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# APTC Ltd General Overview

## **VISION**



To become a world class supplier of top quality agro-processed products that leads the growth of agro-processing industry in Rwanda by procuring, processing, and marketing varieties of specialty food technologies and employing safe globally certified environmental practices/codes.

## **MISSION**



To develop and sustain a strong Agro Processing Company using modern technologies related to agricultural mechanization, modern livestock farming and agro processing as well as develop a strong research and development unit that promotes other industrial byproducts.

## **CORE VALUES**



Customer-Oriented  
Commitment & Accountability  
Ownership and inclusiveness  
Quality  
Innovation

## **OUR PORTFOLIO**

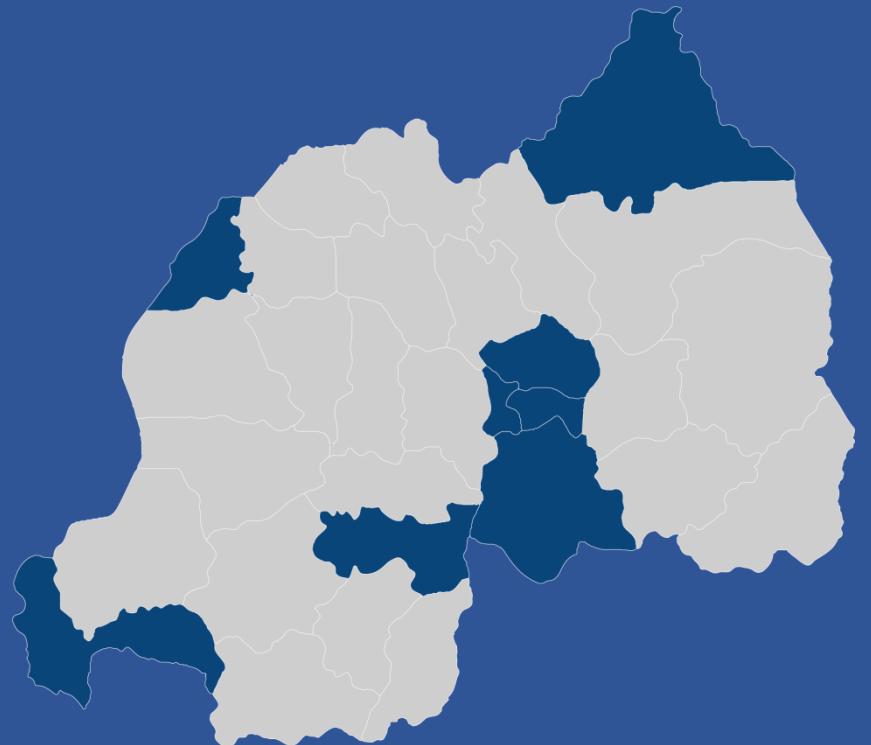
**200 permanent staff (military, reservists and civilians).**

**100,000+ Casual workers all over the country, reservists and civilians included.**



# Overview

Agro Processing Corporation Trust Ltd is a conglomerate of four companies and 2 projects specializing in specific domains. APTC Ltd operates in **5 Districts** and **in City of Kigali**



**Agro Processing Industries Ltd (API)**



**Rwanda Fertilizer Company Ltd (RFC Joint Venture)**



**Nyanza Milk Industries Ltd (NMI)**



**Rugali Meat Processing Ltd (RMP)**



**Gako cattle beef**





# Overview Cont'd

The establishment of APTC Ltd is inspired by the GoR National strategy for transformation and Prosperity (NSTP 1), especially under priority area 6 **(Modernize and increase productivity of Agriculture and livestock)**, with focus on:

- Enhanced farmers' access to improved Agri inputs (seeds and fertilisers);
- Promotion of Research and development of new seed varieties;
- Working with the private sector to build post-harvest handling and storage facilities across the country and to add value to agricultural produce (agro-processing);
- Establishing program to improve professionalization of livestock farmers and improve the quality, production and productivity of their output.

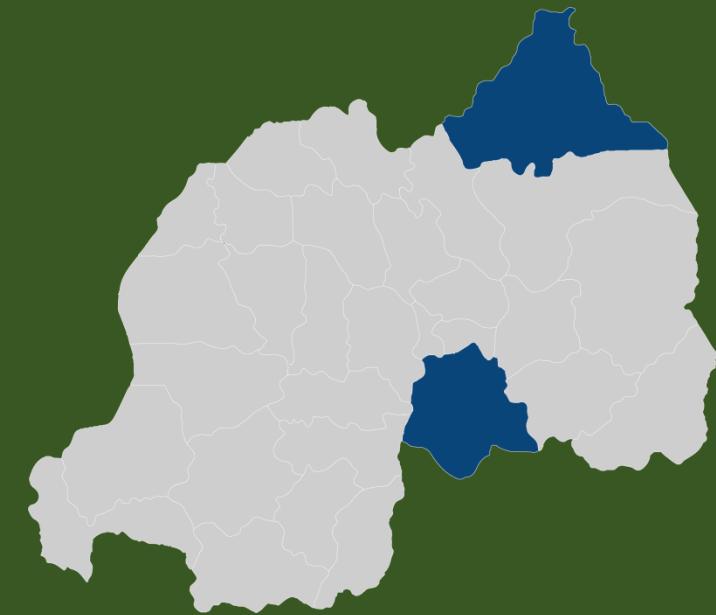
# Hybrid maize after 1<sup>st</sup> weeding



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# Agro-processing Industries Ltd (API)

# API Ltd



**API Ltd** present in 2 Districts of the Eastern Province:

- Gabiro (Nyagatare District)
- Gako (Bugesera District)

## Overview



API specialises in the **Production** and **Processing** of **maize Hybrid and OPV seeds**, Beans, Soybeans, Vegetables and fruits



**100ha**  
**Land under Center Pivot irrigation at Gabiro. Extra 500 ha to be covered in near future**



**500ha**  
**Land with Crop Production at Gabiro. Another 600 ha under development**

# Hybrid maize plantation season A 2020



# Soybean plantation season A 2020 at Gabiro.



Photo of the pivot when facing down the field



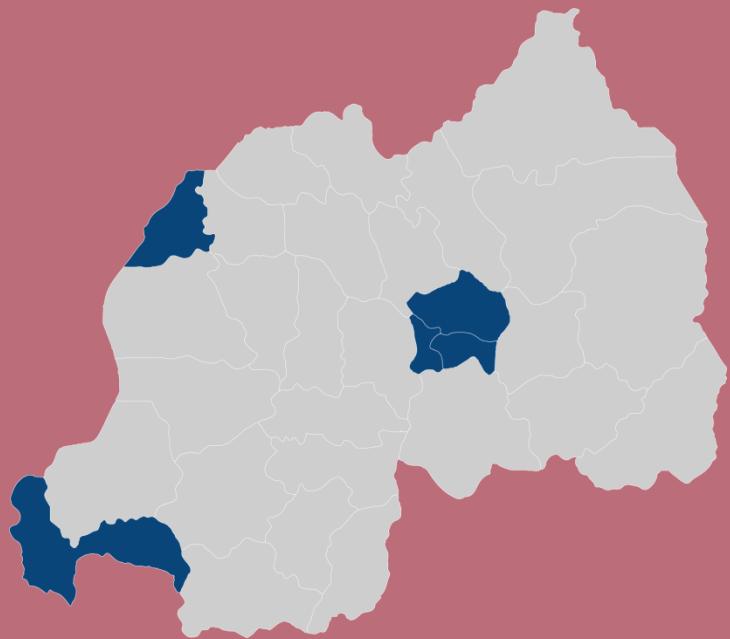
# API Social Corporate Responsibility

Commissioning of  
Clean Water tap to Gabiro  
community by Ag RFCOS  
Maj Gen Aloys MUGANGA



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## Overview

- Entirely involved in the **production of fresh cuts and processed meat products.**
- Started operations in 2014 running 3 retail outlets: **Kigali City, Rubavu and Rusizi Districts.**
- Currently, Rugari depends on Gako Livestock farm and external farmers who supply cows and Goats to Gako Abattoir.





**Production Process**



**Sausages prosessing  
and Packaging**



**Vacuum Sealed  
Fresh-cut**



**Training session  
before Production**



**Vacuum Sealed  
Sausages**

# KEY CHALLENGES AND WAY FORWARD

S/N°	Challenge	Way Forward
1	Abnormal price hikes for live stock	<ul style="list-style-type: none"><li>• To be addressed at strategic level</li><li>• use of own resources (land) at least at optimum level</li></ul>
2	High level of competition	<ul style="list-style-type: none"><li>• Strong marketing strategy for local, regional and abroad</li><li>• Regulation of informal meat operators</li></ul>
3	Adequate human capital	<ul style="list-style-type: none"><li>• Recruitment/head hunting of qualified staff to fill the gap</li></ul>
4	Late payment by clients	<ul style="list-style-type: none"><li>• A sustainable operating capital in circulation</li></ul>
5	Tendency to persist in importing of meats	<ul style="list-style-type: none"><li>• Regulators to protect local producers</li></ul>

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# Nyanza Milk Industries (NMI)

# NMI Ltd

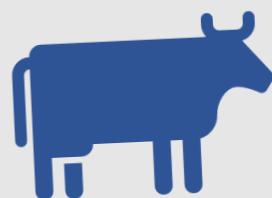


NMI head offices are based in Nyanza District in the Southern Province

## Overview

### 2 business

lines: Songa Dairy Farm and Nyanza Milk Processing Plant



**463** cows

at Songa Dairy Farm, of which  
**81** are lactating & 99 of Girinka

Production of fresh and processed milk

Processing milk products (Cheese & Yogurt)

**20000L**

Procession capacity of NMI Plant per day

Distribution: Pasteurized milk & fermented curd milk

**1180L**

daily milk production at Songa Dairy Farm

# Nyanza Milk Industries Products Line



## Cows at songa diary farm







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# APTC Ltd PROJECTS

# APTC Projects: GAKO Livestock Farm

- Early 2015, APTC introduced Gako flagship project to **increase quality meat production** for local and export markets;
- The project was established to support the supply chain of meat to Rugari Meat Processing Industries and serve as a **model farm for breeding and fattening of animals**;
- Animals reared at Gako farm are mainly cattle (1116) – (Boran, Sahiwal, Fleckvieh, Ankole, Charolaise) and goats (417)
- Management intends to **specialize in cattle, sheep and goat fattening**.

## Objectives

- To exploit the full potential of Gako farm in order to ensure steady supply of live animals for slaughtering at Rugari abattoir
- Enhance organization and staff capacity for increased effectiveness and efficiency of Gako farm

# CATTLE BEEF FARMING AT GAKO



# APTC Projects:

## APTC POULTRY FARMING

- APTC POULTRY Farm is a new project opened at Kanzenze, Bugesera District.

This project is owned by APTC since 31/10/2019.

It counts around 6,000 laying chickens

- This farm is owning five walls with the size estimated at 20x40m each ,and one big store which contains the eggs reception room, office, different materials and equipment for poultry farming.

- Only three of five walls contain chickens, while the remaining are empty.

## Objectives

- Diversification of APTC production (meat & eggs)to enhance food security in terms of proteins

# House used in poultry farming at Kanzenze



# Poultry feeding at Kanzenze Farm



# Poultry feeding at APTC poultry farming at Kanzenze



# Eggs Reception at Kanzenze Poultry farm



# APTC Projects: Fertilizers and Seeds distribution

- Since July 2016, APTC started the distribution of inputs through Farmers Associations;
- These fertilizers include **AMIDAS, CEREAL, DAP, KCL/MOP, NITRABOR, NPK, TRACEL BZ, UREA and WINNER** that are used to cover maize, beans, soya, wheat, rice, Irish potato, cassava, banana and vegetables and fruits.

## Objectives

To distribute various types of fertilizers to agro-dealers for onward delivery to farmers, collection of delivery notes and farmers' sales lists from agro-dealers

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# RWANDA FERTILIZER COMPANY (Joint Venture with OCP Africa)

# Background

**MOU signed** between MINAGRI (Rwanda) and OCP SA (Morocco) in October 2016, in the presence of His Majesty the King Mohamed VI of Morocco and His Excellency Paul Kagame the President of the Republic of Rwanda, leading to the signing of 21 bilateral agreements



President Kagame and King Mohammed VI of Morocco witness the signing of bi-lateral cooperation agreements between the two countries in Kigali, 18 October 2016

# Key objectives of the Partnership

## Objective

1

Improve quality fertilizers' availability

## Objective

2

Supply market with formulas adapted to Rwandan soils

## Objective

3

Increase fertilizers' affordability

## Objective

4

Dissemination of good agronomical practices among farmers among others