



PERFORMANCE REPORT FOR **July 2011**

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'.....your investment is our business'

1.0 Introduction

The report describes activities undertaken by the institution during the month of July 2011.

2.0 Investment & Employment Generated

2.1 Licensed Projects July 2011

The first month of the financial year 2011/2012, saw the UIA license **12** Projects worth **US\$ 49,643,175** million of planned investment & planned employment of **2,536**. Out of the projects, were 6 foreign - 50 percent – 5 were local, while one is a Joint venture between Ugandan and Zimbabwean investors. Two of the projects are already operational, that is; Oasis Shopping Mall (Kenya) and Boston Investment Ltd (Eriteria).

The sectoral distribution indicates that the Agricultural sector (US\$ 22.5 million) had the most significant level of investment this month. It was followed closely by the Financial, Insurance, Real Estate and Business Services (US\$ 20.5 million). The Manufacturing sector, however recorded the highest number of projects – 5 projects – valued at (US\$ 4 million).

Table 1 below is a summary of the licensed projects for July 2011 showing the sectoral composition of planned investments

Table 1: Sectoral Totals, July 2011

Sectors	Planned Investment	Planned Employment	No. of Projects
Agriculture, Hunting, Forestry & Fisheries	22,530,000	622	3
Financial, Real Estate & Biz services	20,463,205	1,620	3
Manufacturing	4,039,970	214	5
Wholesale & Retail, Catering & Accommodation Services	875,000	20	1
	49,643,175	2,536	12

Source: Uganda Investment Authority

3.0 Investment Promotion

3.1 Inward Missions

Uganda Investment Authority hosted 3 inward missions, no outward missions, and facilitated 30 walk-ins and email inquiries. These missions were aimed at exploring trade and investment opportunities and gathering relevant information to enable them locate their investment in the country.

Table 2: Inward missions July 2011

No.	Delegation and Country of origin	Purpose of Visit
1.	Thailand - UIA hosted a business delegation from Thailand, whose itinerary had been arranged by the Thai Consulate and together with a local company, Uganda Gas and Merchandise Co. Ltd (a Uganda/ Thai joint venture).	The delegation headed by Mr. Pakainay Leng-ee, Assistant Executive Director, Department of Export Promotion, Ministry of Commerce – Thailand, comprised eight (8) companies dealing in agricultural equipment and machinery; textiles; mosquito net production; cosmetics export; Warehousing; ICT; traffic paint and road marking machinery; business consultancy; food processing; and tourism (tour travel). They were on a fact finding mission and needed information on Uganda's investment climate, the opportunities, procedures for setting up business in Uganda and the services offered by the UIA.

No.	Delegation and Country of origin	Purpose of Visit
2.	BSC Resources (South Africa) - visited Uganda in May and came back in July to concretize their business.	On 25th July 2011, the company registered 'All Africa Investments Ltd', which will be engaged in the mining and exploration of base metals, and then later renewable energy.
3.	South Africa - Old Mutual and Symmetry a South African company visited Uganda between 18th and 21st July 2011.	Their interests were in insurance and property management. The delegation had meetings at the UIA, Ministry of Finance Planning and Economic Development and NSSF and the National Insurance Commission.
4.	South Africa – Kentucky Fried Chicken - Mr. Simon Schaffer's family based in Republic of South Africa (RSA) is the KFC's sole franchisee for East Africa region tracing their operations and business partnership with KFC to 1974.	They are interested in establishing KFC operations in Kampala/Uganda requiring UIA facilitation. UIA endorsed KFC's intentions to enter the Ugandan food space and accordingly requested the investor to forward the list of requirements to assess whether or not they are not already exempted from duties and other taxes. UIA to avail the investor the EAC Common external tariff in order to visualize the applicable duties.

Source: Uganda Investment Authority

3.2 Walk-ins and Email Inquiries handled

About 30 walk-ins and email inquiries were handled during the month. The major sectors were manufacturing, construction, oil & gas, real estate and mining. Prospects originated from Lebanon, UK, Philippines, South Africa, India and Uganda.

4.0 Domestic Promotion Investment Programmes

4.1 Entrepreneurship Training Programme

UIA promotes SMEs to invest in the country to generate incomes so as to reduce poverty levels in the country. The institution has partnered with the Icelandic Development Agency to reinforce the existing entrepreneurial base in the country through capacity building. In this month, UIA conducted **10** trainings in 6 districts of Apac, Arua, Kabale, Kampala, Kitgum and Mbale

4.2 Research & Development

4.2.1 Private Sector Investment Survey (PSIS) 2011:

Launched on 21 July 2011 and released results of PSIS 2010 at Imperial Royale Hotel

4.2.2 Investor Survey 2011 funded by the European Union

An Investor survey targeting all domestic and foreign licensed projects was launched on 4 July 2011 by the Minister of Finance Minister Hon. Maria Kiwanuka and The European Union Ambassador to Uganda Dr. Roberto Ridolfi.

Funded by the European Union to the tune of EURO 112, 000 (Over UGX 370 million), the Investors' Survey's objective is to assess the actual value of investment and employment generated by the all the licensed projects of the UIA since its creation in 1991, whose status has not been established by previous Private Sector Investor Surveys. Nearly 2,894 entities countrywide will be

covered under the survey. This exercise will comprehensively assess the investment situation and bridge this data gap.

The project will be supervised by a technical team from UBOS and UIA, together with a National Technical Working Committee comprised of chief representatives of the Uganda Bureau of Statistics, Uganda Investment Authority, Ministry of Finance, Planning and Economic Development, and a representative of the Delegation of the European Commission to Uganda.

4.2.3 Economic Recovery Analysis: The ERA Team carried out a training of 75 enumerators in 15 districts, listed 7360 Enterprises in 98 sub-counties and distributed at least over 1000 questionnaires to the districts. The District of Zombo was found without any listed Enterprises, however.

4.3 Small and Medium Enterprises (SMEs) Division

4.3.1 SME Reverse Fair, 27-29 July 2011

UIA in partnership with UNIDO established a Subcontracting and Partnership Exchange Centre (SPX Uganda) that is managed by a project team in UIA. SPX Uganda has several activities and one of the main activities is a reverse fair, which was held on 27 – 29 July at Hotel Africana

A reverse fair is an exhibition where service providers allow businesses the opportunity to meet with procurement professionals from government ministries, state owned enterprises and domestic and transnational companies at one time in one location. At a traditional trade fair prospective clients visit vendor's booths trying to get a moment of their time to understand the Services and products being offered. At reverse trade shows the vendors visit prospective clients.

This edition of the SPX Uganda reverse fair was restricted to SMEs in the metal, plastics and industrial services. 290 SMEs and 10 large companies participated in trading specifications for the products and services required by the large companies, and was attended by representatives from South Africa, Ethiopia, Tanzania and Kenya.

Outcomes

- Ten (10) business opportunities identified for SMEs to supply the large companies (the large companies that needed products from SME included; Uchumi supermarket, Nakumatt Supermarket, UMEME, Shumuk Group of companies and Hardware World)
- Three (3) SMEs were able trade products among themselves (Standard signs, Uganda Groundnuts processing initiative, Fabrication systems Uganda)
- Two SMEs identified opportunities in Ethiopia through the Ethiopian Government representative from Ministry Trade and Industry (i.e. Standard Signs Uganda Ltd and UGMA Engineering services Ltd)