integration climate information services into farming practices

2nd Disbursement

Allocation: Expand market reach and brand recognition

The company seeks investment to:

- » Expand and scale coffee production by increasing coffee tree plantations from 600,000 to 1,000,000 trees and enhancing yields through climate-resilient farming techniques.
- » Diversify farming systems through agroforestry and intercropping practices to improve soil health, increase productivity, and strengthen climate resilience.
- » Strengthen market presence by fulfilling growing supply contracts and forming strategic partnerships to access high-value markets and boost export capacity.

Investor Proposition

Mubuga Bio Coffee Ltd offers investors the opportunity to support a sustainable initiative with high growth potential in the organic coffee sector in Rwanda. The investment will aim to expand the coffee plantation to 1,000,000 trees over 300 hectares, strengthen the processing infrastructure, and improve agroecological practices through climate-resistant varieties.

Areas of Improvement.

Potential areas of improvement for the business relies around : Client and partnership acquisition, working capital generation, expansion into new markets and operation strategic growth..



ESP's training through the Ireme Invest Program transformed Mubuga Bio-Coffee from a young company into a sustainable agriculture leader practicing climate-smart techniques like agroforestry, while enabling us to access major funding programs including ACELI Africa and World Resources Institute.- Emmanuel Kayinamura, Co-founder, Mubuga Bio Coffee

Nyurwa Chicken

Location: Muhanga District, Rwanda

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Company Overview and Market Position

Nyurwa Farm Ltd is transforming Rwanda's agriculture and food systems through regenerative and circular farming practices. Operating across 12 hectares in Kayonza District, Nyurwa specializes in climate-smart poultry and pig farming, coupled with organic compost production and sustainable crop cultivation. By replacing synthetic inputs with organic compost and leveraging livestock waste to generate biogas and energy, Nyurwa promotes sustainable food production, waste valorization, and energy self-sufficiency. The company is closely aligned with Rwanda's Green Growth and Climate Resilience Strategy, positioning itself as a pioneer in climate-resilient agribusiness in Eastern Rwanda.

Business Model and Revenue Streams



Sales of Livestock Products: High-quality poultry and pork sold to retailers and local markets.



Organic Fertilizer (Compost) Sales: Compost produced from livestock waste, sold to farmers and cooperatives.



Crop Production: Sales of vegetables and grains cultivated using regenerative practices.



Waste-to-Energy (Biogas): Utilization of biogas for in-house energy needs and future sales to local networks.

Employment Statistics

Nyurwa's scale-up will create over 500 new employment opportunities across farming, processing, logistics, and retail.

Adaptation Impact and Social Responsibility

Nyurwa Farm Ltd is championing climate-smart agriculture and rural resilience by:

- » Transitioning to 100% organic compost use across all farming activities, eliminating chemical fertilizers.
- » Installing water-efficient systems and biogas infrastructure that collectively reduce water waste and GHG emissions.
- » Increasing productivity per hectare through healthier soils and closed-loop fertilization cycles.
- » Lowering Carbon footprint by replacing synthetic inputs and minimizing transport emissions via local sourcing.

Competitive Advantage



Circular Agribusiness Model :

Integrates livestock, crop farming, composting, and biogas to optimize efficiency and minimize waste.



Climate-Resilient Infrastructure: Solar cold rooms, rainwater harvesting, and eco-friendly animal housing enhance environmental performance and reduce operating costs.



Strong Community Integration:

Partnerships with local farmers, cooperatives, and women's groups create shared value and ensure long-term buy-in.



Market Responsiveness:

Flexible production systems allow Nyurwa to respond quickly to market demand for meat, compost, and vegetables.



Replication Potential: Modular and scalable systems ready for replication in other rural districts or expansion into regional markets.



Growth Potential

Nyurwa plans to significantly expand production and impact over the next five years:

- » Invest in mechanization for feed preparation and harvesting to improve productivity and reduce feed loss.
- » Expand composting operations to meet growing demand for organic fertilizer in Eastern Rwanda.
- » Introduce smart livestock monitoring to optimize health and feed conversion efficiency.
- » Increase biogas production to meet 100% of energy needs internally and sell surplus to nearby communities.
- » Develop branded value-added products for local and regional markets, such as vacuum-packed meat and compost in retail packaging.

Acceleration Program Highlights

- » **Scalability Readiness:** Developed operational frameworks to increase production capacity and market reach across districts.
- » **Impact Strategy Development:** Established measurable KPIs for GHG reductions, job creation, and soil health restoration
- » **Investment Preparedness:** Completed financial projections, funding strategy, and risk mitigation plan for external investors.
- » **Use of Funds Breakdown:** Created a three-stage disbursement plan to support strategic infrastructure investments.

Key Financial Indicators

| Year | Annual revenue (RWF) | Gross margin | EBITDA |
|------------------|----------------------|--------------|---------|
| 2024 Actuals | 374,143 | 480,943 | 517,776 |
| 2025 Projections | 389,995 | 505,195 | 672,305 |
| 2026 Forecast | 410,807 | 535,827 | 580,674 |

Funding raised from RAAP; 99,000,000 RWF in grants

Funding Requirements and Use of Funds

Disbursements

1st Disbursement: RWF 50,000,000 2nd

Disbursement: RWF 50,000,000

Nyurwa seeks investment to

- » Increase Crop Production & Yield: installation of a solar-powered drip irrigation system, enabling efficient water use and consistent vegetable production.
- » Enhance Livestock Production & Animal Welfare: Support the acquisition of a precision feed mixer to improve feed quality and animal performance, alongside the construction of climate-resilient shelters to enhance animal welfare.
- » Improve Soil Health & Sustainability Practices: Expand the use of organic compost derived from livestock waste to enrich soil fertility and reduce reliance on chemical fertilizers. To further strengthen sustainability practices, Nyurwa will scale compost production, implement rainwater harvesting systems, and adopt biogas technology to convert animal waste into clean energy.

Investor Proposition

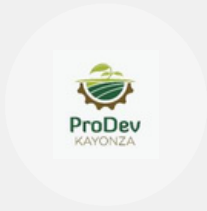
Nyurwa Farm Ltd presents a high-impact, scalable investment opportunity in regenerative agriculture. The company integrates climate-smart livestock management, organic composting, and sustainable crop production to deliver both financial returns and environmental impact. Investors will support:

- » The expansion of organic and protein-rich food supply in Rwanda,
- » The adoption of circular farming and renewable energy solutions,
- » Inclusive job creation for women and youth,
- » Sustainable growth in line with Rwanda's climate adaptation goals.

Nyurwa's strategy offers long-term profitability while actively contributing to food security, ecosystem restoration, and green economic development.

Areas of Improvement.

Marketing, Brand narration, sales and mechanization of agriculture through automated processes.



ProDev Kayonza

Location: Kayonza District, Rwanda

Contact: Fidele Nshimiyimana

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Website: www.prodevkayonza.com

Company Overview and Market Position

ProDev Kayonza is transforming agriculture and food security in Rwanda by adopting sustainable farming practices. The company operates on 700 hectares, producing a range of crops and livestock while integrating climate-smart agriculture techniques. By replacing chemical fertilizers with organic manure from its zero-grazing cows, ProDev Kayonza enhances soil health and promotes sustainable food production. Its commitment to environmental conservation and job creation aligns with Rwanda's green growth agenda, making it a key player in the country's agricultural development.

Business Model and Revenue Streams



Product sales: crops produced on 600 hectares and dairy products



Mechanization and technology: Growing investments in advanced mechanization for efficiency and productivity in both crop and livestock production.



Food security: Maize production remains a priority due to its role in food security, with new government policies supporting local production.



Sustainability: Increasing focus on organic farming, with a shift towards eco-friendly agricultural practices to reduce chemical fertilizer use.

Employment Statistics

ProDev Kayonza's expansion into mechanization, organic farming, and advanced sustainable livestock management is expected to generate a significant number of new employment opportunities: 500+ jobs. Of these, 60% will be designated for women, with 40% reserved for youth, ensuring that vulnerable groups are actively included in the workforce.

Adaptation Impact and Social Responsibility

ProDev Kayonza is leading climate-smart agriculture in Rwanda by integrating sustainable practices to adapt to and mitigate climate change. The company is working towards 100% organic farming adoption across its 700 hectares within the next five years, improving water use efficiency with advanced irrigation systems that save significant liters of water annually. Through these practices, ProDev Kayonza has seen increased crop yields per hectare, driven by healthier soils. In terms of climate mitigation, the company has reduced chemical fertilizer use, replacing tons with nutrient-rich organic manure, and significantly lowered its GHG emissions by reducing synthetic inputs, contributing to a more resilient and sustainable agricultural system.

Competitive Advantage



ProDev Kayonza's unique approach positions it a pioneer in the market. Key competitive advantages include:



Sustainability: ProDev Kayonza's

combination of dairy and cropfarming ensures sustainable, circular farming practices where cow manure is used as organic fertilizer, reducing dependency on chemical inputs



Cost-Effectiveness: ProDev Kayonza aims to

offer competitive prices by reducing production costs through mechanization and organic inputs.



Eco-friendly technological

advancement: Investing in eco-friendly mechanization for roughage production and precise feed mixing.



Scalable operations: With 600 hectares of crop production and 100 hectares of dairy farming, ProDev Kayonza operates on a large scale, which offers the ability to meet growing market demands



Growth Potential

ProDev Kayonza wants to invest in advanced mechanization for roughage production and precise feed mixing to maintain high feed quality and enhance milk yield. By leveraging organic manure for soil enrichment and continuous environmental monitoring, ProDev Kayonza aims to adopt 100% climate-smart agriculture in its operations. Investing in mechanization for roughages production and proper feed mixing uniquely addresses low milk production by ensuring a consistent and high-quality feed supply. Mechanization improves harvesting efficiency and forage quality, reducing nutrient losses.

Acceleration Program Highlights

» **Scalability:** the company built capacity to handle higher production volumes and expand market reach.

» Impact Strategies & Investment

Readiness: they developed strategies to measure social and environmental impact and preparing for investment opportunities to strengthen financial positioning.

Key Financial Indicators

| Year | Annual revenue (RWF) | Gross margin | EBITDA |
|------------------|----------------------|--------------|-------------|
| 2024 Actuals | 1,125,928,761 | 644,572,694 | 285,098,892 |
| 2025 Projections | 1,227,262,349 | 874,424,424 | 479,003,241 |
| 2026 Forecast | 1,374,533,831 | 988,977,091 | 554,013,791 |

Funding raised from RAAP: 99 000 000 RWF in grants

Funding Requirements and Use of Funds

Disbursements

1st Disbursement: RWF 122, 500,000

Acquisition and Installation of Solar powered Irrigation

2nd Disbursement: RWF 20,000,000

Cleaning site, excavation, compaction with laterites

3rd Disbursement: RWF 7,500,000

Acquisition of precise feed mixer

ProDev Kayonza seeks investment to:

» **Increase Crop Production & Yield:** Adopt drought-resistant crops and varieties for key value chain crops, invest in high-efficiency irrigation systems to optimize water use.

» **Enhance Dairy Production & Milk Yield:** Invest in advanced mechanization for roughage production and feed mixing and improve dairy cattle breeds through cross-breeding for higher milk yield.

» Improve Soil Health & Sustainability Practices:

Replace chemical fertilizers with organic manure across all crop areas and scale up rainwater harvesting and implement regular soil health monitoring.

Investor Proposition

ProDev Kayonza offers investors the opportunity to support a scalable, sustainable agribusiness that focuses on climate-smart farming and food security. Its integrated approach to organic farming, advanced mechanization, and livestock management reduces environmental impact while increasing productivity. By adopting climate-smart practices, ProDev enhances soil health, boosts crop yields, and promotes sustainable dairy farming. This positions ProDev for long-term growth and profitability, with a focus on eco-friendly agricultural products like organic fertilizers, high-quality feed, and nutritious crops.

Areas of Improvement

Mechanization of process of product transformation and accessing raw materials.

"A truly transformative and inspiring program that allowed us to gain tons of information on climate resilience; and how to apply it to the business" - Fidele Nshimiyimana, Project Manager



Golden Insect LTD

Location: Musanze - Nkotsi Sector, Rwanda

Contact: Dominique Xavio Mbabazi

Email: dximbabazi@gmail.com

Website: www.goldeninsect.com

Company Overview and Market Position

Golden Insect LTD is at the forefront of addressing the challenges of chemical fertilizer dependency and its negative impact on soil health and the environment in Rwanda. The company is focused on the adoption of sustainable agricultural practices, particularly through the use of vermicompost, an eco-friendly alternative to chemical fertilizers. Farmers in the region face challenges with the importation and application of chemical fertilizers, which degrade soil quality and pose environmental risks. Golden Insect LTD seeks to mitigate these issues by developing and testing a pilot plant for vermicompost production tailored to the needs of smallholder farms.

Business Model and Revenue Streams



Product sales: the target is to make 10 times the revenues with the sale of vermicompost as a high value organic fertilizer.



Scaling production: building infrastructures such as warehouses, offices, bio-waste collection center, buying and installing machines, staffing, collection of bio-waste (liquid and solid)



Soil enrichment: Vermicompost enhances soil fertility by providing essential macro-nutrients, which are vital for optimal plant growth and productivity.



Sustainability: Increasing focus on organic farming, with a shift towards eco-friendly agricultural practices to reduce chemical fertilizer use.

Employment Statistics

Golden Insect will hire (30) women and youth in their daily activities such as collection, processing, packaging, and transporting our products. Establishing vermicomposting facilities will create jobs in areas such as waste management, agriculture, and education, providing employment opportunities for local residents.

Adaptation Responsibility and Social

Golden Insect has a significant social and environmental impact by promoting sustainable agriculture and resilience to climate change. The company produces vermicompost, an organic fertilizer that improves soil health, increases water retention, and reduces the need for irrigation, while mitigating the effects of drought and heavy rains. By reducing the use of chemical fertilizers, it lowers greenhouse gas emissions and promotes carbon sequestration in soils. Socially, Golden Insect creates local jobs by employing 30 women and youth for daily activities such as collection, processing, and transportation of products. It also supports food security by improving agricultural yields and generating income through the sale of vermicompost and other by-products.

Competitive Advantage



Golden Insect's unique approach positions it a pioneer in the market. Key competitive advantages include:



Sustainability: Golden Insect is dedicated to promoting organic farming practices by using vermicompost as a sustainable and chemical-free fertilizer.



Cost-effectiveness: Vermicomposting offers cost-effective production with lower long-term agricultural inputs, allowing Golden Insects to provide affordable, high-quality products.



Diversification: The high-quality vermicompost from Golden Insects enhances soil health and increases crop yields.



Alignment: With Rwanda's focus on organic farming and waste management through grants and subsidies, Golden Insects benefits from favorable policies that boost market growth.



"The program enhanced my business management and fundraising skills while opening my mind to gender action planning" - Xavier Dominique, Founder

Growth Potential

Golden Insect aims to scale its production significantly from 2024 to 2028 by investing in key infrastructure, including warehouses, bio-waste collection centers, and state-of-the-art machinery, alongside increasing staffing. These investments will help meet the growing market demand for sustainable, organic fertilizers. The company will also focus on registering and certifying its products to ensure legal access to both national and international markets. By enhancing visibility through mobilization campaigns, exhibitions, and scientific conferences, Golden Insects intends to boost its market presence and increase revenues by tenfold. Marketing efforts, including advertising through social media, radios, and TVs, will further expand its reach. These strategic actions align with the company's commitment to scaling up production and ensuring the sustainability of its operations

Acceleration Program Highlights

- » **Scalability:** Golden Insect built capacity to handle higher production volumes and expand market reach.
- » **Impact Strategies & Investment Readiness:** the company also developed strategies to measure social and environmental impact and preparing for investment opportunities to strengthen financial positioning.

Key Financial Indicators

| Year | Annual revenue (RWF) | Gross margin | EBITDA |
|------------------|----------------------|--------------|-------------|
| 2024 Actuals | 124,500,000 | 89,816,250 | 751,992,273 |
| 2025 Projections | 186,750,000 | 134,119,375 | 107,048,097 |
| 2026 Forecast | 280-125-000 | 201,729,063 | 163,898,818 |

For any questions or further information about these projects, please reach out to:
 100,000,000 RWF in grants
 info@greenfund.rw
 www.iremeininvest.rw

Submitted and Signed Vivian

Funding Requirements and Use of Funds

Disbursements

1st Disbursement: RWF 15, 500,000
 RAB product license registration

2nd Disbursement: RWF 42,000,000

Land, fencing, earthworm houses, liquid bio-waste, etc

3rd Disbursement: RWF 42,000,000

LOSC Pasteurization and packaging room, 200 Drums

Golden Insect seeks investment to

- » Develop Vermicompost Products: Establish vermicompost production, acquire land, prepare the site, and build necessary sheds and facilities.
- » Establish Soil Conditioners Market: Launch production, conduct quality assessments, secure product certification, and handle packaging and branding.
- » Market the Products: Promote products through demo plots, distribute to agro-shops, advertise via media, and participate in exhibitions and workshops.

Investor Proposition

Golden Insect presents a unique investment opportunity in the rapidly growing sector of sustainable agriculture and organic waste management. By focusing on the production of high-quality vermicompost and organic soil conditioners, the company addresses critical issues such as soil degradation and chemical fertilizer dependency, while promoting climate-smart farming practices. Golden Insect's innovative approach includes establishing facilities for liquid bio-waste treatment and the production of eco-friendly fertilizers, which enhances soil health, improves crop yields, and reduces environmental impact. With a strong focus on local job creation, community empowerment, and eco-friendly products, Golden Insect is positioned for long-term growth and profitability

Areas of improvement

Sales and market expansion into new geographical locations



For any questions or further information about these projects, please reach out to:
info@greenfund.rw

www.iremeinvest.rw

Submitted and Signed by:
Vivian Kayitesi
Country Lead ESP Rwanda

A handwritten signature in blue ink, appearing to read 'Vivian Kayitesi', on a white rectangular background.