



FEED THE FUTURE

The U.S. Government's Global Hunger & Food Security Initiative



RWANDA NGURIZA NSHORE

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Photo credit: Rwanda Nguriza Nshore



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NGURIZA NSHORE “LEND SO THAT I CAN INVEST”

- Feed the Future Rwanda Nguriza Nshore (NN) is a 5-year (April 2018 to April 2023) project funded by USAID as part of the U.S. Government's global hunger and food security initiative
- NN facilitates finance and investment (debt and equity) for Small and Medium Enterprises (SMEs) in agribusiness and agriculture value chains
- NN contributes to Rwanda's economic growth, social development and job creation



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THREE MAIN COMPONENTS:

- Component 1: Expand capacity of financial institutions to lend to SMEs, mainly in agribusiness
- Component 2: Increase private and commercial investment in SMEs and agribusinesses
- Component 3: Support policies that enhance SME access to finance and support firms



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TARGET RESULTS/ ACHIEVEMENTS SO FAR

Targets	Achievements
Facilitate \$15,000,000 in debt to SMEs	\$19,000,000 in debt finance facilitated to SMEs
Facilitate \$30,000,000 in private capital to SMEs.	\$ 9,000,000 in private capital facilitated to SMEs
Create 30,000 jobs	5,953 jobs created



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INVESTMENT READY DEALS FROM OUR PIPELINE

SMEs No	Sector of activity	Investment amount needed (in \$)	Instrument
1	Energy/ solar energy	750,000 - 2,000,000	Debt
2	Agribusiness/ Pineapple product (biscuit, juice, ...)	200,000	Debt
3	Asset Financing (motorcycle leasing)	600,000	Equity & Debt
4	Poultry	750,000 - 1,000,000	Equity
5	Garlic processing	1,200,000	Debt
6	Microfinance	1,500,000	Debt
7	Healthcare/ distributor of medical products	750,000 - 1,000,000	Equity & Debt
8	Hospitality /Hotel	850,000	Debt
9	Coffee processing	200,000	Debt
10	Microfinance	4,000,000 - 5,000,000	Debt/Equity
11	Commercial drone operator/ facilitate spread of fertilizers	5,000,000	Equity
12	Transport/public	7,000,000	Debt/Equity



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LESSONS LEARNED

1. Mobilizing Private Equity

Long process; lots of preparing; knowing the value proposition/growth and value creation targeting

2. Debt Financing

Working capital targeting; proper recording of history of the business operations; building relationship with the lender/Banks/MFI/SACCO

3. Building Partnerships

Collaboration is key with other businesses; other stakeholders; for dialogue + learning + sharing





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HOW TO PARTNER WITH US?

OUR CONTACT INFORMATION:

Email address: ngurizanshore@dai.com

Phone: **250 783777138**

Address: **M Peace Plaza Building / 10th Floor, Block B**

Twitter account: <https://twitter.com/NgurizaNshore>

Website: <https://www.ngurizanshore.rw/>



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**THANK YOU
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QUESTIONS?