



A Year of Innovation and Progress



2023 was marked by significant impact.

This year we opened our largest solar-powered Market Hub, successfully converted our first electric vehicle for rural transportation, and saw 300 graduates from our Leader Development Program achieve their goals for their businesses and communities. Our growing ecosystem in Rwanda is enabling small businesses and farmers to accelerate local economic development.

Your contributions are the driving force behind our ability to build market innovations in rural East Africa. We are grateful for your continued support of our mission.

Our commitment to gather, nurture, and accelerate, remains our focus as we collaborate with local leaders in the communities we serve.

Nat Hollands
Executive Director



Gather

This year, we completed the construction of the Gatebe Market Hub. Powered by **20 kWp solar panels**, it hosts 100 entrepreneurs and serves as the central gathering place for Gatebe and a platform for community growth.

In 2023, we doubled our water capacity and expanded to 3 new communities, providing reliable clean water access to over **10,000 people**. We use solar-powered boreholes to pump water from where it is abundant to where it is scarce. These systems are designed and managed sustainably to be a lasting source of water.

In April, we launched Tujyane, our rural transportation service, as a response to a growing need for affordable market access. Tujyane connects over **130 small businesses and farmers** to higher value markets 4 times faster and 3 times cheaper than alternative options.



Self-Sustaining Marketplaces

Kinvest Market Hubs

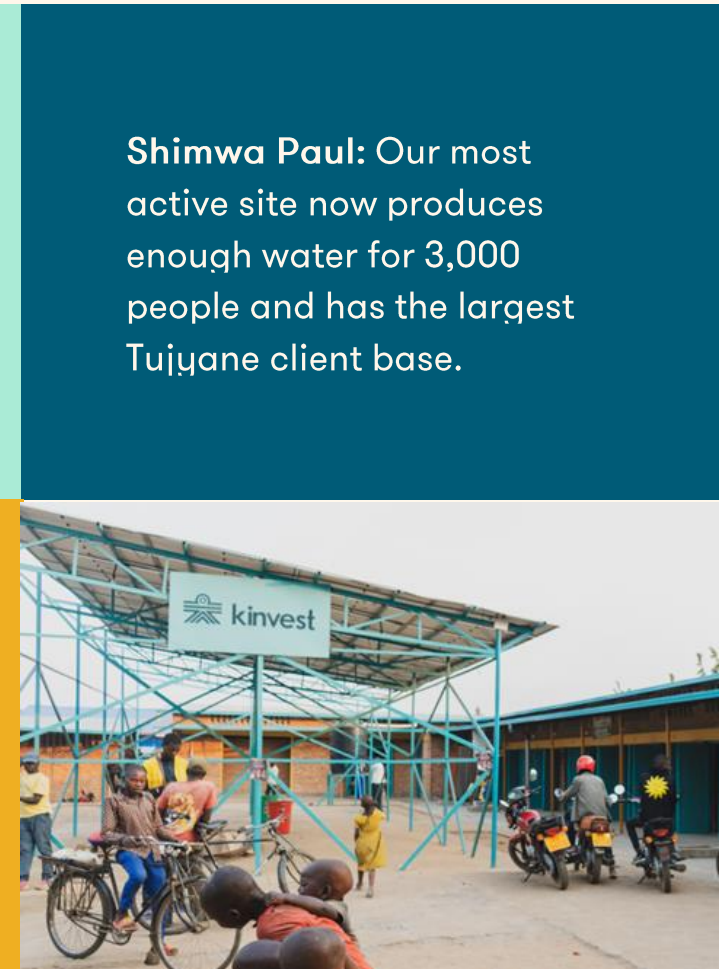
In 2023, our market hubs generated sufficient revenue to cover their annual operating and maintenance costs. Kinvest Market Hubs are commercial and industrial spaces designed to serve rural communities with vital goods and services. Our hubs are sustainable access points for amenities such as water and electricity.



Gatebe: Our newest market hub now serving a community of 5,000.

Nyenyeri: We piloted a mobile money service, allowing money to be transferred securely through personal devices. This service will be scaled to each Market Hub in 2024.

Nyagashanga: Now has 10 times more water capacity and become the base for the conversion of the growing Tujyane fleet.



Shimwa Paul: Our most active site now produces enough water for 3,000 people and has the largest Tujyane client base.

Rural Transportation

Tujiyane: Let's Go Together

In 2023, we transported 75,000 kg of goods on over 3,500 km of rural roads. As part of our commitment to sustainability, we are converting our vehicles to be 100% solar-powered. Going electric reduces operational costs, lowering our clients' prices while powering rural development with renewable energy. [Learn more.](#)





Nurture



This year, we trained over **300 local leaders** in holistic business skills and hosted 10 Leader Development graduation ceremonies. **92% of graduates** joined a Kinvest savings group and **70% of savings groups members** have since acquired new assets for their businesses.

We have witnessed the remarkable transformation of individuals as they begin to believe in themselves and are inspired to become catalysts for change in their communities.

Our Leader Development program provides a space for participants to grow from learner to leader, offering opportunities to put learning into practice and network with peers.

Leader Development

800 Leaders Trained

We have journeyed with over 800 Leaders over the past 3 years. Our graduates have joined savings groups, accessed microloans, purchased equipment, and received ongoing coaching and mentorship to catalyze growth and development in their communities.



Olivier's Story

“Working at the Kinvest Market Hub has allowed me to expand my business and provide for my family.”

Olivier was a farmer who dreamed of becoming a welder and owning his own business.

He recognized our Nyenyeri Market Hub as an ideal location due to its reliable electricity access. Upon receiving an equipment loan from Kinvest, he became a tenant in February 2021.

Through our Leader Development Program, Olivier learned how to build rapport with customers to retain clients. His business has since thrived with consistent, high-quality work, **doubling his monthly clientele.**



Accelerate

By fostering the development of **17 local-led savings groups**, we have encouraged financial independence and helped local entrepreneurs overcome challenges such as market seasonality and high banking costs.

Graduates from our Leader Development program have also formed Asset-Based Community Develop (ABCD) groups, pooling their investments together to form small businesses. In 2023, **4 ABCD groups** formed profitable business cooperatives.

Our on-site team and market hubs enable savings and ABCD groups to change their stories from survival to active flourishing.



ABCD Groups

Local-Led Cooperatives

Graduates from Leader Development cohorts have formed Asset-Based Community Development (ABCD) groups, leveraging available resources to generate local-led, catalytic economic growth in their communities. We have seen 4 ABCD groups create businesses in 2023, engaging in mushroom and maize farming and honey and milling production.



The Akayange Group

Graduates from the Akayange Leader Development Cohort formed an ABCD group in May 2023.

The group leveraged resources like fertilizer and pesticides from their personal farms and the business management skills gained from our program to launch a mushroom farm venture.

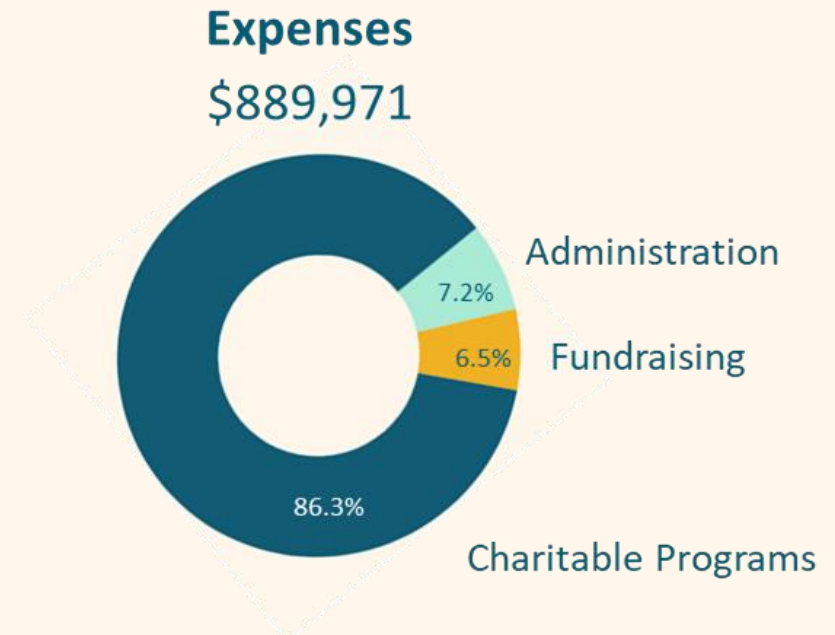
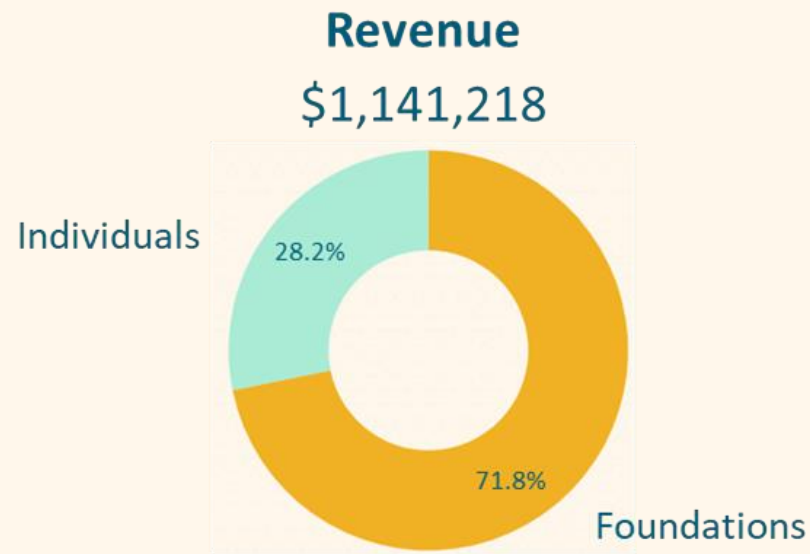
After the first harvest, they yielded a **150% higher return on investment**. Profits were reinvested into the group and distributed to members, enabling them to acquire land, build homes, and pay school fees.

The group has already secured land to initiate maize and poultry farming in 2024.

Financial Stewardship

Fiscal Year - April 1, 2022 to March 31, 2023

In 2023, a donor funded Kinvest's administrative and fundraising costs, meaning **100% of every donation** directly funds our charitable program in rural Africa. This commitment was renewed for 2024.



Accountability is one of our core values, including financial transparency. For more detailed financial information, please email hello@kinvestimpact.com.

Looking Forward to 2024



Gather

We plan to build a market hub in a new community in Eastern Rwanda, partnering with **200 local entrepreneurs**. Additionally, we will enhance access to clean water by developing **5 solar-powered boreholes**. Our transportation fleet will include **10 Tujyane vehicles**; all converted to electric by year-end.



Nurture

We aim to introduce our Leader Development Program to **6 new communities**, nurturing **200 aspiring leaders** to generate catalytic change.



Accelerate

To accelerate progress and generate local-led economic opportunities, we will partner with **4 new ABCD Groups**. Additionally, we aim to double membership to **1,000 people** in savings groups, fostering inclusive financial resilience.



Stay Connected

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Join us to build sustainable economic growth in rural Africa.

Learn more

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Questions

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