



NEWSLETTER

Issue 2 - September 2020

Rwanda Embassy in the UAE

The General Consulate of Rwanda in Dubai

Rwanda is Open for Business



Inside this Issue

1. Message from Ambassador
2. Why Invest in Rwanda
4. Investment Opportunities in Rwanda
6. Visa Upon Arrival to all the Citizens of the World
6. How to get to Rwanda?
7. Rwanda & UAE Economic and investment cooperation

Message from Ambassador

I am delighted to introduce the second edition of Rwanda in UAE newsletter. The focus in this second edition is deliberately dedicated to investment opportunities in Rwanda and incentives associated with investing in Rwanda. The rationale is to share with potential investors from UAE and GCC as well as globally, the readiness of Rwanda to embark on a post-Covid19 development process in a bid to renew with the momentum prevailing before the pandemic. Indeed, the unprecedented moment in the wake of the COVID-19 pandemic requires robust policy responses. These include continued cooperation and partnerships and increased favorable business environment to enable the private sector, both domestic and foreign, to create wealth and jobs in a safe environment. Rwanda envisions to achieving a middle-income country status by 2035 and a high-income status by 2050. Right before the pandemic, Rwanda's macroeconomic fundamentals were remarkable with a double-digit growth rate in the 2019 third quarter, as a result of robust reforms undertaken during the last 2 decades. Sustainable global policy response to the current crisis is to build inclusive, and resilient economies that transform the everyday life of our citizens, addressing current and future pressing needs with technology and innovations at the core. As Business Executives consider their growth options, Africa remains a frontier for untapped growth opportunities and Rwanda is fully prepared to contribute. We engage along three pillars of "Visit Rwanda; start in Rwanda, made in Rwanda" and scale up to the rest of the continent. Following Covid19 preventive measures we put in place, investors and tourists should rest assured of the safety environment as Rwanda has received the World Travel and Tourism Council Safe Travels Global Safety Hygiene stamp (WTTC). Rwanda is proud to adopt these global standards that re-establish traveller's confidence. What you invest now will bring substantial returns in few years to come! Find out below business opportunities and incentives in Rwanda!



Enjoy reading and please feel free to approach us for questions, suggestions, or if you wish to subscribe for upcoming newsletters

via:

Ambaabudhabi@minaffet.gov.rw

... thanks to continuous business environment **IMPROVEMENTS**



MADE BUSINESS REGISTRATION EASIER by improving the online registration one-stop shop and streamlining post-registration (e.g.: VAT registration online)



MADE IT EASIER TO REGISTER PROPERTY by introducing effective time limits and increasing the transparency of the land administration system



MADE TRADING ACROSS BORDERS EASIER by removing the mandatory pre-shipment inspection for imported products

MADE ENFORCING CONTRACTS EASIER by introducing an electronic case management system for judges and lawyers



Why Invest in RWANDA

Rwanda has created an enabling INVESTMENT ENVIRONMENT

Over the last ten years, Rwanda has implemented a successful doing business reform agenda to create a favourable and competitive business environment. As a result, Rwanda jumped over 100 places in the World Bank Doing Business Index, today ranking 38th globally and 2nd in Africa (WB 2020 doing business index).

In 2019, Rwanda registered investments worth US\$ 2.46 billion, an increase of 22.6% from the previous year. Energy and manufacturing accounted for 75% of all investments registered (45% and 30% respectively). Other sectors that attracted significant investments were construction, agriculture, services including ICT as well as mining.

Despite the negative impact of the covid-19 pandemic causing a slowdown in almost all sectors as is the case globally, it is estimated that thanks to the friendly business environment in Rwanda, the resumption of growth will be gradual in many sectors as we progressively lift covid-19 restrictions.

Business friendly regulation

- #2 in Africa for Ease of Doing Business and Global Competitiveness
- 7-year Corporate. 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 – 0% tax if regional HQ in Rwanda
- Accelerated first year depreciation rate of 50%
- Duty-free imports of machinery & inputs

Efficient, supported processes

- Free business registration
- Highly digitalized and efficient administration requiring only 6 hours to register a business/company.
- One-stop centre for investors with dedicated investment acceleration and aftercare team

Safe and Secure country

- Rwanda is ranked 1st in Africa and 5th safest globally to walk at night.
- Lowest debt ratio in region and stable credit ratings
- Stable currency
- Rwanda is IT ready

Commitment to foreign ownership

- No restrictions on foreign ownership
- No restrictions on capital flows
- Capital gains tax exemption on sale or transfer of share
- Foreign currency freely tradable
- Free repatriation of local investment income, capital & assets

Key Global Rankings

2nd in Africa and 38th easiest place to do business globally (Doing Business Report, World Bank 2020)

Rwanda is ranked 4th globally on two indicators namely ease of registering property and getting credit according to World Bank Doing business report 2020.

Among top 10 Global reformers (Doing Business Report, World Bank 2019)

B+ Long-Term Foreign-Currency Issuer Default Rating (IDR) - Stable Outlook (Fitch Ratings 2019)

4th in Africa and 1st least corrupt country in East Africa (Corruption Perception Index, TIR 2015)



“No investor wants to invest where you don’t have stability and predictability. Most investors want reasonable predictability, Rwanda is exactly that.”

Howard Buffett

Businessman, Former Politician, Philanthropist, Photographer, Farmer, and Conservationist

Investment Opportunities in Rwanda



As highlighted above, Rwanda has an excellent investment climate, a robust and pro-business government, a fast-growing economy, and access to markets. With the recent approved investment law, Rwanda has an array of investment incentives for investors ready to invest in the key priority sectors as **Manufacturing, Tourism, Real Estate and Construction, Agriculture, ICT, Mining, Infrastructure, Energy, Education, Health services** and much more!

Manufacturing: Few examples to highlight key opportunities. If you are looking to invest in manufacturing, it is indeed among the top priority sectors. The manufacturing sector in Rwanda is still small but steadily growing, Rwanda targets to accelerate industrialisation towards achieving inclusive economic transformation, job creation, and more value-added exports with a target of 17% annual growth rate. To facilitate investment in this sector, industrial parks have been developed in provinces in addition to the Kigali Special Economic Zone. Companies with Export Processing Zones (EPZ) status are exempted from customs taxes, CIT and VAT for an investor exporting more than 80% of production and Registered investor shall not pay capital gains tax.

Regarding Market access for all goods including industrial products, Rwanda's strategic location, at the heart of Africa, offers a great opportunity for market penetration in East-Central Africa, COMESA and Southern Africa under the tripartite free trade area as well as continentally following a recent African Continental Free Trade Area (AFCFTA) signed in Kigali in March 2018. Indeed, with its upcoming entry into force, the AFCFTA will translate the continental market into a local market (i.e. you produce in Rwanda and export to any African country without paying customs duties and vice-versa). This means that with increasing transport and logistical services (including railways and air cargo services), the entire continental market is likely to become local for our producers/investors, with easy market penetration.

Real Estate: Another notable investment opportunity is the real estate and construction sector. The real estate sector is a crucial sector and a potential driver of future economic growth. Hence, continued investment in both high-end, middle, and affordable housing is highly needed for the country and at the same time, it is a lucrative investment for investors. The target in the Housing sector is a steady annual increase of building, together with access to housing mortgages. A second target is to develop new local construction materials and housing typologies. The achievement of these targets is crucial, particularly with the roll-out of affordable and decent housing countrywide. The country needs 5.5M residential units to cater for 22 M people by 2050, with an urgent need for annual construction of 150,000 dwelling units.

Incentives for companies engaging in affordable housing are considerable. The Government offer can reduce the cost incurred by developers up to 30% by providing them with infrastructure such as roads and utilities in those residential developments; in addition to easy access to credit.

Mining: Mining is the second largest export sector in the Rwandan economy after Tourism and 1st Largest producer of Tantalum, exporting 1.4K tons p.a. (50% of global export market). The Mining sector in Rwanda has untapped potential that presents lucrative investment opportunities in the entire value chain from exploration to value addition. Annual growth in mining exports since 2010, totalling \$347M in 2018 and Targets to increase mining exports to \$1.5B by 2024.

ICT: Rwanda has the ambition to become a regional hub for top-tier capacity building in ICT, and to accelerate this, the Government has invested in developing ICT infrastructure to enable service delivery. Special incentive packages provided to ICT firms, including Corporate income tax rate of (15%): A corporate income tax rate of (15%) shall be accorded to a registered investor in the Information and Communication Technology (ICT) Sector with an investment involving one of the following activities: Services, manufacturing or assembly. This incentive excludes ICT retail and wholesale trade as well as ICT repair industries and telecommunications.

Agriculture: In the bid to boost the country's exports, Agriculture is a major economic sector the industry contributes about 31% to GDP, and it stands out as one of the most strategic sectors in Rwanda's development. It accounts for a more significant part of the foreign exchange earnings from the exports of products, including coffee, tea, hides and skins, pyrethrum, and horticulture. 75% of Rwanda's agricultural production comes from smallholder farmers. Rwanda presents enormous opportunities in the highly competitive commodities such as; French beans, peas, horticulture specialties – baby corn, chilli, mini leek, African eggplants, mushrooms and herbs – Exotic fruits growing, especially apples, bananas, passion fruits, avocados, as well as flower growing. Fiscal incentives offered: Duty-free importation of all inputs, Tax exemption for agriculture equipment, 50% reduction in corporate income tax, if you are a registered investor exporting 50% of the turnover of products produced in Rwanda, 7-year tax holiday for export-oriented registered investment projects. Currently, the Government is looking for private investors in the following projects: Gako beef, the objective of this project is to produce high quality meat products (with production capacity of 50,000 tons per day) to meet the market expectations and become competitive locally and on international markets, ii) Gabiro Agri business Hub Project; The objective of this project is to ensure food security to Rwanda through cutting edge technology and best practices as well as increase the export of high value crops and value-added agriculture products.

Tourism: For the last 10 years, tourism has been Rwanda's top foreign exchange earner, in 2019 alone, the total revenues generated from the sector was \$498 Million, our goal is to further boost growth and double tourism revenues to \$800 Million by 2024. In order to do so, Rwanda has embarked on a strategy to i) reinforce positioning as a World-class high-end eco-tourism destination, ii) Accelerate growth of MICE tourism revenues. Over the past decade, Rwanda has achieved remarkable progress and development in the tourism sector, with a number of new high-end eco-lodges being developed; One & Only Gorillas nest, Bisate Lodge, Magashi Tented camp, Singita, Rwanda's tourism sector offers a selection of Prime Kivu Belt investment opportunities: Development of hot springs eco resort to a 4* Rubavu hotel strip along the shores of Lake Kivu.



A detailed individual info park highlighting opportunities and current projects can be provided on demand in any area of interest.

<https://rdb.rw/why-invest-in-rwanda/>

For more information:
investorfeedback@rdb.rw

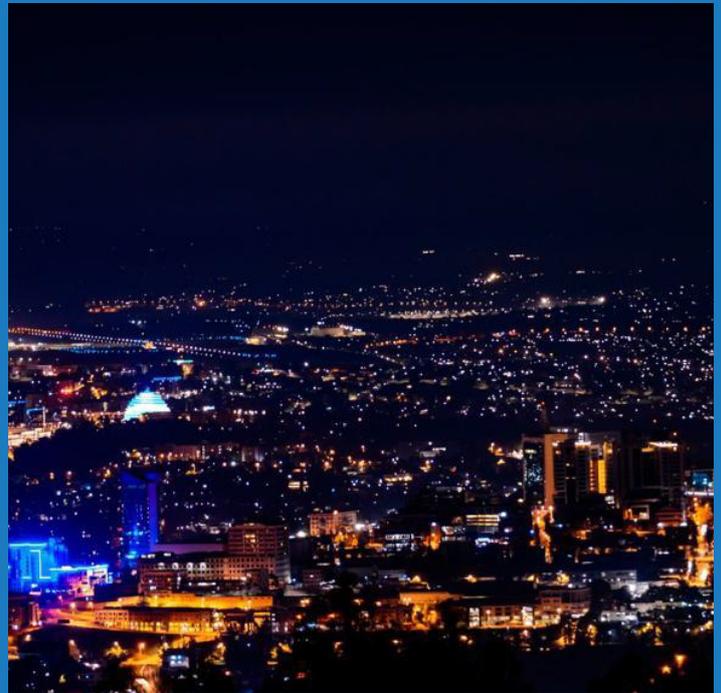
GET STARTED TODAY!

VISA UPON ARRIVAL TO ALL THE CITIZENS OF THE WORLD!

From 1 Jan 2018, Citizens of all countries that are not visa exempt are allowed to get a 30-day visa upon arrival at Kigali International airport without prior visa application. They may also submit applications online at the Directorate General of Immigration and Emigration website (www.migration.gov.rw) or at the Rwanda Diplomatic Missions of the country of residence before departure. Visa fees do not exceed US\$ 50 for a single-entry visa or US\$ 70 for multiple entry visa.

It's important to note that members of the African Union, Commonwealth and Francophonie are exempt from applying for Visas when visiting Rwanda and don't pay any visa fees. Business visa is valid for 2 years renewable and multiple entries issued within three days of submitting all required documents.

To find more, visit the following link:
<https://www.migration.gov.rw/home/>



How to get to Rwanda?

Get to Rwanda now with available airlines flying to Kigali. RwandAir is the only direct flight from Dubai to Kigali flying 3 times a week on every Wednesday, Friday and Sunday from Terminal 2, Dubai International Airport.



AIRLINE CARRIERS

RwandAir
 Turkish Airlines
 Qatar Airways
 EgyptAir
 KLM

Kenya Airways
 Ethiopian Airlines
 Jambojet
 Brussels Airlines



Kigali International Airport upgraded
 – 1.5 million passengers annually



Visa on arrival \$50 USD

Rwanda & UAE Economic and Investment Cooperation



Emirati Coffee: On August 12th, 2020, Ambassador Emmanuel Hategeka along with Minister Counsellor paid a visit to Emirati Coffee Roastery one of the top 3 coffee roasting plants in the UAE and met with the CEO Mr. Mohammed Ali. Discussions focused on sourcing Rwanda Coffee and B2B collaboration with Rwanda farmers coffee company roasting plant for international exports.

DIFC: On August 12th, 2020, Ambassador Emmanuel Hategeka along with Minister Counsellor visited the Dubai International Financial Center, at its headquarters; and met with DIFC CEO, Mr. Arif Amiri. Discussions focused on cooperation in strengthening the financial ecosystem in Rwanda with a view of building up the newly planned Kigali International Financial Center.



Bee'ah: Ambassador Emmanuel Hategeka along with Minister Counsellor visited Bee'ah, the Middle East leading sustainability pioneer and the only fully integrated environmental and waste management company in the region, based in Sharjah, UAE. Bee'ah CEO, Mr. Khaled Al Huraimet, expressed his commitment to partner with Rwanda in the waste management and environmental sustainability with a plan to scale up to the rest of the continent.

MOBH: On 30th August, the Ambassador along Minister Counsellor met the Chairman of MOBH Group, Dr. Mohammad Omar Bin Haider at the company's headquarter in Dubai and discussed potential investment opportunities. Impressed by business climate in Rwanda, the Chairman expressed interest in exploring investment in various sectors including Real Estate and affordable housing and mining, among others.

CARREFOUR: The Ambassador has been engaging the senior leadership of Carrefour, one of the global leaders in retail chain for the promotion of food products from Rwanda in Carrefour outlets in the United Arab Emirates in close collaboration with the National Agriculture Export Board (NAEB). An agreement between Carrefour and NAEB is expected to be signed early this month of October to be followed by a purchase order which will mark a beginning of a great adventure of sharing Rwanda's tasty food with the UAE population.

Dubai Port World (DP World): Building on the existing partnership between DPW and Rwanda through the Kigali dry port constructed and operated by DPW, the Ambassador had several discussions with DPW Vice-President, Mr. Mike Bharskaran, to extend the partnership to facilitate exports of Made in Rwanda products to UAE and GCC. As a result, an MOU is expected to be signed early this month between RDB and DPW to promote Made in Rwanda through the DPW online platform for B2C known as www.manasah.com. Furthermore, a B2B platform will be soon launched aiming to promote large export/import operations between Rwanda and GCC.