



G A H
Gabiro Agribusiness Hub Ltd

REQUEST FOR PROPOSAL

Land lease and Development

14th MAY 2026

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1. Introduction and Strategic Background

Agriculture remains a cornerstone of Rwanda's economy and a central pillar of its long-term development agenda under Vision 2050. According to the National Institute of Statistics of Rwanda 2024 annual reports, the sector contributes approximately 25%–27% of national GDP and employs approximately 60%–70% of the population, making it the country's largest source of employment, particularly in rural areas (NISR, 2024; World Bank, 2025) and plays critical role in export earnings and industrial development.

Over the past two decades, Rwanda has achieved sustained growth in agricultural productivity through targeted public investments, including the Crop Intensification Program (CIP), irrigation expansion, land use consolidation, and input support systems. These interventions have significantly improved yields, strengthened food security, and enhanced rural incomes.

Building on this foundation, Rwanda's current development frameworks—PSTA V (Strategic Plan for the Transformation of Agriculture Phase V) and NST2 (National Strategy for Transformation II)—prioritize private sector-led investment, commercialization of agriculture, climate-smart production systems, and export-oriented growth.

Rwanda as a Strategic Agribusiness Investment Destination

Rwanda offers a compelling value proposition for agribusiness investors:

- Strategic location within East Africa, providing access to a regional market of over 120 million consumers, including proximity to high-demand markets such as the Democratic Republic of Congo
- Preferential trade access and growing logistics connectivity to Europe, the Middle East, and Asia
- Stable political and macroeconomic environment with strong governance systems
- Business-friendly investment climate supported by the Rwanda Development Board (RDB)

These factors position Rwanda as a reliable and competitive hub for agricultural investment in Africa.

About Gabiرو Agribusiness Hub (GAH Ltd)

Gabiرو Agribusiness Hub Ltd (GAH) is a flagship national project developed as a public private partnership between the Government of Rwanda and Netafim.

The Hub is designed as a fully integrated agribusiness ecosystem covering approximately **15,600 hectares**, supporting large-scale commercial farming, value addition, and agri-services.

Current Project Status

The first phase of 5,600 hectares is fully operational, with:

- 6 active investors currently producing within the Hub

- Investors originating from countries including the United States, Kenya, Rwanda, and Bulgaria

GAH is currently initiating the feasibility study for the next phase of approximately 10,000 hectares, reinforcing its long-term growth trajectory.

Strategic Objectives of GAH

GAH aims to:

- Accelerate commercialization and modernization of agriculture
- Attract large-scale domestic and international investment
- Promote high-value and export-oriented crop production
- Support import substitution and value addition
- Generate employment and improve livelihoods

2. Investment Opportunity

GAH invites qualified investors to submit proposals for the development and operation of an initial 172.3 hectares, expandable to approximately 232 hectares following drainage and land improvement. The land will be awarded to a single investor to ensure operational efficiency, scale optimization, and integrated farm management.

The selected investor will:

- Finance, develop, and operate a commercial agricultural enterprise
- Deploy modern irrigation and production technologies
- Align production with domestic and export markets

3. Land, Location and Technical Characteristics

3.1 Location

Gabiro Agribusiness Hub is located in Nyagatare District, Eastern Province of Rwanda.

3.2 Climate

Nyagatare is Rwanda's premier destination for mechanized agribusiness, offering the country's highest solar radiation levels and flat terrain ideal for large-scale production. While the semi-arid climate features lower annual rainfall than the rest of the country, this is effectively managed through a shift toward professional irrigation and climate-smart infrastructure. The consistent warmth and high heat units accelerate growth cycles for cereals and high-value horticulture, supporting the district's status as a top-tier producer. Ultimately, the region rewards investors who replace rain-fed reliance with data-driven water management and resilient post-harvest systems to capitalize on its significant scale.

Parameter	10-Year Average Value Range
Annual Rainfall	800-1000 mm
Daily Sunlight	7-9hours/day
Wind Speed	5-12km/hr
Max Temperature	24-27°C

3.3 Soil Characteristic

- Soil types: Acrisols, Vertisols, Fluvisols
- pH range: 5.5 – 7.8
- Good fertility and suitable for intensive production

3.4 Infrastructure

- Bulk irrigation system (minimum pressure ~5.5 bar at farm gate)
- Internal marram road network
- Electricity access withing the hub
- Access to agricultural service providers

3.5 Irrigation Compatibility Requirement

Proposed infield irrigation systems must be technically compatible with the existing bulk irrigation infrastructure (**drip irrigation is strongly advised**). The land has got 2 hydrants with available pressure of up to **7.8 Bar** and **5.8 Bar** and with discharge of up to **440m³/hr** and **266m³/hr** respectively. Average water use per hectare per day is 32.5m³

4. Financial Terms and Investment Model

4.1 Land Lease

- USD 375 per hectare per year with an annual increment of 2% after the second year

4.2 Water Tariff

- USD 0.19 per m³

4.3 Payment Terms

- Lease fees: invoiced annually and paid in advance
- Water: invoiced monthly based on consumption

4.4 Irrigation and farm development

- Infield irrigation installation
- Farm development and operations

4.5 Lease Guarantee

A one-year lease guarantee equivalent to annual lease value is required prior to land allocation.

5. Eligibility Requirements (Mandatory)

Applicants must meet **ALL** of the following:

5.1 Legal

- Must be a registered entity in their country of operation. The contract shall be awarded only upon registration of that business in Rwanda through Rwanda Development Board.

5.2 Financial Capacity

- Minimum **60% equity financing** of total investment for this project.
- Demonstrated financial capacity through:
 - Audited financial statements for the past 2 years
 - Bank statements

5.3 Market Readiness

- Evidence of market (contracts, MoUs, or Letter of Intent)

5.4 Technical Compliance

- A detailed business plan covering cropping plan, irrigation system, market and value chain, technology and innovation, agricultural practices, implementation plan and financial projections
 - Irrigation installation must be completed within **6 months after acquiring the land**
 - The proposal must not be cultivation of maize or maize seed due to zoning and Phyto-sanitation

6. Proposal Requirements

The proposal should be written in English and follow the provided the key highlighted information in the provided template. The proposal should be covering a total of 232 Ha.

6.1 Cropping Plan

- Crop types and varieties
- Area allocation per crop
- Production calendar

6.2 Irrigation System

- Type of infield irrigation (pivot, drip, sprinkler, hybrid, etc.)
- Water demand estimates (m³/ha)
- In field irrigation Installation timeline

6.3 Market and Value Chain

- Target markets (local, regional, export, contract farming, processors, etc.)
- Off-takers or market linkage strategy
- Price assumptions

6.4 Technology and Innovation

- Mechanization approach
- Digital agriculture tools (monitoring, precision farming, remote sensing, etc.)
- Post-harvest handling and storage systems

6.5 Agricultural Practices

- Soil fertility management
- Pest and disease management
- Environmental safeguards and sustainability practices

6.6 Implementation Plan

- Phased development plan
- Timeline from land handover to full production
- Staffing and job creation estimates

6.7 Financial Projections (5years)

- Investment budget (CAPEX and OPEX)
- Cash flow projections for 5 years
- Break-even analysis
- Sensitivity to water and energy costs

7. Evaluation Criteria

Only those who score **70%** and above will be shortlisted for due diligence

Criteria	Weight (%)
Technical feasibility: irrigation type, water efficiency, yield assumptions, land utilization, environmental safeguards, promoter experience, job creation	30
Financial capacity: cash flow strength, NPV, payback, sensitivity analysis, cost realism, Working capital adequacy, Funding secured	30
Market readiness: offtake coverage, price realism, buyer diversification, value chain integration	25
Implementation readiness: irrigation installation timeline	15

8. Selection Process

1. Public call
2. Screening
3. Evaluation
4. Shortlisting
5. Due diligence
6. Board Approval before publication
7. Contracting
8. Land handover

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9. Contractual Framework

The investor will:

- Sign a sub-lease agreement (up to 49 years, renewable)
- Meet development milestones
- Submit periodic reports

Non-compliance may lead to termination and repossession of land

10. Submission Instructions

The following documents must be submitted together with this Business Plan:

1. A letter addressed to CEO/GAH Ltd requesting for land
2. Business Plan (completed using the GAH template in PDF)
3. Company Registration Certificate
4. Proof of Financial Capacity, including:
 - Bank statements for the last 3 months
 - Audited financial statements for the past 2 years
5. Project Promoter CVs (for key promoters and technical leads)
6. Market Evidence (e.g., offtake agreements, MoUs, or buyer commitments)

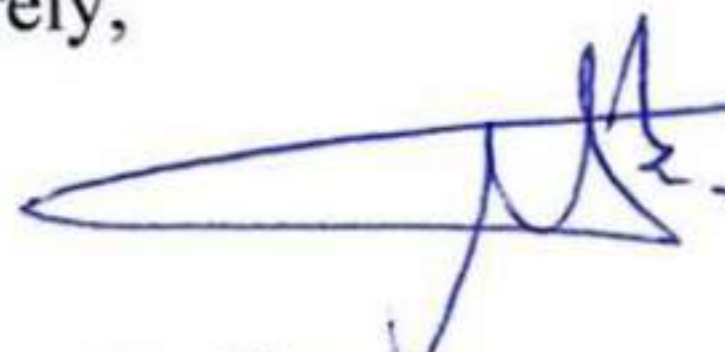
Proposal will be sent only by email to invest@gah.rw

The application shall close by **13th June 2026, 17:00 CAT**. Any application sent after that time shall not be considered

11. Legal Provisions

- GAH reserves the right to accept or reject proposals
- Process may be modified or cancelled
- Selection of any investor is conditional upon satisfactory legal, financial, technical, market, integrity, ESG, and site due diligence, as determined by GAH in its sole discretion acting reasonably.
- Submission is non-binding

Sincerely,



Ngarambe Aloysius
Chief Executive Officer
Gabirol Agribusiness Hub Ltd

