



**AgriTech4Rwanda**  
**Innovation**  
**Challenge**

# *AgriTech4Rwanda* *Innovation Challenge*



**SEPTEMBER 12TH, 2025**



**KIGALI - RWANDA**



## Foreword

As we reflect on the progress of Rwanda's green investment landscape, the **AgriTech4Rwanda Innovation Challenge** stands out as a landmark initiative; one that signals a bold shift toward climate-resilient, inclusive, and innovation-led agricultural transformation.

At the heart of this effort is Ireme Invest, a catalytic facility housed within the Rwanda Green Fund, created to accelerate green business growth and finance solutions that build long-term resilience. AgriTech4Rwanda represents the third major incubation window under Ireme Invest, focusing on one of the most critical pillars of our economy: agriculture.



**Teddy Mugabo**  
Chief Executive Officer  
Rwanda Green Fund

This initiative was built in partnership with the CGIAR Hub for Sustainable Finance (ImpactSF) and the Accelerate for Impact Platform (A4IP) - whose scientific expertise ensured that every business supported through this program embedded climate-smart, evidence-based adaptation into its model. With implementation support from Impact Hub Kigali and funding from the Gates Foundation, this challenge has bridged the worlds of research, policy, entrepreneurship, and finance.

Following a national consultation and a highly competitive application process, we selected 12 of the most promising early-stage ventures. Over the course of several months, these businesses have received tailored mentorship, technical support, and validation opportunities, culminating in their readiness to engage capital providers.

These ventures are tackling core challenges in the agricultural sector: improving post-harvest handling, digitizing access to climate-resilient finance, expanding smart irrigation, enhancing livestock productivity, and building clean. Each one contributes not just to Rwanda's food system resilience, but to global priorities around climate action, youth employment, and inclusive green growth.

We believe that early stage blended financing is critical to unlocking scalable solutions. Through Ireme Invest, the Rwanda Green Fund is playing a de-risking role that enables investors to confidently back these ventures; knowing that each one has been rigorously evaluated, stress-tested in the field, and aligned with national development priorities.

This Dealbook serves not only as a record of the program's results, but as an invitation. We invite you: visionary investors, financial partners, development institutions; to connect with these ventures, engage with their models, and co-create their growth journeys.

Together, we can turn high-potential ventures into high-impact businesses and shape the future of agriculture in Rwanda and beyond.

## Foreword

Today we celebrate the convergence of science, innovation and finance in driving Rwanda's response to climate change. The **AgriTech4Rwanda innovation challenge 2025** showcases a new generation of entrepreneurs who are boldly transforming climate risks into opportunities for resilience and growth.



**Ena Derenoncourt**  
Senior Engagement and  
Origination Officer  
CGIAR Hub for Sustainable  
Finance

Rwanda's agriculture is on the frontline of climate shocks including droughts, floods, erratic rains, and shifting seasons. Meeting these challenges demands more than incremental change; it calls for science-driven solutions that can secure food systems and livelihoods for small scale producers now and in the future. The ventures featured in this booklet embody that ambition. From smarter water use and precision farming to digital advisory services and climate-resilient production models, these entrepreneurs demonstrate that adaptation can be both practical and investable.

As a technical partner to the Rwanda Green Fund, the CGIAR Hub for Sustainable Finance (ImpactSF) is proud to have accompanied this journey from the very beginning. Our role has been to bring climate analytics and science based approaches into the heart of investment decisions, de-risking portfolios, enhancing pipeline quality, and ensuring that adaptation solutions are context-specific, inclusive and impactful.

Each profile presented here is more than a company, it is a finance-ready, scalable response to the climate crisis and a signal that Rwanda is leading the way in climate adaptation finance.

This initiative reflects more than successful collaboration; it marks the foundation of a strong partnership with RGF, one we intend to build upon and scale to greater heights.

We extend our deep appreciation to the Gates Foundation for their support in making this program possible. Their commitment to advancing agricultural innovation and climate adaptation has been instrumental in driving this initiative forward.

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## Foreword

At Impact Hub Kigali, our mission is to empower entrepreneurs and innovators to build solutions that transform lives and strengthen resilience. The **AgriTech4Rwanda Innovation Challenge** is a unique example of this mission in action. By focusing on climate-smart adaptation, the program directly supports Rwanda's national ambitions for green growth, resilience, and sustainable agriculture.



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### Alejandro Jimenez

Managing Director  
Impact Hub Kigali

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Over the past few months, 12 outstanding ventures have received intensive, tailored technical assistance, one-on-one business development support, and CSA-focused masterclasses to strengthen both their business models and their climate adaptation impact. This acceleration journey has prepared them for today's Pitch Day, where they will present their solutions to a jury of experts and stakeholders.

We commend our collaborators—our program partners and technical experts—for walking this journey with us. Together, we are piloting an innovative blended financing model, bringing banks and insurance providers alongside repayable grants to unlock the next level of growth for agritech ventures. This model represents a crucial step forward in building a more resilient ecosystem for agricultural innovation in Rwanda.

We invite you, our guests, to connect with the ventures, explore partnerships, and consider how your expertise and support can help scale their solutions further. By doing so, you will be contributing not only to their growth but also to Rwanda's broader climate-smart future.

# PROGRAM OVERVIEW

The **AgriTech4Rwanda Innovation Challenge**, powered by the **Rwanda Green Fund through Ireme Invest**, in collaboration with the **CGIAR Hub for Sustainable Finance (ImpactSF)**, the **CGIAR Accelerate for Impact Platform (A4IP)**, and **Impact Hub Kigali** with funding from the Gates Foundation, is a groundbreaking initiative designed to enhance climate resilience in Rwanda’s agricultural sector.

The Challenge identifies and supports high-potential agri-tech ventures that can transform Rwanda’s agricultural sector by:

- Introducing innovative technologies and business models.
- Strengthening market linkages across value chains.
- Expanding access to climate-smart solutions for smallholder farmers.
- Driving inclusive growth through job creation and gender/youth engagement.

From over 250 applications nationwide, 25 ventures were selected to join the program. Following a rigorous bootcamp and diagnostics, 12 ventures were chosen for the acceleration phase. These companies have since benefitted from tailored technical assistance, financial coaching, and expert mentorship, all leading up to the Pitch Day showcase.

This Dealbook presents the stories of these ventures, their solutions, and their investment opportunities. It is designed to connect them with investors, partners, and institutions who share the vision of building a more sustainable and climate-resilient future for Rwanda.

## Program Timeline

### Program Timeline



**Powered by**



**Supported by**



**Facilitated by**






**MEET  
12 SELECTED  
VENTURES**





## Agahozo Farm Ltd

### Sector Group:

Renewable Energy-Powered Smart Production/Storage

 <https://www.agahozofarm.rw/>

 Founded in 2020 in Kigali City and Bugesera District, Rwanda

 16 full-time, 7 part-time

## Venture Overview

### Description of product/ service:

Agahozo Farm Ltd provides an integrated, climate-smart tomato production system combining smart greenhouses, solar-powered cold rooms, and electric transport to enhance yields and reduce post-harvest losses. The solution empowers smallholder farmers with precision farming tools, including IoT sensors for irrigation and digital advisory services for climate resilience, ensuring year-round production and sustainable market access to hotels and restaurants.

### Target customers/markets:

Smallholder farmers, cooperatives, and local buyers (hotels and restaurants) in Kigali City and Bugesera District, Rwanda. Focus on domestic markets demanding high-quality, fresh tomatoes and vegetable seedlings (e.g., tomatoes, peppers).



**Francois Nsengiyumva**

Venture representative



## Impact & Social Responsibility

- Engages 100 farmers (43% women, 46% youth under 35), covering 3 hectares with an 80% yield improvement.
- Reduces post-harvest losses from 10% to near zero through solar-powered cold storage and efficient transport.
- Promotes gender and youth inclusion through tailored training and women/youth-led distribution, creating jobs and empowering rural communities.

## Growth Potential


Agahozo Farm aims to scale its climate-smart tomato production by:

- Expanding smart greenhouse infrastructure and solar-powered cold rooms to boost production capacity.
- Acquiring mechanized equipment (e.g., irrigation systems, electric vehicles) to enhance operational efficiency.
- Strengthening digital platforms (website, social media) for customer feedback and market expansion.


## Funding Ask

Seeking RWF 300M repayable grant/loan to fund a comprehensive agricultural project focused on building climate-smart infrastructure, providing training, and integrating technology to support local farmers.

## Contact

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 [agahozofarm2@gmail.com](mailto:agahozofarm2@gmail.com)

 <https://agahozofarm2.wixsite.com/my-site>.




# CHARIS


UNMANNED AERIAL SOLUTIONS


## Charis UAS

### Sector Group:

AI/IoT-Enabled Service Delivery

 [www.charisuas.com](http://www.charisuas.com)

 Founded in 2018 in Kigali, Rwanda

 30 full-time, 5 part-time

## Venture Overview

### Description of product/ service:

Charis UAS provides an AI-powered drone spraying service that revolutionizes crop protection for Rwandan smallholder farmers. Using drone imagery, the system detects crop stress and applies targeted treatments, reducing chemical use, labor costs, and crop damage while increasing yields by 20-30%. This eco-friendly solution replaces inefficient manual spraying, promoting sustainable, data-driven farming.

### Target customers/markets:

Smallholder farmers in Rwanda, cooperatives, and agricultural institutions seeking efficient crop protection and climate-smart solutions. Focus on regions with high crop production, particularly in Rwanda's rural agricultural zones.



**Teddy Segore**

Venture representative



## Impact & Social Responsibility

- Serves over 10,000 farmers, covering 10,000+ hectares with climate-smart drone technology.
- 90% of the team and a significant portion of customers are youth (under 35), promoting youth inclusion in agriculture.
- Reduces environmental impact by minimizing chemical overuse and supporting climate resilience through data-driven pest and disease management.

## Growth Potential


Charis UAS aims to scale operations by expanding drone fleet capacity and standardizing spraying protocols with government agencies. Investment will support:

- Acquisition of advanced drones and AI/geospatial technology for enhanced crop stress detection.
- Training programs for agronomists and farmers to improve adoption and integration of drone data.
- Market expansion to service diverse crops, addressing varying market dynamics.

## Funding Ask


Seeking RWF 300M repayable grant/loan to expand drone fleet, enhance AI and geospatial tools, standardize spraying protocols, and train farmers/agronomists for broader adoption.

## Contact

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# EXUUS


EXUUS LTD

**Sector Group:**

Monitoring Insights and Market Access

 <https://www.exuus.com/>

 Founded in 2014 in Kigali, Rwanda.

 19 full-time employees

## Venture Overview

### Description of product/ service:

Enables unbanked smallholder farmers across Rwanda to access affordable, climate-smart financing through its AI-powered SAVE platform, which offers alternative credit scoring, digital micro-loans with climate insurance, and Kinyarwanda voice-based financial education, accessible via USSD and local agent networks.

The Digital savings and lending platforms SAVE App via USSD (\*777#) and mobile app for group/individual credit scoring, loan request dashboards, digital approval workflows, and full microloan cycle management.

To introduce a climate-smart micro-loans bundled with insurance and Kinyarwanda-speaking AI advisory chatbot to promote resilient farming practices; enhanced SAVE Score integrating geospatial, agronomic, and behavioral data for real-time climate impact tracking.

### Target customers/markets:

Unbanked smallholder farmers (90% of Rwanda's farmers, 75% female user base, focus on women and youth) mainly through VSLA (Village Saving and Lending Association) digitization.

## Impact & Social Responsibility

- Serves 250,000 farmers (75% women); with mandatory Central Bank reporting and Credit Reference Bureau-aligned scoring for transparent financial access.
- 14,000 savings groups digitized.
- Transparent, Central Bank & CRB-aligned reporting.


## Growth Potential

- Enhancing SAVE Score with climate risk integration and AI chatbot development;
- expand agent networks and digital infrastructure for nationwide scaling;
- integrate satellite/climate data for agricultural profiling;
- launch data-driven insurance and operational improvements to address system bugs and bank integrations.

## Funding Ask


Seeking RWF 300M repayable grant to scale climate-smart financial inclusion, capitalizing a micro-loan fund (RWF 255M) for 150,000+ loans and enhancing AI credit/advisory tools (RWF 45M); projected to generate RWF 414M net profit over 5 years for full repayment.

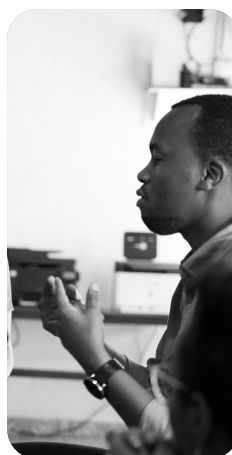
## Contact

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**SHEMA Steve**


Venture representative





## Faminga Ltd

### Sector Group:

AI/IoT-Enabled Service Delivery

 <https://ihinga.com/>

 Founded in 2021 in Kigali, Rwanda

 8 full-time, 14 part-time

## Venture Overview

### Description of product/ service:

Faminga Ltd offers an all-in-one precision agriculture platform integrating IoT sensors, AI-powered disease detection, and a multilingual mobile app in Kinyarwanda, Swahili, Yoruba, English, and French. The platform provides real-time insights on soil health, weather, and crop conditions, enabling smallholder farmers to optimize irrigation, detect 176 diseases across 33 crops, and access a virtual marketplace. With offline functionality and LoRa connectivity, Faminga ensures accessibility in remote areas, boosting productivity and climate resilience.

### Target customers/markets:

Smallholder farmers, cooperatives, and commercial agribusinesses in Rwanda, with plans to expand across Africa. Focus on rural farmers needing affordable, localized farm management tools and market access.



**Jean Claude  
Akarikumutima**

Venture representative



## Impact & Social Responsibility

- Serves over 1,500 farmers, covering ~8,200 hectares, with 48% women and 12% youth (under 35).
- Reduces water waste by up to 65% through smart irrigation and cuts pesticide use by 66%, promoting sustainable farming.
- Decreases post-harvest losses by 20% and weather-related losses by 65% via digital marketplaces and climate-smart advisory services.

## Growth Potential


Faminga aims to scale its platform by expanding IoT sensor deployment, enhancing AI features, and increasing market reach. Investment will support:

- Local production of affordable IoT sensors (reducing unit costs by 40%) and solar-powered irrigation kits.
- Development of advanced AI for yield prediction and localized chatbot functionality.
- Farmer training and digital literacy programs, targeting women and youth, to boost adoption.

## Funding Ask

Seeking RWF 250M repayable grant/loan to fund IoT sensor manufacturing, cloud infrastructure, AI platform enhancements, and farmer training programs for scalability and adoption.

## Contact

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## Fisher Global Ltd

### Sector Group:

Renewable Energy-Powered Smart Production/Storage

<https://fisherglobal.org>

Founded 2016 in Rwamagana

30 permanent employees; 500+ casual workers

## Venture Overview

### Description of product/ service:

Fisher Global specializes in processing and exporting dried Teja chili pepper through an integrated model that encompasses contract farming with 3,000 farmers, aggregation, solar drying transitioning from traditional tunnels, sorting, and export, ensuring high-quality output for global markets while supporting local agricultural resilience.

### Target customers/markets:

Key export destinations include China, India, Indonesia, and Japan, targeting premium-grade dried Teja chili buyers in these high-demand Asian markets. Additionally, the company engages in local sales of lower-grade chili products to domestic wholesalers and processors, representing about 10% of revenue.

## Impact & Social Responsibility

- Collaborates with 3,000 contracted smallholder farmers, who contribute 80% of production, to enhance their livelihoods.
- Produces approximately 300 tons of dried chili annually.
- Operates a state-of-the-art drying facility in Rwamagana's industrial zone, promoting efficient processing.
- Generates significant employment opportunities across Rwanda's agriculture sector, fostering economic growth and community development.

## Growth Potential

Aims to expand to 1,000 tons dry chili by 2026; geographic replication in chili clusters; product diversification to granules, flakes, powders, sauces/oils; strengthen traceability for export compliance.

## Funding Ask

Seeking USD 200,000 (~RWF 270M) recoverable grant/loan for construction of a solar-powered cold chain infrastructure (20-ton unit), modern on-site solar dryers, and low-emission EV transport to minimize losses, generate chili powder, and support value-added products like granules, flakes, and powders. (insulated structure, pre-cooling/storage units, solar integration).

## Contact

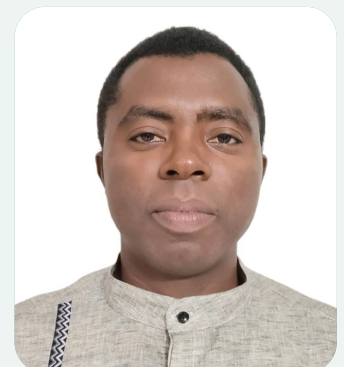
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**UWIZEYIMANA Herman**


Venture representative


# ISARO EcoNext

## ISARO ECONEXT

**Sector Group as grouped by ImpactSF:**  
Monitoring Insights and Market Access

 <http://www.isaroeconext.com/>

 Founded 2020 in Kigali, Rwanda

 6 Fulltime

## Venture Overview

### Description of product/ service:

Facilitates transparent, data-driven tree planting through EcoForest, a digital platform that links organizations with smallholder farmers, ensuring tree survival, measuring carbon impact, and providing market access and guidance. The core offering, EcoForest dMRV (digital Measurement, Reporting and Verification) platform, integrates a mobile app, USSD access (\*801\*11#), and satellite data for agroforestry monitoring, weather forecasts, disease alerts, and AI-powered carbon measurement. Additionally, the venture operates its own nursery in Muhanga, producing 50,000 seeds annually to support scalable agroforestry initiatives.

### Target customers/markets:

Targets smallholder farmers (77% managing less than 0.5 ha plots), organizations seeking CSR initiatives or carbon credit opportunities, and financial institutions offering climate-smart loans. Focuses on Rwanda's diverse agroecological zones, with strategic partnerships to enhance wetland buffer zones and support export-aligned afforestation projects, fostering sustainable agricultural growth.



**GASARO NIYIGENA  
Christian**

Venture representative



## Impact & Social Responsibility

- Mitigates climate risks by reducing soil erosion (~50% vs. monocultures), surface runoff (~70%), and drought through agroforestry.
- Enhances soil health with increased organic carbon (20-21%), nitrogen, and phosphorus, boosting crop yields by 34%.
- Contributes to CO<sub>2</sub> reduction via verified carbon capture for credit markets.
- Prioritizes wetland buffer zones to bolster ecosystem resilience.
- Supports smallholder farmers already practicing agroforestry.
- Monitors individual tree survival and growth across 168+ hectares, achieving >70% survival rates via agent-based verification.

## Growth Potential

Expanded agroforestry initiatives, including bamboo projects with aim to scale the Muhanga nursery production and EcoForest platform for broader adoption across 168 ha (with potential to reach 500 ha) and carbon credit linkages at \$25 per tonne to support Rwanda's offset targets.

Advance R&D to refine AI carbon measurement and conduct species trials; obtain certifications for carbon credits and agroecological standards; and bolster market penetration through partnerships with I&M Bank for climate-smart loans and export-focused afforestation efforts.

## Funding Ask


Seeking ≈ RWF 120M recoverable grant to test and validate the EcoForest business model, including nursery expansion, agent training, and digital platform enhancements for commercial agroforestry and carbon market integration.

## Contact

 [info@isaro.rw](mailto:info@isaro.rw)

 [www.isaroeconext.com](http://www.isaroeconext.com)

 [@isaroeconext](https://www.instagram.com/isaroeconext)

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company/isaroeconext](https://www.linkedin.com/company/isaroeconext)

 [@ISAROEconext](https://twitter.com/ISAROEconext)


# ishyo


## FOODS


### ISHYO FOODS

#### Sector Group as grouped by ImpactSF:

Technical and Process Innovation for Efficiency, Emissions Reduction, and Waste Valorization.

 [www.ishyofoods.rw](http://www.ishyofoods.rw)

 Founded in 2017 in Kigali, Rwanda.

 27 fulltime and 28 parttime.

## Venture Overview

### Description of product/ service:

Ishyo Foods is a dedicated food and dairy processing company committed to producing high-quality, locally crafted products. The current portfolio features an array of flavored yoghurts, including Greek, plain, vitamin-fortified, and fruit-based varieties, alongside a selection of jams, catering to diverse consumer preferences with a focus on health and taste.

The company is expanding its offerings with a new product line of whey-based drinks, smoothies, and desserts, ingeniously transforming nutrient-rich whey waste from Greek yogurt production into shelf-stable, fortified beverages. This innovative approach reduces environmental harm, minimizes dairy waste, and unlocks a valuable new revenue stream, positioning Ishyo Foods as a leader in sustainable food processing.

### Target customers/markets:

Ishyo Foods targets a wide range of customers across Rwanda, with a strong emphasis on Kigali, including restaurants, hotels, supermarkets, shops equipped with refrigerators, gyms, and fitness centers. This diverse market includes health-conscious consumers and food service providers seeking premium, locally sourced dairy and beverage options to meet growing demand.



## Impact & Social Responsibility

- Reduces dairy waste and environmental pollution (soil degradation, water pollution) through whey valorization.
- Supports climate resilience by collaborating with cattle farmers on drought-mitigating measures, enhancing livestock health and productivity amid climate challenges.
- Empowers local dairy communities; currently sourcing 2000L milk per day.

## Growth Potential


Ishyo aims to expand production capacity with advanced processing machinery for whey transformation. Acquire refrigerated vehicles for whey collection and strengthen cold chain/logistics with cold storage rooms and display fridges. Certify for export markets through improved quality standards and HACCP compliance.

The Whey line is expected to generate Frw 300M in the first year, growing to Frw 650M by 2029.


## Funding Ask


Seeking RWF 300M repayable grant/loan to support the whey valorization project, including machinery, vehicle, storage, and fridges for operational efficiency and cooperative collaborations.

## Contact

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**Akanyana Sharon**  
Venture representative




## Kumva Insights

**Sector Group:**  
AI/IoT-Enabled Service Delivery

 [www.kumva.io](http://www.kumva.io)

 Founded in 2020 in Kigali, Rwanda

 7 full-time, 2 part-time

## Venture Overview

### Description of product/ service:

Kumva Insights provides tailored IoT solutions and real-time data through its Kumva Data Platform, enabling Rwandan farmers and agribusinesses to optimize irrigation, greenhouse management, poultry health, and cold storage. By collecting and transforming data into actionable insights, Kumva enhances productivity and climate resilience, offering affordable, localized alternatives to generic digital agriculture tools. Services include sensor installation, platform access, and ongoing data support.

### Target customers/markets:

Smallholder farmers, farming cooperatives, outgrower schemes, and commercial agribusinesses in Rwanda, particularly those engaged in crop production, poultry, and greenhouse farming. Focus on clients seeking data-driven solutions for precision agriculture.



**Christensen Kennet**

Venture representative



## Impact & Social Responsibility

- Reaches 2,500 farmers, covering approximately 600 hectares and supporting 45,000 chicks and 2,500 layer chickens annually.
- Promotes climate resilience by providing actionable data for smart irrigation, weather forecasting, and soil management, reducing risks from droughts, irregular rainfall, and heat stress.
- Enhances accessibility through SMS, USSD, and IVR for non-smartphone users, addressing digital literacy barriers.

## Growth Potential


Kumva Insights aims to scale its IoT solutions by expanding sensor deployment and enhancing the Kumva Data Platform with AI, machine learning, and geospatial tools for advanced diagnostics and remote monitoring. Investment will support:

- Bulk procurement of IoT components to reduce unit costs and improve affordability.
- Development of localized advisory services (e.g., Kinyarwanda SMS/USSD) to boost farmer adoption.
- Integration of early warning systems and carbon credit models to tap into climate finance.

## Funding Ask

Seeking RWF 250M repayable grant/loan to procure IoT components in bulk, enhance the Kumva Data Platform with AI and geospatial tools, and expand localized advisory services for smallholder farmers.

## Contact

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 [kennet@kumva.io](mailto:kennet@kumva.io)

 <https://www.linkedin.com/company/kumva-insights/>





## Mahwi Tech Lt

**Sector Group:**  
Monitoring Insights and Market Access

<http://www.mahwitech.rw/>

Founded in 2015 in Kigali, Rwanda

3 full-time employees

## Venture Overview

### Description of product/ service:

Mahwi tech offers the M-LIMA Platform, a digital marketplace linking smallholder farmers with competitive buyers, financial services, and market insights. This robust digital platform supports agricultural stakeholders through a cooperative management system that digitizes farm operations, creates farmer digital profiles, maintains records, and connects to premium markets, enhancing supply chain efficiency for cooperatives and agribusinesses.

### Target customers/markets:

Smallholder farmers, farming cooperatives, individual farmers, agribusinesses, aggregators, agriprocessors, wholesalers, and financial institutions in Rwanda and across Africa; focuses on bridging demand-supply gaps for commodities.

## Impact & Social Responsibility

Supports 60 cooperatives and 20,000+ smallholder farmers; enabling informed market decisions for greater negotiating power and reduced losses for cooperatives without storage facilities.

Reduces post-harvest losses through digital marketplace bridging supply-demand gaps and warehouse infrastructure support; empowers farmers with market price information to avoid middlemen exploitation and negotiate better prices.

## Growth Potential

- To serve over 100,000+ smallholder farmers.
- Expand MLIMA platform with warehouse infrastructure setup/rental for logistics; enhance cooperative management system for broader digitization; integrate more financial services for loan products; R&D for climate-resilient features like input recommendations; scale to additional cooperatives and African markets.

## Funding Ask

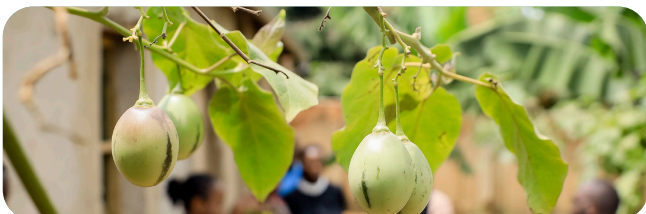
Seeking RWF 200M repayable grant/loan through Ireme Invest for the MLIMA project to address supply chain gaps, including platform enhancements, warehouse development, and financial integration to support 20,000+ farmers with market access and reduced post-harvest losses.

## Contact

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**UWINTWARI Liliane**  
Venture representative




**SOUK**  
FARMS


## SOUK Farms Limited

### Sector Group:

Renewable Energy-Powered Smart Production/Storage

 <https://souk-ig.com/>

 Founded in 2019 in Kigali, Rwanda

 59 full-time, 951 part-time

## Venture Overview

### Description of product/ service:

SOUK Farms Limited partners with smallholder farmers to grow premium horticultural crops (e.g., tender stem broccoli, French beans, karela, chili) for export, utilizing solar-powered cold storage and an ERP system for outgrower management. The solution reduces post-harvest losses by 70%, enhances traceability to meet stringent export standards, and improves farmer livelihoods through climate-smart practices and market access. The integration of mobile cold storage and digital tools ensures high-quality produce and scalability for international markets.

### Target customers/markets:

Smallholder farmers, cooperatives, and international buyers in the UK, Netherlands, UAE, France, and Germany. Focus on premium export markets for high-value horticultural crops and domestic retail, with an emphasis on quality and compliance.



**Akwese Majolie**

Venture representative



## Impact & Social Responsibility

- Engages over 3,000 farmers (2020–2025), with 82% of the team being women and 69% youth (under 35).
- Reduces post-harvest losses from 38% to ~11% (70% recovery), saving RWF 1.49B annually in crop value.
- Promotes climate resilience through solar-powered cold storage and optimized farming practices, cutting carbon emissions by 30% via reduced food waste.

## Growth Potential


SOUK Farms aims to scale its export capacity and outgrower network by:

- Installing four solar-powered cold storage units to reduce dehydration-driven losses (70% of 38% total losses).
- Deploying an ERP system for real-time monitoring, traceability, and compliance to manage an expanded outgrower program.
- Training 200–500 farmers (50–70% women and youth) in climate-smart practices to boost high-value crop production.


## Funding Ask


Seeking RWF 200M repayable grant to fund solar-powered cold storage installation (RWF 131.5M) and ERP system development for outgrower management (RWF 68.4M), enabling a 70% reduction in post-harvest losses and expanded export capacity.

## Contact

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# Victoria SEEDS Limited


## Victoria Seeds Ltd

### Sector Group:

Monitoring Insights and Market Access

 <http://www.victoriaseeds.com/>

 Founded in 2015 in Kigali, Rwanda

 3 full-time employees

## Venture Overview

### Description of product/ service:

Aims to improve livestock productivity and climate resilience in Rwanda by producing and processing pasture into green pellet feed offering a sustainable alternative to rain-fed grazing that boosts milk yields, reduces greenhouse gas emissions, and ensures year-round feed availability. Serves as a one-stop center for climate-smart livestock seeds and feed for dairy farmers, mitigating drought impacts through drought-tolerant legume and grass seed varieties and zero-grazing promotion.

### Target customers/markets:

Dairy and livestock farmers in Rwanda, focusing on smallholders adopting resilient practices for cows and goats; partnerships with cooperatives and institutions for seed distribution and extension services.

## Impact & Social Responsibility

Enhances climate resilience by addressing drought and water scarcity through drought-tolerant feeds and zero-grazing, reducing post-harvest losses and boosting productivity (estimated 50% improvement in yields/milk); lowers GHG emissions via sustainable alternatives to rain-fed grazing.

Promotes inclusion with tailored training for women and youth; aligns with resilient livestock practices under Rwanda's climate priorities.


## Growth Potential


Acquire pellet mill, dryer, and processing equipment; purchase extension and sales motorbikes provide technical assistance and training; establish in-house lab for efficacy validation and zero-grazing demonstration facility; partner for app-based extension services on agronomy and livestock management; scale to broader dairy value chain in Nyagatare/Kirehe.

## Funding Ask

Seeking USD 181,072 (≈ RWF 244M) repayable grant/ loan to support green pellet feed production, including machinery,, technical assistance, and infrastructure for climate-resilient livestock scaling.

## Contact

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 [www.victoriaseeds.com](http://www.victoriaseeds.com)



**Okot Josephine**


Venture representative





## Virunga Biotech Limited

### Sector Group:

Renewable Energy-Powered Smart Production/Storage

 <http://virungabio.com/>

 Founded in 2018 in Rubona, Rwanda

 10 full-time, 75 part-time

## Venture Overview

### Description of product/ service:

Virunga Biotech Limited operates Rwanda's first EU/UK-compliant post-harvest treatment facility, processing ready-to-eat (RTE) fruits and vegetables using advanced peracetic acid and ozone bubble wash treatments, air drying tunnels, and renewable energy integration. The company supplies climate-adaptable seedlings, foliar nano-fertilizers, and organic nano-pesticides to smallholder farmers, reducing post-harvest losses, extending shelf life, and ensuring compliance with global food safety standards. By transforming surplus produce into high-value products, Virunga enhances farmer incomes and supports export markets.

### Target customers/markets:

Smallholder farmers, cooperatives, local and regional retailers, and international buyers (EU/UK retail chains like Sainsbury's and Aldi) seeking high-quality, pesticide-residue-free produce. Focus on export markets for fresh and pickled produce, alongside domestic retail and other Rwandan exporters.



**Thummala Vinay Reddy**

Venture representative



## Impact & Social Responsibility

- Engages 685 farmers (49% women, 18% youth under 35), covering 30 hectares, with a 25% yield improvement.
- Reduces post-harvest losses from 35% to below 12% and avoids 150,800 tCO<sub>2</sub>e annually through waste reduction and renewable energy.
- Empowers women and youth through inclusive training, 50% subsidized crop insurance, and guaranteed market access, with over 80% of the workforce being women and youth.

## Growth Potential


Virunga aims to scale its RTE processing and export capacity through investments in:

- Upgrading to a full RTE facility with Modified Atmosphere Packaging (MAP) to extend shelf life 2-3x, enabling sea freight and premium market access.
- Commissioning an anaerobic digester to convert 24 tons/week of organic waste into bio-fertilizer and biogas, reducing diesel reliance by 10-12%.
- Expanding cold chain infrastructure with solar-powered systems to ensure reliability in rural settings.


## Funding Ask

Seeking RWF 300M repayable grant/loan to fund RTE facility upgrades, anaerobic digester commissioning, solar-powered cold chain enhancements, and farmer training programs to engage 1,000+ out-growers.

## Contact

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 [www.linkedin.com/company/virunga-biotech](https://www.linkedin.com/company/virunga-biotech)





### Rwanda Green Fund

The Rwanda Green Fund is a groundbreaking environment and climate change investment fund. Established by the Government of Rwanda in 2012, the fund has a mandate to invest in public and private projects with the potential to create transformational change, build an ecosystem to incubate, accelerate and provide growth capital to high-impact green ventures and play a catalytic role to attract climate finance and green investment.



### Alliance Bioversity & CIAT

The Alliance of Bioversity International and CIAT delivers research-based solutions that address the global crises of malnutrition, climate change, biodiversity loss, and environmental degradation. The Alliance focuses on the nexus of agriculture, nutrition, and the environment. We work with local, national, and multinational partners across Africa, Asia, Latin America and the Caribbean, and with the public and private sectors and civil society. With novel partnerships, the Alliance generates evidence and mainstream innovations to transform food systems and landscapes so that they sustain the planet, drive prosperity, and nourish people in a climate crisis. The Alliance is part of CGIAR, a global research partnership for a food-secure future dedicated to transforming food, land, and water systems in a climate crisis.



### The CGIAR Accelerate for Impact Platform (A4IP)

The CGIAR Accelerate for Impact Platform (A4IP) is the venture space that leverages CGIAR's legacy in research and innovation to co-design, accelerate, and de-risk the development and deployment of science-based solutions for sustainable agriculture and climate action. A4IP entrepreneurs pioneer models to bridge research products from lab to market, create demand for CGIAR science, and strengthen its role in the innovation ecosystem. The initiative plays a catalytic role for entrepreneurial scientists, startups, and other strategic partners driving innovation that will make our agri-food systems healthier, more equitable, and more sustainable. A4IP is an initiative powered by the Alliance of Bioversity International and CIAT; a CGIAR research center.



### ImpactSF

The CGIAR Hub for Sustainable Finance (ImpactSF) builds on CGIAR's global scientific expertise and networks to drive sustainable, climate-smart and nature-positive food systems. Serving as a technical partner for financial institutions and investors, ImpactSF integrates science-based impact metrics across the investment lifecycle—from fund design and pipeline development to implementation, monitoring, measurement, and impact reporting.



### Impact Hub Kigali (IHK)

Impact Hub Kigali (IHK) is a community-based innovation hub in Kigali, Rwanda, offering a unique ecosystem of resources, inspiration, and collaboration opportunities to grow positive impact. IHK offers a range of innovation and entrepreneurship support initiatives, including incubation programmes, bootcamps and challenges. IHK also supports the ecosystem through knowledge sharing platforms and mapping exercises. IHK is part of a large social innovation network in the world with +100 open hubs in over 50 countries.

### Supported by

# Gates Foundation

