



Strategic Market Entry & Advisory Support

RWANDA



Introduction

Business leaders considering market entry into Rwanda require a clear perspective on the operational, regulatory and employment requirements for a successful takeoff. Here's what you need to know...



CAPITAL

Kigali



AREA

26,338 km²



PRESIDENT

Paul Kagame



LANGUAGES

**Kinyarwanda, English,
French, Swahili**



TYPE OF GOVERNMENT

Multi-party republic



LIFE EXPECTANCY

70.54 years



CURRENCY

Rwandan Franc (RWF)

Local currency to USD: 1:1453.74



POPULATION

14,569,341



CALLING CODE

+250



TIMEZONE

GMT/UTC +2

ECONOMIC DRIVERS

In Q3 2025, services represented 57% of GDP the services sector contributed about 54.41% to the country's GDP, industry contributed 22% of GDP and grew by a robust 17% and Agriculture accounted for 15% of GDP.

INVESTMENT OPPORTUNITY

Rwanda offers strong investment potential due to its fast growing, diversified economy, stable governance, and investor friendly reforms, with growth projected at around 7.5% in 2026 driven by services, industry, and infrastructure development. It is also one of the most business friendly countries in the world: the World Bank's Business Ready 2025 ranking places Rwanda 1st in Africa with a score of 67.94, reaffirming its continental leadership in regulatory efficiency and ease of doing business.

Let Adili guide your market entry journey

Adili is Africa's leading corporate consultancy with over 150 years experience in supporting businesses at every stage of their journey.

We possess the knowledge, agility, efficiency, pan-African experience and diligence needed to create bespoke solutions for our clients to navigate today's corporate challenges, and ensure that their businesses thrive. Our work ensures that our clients, who range from start-ups and SMEs to multinationals and public-listed companies focus more on their core business and their reputation.



What we offer

Company set-up support

Forms of Incorporation

The Companies Act of 2015 acknowledges several types of companies, which include:

- ▶ Companies limited by shares.
- ▶ Companies limited by guarantee.
- ▶ Companies limited by shares and by guarantee (may be public or private).
- ▶ An unlimited company.
- ▶ A protected cell company.
- ▶ Foreign companies.

Any of the types of companies listed above may be a limited life company.

Foreign investors commonly establish a presence in Rwanda through two methods: registering a branch of a foreign company (Foreign Company) or incorporating a domestic company. The latter option is more common as it is advantageous to separate the subsidiary from the parent company and the familiarity of regulators with this setup. Licensing procedures for subsidiaries are often easier compared to branches.

1. Incorporation of subsidiary companies (Limited Liability Companies)

Our support includes undertaking name reservation, preparing the required documents, executing incorporation papers and submitting applications to the Registrar of Companies at the Rwanda Development Board.

2. Registration of Branches

Our support includes advising on requirements, preparing the required documents, arranging for execution, filing and obtaining registration.

3. Beneficial Ownership Disclosures

Every company must identify and maintain a register of its ultimate beneficial owners, and submit their details to the Registrar of Companies.

Adili is at hand to offer support in complying with regulations around business ownership disclosures.

4. Registration with the Rwanda Development Board

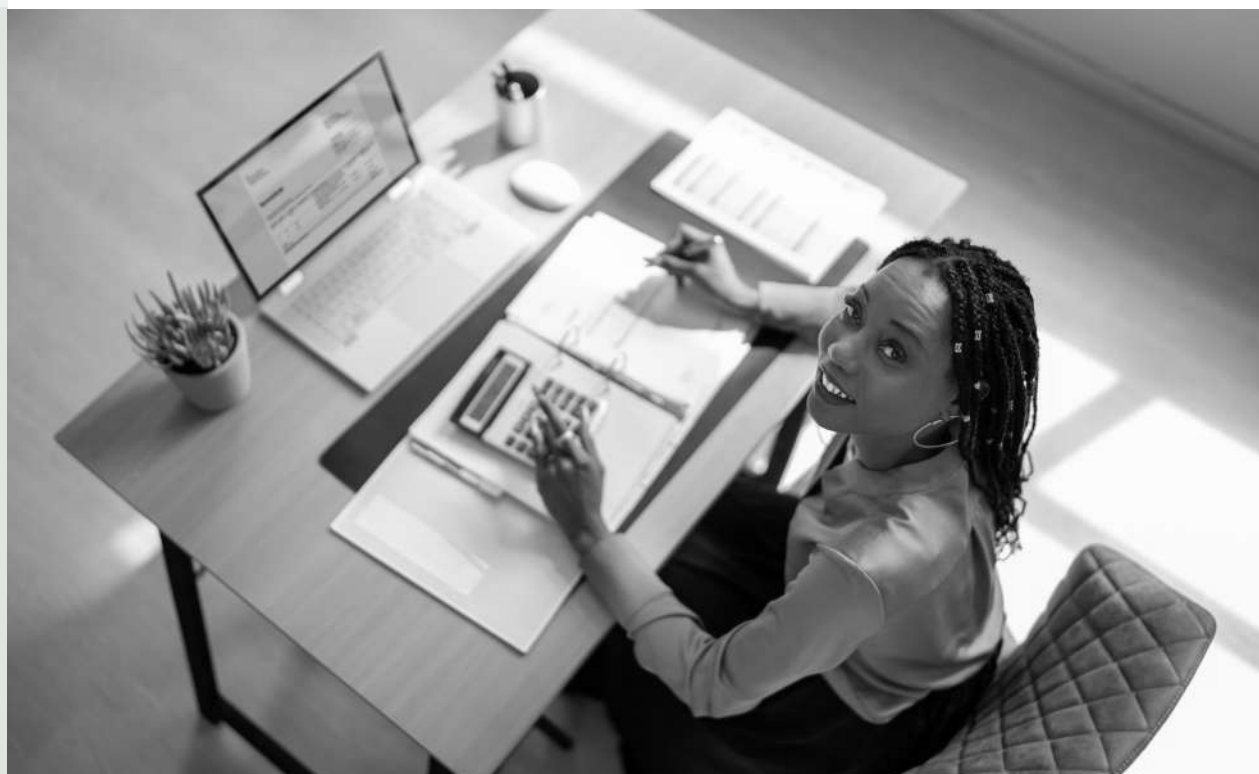
This is a government agency that is mandated to promote and facilitate investment in Rwanda by both domestic and international investors. Article 17, Investment Law, 2021, specifies the requirements for applying to register an investment in Rwanda, stating that a commercial entity must submit an application to the Board along with a completed investment registration form, a certificate of incorporation, and a detailed business plan outlining the project name, action plan, start date, raw material sources, foreign financing and asset acquisition timelines, market survey findings, and technology or knowledge transfer plans. It must also include a five year financial projection, an environmental impact assessment certificate, projected employee numbers and job categories, proof of payment of the non refundable registration fee, and any sector specific operating licence required.

5. Company Tax Registration

This process involves the registration of the Company to the EBM System. All businesses are required to use the Electronic Invoicing System (EIS), commonly known as the Electronic Billing Machine (EBM), to issue certified invoices for every sales transaction. The Rwanda Revenue Authority (RRA) mandates both VAT registered and non VAT registered taxpayers to generate real time, RRA certified invoices using approved EBM methods.

6. Application for Value-Added Tax (VAT) Certificates

We offer support in applying for VAT registration numbers and acquiring



Value Added Tax (VAT) certificates. We also facilitate the purchasing and registering of electronic tax devices.

7. Application for Trading License Certificate

We offer support in processing the Trading License tax which is mandatory for anyone conducting business within a district. It covers a full calendar year (January 1st to December 31st) and must be paid annually, even for seasonal or periodic businesses.

8. Registration with the Rwanda Social Security Board (RSSB)

Law n° 05/2015 of 30/03/2015 governing the organization of pension schemes mandates an employer to register with the RSSB within seven working days of employment of the first employee. The employer must have a newly hired employee registered within seven working days from the date of employment.

Our services include facilitating the

registration process, following up on the applications, and ensuring that the registration certificates are issued. Additionally, we also help companies register their employees with the RSSB subject to different agreements.

9. Set up of statutory records

We offer support in the preparation and issuance of share certificates; preparation of the first minutes and inaugural resolutions; establishment of member registers, registers of directors and registers of secretaries, and purchase of company seals and stamps.

10. Assistance in opening company bank accounts

Our work includes preparing the necessary board resolutions and extracts for opening bank accounts, gathering supporting documents, and providing any required company secretary certifications requested by banks.

Regulatory compliance

11. Application for Business Licenses

It is mandatory by law to acquire business licenses before commencing any business activities. Our team is available to offer support throughout the business license acquisition process, which involves:

- ▶ Collating the required company documents and making business license applications.
- ▶ Facilitating the assessment and payment of the license fees.
- ▶ Following up and collecting licenses.

12. Data Protection registrations

It is mandatory by law for every company that is established or resides in Rwanda and processes or controls personal data while in Rwanda or is neither established nor resides in

Rwanda, but processes personal data of data subjects located in Rwanda to register either as a Data Controller or Data Processor with the Data Protection and Privacy Office under the National Cyber Security Authority (NCSA) and receive a registration certificate.

Additionally, as part of compliance, any company seeking to store and/or transfer personal data outside Rwanda must apply for authorisation from the NCSA and is issued with registration certificates upon fulfilment of the requirements.

Our team offers support with:

- ▶ Registrations as either data controller or data processor.
- ▶ Applications for authorisations to transfer and to store personal data outside of Rwanda.



Employment and immigration matters

13. Immigration support services

We provide professional immigration services based on the latest related country's immigration laws, professional advice and guidance on the requirements and procedures.

14. Payroll services

We offer end-to-end payroll services, supported by top-of-the-line technologies that are key to efficiency and compliance in any organisation.

15. Accounting & Book-keeping services

We offer efficient, scalable, and cost-effective accounting and bookkeeping services, designed to seamlessly plug into your business systems. We take care of your accounting needs using reliable accounting systems and reporting tools. Our package comprises a dedicated team of professionals to provide end-to-end accounting services that match your needs.



Planning your market entry strategy?

Talk to our experts

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