



UGANDAUK
CONVENTION
INVESTMENT
FORUM 2014
13TH SEPTEMBER 2014



UGANDA-UNITED KINGDOM 4TH INVESTMENT FORUM



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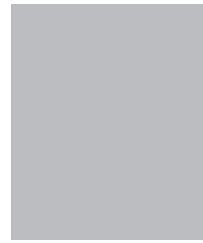


organised by
THE PROMOTA
GROUP

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The Ugandan Convention UK, a Trade and Investment Forum that has now become firmly established as an annual event in the UK.



‘Promote the exchange of information, research and expertise and encourage new business interaction and relationships’

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

- » Meet and network with African and UK professionals marketing goods for global markets
- » Market your services and products to delegates and visitors on the day.
- » Meet business leaders to discuss the major developments, challenges and success stories
- » Gain competitive advantage over competitors by broadening your marketing strategy
- » Network with like-minded businesses
- » Develop business partnerships with potential business partners both in the UK and abroad
- » Meet potential investors in order to identify funding options
- » Explore new markets for products and services
- » Identify reliable suppliers

The 2014 programme has a demanding, interesting and varied agenda over the course of the day, with keynote addresses, panel discussions and break-out networking sessions involving government and officials from the private sectors, prominent Ugandan (Africa) entrepreneurs, private equity funds, leaders and Pan-African development institutions.

A key focus of the forum is expressly designed to support the country’s efforts to attract foreign direct investment into Uganda. It paints a candid and contemporary picture of the nation’s regulatory, business and investment climate.

Also, the forum seeks to inform and update the investors and business community in Europe of the vast potential for investment that Uganda offers to both the domestic and

international community, while highlighting priority sectors for investment.

We hope you will find a wealth of experience and knowledge represented at this conference. We invite you to take advantage of this space to share ideas, talents and resources.

Insights gained through our surveys and registration at this conference have revealed that 15% of the respondents have capital to invest in an existing or new business, while 45% have opportunities requiring capital or are looking for international partners.

Our official partners MM2 Capital and Uganda Investment Authority will have a one-stop stall to handle all your inquiries regarding investing in Uganda.

Date: Saturday
13th September 2014

Venue: Troxy,
490 Commercial Rd,
Limehouse
E1 0HX London
United Kingdom

Time: Registration: 10.00am
Presentations: 11.30pm
followed by a networking
reception and after-party

“This is the time to invest and take a position in Africa, and more so, focus on Uganda, as Uganda lies in the heart of Africa”
Patrick Bitature





WHY Attend

- Explore how to optimise value-chains
- Discuss the potential of the private sector in contributing to agricultural development
- Explore financing options and investment opportunities
- Discuss strategies and policies to improve smallholders' access to markets and access to finance
- Gain an understanding of local, regional and global market demand
- Understand price developments in the commodity markets
- Learn about the role of Commodity Exchanges in Africa
- Forge new partnerships and business ventures
- Enjoy a platform to meet key decision makers and discuss priorities, long-term strategies and result-focused solutions and policies

We are sure that sponsoring the event will make a definite difference and create more awareness and understanding of your services and products among the Diaspora.



WHO Should Attend

- Banks and financial institutions
- Investors and financiers
- Microfinance institutions
- Development financial institutions
- Multilateral organisations
- Trade associations
- Business associations
- Consultancies
- Ministers and government officials
- Agriculture/agribusiness companies
- Producers and suppliers of agricultural products (seeds, fertilisers, etc.)
- Producers and suppliers of farming equipment and agricultural machines
- Charities and Voluntary organisations

NETWORKING Opportunities

- Sponsors will benefit from networking opportunities with government officials, current and potential investors, private sector companies, intergovernmental and multilateral organisations, consultancies and advisory firms, and other stakeholders, including high level speakers
- Opportunities for scheduled or impromptu meetings are also available and can be facilitated in line with sponsors' objectives
- More than 2000 Ugandans from all over Europe are attending



Exposure & Visibility: Pre- during and post-event marketing exposure is offered across bespoke Diamond, Platinum, Gold and Silver packages. At the event, sponsors will benefit from branding and signage featuring corporate logos prominently displayed. Post event communication with delegates and the wider business community will include sponsor logos. Sponsors will also benefit from extensive media coverage in our social media networks, current affairs magazine 'The Promota' and our media partners.

WHY Sponsor

- The Ugandan Convention UK is Europe's largest annual Ugandan event
- Sponsoring this forum offers wide-ranging benefits, giving your institution a unique platform at the conference, as well as through our publication Promota magazine, enhancing your corporate profile to influential participants. Our dedicated team will work closely with the sponsors to tailor their involvement in the summit and maximise media exposure through various media platform and social media.

The Venue

- Troxy is conveniently located in the vicinity of Canary Wharf, and about 2 miles away from Tower Bridge.



Overview of the Convention

The Diasporas all over the world have been recognized for their massive contribution to the socio-economic development of their countries of origin. The African Union designated the African Diasporas as the 6th region of Africa and it is no longer possible for any country to ignore the substantial capital that Diasporas have.

This capital comes in various forms:

- Financial capital in form of remittances to relatives, friends and affiliations back home.
- Intellectual capital in form of skills and knowledge transfer
- Political capital for lobbying and advocacy for policy formulation to harness development opportunities from different stakeholders for the benefit of the home country.
- Social capital in form of networks and time for volunteering opportunities
- Cultural capital by promoting cultural ambassadors that market the home country through music, language and art.

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

If you are interested in investment opportunities, the event will help you to:

- Gain key insights and trends from industry experts
- Breakdown challenges and access guidelines on investment opportunities in Uganda
- Learn how to navigate various sectors' business and investment opportunities
- Network with other delegates interested in diversifying their portfolios
- Meet key industry leaders, policy makers, and other creative business thought leaders
- Explore the options available to grow your businesses
- Highlight the commercial gaps in an economically ripe industry
- Access networking opportunities with government officials, current and potential investors, private sector companies, inter-governmental and multilateral organisations, consultancies and advisory firms, and other stake-holders, including high level speakers.
- Gain access to opportunities for scheduled and one-to-one meetings with our VIPs

OUR VISION

Uganda Convention UK's vision is to harness the tremendous skills, expertise and knowledge base of the Ugandan Diaspora with a view to promote socio-economic and infrastructural development back in Uganda. The Ugandan Convention provides a platform for exchange of views and networking to Ugandan Diasporas on matters of common interest and concern to them. The Convention also helps the Government of Uganda to better understand and appreciate the expectations of Ugandan Diasporas community from the land of their ancestors and more importantly, acknowledge the important role played by them in Uganda's efforts to acquire its rightful place in the community of nations.

OBJECTIVES:

- Promote the exchange of information, research and expertise and encourage new business interaction and relationships and to foster an environment for embracing our passion and commitment for the country.
- To inspire a new generation of Diasporans engaging responsibly with Uganda
- To bring together people that have found or are seeking innovative approaches
- To mobilize the Ugandan Diasporas to transfer knowledge, skills and technologies to Uganda to promote socio-economic and infrastructural development
- Identify potential opportunities in Uganda and mobilise Ugandans in the Diaspora to invest back home and increase the role of Ugandan Diaspora in Uganda's development
- Seek investment opportunities in public and private organizations within Uganda, the United Kingdom and Europe and inform Ugandans in the Diaspora about such opportunities
- Utilize the intellectual and financial capital of the Diaspora for the purpose of improving the livelihood of all Ugandans
- Raise awareness of financial services available for small to medium sized businesses in Uganda and the United Kingdom
- Lobby and influence the Ugandan government to tap into the "vast expertise" of Ugandan professionals in Europe, and hasten Uganda's socio-economic development
- Encourage Ugandans in the Diaspora to promote a positive image of their nation
- Mentor Ugandan youths in the Diaspora to instil in them a sense of nationalism and become responsible citizens
- Create awareness of scholarship programs designed for the development of Uganda
- Inspire and encourage a unity among Ugandans in Europe
- To demonstrate and promote philanthropy in Uganda as an integral strategy for permanent wealth-creation for social development

PRINCIPAL GOALS:

- Increase remittances inflows through targeted investment products for Diasporans
- Reverse the concept of brain drain to brain gain by tapping into the huge pool of Ugandan professionals
- Encourage investments in the key sectors, i.e. education, health, housing, sports, tourism and many more
- Work in partnership with the Uganda government to set up major development strategies
- Mobilize the Ugandan business communities in the Diaspora for investment and trade in Uganda
- Exhibit and celebrate the rich diversity of their cultural heritage and encourage Ugandans to be more active as ambassadors for Uganda's culture – food, clothes, social life etc
- Uganda has a wealth of talent in an ever-improving education market, vast natural resources, massive energy producing capabilities, expanding tourism and hospitality services and opportunities to improve infrastructures and construction projects. We are driven by the belief that Africans need to recognise their wealth of potential and work towards attaining self-sufficiency and regaining control of their destiny!

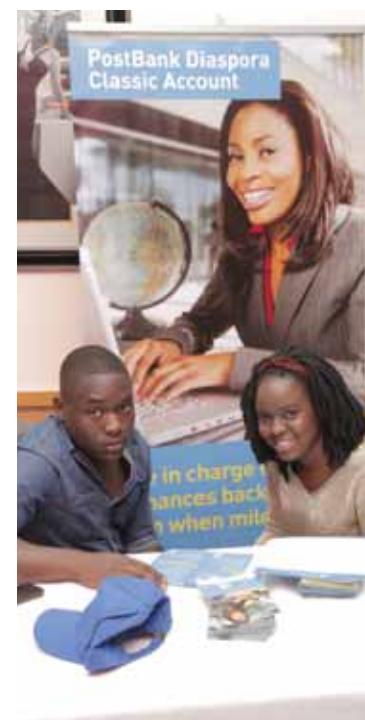
Previous conventions



Previous conventions



Previous conventions



REASONS FOR INVESTING IN UGANDA

Predictable Environment.

Uganda has been able to achieve macro-economic stability when clouds of uncertainty rocked many regions of the world.

1. Stable annual economic growth averaging 7% per annum since the year 2007, making Uganda one of the fastest growing economies in East Africa.
2. Maintained a competitive real exchange rate that supports export growth.

Fully Liberalized Economy.

1. All sectors liberalized for investment and marketing.
2. Free inflow and outflow of capital.
3. 100% foreign ownership of investment permitted.
4. Ranked the 8th freest economy in Africa by the 2012 Index of Economic Freedom.

Market Access:

1. Uganda enjoys a unique location at the heart of Sub-Saharan Africa giving it a commanding base for regional trade and investment.
2. Uganda is a member of the Common Market for Eastern and Southern African states (COMESA), a region with a market of about 390 million people in 20 countries.
3. Uganda is a member of the East African Community (EAC) comprising Burundi, Kenya, Rwanda, Uganda, and Tanzania with a population of over 133.1 million people.
4. Duty and quota free access into the US (AGOA), Generalized System of Preferences (GSP) scheme and EU (EBA) markets.

Strong Natural Resource Base

1. Abundant rainfall evenly spread in two seasons, rich loamy soils and favourable temperature which enhances the

productivity of the land to support the cultivation of both food and cash crops organically.

2. Unexploited mineral deposits. Confirmed deposits include Phosphate, Gold, Zinc, Wolfram, Petroleum, Diamond, Vermiculite, Silica etc.
3. Vast tourist attractions including lush green tropical forests, inhabited by a wide variety of birds and fauna.

Government Commitment to Private Sector

1. Government and private sector dialogue in policy formulation.
2. Continuous improvement in provision of infrastructure and other social services.

Trainable Labor

1. Uganda presently produces over 20,000 University graduates per year.
2. Quality of labour is one of the biggest attractions.

Security of Investment

1. Guaranteed under the Constitution and the Investment Code Act Cap 92 Laws of Uganda 2000 edition.
2. Uganda is a signatory to major international investment related institutions such as:
 - Multi lateral Investment Guarantee Agency (MIGA).
 - Overseas Private Investment Corporation (OPIC) of USA.
 - Convention on the recognition and enforcement of foreign arbitral award (CREFAA).
 - Islamic Corporation for the Insurance of Investment and Export Credit (ICIEC).
 - ICSID, TRIMS, GATS, and TRIPS

WHY INVEST IN UGANDA

Uganda is no stranger to investment: it has consistently attracted the highest levels of foreign direct investment in the East Africa Community region over the past five years. In 2010 alone, Uganda attracted FDI of up to US\$ 848 million for several reasons including:

- a predictable investment environment,
- a fully liberalised economy, good market access,
- a strong natural resource base and
- a commitment to the private sector by the government.

Market segments

Investing in Uganda offers access to East African markets. It provides for the free movement of goods, labour, services and capital, which significantly boost trade and investments, and make the region more productive and prosperous.

East Africa Community snapshot	
Total area	1.82 million sq. km
Population	137 million
GDP	\$84.7 billion
Member Countries	<ul style="list-style-type: none"> ▪ Kenya ▪ Tanzania ▪ Uganda ▪ Rwanda ▪ Burundi



Investment Incentives

a) Investment Capital Allowances

- Initial capital allowance on plant and machinery 50-75%
- Start up cost spread over 4 years 25% p.a.
- Scientific research expenditure 100%
- Training expenditure 100%
- Mineral exploration expenditure 100%
- Initial allowance on hotel, hospitals and industrial buildings 20%
- Deductible annual allowances (depreciable assets)
- Depreciation rates of assets range 20-40%
- Depreciation rate for hotels, industrial buildings and hospitals 5%

b) Duty and Tax free import of Plant & Machinery

c) First arrival privileges

Duty exemptions for personal effects and motor vehicle (previously owned for at least 12 months) to all investors and expatriates coming to Uganda

d) Export Promotion Incentives and Facilities

- Manufacturing under bond
- Duty exemption on plant and machinery and other inputs
- Stamp duty exemption
- Duty draw back – a refund of all or part of any duty paid on materials, inputs imported to produce for export
- Withholding tax exemptions on plant & machinery, scholastic materials, human & animal drugs and raw materials
- Ten year tax holiday
- Duty remission scheme for exporters involved in value addition

INVESTMENT OPPORTUNITIES

Agribusiness

Uganda is among leading producers of coffee and bananas. It is also a major producer of tea, cotton (including organic cotton), tobacco, cereals, oil seeds (simsim, soya, sunflower, etc), fresh and preserved fruit, vegetables and nuts, essential oils, orchids, flowers and sericulture (silk). Opportunities include commercial farming and value addition, as well as the manufacture of inputs and supply of agricultural machinery.

Fisheries

Fish and fish products are the leading foreign exchange earner for Uganda in the non-traditional exports category with export revenues amounting to USD 127.7 million in 2010. Large fresh water expanses are home to a wide variety of fish products. Opportunities are available for fish farming and establishment of more fish processing factories on lakes other than Lake Victoria. Uganda's fish is a delicacy in Europe and has recently penetrated the US market.

Forestry

With over 4.9 million hectares of rich forest vegetation, Uganda possesses abundant potential in areas like timber processing for export, manufacture of high quality furniture/wood products and various packaging materials. There are also opportunities in afforestation and reforestation, especially of medicinal trees and plants, soft wood plantations for timber, pulp & poles.

Manufacturing

Uganda's manufacturing sector has grown steadily over the last five years at an estimated average of 7.7% annually. Opportunities exist in virtually all areas ranging from beverages, leather, tobacco based processing, paper, textiles and garments, pharmaceuticals, fabrication, ceramics, glass, fertilizers, plastic/PVC, assembly of electronic goods, hi-tech and medical products.

Mining

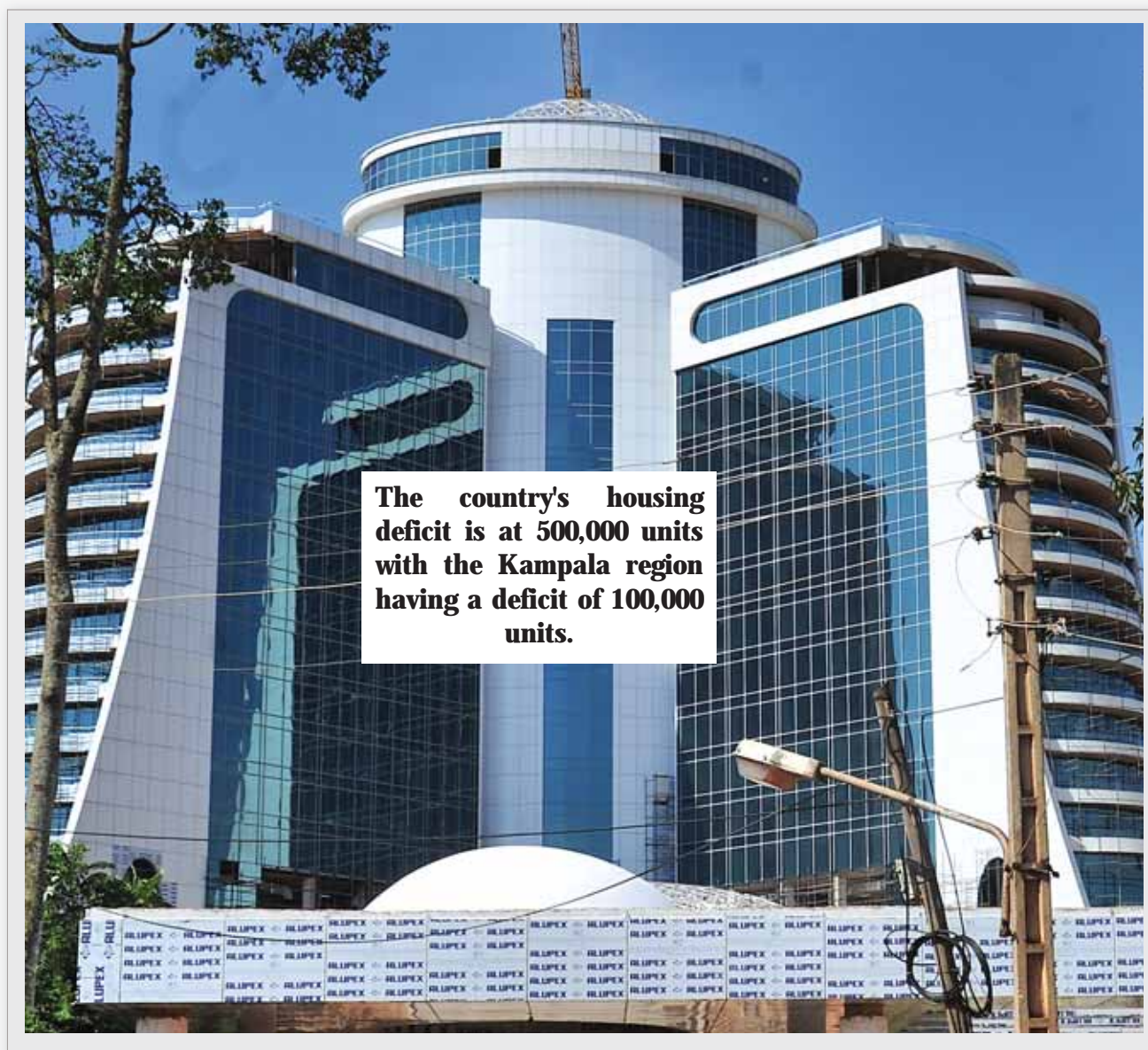
Uganda has large under-exploited mineral deposits of gold, oil, high grade tin, tungsten/wolfram, salt, beryllium, cobalt, kaolin, iron-ore, glass sand, vermiculite and phosphates (fertilizer). A discovery of petroleum wells in the Lake Albert region has enhanced the sector's potential. There are also significant quantities of clay and gypsum. Uganda provides special incentives to the mining sector with some capital expenditures being written off in full.

Infrastructure

Although significant efforts have been made to develop and rehabilitate the existing physical and non-physical infrastructure, potential investment opportunities still abound. In particular, transport & logistics and energy sectors still require further investment. With less than 10% of the mainstream capacity of 2,700 megawatts of power exploited, Uganda has the potential to be a major supplier of hydroelectric power to the entire East African region.

Financial Services

Opportunities for investment exist for international multinational banking groups particularly promoting new or innovative financial products (i.e. mortgage finance, venture capital, merchant



banking and leasing finance), microfinance and saving institutions, which propose to operate in rural areas. Insurance, in particular, is still a relatively young sector and offers several opportunities for investment.

Tourism

The distinctive attraction of Uganda as a tourist destination arises from the variety of its game stock and its unspoiled scenic beauty. Within a relatively limited space of just over 240,000 square kilometres, Uganda offers an interesting contrast ranging from the wide East African plains and expansive savanna grasslands to the impenetrable mountain rain forests and snow peaked mountains in the south western parts of the country.

Uganda offers a wide range of bird species for viewing in addition to numerous sporting opportunities such as mountain climbing and water sports including white water rafting. The opportunities in tourism range from constructing high quality accommodation facilities, operating tours and travel circuits to the development of specialized eco-tourism.

Printing and Publishing

In the printing and publishing sub-sector, opportunities exist for the printing of textbooks for schools. Currently, imports supply over 90% of Uganda's textbook requirement (estimated at over US\$7 million a year). Investment opportunities therefore exist in the various type of printing including flexography, screen printing, off-set printing and digital printing. Other opportunities include electronic printing, magnetography,

thermographic printing, ion deposition printing and direct charge deposition printing.

Education

Uganda runs high quality courses at a relatively cheaper cost than other education destinations and is dedicated to making investment in the country's knowledge hub a unique experience and a win-win situation for both investors and students. Investment opportunities therefore exist in Uganda for setting up independent private universities, branch universities and offshore campuses. Other areas of investment include technical & vocational training, technology-based education, distance education and student financing.

Information Technology

Uganda's Information and Communication Technology (ICT) sector is one of the most vibrant within the region. This vibrancy hinges largely on the good legal and regulatory frameworks. The supportive investment climate therein has exposed numerous opportunities in ICT innovation services leading to maximum utilization of the existing youthful human resource base quite suitable for the ICT work. The newly developed and highly qualitative ICT infrastructure is also ready to accommodate more future investments.

Opportunities in ICT include establishment of information and communication infrastructure and broadband services, business process outsourcing services, computer and related equipment hardware assembly, high level ICT training facilities of international standards, ICT business services incubation, hardware repair training facilities, software development niches, setting up information technology virtual zones (ITVZ), and setting up internet service provider facilities in other parts of Uganda.



UGANDA-UNITED KINGDOM

4TH INVESTMENT FORUM

UGANDAN-UK CONVENTION

DATE: **SATURDAY**

13TH SEPTEMBER 2014

Time: 10am - 5.30pm

@ TROXY 490 Commercial Rd, E1 0HX London

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WWW.

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