

OPPORTUNITIES FOR RWANDAN COMMODITY EXPORTS

Agricultural productivity has grown substantially in Rwanda since 2007. To capitalize on this growth, Rwanda must now focus its efforts on improving post-production factors such as processing and export market linkages.



Maize production has increased six-fold.



Irish Potato production has tripled.



Bean production has increased by 30 percent.



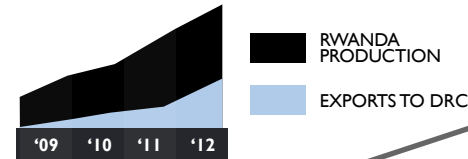
Agriculture contributes 32 percent to Rwanda's GDP.



SUPPORT EXISTING BUT UNEXPECTED COMPETITIVE ADVANTAGES.

Due to processing methods, Rwanda produces low-quality maize flour at a more competitive price than its neighbors, and has a clear advantage in the price sensitive DRC market.

MAIZE FLOUR PRODUCTION AND EXPORT VOLUME



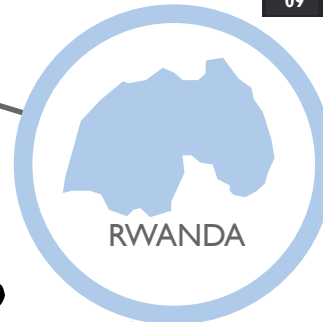
IMPROVE THE MARKETING OF DIFFERENTIATED PRODUCTS.

Farms across Rwanda produce many bean varieties, which are often intercropped and sold in mixed bags. Selling one type of bean would increase exports, but requires up-front investment in new postharvest sorting methods.



BEANS - AVERAGE MARKET PRICE, 2009-2012 (USD)

- BUKAVU (DRC) - \$0.86
- GOMA (DRC) - \$0.63
- KIMIRONKO (RW) - \$0.59**
- BUJUMBURA (BI) - \$0.73



POTATOES - AVERAGE MARKET PRICE, 2009-2012 (USD)

- KIGALI (RW) - \$0.25
- KIGALI + TRANSPORT TO MWANZA - \$0.33**
- MWANZA (TZ) - \$0.44

STRENGTHEN CURRENTLY UNDERUTILIZED MARKET LINKAGES FOR CROPS.

Current exports to the DRC occur informally by bicycle, the distance to potential markets in Uganda and Tanzania requires trucks. Despite a cost advantage, Rwanda is a currently a net exporter.

