



# COMPANY PROFILE

Bugesera Special Economic Zone, plot No. 3427, E-mail: [info@mahwimillers.rw](mailto:info@mahwimillers.rw), website: [www.mahwimillers.rw](http://www.mahwimillers.rw)



# OUTLINE

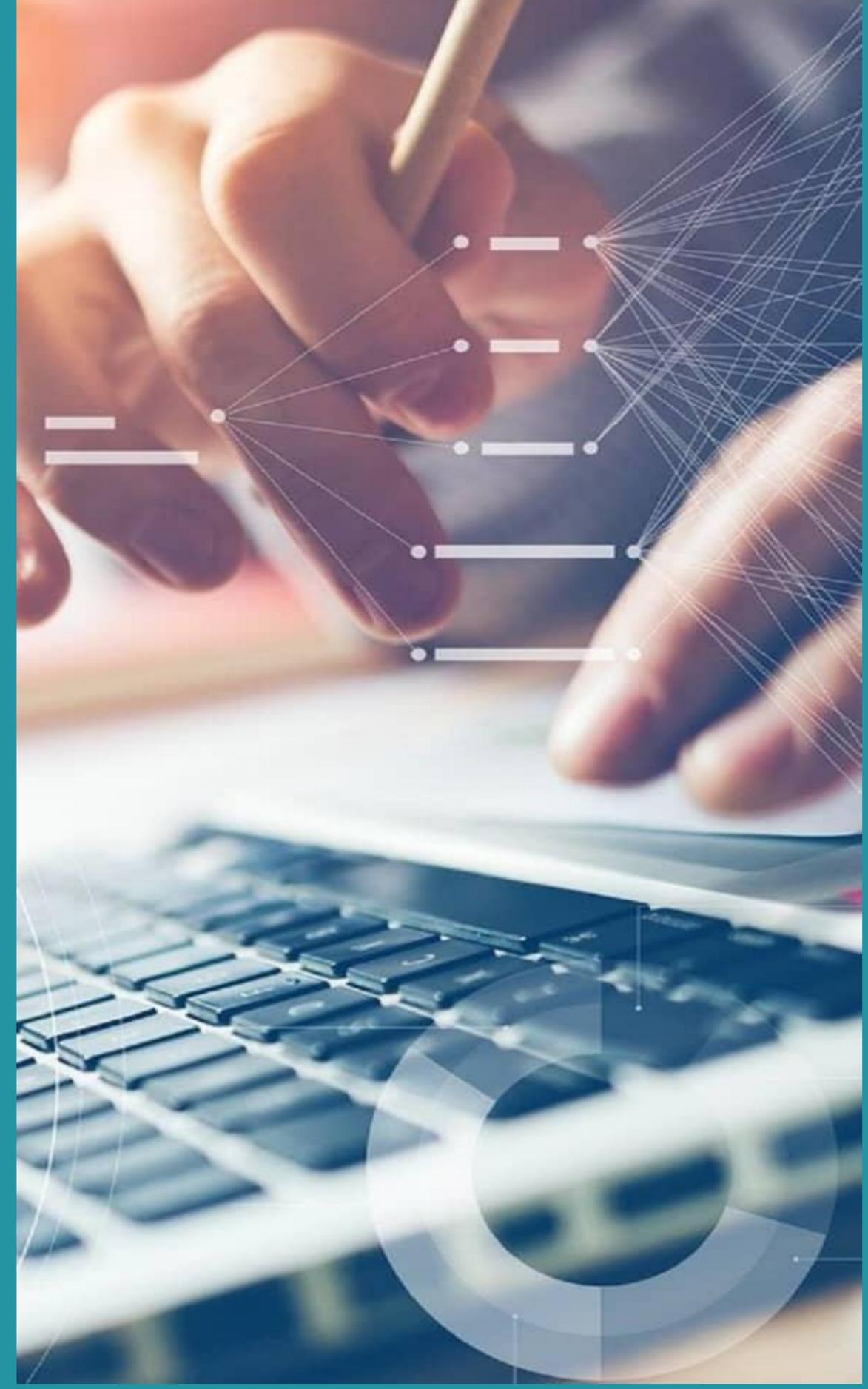
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# About the Company

Mahwi Grain Millers Ltd. is a Rwandan company established in 2018. Its core business is grains aggregation and processing at an industrial scale to produce food for human consumption and animal feed.

We serve the local mass market with refined maize flour, including organized large buyers, supermarkets, and distributors in provinces. We also serve school children with fortified whole grain flour (FWG) through the school feeding program, and we have contracts with the export market for refined maize flour.

The factory premises are located at Bugesera Special Economic Zone, Plot No: 3427, at Gashora in the District of Bugesera.



## VISION

Our vision is to be the foremost producer of maize flour for human consumption and animal feed products in Rwanda with a reputation of reliability and excellence that will make us the preferred brand in the country, and eventually, internationally.

## MISSION

Our mission is to satisfy our customers' needs through the use of technological developments and continuous improvement in manufacturing processes. We will only apply production processes that are friendly to the environment. We are committed to maintaining consistent growth and earning a reasonable return on our investment.

## IMPACT

Our business model aims at creating the positive social economic impact to the communities around our business, especially grains farmers, and other service providers who directly deal with our business. We currently work with 27,000 local farmers across the country who confidently engage in farming with assurance to have the market of their produce.



# Market Need

We have brought to the rwandan food market a high-quality brand that is Mahwi™, by providing a wide range of excellent products that gives to our distributors and end-users a variety of choices. We aim at building credibility for high quality at competitive prices.

We aim at providing our contribution to the national strategy to develop and strengthen the manufacturing industry and the selfreliance in the basic food products at industrial scale.



# Target Market



## Large organized buyers

Through contractual arrangements, our major buyers comprise structured institutions that buy in large volumes for their members and beneficiaries.



## Mass markets

Large markets in Kigali and provinces through a network of distributors and wholesalers.



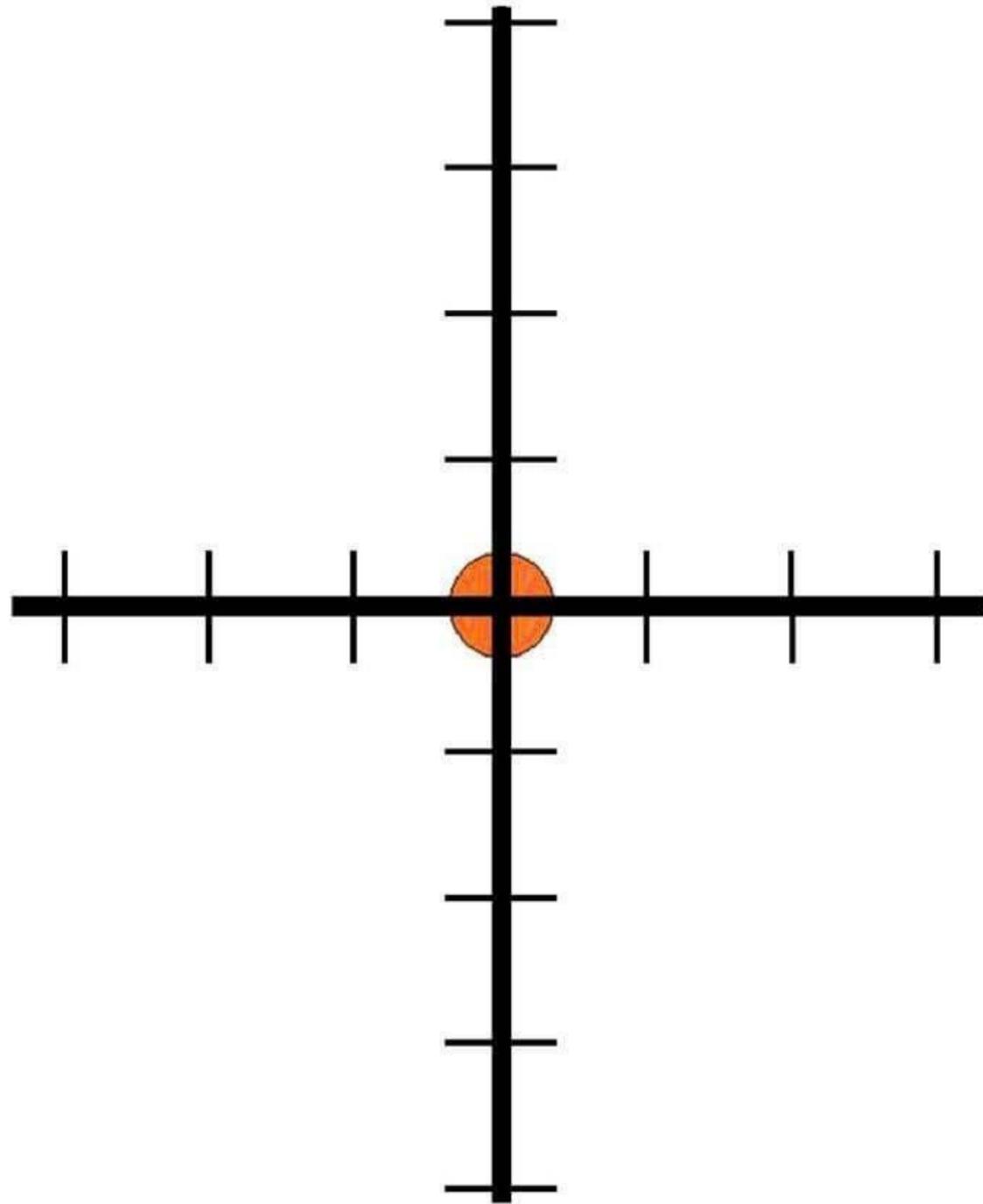
## School Feeding Program

Trough partnerships with Districts, we provide fortified whole grain maize flour to school children, produced using modern nutrition standards and technologies.



## Export Market

We sell to the EUropean and USA markets though independent distributors under distribution agreements.



# Competitive Advantages

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- **Granted offtake agreements with organized buyers**
- **Tax Incentives**
- **Benefits from sector-specific support programs**

# Direct Competitors

- SCATTERED SMALL MILLERS IN DISTRICTS
- SOSOMA
- MINIMEX

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# Indirect Competitors

- IMPORTED FLOURS (E.g.: SEMOULE)
- MANUALLY MIXED FLOUR ON MARKETS
- AIF

# OUR PRODUCTS



**PREMIUM MAIZE FLOUR**  
*For high-income earners*



**PREMIUM MAIZE FLOUR**  
*For Export*

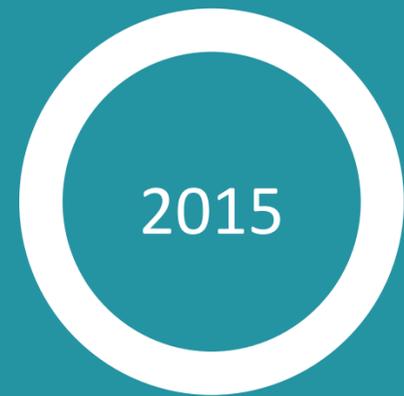


**REFINED MAIZE FLOUR**  
*For Mass Market*



**FORTIFIED MAIZE FLOUR**  
*For School Feeding*

# Key Historical Milestones



Start of the pilot project to test the project viability



Company Registration as Mahwi Grain Millers



Building company premises at B-SEZ



Acquisition of required certification and First year of Operations



Signing major offtake contracts.



Qualification to the Investment clinic and start of the listing journey

# Key Performance Indicators

OUR PERFORMANCE SO FAR



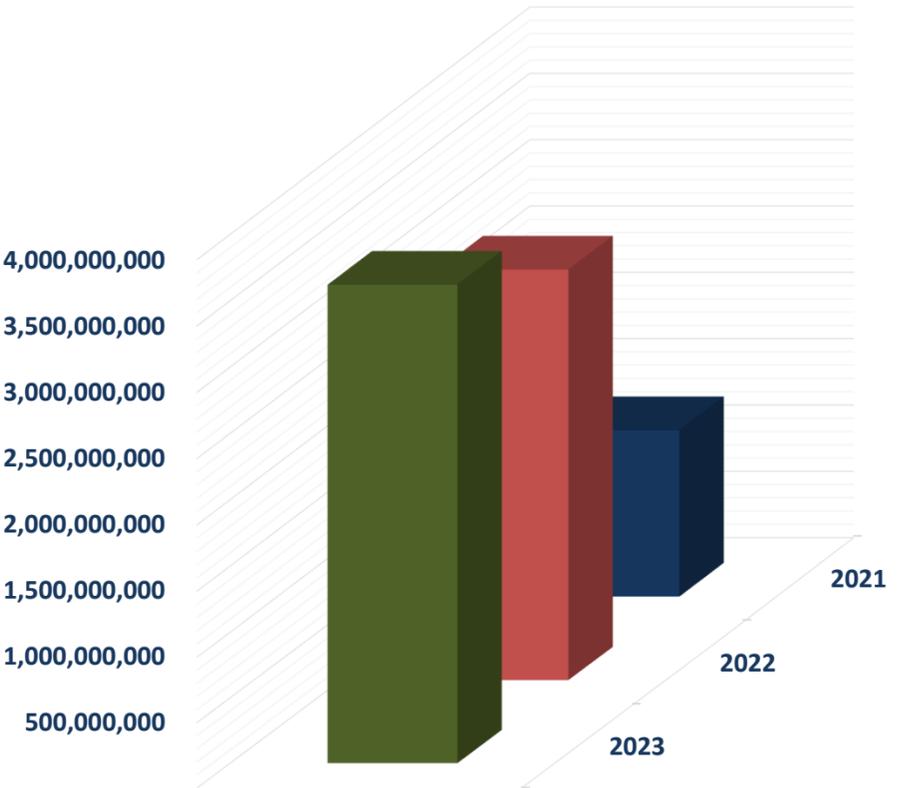
Dec. 2023



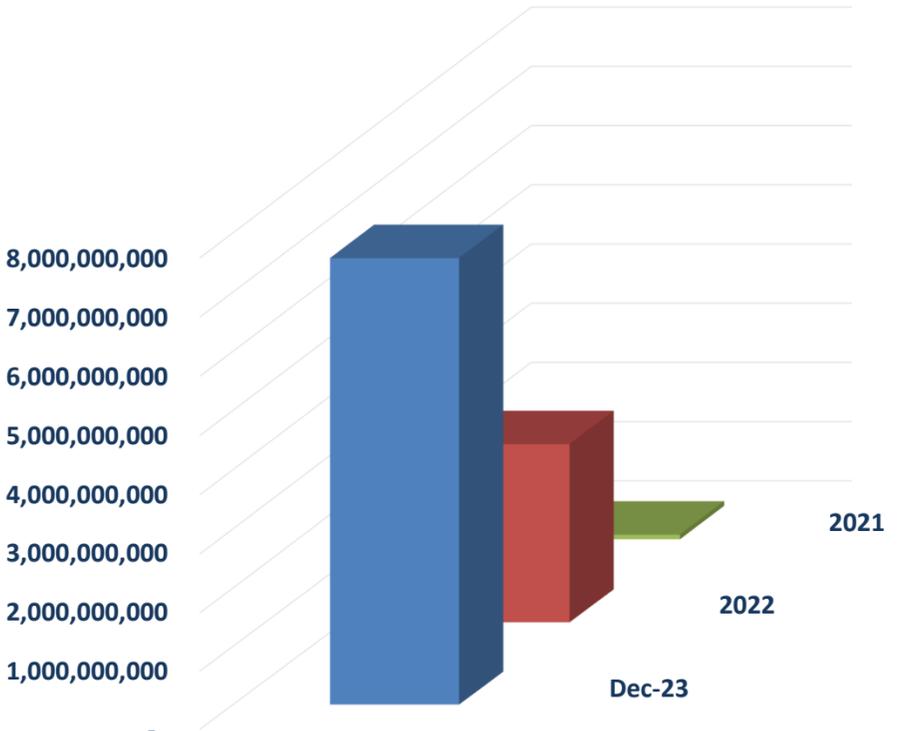
Dec. 2022



Dec. 2021



Revenue



# Balance Sheet Summary (FRW)

As of 30 June 2023

**3,620,356,601**

**Total Assets**

57% : Noncurrent assets  
43% Current assets

The company's noncurrent assets comprise the factory and warehouse buildings and machinery. This category registered a 28% increase this year by the acquisition of new plant aimed at increasing its production capacity.

**1,962,282,173**

**Total Liabilities**

54%: Noncurrent liabilities  
46%: Current liabilities

Noncurrent liabilities comprise long-term loan facilities from lenders and Current liabilities comprise trade payables, working capital loans and accruals.

**1,658,074,429**

**Total Equity**

Total equity comprises share capital and accumulated earnings.

Total equity improved from the previous year by the profit registered dur current year.

The performance is expected to continue in the future.

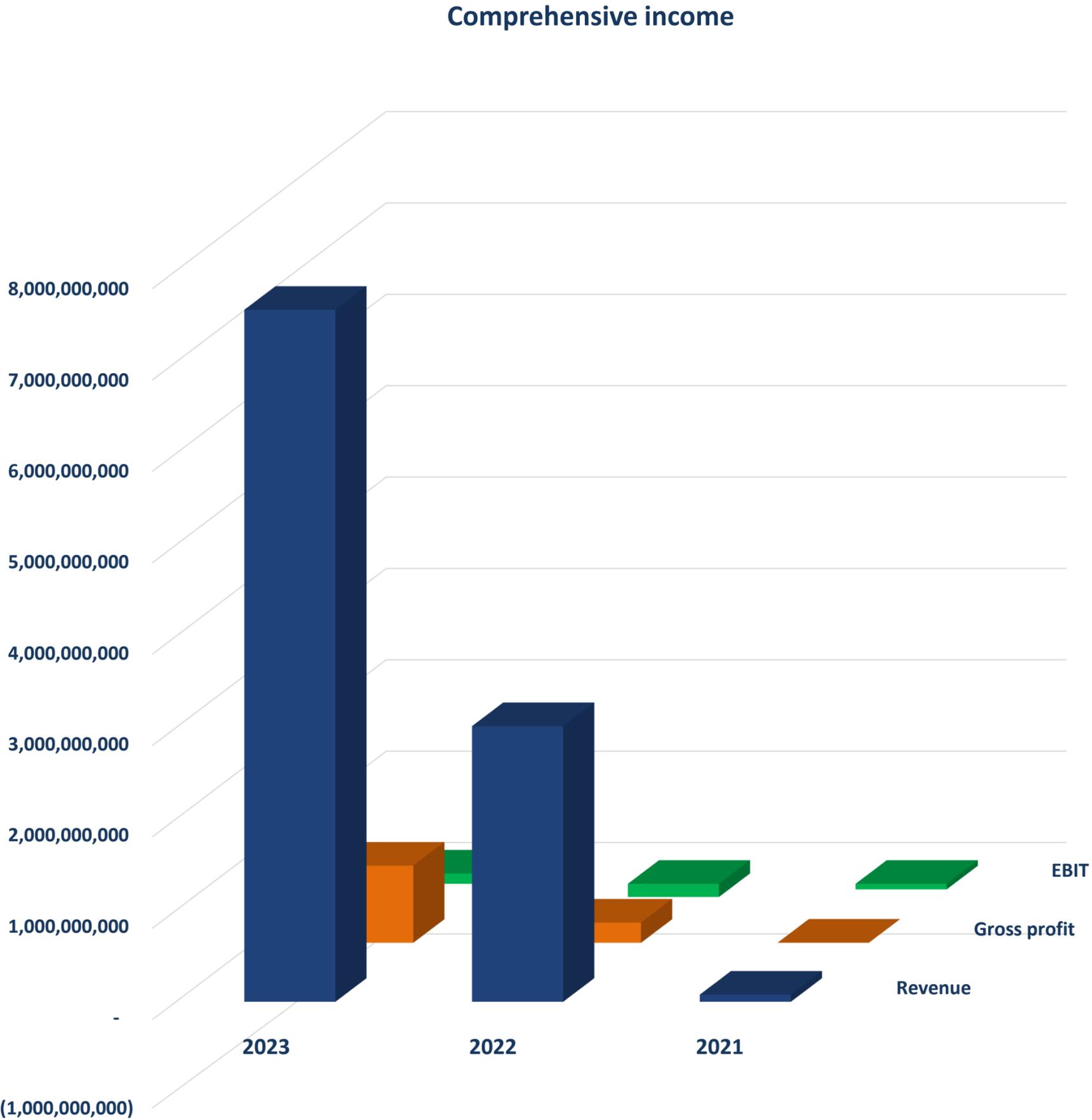
# Net Income

2021 - 2023

There is an overall improvement in the business performance over years, a result from business activities that improved since start of operations.

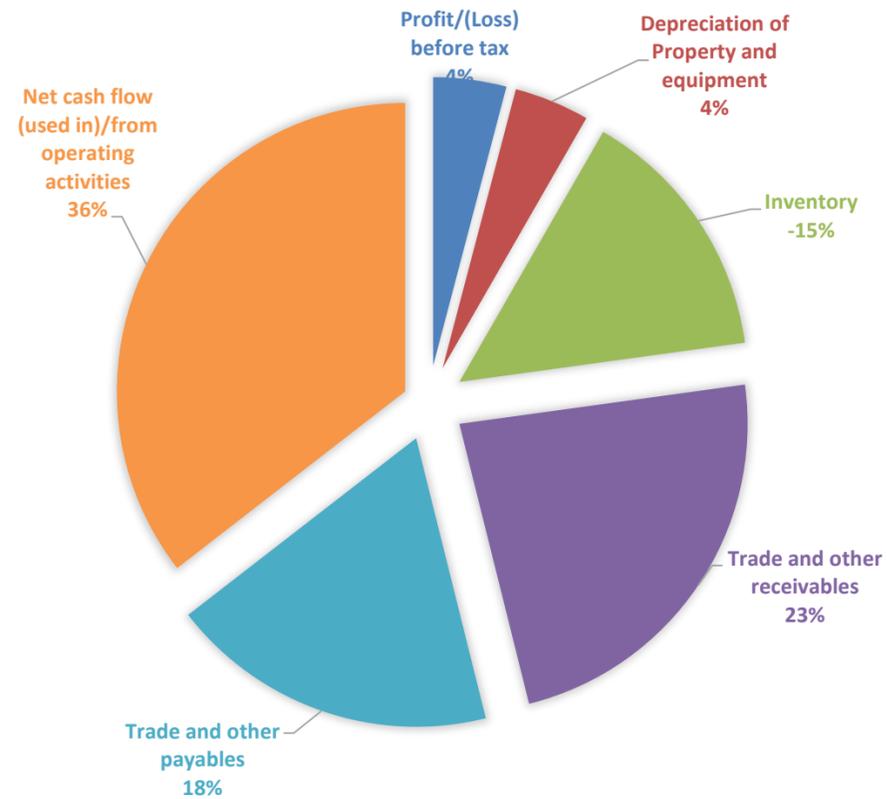
Continuous increase in sales comes from the existing partnership with our key customers, but also from new partnership with GVT of Rwanda in school feeding program

The performance is expected to continue in future as the company has positioned itself into the market with a number of competitive products it has put to the disposal of the consumers.



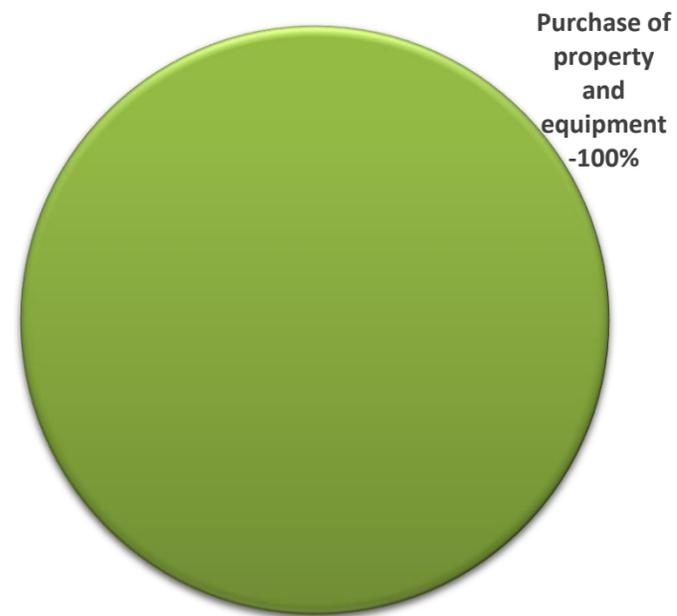
# Cash Flow Statement

## As of 30 June 2023



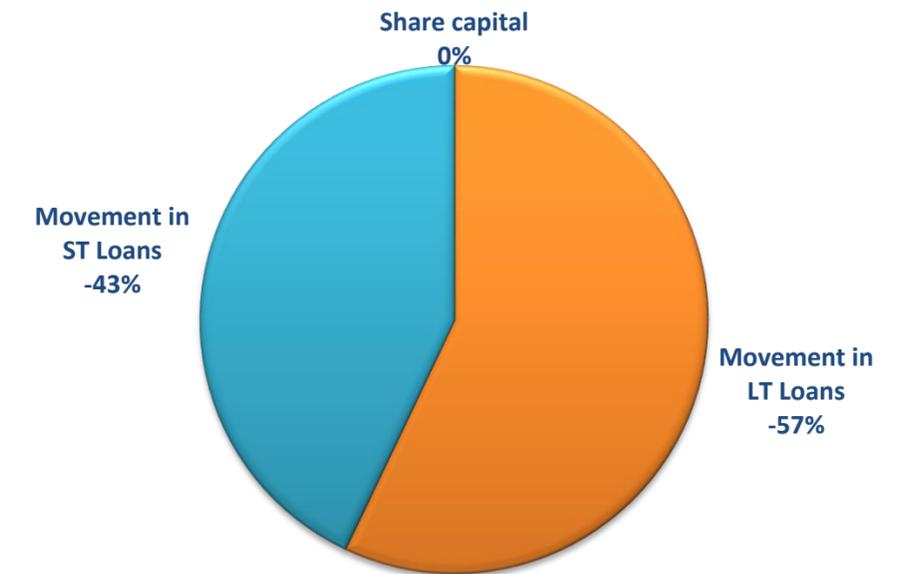
**981,003,002**

**Operating Activities**



**(628,122,280)**

**Investing Activities**



**(101,516,781)**

**Financing Activities**



# Our 3 Key Goals

- Position Mahwi Grain Millers as a key player in the grains strategic aggregation and price stabilization.
- Build a solid foundation for exponential growth in production of Quality flour for human consumption and animal feed.
- Diversify into new products ranges through value addition on various grains available in the regional.

# Key Strategies

**Acquisition of silos with 10k metric tons of capacity, to ensure strategic grains reserve as a strategic position and leverage.**



**Raise substantial funds that strengthen our working capital to anticipate seasonal prices and ensures our prices competitiveness.**



**Forge strategic technical partnerships in research and development to ensure quality and yield consistency of our products**



# Strategic Needs

## FINANCING

Strategic financing needs for expansion (both working and capital expenditures).

## STRATEGIC PARTNERSHIP

MGM will embark on strong partnerships to scale and grow its business, especially in the research and development

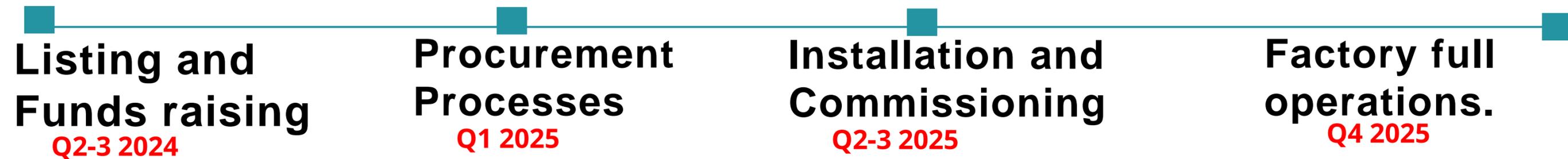
## PRODUCTS DIVERSIFICATION

Diversify into new products ranges through value addition on various grains available in the regional.

## EXPANSION OF EXPORT MARKET

Expand the outreach on the available potential market.

# Future Roadmap



# Meet Our Key Team Members



**Jean Claude Uwizemungu**  
Managing Director



**Marie Laetitia Uwera**  
Director of Finance and Admin.



**Gabriel Mwangi Kabaiya**  
Director of Production



**Norbert Sangwa**  
Operations Manager



## Contact Us

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