



COMPANY OVERVIEW

# Karisimbi Business Partners

RWANDA'S #1 CHOICE FOR STRATEGIC ADVICE

- *Karisimbi Business Partners* is a socially-motivated consulting firm that **builds businesses** by guiding and developing management capacities.
- We provide **business planning, interim management, and investor services** to high-impact ventures in Rwanda and the East African region.
- Since 2009, Karisimbi Partners has served **over 150 clients** in both short and long-term partnerships
- We've crafted winning strategies in **more than 25 sectors** including: agro-processing, Construction, manufacturing, alternative energy, media, agriculture, information technology, and professional services.
- We've played key roles in many initiatives of strategic importance to Rwanda

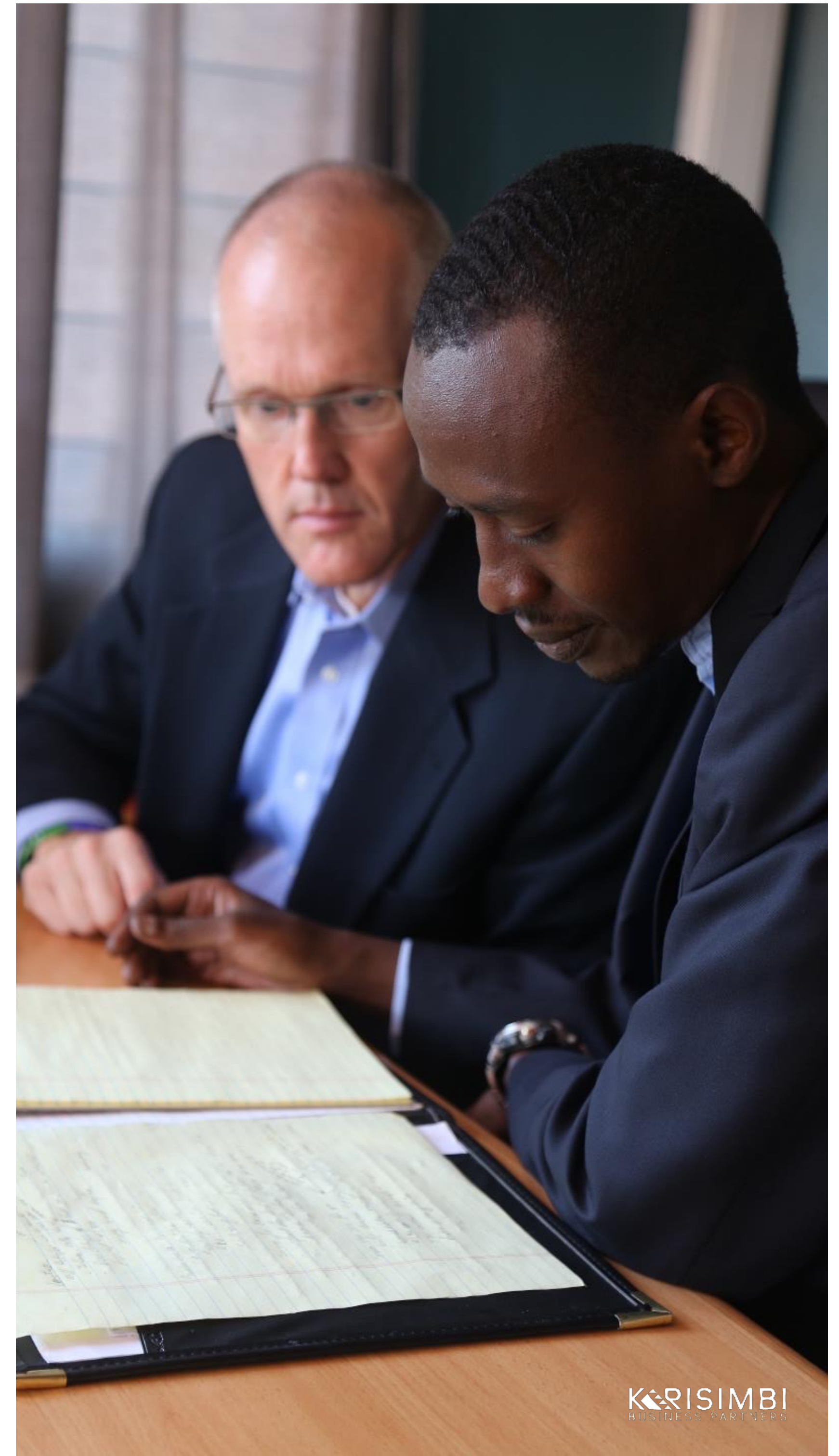
## *Our approach is:*

*Holistic - ensuring strategy permeates every aspect of operations*

*Market-driven – using market demand as a guide*

*Practical - establishing a plan for implementation*

*Collaborative - recognizing the best results come from active dialogue*





# Our Clients: 180+ engagements in 12+ years





A photograph of a dirt path leading through a lush green landscape. The path is reddish-brown and winds through tall grass and small trees. In the background, there are rolling green hills under a cloudy sky.

# Our Purpose

## **Mission:**

To build the private sector, empower leaders  
and inspire excellence...  
one business at a time

## **Method:**

Connecting great people to meaningful  
projects  
that guide strategic decisions

## **Motive:**

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



# Our Services

## Strategic Planning

- Strategic & Business Planning, Feasibility Studies
- Operations & Supply Chain Management
- Sales & Marketing Research, Analysis & Planning
- Process Design and Implementation
- IT Strategy and Implementation

## Interim Management

- Long-term Operational Oversight
- Board-level Participation
- Performance-based Compensation Plans
- Reporting & Project Management Systems
- Facilitation of Quality & Management Standards

## Investor Services

- Investment Search, Evaluation & Management
- Merger, Acquisition & Strategic Partnerships
- Feasibility Study, Due Diligence & Negotiation
- Company & Asset Valuation
- Executive Recruitment

## Regional scope

- Rwanda & beyond
- Projects completed in
  - Benin
  - Malawi
  - DR Congo
  - South Africa
  - Ethiopia
  - Tunisia







Our focus:  
lasting impact



BUILDING CAPACITY  
Providing skilled and experienced  
managers while transferring knowledge to  
client team



GENERATING VALUE  
Bringing an owner's mindset to  
every engagement



IMPROVING LIVES  
Building profitable, high-integrity  
business that improve people's  
wellbeing



# Our Experience

## EXPERTISE IN STRATEGY, INVESTMENT & OPERATIONS

OUR 150+ CLIENTS ARE MOSTLY OPERATORS OF PRIVATE SECTOR BUSINESSES

OUR PRIVATE SECTOR WORK HELPS PUBLIC AGENCIES ENGAGE MORE PRODUCTIVELY



### KIGALI GOLF RESORT & VILLAS (2020 to present)

Delivered 15-year strategic business plan to guide development, professional and sustainable management and ROI

Offered trusted advice through many stages of development for managers and partners



### PARTNERSHIP BETWEEN ELITE IT TRAINING COMPANY & GOVERNMENT (2017)

Introduced Andela as preferred partner to carry out national ITC capacity building strategy

Developed business case for government agency

Facilitated dealmakers until agreement



Madhvani Group

### FACTORY EXPANSION & GROWTH PLAN (2016 - 18)

Developed land acquisition and financing plan for sugar factory expansion

Detailed market research and structuring of ethanol and electricity investment



### STRATEGY FOR \$10M AGRICULTURE FUND (2016 - 17)

Developed pipeline of 180+ Ag firms and facilitated due diligence

Development of fund strategy and supported \$3m investment in poultry sector



# Hosting Annual CEO SUMMIT

- The only private-sector led, peer-to-peer gathering for business leaders in Rwanda
- 100+ CEO's from over 20 industries annually
- *Karisimbi Partners* engages in research prior to the summit and presents exclusive insights
- Panel-discussions, keynote presentations, and valuable networking opportunities
- Previous themes: *Empowering Young Leaders in your Organization; Effective Decision-Making Styles*

## **CEO SUMMIT 2022**

*Casting a Vision for the Future*

May, 2022, Kigali







# Creating Rwanda's first major fashion exporter

## ABAHIZI RWANDA

**KATE SPADE & CO CHOSE KARISIMBI PARTNERS TO  
CREATE, STAFF & MANAGE A FULLY INDEPENDENT  
HANDBAG MANUFACTURING FACILITY**

- Rwanda's first premier fashion manufacturing facility
- Employs 175 full-time artisans
- Annually exporting ~\$2m
- Landmark partnership between local cooperative and NYSE-listed fashion house
- Products sold in flagship Kate Spade & Co stores in London, New York & Tokyo
- Handbags recently featured at the Golden Globe Awards

***Karisimbi Partners Support:*** factory and personnel management, finance, growth strategy, corporate governance, fundraising, government relations





# Building a market for moringa and specialty oils

**KARISIMBI PARTNERS SOURCED INVESTMENT AND ESTABLISHED GREENFIELD NATURAL OILS PROCESSOR NOW EXPORTING GLOBALLY TO COSMETICS AND PERSONAL CARE CLIENTS**

- Over 1 million USD invested since 2013, developing 100+ hectares of land and planting 300,000+ moringa trees
- More than 30 full-time staff employed at production facility, connecting 2,000+ smallholder farmers to high-value global cosmetics companies (oil used in personal care products)
- Robust supply chain that stretches across East Africa
- Exclusive sales and marketing partnership with UK-based *The Body Shop* with presence in over 60 countries
- Sourcing multiple natural oils ingredients from farmers, cooperative partners and company-managed farms

**Karisimbi Partners Support:** Sales and marketing, supply chain management, investment and fundraising, operations management, finance and accounting, government relations, etc.





KARISIMBI PARTNERS

# Our Team

International team: members from Rwanda, United States, Canada, Kenya & Burkina Faso

10 full-time staff: we have earned advanced degrees from leading academic institutions in the areas of Strategic Management, International Finance, Entrepreneurship, Tourism Management, Human Resources, Actuarial Services and more.

Access to a network of industry experts in virtually every sector and key international markets





KARISIMBI PARTNERS

# Our Impact

We measure our success by the success of our clients:

Over 180 total engagements completed

Over 25 sectors of the economy served in Rwanda and neighboring countries

Hundreds of strategic decisions made and implemented

Over 7,000 employees directly affected

More than 45,000 farmers impacted

Seven new and sustainable companies launched

Four direct investments

*1<sup>st</sup> Certified B Corporation  
in Rwanda*



*Business Vision Awards 2020  
Best Business Advisory Service  
Provider East Africa*





That's a bit about how we've helped  
others thrive and grow.

We'd love to find out how we can specifically  
partner with you.

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