Food and Agriculture Organization
of the United Nations

Hand-in-Hand
Initiative

Rwanda

HAND-IN-HAND INITIATIVE | 2026 INVESTMENT FORUM

IMPORTANT NOTES

FAO'S HAND-IN-HAND INITIATIVE

The investment opportunities presented in this document derive from government-led investment plans developed under FAO's Hand-in-Hand (HIH) Initiative. The Initiative supports countries in identifying high-impact agrifood system investments through a combination of data-driven territorial analysis, value chain assessments, and close collaboration with national counterparts. Using the Hand-in-Hand Geospatial Platform, the Initiative integrates geospatial, biophysical, and socio-economic data to identify priority "green zones" where agricultural potential and poverty incidence overlap, creating strong opportunities for transformative investment. Based on these analyses, national governments lead the development of investment plans that identify priority value chains, key bottlenecks, and potential investments required to accelerate agrifood system transformation. These investment opportunities aim to raise incomes, improve nutrition, and empower poor and vulnerable populations, while strengthening resilience to climate change and supporting the sustainable management of natural resources. The Initiative focuses on territories where targeted investments can generate the greatest impact in reducing poverty and hunger, contributing to progress towards Sustainable Development Goals SDG1 (No Poverty), SDG2 (Zero Hunger), and SDG10 (Reduced Inequalities), while balancing economic growth, social inclusion, and environmental sustainability.

IMPORTANT CLARIFICATIONS

The opportunities presented in this document are derived from government investment plans and reflect national development priorities identified through the Hand-in-Hand Initiative. FAO provides analytical and technical support in the identification and assessment of these opportunities and facilitates engagement with potential partners. The concepts presented are indicative and require further structuring and discussion with the relevant governments and potential investors. This document therefore presents a pipeline of government-prioritized agrifood investment opportunities that have been pre-screened using FAO's Hand-in-Hand analytical tools. FAO can support interested partners by facilitating technical exchanges and follow-up discussions with relevant government counterparts.

IMPACT TAGS

Investment cases are classified across four impact areas to highlight their primary development contributions and ensure comparability across countries and value chains.

Livelihoods	Income, productivity, jobs, and market access
Gender & Youth	Inclusion and opportunities for women and young people
Planet & Environment	Climate resilience and sustainable resource management
Digital	Use of technology to improve efficiency and access

RWANDA

A high-density, demand-driven agrifood system with strong government coordination and growing private sector opportunities

KEY INVESTMENT SIGNALS

POPULATION

14.1M

(MILLION)

GDP

USD 14.4B

(BILLION)

AGRICULTURAL LAND

1.5M ha

(MILLION HECTARES)

INVESTMENT CASE

GROWING DOMESTIC DEMAND

- One of Africa's highest population densities (591/km²)
- GDP growth of 9.4% in 2025 (one of Africa's fastest-growing economies)
- Agriculture contributes 20% of GDP and 37% of exports
- Signatory to AfCFTA, EAC (300M people), and COMESA (640M people)

STRONG INVESTMENT PIPELINE

- USD 110M+ total investment secured (2023–2025)
- 4 active investment partners; 3 prospective investors
- Brazilian investors negotiating USD 50M in beef; IFAD loan of USD 59.5M secured

IMPORTANT PRODUCTIVITY UPSIDE

- Yield gaps across major value chains
- 98.3% of tea exported as unprocessed black tea; limited value addition
- Post-harvest losses up to 25% in Irish potato

RWANDA: INVESTMENT PORTFOLIO

Unlocking productivity and value addition opportunities across high-demand domestic and export-oriented agrifood markets

INVESTMENT PLAN **RWANDA**	INVESTMENT CASE **1. TEA**	INVESTMENT CASE **2. COFFEE**	INVESTMENT CASE **3. IRISH POTATO**	INVESTMENT CASE **4. PIG & POULTRY**	INVESTMENT CASE **5. AVOCADO & CHILI**
IMPACT TAGS	IMPACT TAGS	IMPACT TAGS	IMPACT TAGS	IMPACT TAGS	IMPACT TAGS
INVESTMENT **USD 414.8 million**	INVESTMENT **USD 92.8 million**	INVESTMENT **USD 45.9 million**	INVESTMENT **USD 33.8 million**	INVESTMENT **USD 169.8 million**	INVESTMENT **USD 72.5 million**
NPV **USD 220.4 million**	NPV **USD 46.4 million**	NPV **USD 22.5 million**	NPV **USD 15.9 million**	NPV **USD 126.9 million**	NPV **USD 8.8 million**
AVG IRR **22.0%**	IRR **20.2%**	IRR **22.8%**	IRR **29.2%**	IRR **27.0%**	IRR **18.5%**
DIRECT BENEFICIARIES **806.9 thousand**	DIRECT BENEFICIARIES **85.0 thousand**	DIRECT BENEFICIARIES **450.0 thousand**	DIRECT BENEFICIARIES **41.8 thousand**	DIRECT BENEFICIARIES **192.9 thousand**	DIRECT BENEFICIARIES **37.2 thousand**
INDIRECT BENEFICIARIES **1,439.4 thousand**	INDIRECT BENEFICIARIES **195.8 thousand**	INDIRECT BENEFICIARIES **200.0 thousand**	INDIRECT BENEFICIARIES **245.3 thousand**	INDIRECT BENEFICIARIES **710.3 thousand**	INDIRECT BENEFICIARIES **87.9 thousand**
AVG PER CAPITA INCOME INCREASE **+USD 895**	PER CAPITA INCOME INCREASE **+USD 1,065**	PER CAPITA INCOME INCREASE **+USD 1,065**	PER CAPITA INCOME INCREASE **+USD 570**	PER CAPITA INCOME INCREASE **+USD 928**	PER CAPITA INCOME INCREASE **+USD 850**
GHG IMPACT **TBD thousand tCO2-e**	GHG IMPACT **TBD thousand tCO2-e**	GHG IMPACT **TBD thousand tCO2-e**	GHG IMPACT **TBD thousand tCO2-e**	GHG IMPACT **TBD thousand tCO2-e**	GHG IMPACT **TBD thousand tCO2-e**

1. TEA PRODUCTION & PROCESSING

From bulk black tea exports to a diversified, high-value specialty tea sector

INVESTMENT PROFILE (INDICATIVE)

INVESTMENT
USD 92.8M
(MILLION)

NPV
USD 46.4M
(MILLION)

IRR
20.2%
(%)

RATIONALE

- Production grown from 5,910 MT (1980) to 40,003 MT (2023/24)
- 98.3% exported as raw black tea; major value addition opportunity
- Target: 58,600 MT and USD 164.5M export value by 2029
- Top markets: Pakistan, UK, Egypt, Kazakhstan, Ireland (via Mombasa auction)

KEY BOTTLENECKS / PROPOSED INVESTMENTS(*)

1. Underutilized land & low yields — **Private**
   - KADUHA-GITWE Corridor: 6,954 ha + 1 tea factory (USD 13.2 million)
   - BWEYEYE: 2,008 ha + 1 tea factory with new drying tech (USD 11.5 million)
   - RANGIRO: 2,000 ha + tea factory (USD 11.5 million)
2. Shortage of quality seedlings — **Private**
   Nurseries for 150M high-quality seedlings (USD 10.0 million)
3. Limited processing capacity — **PPP**
   Tea blending & packaging facility, 4,500 MT/year (USD 26.6 million)
4. Limited research on climate-resilient varieties — **Public**
   Tea research center on improved varieties (USD 20.0 million)

SUSTAINABILITY BENEFITS

DIRECT BENEFICIARIES
85.0K
(THOUSAND)

INDIRECT BENEFICIARIES
195.8K
(THOUSAND)

PER CAPITA INCOME INCREASE
+1,065
(USD/PERSON)

GHG IMPACT
FAO EXACT CARBON TOOL
TBD
(THOUSAND tCO2-e)

Note: (*) Opportunities reflect government priorities identified through the FAO Hand-in-Hand Initiative and require further structuring with relevant public and private stakeholders.

2. COFFEE PRODUCTION & PROCESSING

Upgrading from green bean exports to premium value-added coffee products

INVESTMENT PROFILE (INDICATIVE)

INVESTMENT
USD 45.9M
(MILLION)

NPV
USD 22.5M
(MILLION)

IRR
22.8%
(%)

RATIONALE

- 400,000 farmers engaged; 319 coffee stations; 52 roasters & 84 exporters
- 99% exported as green (unroasted) coffee; strong value addition upside
- Average export value USD 97.4M/year (2021–2024); target USD 192.1M by 2029
- Top markets: Switzerland (23.5%), USA (13.8%), UK (8.4%), Sweden (5%)

KEY BOTTLENECKS	PROPOSED INVESTMENTS(*)
1. Aging plantations & low productivity	Private Expansion of coffee area: 10,000 ha in western & southern provinces + 30 washing stations + seedlings (USD 21.7 million)
2. Limited domestic market & product diversification for local and international market	Private, PPP Value-addition & product diversification facility, Kigali Economic Zone: 4,752 MT/year (USD 18.2 million)
3. Limited access to regional & international market	PPP Rwanda-branded coffee digital market platform with GIS certification (USD 6.0 million)

SUSTAINABILITY BENEFITS

DIRECT BENEFICIARIES
450.0K
(THOUSAND)

INDIRECT BENEFICIARIES
200.0K
(THOUSAND)

PER CAPITA INCOME INCREASE
+1,065
(USD/PERSON)

GHG IMPACT
FAO EXACT CARBON TOOL
TBD
(THOUSAND tCO2-e)

Note: (*) Opportunities reflect government priorities identified through the FAO Hand-in-Hand Initiative and require further structuring with relevant public and private stakeholders.

3. IRISH POTATO PRODUCTION

Strengthening seed systems, storage, and processing to capture domestic and regional demand

INVESTMENT PROFILE (INDICATIVE)

INVESTMENT
USD 33.8M
(MILLION)

NPV
USD 15.9M
(MILLION)

IRR
29.2%
(%)

RATIONALE

- 865,013 MT produced (2024); target 1,498,545 MT by 2029 (+73%)
- Average yield 7.64 MT/ha vs. projected 14.5 MT/ha; major productivity upside
- 145 kg/capita/year average consumption; 42% sold on local market
- Post-harvest losses ~25% due to inadequate storage; DRC accounts for 88% of exports

KEY BOTTLENECKS	PROPOSED INVESTMENTS(*)
1. Limited availability of early generation seed	Private, PPP Tissue culture plantlets laboratory, 1,000,000 plantlets/year (USD 20.0 million)
2. Inadequate storage infrastructure	Private 10 hydroponic greenhouses, 500,000–600,000 mini-tubers/season each (USD 9.6 million)
3. High post-harvest losses	Private 8 improved potato storage facilities, 2,000 MT each, solar-powered temperature control (USD 4.2 million)

SUSTAINABILITY BENEFITS

DIRECT BENEFICIARIES
41.8K
(THOUSAND)

INDIRECT BENEFICIARIES
245.3K
(THOUSAND)

PER CAPITA INCOME INCREASE
+570
(USD/PERSON)

GHG IMPACT
FAO EXACT CARBON TOOL
TBD
(THOUSAND tCO2-e)

Note: (*) Opportunities reflect government priorities identified through the FAO Hand-in-Hand Initiative and require further structuring with relevant public and private stakeholders.

4. PIG & POULTRY PRODUCTION

Closing the protein gap through integrated genetics, feed, health, and processing investments

INVESTMENT PROFILE (INDICATIVE)

INVESTMENT
USD 169.8M
(MILLION)

NPV
USD 126.9M
(MILLION)

IRR
27.0%
(%)

RATIONALE

- DRC accounts for 90% of egg and pork meat exports
- Egg per capita consumption to grow from 1.4 kg (2023) to 2.3 kg (2029)
- Pork meat export value (2023): USD 9.95M; eggs: USD 1.58M; chicken meat: USD 3.53M
- 75% of direct & indirect beneficiaries are youth and women

KEY BOTTLENECKS	PROPOSED INVESTMENTS(*)
1. No layer hatchery in HiH districts & unavailability of one day old chicks	Private Commercial layer chicken hatchery, 200,000 egg-set capacity (USD 59.9 million)
2. Limited animal health services	Private, PPP Animal Hub model farms (5 poultry, 5 pig) with feed, vaccines, capacity support (USD 51.1 million)
3. High cost of animal feed	Private Pig & poultry feed processing plant, 4-6 MT/hour (USD 39.8 million)
4. Limited slaughterhouse capacity	Private Construct and equip 10+ slaughterhouses, 200 pigs & 8,000 poultry/day each (USD 19.0 million)

SUSTAINABILITY BENEFITS

DIRECT BENEFICIARIES
192.9K
(THOUSAND)

INDIRECT BENEFICIARIES
710.3K
(THOUSAND)

PER CAPITA INCOME INCREASE
+928
(USD/PERSON)

GHG IMPACT
FAO EXACT CARBON TOOL
TBD
(THOUSAND tCO2-e)

Note: (*) Opportunities reflect government priorities identified through the FAO Hand-in-Hand Initiative and require further structuring with relevant public and private stakeholders.

5. AVOCADO & CHILI PRODUCTION

Hand-in-Hand Initiative

Scaling high-value export crops through certified production, protected agriculture, and improved logistics

INVESTMENT PROFILE (INDICATIVE)

INVESTMENT

USD 72.5M

(MILLION)

NPV

USD 8.8M

(MILLION)

IRR

18.5%

(%)

RATIONALE

- Chili export target: 31,464 MT valued at USD 48.1M by 2029 (+691% value growth)
- Avocado export target: 14,975 MT valued at USD 13.0M by 2029 (+205%)
- Chili top markets: UK, Germany, Italy, Netherlands, China, India
- Avocado top markets: UAE, DRC; 60% of direct beneficiaries are youth & women

KEY BOTTLENECKS / PROPOSED INVESTMENTS(*)

KEY BOTTLENECKS	PROPOSED INVESTMENTS(*)
1. Limited production scale	Private Avocado production & infrastructure, 2,533 ha in orchards (USD 8.5 million)
2. Limited quality planting materials	Private High-quality chili seed production with stringent pest control (USD 30.0 million)
3. Limited protected agriculture for chili	Private, PPP 80–100 ha controlled agriculture infrastructure / greenhouses for fresh export (USD 34.0 million)

SUSTAINABILITY BENEFITS

DIRECT BENEFICIARIES

37.2K

(THOUSAND)

INDIRECT BENEFICIARIES

87.9K

(THOUSAND)

PER CAPITA INCOME INCREASE

+850

(USD/PERSON)

GHG IMPACT

FAO EXACT CARBON TOOL

TBD

(THOUSAND tCO2-e)

Note: (*) Opportunities reflect government priorities identified through the FAO Hand-in-Hand Initiative and require further structuring with relevant public and private stakeholders.

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