PROCEEDINGS

2015 UGANDA CONVENTION UK

A TRADE & INVESTMENT FORUM

12TH SEPT 2015 | TROXY - LONDON UK

THEME: TURNING GROWTH INTO PROSPERITY

ORGANIZED BY

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2015 UGANDAN-UK CONVENTION

- "TURNING GROWTH INTO PROSPERITY"

The Convention was organized in close partnership with Ugandan Investment Authority, Uganda High Commission in UK, The Promota Africa Ltd and MM2Capital. The Convention held its 5th event in London on the 12th Sept 2015. It is now the only trade and investment forum attracting the largest gathering of Ugandans and investors in UK. The Ugandan UK Convention, a Trade and Investment Forum, has now become firmly established as an annual event in the UK.

The Convention brought together experts, business leaders, professionals and representatives from prominent organisations based in Uganda, the UK and internationally. Delegates had access to up-to-date information on the vast potential for investment that Uganda offers to both the domestic and international community. They acquired business tips, obtain relevant literature on priority sectors for investment, took part in an interactive Q & A session and heard about the realities of doing business in Uganda.

The theme of the Convention was "Turning Growth into Prosperity". The theme is underpinned by transformation in governance and in the general political atmosphere, giving potential investors greater confidence.

The Convention addressed the essential need-to-know topics most prevalent to Uganda, such as opportunities within the priority sectors; infrastructure development, Power & Energy, Healthcare, Agriculture & Agri-business, Real Estate, tourism, increasing intra-regional trade and developing risk mitigation strategies through collaborations and private equity, and VC finance access.

The Forum also enabled investors to talk directly with senior Government officials and business leaders on how to use Uganda as a hub to access an expanding market of nearly 374m consumers in the EAC Common Market and Southern African Development Community (SADC) Market.

The theme for the Forum could not have been timelier, as Uganda is enduring high economic growth. Despite the positive growth outlook, Africa still faces an annual funding deficit of $31 billion for electrical power alone, while some donor countries have been falling short of their international commitments. This is an indication of trade and investment opportunities to fill the deficit gap.

The Forum 2015 highlighted key aspects of the following thematic discussion areas:

- What steps are policy makers taking to increase trade in Uganda?
- What makes Uganda so attractive to investors?
- What are the new sectors for investment with high ROI?
- An overview on tax regime, Tax Exemption and incentives
- Opportunities and financing options in Uganda's Power Sector
- Intra-Africa trade: The key to unlocking Africa's trade potential
- The role of Ugandan women in sustainable economic development
- Bilateral trade arrangements between UK and Uganda
- Increasing UK's exports and attracting UK investment into Uganda
- Agribusiness in Uganda; food security and value addition
- Youth Entrepreneurship: Uganda's key to prosperity for all
- Health care investments in Uganda

A SUMMARY OF THE FORUM PROCEEDINGS

The 5th Uganda Convention was the biggest since we began 5 years ago. As always we were grateful for a distinguished guest list which this year included the Nnabagereka of Buganda, Her Royal Highness Sylvia Nagginda. Other honoured guests included Lord Mohammed Sheikh, who has been a valued support of the convention for some years now. Dr. Louis Kasekende, Deputy Governor (BOU), H.E. Professor Joyce Kikafunda (UK), H.E. Nimisha Madhvani (France), Doris Akol, CG-URA, H.E. Ambassador Mirjam Blaak Sow (Brussels), H.E. James WL Kinobe, (DRC), Hon Cecilia Ogwal (the Opposition Chief Whip), Jaffer Kapasi OBE, Uganda-Honorary Counsel for Leicester and East Midland, Hon. Wafula Oguttu (Leader of Opposition in Parliament) and Dr. Josephine Ojiambo (Deputy Secretary - General Commonwealth) and many others.

In his welcome address, founding chair of the convention Willy Mutenza, reiterated that the aims of the convention to encourage the Diaspora to make a contribution to the development of Uganda, but, also to bring together individual wealth creators, as well as those who aspire to be wealth creators.

He noted that the success of these individuals can also make a difference in the lives of others, as their activities lead to increased economic activity, which among other benefits, leads to job creation.

He welcomed the fact that in the last four years, the convention has grown to include other African countries. This year the convention was delighted to have the chairman of one of Nigeria's leading energy companies, His Excellency Chris Baywood Ibe.

REMARKS BY H.E. PROFESSOR JOYCE KIKAFUNDA UGANDA HIGH COMMISSIONER TO UK

In a very well received speech, the Uganda High Commissioner to the court of St James, Her Excellency Professor Joyce Kikafunda called on all Ugandans in the Diaspora to join their compatriots in Uganda, and development partners, and work together to achieve the country's vision 2040. Uganda she said was poised to end dependence on aid, and develop to work with all development partners in an equal partnership.

She highlighted the investments opportunities in Uganda, in almost all sectors, including the energy sector, oil and gas, agriculture, mining, tourism, and infrastructure projects.

She welcomed the agro manufacturing company Alvan Blanch, that Willy Mutenza introduced to her, which will be investing in Uganda, as of January 2016.

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Keynote speech by Her Royal Highness Sylvia Nagginda (**the Nnabagereka**) Queen of Buganda Kingdom

In her presentation, the Nnabagereka of Buganda, Her Royal Highness Sylvia Nagginda, stressed the need to ensure that economic growth reached to ordinary people, especially women. She pointed that for growth to be meaningful and sustainable, it had to be felt throughout the all the strata of society. She drew attention to the fact that women are disproportionately represented in the poorest sections of society.

If the growth statistics fail to reflect the reality of ordinary people – by not demonstrating how this growth translates into prosperity in their daily lives, then this is especially the case for women.

Growth statistics mask the fact that women, living in a predominantly patriarchal society, are disproportionately represented amongst the ranks of the poor. The statistics do not show that according to a recent survey, as many as 40% of all the women in Uganda are unpaid family workers, mainly in agriculture. It is also worth noting that conventional growth statistics do not adequately reflect the inequality of income between men and women, for those women who find employment. They do not reflect the glass ceiling that women hit in their careers, especially because they have to take time out to have and raise children.

The Queen further said that these statistics also do not take into account the lost economic output of the thousands of women who die in childbirth every year or the millions of women who are rendered less economically productive because they are looking after children who suffer from preventable diseases. Also citing that, growth statistics conceal the fact that the land tenure system unjustly favors men over women.

She pointed out that looking at the plight of women in present day Uganda, it is easy to throw one's hands in the air and say that the situation is hopeless. But that is not how the women of Buganda or Uganda see it. Despite the challenges, women are the beating heart of agricultural and other economic production. "We are strong and resilient, beating the odds to contribute significantly to Uganda's sustainable development".

Going forward, the Queen noted, it is mandatory on the Government and private investors to reward the resilience of Uganda's women by putting women at the centre of policy and investment decision making. "By this, I mean more than quantitative window dressing. What we need is a real qualitative assessment of gender sensitivity and gender impacts of all investments in our country".

The Queen said that "we must commit genuine efforts to make growth translate into equitable and sustainable prosperity for women. The results will be swift if the first thing that is addressed is inequality in pay. Women are already working so hard for little or no pay, just imagine how much harder they can work when they are getting equitably paid".

"Legitimate and ancient cultural institutions, such as the Kingdom of Buganda, have a role to play in promoting women to achieve sustainable development in Uganda. She stressed that Kingdoms such as Buganda have vast untapped social and economic influence. By enhancing the visibility of women, not just in leadership roles, but also in the tasks of economic production, cultural institutions can bring about the change that unleashes the presently constrained half of the population to production, wealth and prosperity".

"Constructive partnerships between cultural institutions, on the one hand, and Government and/or private investors can help lower and eventually overcome the barriers that hold women back in the work place and elsewhere".

She finally said that "together, we can work on the barriers to more meaningful economic participation by women – by improving access to maternal healthcare; reducing infant and child illness and mortality through better access to vaccines and primary healthcare; encouraging parents to send their girl children to school and to leave them there; and positively addressing and redressing the historical disadvantages faced by women in all aspects of economic production by inculcating a new culture of inclusiveness and equality. Government can also partner with legitimate cultural institutions to work towards achieving land tenure reform so as to ensure that women have security of tenure in the land that they occupy in their own rights and not simply as the daughters, wives or mothers of a man; the right to buy, inherit and bequeath registered titled land; and the right to equitably share in matrimonial property on the death of a spouse or upon divorce".

She stressed that women play a big but largely under-recognized and unrewarded role in Uganda's development. It is time that their efforts were recognized and duly rewarded.

She talked of her dedication to making a difference in the lives of the people of Uganda especially children, women, youth and vulnerable groups through the Nnabagereka Development Foundation. The Nnabagereka Foundation, which has positioned itself as a pacesetter in leveraging the cultural voice for national and regional development, aspires to be a leading cultural foundation that uses culture as a development tool in contemporary society.

"We believe that the most successful development programs will be those that not only understand the distinctions that exist among different cultures, but those that integrate the positive elements within cultural institutions and work with cultural leaders as equal partners; recognize positive cultural contexts and culture as a key framework that defines our choices, opportunities and abilities.

REMARKS BY LORD MOHAMMED SHEIKH LIFE MEMBER OF THE HOUSE OF LORDS

Lord Mohammed Sheikh, a member of the UK Parliament in the House of Lords who was born in Kenya and grew up in Uganda, in Mbale, added to the High Commissioner's remarks and called to the large Ugandan Diaspora in Europe to take the many business opportunities in their land of origin, and stay connected to its development. He talked about the need to fight endemic corruption in the country, and congratulated the government on its commitment to fight it.

REMARKS BY DR LOUIS A. KASEKENDE, DEPUTY GOVERNOR AT THE BANK OF UGANDA

In his remarks, the deputy governor of Uganda's central bank, Dr Louis Kasekende noted that while many challenges remain in the financial sector, the opportunities were greater, and indeed even the challenges presented opportunities for those wishing to meet the challenges. He outlined the size of the Ugandan economy, which had grown from $18.8bn in 2010 to $25bn today. He commended the significant contribution made by the Diaspora, which according to figures from the African Development Bank (AfDB) had contributed upwards of $1bn in remittances in 2014/2015.

He outlined the significant transformation that has taken place in Uganda's financial sector. A transformation that now supports twenty five banks well capitalized, able to finance substantial projects, a fully liberalized market and an inflation rate below 5%. He assured anyone wishing to invest in Uganda that there were absolutely no barriers within the financial sector for doing so. The bank of Uganda's commitment to the maintenance of price stability and sound financial systems remains unequivocal.

REMARKS BY DR JOSEPHINE OJIAMBO, COMMONWEALTH DEPUTY SECRETARY-GENERAL

In her remarks, Dr. Josephine she said that it is heartening to note that the Convention committee have chosen the theme of "Turning Growth into Prosperity", and have been able to assemble a most impressive set of Speakers who will ably address various aspects of how to promote trade and investment in Uganda and how growth can be turned into prosperity.

She outlined that the Commonwealth has been a strong partner of Uganda for many years, and Ugandans have played prominent roles in the Secretariat and in its governance. President Yoweri Museveni served as Chairperson-in-Office from 2007 until 2009, and that Uganda hosted CHOGM in 2007. Mrs Florence Mugasha served as Deputy-Secretary-General (Political) from 2002-2008. The Late Professor Yusufu Lule, former President of Uganda, served as Assistant Secretary-General in the early 1970s.

She said that there is a direct correlation between the growth and prosperity and the advancement of political values in any region and in the wider Commonwealth family of states and peoples. It has been said that democracy and development are two sides of the same coin. That is why Commonwealth has been active in supporting democratic processes and institutions.

She revealed that some areas of support

provided by the Commonwealth Secretariat to Uganda include support to Ministry of Trade develop a Strategic Action Plan to Implement Electronic Single Window Intervention focused on addressing issues in support of establishing appropriate mechanisms to enable Uganda to participate effectively in the global trading system. Another area of support provided was on the development of Uganda's National Export Strategy.

REMARKS BY MS DORIS AKOL, COMMISSIONER GENERAL, UGANDA REVENUE AUTHORITY (URA)

In her presentation she highlighted the relationship between taxation and investment promotion which is to streamlined tax policy and administration system to facilitate investment promotion through a number of ways that range from; simplified processes relating to registration and payment of taxes, flexibility in tax laws and regulations and general availability of tax information to improve the investment climate. All these act as catalysts for boosting domestic and foreign direct investment.

On top of Tax incentives, Uganda offers incentives in four priority sectors: information and communication technology, tourism, value added agriculture, and value added investments in mineral extraction. Uganda is also hoping to lure additional investors with several industrial parks under development in Uganda's largest urban centres including Jinja, Kasese, Mbarara, Mbale, Gulu and Soroti. Investors in priority sectors can get a 49year lease in an industrial park on the outskirts of Kampala without paying the usual $80,000 lease fee. The Namanve industrial park on the outskirts of Kampala has several large international companies already operating divided into four main industrial clusters: Food processing, light industry and services, heavy industry, and another for SMEs.

On regional integration, Uganda will benefit Ease of doing business through improved customs clearance procedures, enhancing service provision at border points by introducing a 24 hour working system; offer fast clearing services especially for large trucks and reduce time taken for the verification of documents; freedom of movement of goods by removing any border restrictions, accepting the use of one common EAC identification document and ensuring the same standards for document verification at all borders this will reduce time wastage.

She appealed delegates to take advantage of incentives and exemptions that are provided in the tax laws in making investment decisions. This requires knowledge on available incentives and how you can invest in areas that can give a head start as far as tax incentives are concerned.

REMARKS BY ZIRIA TIBALWA WAKO, DIRECTOR TECHNICAL REGULATION (ERA)

Ziria gave an insight into regulating the power generation, transmission, distribution, sale, export & import of electrical energy in Uganda, and to guide the liberalization of the electricity industry, manage li-censing, rates, safety and other matters concerning the electricity industry.

Uganda generation power capacity is 852megawatts while the peak 520megawatts with a surplus of approximately 300megawatts which is an opportunity for new investors to take advantage and consume.

The future for the sector is promising with a distribution network standing at 2000 kilometres and expected to double in the next three years.

Uganda is no longer load shedding but due to aged distribution infrastructure the system is forced to interfere with transmission in order to maintain the grid.

On the Global Energy Transfer Feed in Tariff (GETFiT) Programme she added that it is a top-up mechanism to help stabilize Ugandan power sector finances by adding least-cost Renewable Energy generation capacity and help to decentralize and diversify of Uganda's energy mix, thus enhancing security of supply and make investment in small renewables and that is hydro, ba-gasse, biomass and make them financially attractive.

She stressed that investment opportunities largely lies in the off grid rural based electrification projects, generation and transmission and distribution segments. The national grid access is at 20% with the 80% of the 35million Ugandans still struggling using biomass as the source of energy and this pose great opportunities.

The government is running another tender specifically for solar and investors are needed to take advantage of bankable power purchase and sales agreements.

HIS IMPERIAL MAJESTY EMPEROR CHRIS BAYWOOD IBE, PRESIDENT/CEO BAYWOOD CONTINENTAL LIMITED

In his remarks, Mr. Chris Baywood Ibe, President/CEO Baywood Continental Limited in Lagos, Nigeria emphasized promoting the importance of Africa trading with one another as the way to unlocking Africa's trade potential.

He gave an example where 69% of European countries trade with one another, Asian countries 53%, US/Canada 49% and Africa 16% with is a mismatch which shows a big potential within Africa.

He added that Africa needs to derive maximum value from the potentials existing in their continent.

He added that Uganda ought to discourage importation of fully built equipment/ machines or fully finished goods into Uganda and encourage some in-country value addition to the equipment, machine and goods before deployment for use in Uganda. Finally he stressed the need to relax Work Permit for Africans and Establish attractive tax regimes for African businesses in Uganda and ensure western world quality goods are manufactured in Uganda.

REMARKS BY DENNIS B. AGUMA, PRESIDENT OF KINGSTON ENTREPRENEURS (KINGSTON UNIVERSITY)

The convention aims to nurture young people in the Diaspora's engagement with their country of origin, and it was delighted that Denis Baguma, president of Kingston Entrepreneurs at Kingston University accepted the invitation to address to his experiences, and that of the young entrepreneurs he represents. Mr Baguma is to introduce a new initiative to make a contribution to the chronic skills gap in Uganda.

The Student Enterprise Initiative (SEI) will aim to influence the creation of sustainable businesses and management skills, forging links with universities and other educational and training institutions.

REMARKS BY IAN HARRISON, THE REGIONAL DIRECTOR, UK TRADE & INVESTMENT (UKTI)

One of the convention's main objectives is of course to encourage Ugandans in the Diaspora to establish businesses in Uganda. The convention heard a presentation from Ian Harrison, regional

director for UK Trade and Investment (UKTI), during which he talked about how Ugandans can contribute to the £200million annual bilateral trade between Uganda and the UK.
With a fully liberalized economy and so many opportunities for investment in almost every sector, he expected this figure to increase significantly, and the Diaspora was well placed to tap into these opportunities.

He said that Uganda has a few factors that appeal to UK; fully liberalised economy, all sectors liberalised for investment, 100% foreign ownership permitted, member of COMESA, a strong national resource base (rainfall, good favorable climate, unexploited mineral deposits), tourism opportunity, oil and gas, trainable labour, a committed government to the private sector and security of investment.

He further said that all these factors are indication that there is growing and sustainable opportunities in Uganda for UK companies to be competetive. He pointed out a few challenges including poor transport infruststructure to get goods around, cost of energy, product couterfeiting and lack of direct freight from the UK.

REMARKS BY NURADIN OSMAN, DIRECTOR OF OPERATIONS, AFRICA AND MIDDLE EAST AT AGCO

Nuradin Osman, Director of Operations, Africa and Middle East, for AGCO talked about the company's investment in commercial agriculture, including plans to set up a state of the art mechanised learning centre, the first of its kind in Africa.

He talked of challenges on increasing usage of tractors per acreage to boost mechanisation in Africa. He cited that in USA, 25 tractors are used per 1000HA while 1 is used in Africa. Other challenges include: Africa has the land, but farm technology levels are very low, under-investment in farm equipment, yields well below Western levels and market remains challenged due to credit constraints.

Also, he emphasized the importance of attracting youth to agriculture. He reported that less than 2% of graduate in Africa are registered in agriculture and these are the future of Africa.

He concluded by disclosing that AGCO is developing a package for small scale farmers. A competitively priced mechanization package combined with strong brands, partnerships, education and distribution in all African markets is a game changer and these will include; trailer/ box, planter, disc harrow, disc plough, sub-soiler and a tractor for under $20,000.

In addition, he confirmed AGCO's commitment in investing in Uganda and that AGCO, with partners, are planning to establish a vertically integrated poultry production which will soon be a reality.

REMARKS BY HON. CECILIA OGWAL, THE OPPOSITION CHIEF WHIP

The convention was delighted to have presentations from Ugandan Parliamentarians, among them the Honourable Celia Ogwal. Speaking from experience as a farmer herself, she emphasized the importance of agriculture to Uganda, noting that 26% of the country's GDP is from agriculture, with 66% of the workforce in the sector. She expressed strong concerns about the rush towards genetically modified crops, saying that much more research needed to be done before it could be determined whether there weren't better alternatives. Her remarks were supported by the Honourable Wafula

Oguttu, who also stressed the importance of the agricultural sector to Uganda. The convention also heard from the expert analysis of the High Commissioner, Professor Joyce Kakifunda, whose field of study was agriculture. The professor addressed the challenges of fighting malnutrition in the country.

REMARKS BY DR FRANK SEBBOWA, EXECUTIVE DIRECTOR OF UGANDA INVESTMENT AUTHORITY

Dr Frank Sebbowa, Executive Director of Uganda Investment Authority assured potential investors of the availability of asset leasing. He talked of the need for Ugandans to move away from subsistence farming, and to improve land management skills, in order to compete with the rest of the world. He referred everyone to a DVD compedium of the more than 300 agricultural projects in which the Diaspora could invest.

DIASPORE ENGAGEMENT SESSION

Onyekachi Wambu, director of African Foundation For Development (AFFORD), conducted a panel discussion on the importance of Diaspore engagement with development in their country of origin. In the last twenty years since a group of young Diaspora Africans in the UK came together to establish the organisation, every multilateral organisation from the World Bank, the AfDB, IMF and others now recognition the crucial role that the Diaspora play in the development of their country of origin. We know now for instance that the Diaspora remittances to Africa are far greater than foreign aid to the continent. From its offices in London, AFFORD now campaigns for Diaspora engagement at government, European Union and UN levels.

The question of dual nationality for Ugandans inevitably had a lot of interest within the convention. Among the issues of concern, was the high fees demanded for registration for a passport. It was also felt by many that there ought to be preferential treatment for members of the Diaspora who wish to invest back in Uganda. At the moment they are treated no differently from any foreign investor. Speakers noted that any incentives to the Diaspora would increase inward investment considerably, profiting not only members of the Diaspora themselves, but, the nation as a whole, through increased economic activity.

To the delight of many at the convention, Dr Francis Apetit noted that he saw no reason why the issue of dual citizenship which had after all been passed by Parliament, still had teething problems. He undertook to table questions in Parliament to ensure that all issues relating to dual citizenship were resolved without further delay.

As always, the convention provided great opportunities for networking, and the fostering of unity among Ugandans.

CLOSING REMARKS BY AMBASSADOR MIRJAM BLAAK SOW, HEAD OF MISSION, UGANDA EMBASSY BRUSSELS

She started by hoping that all agree that the convention has been a truly remarkable day. She commended the quality of presentations that was outstanding so much that trying to make a resume of each paper will not do justice to them.

The warm enthusiastic welcome received at the Convention put in perspective, some of the unrivalled attributes of warmth, openness and all-embracing culture that make Uganda a favourite destination for doing business, investment and tourism. The Government of Uganda celebrates occasions such as this when we can all come together to work for the good of our country, solely on the basis of our being Ugandan, irrespective of our religious convictions, our tribal origins, our political affiliations, and anything else that superficially unduly sometimes divides us, thank you for putting Uganda before anything else. This is the formula for success.

She continued that business and development do not happen in a vacuum or where conflict and instability are prevalent. It would appear that we could coin a catch phrase; "No Development and Business without Peace". For the last 30 years, the NRM Government has worked hard to create a peaceful environment with functional structures, rule of law and stability. We should use the peace and stability we enjoy now to develop new ideas and foster development.

She added that we have been enlightened on how we ought to gain greater access to the UK and the EU markets for Uganda exports. It is my hope that we all leave here today convinced that we can do more than our lovely "Owino market" in Mitcham. In case you did not know, Uganda happens to be the largest exporter of Organic produce from the African continent. If we can partner with others and get them to invest in Uganda, not only will this lead to improvement in quality of our Ugandan products, a fact which has in the past hampered trade but our incomes will tremendously change. This is especially true for the EU market where we are facing a threat of an embargo for our horti and floricultural produce citing phytosanitary conditions.

The global village the world has become means that we cannot shy away from engaging with financial markets. I am optimistic that several participants today are already considering venturing in this growing rainmaker.

Further she added that statistically, Uganda have more youths than any other age group. They have a lot to offer as they are energetic, ambitious, full of dreams and if these qualities can be harnessed and directed in the right direction, a new Uganda will be reborn!

It has always been said that we are where we are because we are unaware of our potentials. She hoped each one of us goes away from here feeling like we have finally received the key for unlocking that potential. We do not have to continue looking far, to the far East or the West as we had been conditioned to think. Solutions are closer to us, on our continent, in our East African region than it has never been before.

The discovery of Oil in our country does not have to be a curse like it has customary been said. There is more to the power sector than meets the eye so the opportunities shared should be a driving force for business minds to transform into success stories.

Challenges in business are meant to be over-come. One person can change a family's destiny, and can carry the family torch on to spearhead success for future generations. This is the story of our resilient Ugandans who in the face of despair and death when they had to leave Uganda in the early 1970s. They never allowed the business and enterprising spirit in them to be extinguished. We have a lot to learn from them.

So where do we go from here?

Agri-business, Food security, Value addition, the sky is the limit in Uganda. Uganda is blessed with such abundance of fertile soil and rich nature which is unrivalled in the rest of Africa. The climate and fertility of this beautiful land given by God, needs to be used for the benefit of all Ugandans. We have until now not maximized this potential. Prosperity is what we strive for and we cannot achieve a better life for all Ugandans unless we join hands. Indeed as was stated by Hon. Wafula Oguttu, the re-emergence of the cooperative movement is vital to maximise our potential in agriculture.

She added that Ugandans in the Diaspora have been

formally recognised by the Government as a formidable force in the country's development and we thank you for the role you play. What we need to do is to ensure that the remittances and transfers that you all regularly make to your families and loved ones are to be transformed into small investments, which will make your families to be independent.

This will transform their lives so that they will not permanently have to rely on the handouts from you for life but will have their small cottage industry ongoing which should become feasible business enterprises. These types of small cottage industries have eventually brought the Asian tiger into a reality. Start small and grow bigger. As Dennis Aguma stated Uganda is the "most entrepreneurial country in the world!"

Finally she said that, regional integration is the other matter to which Uganda is seriously committed. Let us focus on distribution and sale of our products in the neighbouring countries as we now have the EAC and the Customs Union and also in the wider region COMESA where our products are very much needed and can be sold. Think African then make it happen. In the end the UK, the EU and other blocks in developed countries are making it more and more difficult for us Africans to export out our goods due to non-tariff barriers as well as taxes. Let us therefore focus on ourselves, our Uganda, then the EAC, the wider region as there is so much that can be done.
She concluded by thanking the Chair of the Uganda Convention, Mr. Willy Mutenza as a remarkable person who has a vision which works and is an example to us all as the brain behind gathering the forces and getting us to unite from different backgrounds. Thanked the volunteers who have worked tirelessly to make this Convention for the 5th time a great success. All this would not be possible if it wasn't for all the generous sponsors.

After the serious business of the day, the evening saw Ugandans partying together, with performances from Radio and Weasel, Irene Namatovu, Geoffrey Lutaya and Bosmic Otim.

MESSAGE FROM THE RT HON PRITI PATEL MP, UK GOVERNMENT MINISTER FOR EMPLOYMENT, THE PRIME MINISTER'S UK-INDIA DIASPORA CHAMPION

The Ugandan business community in the United Kingdom have long made a positive contribution to our society and economy. The fifth annual Uganda Convention is a fantastic opportunity to bring together business leaders, experts and professionals from across the UK and internationally.

The visions of this event can help to strengthen the British economy through international trade and development, identifying new export opportunities and developing cooperation between Britain and Uganda. The promotion and exchange of information is an invaluable tool for businesses of all sizes, across all sectors.

Throughout all walks of life and in all professions Ugandans have established themselves and in the years ahead we can look forward to seeing more Ugandans contributing to all areas of business and innovation.

Through my role as the Prime Minister's UK India Diaspora Champion, I understand the importance of a forum which brings diaspora together and harnesses the opportunities available. The Uganda Diaspora possess a fantastic opportunity to strengthen investment in Uganda and promote the benefits of the diaspora community to the next generation of entrepreneurs. There is a wealth of investment opportunity available throughout the United Kingdom and across Europe.

I applaud the long-term aims of this forum. This Government and this country welcomes the Ugandan community's contributions to Britain and I would like to pass my best wishes to everyone who attended this year's Uganda Convention and wish you all every success.

Rt Hon Priti Patel MP
Member of Parliament for Witham
Minister of State for Employment
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HER ROYAL HIGHNESS THE NNABAGEREKA'S GRATITUDE

Mr. Willy Mutenza
Chairman
Uganda UK Convention

Let me take this opportunity to convey Her Royal Highness the Nnabagereka's gratitude to you for your personal involvement in seeing that the Nnabagereka had a comfortable stay in the United Kingdom when she officiated at the Uganda Convention UK, including all the meetings you organized with possible partners.

I also wish to convey HRH's appreciation for the Convention's donation of £1,000 towards Ekisaakaate Kya Nnabagereka, educational facility in Ssisa and also the Digital Photo Printer to the Foundation.

We look forward to working with the Convention on taking the Foundation to even higher horizons.

Wish you success in all your endeavours.

Yours sincerely

Juliet K Ssenteza
PRIVATE SECRETARY

A GREAT PLATFORM

I just want to thank you for the opportunity given to us at the UK Convention. Shortly after the convention, I travelled to Uganda to gunner support for The Student Enterprise Initiative (SEI) and Global Entrepreneurship Centre project (Kingston Universty). I left when discussions are ongoing between Kingston University, London and Ugandan Universities, notably Makerere University Kampala (MUK), Makerere University Business School (MUBS) and Uganda Christian University, Mukono (UCU).

The Ugandan Convention UK was a great platform on which to start this journey, and I want to personally thank them, especially Willy Muntenza, for this great opportunity. Uganda is the most entrepreneurial country in the world. It was therefore fitting that Kingston, being the most Entrepreneurial University in UK, were also one of the main sponsors of the event. I would encourage the Government, The Private Sector and individual philanthropists to always support the convention. Most especially though, I encourage all Ugandans in the Diaspora to make the most of such PR and networking opportunities."

Dennis B. Aguma
President, Kingston Entrepreneurs

Willy Mutenza, Chairman,
Uganda Convention,

Thank you for all the hard work that went into the UK Uganda Convention – it was a great occasion, with so many enthusiastic business people already investing – or looking to – in Uganda.

It was a great opportunity for us to be announced that we will be starting up an office and physical presence in Kampala, and very kind of HE Professor Joyce to mention us!

I must thank the convention in 2013 and recognise that it was your connection that put us in touch – we are very grateful, as since then, we have a very close relationship with Professor Joyce, and look forward to expanding our work in Uganda and the region in general.

We will be setting up the office in Kampala in January.

Best wishes,

Christabel Blanch
Africa Sales Manager
www.alvanblanchgroup.com

Dear Willy,

Paul and I were so proud to participate in the 5th Uganda-UK Investment Convention 2015. It was a wonderful event.

Thank you for the excellent opportunity to introduce our new company and Matugga Rum brand to the forum, and to distinguished guests. We were very warmly received.

Kind regards, Jacine Rutasikwa, Matugga Rum

WELL DONE!

Willy Mutenza,
Chairman, Uganda Convention-UK

The 5th Uganda Convention was very organised and deserved unreserved praise.

The icing on the cake was the presence of H.R.H
which made me to feel I was in Uganda.

May God grant you benediction and continued success in promoting Uganda with the investment agenda on top of the list with all the other points and suggestions made during the convention.

Jaffer Kapasi
Hon Consul of Uganda

Dear Mr. Willy Mutenza,

I am thanking you for all the work you did for us at the past 5th Uganda Convention UK Trade & Investment forum London. It was such a wonderful and a colourful day for all of us particularly for ourselves from Lady Irene Drusilla Namaganda Foundation with Newcodent Limited.

I strongly say that this was the beginning for our project planned for our nation and for our people when we introduced our Newcodent Mobile Dental Clinic at the exhibition. The number of visitors to our stand was overwhelming, many professionals from different areas visited with such interest and only they wanted to buy but offered very good advice including an official from Uganda Manufacturer.

We will continue to work together and looking forward to the 6th Ugandan Convention in 2016.

Thank you ever so much.

Kind regards

Princess Jane Mpologoma Muchwa Nabanakulya
President and founder
Lady Irene Drusilla Namaganda Foundation

Appreciation to the UK Convention team

On behalf of Uganda Diaspora Health Foundation, we would like to thank you for your mentorship and support towards making our health forum at the Uganda Convention 2015 a success.

Our Stakeholder were very happy and we were able to achieve our goals during the platform you provided us.

we look forward to continual working with you.

warm regards

Mariam Aligawesa
Co- Founder: Uganda Diaspora Health Foundation
Co – Vice Chair: Butabika link - East London NHS Foundation Trust

2015

DELEGATES ATTENDED **1470**

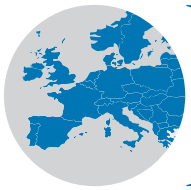
COMPANIES REPRESENTED **113**

%OF COMPANY SECTORS REPRESENTED AT THE CONVENTION IN 2015

12%	CORPORATES & TRADERS
3%	BANKS & FINANCIERS
7%	NON-BANK-Investors FINANCIERS
64%	Diasporas | Professionals
14%	GOVT ORGS & PUBLIC BODIES
1%	MEDIA
6%	MULTILATERALs organisations
6%	Business associations
7%	Charities and Voluntary organisations
4%	Private Equity/VC
5%	Consultancies
4%	Uganda Asians
6%	CEO's & Business leaders
1%	Career & Recruitment Agents

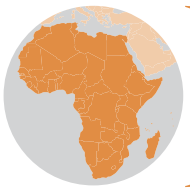
DELEGATES BY GEOGRAPHY

7% UGANDA



90% UK

2% EUROPE/ USA



1% AFRICA

By the close of the Convention, we had identified participants with keen interest to invest, among others:

JSP LTD
UK leading manufacturer of Personal Protection Equipment.

Planning to set up a hub in Uganda.

ALVANBLANCHGROUP
Alvan Blanch is a British manufacturing and project engineering company with a global outlook, specialising in the design, production and supply of quality machines and integrated systems for the primary and secondary processing of agricultural produce and waste materials.

Starting up an office and physical presence in Kampala

NEWCODENT MOBILE DENTAL UNIT

The NewCoDent concept is a self-contained dental unit that brings complete freedom and flexibility into the world of dental care.

Appointed a responsible for distributor in Uganda, East and Central Africa.

NAGRECHA BROTHER

One of the successful ugandan Asians in the UK.

Planning a juice processing plant in Masaka in 2016. Already invested in a maize processing mill in Gulu as a result of 2013 Convention.

BAYWOOD CONTINENTAL LIMITED
One of the leading companies in oil and gas in Nigeria.

Planning to setup up operations in Uganda.

AGCO (MASSEY FERGUSSON)
AGCO is a global leader in the design, manufacture and distribution of agricultural equipment.

AGCO, with partners, are planning to establish a vertically integrated poultry production in Uganda. After the Convention, the Director decided to travel to Uganda to scout for land and good partners.

Advisory committee:

- Lord Verjee
- Lord Sheikh
- Lord Popat
- Mr. Willy Mutenza
- HE Joyce Kikafunda, High Commissioner-UK
- Mr. Bernard R. Magulu
- Eng. Dr Frank Sebbowa, CEO UIA
- HE Nimisha Madhvani, France
- Ambassador Mirjam Blaak Sow, Brussels
- Mr. Jaffer Kapasi OBE, Honorary Counsel
- Ambassador Dr. Mumtaz Kassam, Italy
- Veronica Kalema, Director Ned Bank
- Ms Sophia Mwanauta
- Venerable Daniel Kajumba
- Ms Zahara Kayongo

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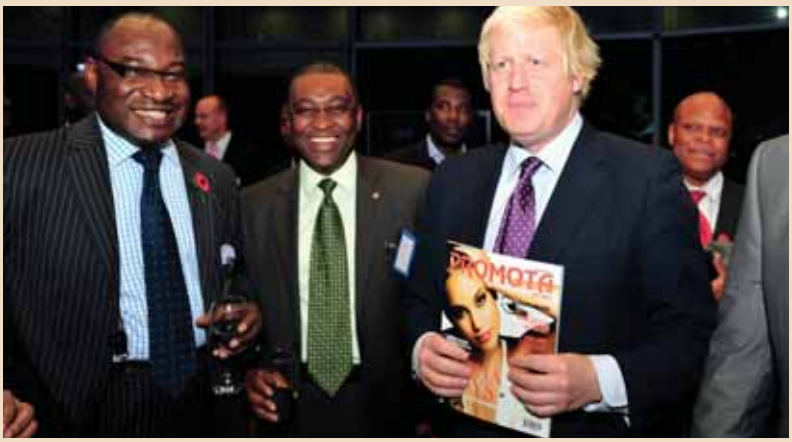

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FORUM OUTPUT

The convention identified the following key issues emerging from presentations and participates.

During the course of the day, participants and speakers deliberated on a lot of issues pertaining to policies, investmemt and challenges that would unfold the potential of Uganda if addressed.

Some of the issues that were pertinent were:

1. Articulate policies to stop, in the long term, exporting natural resources in their raw state and create an action-plan to stop the inflow of poor standard goods into the country. Discourage importation of fully built equipment / machines or fully finished goods into Uganda and ensure Western world quality goods are manufactured in Uganda.

2. Encourage the development of requisite Ugandan manpower through targeted training; focus on training Ugandan youths as the bedrock of sustainable future development of the country.

3. Relax Work Permit for Africans and establish attractive tax regimes for African businesses in Uganda and market existing Ugandan business opportunities to established business people in other African countries.

4. The UK has the largest number of Ugandan Diaspora in Europe. Diasporas should be encouraged to get more involved in business in Uganda while keeping their foothold and connection in the UK.

5. It is mandatory on the Government and private investors to reward the resilience of Ugandan women by putting women at the centre of policy and investment decision making.

6. Improving access to maternal healthcare; reducing infant and child illness and mortality through better access to vaccines and primary healthcare.

7. There is a need to reduce the dominance of banks to about 50% and promote the non-bank segment of the financial system such as insurance, unit trusts and pension schemes as a way to diversification of financial products.

8. Attracting additional investors to establish businesses in several industrial parks under development in Uganda's largest urban centres including Jinja, Kasese, Mbarara, Mbale, Gulu and Soroti.

9. Investors should take advantage of incentives and exemptions that are provided in the tax laws in making investment decisions.

10. Investors should take advantage and invest in the under-developed power transmission infrastructure and other off grid rural based electrification projects, generation and transmission and distribution segments. The national grid access is at 20%, with 80% of 35million Ugandans still struggling using biomass as the source of energy, a situation which offers great opportunities.

11. There is a need to mechanize agriculture as the critical ingredient to raise agricultural productivity in Uganda. Mitigate challenges like inadequate access to and use of improved seeds and the right blends of fertilizers; the need for favorable trade and land policies; quality post-harvest management solutions and functional markets for

harvested crops. Graduates should be encouraged to study courses in agriculture to fill the mismatch gap. Only 2% of Africans study agriculture (where 70% of Africa's economy is based on agriculture), this is therefore a huge mismatch which requires immediate ratification. Agriculture education should be made compulsory in schools.

12. Farmers should be supported to attain affordable credit facilities (single digits (0%) loans); provide subsidies to farmers so that they can afford mechanizing agriculture and block produce from outside to allow farmers to sell their products locally.

13. There is a need to come up with a law on GM food and regulating importation and utilization of GM products in the open market. Uganda needs to follow the new trend in Europe of producing organic food, find a solution to make seeds more resistant to pests rather than modifying seeds genetically and invest in wide spread greenhouse agro-culture practices.

14. The government needs to intervene and help reduce the high cost of remitting money.

15. There is also a need to have a classification system for the most pressing investment opportunities for the Diaspora and investment opportunities with the highest ROI, but needing minimal capital investment that Diasporans can afford, and also as a way to promote more FDI. A new category and classification system of Diaspora investors should be formulated. The threshold of capital needed to qualify should be reduced so that Diasporans not having the required capital to qualify as full investors can still tap into the incentives given to other investors.

16. According to Mr. Alenyo Marshall (senior immigration officer), Ugandans who have not taken out a dual citizenship certificate don't have a right to own land under the mailo land and freehold arrangement. However, Diasporans who have lost their citizenship or if their spouse is not Ugandan, still want to have the right to buy land and property under freehold terms. Their request needs to be addressed in a professional manner at government level, and if need be, changes in legislation must be considered to accommodate them and a desk in the land's registry office dedicated to Diaspora land issues needs to be established to mitigate the risks Diasporans face of losing their land to unscrupulous people, and to deal with the resulting problems of dishonest land dealings. This crucial step will promote more investment from the Diaspora in infrastructure and asset investments.

17. Brain drain and Diaspora human capital are of concern, not only in quantitative but also qualitative terms. The government should set up an incentive for all government organizations to quota allocated jobs vacancies to Diasporans. This is the way to encourage knowledge and skill transfer back home to mitigate the brain drain, which leaves gaps in the higher segments of the local labour market, causing shortages in sectors most important to the country's socio-economic advancement.

18. There is a need to curb the rising rate of malnutrition in Uganda which is classified among the high malnutrition burden countries in the world. Over 7% of adolescents are overweight and over 5% of adults are obese, bringing in a lot of disease implications which the health system in Uganda cannot handle. Some of the challenge is lack of multi-sectorial coordination, implementation, budget and financing and lack of supportive roles.

19. Government to partner with legitimate cultural institutions to work towards achieving land tenure reform and also to ensure that women have security of tenure in the land that they occupy in their own rights and not simply as the daughters, wives or mothers of a man; the right to buy, inherit and bequeath registered titled land; and the right to equitably share in matrimonial property on the death of a spouse or upon divorce.

20. The government needs to recognise Diasporas and bestow them a fully-fledged ministry as amove to harness them as its biggest resource.

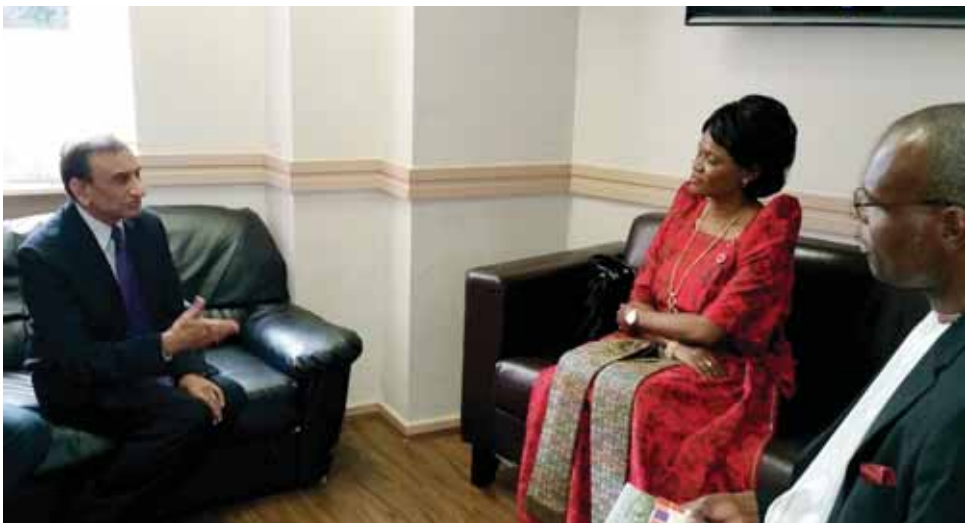
21. Dual-citizenship fee needs to be abolished. There no reason why Ugandans in the Diaspora need to pay to become Ugandans. If Diasporans contribute more than 23% of the GDP, then they should be recognized by suspending the fee. Also the right to vote, the Diaspora wants to have access to the home country's political decisions and to have their specific interests represented

22. The government needs to engage the Diaspora youth. If youth in the Diaspora are not engaged, the following two generations are unlikely to sustain remittance due to lack of connection to Uganda. Youth exchange programs should be promoted to raise awareness of issues facing the Ugandan youth, and how the UK youth can assist their Ugandan counterparts, and to learn from one another, especially on good values derived from both cultures. The government should support initiatives that acculturate nationalistic attitudes into the Ugandan Diaspora youth, so that they feel attached to Uganda. This will encourage the next generation to view Uganda as a mother country.

23. People tend to make investments usually in their region or locality of origin, where they still have family ties and are familiar with the local context. The government and investment authority should identify areas of investment specified according to regions in order to promote linkages and, in particular, facilitate transfers and investments to the specific areas the Diasporans originate from.

H.E. Nimisha Madhvani (France), Dr. Josephine Ojiambo (Deputy Secretary - General Commonwealth)

(from left) H.E. Ambassador Mirjam Blaak Sow (Brussels), Emperor Chris Baywood Ibe President/CEO Baywood Continental Ltd, H.E. Nimisha Madhvani (France), H.E. Professor Joyce Kikafunda (UK), Hon. Cecilia Ogwal...



Mr. Bernard Magulu,
Country Director-UK Convention

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DELEGATES ATTENDED **1470**

COMPANIES REPRESENTED **113**

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