



COMPANY PROFILE

MULTISECTOR INVESTMENT GROUP LTD

MIG LTD



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About the Company

Multisectorial Investment Group (MIG LTD) is a private company investing in agriculture sectors such as COFFEE, TEA and HONEY in Nyamagabe and Huye District in south Rwanda with the purpose of assisting farmers in improving the quality and quantity of coffee and tea production through best agricultural techniques, as well as the farmers' livelihood.

MIG plays a key role in the development of Rwanda's former Gikongoro province through identification of the investment opportunities in the province in order to encourage business development and job creation. MIG's first project was four coffee-washing stations designed to improve the quality of Rwandan coffee as well as provide new employment opportunities for locals.

The overriding objective of the creation of MIG Ltd was to constitute an entity serving as a catalyst in the revitalization of productive investments in the former Province of Gikongoro.

In Light of attainment of its core objectives, MIG Ltd has been at the forefront engaging different investors in various financially profitable projects identified in the region, including in the tea industry, coffee industry, animal husbandry, honey industry, tourism industry, timber industry, agricultural input distribution, financial services, horticultural industry.



Company Values



VISION

To improve the livelihoods of the communities by creating more jobs through sustainable farming practices and to grow the exports of coffee and tea.



MISSION

Our overarching mission is strongly built on being a sustainable multisector investment company by increasing market access for our products, enhancing our product's market share, developing a sustainable industry with multi brands for a wider market

MIG has more than 5,000 farmers grouped together helping them to develop, assisting them with best agricultural practices and investing in various agricultural sectors with the purpose to improve their livelihoods and reduce poverty.

Integrity,
Responsible,
Excellence in our service delivery
and a result-driven culture



CORE VALUES

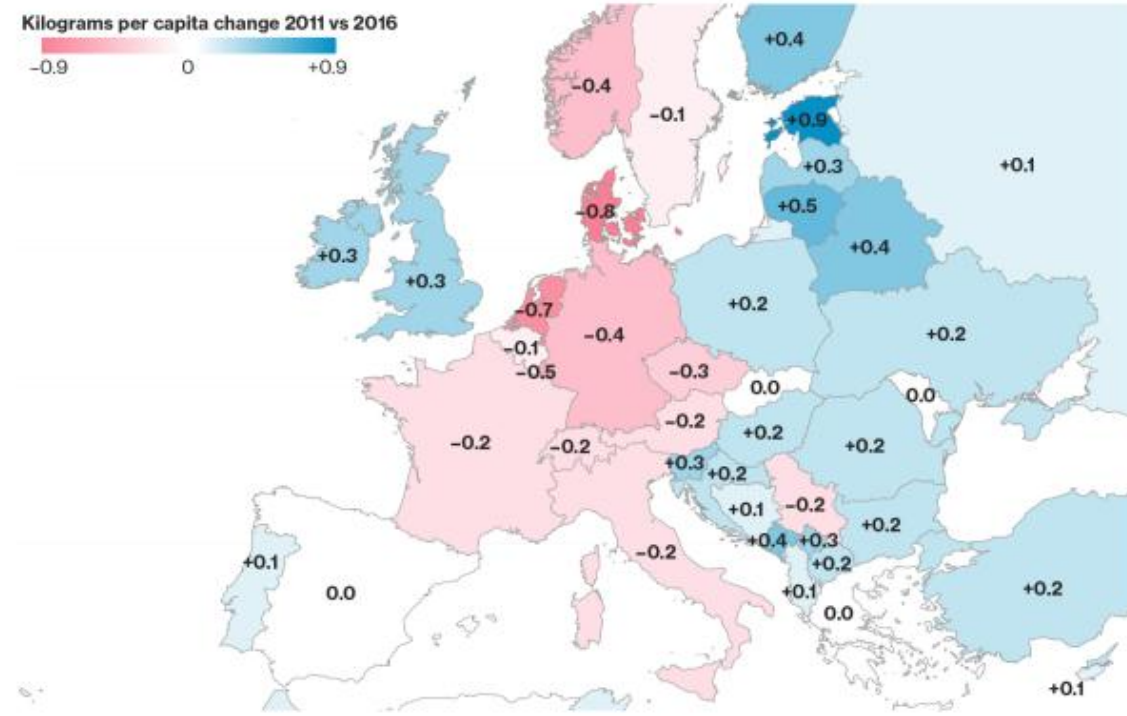


Market Need

- ❑ There is Huge potential Market for both Coffee and Tea, MIG is keen on increasing expansion to the European markets.
- ❑ Revenue in the Coffee segment amounts to US\$433.60bn in 2022. The market is expected to grow annually by 7.64% (CAGR 2022-2025).
- ❑ In global comparison, most revenue is generated in the United States (US\$85,160.00m in 2022).
- ❑ In relation to total population figures, per person revenues of US\$56.96 are generated in 2022.
- ❑ By 2025, 84% of spending and 21% of volume consumption in the Coffee segment will be attributable to out-of-home consumption (e.g., in bars and restaurants).
- ❑ In the Coffee segment, volume is expected to amount to 7,776.4mkg by 2025. The market for Coffee segment is expected to show a volume growth of 7.2% in 2023.
- ❑ The average volume per person in the Coffee segment is expected to amount to 0.92kg in 2022.



Figure 16. Appetite for coffee in Europe



Target Market

Target Market 1

In Tea sector, MIG have different buyers from across the world who are attracted by quality of tea that we are offering to Mombasa Auction market.

In coffee sector, our target market is Europe as we have already penetrate the USA market.

Target Market 2

Expanding our coffee euro Market



Competitive Advantages

Our competitive advantage hinges on:

- ❑ Access to natural resources not available to competitors especially firewood from government which cost low compared to others.
- ❑ Highly skilled labour who was recruited on different factories with a good competences.
- ❑ Price leadership: Mig started tea and coffee business since few years but nowadays the best quality has increase and stabilize our price on the market.



Direct Competitors



Gorrilla coffee Company



Rwanda Mountain Tea



Coffee & Tea Africa (COFTRICA)

Indirect Competitors



Sorwathe Tea Factory



Bond Coffee



Burbon Coffee

Our Services/Products

EXPORTABLE GREEN
COFFEE

PARCHMENT COFFEE

EXPORTABLE MADE
TEA

Quality Honey
Supply



Key Historical Milestones

2004

Registered with RDB.

2007

1. Construction of 4 coffee washing stations and honey plant
2. Plantation of tea Industrial bloc: 400 hectares

2010

1. Construction of Mushubi tea factory.
2. MIG proceeded on renting coffee washing stations to CBC

2014

Started tea processing and export to Mombasa for tea auction markets

2018

Started Coffee export business as MIG

2022

MIG plan to issue dividend to shareholders after 17 years of operations



Key Performance Indicators

Net profit trend(Frw'000)

2019



Profit in 2019 was attributable to an increase in turnover as a result of an increase in production capacity from 100 tons to 500 tons of green coffee exportable in a year but also OpEx management

2020



Profit increased further due to product diversification and scaling. Production of tea also increased from 1,000 tons to 2,000 tons in 5 years

2021



MIG like any other business was strongly hit with COVID, cost of production increased significantly triggering a loss

Balance Sheet Summary ('000)

As of Most Recent Year End (2021)

RWF 3,927,369
Assets

(As at the end of 2021)

MIG Asset base as at the end of 2021, stood at Frw3.9bn mainly attributable to Investment in subsidiaries that account for at least 93% of MIG's assets

RWF 348,270
Liabilities

(As at the end of 2021)

MIG is well levered with low debt financing in its capital structure.

RWF 3,579,099
Equity

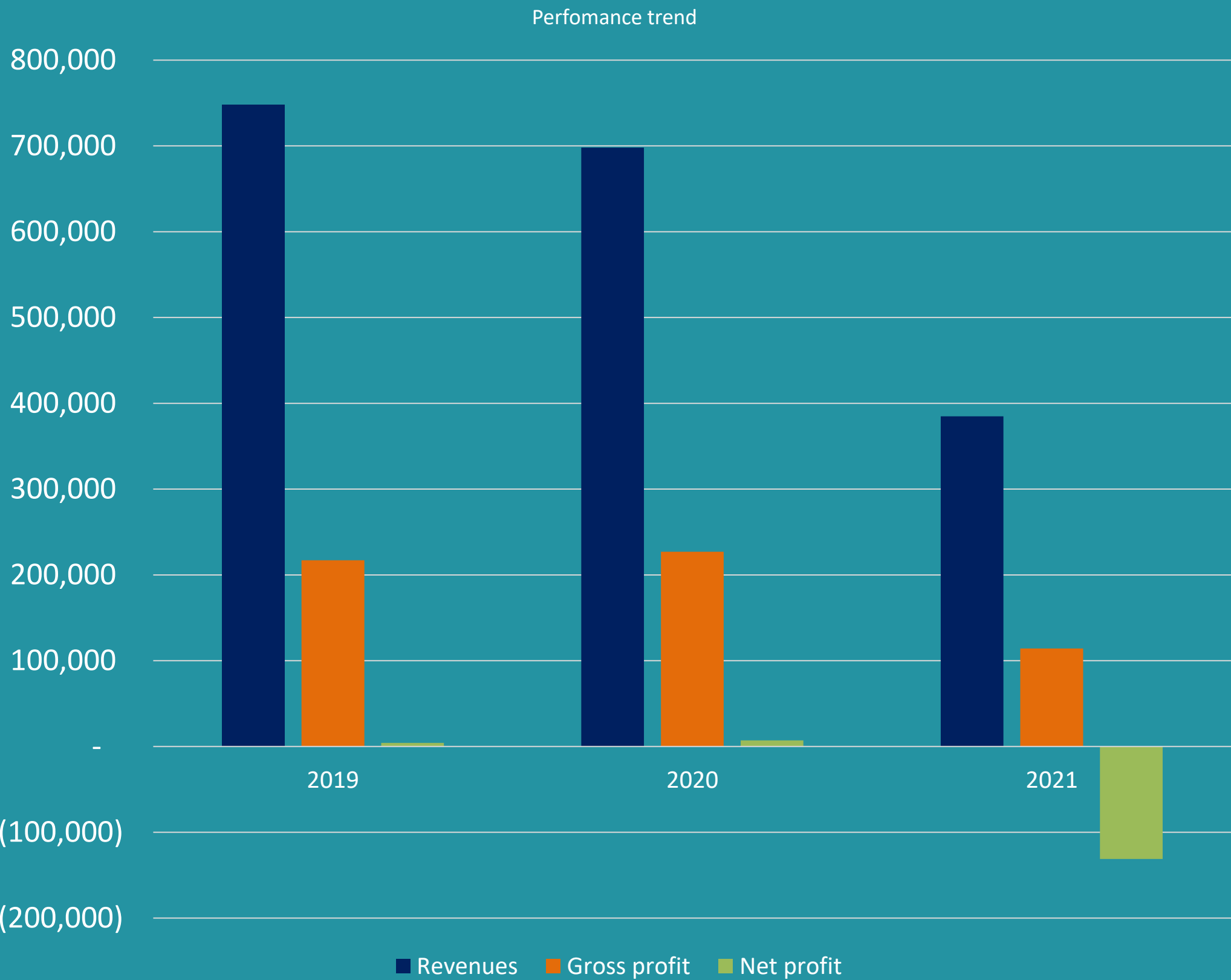
(As at the end of 2021)

MIG's Net worth stood at Frw3.8bn.

Net Income Trend

Headline summary.

Turnover decelerated from Frw748M to Frw385M, Gross profit and Net profit fell in tandem, the low performance trend has been triggered by low activity due as the company like any other business was hit by low clientele during covid period



Cash Flow Statement ('000)

As of Most Recent Year End (YYYY)

RWF (344,437)

Operating Activities

As at the end of 2021)

RWF102,843

Investing Activities

As at the end 2021)

RWF 234,422

Financing Activities

As at the end 2021)

RWF 11,220,154

Closing Cash and Cash
balances at the end of
2021



Our 3 Key Goals

Our key strategic goals:

- Goal 1: Enhance efficiency by increasing the production capacity in quantity and quality (Expansion of both Coffee and Tea plants).
- Goal 2: Deleverage our balance sheet(i.e Maintain a good loan repayments
- Goal 3: Maximize shareholder's value

Key Strategies

Improve Operational
efficiency~ Improve
operational capacity



Increase our Market
Network



Diversified product
portfolio



Strategic Needs

These are what we need to grow our business.

Financing

Strategic deleveraged balance sheet with low cost financing needs for expansion(Both working and capital expenditures).

Human Resources

HR Rationalization: MIG will need both skilled and casual labor

Strong partnership

MIG will embark on strong partnership to scale and grow its business

Inputs

MIG works with different farmer cooperative in nyamagabe, support them through access to different inputs

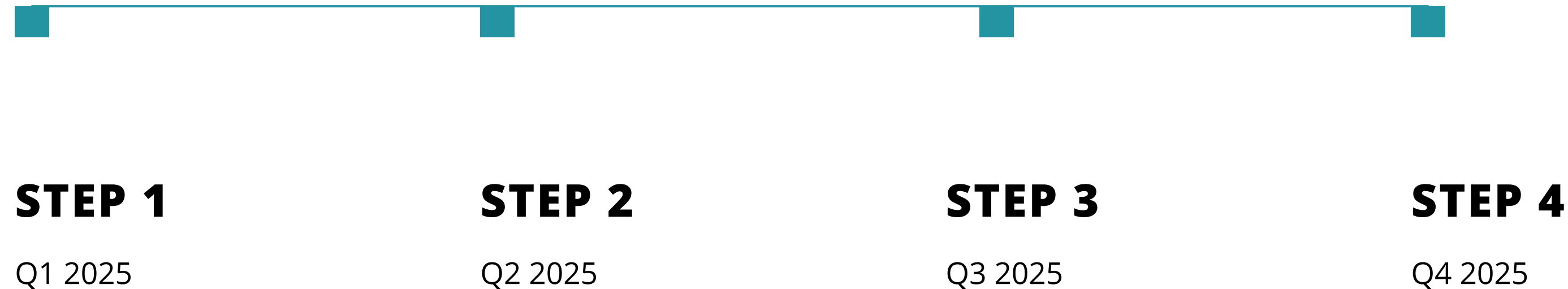
Market Expansion

Connecting different Coffee, tea and Honey market points

Future Roadmap

Our next step is to solidify our operations by increasing operational capacity, increasing our capacity to Coffee, tea and Honey businesses.

We will need an immense support from the investors in Implementing our strategy

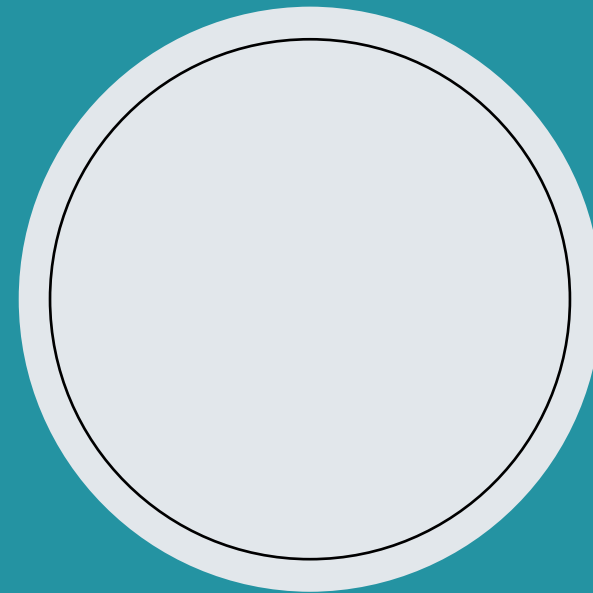


Meet Our Key Team Members



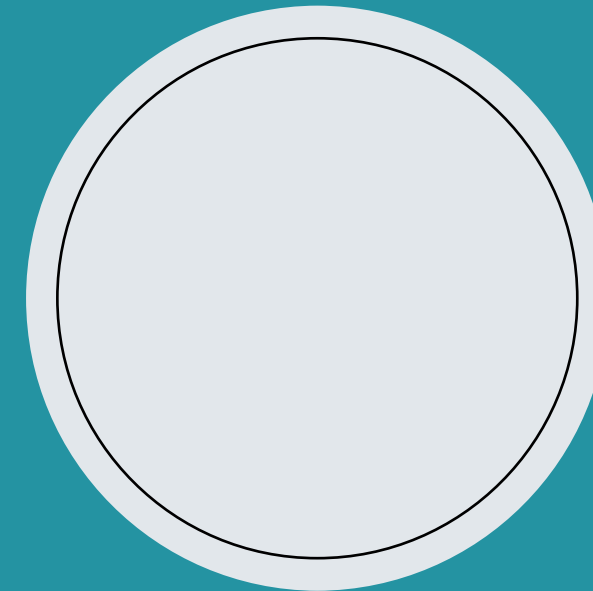
RWASA ROGER

Director General



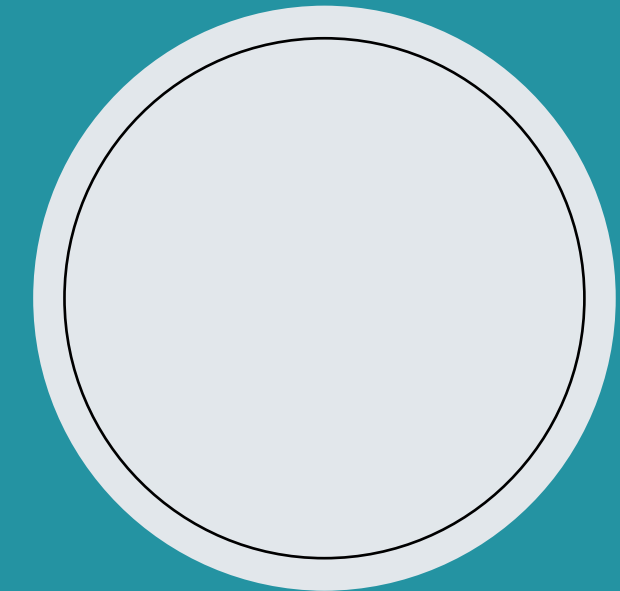
NSHIMIYIMANA Oreste

Factory Manager



NTEZIRYAYO Emmanuel

Production Manager



NTUYAHAYO Jonathan

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