

# *THE RWANDA OPPORTUNITY*

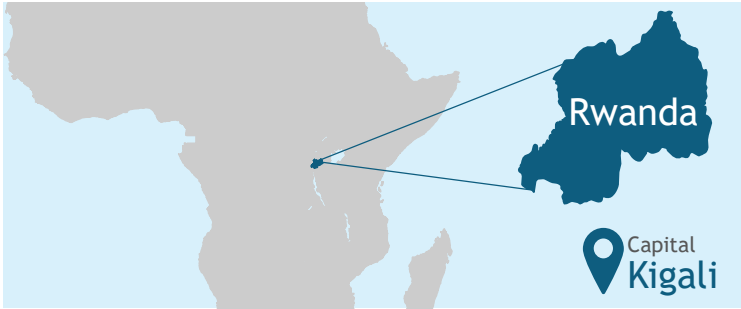
*Remarkable Rwanda*

*AUGUST 2020*



# RWANDA

## AT A GLANCE



### POPULATION

12.1 million



### GOVT. & PARLIAMENT

Presidential republic  
Bicameral parliament



### OFFICIAL LANGUAGES

Kinyarwanda,  
French, English,  
Swahili

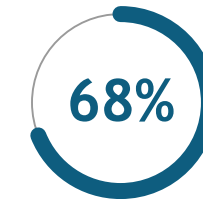


### GDP PER CAPITA

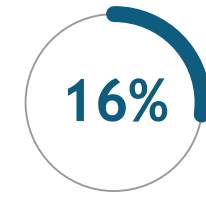
USD 774 (3.8x since '02)



### LITERACY



### UNEMPLOYMENT



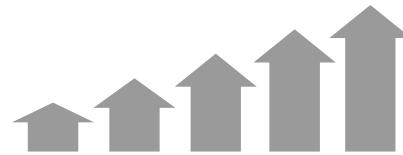
### CURRENCY/EXCHANGE RATE

Rwanda Francs (RWF)  
~RWF 933/USD<sup>1</sup>



### GDP (10 YEAR GROWTH)

USD 10.1B (7.5% p.a.)



### RATINGS

B+ > 'Stable' > FitchRatings  
B+ > 'Stable' > S&P Global Ratings

# Incredible success story of Africa

## RWANDA IS ...



### ... fast growing

2<sup>nd</sup> fastest growing economy in Africa (7.5% p.a. since 2007)

Most improved nation in human development in the world

Young and growing population (~70% of population under 30)



### ... low risk

5<sup>th</sup> safest country to walk at night worldwide

Lowest debt ratio in region & stable credit ratings

Stable currency



### ... business friendly & modern

2<sup>nd</sup> for doing business in Africa<sup>1</sup>

1<sup>st</sup> for Government transparency in Africa

Most women in Parliament and in a gender-balanced Cabinet in the world (respectively 61% and 50%)



### ... a regional platform

Strong African hub potential; highly connected African airline

2<sup>nd</sup> MICE ranking in Africa; +19 ranks in 4 years

Growing bilingual, educated workforce (~50k tertiary grad./yr)



### ... IT ready

1<sup>st</sup> in the EAC for network readiness

5<sup>th</sup> in Africa

95% 4G LTE network coverage; 7,000km fibre

1. Doing Business 2020.

Sources: UN (UN-HDI), World Bank, WEF, Global and Africa Competitiveness Report, ICCA, Global Gender Gap report, Gallup, ICCA, RDB, BSC (majority 2017)

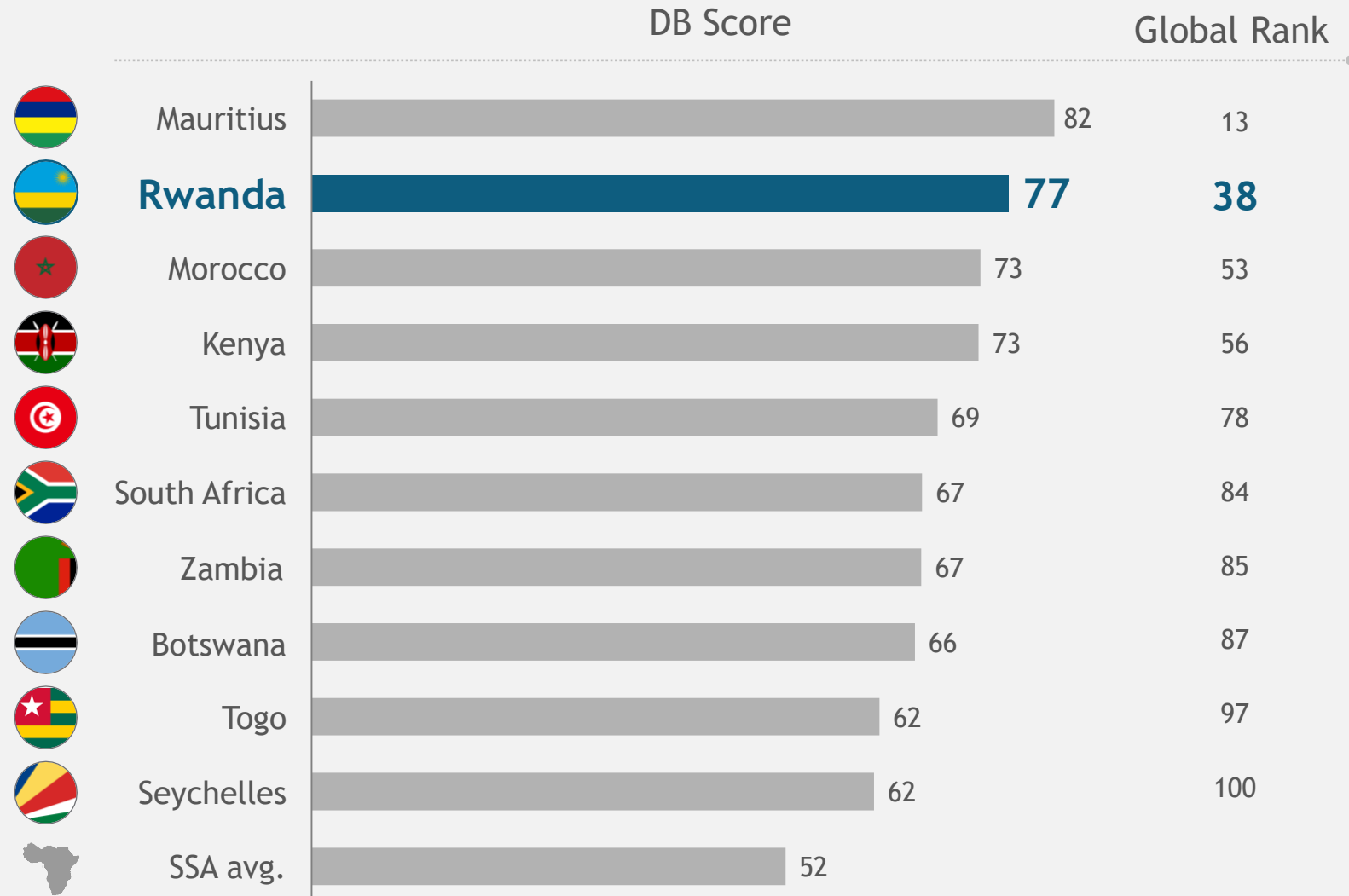


***RWANDA***

***A GREAT PLACE TO DO BUSINESS***

In Africa,  
Rwanda is  
ranked the 2nd  
easiest place to  
**DO BUSINESS ...**

## 2020 Top 10 African Ease of Doing Business Countries



# Rwanda has created an enabling **INVESTMENT ENVIRONMENT**...

## Business friendly regulation

- #2 in Africa for Ease of Doing Business<sup>1</sup> and Global Competitiveness<sup>2</sup>
- 7 year Corp. income tax (CIT) holiday for investors investing more than \$50M in the country
- Business environment assessed annually resulting in new investor-friendly reforms each year

## Multiple incentives for exporters & priority sectors

- Preferential CIT rate: 15% if 50% of production exported outside EAC or for priority sectors<sup>3</sup> - 0% tax if regional HQ in Rwanda
- Accelerated first year depreciation rate of 50%<sup>4</sup>
- Exemption of capital gains
- Duty-free imports of machinery & inputs<sup>5</sup> within EAC

## Efficient, supported processes

- Highly digitalized and efficient administration (6 hours to register a business)
- Free business registration
- One-stop center for investors with dedicated investment acceleration and aftercare team

## Commitment to foreign ownership

- No restrictions on foreign ownership
- No restrictions on capital flows
- Capital gains exemption on sale or transfer of shares

1. 2020 World Bank Doing Business ranking 2. WEF ranking 3. Energy, transport of goods and passengers, ICT, financial services, affordable housing, or any other priority economic sectors determined by the Ministry of Finance 4. Subject to investing USD 50k in business assets; 5. In accordance with EAC customs reg.

# Rwanda has created an enabling **LOCAL AND AFRICAN TALENT...**

**50K** Higher education graduates each year

- Of those, ~2,000 graduates in ICT
- Host to 4 of the continent's top STEM1 universities



**30%** Rwandans fluent in at least one Western language

- ~1M Rwandans fluent in English
- ~750k Rwandans fluent in French
- ~400k Rwandans bilingual (EN/FR)

...and the **NEXT GENERATION** is coming!



**70%**  
Rwandan population under 30 years of age



***RWANDA***

*CONNECTING AFRICA, OPEN TO THE WORLD*



# Rwanda is committed to **PANAFRICAN INTEGRATION** and plays an active role on key regional and global initiatives

An acknowledged **leadership** at the regional and international levels...



Paul Kagame, President of Rwanda, Chairperson of the **African Union** in 2018, current **EAC** chairman

A **thought leader** and model on strategic initiatives...



... a contributor to **peace & prosperity**



Rwanda is among the **top five UN troop and police contributing countries** in international peacekeeping missions



Rwanda holds **key roles** in influential institutions

AfDB

Francophonie

... host of major **international events**



# Rwanda has **ACCESS TO AFRICAN AND GLOBAL MARKETS** through strong free trade agreements...

## Regional agreements



EAC free trade agreement  
East African Community



Population  
185 M



GDP<sup>1</sup>  
\$ 168 Bn



COMESA free trade agreement  
Common Market for Eastern and Southern Africa



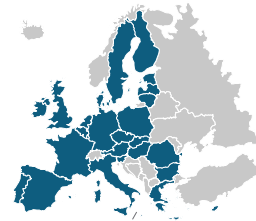
Population  
492 M



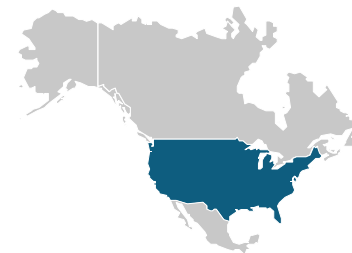
GDP<sup>2</sup>  
\$ 682 Bn



## Intercontinental agreements



Everything but Arms agreement  
European Union



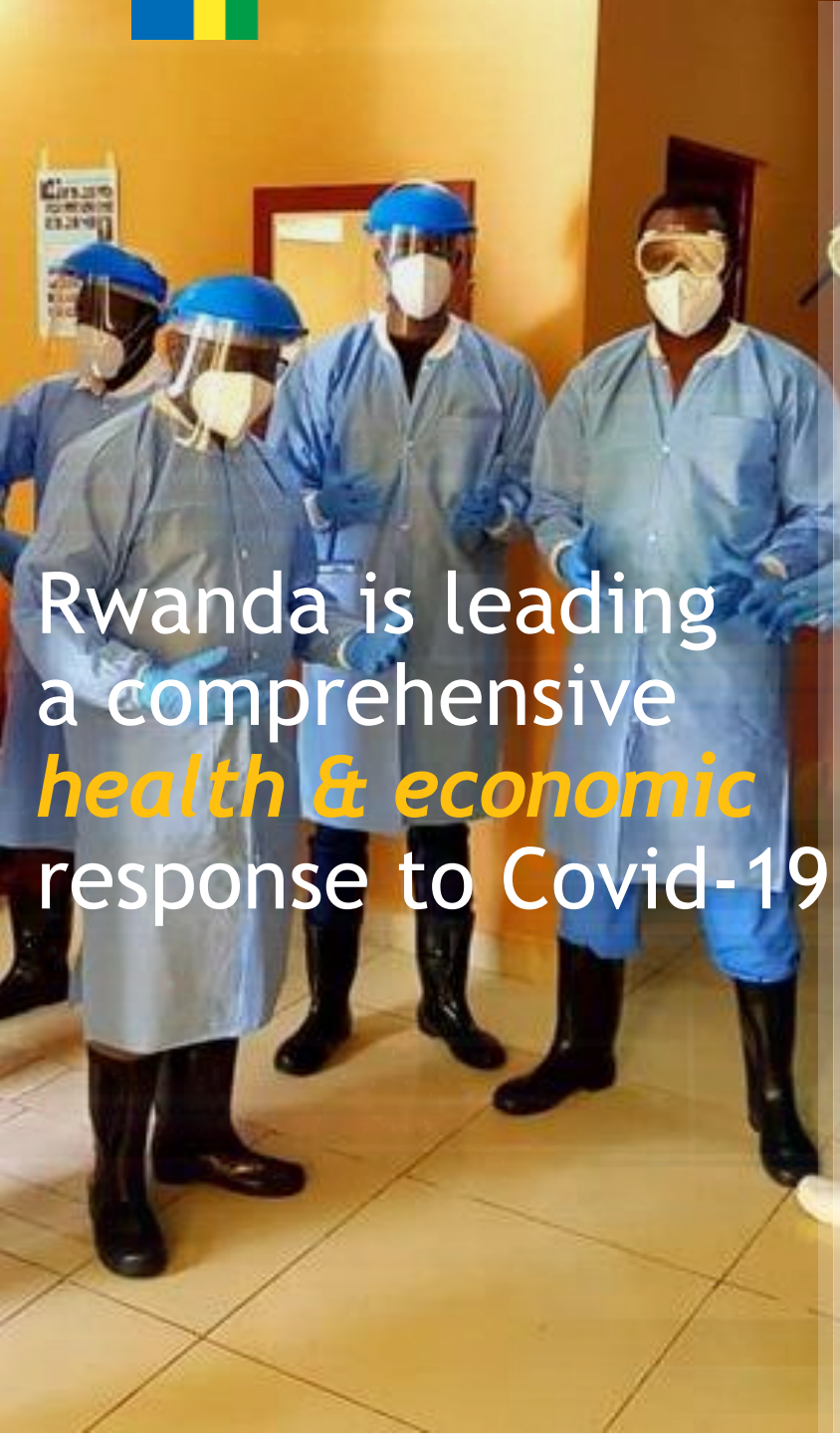
AGOA free trade agreement  
United States of America



1. 2017, in current USD 2. 2015  
Source: World Bank



***RWANDA***  
*RESPONDING TO COVID*



Rwanda is leading a comprehensive **health & economic** response to Covid-19



## Contained outbreak enables business operations

- **Early lockdown**, rapid testing & tracing, and widespread public health measures have contained the outbreak thus far
- **Partial reopening** (curfew) as of May 4<sup>th</sup> given containment (2,453 confirmed cases; 1,648 recoveries, 8 deaths)<sup>1</sup>

## Dedicated stimulus efforts for economic recovery

- RWF 100B **Economic Recovery Fund** established to support survival and recovery of highly affected businesses
- Domestic repurposing of manufacturing capacity to **produce personal protective equipment** in Rwanda
- Projected **positive GDP growth of ~2%** in 2020 (down from 9.4% in 2019) vs. a 3.2% contraction across Sub-Saharan Africa<sup>2</sup>

## Safe reopening to international travel & tourism

- **Airport reopened** to international travelers on August 1
- Awarded **WTTC Safe Travels stamp** for safety protocols
- COVID-19 RT-PCR **tests required** prior to & upon arrival

1. As of August 16, 2020; 2. IMF Sub-Saharan Africa, Regional Economic Outlook, June 2020.

# INNOVATION supports screening, testing, and economic recovery



Smart Robots used to screen patients at airport and treatment centers

- 5 robots funded by UNDP and MinICT



Pooled testing enables widespread testing and contact tracing

- Over 334K tests conducted to date<sup>1</sup>
- Travelers can book Covid tests online

## Approved PPE manufacturers<sup>2</sup>

Barrier masks (woven)	76
Surgical masks	3
Face shields	1
Coveralls	1

Existing manufacturing facilities repurposing toward Covid products

- >5.5M barrier masks produced to date
- Existing medical and pharmaceutical manufacturing capacity in country (Pharmalab, TKMD, Cooper Pharma)

1. As of Aug 17, 2020; 2. As of May 20, 2020.



Rwanda is harnessing *technology & innovation* to assist the Covid response



***RWANDA***

***A RANGE OF OPPORTUNITIES***

A range of  
**INVESTMENT  
OPPORTUNITIES**  
across  
**MULTIPLE  
SECTORS**

Manufacturing



Agriculture &  
Agriprocessing



BPO and ICT



Mining &  
Quarrying



Knowledge  
Services



Energy &  
Water



Finance



Infrastructure



Tourism



Housing/  
Real Estate





***TODAY***

**HIGHLIGHT  
TWO KEY  
SECTORS**



**Infrastructure**



**Agriculture &  
Agri-business**

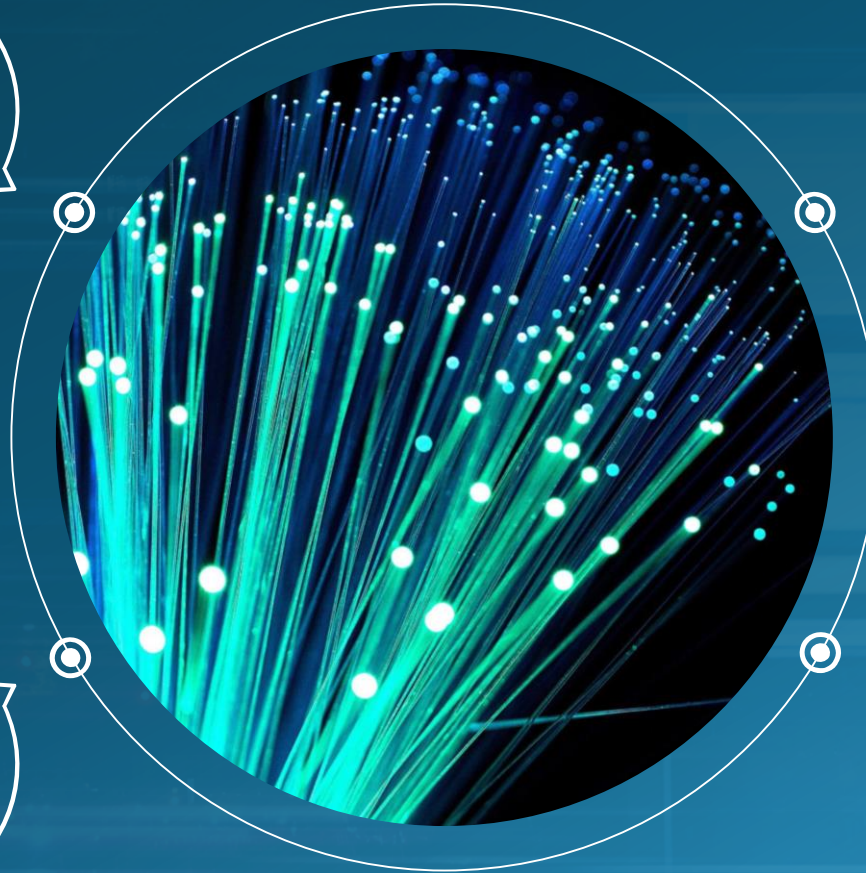


National paved road network of over 1,700 km

**1.7K**

Strong urbanization expected; estimated to reach 35% by 2024 from 17% in 2014

**35%**



**3x**

Growth in power generation capacity since 2010 (72MW to 218MW); 52% renewable energy

**6**

Countries will be connected to Rwanda's grid by 2024 (DRC, UG, TZ, KE, BI, ET)



# Infrastructure

**Investment Size**

 *Small*  
(<\$10M)

 *Medium*  
(\$10-100M)

 *Large*  
(>\$100M)

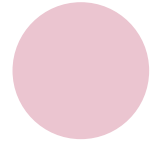
*Selection - Non exhaustive*

## Potential investment opportunities

*Indicative amounts*



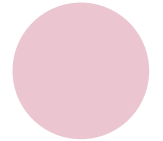
**Affordable housing fund & developments**  
Support developers & homeowners for affordable housing



**Informal settlement upgrades**  
Transform informal settlements into commercial/residential properties



**Mutobo water supply project**  
Use Mutobo spring to increase water supply in Kigali



**Kigali Bus Rapid Transit (BRT)**  
Construction of ring roads around Kigali City through PPP



**Lake Kivu ferry system**  
Development of ferry system on Lake Kivu through PPP



Note: Figures estimated, for discussion only

**TODAY**

**HIGHLIGHT  
TWO KEY  
SECTORS**



**Infrastructure**



**Agriculture &  
Agri-business**



**Additional  
annual export  
revenue**

**\$150M**



**24%**

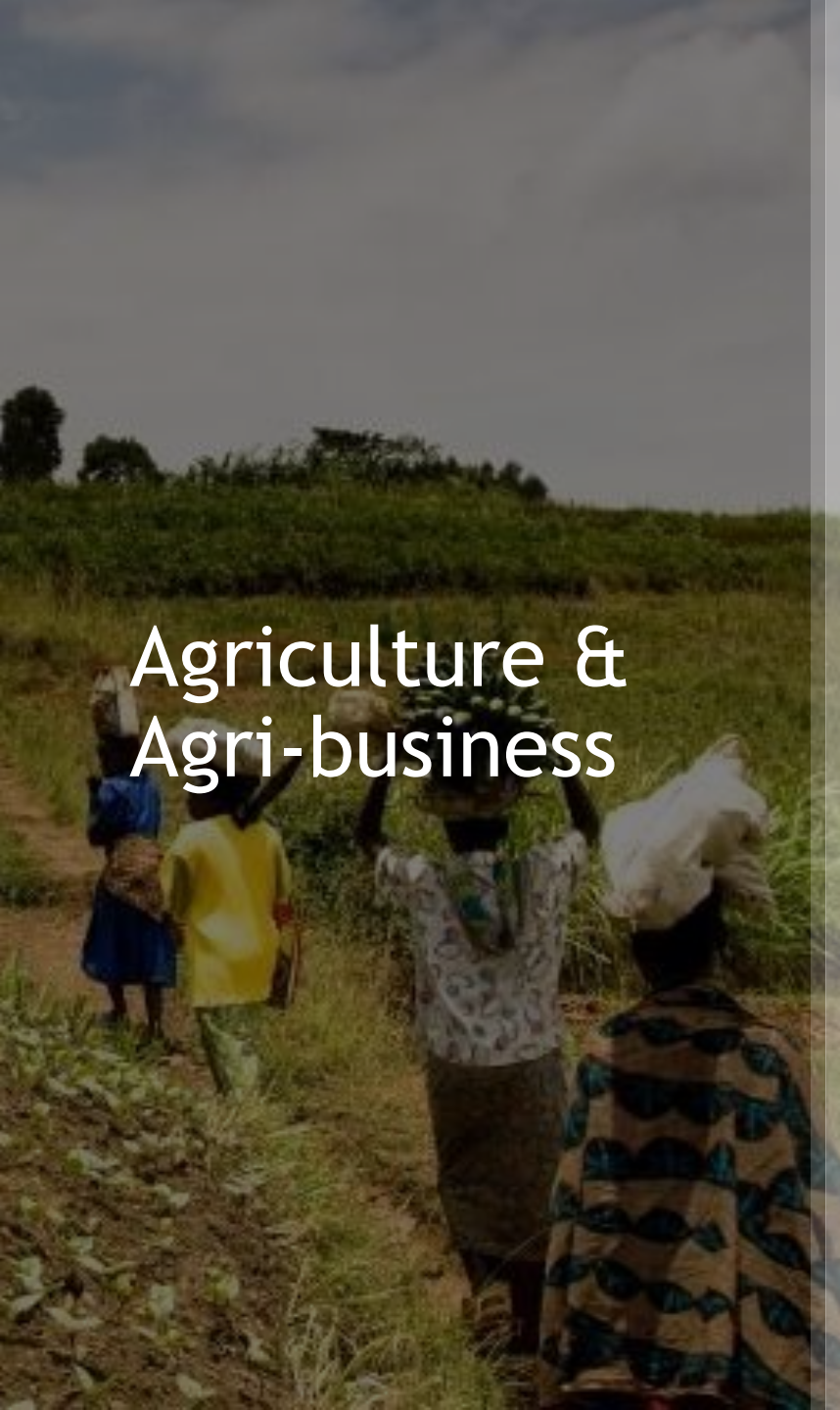
**Of Rwanda's  
GDP**

**Additional  
jobs**

**300K**

**70%**

**Of active  
population**



# Agriculture & Agri-business

**Investment Size**

● Small (<\$10M)    ● Medium (\$10-100M)    ● Large (>\$100M)

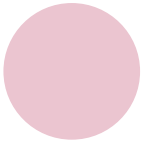
Selection - Non exhaustive

## Potential investment opportunities

Indicative amounts



**Gabiro Agro Park**  
Fully irrigated commercial farm available for leasing



**Gako Beef Farm & Abattoir**  
Farm to table beef operation for export markets



**Kigali Wholesale Market**  
Fresh agriculture produce trading platform in KSEZ



**Rwanda Farmers Coffee Company**  
Plant roasting, grinding & packaging 100% Arabica bourbon



**Kigembe Fish Farm**  
Fish farming, processing and marketing



Note: Figures estimated, for discussion only