SUMMIT REPORT

12th

2022

UKUGANDA TRADE CONVENTION

ANNUAL INVESTMENT SUMMIT

10 SEPTEMBER 2022
09 AM - 6PM

Park Plaza London Riverbank hotel, 18 Albert Embankment, London SE1 7TJ

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ABOUT UCUK

Uganda Convention-UK (UCUK)'s main objectives are to create awareness, support, promote and encourage trade and investment from the private sector between Uganda (East Africa) and the United Kingdom. It also aims to create a platform to facilitate and access trade opportunities for the private and the public sectors in Uganda and UK.

UCUK also promotes Ugandan exports and identify export opportunities, so that the export earnings close the gap with the import demand, and facilitates the transformation of Uganda from a current consuming nation into a producing nation.

UCUK also strongly encourages people to explore the latest innovations in food production, food supply and technology, energy production, and encourages a new approach of thinking ‘outside the box’ when it comes to doing business with Africa.

SERVING THE COMMUNITY AND OUR NATION WITH PASSION FOR FUTURE GENERATIONS.

KEYNOTE MESSAGE

H.E. YOWERI K. MUSEVENI

the President of the Republic of Uganda.

Unfortunately, in line with Uganda Government mourning guidance, H.E. Yoweri Kaguta Museveni, the President of the Republic of Uganda could not join us at the 12th Uganda-UK summit but recorded a message for the delegates, as follows:

"To the various British and international investors and buyers of our products in the UK who are gathering for the 12th Trade and Investment Convention in London this weekend, I'd like to offer my condolences, as I've already done for the family of the late Queen Elizabeth the Second, the government and the people of Britain and the Commonwealth for this huge loss to Britain, the Commonwealth and the world. I have not been able to come given the circumstances of the loss of a great friend of Uganda and the Commonwealth. However, thank you for the support and acceptance to buy in large quantities Ugandan products, to invest in infrastructure needs and consider our country as a partner in development. At an appropriate time, I will come over and meet you when times are better. I had planned to come as I indicated to you but situation now disallows. However, I'm with you in all respects, and I invite you to Uganda. I thank you"

At the summit, HE The president was to give an overview on government initiatives, incentives and strategies to attract investments and what Uganda has to offer to UK investors.

H.E. The President was to announce the following key projects:

- £100m Kitgum – Kidepo Road supported by UKEF
- Construction of Standard Gauge Railway Project (£1.5bn)
- £270m electricity export transmission line to DRC (Gridworks)

CHAIRMAN'S OVERVIEW AND REMARKS

Willy Mutenza
Founder & Chairman
Uganda-UK Trade Convention

I take great pleasure in thanking all those who spared their valuable time to attend the 12th Uganda-UK convention, despite all the difficult circumstances following the death of Her Late Majesty Queen Elizabeth II, unfortunately, in line with UK Government mourning guidance for civil servants, both Uganda and UK government officials would not participate at the event.

Despite all that, the organising committee decided to continue with the event and I also thank those that couldn't make it, for the tremendous support everyone gave, even in their absence.

We are happy that the annual event has grown from strength to strength, now becoming the only African focused trade and investment summit running for 12 consecutive years. He echoed and urged Ugandans to emulate his spirit of patriotism and invest not only time but also money for the good cause of giving back to Uganda. "We can't wait for governments to put money in everything we do, their blessing and participation is enough".

As the founder and chairman, I have received many accolades, awards and recognitions because of the convention and my work in the community and I was this year happy to be recognized by Director Citizenship & Immigration Control, presented to me by Maj. Gen. Apollo Kasiita-Gowa. It was the UK Convention with Rt Hon Rebecca Kadaga that started lobbying the government via the parliament for the Dual Citizenship and a few other policies that impact Ugandans in the Diaspora. The government agreed not only for the dual-citizenship but also for the Directorate of Citizenship & Immigration Control to designate a staff at various major embassies and commissions.

This year, I also joined fellow Ugandan Asian brothers and sisters at a reception hosted by His Majesty, King Charles III at Buckingham Palace, commemorating the 50th anniversary of the Resettlement of British Asians from Uganda in the United Kingdom.

At the summit's deliberations I noted some key points that I wanted to share briefly in my remarks as follows:

- I noted from Lord Popat's, (Prime Minister's Trade Envoy to Uganda) presentation that UKEF is financing up to £2bn to support projects in Uganda.
- Total trade in goods and services (exports plus imports) between the UK and Uganda was £232 million to the end of Q1 2022 and according to the Office for National Statistics, UK investment in Uganda was valued at £214 million in 2020, an increase of nearly 49 per cent on 2019 levels.
- The UK recently launched trading framework for Developing Countries Trading Scheme (DCTS), coming into force from 2023. Under the DCTS, over 99% of all goods exported from Uganda will be eligible for duty-free access to the UK, potentially saving over £600,000 of tariffs each year.

Hon. Janet K. Museveni, the 1st Lady and Minister of Education & Sports invited investors to invest in various education and sports opportunities including: University education, Physical education and sports, Consultancies and Information and communication technology.

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Nexus Green with the support of the UK Government through UK export finance, raised over 100 million Euros to be able to blanket Uganda with the solar irrigation systems to allow farmers to generate sustainable farming, create high value crops to be able to export to countries like the UK.

One of the focused sectors was the oil and gas sector in Uganda. Investment in the sector is one of Uganda's big projects onshore in the world, 6 billion barrels of oil reserves in place, which has been found, of which 1.6 currently could be recovered. There is an opportunity of an investment between $15 to $20 billion, which is going to come through the upstream, that is, getting the oil onto the ground; the midstream, transporting and refining the oil; but also, the downstream and also some of the facilities that we have seen like the Kabaale airport, the roads and several other projects.

I was excited about comments by Richard Burge, Chief Executive of the London Chamber of Commerce and Industry.
He encouraged African governments and businesses to export value-added component within Africa, so that the money stays inside the country, in this case in Uganda, rather than being run by people who do relatively little but take most of the value elsewhere.
He stressed the importance of skilling as it is a commodity in itself to sell.

- He said that Sustainability is part of environmental, social, and corporate governance. "Be careful what you promise, the world of sustainability, as ESG is now coming under a very robust scrutiny. Do not claim things that you are not delivering. And be very careful that when you claim sustainability in one angle, you will not be compromising your sustainability credentials by not being careful in other angles, so be ruthless in interrogating yourself, because somebody's going to interrogate you for it."
- "Look at London as not just a marketplace for the UK, you should look at London as a place with which you can reach the rest of the world."
- "The power of the diaspora is not just about inverted commas, "Returning home"; it's about staying in the wider world, and being both a representative of Uganda and an interpreter of Uganda to the rest of the world. It's that bridging, because in the end, we're in the 21st century business, it's no longer about expanding into a country and taking your workforce into a country. It's about partnering with that country. And that's why the soft business skills and the soft education skills of Uganda are going to become more and more important, because that enables Uganda to be a partner in the world, and not a recipient of the world's benefits."

One of the speakers, Andrew A Blanch, MD, Alvan Blanch Development said that if we're going to need to find opportunities for the youth in agriculture beyond cities, we need types of projects that can generate new industries in rural areas. Because the great thing about rural employment and enterprises is that they're using local materials.

Amin Mawji OBE, Aga Khan Development Network emphasized that Ugandan diaspora real value, is not the financial capital. "The real value is in the knowledge capital. If we can get Ugandans who are outside of Uganda to bring their knowledge and their experience, that's a huge asset that Uganda could do with. Aga Khan is building hospitals at the moment in Uganda and there is a huge shortage of high-quality medical practitioners. But we also know that some of the best medical practitioners in the world are Ugandans. If we can convince that group of people to come back to their country of birth, and work in Uganda, I tell you, it will be transformational."

CHAIRMAN'S OVERVIEW AND REMARKS

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Some of the Convention's supporters from its inception Perez Ochieng, Director, SACOMA Foods Innovation, reminded delegates that we think our most important asset in Uganda perhaps would be our natural resources, but on the other side of the world, they are growing their cultured coffee in laboratories, perhaps tasting even better than our natural coffee. The reality is, we have to understand where the world is going. What are the realities? Research and innovation and recommending that businesses need to conduct Research and Development (R&D) in collaboration with the academia and research institutions to improve the technologies required and proof the concepts prior to commercialisation and access to new markets.

I encourage investors and Ugandans in the Diaspora to look in investing in real estate. Peace Kabuga, Ed Housing Finance Bank disclosed that Uganda has a housing deficit of 2.4 million houses, growing at a rate of 200,000 units a year and it is estimated that by 2030, the country's housing deficit is expected to reach 3million units (CAHF 2019). This shows the potential in the housing sector.

The convention's advisory committee member Subhash Thakrar, Former Chairman of the London Chamber of Commerce acknowledged the stability and peace and pointed out that, "let us not forget that President Museveni has brought a huge amount of stability in Uganda over the last 25 years. And for investment and business people stability is very, very important. Every businessman here will agree with me that if you have that, it works".

He cited the potential for Uganda in the agriculture sector, logistics and education. Amin Mawji OBE has made a very strong point that you can only change an economy by generation. And today Uganda has got a very young generation. So, if you give it another 20 years, we need to produce the best of entrepreneurs, best business people, investors, professionals in Uganda by changing the education system. And where is the best world education? It is in the UK. So, this is the time for us to collaborate and work towards better education as well.

He asked "Why is it that the West is not yet ready and becoming a market for Uganda's products? Why is it that we are having to struggle for that? And my solution and suggestion are that this is where Uganda government has to play a role by providing support, not just in the field of having this kind of conventions, but actually investing and helping the business men to promote their products to make sure that the agricultural packaging, processing are done in Uganda, so that the products can be marketed here."

Our sponsor Elizabeth Rossiello, Founder and CEO, AZA Finance disclosed that most people don't know when they go around the world talking about Africa Tech that the MTN Innovation Centre in Kampala was established even earlier. And some of the best technical innovation in terms of bank integrations, mobile money and digital layers was happening quietly, discreetly in a very Ugandan way, right next to their louder neighbour.

"That's important, because you don't want an easy regulator, because then you have an easy licence. You want a regulator that's efficient, that's communicative, and that's fair. And we love working with the bank of Uganda. We talk about our secret, this Pearl of Africa, in the digital and financial space, being Uganda, and a lot of people say internationally in the investment community, "well, I thought Nigeria and Kenya were the only two FinTech hubs".

"There's a huge opportunity in Uganda. Some of you might not know that some of the best software engineers and young digital nomads and digital pioneers are living in Kampala. And I think there's a lot of them that have now exported themselves to Nairobi or Cape Town or even West Africa, because of that opportunity loss. So, we need to capture that".

CHAIRMAN'S OVERVIEW AND REMARKS

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Moses Karl Sabiiti, Vice Chairman, Presidential Advisory committee Exports and industrial Development noted that they we've realised over time is that the UK should be our natural market to get into this market but we need to deal with a few challenges including standards and sanitary issues to reach a target to contribute to Uganda's revenue in the next five years, to increase the revenue from exports by another $6 billion US dollars.

Hudda Mahmood one of the Uganda's top exporters and an exhibitor at the convention said that several areas identified as part of the $6 billion were fish, coffee, horticultural products, grains, cereals and pulses, beef and dairy. There are a few areas in the industrial development side, predominantly in the steel area that would be something for a possible future in terms of exports.

Also, I noted from Amin Mawji OBE, Aga Khan Development Network that, there is a perception that a large part of the continent has business practices that are corrupt. Corruption has been a problem in many parts of the world.

"Africa is not unique in this. There is corruption here in UK, if we're honest, and certainly in America, so let's not focus this as an African problem. My experience now of Africa is that increasingly, I'm finding companies and businesses that are very ethical, that want to implement good ethical standards and behave ethically.

And we need to fix this perception that corruption is an issue. It is an issue everywhere. Let's not hide from that. But to think that it's the thing that should stop us investing would be a mistake. Uganda has a bright, young, growing population.

The median age of Uganda is 16 years of age. Are we giving them the right education? My experience is that they're not necessarily coming out with entrepreneurial skills, with managerial skills, or with skills that teach them how to be creative.

And that's where the value added is. So, let's try and refocus our education system to teach what we know is a very bright resource to become more entrepreneurial, and become more creative, because that's where the value added is. So, I would focus on those two things, education, and perception."

In his presentation, Engineer Kibuuka stressed that General Salim Saleh, the chairman of Namunkekera Rural Industries Centre, said that "we cannot discuss exports that are at 80% to the UK, unless we focus on the farmer. Namunkekera Rural Industries Centre has exhibited a solution that gives the farmer sustainability, and investors in the United Kingdom are encouraged to come and duplicate what normal Namunkekera Rural Industries Centre has done."

We are happy that the Ugandan government has been totally committed and supporting the convention and thanked His Excellency Yoweri Kaguta Museveni and 1st Lady Janet Kataaha Museveni for the moral support since the inception of the event in 2005 in London. I acknowledge Mr. Apollo Kasiita-Gowa and Mr. Amama Mbabazi who were the initial people who encouraged me to start the events and later His Excellency Yoweri Kaguta Museveni, who since then had been encouraging and supportive of the event.

CHAIRMAN'S OVERVIEW AND REMARKS

Willy Mutenza
Founder & Chairman
Uganda-UK Trade Convention.

Allow me to recognise some special people who have particularly given guidance and dedicated support to the Convention this year, ensuring that it does not only succeed but also attracts the right people. These were: Mr. Subhash Thakrar (Former President of the London Chamber of Commerce), Odrek Rwabwogo (Director, Tomosi's Farm and Presidential Adviser on Special Tasks), General Salim Saleh (Chairperson, Uganda Development Forum), Louis Arinaitwe (Country Director Department for International Trade), Richard Burge (Chief Executive of the London Chamber of Commerce and Industry), Amin Mawji OBE (Diplomatic Representative at Aga Khan Development Network), Pratik Dattani (Managing Director at EPG), Eric Olanya (Country Director, Gridworks Partners), Maj. Gen. Apollo Kasiita-Gowa (Director Citizenship & Immigration Control), Edward Katende (Chief Executive Office, Uganda Development Forum), Eng. Ssempebwa Kibuuka Ronald (Executive Assistant To Chief Coordinator, Operation Wealth Creation), Jaffer Kapasi OBE (Consul General of the Republic of Uganda to the Midlands), Isabelle Defoe (Director, The Promota), Perez Ochieng (Director, SACOMA) and the dedicated volunteers not to mention Mr. Bernard Robinson Magulu, ED Bank of Africa and the organising committee team.

Finally, this event could not be what it is without our partners, exhibitors and sponsors, such as; London Chamber of Commerce and Industry, Aga Khan Development Network, Department for International Trade, Uganda Development Forum, PACEID, Uganda Investment Authority, Kampala Capital City Authority, Uganda Coffee Development Authority, Directorate of Citizenship & Immigration Control, Operation Wealth Creation, Uganda Tourism Board, Economic Policy Group (EPG), Uganda Development Bank, Private Sector Foundation Uganda, Uganda Export Promotion Board, MTN Homeland, Gridworks, AZA Finance, Lagan Dott Namanve Ltd, National Housing and Construction Company Limited (NHCC), Housing Finance Bank, SACOMA Foods and Global Innovation, Jakana Heights, Universal M Enterprises, Buildnet, Alvan Blanch Company Limited and many others.

It is all about you, for you and by you, and it would not be what it is without you. I hope you enjoyed the day and had a productive experience.

Once again, I thank everyone for their continued support for the UK-UG Convention and looking forward to being with you in the coming Conventions.

Thank you so much.

Willy Mutenza
Chairman - Founder, Uganda Convention-UK

"Success usually comes to those who are too busy to be looking for it."

KEYNOTE MESSAGE

HON. JANET K. MUSEVENI, THE 1ST LADY AND MINISTER OF EDUCATION & SPORTS.

I am delighted to be part of this convention and to speak to you on opportunities for investment in Uganda's education and sport sector. First, I must assure you that the government of Uganda recognises the importance of education and economic growth and development and has positioned it high on its national development plan. It is well appreciated that when the workforce is well informed, skilled and empowered, it directly impacts economic growth and development in all sectors.

Human Capital Development is recognised as the cornerstone upon which the economy of any country is established. And therefore, government has continuously allocated a reasonable share of the national budget with a sector to ensure appropriate supply of human resources for the country's development.

Generally, Uganda's education system is appreciated and Uganda is a learning destination for many international students. Let me now speak about the advantages of this partnership.

- First, Uganda's education system is based on the British system, which is a strength to take advantage of, in this UK Uganda partnership, because UK, first established Uganda as education when it was in charge of Uganda's administration.
- Second, the medium of instruction at origins institutions is English, which is also the official language of Uganda. And communication in this partnership is not a problem at all, as I'm sure many of you know.
- Thirdly, there is a conducive climate, for study and business throughout the year, and a stable political environment that strongly supports trade and investment on projects and activities in the education and sport sector, among others.
- Fourthly, Uganda's growing population is high and so provides a large consumer base for investment in the education sector.

Hon. Janet K. Museveni
The First Lady and Minister of Education and Sports

Therefore, in this partnership, I have no doubt in my mind that we can take advantage of several investment opportunities available at all levels of education.

Some of these opportunities include:

1. Establishing institutions
2. Provision of instructional materials
3. Provision of ICT services, training of teacher's provision of consultancy services, transportation of learners, scholarships, and exchange programmes, and many other programmes such as those.

Uganda is promoting science, technology and innovation at all levels of education. And this area requires investment in research, that laboratories and appropriate human resource. Now, at pre-primary level, government does not own any pre-primary schools. Pre-primary education is currently offered by the private sector providers, and government only provides a regulatory framework, training, registration of the teachers and caregivers and support supervision. The private sector has taken a leading role, which is appreciated by government. And indeed, this is a very virgin area for investment in the education sector.

KEYNOTE MESSAGE

Hon. Janet K. Museveni
The 1st Lady and Minister of Education & Sports.

At primary level, Uganda embraced universal primary education in 1997. And since then, primary school children have had the opportunity to study free of charge. These policy initiatives place a burden on the existing facilities. But over the years, government has improved this situation greatly. Today, most schools have good infrastructure, but some have inadequate infrastructure where others require rehabilitation.

A country's population is growing, and more children are yet to enrol. Despite the free government education, there are still many private primary schools in the country, and there is demand for more places. Many parents still take their children to private schools for several reasons. Investment opportunities are therefore still available in this sub sector.

At secondary level, government is implementing the universal secondary education also. That policy was introduced from 2007, which also placed a huge burden on the available infrastructure and to date, the demand for access is much more than available capacity. There are very many private schools that have been established and still cannot even absorb all those who qualify for secondary education. Some of the schools are over enrolled, and many others are in need of quality improvement. Investment opportunities exist in this area, and systems are in place to support investment.

There is an efficient system in place for licencing and registration of schools. Teachers are readily available, there is a national curriculum, and schools are monitored and provided with support supervision to ensure compliance to the set standards.

Technical and Vocational Education and Training: this sub sector prepares technicians for the world of work. Technical and vocational education and training institutions play a vital role in the absorption of primary and secondary school graduates who prefer to be at hands-on technical education rather than on the academic education. There are several public and private institutions across the country offering skills training at both certificate and diploma levels. Enrolments are rising and there are enormous opportunities for investment in this area. The demand for skills training is not exhausted, mainly because of the size of investment required. And many skills training areas in demand have remained and attended to, so there is need for a strong public private partnership. Government of Uganda has given priority attention to skilling all Ugandans in order to produce the skilled workforce needed for development. The private sector has become very active in this area. There is still room for investment.

Our university education: there has been notable growth in the number of universities from one university in 1988, to now 54 universities in 2020. 44 of these are private universities while 10 are public. Enrolments have increased year by year and available evidence clearly shows that there is a capacity gap that needs to be addressed.

KEYNOTE MESSAGE

Hon. Janet K. Museveni
The 1st Lady and Minister of Education & Sports.

Again, investment opportunities are available not only for increased access, but also for competition and affordability, which provides effectiveness in the system. There is room for establishing quality universities because there are so many students who qualify to join university education, but are unable because of limited space currently available.

Also because of affordable and relevant education curriculum in Uganda, many foreign students from the region are studying in Uganda, and this calls for more investment to expand the current student residential facilities. Therefore, investment opportunities are available in this area.

Physical education and sports: As you probably know now, Uganda has awareness of talents in games and sports and the government is establishing sports stadia to promote development of these talents. It is now home to world medallists such as Joshua Cheptegei, Jacob Kiplimo, and many others. There is still great need to invest in international sport stadia, in identification and promotion of talent, set up sports academies, industries for sports equipment and garments and training coaches. This is also a virgin area for investment.

Consultancies: Uganda is a developing country and aspires to attain middle income status in the next few years. As we prepare the human resource, we are eager to share, learn and also benefit from exchange of expert knowledge between our countries. Consultancy is a growing area of business and opportunities exist with respect to the provision of specialised education and skill services requiring managerial and technical experts. This is also a virgin area of investment for those who are interested.

Information and communication technology: this is another area of investment that has drawn so much attention. In the recent past, especially promoting ICT enabled education and training at all levels. COVID-19 disrupted education systems globally. And in Uganda, we had to close down for nearly two years. Countries that had advanced technologies continued to study online, but we could not because of limited ICT infrastructure. We now need to avoid future total shutdowns of the sector by investing in ICT and e-learning. This requires huge investment and is currently a virgin area for investment.

Furthermore, because of great impact of technological advancement, on personal and business lives, many Ugandans are finding themselves in need of having their employees trained in the use of ICT tools. And also, job seekers find that they need to have computer knowledge before they can be considered for jobs. All these present enormous opportunities for investment in ICT training.

As I conclude, let me emphasise that Uganda provides a conducive environment for investment. And I'd like to thank you for inviting me to share investment opportunities available in the education and sport sector. It is my hope and prayer that we will work together to promote investment in this sector, to reap its benefits for economic development of Uganda. I look forward to the future of this partnership. And I wish you a very fruitful convention. Thank you and God bless you.

ACKNOWLEDGEMENTS

UCUK would like to thank partners, sponsors and exhibitors that included MTN Homeland, Gridworks, AZA Finance, Lagan Dott Namanve Ltd, National Housing and Construction Company Limited (NHCC), Housing Finance Bank, SACOMA Foods and Global Innovation, Jakana Heights, Universal M Enterprises, Buildnet, Alvan Blanch Company Limited and many others.

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UDF UGANDA DEVELOPMENT FORUM Fostering Development

UIA Uganda Investment Authority your investment is our business

KCCA KAMPALA CAPITAL CITY AUTHORITY For a better City

EXPLORE UGANDA THE PEARL OF AFRICA

UNOC UGANDA NATIONAL OIL COMPANY

NRIC Namunkekera Rural Industrial Centre

DIRECTORATE OF CITIZENSHIP AND IMMIGRATION CONTROL

UCDA

REMARKS

Speaking of the future, let me just declare my hand and say that I am very optimistic about the long-term trajectory of Uganda. I live in Uganda. And we have obviously a number of short-term headwinds, which we should talk about today. But the longer-term fundamentals are very sound. And having been there for some years now, I can tell you that there is a mood of optimism when one looks beyond the current environment that we're going through. And as I say, I do want to talk a little bit about what those problems are.

To provide some context, I should perhaps start off by saying a few words about the Aga Khan Development Network. We are a development agency. We've been there for a very long time. Many of you here I think will be familiar with the social development work of the African Development Network.
Things like schools, we operate across Asia and Africa, over 200 schools. We have a number of hospitals treating 6 million patients every year. We have two universities with campuses in nine countries. We do micro-finance, we do early childhood education, poverty alleviation, a whole range of what you would typically think of as social development work. But in addition to all of that, and alongside all of that, we also have significant economic development programmes.

To give you some examples, in Uganda, the very first broadband telecom infrastructure that brought the undersea cable to Africa was an African project. The very first large hydropower generation was an African project, which actually was the largest insurance provider in the region.
In Uganda, and across East Africa, we have banking, and some people are often surprised by this.
We're also the largest independent media house back from the 50s, where this was a programme designed to help support democracies, and prepare people for post-colonial world. We're involved in a number of industries, pharmaceuticals, agro-processing, fish net manufacturing, and of course, tourism.

Those of you within Uganda or East Africa generally, will be familiar with the Sarina brand. I mentioned all of that only to provide a little bit of context, but also to say that we are familiar with the terrain, we've been there for over 100 years, we have faith in the region and we are continuing to invest.

AMIN MAWJI OBE

Diplomatic Representative
Aga Khan Development Network

AKDN
AGA KHAN DEVELOPMENT NETWORK

If I forget the first 100 years and look at just the last generation beyond the first century of our presence, our total investment in Uganda alone, including partner capital, is over a billion dollars. And we're today also the last one of the largest taxpayers in Uganda, because the economic activities that I've described are all cash generative, are profitable. And these activities are not purely just for an economic profit standpoint; what drives us is a development purpose. So, we're there to bring global best practice, to help kickstart industries. We're there to help set standards for the industries, help work with government on trade policy and so on.

But in all other respects, these programmes look like normal investments. The difference, of course, is that not a single dollar, not a single shilling goes back to the agriculture. Everything that we generate by way of surplus is reinvested in development. That's a simple policy that we have, not a single dollar goes back.

PRESENTATION

On behalf of Lord Dolar Popat, Prime Minister's Trade Envoy to Uganda

Due to the profoundly sad announcement of the death of Her Late Majesty Queen Elizabeth II, unfortunately, in line with UK Government mourning guidance for civil servants, Lord Popat wasn't able to join the summit physically. His speech was read by Mr. Bernard Magulu, ED Bank of Africa.

Mr. Bernard Magulu
Executive Director
Bank of Africa

Lord Dolar Popat
The UK prime minister's Trade Envoy to Uganda, DRC and Rwanda

"It is a great privilege to address the 12th Uganda-UK Trade & Investment Summit in what is a special year as we mark the 50th Anniversary of the expulsion of Ugandan Asians and the 60th Anniversary of Ugandan independence. This Summit continues to grow from strength to strength, and I would like to personally thank Willy Mutenza and his team for all the work they have done to make this event a success.

I would also like to thank everyone for attending today. We all share a determination to build stronger links between the two great nations of Uganda and the United Kingdom. It is also particularly nice to see Her Excellency, Nimisha Madhvani, also a Ugandan Asian like me, here today, Uganda's new High Commissioner to the UK. Your excellency, you come with a sterling reputation for fostering trade links, and I am sure I speak on behalf of all of us here when I say we very much look forward to collaborating with you and increasing bilateral trade between our nations.

Trade Envoy Programme & Connection to Uganda

In 2016, I was appointed the Prime Minister's Trade Envoy to Uganda and Rwanda, and a few years later in 2020 DRC was added to my brief. For those not familiar with the Prime Minister's Trade Envoy Programme, it was established in 2012 by the then Prime Minister, David Cameron, and is a network of appointed Parliamentarians drawn from the House of Commons and the House of Lords across the political spectrum. Trade Envoys support the drive for economic growth by building on the UK's existing relations with these markets and help UK businesses take advantage of the opportunities arising from our global trade agenda. In addition, we champion Global Britain and promote the UK as a destination of choice for inward investment across all regions of the UK, helping to level up the country.

I am honoured to connect my personal life, my skills, and my interests in this role. I was born in Uganda before coming to Britain as a seventeen-year-old which gives me a unique advantage when it comes to UK-Uganda relations. I have a passion to see both countries thrive and am fortunate to play a role in making that happen.

The UK and Uganda may be geographically separated by thousands of miles, but they are brought together by their shared history, cooperation, and membership of the Commonwealth. We also have the living bridges that are the Ugandan Asians which we are especially celebrating this year.

As Britain looks further afield from Europe and towards other parts of the world, I am glad that there is a greater focus on Africa. There is still a long way to go till we have the trade and diplomatic relations with Africa to truly take hold of the opportunities the continent provides but we are making progress.

PRESENTATION

On behalf of

LORD DOLAR POPAT

Prime Minister's Trade Envoy to Uganda

Lord Dolar Popat
The UK prime minister's Trade Envoy to Uganda, DRC and Rwanda

Opportunities for UK business

Total trade in goods and services (exports plus imports) between the UK and Uganda was £232 million to the end of Q1 2022 and according to the Office for National Statistics, UK investment in Uganda was valued at £214 million in 2020, an increase of nearly 49 per cent on 2019 levels.
This shows that the UK is a trusted partner, and the President frames our relationship through the prism of trade and investment opportunities.
UK quality is well respected but can be undercut on price by competitors. UKEF financing up to GBP2bn risk capacity to support projects in Uganda is available and delivers competitive advantage, therefore it is encouraged to seek such support where possible.
The Government of Uganda is increasingly looking for a package of concessional and non-concessional financing for deals given their tight budgets. UK concessional finance opportunities with British International Investment (formerly CDC) are therefore increasingly important and provide potential opportunities to co-develop deals.

Developing Countries Trading Scheme

The UK is reshaping trade with developing countries through the recently launched trading framework: the Developing Countries Trading Scheme (DCTS).The DCTS will be one of the most generous sets of trading preferences of any country in the world, helping to grow trade, boost jobs and drive economic growth. This new scheme demonstrates UK commitment to building long term, mutually beneficial relationships with Uganda.
Under the DCTS, Uganda will continue to benefit from duty free exports to the UK on everything but arms. The DCTS will provide a more generous trading arrangement for Uganda thanks to simplified and more flexible rules of origin, making it easier to produce goods using components from other countries without losing duty-free status.
Coming into force in 2023 it will ensure that over 99% of all goods exported from Uganda are eligible for duty-free access to the UK, potentially saving over £600,000 of tariffs each year.

Challenges

The war in Ukraine has significantly impacted the world especially in relation to energy costs and food security.

Our focus

The UK Government's trade and investment objectives focus on creating jobs and UK partnerships that support inclusive economic growth; Supporting large-scale job creation for a growing youth population; positioning the UK as a partner of choice for trade and investment; and pushing more ambitious climate action.

Ultimately, we want to increase bilateral trade between Uganda and the UK. Our offer to business includes UKEF, private investment vehicles, ODA led finance, access to the government and DIT in country support.

PRESENTATION

On behalf of
LORD DOLAR POPAT
Prime Minister's Trade Envoy to Uganda

Lord Dolar Popat
The UK prime minister's Trade Envoy to Uganda, DRC and Rwanda

Growth Gateway

A key example of how we are working to promote bilateral trade is the Growth Gateway programme. Growth Gateway is unique in that it uses a blend of both trade and development approaches to increase trade and investment between the UK and Africa, demonstrating the power of trade as a force for good.

The programme's digital portal has already helped to support over 200 UK and African businesses to trade and invest in one another's markets – since its launch in January – and is just one example of how we can successfully bring together both our trade and development support.

Deals Between UK & Uganda

It was a privilege for me to be in Kigali in June this year to attend the Commonwealth Business Forum and I was delighted during the Forum that Gridworks and NMS Infrastructure Ltd were able to conclude and sign contracts in their relevant fields of expertise with their Ugandan partners.

Such contracts, I hope, are a catalyst for more and I am keen to hear from any UK company looking to do business in Uganda.

Conclusion

In conclusion, we have made great progress since I became Trade Envoy, and many would say we are enjoying a good trading relationship. However, we can and will do so much more.

I am positive through our trade and investment relationship we will help create opportunities both here in the UK and in Uganda.

President Museveni, our nations are stronger together and working in partnership, focussing on trade and investment will bring a prosperous future for all of us.

Thank for your time and I wish you and all those present ever success."

SPECIAL THANKS

This year, Mutenza, the Convention's chairman on behalf of the organising comittee of the 2022 summit recognises some special people who have particularly given guidance and dedicated support to the Convention, ensuring that it does not only succeed but also attracts the right people.

Richard Burge
CEO,
London Chamber of Commerce & Industry

Lord Dolar Popat
The UK prime minister's Trade Envoy to Uganda, DRC and Rwanda

Gen. Salim Saleh
Chairperson, Uganda Development Forum)

Odrek Rwabwogo
Special Presidential Adviser on Special Tasks)

Subhash Thakrar
(former Chairman, London Chamber of Commerce)

Amin Mawji OBE
Diplomatic Representative at Aga Khan Dev. Network

Maj. Gen. Apollo Kasiita-Gowa
Director Citizenship & Immigration Control

Pratik Dattani
Managing Director EPG - Economic and Strategy Consulting

Edward Katende
Chief Executive Office, Uganda Development Forum

Eric Olanya
Country Director, Gridworks Partners

Mrs Perez Ochieng
Executive Assistant To Chief Coordinator, Operation Wealth Creation

Jaffer Kapasi OBE
Consul General of the Republic of Uganda to the Midlands

Louis Arinaitwe
Country Director Department for International Trade)

Robert Mukiza
Director General Uganda Investment Authority

Session

Doing Business in Uganda Cross border Trading, Access to UK Supply Chain, Projects Financing

Panellists

Richard Burge
Chief Executive of the London Chamber of Commerce and Industry

Subhash Thakrar
Former Chairman of the London Chamber of Commerce

Amin Mawji OBE
Aga Khan Development Network

Elizabeth Rossiello
Founder and CEO, AZA Finance

Edward Katende
Moderator / CEO, UDF

Edward Katende's question (moderator)
I've been for years seeing the London Chamber of Commerce and Industry taking missions to East Africa, and to Uganda in particular. From your experience over these years, can you share your insights with investors today who are interested in investing in Uganda?

Richard Burge, Chief Executive of the London Chamber of Commerce and Industry:
My experience is not just of Uganda, and not just of London Chamber, but I've lived and worked in Sub Saharan Africa for over the last 30 years. Things are changing, quite dramatically. The good news is Sub Saharan Africa now is seen as a potential and current source of high-quality value-added products and services. Whereas I think a few years ago, it was seen as the source of raw materials to which other people could add value and earn most of the money. And I think very positively about that. I think African governments and businesses have also realised that what they have to do is invest in increasing the value-added component within Africa, so that the money stays inside your country, in this case in Uganda, rather than being run by people who do relatively little but take most of the value elsewhere. So, I think that is good news.

And I think alongside that, the capability within Africa, which is basically a skills base, has improved enormously. And I don't want my first piece of advice to be 'don't forget the skills base', not just simply because it's useful for you, but because it is a commodity in itself to sell. In this country, we have a low birth-rate, and within a few years, we'll have a declining population. Africa has, I think, what is beginning to become the most valuable asset by the middle of this century, which is a trained and skilled young workforce, so, nurture that.

We've heard lots about sustainability. I think that's very important. Sustainability is part of environmental, social, and corporate governance. Be careful what you promise, the world of sustainability and ESG is now coming under a very robust scrutiny. Do not claim things that you are not delivering. And be very careful that when you claim sustainability in one angle, you will not be compromising your sustainability credentials by not being careful in other angles, so be ruthless in interrogating yourself, because somebody's going to interrogate you for it.

Second thing is provenance; there are some extraordinary stories on the featured videos today, but particularly the big companies who are putting their workers and their chief executives in their smart ties and suits, their workers, their production managers, their farmers on the screen, provenance matters in the world now. It is about demonstrating uniqueness. It's about demonstrating honesty. And it's also about demonstrating true expertise. It is relatable. And I don't think we should underestimate now in the modern markets how much provenance, relatability and uniqueness are becoming important.

And finally, it's not about Uganda, it's about the things that Uganda produces and can do. So do not be confused - and I'm not going to be thanked for this by the Ugandan Government- by allowing images of presidents and politicians, or good logos with Uganda all over it, to substitute for the thing that really sells your product, which is your people and the products themselves. Focus on those. You should look at London as not just a marketplace for the UK, you should look at London as a place with which you can reach the rest of the world.

Doing Business in Uganda Cross border Trading, Access to UK Supply Chain, Projects Financing

Now, whether leaving the European Union or not was a wise thing to do, we'll have a view on that, but the fact is, it's happened. But it does give an opportunity for the UK, because the UK is now hungry to be much more a marketplace for the world. And in Uganda, Ugandan businesses should be exploiting that to the limit.

Moderator's question: Amin Mawji, you talked about the different investments that the Aga Khan Development Network has made in Uganda? Where do you see the challenges? And where do you see the opportunities when it comes to investing in Uganda?

Amin Mawji OBE, Aga Khan Development Network: People often focus a lot on the challenges of investing in a place like Uganda or Africa more generally. I find very often when I speak to European investors, the thing that is topmost in their mind are exactly the kind of sentiment that's at the heart of your question, which is, what are the challenges? They have heard about corruption, about bureaucracy, about the lack of productivity. And I think these are issues we do need to address. I was involved in a study a few years ago that looked at where Direct Foreign Investment (FDI) into Africa comes from? And I was actually quite surprised at the results, because it showed that most of the Direct Foreign Investment (FDI) came from other African countries, or it came from other parts of Asia. In other words, it came from those companies who knew how to do business in Africa. And I think for Western companies who have this slightly outdated image of Africa as being a place where it's difficult to do business, that's the thing we need to correct. Because those who understand Africa are investing, you know, like Saudi Arabi. And we have MTN here as a signpost. They're investing. We're seeing Nigerian investing people who understand Africa and know that there's opportunity, and they know how to navigate those opportunities.

So, to answer your question, I think we could speak all day about the potential challenges. But the real answer is that there are ways of working out these things on the ground, ways of dealing with issues. And I have to say, I think the government is doing a lot to try and fix some of these perception issues. In terms of the rule of law, land is still an issue I think, but the rule of law generally is being dealt with, such as regulation, enforcement of standards and tax regime. These are all things which are improving the situation. And yet the perception in the West is still a long way behind. And I think that's what we need to fix.

Moderator's interjection: When you talk about understanding Africa. Can you unpack it a bit? What could that entail?

Amin Mawji OBE, Aga Khan Development Network: There is a perception that a large part of the continent has business practices that are corrupt. Corruption has been a problem in many parts of the world. Africa is not unique in this. There is corruption here in UK, if we're honest, and certainly in America, so let's not focus this as an African problem. My experience now of Africa is that increasingly, I'm finding companies and businesses that are very ethical, that want to implement good ethical standards and behave ethically. And we need to fix this perception that corruption is an issue. It is an issue everywhere. Let's not hide from that. But to think that it's the thing that should stop us investing would be a mistake.

The other issue is that we have a very bright, young, growing population. The median age of Uganda is 16 years of age. We're talking about a very young population, who are bright, who are keen to learn. I question in my mind, whether we're actually giving them the right education. These young children are being taught in good schools, but they're learning largely by a lot. My experience is that they're not necessarily coming out with entrepreneurial skills, with managerial skills, or with skills that teach them how to be creative. And that's where the value added is. So, let's try and refocus our education system to teach what we know is a very bright resource to become more entrepreneurial, and become more creative, because that's where the value added is. So, I would focus on those two things, education, and perception.

Doing Business in Uganda Cross border Trading, Access to UK Supply Chain, Projects Financing

Moderator's question: Subhash Thakrar, from your experience as the former chair of the London Chamber of Commerce, what can you add on what the previous two speakers have contributed?

Subhash Thakrar, Former Chairman of the London Chamber of Commerce: I am by the way, just the same as the new High Commissioner and Lord Popat. I was born in Uganda, and have been here 50 years. And we're now just about to be celebrating the 50 years of arrival of Ugandan refugees into UK and how successful that refugee group has been in the history of the UK.
It's been now recorded as the best immigrant group that we've ever had in the UK. And that's a loss to Uganda. But as they say, in Hindi language, you are born in a country, so that becomes your mother country, and Uganda is my mother country. And then you perform your karma in another country, which is Britain.

So today, I have two mothers, the mother country that I was born in, Uganda and the UK where I'm performing my task, my karma. When I was chair of the London Chamber of Commerce, that was a time when I was lobbying with the then Prime Minister Cameron to introduce a new kind of idea. And that was just like we have in diplomacy, the High Commissioners and ambassadors. *Why can't we have ambassadors for trade and investment?*
And I'm so glad that although he never acknowledged in writing, but he acknowledged my letter, and he did implement by the action that we have today in Lord Popat. Our trade and investment envoy started off for Uganda and Rwanda, and now DRC. And look at the result of that. It's been an amazing success in how the investment has taken place, because he is bringing focus into the play. And I totally agree with that.

And more importantly also, let us not forget that President Museveni has brought a huge amount of stability in Uganda over the last 25 years. And for investment and business people stability is very, very important. Every businessman here will agree with me that if you have that, it works. *Have you ever seen any other convention for African countries in the UK, but every year apart from the COVID period, Willy Mutenza regularly hosts a conference and convention for Uganda?*

I think you've already heard in Lord Popat's speech that there's been a lot that the UK Government has done and supported through export finance and so on. And through Richard and myself, at London Chamber of Commerce, we have led trade missions to Uganda regularly, so we are doing our bit.

Now, I think we heard in other speeches of the potential for Uganda in the agriculture sector, in logistics and education. Amin Mawji OBE has made a very strong point that you can only change an economy by generation. And today Uganda has got a very young generation. So, if you give it another 20 years, we need to produce the best of entrepreneurs, best business people, investors, professionals in Uganda by changing the education system. And where is the best world education? It is in the UK. So, this is the time for us to collaborate and work towards better education as well.

Agriculture was mentioned and I think I really enjoyed the comments about the cold storage systems. Uganda is well ahead and I still enjoy the Matoke that comes from Uganda at our local greengrocer here, but it's not organised. I get the coffee. Look at the packaging of the coffee outside. It's world class. But it doesn't come here that often, it's not brought here. So, there is a gap in what the potential of Uganda is in the way of youth, in the way of education or agriculture.

- *Why is it that the West is not yet ready and becoming a market for Uganda's products?*
- *Why is it that we are having to struggle for that?*

And my solution and suggestion are that this is where Uganda government has to play a role by providing support, not just in the field of having this kind of conventions, but actually helping the business men to promote their products to make sure that the agricultural packaging, processing are done in Uganda, so that the products can be marketed here. This market is ready for it. And as Richard has said, we are the gateway for the rest of the world for Ugandan products. Uganda produces the best of pineapples, coffee, avocados, and when you go and taste them, you get the flavour. So this is where the potential is, in my opinion.

Doing Business in Uganda Cross border Trading, Access to UK Supply Chain, Projects Financing

Elizabeth Rossiello, Founder and CEO, AZA Finance: I think I'm maybe the only ambassador of the tech community up here. I founded the company 10 years ago, right when the tech boom was happening in Kenya. And very famously, there was an iHub, a Technology Centre in Nairobi. But what most people don't know when they go around the world talking about Africa Tech was that the MTN Innovation Centre in Kampala was established even earlier. And some of the best technical innovation in terms of bank integrations, mobile money and digital layers was happening quietly, discreetly in a very Ugandan way, right next to their louder neighbour. And we although founded in Nairobi, actually have moved our banking operations to Kampala because of the ease of doing business. And we found that there was a lot of noise, a lot of welcome in Kenya, but it was a struggle bureaucratically to grow. And a lot of the Kenyan FinTech's peaked while we moved our business. We opened up operations in Nigeria, Ghana, Senegal, and South Africa, UK, Spain, Europe everywhere, and we're dealing right now with over 15 African regulators. It was the Bank of Uganda that gave us our first licence. And I won't say they're the easiest regulator, but they are the most efficient.

That's important, because you don't want an easy regulator, because then you have an easy licence. You want a regulator that's efficient, that's communicative, and that's fair. And we love working with the bank of Uganda. We talk about our secret, this Pearl of Africa, in the digital and financial space, being Uganda, and a lot of people say internationally in the investment community, "well, I thought Nigeria and Kenya were the only two FinTech hubs".

So, I think we have to think about Uganda, in addition to its physical infrastructure, for its ability to increase transport and logistics and agriculture, but also for the digital layer. I know there's a lot of noise in the media about digitalization and digital world and it's hard to move to that space when we still have so much work to be done in the physical world, but they have to be done in parallel. A big example that we see in the UAE, for example, is that when they developed the airport, there was an entire digital layer developed at the same time. So, your visa registration, your customs registration, your connectivity to investment into the hospitality area are all integrated in a digital way in the UAE. Now, that's a very small country.

And similarly, in Rwanda, we have some of that happening. But there's a huge opportunity in Uganda. Some of you might not know that some of the best software engineers and young digital nomads and digital pioneers are living in Kampala. And I think there's a lot of them that have now exported themselves to Nairobi or Cape Town or even West Africa, because of that opportunity loss. So, we need to capture that.

And I would say to everybody here, investing in traditional sectors, whether it's agriculture, or logistics, or infrastructure, don't forget to be hiring and thinking about your digital strategy. I don't just mean social media. That's not what I'm talking about. I'm talking about how are you thinking about digitising the information on your supply chain, to connect it into global systems that are happening. Now we work with foreign exchange and payments. *And that is a very sensitive topic globally, when it comes to corruption, right?*
There's nothing better than an American bank likes to do then immediately ban a transaction from Africa, right? And so, a large part of what we've done in the last 10 years is prove that there's nothing special or uniquely different about African transactions, we can provide the same documentation, the same databases than anyone else in the world can. And we've been really proud that our hard currency transactions are actually coming out of Ugandan banks.
And, you know, when we had investments from California or Europe, they would say, 'that's your transaction hub, how do you possibly get those transactions approved?

And we said the same way anybody else does. We follow the rules, we collect the documentation, and we get it done. And Ugandan companies and East African companies have this documentation, they want to do it. There's this huge bias around the world that African companies can't be KYC or can't be compliant. And this is something that we actively work against. We're really proud to have shown that there is this trans-African or Pan African trade happening. Some of our best corridors right now are between Nigeria, South Africa, West Africa, Anglophone and Francophone Central Africa.

And a lot of that is being done informally in the corners of Uganda. But what really needs to be happening is more formal integration of that Pan African trade. We shouldn't let that live just in the multilateral institutions. God bless the African Development Bank and all of the larger multilateral institutions, but they move at a different pace than the rest of us. And so, it comes relayed to the private business community to forge those contacts and we are here to facilitate that with our ability to trade African to African currencies. And I think it's great to have UK African trade, but also Pan African currency trade.

Doing Business in Uganda Cross border Trading, Access to UK Supply Chain, Projects Financing

Question by David Smith, Chairman of British African Business Alliance: We've identified some 17,300 business professionals in the UK with links to Uganda. How could Ugandans in the UK engage in accelerating development?

Addison Stuart Mwesigwa: I'm part of the private sector from Uganda. I work with Roofings group, one of the fastest steel and plastics quality manufacturing entity. I want to say it is possible. Many of you are saying you are born in Uganda, but you have lived elsewhere. My chairman Dr. Sikander Lalani was also born in Uganda. He lived here and went back and invested into Uganda and the company achieved an investment level of $300 million from the $2 million invested in 1994, when the company was licensed to operate in Uganda by the UIA and currently invests an average of UShs 276 billion per year in value addition.

I think you can see that there's plenty of opportunity. And Uganda as a country, I can only say is very promising. The tourism sector is still untapped.

Elizabeth Rossiello, Founder and CEO, AZA Finance: I think every corporate entity should have a fund to invest in adjacent new companies. That's where we get new ideas. So, what we've seen successfully in other African markets is corporate investing in seed stage companies to start doing R&D outside of their company, but still very close by. You have to think that maybe your company doesn't have the right culture to do technical innovation in every area. So, you can have seed stage companies and a satellite around you doing a kind of an internal-external R&D under your watch. We've seen that to be very successful for investing in a small way, but in a very powerful way.

Amin Mawji OBE, Aga Khan Development Network: on the question on how can the diaspora support Uganda? How can you get reconnected? The diaspora already sends huge amounts of remittances, over a billion dollars a year from the Ugandan diaspora back into Uganda. But the real value, I would say, is not the financial capital. The real value is in the knowledge capital. If we can get Ugandans who are outside of Uganda to bring their knowledge and their experience, that's a huge asset that Uganda could do with. We're building hospitals at the moment in Uganda. We know that there is a huge shortage of high-quality medical practitioners. But we also know that some of the best medical practitioners in the world are Ugandans, they just happen to be working here. If we can convince that group of people to come back to their country of birth, and work in Uganda, I tell you, it will be transformational.

Subhash Thakrar, Former Chairman of the London Chamber of Commerce: I will respond both those comments/questions and a comment with a little of my own story. If the President was here, he would have called me a man from Busoga where I was born. My grandfather left India in 1914. And he settled in Uganda and did his business there. My son, my grandfather's great-grandson, exactly 100 years later, has gone into Uganda. And now he's in business into hospitality, education and manufacturing confectionery. So, Diaspora is getting involved. Uganda has its attraction. And people are getting involved. We need to do more of this kind of awareness exercise, which is what this convention is about. I think, apart from those who are attending, there'll be many more people who will hear about this convention on social media. And I think young people are beginning to take interest in Uganda, which is where I think that is fair. I will get involved.

Richard Burge, Chief Executive of the London Chamber of Commerce and Industry: I think it's about partnership, and it's in the title of this event. Uganda is no longer a place you do things for or you do things to, it's a place you do things with. And I think the power of the diaspora is not just about inverted commas, “Returning home”; it's about staying in the wider world, and being both a representative of Uganda and an interpreter of Uganda to the rest of the world. It's that bridging, because in the end, we're in the 21st century business, it's no longer about expanding into a country and taking your workforce into a country. It's about partnering with that country. And that's why the soft business skills and the soft education skills of Uganda are going to become more and more important, because that enables Uganda to be a partner in the world, and not a recipient of the world's benefits. I think it's there already, but the important thing now is to take advantage of it, keep value inside Uganda, and send overseas your talent to interpret Uganda for the rest of the world.

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Session

Oil, Gas, Energy and Infrastructure Opportunities and in Uganda

Panellists

Simon Hodson
CEO, Gridworks Development Partners LLP

Andrew Bamanya
Director & LDNL Project Director

Jimmy Mugerwa
Chairman DFCU Bank

Gerry Cawley
Director Lagan DOTT Namanve Limited

Tarun Verma
CEO and Founder Nexus Green

Eric Olanya
Moderator / Country Director, Gridworks

This session looked at the progress that has been initiated between Uganda and the UK government. Many of them are projects that have been supported by UK export finance. Others are investments that are coming into Uganda.

We need to look at the progress on these projects, to give us a feel of what it means to work in Uganda.

Tarun Verma,
CEO and Founder of Nexus Green

Tarun said "I'm really proud and excited about the future of Nexus Green in Uganda and what we're achieving on a day-to-day basis. With the support of the UK Government through UK export finance, we were able to raise over 100 million Euros to be able to blanket the country with the solar irrigation systems to allow farmers to generate sustainable farming, create high value crops to be able to export to countries like the UK.

I heard one of the panellists mentioning packaging, we desperately need a good company to do the packaging, so that we can have the whole process done in Uganda to be able to export to superstores like Tesco, Asda and Sainsbury, and the like.

This project is really special, because once it is completed, it will in itself contribute to about 3.9% of the GDP of the country. So you can see what kind of impact it's going to have, also considering the fact that it is going to employ 1000s of people directly and indirectly.

Through the actual project itself, 2,500 farmers are going to be directly employed using irrigation for their farming; around 10,000 acres will be of productivity on the lands, increasing the average income of 20 million Uganda shillings annually per farmer. So, it's pretty huge.

In terms of the water itself, this will increase safe and clean water.

Over 200,000 people in urban areas will now be able to access clean water, and over 500,000 people will be able to access clean water in the rural areas. And out of those people, 40% are women who will now not have to walk on an average of 10 kilometres a day to collect water. This actually reduces from water source to the point of them collecting water to a mere 500 metres, increasing the community's productivity, reducing time spent on collecting water, and essentially creating security for food. My team in Uganda is very proud to be part of this project. It's a case of working together with UK export finance and it has been fantastic working with our partners in Uganda, and essentially our partners who brought the whole project together. (ctd below)

Oil, Gas, Energy and Infrastructure Opportunities and in Uganda

Special thanks to Eric and Willy Mutenza for this amazing opportunity to be able to speak. I'm not a big speaker on these public affairs. But I think it's really important to inspire other entrepreneurs in this field who really have no relation to Uganda. Uganda, being so open armed, has allowed us to participate in something of this scale and so complex, able to blanket the country and they gave us the opportunity. The government of Uganda are fantastic to work with, and the people of Uganda. I'm the only non-Ugandan in my company in Uganda, their talent is phenomenal. And the best thing I can say is that they actually go above and beyond to do what they say they're going to do. We're very proud to be part of this project.

And we look forward to doing phase two. The President has announced that we are doing phase two which is another 700 sites. Also, he's given us the opportunity to partner with another company to do a massive project in Karamoja which is going to be the largest dam in Karamoja, in Uganda shall I say, which again will create a lot of securities and reduce unnecessary problems in Karamoja in terms of drought and issues with connecting to water.

We are obviously a very new dynamic company, a little bit disruptive, but I think that's what this kind of business needs, and we are doers. We're looking for more and more partners to do more business in Uganda. I'm a true testimony that by persevering, being consistent and persistent, you can really achieve big things. Uganda is a brilliant place to do business. Actually it is the place to do business. And I welcome you all, I'm very proud, and I can only say Asante.

Gerry Cawley,
Director Lagan DOTT Namanve Ltd

Gerry said that they have been on the ground now in Kampala for a couple of years. “When I first started this voyage, over five years ago, as international development director, I was responsible for looking at East Africa. And we were looking at a number of countries at the time. It became very apparent that Uganda was top of the list for doing business with. As echoed by previous speakers, it was a friendly environment with lovely and warm people, and continues to be lovely and warm to us every time I travel. Also, the business community was keen, active, engaged, and wanted to do business. Ministers, government officials, and the President were very happy to have us involved and welcomed us to the field and continue to do so and continue to support us. And for that continued support, we are extremely grateful. Our partners, DOTT Services were a very welcome partner. They have been on the ground for over 25 years having celebrated their anniversary recently. And we are very happy to have them with us.”

Mr Cawley also mentioned that “one of the key things when we commenced this project was that we deliver a quality project in line with British Standards, on time and on budget. That is very much still our intention. We will drive hard to do that. And we are again supported by a lot of key people. The President has a personal interest in it, because clearly, he is pushing the industrialization and markets for Uganda. And he wants to see it completed as soon as possible. And we thank him for his involvement and support. Hon. Evelyn Anite, Minister of State for Privatization and Investment has been a strong supporter to the team. And we thank her for her efforts. Robert Mukiza, Director General of Uganda Investment Authority, and Alex the project director, work hand in hand and day to day with us to overcome the various challenges and to drive the project forward. So, we're extremely grateful again to them for their continued help. As I say, Uganda is a brilliant place to do business. We cannot highlight that enough. I think anyone that's interested in entering the market will find a willing and welcoming support. If we can be of any assistance and if we can help anyone to make contacts or whatever, we're quite happy to get involved. Thank you very much for your time.”

Session

Oil, Gas, Energy and Infrastructure Opportunities and in Uganda

Andrew Bamanya, Director & LDNL Project Director

Andrew revealed that all the surveys site ground investigations for the project are now complete. “The majority of the designs are completed on the works ongoing with a blacktop having commenced in early August. However, we have had some challenges on the project, which we just briefly mentioned, like COVID impacting everyone globally. We did not escape this either. Working the Brownfield certainly presents some challenges. With the park being occupied at 60%, it is actually a very interesting platform to do some works. 50% of the road corridor we needed were intruded upon by different investors. However, we've worked closely together with the Uganda Investment Authority to help us sort this out. There will certainly be some delays to the completion date. But we are fixing and fighting hard to keep these at the bare minimum. So, on a positive note, the project is moving forward. And we're looking forward to delivering the state-of-the-art Park by 2025."

Simon Hodson, CEO, Gridworks Development Partners LLP

Simon was pleased to be one of the sponsors, playing a key role in making the convention a success. Simon added that “there's a long tradition of cooperation between Uganda and the United Kingdom. A brief introduction to Gridworks: we were set up by shareholder British international investment, and we are owned by the British government. We develop and invest in electricity networks, principally in Africa. We provide long term capital, in transmission into distribution, both on-grid and off-grid. At the heart of what we do, is contributing towards economic development. I think everybody in this room may be aware that there is a very, very strong correlation between the provision of reliable, safe and affordable electricity as a driving force and catalyst to economic development. And we do what we do in this space as part of our mandate. The fast-growing demand for electricity means that African countries must build more energy infrastructure, but many countries will not reach their potential if their electricity sectors are not financially sustainable, and can't provide affordable and reliable power to their customers.

We will let down this generation of Africans, and indeed the next generation and perhaps the one beyond that, if we're not able to tackle the status quo in electricity. Today, we're at a tipping point, with billions of dollars needed for electricity network programmes across the continent. But a number of farsighted African governments, I think, recognise that new forms of funding and reform are needed with private sector investment, a key part of this new thinking. Privately funded transmission and distribution have been used for many, many decades around the rest of the world. And it's crucial that the African continent also has access to this form of capital in order to meet the challenges it has today, and will have in the decades to come. GridWorks has been working with a number of governments, not only in Uganda, but across the continent to develop sustainable forms of funding models that address the energy needs and infrastructure needs of the countries. I'm pleased to say that Uganda is at the vanguard of such relationships, and is the subject of what we'll talk about today." (ctd below)

Session

Oil, Gas, Energy and Infrastructure Opportunities and in Uganda

Earlier this summer, Gridworks in the government of Uganda, as Eric Olanya, Gridworks Country Director mentioned, signed an agreement to develop what is a first of its kind project with private sector capital in the transmission sector to support and develop Africa's extensive plans for transmission networks. This $90 million project is to be developed and financed by Gridworks with partners and will provide substation upgrade capacity in Tororo, Mbarara, Mirama Hills and others. It will ultimately deliver better quality electricity to existing and new customers, and particularly to large industrial users who need affordable, reliable energy to help create jobs and boost the economy. I'm also delighted to announce that we're working closely and supporting the development of an electricity interconnector project between Uganda and DRC.

We've worked with the government of Uganda for a number of years. Indeed, our shareholder British International Investment (Development Finance Institution) has been working on the African continent for 70 years and 60 years in Uganda, and has a very extensive and large footprint there. And I want to recognise the ambition that we have in this space.

One of the main reasons we've been able to launch this new project and set an example to the rest of the continent is because young Ugandan leaders have been bold enough to embrace a new form of financing. It's not new, but relatively new in Africa to reform the electricity system. And Uganda has a regulatory system which is widely known to be one of the best on the continent in Africa, and it indeed is recognised around the world. We're working with several other African governments across the continent.

And I know that many of these counterparties with whom we work with day to day, are watching Uganda's pioneering approach in this space, looking to what happens next. And they are waiting to see this approach with excitement, and are keen to follow the example set by Uganda. So, I want to thank you all for being here today, and look forward to talking to you about how Gridworks will be a strong partner for Uganda and its people and its businesses.

Thank you."

Video Transcript:

Simon Hodson, CEO, Gridworks Development Partners LLP: "The Amari project consists of the rehabilitation and upgrade of four very important substations in the transmission Network of Uganda.

These substations are important because they will allow the absorption of renewable energy coming on stream immediately from hydropower. And this, these electrons will flow across the network and support access to new customers and economic growth for industrial businesses in Uganda. It's well known that having access to electricity at affordable prices is an incredibly strong catalyst for economic growth. And this project will allow that."

Hon. Ruth Ssentamu Nankabirwa, Minister of Energy and Mineral Development commented that, accessibility is very key. "We have an old electricity infrastructure that needs upgrading. And that includes those transmission lines, but also related to substations. Gridworks is going to help us upgrade Mbarara, Mirama hills and Nkenda and this covers a long stretch of south-western Uganda,

Simon Hodson said "the Ugandan Government has been incredibly insightful, and forward thinking in working together with Gridworks for what has been several years in development. And I'm really, really happy to say that we've had a very, very strong working relationship with the Ugandan Government across all of the agencies and all of the departments to bring this project to where it is today."

Hon. Ruth Nankabirwa stressed that Uganda is open for investment with attractive incentives. And probably one of the best welcoming people in Africa.

Simon Hodson said "the rest of the world has benefitted from private sector capital in transmission infrastructure for several decades. And I think it's only right that the African continent has access to the same form of capital, which is badly needed to drive and support economic growth across the continent."

Hon. Ruth Nankabirwa said "Uganda's economy has kept on growing. And therefore, this is the right time for the government under PPP to partner with private investors."

Simon Hodson said "this project is obviously important in the context of Uganda, but outside of Uganda, the rest of the continent is looking at this project.

Many of the countries that we are working in as Gridworks counterparties in government are looking at this project and say, 'wow, this is what we can do in to unlock critical infrastructure projects in our countries.' So, the rest of the continent is definitely looking at Uganda."

Session

Oil, Gas, Energy and Infrastructure Opportunities and in Uganda

Moderator's question: Eric Olanya, Country Director, Gridworks Development Partners LLP

Gridworks has been working in Uganda to develop a number of key projects. I knew that one of the projects that were going to be announced later today, based on his Excellency's initial coming, was the DRC interconnector and the others in the pipeline. I'd like to ask why? What is great? And why Uganda at this time?

Answer by Simon Hodson, CEO, Gridworks Development Partners LLP

I would say why not? Why not Uganda? But I think the question is a little bit wider than that. I mean, the infrastructure needs of which electricity is just one component across the continent is obviously huge, and is not going to disappear anytime soon. But there is a distinction between need and opportunity, a very big distinction. And if you're trying to bring capital into a space, as we are at Gridworks, in a way that capital has not flowed before, then the bottleneck is often for us. I get asked this question a lot.

How do you decide where you work on the continent of Africa? The answer is actually quite simple. It's where we are, where we are received well, and what does that mean? Where the counterparties in government are receptive to what we can do for the economy, that they're receptive to putting in place the building blocks in a regulatory and legal way and all other aspects of an infrastructure process that are required to allow private sector capital to flow into space.

Now, whilst private sector capital in an electricity generation has been present for close to 30 years, it is relatively new in transmission and distribution. That's not the case in the rest of the world where private sector capital has been flowing into this space for many, many decades. But it is new to Africa.

The hard graft takes years and years of putting in place all of the milestone steps that are required to create an investable infrastructure project.

We have been very well received in Uganda, and the day-to-day counterparties that when we work in the Ministry of Energy, Ministry of Finance, Electricity Regulatory Authority, ATCL and the regulator's office are extremely understanding and willing to embrace a new form of doing things. It's not always easy, but they're willing to embrace it.

Video Transcript:

"It is not easy these days for farmers. The dry season is too long. And the rain season is too short. When I was young, we used to have good seasons; we used to know when to plough, when to seed it, when the harvest is. In fact, our great fathers named the months according to the seasons., I applied for help to have irrigation. I'm so happy because they're really working hard to see that the project will help people"

Anita Nelima said that the solar power and irrigation systems is going to help to adapt to the climate change by giving the farmer the control rather than having to put seeds in the ground and then the rains don't show up as expected and the seed is destroyed. Nexus Green Limited is a UK based engineering procurement and Construction Company. "We are implementing a project for the Ministry of Water, designing supplying and installing about 687 irrigation solar power systems."

Roy Ongeyuru, an Environmental Health and Safety manager said "we have engaged the land owners, the beneficiaries; we have trained them in better farm management practices, which is very sustainable. This environmental and social monitoring plan that we have developed for this site will continue being implemented even after Nexus Green has handed over these sites to the Ministry."

Janet Rogan, COP26 regional Ambassador for Africa and the Middle East said that, this technology, method of irrigation and solar power has now has changed the whole dynamic.

Session

Oil, Gas, Energy and Infrastructure Opportunities and in Uganda

Moderator Question: Eric Olanya, (Country Director, Gridworks Development Partners): Jimmy Mugerwa, Chairman DFC Bank, paint us a picture of what you see, as the oil sector in Uganda, the major activities that are happening.

Answer by Jimmy Mugerwa, Chairman DFC Bank: The oil and gas sector in Uganda has been talked about probably since 2006. It is one of Uganda's big projects today onshore in the world, 6 billion barrels of oil reserves in place, which has been found, of which 1.6 currently could be recovered. There is an opportunity of an investment between $15 to $20 billion, which is going to come through the upstream, that is, getting the oil onto the ground; the midstream, transporting and refining the oil; but also the downstream and also some of the facilities that we have seen like the Kabaale airport, the roads and several other projects.

When we talk about $15 to $20 billion of project, to a lot of people in this country, that is probably not a lot of money. But if you put it into the context of the Ugandan economy, which is a $39 to $40 billion dollar economy, then a $15 to $20 billion project is a sizable project. And you need to sit up and really listen. It's got an opportunity as a country to give us a project of a mega size we've never had. Today, it is probably the biggest project which we've had done in the range of about a billion to a billion and a half. And here we are talking of about $15 billion. You then talk about the jobs that will be created. The direct jobs are about 15,000, the indirect and induced and everything taken together is 150,000 jobs. The project will also be able to bring all that opportunity to people who have not had an opportunity to have jobs. You will talk about just even moving up the poverty line. If we're going to move people up the poverty level, the SDGs of the UN, you do need to ensure that you move people up the energy ladder. And this is a project that will give us that opportunity.

What I can say is that the Ugandan project has an opportunity to give us economic development, an opportunity to give us jobs, an opportunity to be done in a sustainable manner and also, there is an opportunity for a lot of infrastructure development, like you've seen on the airport.

Eric Olanya: You hinted on why Uganda should invest in the development of oil and gas. And yet, globally, there is a move towards energy transition and clean fuel. In your view, should Uganda be investing in oil and gas? And if so, why?

Answer by Jimmy Mugerwa, Chairman DFC Bank: Absolutely. I think there is no other option, we do need to invest in the oil and gas. We have a resource that we have been blessed with. As far as God is concerned, we've got 6 billion barrels that we can explore. And I know there is a current debate around the energy transition. And there are some climate transition risks that we're talking about. If you really put it in perspective, and you look at it from our climate transition risks, there are probably two sub-sectors around that one that is the domestic risk. And the other is probably the external risk. If you look at the domestic risk, in terms of climate transition, Uganda as a country is producing very, very little greenhouse emissions. Whereas, I can understand in the OECD and the big European countries, the domestic assets are producing a lot of greenhouse gases. In the case of Uganda, it is not. In fact, if anything, this project will allow our citizens to stop producing things like charcoal, burning trees, burning biomass so that they can produce the energy.
So, from the domestic risk perspective, it's very small. And I think we need to get up the energy ladder. As I say, if you look at it from the external side, and that is probably where the risk is, the climate transitional risk is that people are changing the way they do things. People are encouraging electrical cars; there is a move towards getting low carbon emissions. The challenge with it today, and for us as a country, and I think for the world, is that during the last few months with the Ukraine War, all of a sudden the conversation has moved to energy security. And in that space of energy security, I think Uganda can play a big role in ensuring that our country is able to produce the resources they have, if only to ensure that we have energy. So, should the project go on? I think the project should go on. The benefit the country has had in delaying the start of the project since 2006 has been that it has allowed Ugandans to be skilled. So, there are a lot of Ugandans who are skilled, if you're looking to invest. I used to be the MD of Tullow oil. So, I know this to study the environmental social impact assessments, analyse, identify the risk and put the mitigations in place.

Oil, Gas, Energy and Infrastructure Opportunities and in Uganda

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The project is going to be done along the IFC performance standards, along the country's regulations. So, from that perspective, the project should go on because it's been studied. There is evidence around what needs to be done. Yes, there is a lot of negative noise that is coming through from some of the activists, but partly a lot of that is informed by probably the under communication on behalf of maybe the operators and government. If you look through the environment, social impact assessment, there is a lot of work that has been done there. The RSK team (RSK Group - UK-based environmental, engineering and technical services group) is in the building here, they did the work. And if all those were able to communicate, and show the world what it is we're trying to do, you'd see the benefit of the project.

Oil, Gas, Energy and Infrastructure Opportunities and in Uganda

Question to Gerry Cawley, Director Lagan DOTT Namanve Limited: You have had the opportunity to undertake what is a $250 million project in Uganda. I just wanted to ask you, in terms of the use of ECA finance, why the push towards using export credit agencies to be able to deliver projects in countries like Uganda?

Answer by Gerry Cawley, Director Lagan DOTT Namanve Limited: We started with the project looking at Uganda, as I had said, some five years ago. And we had met the President on a number of occasions, and he is very, very keen on infrastructure.
And he is very keen on developing the connections with the rest of Africa and with the rest of the world. And he was very positive in that respect. And clearly, at the end of the day, there are a lot of projects on the ground that can be started fairly quickly.

But he has to prioritise those, and he also has to get the finance for them. And it would be fair to say that in our discussions, he was looking at opportunities where the private sector could get involved. And we did at the time present a number of opportunities from external investors. But they had recently engaged with the UKEF (UK Export Finance - International trade), and the engagement was positive. And the pricing was also competitive, which is clearly of interest.
And it was also the other attractive areas that it brought with it, the environmental issues had to be dealt with sustainability. And he was very keen to see that the sustainability issue, the job creations, the skill creation all came as part of that package. Therefore, the UKEF (UK Export Finance - International trade) was very supportive.

They were very engaging, and very willing to work with us and with the Ugandan Government. And I think that a happy and quite good, solid, and stable friendship developed as well, which helps all of the negotiations, because we all know that these negotiations can be difficult. And having parties that are willing on both sides to get the deal done is very, very important. So UKEF seemed a very good partner. We know there are other VCs out there, it would be fair to say, who are willing to engage as well.
And over time, I have no doubt they will get involved.

At all times when we look at these projects, we are looking at the most favourable terms for the government that will be of interest. And we will continue to do that. I would like to say now and in front everyone here, a special thanks to UKEF and Standard Chartered Bank, who worked with us very proactively. And we also had the support of the UK Embassy, and Eric Olanya (former DIT country Director in your former life), we'd like to thank you for your support as well. And we'll continue to look at various investors who might be the best for Uganda.

Audience question: My question is actually for Simon. So, I think it's a fantastic project that Gridworks is doing, especially because it's renewable energy. I did have a question because Uganda is ranked top 10 globally with biodiversity. What implementations and plans are you putting in place to ensure that biodiversity is protected? And Uganda maintains its status while you're addressing infrastructure?

Answer by Simon Hodson, CEO, Gridworks Development Partners LLP:
These are substation upgrades. So, they are existing substations where the capacity will be upgraded in order to allow the evacuation of power from certain hydropower projects. It's an excellent question, although perhaps it's probably more relevant to a lot of the other projects we're working on. In other countries where transmission lines traverse ecosystems, environmental impact is much greater. As a general rule, from a Gridworks policy perspective, we apply IFC performance standards. We develop all of our projects to the highest level of international standards. We have a dedicated function within Gridworks for this. So, in Uganda, on this particular project, it has less relevance. But having said that, all of the other projects we work on in Uganda, (and we have quite a few), where there is a much greater impact in the area that you're talking about, we apply standards to the very highest possible level.

Eric Olanya: Just as a follow up on that, Gridworks is doing some projects in the DRC that are to support communities, to be able to access power to connect communities. Could you just tell us a bit more about that, but with an angle towards protecting biodiversity and sustainability?

Answer by Simon Hodson: we are developing and we are implementing three Greenfield utility concessions in northern DRC, around the cities of Isiru, Goma, serving about no more than half a million people. And this will be principally renewable energy. Solar PV battery storage systems, under 20 year concessions, applying that question to these particular projects is very relevant, because there are typical issues that you would associate with land and land clearance for the PV generation site, transmission lines, etc. We have been undertaking and continue to undertake a huge amount of work in these three locations in this particular area. And we recently appointed people in all three concession areas to address these work streams. It's an area that we take very, very seriously.

Oil, Gas, Energy and Infrastructure Opportunities and in Uganda

Question by Alias Mugisha: My question goes to the CEO of Gridworks. I've seen that you tried to appraise this project. At what stage have you engaged the key stakeholders? And what strategy are you planning for early engagement so that they're not caught off guard?

- My second question goes to the oil and gas. I've noticed that the unit cost of exploration is very low compared to the rest of the countries where are we exploring oil across the world. If you look at how much you spent on the upstream in exploring, it's about $2 per barrel. What strategy are you giving us because it's not only 6 billion, there is a potential that we could be having more deposits of oil and how can we attract more investment to explore some of these unexplored deposits?
-
- My third question goes to the ECA. Our debt ceiling is shooting up and we're beginning to see UK Export Finance loans. Most of the ECA loans are becoming expensive because of our low debt ceiling. Is there a way we can get patient capital (Patient capital is money a small or medium-sized private business raises), and a way we can attract grant levels to bring down the interest rates on some of these venture capitals?

Answer by Gerry Cawley, Director Lagan DOTT Namanve Ltd: I want to make two comments. First of all, every time we look at financing projects, clearly, because it's a competitive market, we test the market as best we can to try and put the most sustainable, and for want of a better word, cheapest solution on the table. So, we do examine every option, we are continually engaged with funders and investors, to see what products can be put on the table to improve the financing of these structures. So, there's no easy solution. The world is changing very fast these days. But all we can do is continue to look at what's on the market, who's in the market, who's interested in funding, and put the best solution on the table. The second thing, I'd like to just call on the earlier question on biodiversity. Biodiversity is a key issue in all our projects, and particularly in Export Credit Agency (ECA) led projects. And having spent the first 12 months looking for a snail that apparently was last seen in 1951, I can empathise with Gridworks, how difficult it can be at times. But there is more awareness of biodiversity these days. And it's in everyone's interest to ensure that we protect and ensure that every effort is made to ensure that everything is sustainable, deliverable, and is looked after.

Answer by Jimmy Mugerwa, Chairman DFC Bank: You're right. The onshore project in Uganda is one of the projects that had very, very low exploration costs, actually under $1. And it's a dream for many major oil companies. From a technical perspective, this project is doable. It's never been an issue. The real risks were the non-technical risks, some of the ones that we have seen, and hence why you needed to do a lot of studies. The question of biodiversity, I thought that question probably should have been towards the oil and gas work. But there is a report out there on the environmental impact assessment on how they're dealing with the biodiversity. In terms of the strategy of ensuring that we recover more from the 6 billion barrels in place, at the moment, the estimate of 1.4 to 1.6 billion barrels is just on a natural flow. But there are strategies in place that the oil companies will apply to try, and even improve, this from just that small ratio of maybe a 20% recovery, to even improve so that we get even more.

In terms of doing more work to ensure that we find more oil, actually only 40% of the basin has been explored. So, there is an opportunity to even find more oil. And especially if they go through the first hurdle of getting the projects like the pipeline in place, getting the upstream in place, getting the country to know how to deal with projects, like we need to do. And as I said, the delay gave an opportunity to the country, the skilled people to put the institutions in place, and to put the laws in place.

Answer by Gerry Cawley, Director Lagan DOTT Namanve Limited: we have been in Uganda now a number of years. As I had said earlier on, it's a friendly and welcoming environment. It's a great place to do business. I think there's tremendous opportunity in the country. And I wish it well in its vision for the future. I know there are difficulties in terms of infrastructure, and in terms of finance. But I see a great future for Uganda. And we're delighted to be part of it.

Answer by Jimmy Mugerwa, Chairman DFC Bank: the key thing which we need to think about is that we do need to move our country, our people from the poverty level they're on. And we won't do that unless we improve or take them up the energy ladder. And the opportunity we have today, other than all the hydro is through this mega project, the oil and gas project. It's got a lot of benefits, we don't need to communicate the benefits, it's going to be done in a sustainable manner. And, above all, the government has been very clear on the local content. If we had more time, we could have spoken about how the Ugandan SMEs, the Ugandan people, the businesses are going to participate to ensure that Ugandans are benefiting through value retention in country, but also in providing the service.

Oil, Gas, Energy and Infrastructure Opportunities and in Uganda

Answer by Simon Hodson, CEO, Gridworks Development Partners LLP: The question was around stakeholder engagement and that's an interesting question, the origins of this particular project. Go back to 2016. It was originally identified as a highly critical project with the National Integrated Resource Plan for Uganda as necessary to evacuate power from New Generation sources. And it was originally developed under an ECA. One of the key problems with ECA is that they're going on the balance sheet of the government and sovereign borrowings. And Uganda is not alone, like other countries across the continent, there is a limit to such activities, and there was a desire to move away from such a funding solution to find a funding solution that doesn't sit on the balance sheet of the government. And so hence, Gridworks was invited to work on this project and create a funding solution that did not sit on the balance sheet. At what point did we have engagement with the stakeholders? The stakeholders, of course, being the Ministry of Energy, UETCL, the regulator and the Ministry of Finance, which were key stakeholders in any infrastructure project, particularly in the electricity or the energy space, it's been from day one. We've been interacting with our counterparts in these particular parts of government right from the very beginning. And if you are developing an infrastructure project, in any space actually, whether it's a transmission project such as this, or if it's a road or a bridge or anything, you have to be interacting with your stakeholders in government from absolutely day one. Ultimately, at the end of this process, you will end up with a 20, 25, 30-year contract. And this contract represents the business that we will have in Uganda for the next 20 plus years. So that's why you spend five years or however long it takes to ensure that you have a good project.

Private sector investment in generation in Africa has existed for about 30 years. Close to $30 billion have flowed into the continent in generation since the first IPP (Independent Power Producer) in Azito in Cote d'Ivoire, in 1999, but still is close to zero, in private sector capital in the transmission space. The project that we are doing in Uganda is amongst the very first private sector projects in transmission that are on the continent of Africa. I'm a believer that the continent is at an inflection point, a tipping point. And it's only right that the capital that has served the rest of the world and all the other continents is going to flow into space in the African continent. And I'm very happy that Uganda is at the vanguard of this particular space. And I'm 100% convinced it's going to go the right way of generation in the next decade or two. Thank you.

Answer by Gerry Cawley, Director Lagan DOTT Namanve Limited: can I just extend my thanks to Eric and Willy Mutenza, and all the team for continuing on with the conference in what were very difficult circumstances. So well done.

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37/41 Portbell - Luzira
P.O. Box 12339 Kampala Uganda
+256 414 220702
www.tomosigroup.ug
@tomosigroup

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13 Naguru Drive - P.O. Box 25497 Kampala Uganda
+256 392 588841 spa.sd.office@gmail.com
@SpecialDuties_

Session

Opportunities in Uganda's Agricultural Sector.

Investing and opportunities in agri-finance, agri-tech, mechanization, agri-value chain and accessing the UK market.

Panellists

Andre Scheepers
Manager
Tomosi's Farm

Andrew A Blanch
MD, Alvan Blanch
Development Company Ltd

Perez Ochieng
Director, SACOMA Foods
Innovation

Kenneth Barigye
MD, Mountain Harvest
SMS Ltd

Nelson Tugume
CEO
Inspire Africa Coffee

Edward Katende
Moderator /
CEO, UDF

Andre Ben Martin Scheepers, Tomosi's Farm Manager

I represent Tomosi's Farm. Tomosi's Farm is a commercial farm in Uganda that was started in 1964. It is a second-generation dairy farm, with values that are very close to the communities, so close that when Tomosi's Farm opened its dairy production plant, it wasn't put in Kampala, it was put in the village. Why did we do that? These 2000 farmers that live around us that deliver the milk in milk cans on the back of motorcycles are small people who are making a living out of selling 10 litres of milk a day. The company decided that it would go into that market. It would support those people. So yes, we then truck our milk to Kampala at an expense, but we still make a profit.

The social corporate responsibility that Tomosi's Farm has to its community is what drives the ethos of the company. Tomosi's Farm supports those 2000 farmers not only just by buying their milk, but by producing new dairy cows which we sell to them at a very reduced price.

We assist with artificial insemination to improve the quality of these cows. These are people with 10 acres. These are people that are not milking pure bred dairy cows. Yes, we started with the Holsteins and the Friesians. We are now moving towards the Jersey, where we are producing a smaller framed cow that's giving us the desired effect which is to produce four to five thousand litres of milk per cow per lactation.

We grow our own silage which allows us to reduce our costs. This is being transferred across to the smaller farmers. This knowledge is being brought closer to them, assisting them to be able to grow their profitability. Yes, it does assist our factory. Yes, it does assist us. But we are part of the value chain. They proudly run the business. I'm sitting here right now. And the cows are actually being milked. I don't need to be at the farm which is run by each individual person on that farm. We employ over 60 employees and each guy's got his own responsibility. And people have bought into that.

The farm labourers have bought into that because it's become their home, they understand its very life as with the smaller farmers around us. So yes, we are here in London today as Tomosi's Farm.

We are here to encourage you with our positive testimonies and invite you to come and invest with us in Uganda. Out of all the East African countries, Uganda is the most stable and consistent politically.

Uganda is the pearl of Africa. It's as simple as that. Winston Churchill got it right. He might not understand exactly what he was saying. Now I'm not Ugandan, by blood, by birth, by heritage. I'm African. I'm not British. This is my first trip to England. It's my first trip off the African continent as a 50-year-old man.

I'm 11th generation African. I've worked in several African countries, but I'll tell you Uganda is the place where if you want invest, you go and invest. And I don't speak only for Tomosi's Farm, I speak for every Ugandan that is sitting either next to you, or in front of you today, you will not find a country in Africa that isn't going to give you the returns that Uganda does, I can guarantee you that.(ctd below)

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So, by bringing the factory to the farmer, we've reduced the value chain for the smaller farmer to afford him the opportunity to earn more money for his milk. But part of our social infrastructure is not just doing that if we can start to teach the smaller farmers how to increase the productivity, how they can make their 10-acre farm more profitable. How do we actually make that man more profitable and keep him on that farm? Number one, we introduce how to manage his grass. The same way we have to manage our grass on Tomosi's Farm.

We are probably looking for $15 million investment. And it sounds like a lot of money. In reality, it's not that much money. Because of the size of the investment. We've got a guaranteed off taker. So, I can guarantee that my milk will be bought. I can't guarantee the price, I'm obviously going to negotiate that. But once I know that I'm milking 1500 cows, I can then manage that. If I can give my milk supply 20,000 litres a day, I am in a little bit of a better position to negotiate with him. Because I know what his capacities, what his needs are. So, it gives me a bit of a bargaining power. The pressure that Europe and Great Britain are going to be under in the next 10 years. Carbon emissions, droughts, all of those things. Uganda is where the opportunity lies.

Perez Ochieng, Director, SACOMA Foods Innovation:

I'm originally from Kenya but I have lived in the UK in the last 30 or so years. So, I have the advantage of being a child of both worlds, I have used that advantage to the best of my abilities to
bring both worlds together.

My sector or area of expertise is in the area of Food and Agriculture. My focus is on Food Innovation and new food product development (NPD). My company is SACOMA a global goods innovation. And we focus primarily on new products that we launch into the market, we have our own retail chain that we stock, Import Export, and our organic and natural foods. But we also do what we call disruptive manufacturing. We develop products and formulate different products when we manufacture, out-source remotely in a concept called disruptive manufacturing. We pioneer a lot of research around food product development, and at the moment we are leading in research and new product development using insects as food and feed. So, we are doing both insect education, involved in UK Food standards Policy as well as insect as food engineering processing and food safety. Within our offices, we are pioneering industrial research around this very interesting topic of eating insects and suing insects as bio-converters in the circular economy and research on food waste. My background is also research and on the Food Innovation and use of new novel foods ingredients.

My biggest motivation is actively using African indigenous knowledge input to my European food science, so that we are able to pilot new products and new ideas for the benefit of health and the benefit of the environment. And we also have what we call a food retail launch pad. So, food businesses that want to launch new products into the European market can use us and we help by way of sensitising people on food safety regulations, what can you import? What can you bring? What can you return, what you can you know, to retail. We do food research, using new ingredients and giving innovations.

And my other inspiration is to educate others to understand different requirements for importing and exporting into the UK and EU. A lot of people have assumptions that anything can come into the market. And so, we have a disconnect where people are looking for markets "This is our market, we have these products and they turn up and say where is the market?" So, my inspiration is connecting with the consumer, what does the consumer of this market want? Whichever part of the world, whether you're coming from Uganda, Kenya, Rwanda, Tanzania, or other European products, how can they succeed in these markets, using new initiatives like packaging innovations, packaging technology is also my very specialist area, but also using all these new buzz word of sustainability, net zero and ESG.

Before, we were very focused on things like quality controls, such ISO standards, GMP standards, Global Gaps, but now they want us to move on, we are talking about sustainability, we are talking about environmental friendliness, we are talking about responsible sourcing and sustainable supply chains and production. Soil health etc. and shelf life. So how does this play into the success of your product into this market? I'm also recommending that businesses need to conduct Research and Development (R&D) in collaboration with the academia and research institutions to improve the technologies required and proof the concepts prior to commercialisation and access to new markets.

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Andrew A Blanch, Managing Director at Alvan Blanch Development Company Ltd:

We are a manufacturer of grain and other crop processing and drying equipment storage, processing through to the end product of value addition. So, this is our manufacturing, design and execution and site installation supervision, taking the project from the start to the end. In terms of the company, it was three months after her late Majesty Queen Elizabeth took to the throne here that my father started this company.

So, we're 70 years old this year and in 70 years, we've grown and developed the business. It's changing as we face today. What we're trying to deliver for our clients is to face the challenges of agriculture in the current age, which is clearly very different from how it was when we started seventy years ago. Different but also the same because fundamentally, the challenges in our sector postharvest are similar when you're trying to preserve crops that are being grown and minimise wastage. We're trying to add value, and trying to deliver a higher value, higher end product. We're trying to process the product to a more advanced stage.

All of those things are the same fundamentally. In terms of where we operate, we are truly global, operating in six continents. We sell in 120 different markets around the world. And 85% of our annual turnover is exported. We have won three Queens Awards for export in the last 15 years, in recognition of our export achievements.

One of the continents where we've been particularly successful is indeed Africa. My father first started travelling to Africa, to find markets for our products, back in the 60s. Myself, continued that theme in the early ages. And I'm delighted that my daughter Christabel Blanch (Africa Sales Manager) now runs our Africa operation. And she's been doing that for the last 10 years.

We've got a growing team supporting the Africa operation. Uganda has been chosen as our base. So, we'll be employing some engineers there. We're developing that team. And we want to give it a wider range, including research and product development, testing, in conjunction with our team back in the UK.

Strengthening and building that operation, that's part of our commitment to be on the ground in Uganda. I'm using Uganda as a key base for us in Africa. So, yes, I feel that we're in a good place to play a role in the vital development of agriculture in Uganda.

Kenneth Mugabo Barigye, MD, Mountain Harvest SMS Ltd:

I am a Ugandan living in Uganda. I am the managing director of a small company called Mountain Harvest that started in 2017 as a coffee producing and exporting company, focusing on speciality markets. Our business model, and the reason for starting the business is that we want to tap into the unrealized potential that Uganda's coffee has. If you look at the region, you find that we have countries that are known for producing high quality coffee and selling the coffee at prices that are done with retailing the commodity price, because of the investments they have made in marketing and branding and controlling the quality of the coffee. So, that unrealized potential was the main reason for starting Mountain Harvest.

We invest in elevating the quality of the coffee that the smallholder producers have on the different mountains that are producing Arabica coffee in Uganda, by investing in training the farmers who have returned to professional practices, picking off coffee and then as the processing of high-quality Arabica beans. Once we have produced a high-quality coffee, we start marketing and selling it to buyers who care about the quality of the coffee, and the quality of the impact on the story that the coffee is created. These are buyers that are willing to pay a higher price. Once we have this higher price, we use the additional markets to invest in the communities that produce the coffee.

So, our focus is on the company becoming profitable and the farmers having profitable smallholder businesses, and the farms that the they get the coffee from. My motivation is two-fold. Number one is for you within the UK. I am sure you see the brands that are sold that single origin from different countries and Uganda is prominent and being seen for the celebs and the coffee shops.

So, number one is to create an opportunity to bring Uganda's quality coffee to the shelves and the cafes in the UK cities. The second one is to contribute towards creating awareness to address this conception that Uganda's coffee is poor quality coffee by demonstrating the good coffee quality that we are producing in Uganda.

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Nelson Tugume, Inspire Africa Coffee:
I am the founder and the CEO of a disruptive and innovative company called Inspire Africa, where we have two arms, one business and one social, a coffee entrepreneur. I'm a coffee farmer. And I like to disrupt the status quo. I'm here mainly motivated by two reasons.

When I was growing up, I was just nine years before my dad died. We come from a background of very abject poverty. And I remember those days and times when we used to pick coffee from the coffee plantations with my dad. And I remember my dad pushing pineapples and pineapple juice to the markets, and even calling everyone to come and have juice at his wheelbarrow stand and he used to say, "come and drink it". But I was happy today to find myself in London, serving all of you distinguished, fantastic people, that cup of coffee.

I'm really delighted and excited about that. I'm so passionate about showing Ugandan coffee to the world, and in this case, to see Ugandan coffee in the UK, in its form of taking coffee in the cup. My mother was selling her coffee at 4200, which is about one pound, in the form of green beans. And as you may realise, when you walk through the streets of London, you will buy a cup at about two pounds, three pounds. One kilo of coffee can give you about 120 cups. If you multiply by average of two pounds, you get about 240 pounds. My mother gets only one pound for her one kilo. And someone out there will get another 240 pounds.
I'm advocating and I hope I have some supporters in this room who will support me and would say there could be a balanced fair trade because we all live on this earth. Africans say are we Children of a Lesser God. And that motivates me and give me the passion to even speak to people like you.
I've carried all those kilogrammes of baggage on the plane, you will not allow me to go back with those kilogrammes of coffee. And I believe that I will see supporters of the summit to allow my coffee products to come to this room and we have a sell-out at just 20 pounds so that you can support that mother of mine. And so many other women that we are supporting back home to have a better living.

I will ask my beautiful girls to come to you and just spare that 20 pounds for that coffee lotion, coffee lip balm, coffee cosmetics. We have eight products in cosmetics, innovatively done by young people in Uganda. And I'm happy to see our supporters who have made this happen, the private sector Foundation, have made this dream happen by supporting 8622 young people who are involved in the coffee value chain in handpicking.

In getting those jobs, Private Sector Foundation has been there to be part of that dream. I believe in you in this room. You can be part of this dream and you know how you start.

You can spend those 20 pounds not for nothing by the way. We have the best, the best coffee lotions, coffee scrubs, and you know what these do? If you are 43 years old and use our product, you will be about 20 because coffee has an anti-ageing effect.

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Question from moderator Edward Katende, CEO, Uganda Development Forum:

In Uganda, we have a younger population. 78% of our people are below the age of 35. So, we must create opportunities for them. In agriculture, where do you see opportunities for scaling up the role of the youth because their hand at agriculture has failed. But even across the value chain, the need for a lot of technology is important. So, what opportunities do you see for us engaging the youth using technology and innovation for Uganda and Africa in general?

Answer: Andrew A Blanch, MD, Alvan Blanch Development:

Youth Opportunities is such a huge important subject for every African country, I think, because of the demographic situation, the very young population. It's a challenge. And it's also a fantastic opportunity that you have. In the United Kingdom, our struggle is constantly for skills, people shortage. When we're trying to employ people, it's a challenge. In Uganda, you have that fantastic opportunity of the young generation coming through. If we're going to need to find opportunities for them so that they can have an opportunity not only in the cities, I'm sure we're going to see a future in the rural communities and not only in Kampala. It's a different challenge. Now agriculture is going to be much more mechanised over the years to come. People aren't going to want to continue to do subsistence farming forever. So, and in agriculture there's lots of new technologies coming through that can make it a much more interesting and rewarding career for a young person.

It is not only the primary agriculture but in terms of post-harvest preservation and processing of crops. There's a very interesting opportunity to develop. The type of projects that we're doing is to look at how you can generate new industries in rural areas. Because the great thing about rural employment and enterprises is that they're using local materials. So, we're boosting the farm opportunity, because a new market processor is set up, or because it's a grain processing into flour project. There's a new market for the farmers, so the farmers have a new outlet, and the project itself can develop and grow. There will be new technologies to be learned so that the factories that coming up are going to be involving new technology in terms of automation, electronics. These are areas that the youth is already automatically, very well suited for, because of they're going to have an affinity with the new technologies. So there are lots of new ways that we can engage young people in those new programmes and new investments that will be inevitably happening. We welcome that. And for ourselves, if we refer to the Research and Development (R&D) opportunity, or project that we're trying to develop there, it means new people being trained, transfer of skills, transfer of knowledge. So we're very much committed to that process too. Yes, we'd love to play our part in that and I'm sure there's lots of opportunities for young people to be developed.

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Question from moderator Edward Katende, CEO, Uganda Development Forum:

Perez, you talked about insects as food. In Uganda, of course, we can do any insect whether it is cockroaches, caterpillars. So, what are you seeing as the most promising of all these families, in terms of insects and even outside. When we come to England, for example, we promote the traditional exports, like coffee, tea, but these are non-traditional exports with great potential for us in Uganda. So perhaps, for our team coming from Uganda, can you within a minute or two, give us some indications where you see the greatest promise in these non-traditional categories?

Answer by Perez Ochieng, Director, SACOMA Foods Innovation:

I'm going to take you back slightly in an argument that I'm actually forging and I hope I can be a pioneer on this, on the argument that knowledge transfer does not have to be from Europe to Africa. This is the assumption that every time we talk about knowledge transfer, we got to be thinking advanced knowledge, or technologies that have been developed in Europe and Africans are merely recipients of what has been developed in other parts of the world. But I'm pioneering a school where we think African indigenous knowledge has reached science, although unwritten, but it is proven.

And I can here stand and say to you, when I'm talking about food product development, the knowledge that my grandmother has, perhaps is far more advanced than the knowledge of a researcher at Oxford University when it comes to doing certain things. So, it's acknowledging that this knowledge and skill already exist. And how does this relate to your question around insects as food?

We all know that the world population is increasing. IT is projected that by the year 2050, we are going to be over 9 billion people in this world, and we are living longer. The issue of age and longevity is real, but we also want to age healthy, we don't want to die of disease or malnutrition. And how do we feed 9 billion people, when our land is constant, we have issues of climate change, use of water, electricity, and power are all issues. And then we have the ever-ending pollution problem, and all the effects and all the ripple effects of this. So, the research has proven that protein is one main food that we need globally.

You know, you need energy, you need carbohydrates, but you need more protein. So as the population grows, we are going to need alternative sources of protein. And where does this come from? I'm not a promoter of say, livestock farming that has its own issues with greenhouse emission, and gases. That is not my field.

My sector is nutritionally, what is good for you? And how do you get that nutrition as the most cost-effective way. And this is why research is now in Europe.

All over the world, we are looking at what the alternative proteins there are. When you compare the amount of time and value and the costs of producing one kilogramme, for example, of protein from insects compared to from livestock, or chicken? So, my question and my answer to you the people who are interested today, is that there is industrial research that is going at massive scale, at using alternative protein and insect is one of them.

And if you don't believe me, if you come to my shop today, I have eight types of insects stocked in the shop. So, we have it all spicy. We have crickets, we have locusts, but also the fact that some of these insects are used as ingredients. When we talk about high protein sports products. Where does it come from? Where does your high protein in any food product you're eating come from?

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Answer by Perez (ctd)

For those who are thinking about insect farming, or insect food as an industry, not just for their own consumption as consumers, they want to be able to follow this line as a potential business. If you're targeting UK as a market, there's a lot of regulations when it comes to importing or selling insects. It's not as if you go and harvest Nsenene (grasshoppers) in the wild and turn up at Heathrow Airport and say, "I understand there's a market for insects here; I have Nsenene (grasshoppers) in my bags." You know, there's a whole lot of regulations, of research and paperwork and laboratory tests for food safety that goes on before, perhaps even worse than all the other foods we've talked about, in order to prove the safe use of that insect that you wanting to rear. But the good news is, it is very easy to farm insects. If you come to my office, I have a whole factory.

I call it factory because it's a whole container where we doing industrial research and insect farming. If you came to my office today, you will see an insect farming practice. Insect engineering is a whole new sector that the whole world is exploring.

And where is this knowledge coming from?
We've got to be able to now link up with our all-local universities, you know, perhaps in Uganda or in Africa, because our research, although I am doing the research as an industrial researcher, as a business for my own benefit, I am still linked up to academic institutions in order for me to gain the knowledge and improve on it. So yes, the opportunity is there. The investments are there.
But do we have the technology and the skills?

And of course, there is the big issue of 'are people ready to eat insects?'
When we first talked about Impossible Meat, you know how many of us knew that you go to Tesco today, and you stand there and you don't know what is cow or chicken meat because all these Impossible Meats! You know, alternative proteins are penetrating into the market. And so, when people start talking about these ideas, be a pioneer and take the idea and run with it. Do not wait until it's proven and say "Oh people are actually eating insects!" *By then it is too late, you know?*

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Audience Question from Mary Begumisa:
My question goes to Alvin Blanch. I was looking at you being in Kampala. I'm a representative of the people. How best can our youth join this? Because it looks very good as an engineering company, and our people are looking forward to entering into the IT section. As a farmer, I've seen all your products here, I've not seen millet, cassava sorghum. How do our people join up? And then they can be able to also enter the market in processing our products. So, what do you have to offer that can help the mass, as opposed to a few farmers like me?

Edward Katende added that some of the projects we see especially from the West, into Uganda, target the big boys. For example, you talk about tractor, you have a big tractor. And our agriculture is dominated by the smallholder farmer. And you find that the technology we get from Europe is basically not helping our people. We have invested as a country in processing facilities that actually farmers don't use, but money has been spent. So, what is UK doing? I think your counterparts in China and Japan have tried to address. What is UK doing to reach the smallest farmer with affordable and appropriate technology, not just agriculture. When you look at the entire value chain, across the processing, the storage, we're looking for innovations because the smallest person is the majority of our people.

Answer by Andrew A Blanch:
Obviously, the bulk of the farmers are smallholders. And so as I talked earlier on, how can we improve the opportunities for smaller farmers. Too often the farms are too small themselves to invest in some technologies, but you can have centres to help. If centres are positioned around the country, you can allow farmers to bring their produce and actually process them, preserve them in their regional, sub-regional local community. You have a structure there to provide facilities for people to bring their produce for processing and even take it home again to they can then sell it, or to sell it through the central system. It's difficult to apply technology on a very small scale affordably, certainly if you're exporting it to Europe. We are conscious of that, and we are focused on the bigger projects but clubbing together is one option. And another option is to find a way of developing the operations in Uganda so that they might be able to produce some smaller projects and some smaller equipment in the country. That will also be something that we're interested in. It's a longer-term opportunity, but I certainly agree that it's a key subject.

We're also trying to tackle the huge challenge of energy. Fossil fuels will become very expensive, even if you're producing them in Uganda. And we're trying very hard to develop affordable solar drying systems. And that's one of the areas that we want to make use of this local R&D setup.

Edward Katende:
I want to continue from that. And maybe I can ask my fellow Ugandans here on appropriateness of the technology, because for us, power is kind of a challenge, regarding cost and then reliability. We have been in places where the people through a bulking system, have received this technology which uses a big generator. But the generator costs money to fuel and the farmers abandons it and go back to dry their produce on the ground because the sun is free. So perhaps my friends from the coffee sector in Uganda are seeing the need for the technologies that is not just affordable in terms of price, but appropriate to the environment in which we operate.

Answer by Andrew A Blanch:
I totally agree with you. And that's what I was trying to allude to earlier on. it's challenging to generate energy while running the project itself. Running any kind of plant facility does require energy, as you say, if there's no grid electricity, then you have to start running a generator. We all know how incredibly unprofitable or how very profitable, the project has to be to be able to support running a generator, that's one thing for sure. Everything we do, we try to see how we can cut down on power usage.

But in our own field specialisation of 70 years, and in crop drying, our number one target right now is energy reduction. And it's not just about using solar, it's also aggressively about making sure that when you're drying, you dry it the most efficient way you possibly can. And we're looking at ways of recycling air by heat exchangers. So, we're making sure that 100% of the air you're getting a transfer from heat into the drying and not letting anything escape, which is not fully saturated in terms of the airflow. It's a really big challenge to do it in an economical way. But that's exactly where we're focusing ourselves.

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Question by Edward Katende (Moderator):
I would like to combine a comment that looks at opportunities for the youth, the sustainability of agriculture, or especially coffee farming, and appropriate technology. In Uganda, over 50% of our population are youth. Now, as you know, the youth are smart, so they want quick money. And they realise that in agriculture, you require a lot of patience. So, they have gone to ride motorcycle taxis that we call BodaBoda in the country. Now the average age of a coffee farmer is getting close to a point where they can no longer farm coffee. The young boys and girls in their households have no idea about coffee farming, because the moment they are of age, they move to towns to make quick money. But yet on the other hand, the farmers require services that could make money for the youth. So, there is an opportunity for investment and I want to talk about coffee pulping.

Answer by Kenneth Mugabo Barigye, MD, Mountain Harvest SMS Ltd:
Uganda's coffee has not realised its potential because of how we process it, using the hand held pulpers or even using other traditional means. When you do invest in a coffee pulper, it costs about $2,000 which is close to the cost of a motorcycle that a young man or young woman is riding. As you can imagine, the smallholder farmer by nature, cannot afford to invest in $2,000. Most of them have a quarter of an acre, they are going to make maybe $1,000 a year. So the young person using the machine of $2,000 can pulp half a tonne per hour. And this is a service that they can move. There are mobile pulpers that can move from household to household providing the service. So, the farmer does not need to invest in this pulper, the young person is making money but most importantly, this young person who is now seeing quick money coming out of coffee farming will be the farmer for tomorrow, when the old father, the old mother can no longer produce coffee.

Question by Edward:
is there an opportunity for leasing, hire purchase of the pulpers? It could be $2000 if you pay it out at once, but it could be $40 if you're just leasing.

Answer by Kenneth Mugabo Barigye, MD, Mountain Harvest SMS Ltd:
Exactly. So that's where the opportunity is for investors, especially Ugandans who are living in the diaspora to come and invest in companies that can lease these machines.
Our company Mountain Harvest is willing to co-finance because we want this coffee. You can imagine the cost that would have to be invested in, but these are opportunities that investors can have within the sector to provide such equipment. And then the young person, in partnership with the banks, and with exporting companies can pay this.
They do the same for BodaBoda motorcycle. So, a young person without any deposits can now get a motorcycle tax. There are now two companies in Kampala that are providing motorcycles on loan. The motorcycles are insured, and the young persons will pay overtime, normally about two years, and they recover money. It is an opportunity for coffee. Remember, Uganda is now aiming to go to 20 million bags of coffee in production and export. We're only doing 8 million bags, from 3 million bags a few years ago.
The government is investing heavily into this. So, if you think about it, it is an opportunity for investment, because the government is committed for us to go to 20 million bags. All those farmers will need the service.

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Nelson Tugume, Inspire Africa Coffee:
I like to add on what my colleague said. I'm going to talk from a perspective of a Ugandan living in the diaspora and someone who, of course, would like to go and invest in Uganda in the coffee sector. The coffee industry around the world stands at $426 billion US, and about 400 million cups are taken every day in the United States. Europe is reaching about 350 million cups a day. I see China growing very big. Did you know that we have more coffee shops in Shanghai than New York? I see 2025 in China leaving tea and taking coffee. It's only our coffee taking in Africa which is still very low. We are threatened by the global warming, especially those countries who are doing Arabica, like Brazil, Mexico, and up of the tropics. By 2050, if we don't do something, we see the Arabica threatened to die by 50%. So arabica coffee takers, you must fight for climate change. And these are facts that are going to happen and I think we've seen this happen.

In Uganda, we have on our roadmap, a country saying we must come out of the green bean, we must come out of the raw materials. We must go to value addition. We currently earn about $800 million out of our coffee and the country's roadmap, inspiration and admiration is to upscale the industry to about 3 billion. But there are investments that need to be done to be able to get to 3 billion. Now, one investment opportunity for anyone who has maybe $50-$60 million, is putting up a soluble plant in Uganda. Why? Because you will be able to help us by getting all our broken/bad beans. We take all our bad beans now to markets in India and China. And we'll get these bad beans, which have been selling at about $1, to raise about $20. So, we have government's achievement and the aspirations of the people is achieved. The investor who has about $50 million is able to tap into that opportunity.

Ugandans in the diaspora, we help you or you help yourself just to plant 1000 coffee trees of Arabica. And you make sure you get the irrigation and get six kilos per tree, so six times 1000. If you're selling to the UK market, you will sell for £20 a kilo, and get paid £120,000 pounds. We have 48% of arable land in East Africa. Uganda is also the home of Robusta.

Our Ugandan coffee is the best coffee in the whole world. It does blend all the coffees in the world to bring them from cheaper coffees to higher quality coffees. That's one advantage you have because we have higher end real boosters that we grow in the tropics. It can be used on its own, especially by the Italians and Hungarians. I want to talk to Ugandans in the diaspora. What if maybe 30 of us started the franchise of Inspire Africa Gorilla coffee, mountain harvest, and get the brand which is about selling our coffee for £20 pounds. Our coffee is the leading export earner for the country. Our government is right now serious on high value addition. Even the President has said publicly that every support on value addition will be welcome for anyone who can benefit of support.

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Comment by David Smith from British African:
we have a member in Devon who's working in Nigeria, and addresses the question of supply chain development that was being discussed a moment ago. Absolutely critical in forming those relationships is the aggregator who has access to the national market within the country, but also to international markets. The Devon company has put together a programme where they're teaching regenerative farming, providing fertiliser inputs, and better quality seeds, their processing, and then moving towards the supply chain markets with funding support from British government and US government. And I think that that's where Uganda should be looking. I mean, it's a test case, certainly 30,000 farmers in Jigawa state in Nigeria, but that same model could work very effectively in other countries as well. So, I just wanted to add that to the conversation.

Dr. Christine Charity Mwebesa (Ph.D.), Special Presidential Assistant for Economic Affairs:
I know we are all passionate about this relationship on trade between UK and Uganda. But one of my concerns is that we have it easy to talk about what can be done. But we tend to fall short. I'm not saying for this convention, but in other spaces of bringing out the 'how' in detail. For instance, we know that in Uganda, with all my colleagues on the panel, we are endowed with what we've been saying the Pearl of Africa. We have this coffee, the best of the world. And then you keep asking why isn't it in that world? And why isn't it being seen? And why isn't it being taken up? So, what is the missing link? What is going wrong? Why can't it be noticed? Why is it only in the saying and inspiring us to tell us Uganda has the best coffee but then we don't see it or we don't know it and the world doesn't know it yet? We know some of these answers, unfortunately. But we don't want maybe to bring them out. So, I'm trying to raise this concern. For instance, this convention that has been running for 12 years. I would like us to hear that out of each convention, these three or two points we wanted to work on that will bring out the success stories. How can we move together forward successfully so that we are not lamenting every time we come here, about what could have been done, what was not done and what should have been done?
I think there's something we are not sharing here, how these endowments UK- Uganda can link up together, and we move forward, and we have a successful outcome.

Edward Katende, CEO, Uganda Development Forum, in response to Dr. Christine Charity comment:
"The 'how' since the convention started 12 years ago, has always been answered, not in a convention. Here we open people's eyes, business is private. So, from here, people have been able to connect with each other. I was in this country when it started, it is because of this convention where I was part of the initial volunteers, that I came up with the decision to move back to Uganda. And I'm now contributing to Uganda's development. So, the "how" is not a public announcement. If I want to do business with him, I look for him. That's why we're creating time for networking. So, use the networking space to answer the 'how'.

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Perez Ochieng, Director, SACOMA Foods Innovation:
I just want us to be realistic, and know that when we talk about Uganda, we cannot disconnect it with the world. And so, we live in this space where I have my passion. And I see things my way. And I forget that there is a world that needs my products or doing things their way. So, I want to close by just reminding us that as we sit here, perhaps in Uganda, our biggest challenge at the moment is post-harvest handling technology is bulking, helping smallholder farmers with technical skills. But when you look at the other side of the world, they're talking about sustainability. We're talking about lab grown meat, we're talking about lab grown coffee (https://www.theguardian.com/environment/2021/oct/16/lab-grown-coffee-eco-friendly).

Does anybody in this room know that they have successfully grown coffee in a lab in Finland? Why this is relevant to us? We think our most important asset in Uganda perhaps would be our natural resources. We talk about land, we talk about water, we talk about mountains, we talk about heavens, we talk about whatever it is, but on the other side of the world, in their small space maybe half the size of this room, they are growing their cultured coffee, perhaps tasting even better than our natural coffee. And this is the reality.

So, when we look about our reality, and where they are, and the space that is between us, this is where our thoughts and creativity should exist, because this is how we close the divide. What other research and innovations are we bringing? While we have this knowledge in our mind that on the other end of the world, they are doing what we can do with natural resources and they're doing it with research, innovation and investment, using small spaces. And then finally, while we are talking about building industries and factories, physical factories and industries, they're talking disruptive, manufacturing, portable, replicable factories that can be imported to you on a container.

You're going to spend three, six years building a physical factory, running it on energy. And they are talking about sustainability, zero waste, zero energy, assigning all sorts of new regulations in compliance with climate change. Where are we in relation to what is happening globally? And this is my appeal to us, my brothers and sisters. We must not forget that we live in a world where we are all at different stages, we want to survive because we want to create opportunity for our farmers. And it's real, and it's true. It's a need.

Europe wants to survive by using fewer human resources by leading innovations and technologies and in they are investing in this space. Whereas we are talking about our coffee tasting very good, they're growing it in the lab. And they already have the market. They don't only need to convince them. This is zero mileage. I don't have to ship it from Africa to bring it here. I've grown it at the lab, tasted it, it's nice. They package it, it meets all the quality food safety standards. And this is what your competition is against the coffee, meat, insects, vegetables, flowers. We are now doing edible flowers, you're doing flowers, you're shipping 80% of water to get flowers here. They're eating the flowers and their coffees and everything else. They're spending money on research. The reality is, we have to understand where the world is going. What are the realities? Research and innovation!I am passionate about innovation, creativity, about futures. We're talking about future foods in the world, and this is the reality. We've got to bring ourselves to that level, if we are going to survive and exist in this market and in this world, with our natural resources.

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Kenneth Mugabo Barigye, MD, Mountain Harvest SMS Ltd:
If you have interest in Uganda how you can participate in developing the country? There are 1.7 million Ugandan smallholder homesteads involved in coffee farming. Each homestead has an average of 4.5 people, that is close to 8 million people. That is 18% of our population, so investment in coffee will affect about 18% of our population. If you're a smart businessman, businesswoman, ask yourself if I go to invest in value addition, where is the market? Countries like Egypt, Algeria, Tunisia and South Africa, are importing across 11 million bags, mainly in instant coffee. Remember, Africa is exporting about that much. The coffee is being processed in Europe and taken back. So, with a new Africa free trade agreement, you have an opportunity to sell coffee in the region. And there is enough market.

Nelson Tugume, Inspire Africa Coffee:
I think we need to realise that we Africans need to synergize, we need to create partnerships. Maybe by the next UK convention, we'll have a Ugandan coffee shop in the UK. We must create those partnerships to aggressively get into the market, to understand and realise that actually, no one is going to go in the market for you, for your coffee. What's not happening? You got good coffee. But how come it's not branded in the market?

Andre Ben Scheepers, Manager, Tomosi's Farm:
the "how" is simple. Uganda has an opportunity for foreign investment. So, whoever is asking "how", you can book a flight to Kampala, that is "how" to start, there, not here. Uganda has got a regional market. We all sitting here because we businessmen, we know where our market is. All we are asking for you is to come and join us, so we can sell our product in UK market.

Video extract:

Hudda Mahmood, Chairman, Mairye Estates Ltd:
"Uganda is blessed with plus or minus 27 degrees. The weather and the terrain are diverse enough to allow Uganda to become the breadbasket of Africa.

Uganda is blessed with an abundant amount of fresh water from either the lakes, the rivers or rainfall. This gives us a comparative and competitive advantage in growing horticultural produce such as flowers that demand 365 days of water. How did we achieve resilience? Through the people and this is the special combination that makes us above all in quality.

We are part of the agricultural game and building the agricultural business in Uganda is building the people with capacity to run the show."

Elly Twineyo Kamugisha, CEO, Uganda Export Promotion Board:
"Uganda Export Promotion Board is the national focal point for promotion of exports, for promotion of trade. Our products have been consumed in other European countries, United States of America, the United Arab Emirates and the Middle East and China. We are the right place; we are the right country to supply the needs you need in your European homes, in your homesteads, in your kitchens. Uganda Airlines is positioning itself as the leading cargo operator in and out of Entebbe."

Ms Betty Kabahenda, Managing Director Mashamba:
"Uganda being an agricultural country, is where we got our strength to do this business. Most of our products are organic. That's why they are sought after because they're always fresh. They reach the market very fresh. Our hot pepper is number one, then chilli, followed by African garden eggs in that order. Our hot pepper when applied on steak gives the best aroma and that's why it is sought after"

Fred Zake, Executive Director, Hortifresh Association Uganda:
"The world needs more food. The health situation requires that we eat fruits and vegetables domestically. In Uganda, the fruits and vegetables grow naturally. And that's the beauty. So, it means you're taking something natural to nourish yourself"

"The garden soil and the tropical sun. It really starts from the great produce that comes out of Uganda, whether it's a mango or pineapple or banana, papaya or jackfruit. The processing in ISO Food Safety Management System, certified facility to mainly our European customers to really tap into the vegan and vegetarian trend. The product has tremendous upsides from an environmental and social impact perspective, not only versus the meat it's replacing, but also the soy it is succeeding. We, as a company, have full control over the entire jackfruit value chain in our ISO food safety management system certified facility."

Mr Lawrence Zikusoka - co-founder of Gorilla Conservation Coffee:
"We're happy to be part of this year's Uganda UK Trade summit 2022 in London, where you will find this product with a conservation coffee as available across the UK. When you purchase gorilla conservation coffee, you're not only saving gorillas one step at a time. Also $1.50 per kilo goes to support the critical work of conservation through public health in Uganda."

A CASE STUDY WITH LIAO SHEN INDUSTRIAL PARK – KAPEEKA

Eng. Ssempebwa Kibuuka Ronald
Manager, Namunkekera Rural Industries Centre

Distinguished ladies and gentleman! Namunkekera Rural Industries Centre is at the centre of Uganda. I'm here in the footsteps of General Salim Saleh, an industrialist in Uganda, who is the chairman of Namunkekera and Mr. Zang who is the developer.

For us, we are students of Musevenomics, we studied the economics of our president in Uganda. And under his economics, we got to know that we have the factors of production of land, labour, capital, entrepreneurship, knowledge, and the market. I'm glad to learn from him that all factors of production can exist, but the market controls all of them. Without the market, all the factors of production cannot stand. So, we are in UK today to look at what we can bring to the market and what we can take out of the market, but looking at the market as the fact of production.

I would love to ask the fellow Ugandan here. What is the trade balance between Uganda and United Kingdom? It's a tricky question, because someone would say, UK is importing agricultural produce from Uganda and exporting companies. And then it becomes a seesaw kind of equation. We need to reach a level where we have a trade balance between Uganda and United Kingdom.

General Salim Saleh, the chairman of Namunkekera Rural Industries Centre, told me to come and tell you that in Uganda, we cannot discuss exports that are at 80% to the UK, unless we focus on the farmer. He says the farmer is the pivot of all business we are talking about today, most especially in agri business. Without the farmer, their industries will become white elephants. Without the farmer, there will be no food security, without the farmer we will not export. So, he told me to come and tell you that Namunkekera Rural Industries Centre has exhibited a solution that gives the farmer sustainability, and therefore we are here to ask investors in the United Kingdom to come and duplicate what normal Namunkekera Rural Industries Centre has done. Throughout the regions of Uganda, we are looking at regional, industrial and logistic hubs. Many people who are in exports today in Uganda are disturbed by the lack of cold chain. We don't have a cold value chain. Someone can grow vegetables in Kabale, and by the time they reach Entebbe airport, they are ripe. We need the establishment of a logistics hub in every region of the country to extend the shelf life of the fresh products that we export.

A CASE STUDY WITH LIAO SHEN INDUSTRIAL PARK – KAPEEKA

We need industrial hubs to act as the first market for the farmers. In Namunkekera Rural Industries Centre, we have the enabling environment by the government. The government sets the policies, the government becomes lenient on the taxes to enable us, the private sector, to strive in the logistic hubs. So, the government is the enabler, and when the government enables us we then look at farmer cooperatives. We look at farmer groups. We look at the producers. In Uganda, we run mixed economy. We are both capitalists and socialists. This is why you will hear my government pushing the parish development model which is a socialist kind of approach. Then we have the Madhvani's, Mukwano's, Kakira Sugars, a capitalistic kind of approach. So, we look at the pull and the push. When you run a mixed economy, you must try to balance the forces. In Kapeeka, we look at farmer cooperatives as one of our ingredients and farmer groups, because they're our suppliers of raw material. They give us the sustainability for our industries to run. So, we have value chains in maize; we have sunflower value chains, where to make oil; we have mangoes for our dried mangoes and juice. We have six lines that we run in agro produce. We have farmers whose acreage we know by GPS, so we can ably supply them with inputs, we can easily give them our personal Namunkekera extension services. We can actually go back and monitor the harvest to avoid post-harvest losses as a logistics hub, because we become partners with the farmer. Without the farmer, our sustainability is swinging. The middlemen whom we call traders cannot give you the sustainability of supply, it all comes down to the farmer.

So, what is the problem of the farmer that the logistic hub solves? The farmer needs inputs, chemicals, fertilisers, knowledge from the extension, primary and post processing. We call primary processing and post-harvest handling.

The farmer above all needs the market, reliable market. So, the logistics hub like Namunkekera tries to stabilise the farm to get prices. By feeling what the farmer is going through and working with a farmer, we give them reliable prices. In 2018, in Uganda, we are the only ones in the entire country that gave the farmer the best price in maize. When maize went down to 150 shillings in the whole country, we were buying the farmer's maize at 500 shillings because we had a contract with the farm. We had at that time 3200 farmers at 14,000 acreages, and we were able to break even because the following year, the farmers didn't go to the garden. So, the grain is short and we're able to recover because we had enough in storage. So, the next thing after enabling and dealing with a farmer is bulking. After bulking, you can sustainably inform processing. After processing, you add value to much of what we bring to Europe and UK. None of it is value added. And we are asking you to come and add value to our agro products. It hurts us as Ugandans to export cotton to these countries and you return the jackets and the shirts that are very expensive, when our farmers almost died in the garden and got peanuts. So, we want the farmer to die in the garden to sustain your industries, to sustain your homes with food only when they are also happy and breaking even.

So, we are asking why is this happening? Because of value addition! We are asking you to come as we need Namunkekera or another version of an industrial logistics hub across the country to establish regional industrial hubs.

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Insight by the private sector on opportunities in Uganda

Panellists

Moses Karl Sabiiti
Vice Chairman, Presidential Advisory committee Exports and industrial Development

Badru Ntege
Representing Private Sector Foundation Uganda CEO - NFT Consult

Hudda Mahmood
Chairman
Mairye Estates Ltd

Edward Katende
Moderator /
CEO, UDF

Badru Ntege, Representing Private Sector Foundation Uganda

Uganda is ready. I speak here as somebody who made a decision to go back to Uganda more than 20 years ago. I run a business, NFT Consult. Since deciding to go back to Uganda, we've invested and we're now in seven countries within the region, running a managed services company, that at the peak, before the COVID disruption actually ran a $20 million annual return. Things changed. We're all recovering. But the possibilities are there. And for those of you in doubt on that issue, let me be testament, please make that decision. And it's your impact that's going to bring the results you're looking for. They're not there yet, but they're coming and the possibilities are great.

Moses Karl Sabiiti, Vice Chairman, Presidential Advisory committee Exports and industrial Development: I'm actually a farmer. I lead a group called Hass Avocado, Uganda. In my previous life, for the last 28 years, I was a trade specialist, working in the region of East Africa in trade and trade facilitation. So, my colleagues from Uganda - Rwanda, I turned into a farmer after 28 years of that work. And I am happy to be in this field. We came with a group of exporters of producers from Uganda, who will be engaging with you, with the market.

We have visited one of the markets in London. The private sector in Uganda is looking for markets all over the world. And we know about our comparative advantage. What we've realised over time is that the UK should be our natural market, because we are using laws, regulations, we speak English, we are using standards from the UK, and we should be well aligned. However, most of the challenges and the feedback the private sector is getting in Uganda is that to get into this market, we need to deal with a few challenges. We have a target to contribute to Uganda's revenue in the next five years, to increase the revenue from exports by another 6 billion US dollars. So, we've been working on dealing with the challenges, one of them being standards and sanitary issues, to make sure that the private sector exports actually comply. And we managed, through engagement and advocacy, to get through a directive from government at the most senior level now dealing with these challenges.

Number two, we've realised over time that we need to be in this market and understand it better. So, we've worked with the trade representative for the United Kingdom on behalf of Uganda, who is advising us on what the market needs, and for us to fulfil them.

Insight by the private sector on opportunities in Uganda

Question by Edward Katende: What have you found that you can offer us as Uganda and how do we work with the British people to tap into that opportunity?

Moses Karl Sabiiti, Vice Chairman, Presidential Advisory committee Exports and industrial Development: The UK offers a great opportunity to Uganda, to contribute towards Uganda's effort to reduce poverty through trade. The backward linkages of a UK consumer consuming Ugandan chillies have great impact for a Ugandan farmer. I'll give you an example. I grow chillies so that when I visit the farm, I reduce my costs for fuel and all that. I've given free seedlings to women farmers around my farm, because I'm trying to encourage them to participate in agriculture and also teach them good agricultural practices. When one of the off takers took my first three metric tonnes of seedlings, and I paid these farm women the first money, they were at the farm dancing throughout the night, because it made a lot of difference for them in terms of getting a direct and fair income. So, I'm putting my begging bowl in front of me, for the UK to actually buy from us and contribute to poverty reduction.

To be specific, having visited Spitalfields market, we saw so many products and we engaged one of the key wholesalers who actually stocks Uganda's products. He said, “look at this, this is from Uganda.

And without being a major marketing person for Uganda, Uganda's products are unique. They are sweet because you have sunshine, and they grow from maturity.” He cited my favourite avocados, cheese, sugar cane, eggplant, and all that. The opportunity is immense in terms of the market. And we need now to deal with our major challenges of supply consistence and quality. We came up with good people who have specialty coffees. Specialty coffees are coffees that grow at a specific altitude. And they have consistency.

If it is Arabica, it is 100% Arabica. It is organic. And the people we have around, they brought the samples to taste and smell. We've not yet actually entered this market for this coffee. Why? Because of international trading systems, because of the big boys who participate in the stock exchange. Maybe they don't mind of where this coffee comes from. So, these specialist coffees actually lose their identity when it gets into the auction market. And therefore, the British consumer loses out on the uniqueness of Ugandan coffee.

Insight by the private sector on opportunities in Uganda

Question by Edward Katende: Hudda Mahmood, you have a very big investor in our agricultural sector. And your company, Mairye Estates Ltd' has been exporting flowers to the UK. Isn't that enough? Whatever you have exported? Why are you here to it?

Hudda Mahmood: Wow, tough question. I think if you ask anybody around this room, is it enough of what they're doing, they'll probably answer "no", I'm going to carry on. I want to take a leaf out of what the previous speaker said about the issue of development and the issue of profit. I think this combination as a whole works really well. The companies of the Aga Khan network are making a profit, and they're contributing to the national development of the country. So, is it enough? No, not yet. We have a lot to build in terms of the country. We have a lot to build in terms of the people and the capacity, it's a long way to go.

Question by Edward Katende: In addition to the areas you have touched on in your video, Moses talks about a target of 6 billion. Where do we see which particular areas to push to the UK market for exports?

Hudda Mahmood: We have really sat down and said 'OK, how can we enter the UK market and with what products?' We identified several areas that are part of the 6 billion. Fish, coffee, horticultural products, grains, cereals and pulses, beef and dairy. There are a few areas in the industrial development side, predominantly in the steel area that would be something for a possible future in terms of exports. So those are just a few of the targeted areas that we are looking in order to increase the exports by 6 billion.

Badru Ntege: As I said earlier, trade is a two-way conversation. We want to buy, but also want to sell. When you look across, you can actually see the dynamics of what Uganda offers. One salient issue is education. We have over 8 million students, kids in school, so the opportunity for schools is amazing. And you cannot go wrong with schools. I want to invite and excite people to actually look at ICT. We have 35 million people ready to use an ICT device whether a mic, a phone or getting online. So, there's a whole space there that sometimes is not seen as an amazing area, but it is. And I also want to talk about Uganda as a regional hub. We sit in the middle of one of the biggest trade blocs thanks to the addition of the DRC. We also right now have countries like Somalia asking to join the trade bloc. So, you can have this regional goodwill that allows anybody to pivot into the region from Uganda.

Then we talk about oil and gas, and the population space. We talked about housing. There is an amazing opportunity there, especially with new methods of building that we've not used. We're still using the very traditional expensive methods of building. What can we do? What relationships can we actually build out of these conversations that we're having today?

In finance, we have 28 banks. Banking is an amazing space that is really very nascent. There are 44 million people, and as we speak today, I think less than 5 million of them are banked. There is an amazing opportunity for us to see how we can innovate that space when you're thinking of areas to invest in, because those areas are important for you to actually build a strong export area. So, let's not just look at what you can buy from us. What can you come and create? A relationship must be a two way system. When Mr. Hudda and my colleagues went into Spitalfields market, we noticed packaging; we're still a little bit behind on packaging. We're talking about local value addition and the conversation is across the board. So, we have the product, but who's here, ready to come and help us do the packaging?

Insight by the private sector on opportunities in Uganda

Everybody talks about the amazing pineapples from Uganda. How well can we package pineapples and get them to the general market? So those are areas that we need to think of. There is a government project called “The parish development model”. It's an interesting concept that just means innovation around it. It allows us to actually create this development seamlessly down to the parish, to the low level. Are you able to get this conversation, whether it's trade, education, logistics, to the last level? And then remember, we're not talking about the 44 million in Uganda, we're talking about the 600 million in the partnership, which is the regional market, the East African bloc. Uganda is also home to the biggest refugee community in Africa. It's an open door that not only brings people, it also brings a whole lot of value and innovation. We have professors, doctors coming in as refugees. So, there's a space there for us to actually look at.

We have an amazing project that universities and government partnered for a few years ago to make electric buses, Kira motors. As of this month, I think the first two buses actually now take passengers.

Electrification is another interesting conversation that we should be having. As PSFU (Private Sector Foundation Uganda), we're here to represent everybody else who's not here. So, start a conversation with us in that space, especially when we look at transport. Electrification has matured. But it's also a lot easier to do that in Africa today, because we're not looking for self-driving cars. We're looking for a car with a battery and a motor that will move and can be charged. That's the space ready within the region, where we generate our own electricity.

And I’d like to talk to those concerned people who've been trying to push our oil and gas investment, invest in electrics, don't move the investment away, switch your investment, put in electric lights, electrify the community. I give a simple example. You've all heard about what we call the BodaBoda, which is a two-wheeler transport. Just on the transport fee of moving people from A to B agenda, it contributes 6 to 7% of the GDP. Are people jumping on a BodaBoda from A to B across the country? We're looking at how to electrify that service. What's the impact in terms of economy, in terms of a health? Motorcycles are creating a lot of pollution.

The conversation on investment in Uganda is big. And we want continue it and create something out of it. So, we were here today, glad that we're able to sit in a sombre mood and figure out how we create this relationship. I'm here to assure you that the doors are open, your investment is safe. And I can assure you that every dollar that comes into Uganda will multiply way more than if it sits in England.

On that note, thank you so much.

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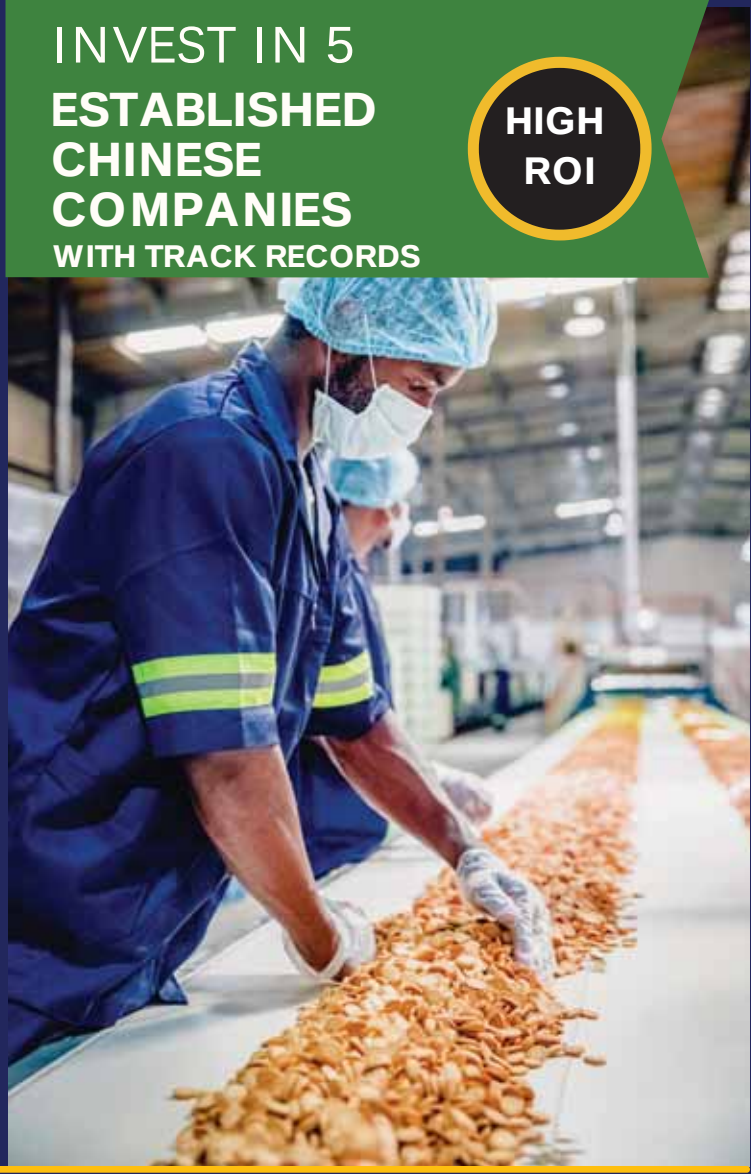

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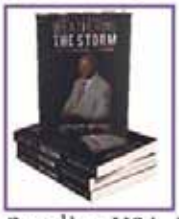
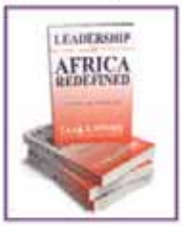
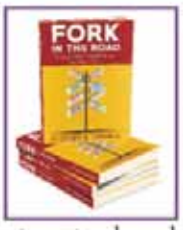


More instructive and inspiring leadership stories are told by authors **Regina Amadi-Njoku** (Nigeria), **Elizabeth Lwanga** (Uganda), and **Letty Chiwara** (Zimbabwe) in 3 *Leadership Journeys, ONE Story*.



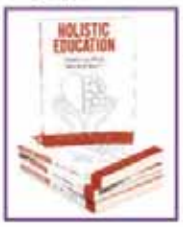
Busara Africa founder **Taaka Awori** of Ghana does an in-depth look at untold stories in her new book, *Leadership in Africa Redefined*.

Liberian leader **Mme. Thelma Awori** in association with **Madame Bineta Diop** from Senegal, detail the extraordinary journey and impact of *GIMAC: The Gender is My Agenda Campaign* on the women and girls on the African continent. Uganda's former professor and WHO statistician

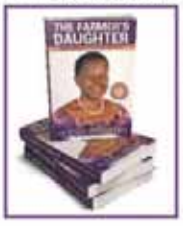


Stephen K. Lwanga offers guidance on decision-making to create a life of value in *Fork in the Road*. Another Ugandan expert and former chairman of Uganda's Electoral Commission, **Dr. Badru Kiggundu**, traces his life story to show how to turn your dreams into reality in *Stepping into the Unknown*.

Many experts and educators have special messages for readers that are bound to engage and enlighten. The former headmaster of King's College Budo **Samuel K. Busulwa**, once a young man who believed he could make a difference in the Education of Uganda, shares in *Holistic Education: how Connecting Head, Hands, & Heart* can help a learner to excel. Nigerian expert **Tunde Akande** guides readers to secure their financial future through Real Estate Investment in Your Turn to *Profit from Property Investing*. And President of Salad Master, **Ayo Olaseinde** diaspora UK, asks, *Have You Got the WHY Factor?* and teaches his system for achieving a healthy, positive, and successful lifestyle.



In *Stand*, **Dr. Hilda M. K. Tadria** shares her feminist journey and experience. She explores the forces that enabled her to defy patriarchy.



And **Hon. Victoria Sekitoleko,** Uganda's former Minister of Agriculture, offers comprehensive insights into earning and learning through agribusiness in The Farmer's Daughter.

Mr Semaganda launched Action Wealth Publishing from his own seminars and expertise around how to turn what you already know into your number one marketing and income-generating tool. As an African and as a parent, he believes we all have a great responsibility to share what we know and to teach it to others. He published Wealth Messenger and teaches through workshops and seminars to develop authors and experts around the world especially Africans in the Diaspora to build businesses back home from where they are. Find out more about his Author Diaspora Development Programs, upcoming publications, and his Free Wealth Messenger Training Program at www.ActionWealthPublishing.com

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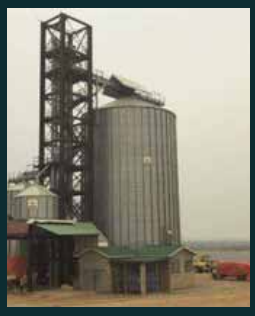

YAHE INTERNATIONAL INVESTMENT CO. LTD

with an investment of US$5 million. Covering an area of 15 acres, it is mainly used for grain storage, corn deep processing, and wine and feed.

LURTEX TEXTILES LTD

It covers an area of 30 acres and plans to invest 25 million US dollars. The production project integrates spinning, weaving, printing and dyeing, clothing and trade.

HO & MU FOOD TECHNOLOGY

The factory has a total investment of 12 million US dollars and has completed the first phase of investment of 6 million US dollars.

JINDI CO. LTD

Covering an area of 10 acres, the factory invested 5 million US dollars. Modern workshop. It mainly produces sesame oil, sunflower seed oil and other vegetable oils, agricultural shovel and other agricultural products.
It will provide 150 local employment opportunities.

DRAGON AND PHOENEX CO.

Covering an area of 5 acres, the factory invested 5 million US dollars.
At present, there are three sets of wire production lines, two
sets of auxiliary machines for wire production, and two sets of copper wire drawing machines.

GOODWILL (UG) CERAMIC CO.

Covering an area of 26.5 acres, the factory invested 30 million US dollars, and local financing of 5
million US dollars. Produces ceramics and other construction products, and its sales network covers Uganda and East African Community markets.

GOCTA WORKWEAR(UG) CO.

It covers 5 acres. Specializing in the production of all kinds of high-end labor insurance clothing and outdoor casual clothing, products include outdoor leisure, hunting clothes, jackets, work clothes for export to western markets.

GAGA FOOD TECHNOLOGY CO.

It covers 20 acres. The total planned investment is USD 15 million. The first phase will develop 5 acres with an investment of 5 million US dollars, mainly producing snack foods, candy and other snack foods.

WUXI TAIYU (UG) MFG CO. LTD

It covers 10 acres. Mainly produces fishing nets, fishing lines, fishing gear and other products.
The daily output is 300 tons of fishing lines and 50 tons of fishing nets.

HOLY LOVE PHOTOELECTRIC TECHNOLOGY CO

The company covers an area of 5 acres and has an investment of 5 million US dollars. Produces LED photovoltaic lighting and related products.

HUA HUI INTERNATIONAL GROUP

With a total investment of 100 million US dollars, it is by far the largest enterprise settled in Liaoshen Industrial Park. Produces sanitary ware ceramics and daily-use porcelain; porcelain mud manufacturing and processing; chemical materials manufacturing, etc.

NAN NAN SHOES INTERNATIONAL

Covering an area of 5 acres and an investment amount of 5 million US dollars, as a company specializing in the production of footwear products. It has rich customer market resources in the East African market.

SIX CORNERSTONE MANUFACTURING CO. LTD

It covers an area of 6.3 acres and has an investment of 3 million US dollars. It produces trolley cases, backpacks, and transparent tape.

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