



Guiding Ventures to Reach New Heights



KRISIMBI
BUSINESS PARTNERS

About Us



Karisimbi is the name of the highest volcano in the Virunga Mountains. At 4,507 meters (14,787ft), Mount Karisimbi is the highest peak in Rwanda; our name symbolizes our ambitious nature and our passion to see our clients reach the summit of their potential.



Our Vision

To alleviate poverty, improve communities, shape industries and inspire others... one business at a time

Our Method

To establish excellent, effective and sustainable management capacity for high-impact Rwandan ventures

Our Motivation

The love of Christ compels us to use our best where the need is greatest

About Us



Socially-motivated management consultancy focused on
company-specific interventions.

Trusted advisers offering strategic guidance, business plan and feasibility studies, enterprise valuation and other analyses for guiding critical decisions.

Offering **interim management** through implementation and as internal team capacity is built.

Bridging the gap between high-impact ventures and
international investment.

Deep experience across over 20 industry sectors, including Agri-processing, IT, Media, Manufacturing, Retail, Construction, Banking, and more.



Karisimbi Partners immerses itself in organizations to offer the following:

Strategic Planning

We partner with new and existing organizations to realize a successful long-term strategy, connecting future ambitions to today's activities, assessing the dynamics and challenges of the business, and offering the clarity required to focus limited resources.

- Five-Year Business or Strategic Plan
- Prioritized Action Items, Schedule and Resource Allocation Plan
- Progress Evaluation and Refinement

Interim Management

As experienced operational managers, we are able to accept interim management or board membership responsibility for clients, providing a significant contribution while ensuring knowledge transfer on-the-job.

People Development

An enterprise is only as strong as the people it depends on, and finding and developing human capital is a core offering we provide.

- Recruitment of Key Executives
- Development of Performance-based Compensation Plans
- Coaching and Training (individually or collectively)

Marketing, Strategy, Segmentation and Sales

We direct sales and marketing initiatives toward segments that best suit the core competencies of the organization and future objectives.

- Positioning, Brand Development and Marketing
- Marketing and Sales Plans
- Market Analysis (domestic and international)
- Product Development Research and Planning
- Development and Oversight of Sales Initiatives

Finance Management

We partner with clients to develop a financial plan to support the strategic objectives of the organization.

- Finance Strategy and Planning
- Company and Asset Valuation
- Creation of Full Financial Statements and Projections
- Cost-Benefit and Scenario Analysis
- Development of Reporting Systems



Operations and Supply Chain Management

We look critically at every step in the supply chain, from raw materials and inputs to exporting and customer delivery, with an eye to eliminate bottlenecks and add efficiencies.

- Enterprise Resource Planning (ERP) Evaluation
- Development of Reporting and Project Management Systems
- Facilitation of Quality and Management Standardization (e.g. RBS, ISO)

Pro-poor Economic Development

We are committed to an economic development approach that promotes changes in market systems ensuring the poor benefit from economic activity.

- Value Chain Analysis and Sub-sector Assessment
- Capacity Assessment of Value Chain Stakeholders
- Agribusiness Strategy, Marketing and Small Enterprise Development

Foreign Investor Services

As a Rwandan-based company with deep local insights and key contacts, we are uniquely situated to demystify the local business context. KBP serves as a critical partner offering local oversight and accountability for optimal impact and returns.

- Investment Opportunity Search and Evaluation
- Feasibility Study, Due Diligence and Negotiation
- Merger, Acquisition and Strategic Partnership
- Recruitment of Key Executives
- Investment Management

Karisimbi Insight Reports

- Employment & Compensation Review (Annual survey of leading private sector companies)
- Sector Specific Compensation Review: Banking & Finance
- Other custom and industry-specific reports available upon request

Karisimbi Capital Partners is an investment firm combining financial capital with management expertise in order to propel Rwandan enterprises toward the summit of their potential. *Karisimbi*

Kapital was borne out of a partnership between *Karisimbi Business Partners* and a UK-based private equity firm. By combining deep international experience in management and finance, on-the-ground insight and ready capital, *Karisimbi Capital Partners* unlocks sustainable value for the Rwandan economy - one company at a time.

For more information, contact: info@karisimbicapital.com



Our Results



"I remember the day Karisimbi Partners came to my office. I said these are the people we've been looking for. We need to set up this partnership."

- Eugene Nyagahene, CEO, Tele-10 Holding Group

"Karisimbi Partners thinks about business from the standpoint of owners and they are committed to building the capacity of Rwandan Small and Medium Enterprises. These characteristics combined make them unique among business advisors in Rwanda."

*- Robert Bayigamba, Chairman Rwanda Olympic Committee,
CEO Manumetal*

"Their attention to detail was of great use to us. The results of their hard work were felt during the first month after their service. They are always thinking of how they can make a company better."

*- Jean Paul Mutualikanwa, Chief Marketing Officer,
MINIMEX (Maize Processor)*

"Karisimbi Partners is qualified, experienced and cooperative. The team demonstrates strong experience in business advisory services and they are able to quickly get familiarized; working hard to deliver constructive and trustworthy outputs."

- Government of Rwanda, Ministry of Trade & Commerce (MINICOM)

"The work product was excellent and they really listened to our feedback. We now have a much better sense of where we need to invest our time to make our venture self-sustaining. They were great to work with — smart, dedicated, deliberate professionals."

*- Karen Sherman, Interim Africa Regional Director,
Women for Women International*

Consulting Team



Karisimbi Partners is a consulting organization headquartered in Kigali, Rwanda. Since it was established in 2009, the company has worked with more than 70 organizations across virtually every sector of the Rwandan economy. KBP has also advised the Government of Rwanda, international investors, and development partners on a variety of strategic initiatives.

This team has grown to represent a broad array of qualifications and functional expertise, as embodied in those currently employed by the company. *Karisimbi Partners* offers clients the following:

- Over **40 years** of practical management expertise, including profit & loss responsibility among leading global corporations
- **Advanced Degrees** in Business Administration, International Affairs, Finance, International Economics, Entrepreneurship, and Community Economic Development
- **Professional Certifications** in Accounting (CPA), Six Sigma, Lean Process Improvement, and Change Management
- **Multiple Languages** including English, French, Kinyarwanda, Swahili, Spanish and Mandarin Chinese
- Comprehensive management expertise, enabling **holistic solutions** that can be modeled by **experienced practitioners**
- **Karisimbi Associates** with specific industry or functional expertise that contribute as particular assignments require

Leadership

Dano Jukanovich, Managing Partner | Since 2009, Dano has supported over 70 public and private sector entities across almost every sector in the East African Community economy. He has more than 22 years of experience as a program and financial manager and serial entrepreneur, working at senior levels in large US multinationals and small family-owned businesses. In 2009, Dano moved to Rwanda with his family to co-found *Karisimbi Partners*, which he continues to oversee today on a full-time basis. Dano has an MBA in Finance from Wharton, an MA in International Economics from Johns Hopkins, and a BS in Economics from West Point.

Nick Barigye, Director | Over the last 15 years, Nick has become recognized as a trusted and respected business leader at the highest levels of the Rwandan private and public sectors. Having served as CEO of Mount Meru Soyco and CFO of Inyange Industries (two of Rwanda's largest companies), he brings extensive strategic, operating and general management experience to client engagements. As its Director, Nick oversees all *Karisimbi Partners* work across the East Africa region. He holds an MBA in Strategic Management from Strathmore Business School in Kenya, a Diploma in Financial Management from Duke University in the US, and a BA in Finance from the National University of Rwanda.

Advisory Board

- Evary Murasa | Managing Director, *Solar Kiosk Rwanda*
- Carter Crockett | PhD., Director, Center for Entrepreneurial Leadership, *Gordon College*; Co-Founder & Partner, *Karisimbi Business Partners*
- Hortense Mudenge | Consultant, *Global Alliance for Improved Nutrition*
- Gilbert Gitali | CEO, *Roots Imizi*
- Peter Greer | President and CEO, *HOPE International*
- Claude Mansell | Director, *MINIMEX*; COO, *Inyenyeri*
- Eric Munyemana | Executive Director, *P.E.A.C.E. Plan*
- Rohith Peiris | Director General, *SORWATHE Ltd.*
- Greg Urquhart | VP, *Partner Sales & Strategic Alliances*, Microsoft; Co-Founder & Partner, *Karisimbi Business Partners*



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