

# Kura Na AgTech

## Acceleration Program

Dealbook Snapshot

# Scaling Practical Agritech Solutions for Smallholder Farmers

Smallholder farmers in Rwanda continue to face persistent challenges, including low agricultural productivity, weak market linkages, fragmented value chains, and limited access to appropriate technologies. At the same time, a growing ecosystem of agritech startups is emerging with innovative products and services that hold significant potential to address these constraints if they receive targeted support to scale effectively.

In response, **Swisscontact**, in partnership with **Impact Hub Kigali**, launched the Kura Na AgTech Acceleration Program in August 2025. The program is designed to identify and accelerate high-potential, impact-driven agritech ventures whose solutions improve the livelihoods of smallholder farmers, particularly rural women and youth, while strengthening Rwanda's agri-food systems.

Over four months of intensive acceleration, participating ventures refine their business models and marketing strategies, validate demand with farmer groups, strengthen operational and governance systems, become more investment-ready, and engage with peers, investors, and ecosystem partners. The program emphasizes commercial viability alongside measurable social impact, ensuring participating startups are positioned for sustainable growth.

## Why This dealbook exists?

This dealbook showcases **3 agri-tech startups** that completed Kura Na AgTech and are now raising capital to further their impact. Each operates with validated demand, operational systems, and clear paths to scalability.

The market and early impact demonstrate the relevance of their solutions. What they need now is strategic capital and partnerships to expand reach and deepen impact.





# How Kura Na AgTech was Delivered?

The program accelerates the growth of startups through a structured four-month pathway from diagnosis to market engagement. The program combined tailored technical assistance, milestone-based grant funding, and hands-on support aligned to each venture's stage of readiness.

## Core Program Components

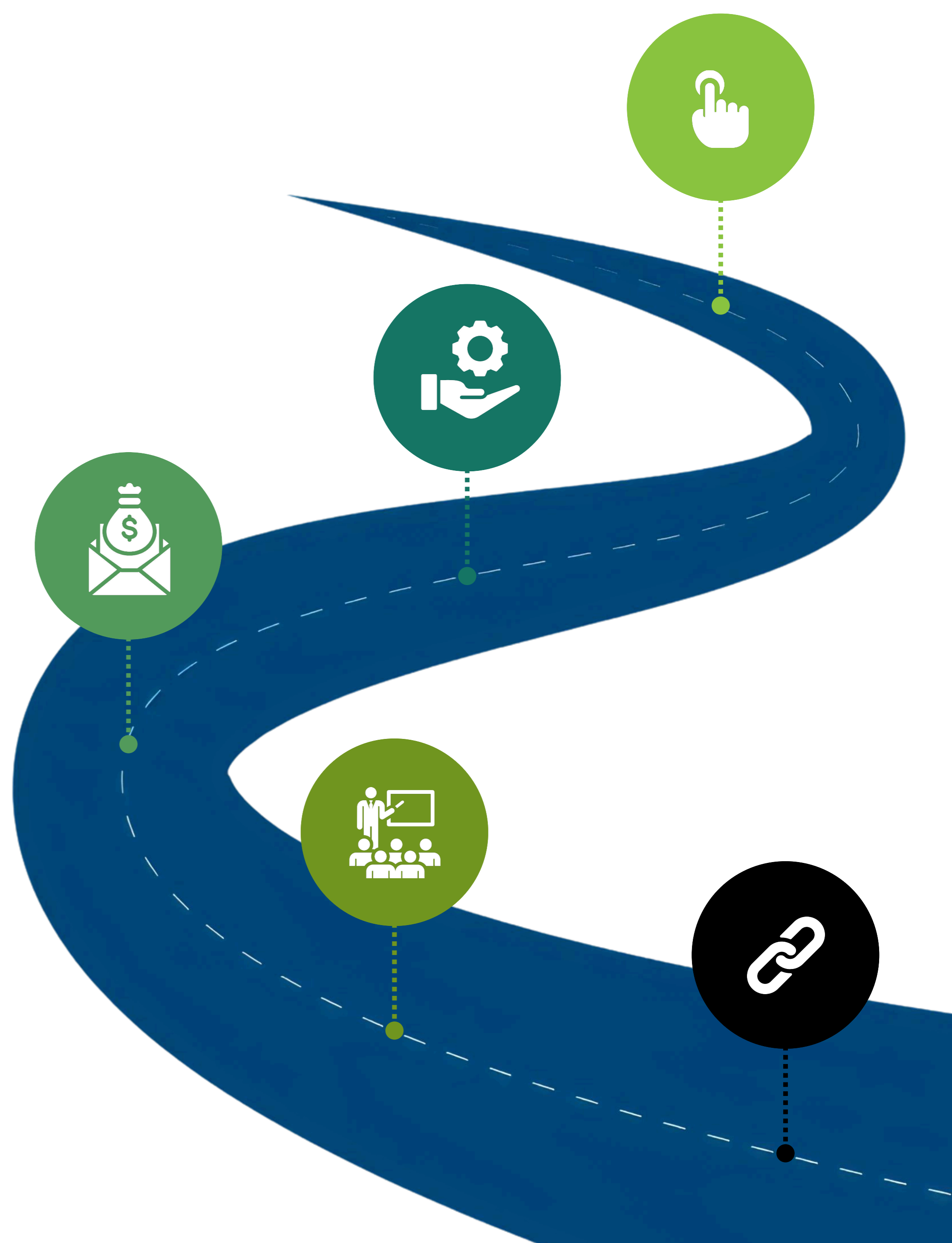
**01** Selection & Diagnostics

**02** Tailored Technical Assistance

**03** Grant Funding (Milestone-Based)

**04** Masterclasses & Coaching

**05** Exposure & Strategic Linkages



# What **Acceleration** **Unlocked?**

The three startups featured in this dealbook operate across different parts of the agri-food system - climate and data intelligence, organic inputs, and market access. Together, they are already delivering measurable outcomes for farmers, workers, and markets in Rwanda.

**What we put in:** People, expertise, and capital to enable execution

**300+**

Hours of 1:1 technical support

**RWF 54,000,000**

Total Grant funding unlocked

**7**

Technical Experts Engaged

**3**

Masterclasses in Impact Measurement, Investment Readiness and Leadership Development

**What was unlocked:** Tangible outcomes across ventures, farmers and markets

**10**

New jobs created during the acceleration period

**500+**

Farmers onboarded and digitized on the Mulika platform

**2**

Core platforms optimized | Kumva & Mulika

Technical upgrades strengthened system reliability, user onboarding, data dashboards, and deployment processes.

**20**

High-value ecosystem connections unlocked

With Investors, agribusiness partners, DFIs, and technical collaborators

**1**

Cross-venture collaboration activated

Kumva x Loopa: IoT-enabled compost monitoring system

**60 → 800 tons/month**

Loopa's production facility upgraded and expanded  
Increasing its production capacity



Successful pilots deployed to strengthen service delivery

2 ventures iterated their models to better reach farmers and prepare for scale



Marketing strategies strengthened

3 ventures improved their positioning and customer outreach



Advanced investment readiness

Ventures strengthened their pitch decks, financial models, and investor data rooms.

# 2025 Portfolio Impact

By combining climate-smart technologies, regenerative inputs, and digital market access, the ventures supported through Kura Na AgTech are improving how farmers produce, sell, and participate in Rwanda's agricultural economy. Their business models drive productivity improvements, soil restoration, structured market linkages, and farmer inclusion, demonstrating both commercial viability and systemic impact.

The metrics below reflect 2025 performance across their operations:

## USD 255,000

Revenue growth across the cohort in 2025

With a YoY Revenue Growth of +\$86,000

## 380+

Metric tons of agricultural produce traded

Enabled by digital + physical market infrastructure

## 7000+

Smallholder farmers reached

Via data services, organic inputs, and direct market access

## 200+

IoT systems deployed by Kumva

Supporting real-time farm and agribusiness data collection.

## 1,150+

customers demonstrating strong market adoption

## 2,000+

Farmers trained

Through workshops and a demo-farm, advancing sustainable agricultural practices and digital literacy

## 160

Metric tons of organic compost produced

Supporting soil restoration and regenerative agriculture.

## 34

Direct jobs supported

Across production, tech, logistics, extension, and markets



**Interested in the full dealbook?**

Email us at [programs.kigali@impacthub.net](mailto:programs.kigali@impacthub.net)