

BANKABLE PROJECTS

Viable Investment
Opportunities in
Uganda

THE UGANDA — SOMALI

INVESTMENT FORUM & JOINT PERMANENT COMMISSION (JPC)



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WELCOME TO THE PEARL OF AFRICA

Uganda is a landlocked country in East Africa whose diverse landscape encompasses the snow-capped Rwenzori Mountains and the expansive Lake Victoria. Its abundant wildlife includes chimpanzees as well as rare birds. The remote Bwindi Impenetrable National Park is a renowned mountain gorilla sanctuary. Murchison Falls National Park in the northwest is known for its 43m-high waterfall and wildlife such as hippos.

Currency:

Ugandan shilling

Gross domestic product:

\$37.37 billion (2020) World Bank

GDP per capita:

\$794.34 (2020) World Bank

GNI per capita:

2,260 PPP dollars (2020) World Bank

Gross national income:

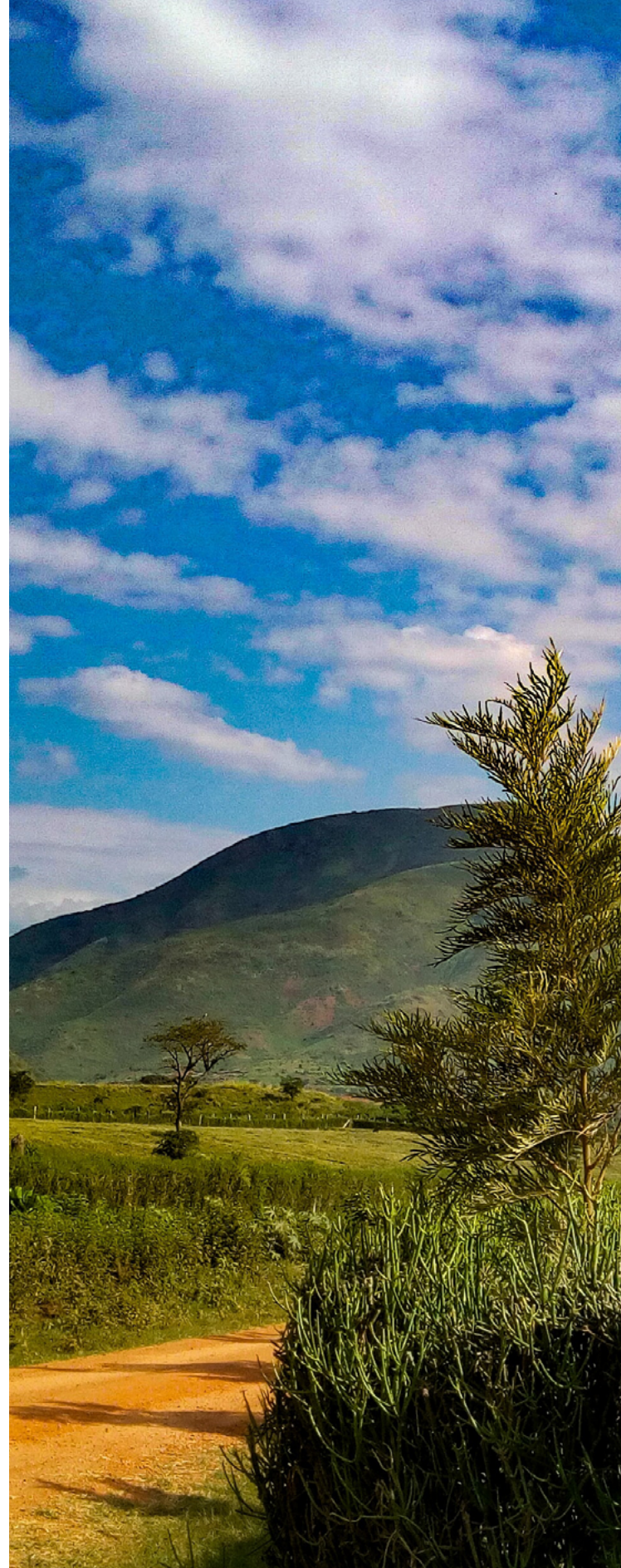
103.35 billion PPP dollars (2020) World Bank

GDP growth rate:

2.9% annual change (2020) World Bank

Internet users:

23.7% of the population (2020) World Bank



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Investment Opportunity #1

FRUIT PROCESSING



Investment opportunity area:	Fruit processing factory
Sector:	Agro-industry
Sub-sector:	Agro-processing and value addition
Project Description:	<p>This project provides a unique opportunity for investors to be part of a multipurpose fruit processing facility with the most suitable production systems so as to process and add value to fruits in Uganda (pulp, food concentrates and confectioneries like juices, wines, desserts, spirits among others).</p> <p>Required investment is in processing technology for fruit chopping, pulp extraction, evaporation, fruit drying and production of fresh juice. The factory needs a fruit sorting, grading, drying, storage and packaging centre to prepare and process fresh fruits for consumption in the local, regional and international markets.</p> <p>The project aims to provide an accessible market and fair price for fruit farmers by adding value to their produce. The factory's capacity will drive demand for feedstock from farmers, which will reduce post-harvest losses and result in expansion of acreage under fruit farming.</p>
Market analysis:	<ul style="list-style-type: none"> • Uganda produces 70 million tons of quality fruits naturally and organically. The local market can only consume 40% leaving over 40 million tons of fruit to be sold in raw form. • There's growing demand for natural fruit juice in Uganda. The reason for increasing demand is mainly due to health living. • The market for fruit juices and pulps in East Africa is estimated at over \$350 million with an annual growth rate of 9% per year.
Financial analysis:	<ul style="list-style-type: none"> • Total capital investment is USD 9 million • Financial metrics: Revenue of USD 4.2 million/year; EBITDA of USD 2.8 million/year • Average ROI (after tax) of 24% • Average net cash flows: USD 1.3 million • Payback period of 7 years

1. Earnings before interest, taxes, depreciation and amortization

Investment Opportunity #2

FISH PROCESSING



Investment opportunity area:	Fish processing
Sector:	Agriculture
Sub-sector:	Agro-processing
Project Description:	<p>The proposed project is for setting -up the fish processing factory in Uganda. The purpose of the project is to add value to the country's delicious and indigenous raw freshwater fish breeds such as Tilapia and Nile Perch that are a delicacy around the world.</p> <p>In 2020, Uganda exported USD 65 million of fish fillets, ranking Uganda, the 38th largest exporter in the world. It is expected that with the receding effects of the pandemic, the country's export numbers will surge to USD 90 million achieved in 2019. Uganda is naturally endowed with fresh water bodies which provide a steady supply of fish. Most of the fish is caught from Lake Victoria and Lake Albert supported by other water bodies. In recent years, there has been tremendous growth in domestic fish farming.</p> <p>This project will increase domestic processing capacity to make fillets, nuggets, cutlets, soups and other value-added products for export to the EU, Middle East and Asia.</p>
Market analysis:	<ul style="list-style-type: none"> • Fish accounts for over 75% of total exports in terms of volume to the European Union from Uganda. From 2016 and 2021, the value of Uganda's fish exports averaged USD 146 million per year. • Current key markets for Uganda's fish include the European Union, the Middle East, South Korea, Singapore, Israel, Japan, and Australia.
Financial analysis:	<ul style="list-style-type: none"> • Total capital investment is USD 7 million • Financial metrics: Revenue of USD 4.3 million/year; EBITDA of USD 2.2 million/year • Average ROI (after tax) of 20% • Average net cash flows: USD 1.2 million/year • Payback period of 6 years

Investment Opportunity #3

COFFEE PROCESSING

Investment opportunity area:	Coffee processing Plant
Sector:	Agriculture
Sub-sector:	Agro – processing
Project Description:	<p>The project is tap into the growing global demand for quality processed coffee by setting up a state-of-the-art soluble coffee roast processing plant to produce 4,000 tons of freeze dried and 1,000 tons of spray dried instant coffee per year for export.</p> <p>Among major coffee producing countries, Uganda is the only country without a soluble coffee roast plant despite abundant crop of both Robusta and Arabica varieties throughout the year and other favourable investment ideals. At prevailing export prices, a soluble coffee plant will have sufficient margin to cover major costs and operate profitably. For instance, the average export price of Robusta screen 12 (lower quality) is USD 1.87 per kilo compared to a retail price of USD 15.00 per kilo of soluble coffee in the UK.</p> <p>Critical risk factors and their mitigation as well as availability of engineering technology have been identified as key success factors for the project.</p>
Market analysis:	<ul style="list-style-type: none"> • Coffee has heavily contributed to Uganda's domestic and foreign earnings. Coffee represents over 10% of the country's exports topping USD 554 million in FY20/21, an increase of 11.4% from FY19/20. From 2016 to 2021, Uganda's coffee exports averaged US\$ 490 million per year. This highlights the significant potential and value of Uganda's coffee on the world stage. • Uganda's coffee exports (not roasted or decaffeinated) totalled USD 554 million in 2020/21, while the global consumption stood at 167.26 million bags (according to international coffee organization 2021), a significant room for future growth. • Unlike its neighbours, Uganda does not sell coffee via a centralized auction system. Instead, local companies are allowed to represent international traders and buy coffee on their behalf, while large coffee companies and cooperatives market their coffee directly to buyers. As a result of the direct links between growers, exporters and buyers, the traceability of beans is better managed relative to other East African countries
Financial analysis:	<ul style="list-style-type: none"> • Total capital investment is USD 15 million • Financial metrics: Revenue of USD 6.2 million/year; EBITDA of USD 4.8 million/year • Average ROI (after tax) of 22% • Average net cash flows: USD 2.2 million/year

Investment Opportunity #4

LEATHER PROCESSING/ TANNERY



Investment opportunity area:	Tannery
Sector:	Agriculture
Sub-sector:	Agro-processing
Project Description:	<p>Investors will participate in the set-up of a tannery to process hides and skins from Uganda's enormous livestock industry. There are 14.2 million cattle and 16 million goats in the country. Of these, 10% or 3 million animals are consumed annually, leaving a large feedstock of unprocessed hides and skins, most of which are exported in raw form, but which can easily be turned into usable materials for production of high-end leather-based consumer products.</p> <p>Ugandan hides are generally high grade and are re-known for producing heavy quality leathers used for shoe uppers while others are suitable for furniture leather when processed. In addition, they can be used in the footwear industry.</p> <p>The Government is keen on developing a viable leather processing industry in Uganda. With a population of 43 million and no major domestic leather manufacturers, a new entrant would benefit from a ready domestic market in addition to the wider East African market.</p>
Market analysis:	<ul style="list-style-type: none"> • The livestock industry in Uganda contributes about 5.2% and 12% of total GDP and agricultural GDP respectively. However, most of this is attributable to meat consumption. The hides and skins are mainly considered as by-products, which leaves a valuable resource to turn into a high revenue earner for the discerning investor. • Reports from the Uganda Bureau of Statistics indicate that Uganda's leather tanning industry produces about 1 million pairs of shoes; only 4% of the 25 million pairs bought in the country annually. • Uganda's exports of hides and skins averaged USD 32 million over the last five years though this was on a downward trend due to reduction in export volumes from 26,770 tons in FY17/18 to 8,114 tons in FY20/21. Enormous opportunity still exists based on livestock numbers in the country.
Financial analysis:	<ul style="list-style-type: none"> • Total capital investment is USD 12 million • Financial metrics: Revenue of USD 5.7 million/year; EBITDA of USD 3.5 million/year • Average ROI (after tax) of 23% • Average net cash flows: USD 1.7 million/year • Payback period of 7 years

Investment Opportunity #5

SESAME PROCESSING



Investment opportunity area:	Sesame processing
Sector:	Agriculture
Sub-sector:	Agro – processing
Project Description:	<p>The project is for set up of a sesame processing edible oil processing plant in Northern Uganda. Sesame commonly known as “simsim” is a drought-resistant crop with an ability to grow in warm areas with little rainfall like Northern and North-eastern Uganda.</p> <p>It contains 45-55% high quality oil, which makes it a valuable crop in the production of edible oils and seedcake for the animal feed industry. It also has high nutritional value making it one of the most highly demanded commodities globally. It has been cultivated and used in Uganda since 1910 when the crop was first introduced from Kenya and distributed in Eastern Uganda. Uganda produces about 170,000 metric tons of sesame annually, ranking as the fifth largest producer of in the world and second to Sudan in Africa.</p>
Market analysis:	<ul style="list-style-type: none"> • The market for sesame seeds has exploded in recent years and is projected to reach USD 18 billion globally by 2025. • The value of Uganda’s sesame seed exports has more than doubled from USD 16 million in FY16/17 to USD 35 million in FY20/21 averaging USD 27 million per year during this period.
Financial analysis:	<ul style="list-style-type: none"> • Total capital investment is USD 6 million • Financial metrics: Revenue of USD 4.6 million/year; EBITDA of USD 2.5 million/year • Average ROI (after tax) of 25% • Average net cash flows: USD 1 million/year • Payback period of 6 years

Investment Opportunity #6

FURNITURE MANUFACTURING



Investment opportunity area:	Furniture factory
Sector:	Agro-industry
Sub-sector:	Agro-processing
Project Description:	<p>Opportunity description: This project provides investors with the prospect of setting up a furniture factory in Uganda using local hard wood timber and workmanship. The factory will also allow for technical skills transfer which will enhance the capabilities of local craftsmen and propel development of the domestic furniture industry.</p> <p>The country's timber comes from forests and woodlands which cover more than 4 million hectares in Uganda, about 18% of the total land area. These forests are endowed with various tree species that provide all the desired categories of hard and soft timber. The most common species include Mahogany, Muvule, Musizi, Kirundu, Musambya, Mugavu, Eucalyptus, etc. With this world class timber, the furniture industry in Uganda is ready for takeoff.</p> <p>An investment in a modern factory with the latest equipment will go a long way in enhancing the industry, competing favorably with cheaper imports from China and Malaysia and penetrating the export market in a major way.</p>
Market analysis:	<ul style="list-style-type: none"> • The furniture industry in Uganda is one of the most vibrant within the wood industry and is dominated by small and micro scale producers using low technology tools that may not permit complex value-added designs. • Less than 20% of the furniture produced in Uganda is exported mainly to neighboring countries. • Most of the furniture in Uganda is made from natural solid wood whose dark shade finishing is distinct compared to engineered wood that can be artificially made to different light shades and surface finishes
Financial analysis:	<ul style="list-style-type: none"> • Total capital investment is USD 8 million • Financial metrics: Revenue of USD 5.2 million/year; EBITDA of USD 2.8 million/year • Average ROI (after tax) of 25% • Average net cash flows: USD 1.3 million/year • Payback period of 6 years

Investment Opportunity #7

IRON AND STEEL PRODUCTION



Investment opportunity area:	Iron and Steel processing plant
Sector:	Mining
Sub-sector:	Extractives and mineral processing
Project Description:	<p>The project gives investors an opportunity to set up a 500,000 tonnes per year steel plant to take advantage of the over 500 million tonnes of confirmed deposits of Hermatite iron ore in Kabale, Kisoro Districts of Southwestern Uganda and Ssembabule District in Central Uganda as well as Magnetite iron ore in Tororo District in Eastern Uganda.</p> <p>Having a strong integrated iron and steel industry will facilitate industrial take-off of the domestic economy, save foreign exchange, create employment opportunities and spur growth in other linked sectors. Despite the importance of the industry and the country's vast iron ore reserves, Uganda's iron ore and steel industry remains nascent with an effective production capacity of 500,000 tons per year. Of this, only 3% is produced from domestic raw iron ore while the rest is from scrap and imported raw materials. This presents enormous opportunity for investment in iron ore processing and steel production.</p>
Market analysis:	<ul style="list-style-type: none"> Uganda's per capita consumption of steel stands at 15 kg compared to 45 kg for Kenya and 250 kg globally. This presents great growth potential. Imports of iron and steel products currently stand at over USD 400 million due to large domestic demand and low investment in the sector. Uganda exports USD 300 million of iron and steel products to neighboring East African countries where regional demand still overwhelmingly outstrips supply. There is a pipeline of large projects that will come on-stream in the next 5 to 7 years such as oil drilling, oil pipeline from Uganda to Tanzania, oil refinery, railway refurbishment and several construction projects. All these will require a ramp up in domestic steel production capacity.
Financial analysis:	<ul style="list-style-type: none"> Total capital investment is USD 700 million Financial metrics: Revenue of USD 250 million/year; EBITDA of USD 152 million/year • Average ROI (after tax) of 18% Average net cash flows: USD 58 million/year Payback period of 12 years

Investment Opportunity #8

CEMENT PRODUCTION



Investment opportunity area:	Cement factory
Sector:	Manufacturing
Sub-sector:	Extractives and mineral processing
Project Description:	<p>This project gives investors an opportunity to participate in setting up a new cement plant in Moroto District to add value to the existing vast limestone deposits (over 50 million tons) in the licensed areas of Loyoro – Kaabong in Karamoja region.</p> <p>The plant will have an installed capacity of 750,000 tons per year and utilize the available limestone in the production of clinker as well as other available local materials like gypsum and pozzolana (fly ash) in the production of high-quality cement.</p> <p>The plant will serve a domestic market that is rapidly industrializing and experiencing a construction boom as the government rolls out various infrastructure projects including those in the oil and gas sector ahead of the start of oil production in 2025.</p>
Market analysis:	<ul style="list-style-type: none"> • Domestic cement demand stands at nearly 4 million tons per year with a large on-stream of construction and infrastructure projects including roads, hydropower projects, oil refinery and oil pipeline. Annual estimated growth rate of 10% per year. • The regional East African cement market is estimated at USD 2.5 billion with current demand standing at over 25 million tons and growing at 9% per year. • Despite impressive growth and investment in recent years, East Africa's cement market continues to attract new significant entrants such as Dangote Cement as well as imports from countries like Egypt and Pakistan, which points to hidden/un-captured demand.
Financial analysis:	<ul style="list-style-type: none"> • Total capital investment is USD 150 million • Financial metrics: Revenue of USD 120 million/year; EBITDA of USD 63.6 million/year • Average ROI (after tax) of 21% • Average net cash flows: USD 12.5 million/year • Payback period of 12 years

Investment Opportunity #9

GRANITE MANUFACTURING

Investment opportunity area:	Large scale production and supply of quality granite in East Africa
Sector:	Infrastructure
Sub-sector:	Manufacturing
Project Description:	<p>Investors are presented with an opportunity to be a part of Uganda's industrialization through the development of a factory that will be a new entrant in the domestic and regional granite industry. The factory will be dedicated to providing the highest quality granite and marble for local, regional and international markets.</p> <p>There are vast reserves of granite rock in Central, Eastern and North Eastern Uganda which can readily provide raw material to support production of over 200,000sqm per year of high end finished granite tiles, slabs and related products.</p> <p>Despite competition from imports, this project will succeed by offering among others, expanded colour offerings including a black granite product and establishing a strong relationship with government which provides many public sector related projects that account for the majority of granite usage in Uganda.</p>
Market analysis:	<ul style="list-style-type: none"> • The market for granite in Uganda is estimated at over 400,000sqm with the 2nd fastest growing granite demand in East Africa. Most of it is dominated by imports from China and India. A strong domestic player with an established footprint and competitive product offerings will make significant gains in the local and regional market. • There is currently a very large ceramic tile market in Uganda, but consumers' tastes are changing with many open to alternative granite products that can compete favourably with ceramics. • The market for granite in East Africa is estimated at over 2.4 million sqm and growing at 10% per year.
Financial analysis:	<ul style="list-style-type: none"> • Total capital investment is USD 15 million • Financial metrics: Revenue of USD 8 million/year; EBITDA of USD 5.6 million/year • Average ROI (after tax) of 23% • Average net cash flows: USD 2.1 million/year • Payback period of 7 years

Investment Opportunity #10

WASTE-TO-ENERGY PLANT



Investment opportunity area:	Construction and operation of waste-to-energy plant
Sector:	Infrastructure
Sub-sector:	Waste management and renewable energy
Project Description:	<p>This project gives sustainable investors an opportunity to be a part of the first energy from waste plant in Uganda and the second in Africa using municipal waste. This impact investment will achieve a sustainable maximum efficiency electricity source generating 25 Megawatts of electricity by processing 1,500 tons per day of municipal solid waste. Upon completion, this state-of-the-art plant will provide 170,000 households, equivalent to 1 million people with electricity they can count on in addition to an expected 400,000 ton reduction in carbon emissions, as well as 50% of Kampala's solid waste will be converted into energy.</p> <p>Additional benefits include the recycled ash being used for road construction and making building materials.</p>
Market analysis:	<ul style="list-style-type: none"> • Kampala produces over 3,000 tons per day of municipal solid waste which requires a lot of land to dispose. This will provide a readily available source fuel for this cogeneration plant. • Kampala is a rapidly growing city with a 3.3% annual population growth rate and limited land resources. The plant will provide a sustainable waste management solution, create over \$15 million in new jobs and power the economy in future. • Uganda currently only generates 1,400 megawatts of electricity, mostly from hydropower. This plant will add to the national grid and diversify the country's energy mix.
Financial analysis:	<ul style="list-style-type: none"> • Total capital investment is USD 200 million • Financial metrics: Revenue of USD 20 million/year (electricity sales) • Average ROI (after tax) of 18% • Average net cash flows: USD 13.3 million/year • Payback period of 15 years

Investment Opportunity #11

SOLAR POWER GENERATION



Investment opportunity area:	Generation of solar power
Sector:	Energy
Sub-sector:	Renewable resources/alternative energy
Project Description:	<p>Investors can be able to collaborate in our efforts to keep Uganda green through this proposed 10 Megawatt solar photovoltaic power plant to be built in Northeastern Uganda. All the plant's available capacity will be sold to the Electricity Transmission Company of Uganda under a long-term Power Purchase Agreement (PPA).</p> <p>The plant's installed capacity will allow for a 10% scaling down in expensive hydrocarbon power generation and provide reliable, clean, renewable electricity to the growing number of Ugandans with access to the national power grid.</p> <p>The electricity generated will supply an additional 70,000 households with electricity and greatly contribute to the Government's target of 2,000,000 connected households by 2025. Construction and interconnection of the power plant can be completed within 12 to 18 months including negotiation on the PPA with the Government.</p> <p>The project will advance socioeconomic development in the region by creating jobs for hundreds across the region.</p>
Market analysis:	<ul style="list-style-type: none"> Uganda has high solar irradiation levels and the Government is committed to increasing renewable energy sources to contribute to the development of sustainable and reliable electric power infrastructure and meet the power generation and access goals outlined in Vision 2050. There is a global push towards sustainable renewable energy generation in line with the UN's sustainable development goals. The country's renewable energy mix currently stands at 75% of generation capacity with solar power making up 6% of that. There is a clear and compelling case for renewable power sources in Uganda, which is a fast growing market with over 140% growth in solar generation capacity over the past 5 years.
Financial analysis:	<ul style="list-style-type: none"> Total capital investment is USD 14 million Financial metrics: Revenue of USD 4.5 million/year; EBITDA of USD 3.3 million/year Average ROI (after tax) of 21% Average net cash flows: USD 1.4 million/year Payback period of 10 years

Investment Opportunity #12

EDUCATION



Investment opportunity area:	Satellite University campus
Sector:	Services
Sub-sector:	Education
Project Description:	<p>Investors can participate in this project to setup a satellite campus for a Somalia University in Uganda to take advantage of the increasing numbers of students from Somalia who desire a first-class education and live in Uganda.</p> <p>The investor will work with a top research university to become accredited and open operations in Uganda by acquiring land and establishing a campus where bachelor's and master's degrees will be offered with a full-time faculty and staff. This will help to educate the next generation of engineering talent, technology leaders, innovators, entrepreneurs, and founders in Uganda who will build the businesses that will power the next stage in Uganda's transformation. By doing so, it will foster closer ties between Somalia and Uganda.</p>
Market analysis:	<ul style="list-style-type: none"> • An estimated 2,800 Somali Refugees settled in Uganda in 2016 according to UNHCR, some of whom require education. A satellite campus will admit some of these applicants and make a first-class education more attainable for many. • In an increasingly technical world with readily available information, it is expected that the applicant numbers will continue growing by 8% per year as the satellite university establishes a foothold in Uganda. • The Uganda campus will become a destination for students from other African countries which will improve the quality of the applicant pool and the business case for opening the satellite campus.
Financial analysis:	<ul style="list-style-type: none"> • Total capital investment is USD 12 million • Financial metrics: Revenue of USD 4.8 million/year; EBITDA of USD 3 million/year • Average ROI (after tax) of 18% • Average net cash flows: USD 1.2 million/year • Payback period of 10 years

Investment Opportunity #13

HOTEL ACCOMMODATION



Investment opportunity area:	Development of luxury hotel accommodation
Sector:	Tourism
Sub-sector:	Tourism Services/ Hospitality
Project Description:	<p>The project is for development of a luxury satellite city of 500 units in different configurations to be the reference point for modern living characterized by security, environmental friendliness, health and wellness in a unique and hassle-free setting in Jinja near the shores of Lake Victoria.</p> <p>The project aspires to create a healthy environment to live, work, play and make it the preferred choice for all buyers who take pleasure in a quality, planned and sustainable housing model in a tranquil atmosphere while enjoying the tourist attractions that Jinja has to offer. It will combine sophistication and comfort for its residents and will be targeted at high net worth and middle-income buyers from Uganda and the diaspora. The prices of the units will be determined by the high quality of internal finishing to give a modern futuristic look as well as the infrastructure and amenities.</p> <p>The goal is to attract a new type of tourist who will look at Uganda as a second or third home where he or she spends considerable time in the country and immerses himself in the local culture while seamlessly integrating into the surrounding community.</p>
Market analysis:	<ul style="list-style-type: none"> Uganda, like many African nations faces a challenge of tourists who visit the country and spend limited time only in known tourist attraction spots before leaving for their home countries without immersing themselves into the local community. This development will solve that problem as well as creating a signature, iconic real estate development in the country. There is a push from many African countries to create immersion tourism opportunities to increase earning potential. Luxury real estate is one such avenue. Tourism is expected to grow by double digits in East Africa as the effects of Covid-19 wear off.
Financial analysis:	<ul style="list-style-type: none"> Total capital investment is USD 130 million Financial metrics: Revenue of USD 180 million/year; EBITDA of USD 42 million/year Average ROI (after tax) of 18% Average net cash flows: USD 43 million/year Payback period of 3 years

Investment Opportunity #14 HONEY PRODUCTION AND PROCESSING



Market potential:	<ul style="list-style-type: none">• The global demand for honey is estimated at 1.8 million metric tons, with market value of USD 7.8Bn. Uganda produces 100,000 – 200,000 metric tons of honey per year, with potential for growth to meet domestic and international demands.• An investment in 50 – 500 beehives produces 420 – 2100 litres of honey per year. Investing in 1000 beehives produces over 6000 litres of honey per year.
Financial viability:	<ul style="list-style-type: none">• Total capital investment required for 50 – 500 beehives is USD 13,900 – 70,000 for a 5-year project. The capital requirement increases to USD 130,000 for 1000 beehives.• Cost of capital is 10 – 15% per annum.• Operational costs range from USD 7,800 for 50 beehives to USD 120,000 for 1000 beehives, over a 5-year project.• ROI is 22 – 33%, payback period of 3 years.• Government and OSC support to key challenges• Enhanced enforcement of food safety regulations and quality assurance protocols, and issuance of quality standards certificates, would facilitate access to regional and international markets.• Continued promotion of import substitution initiatives, including BUBU, would facilitate growth of market share away from international products. Competitive advantage• Ugandans have extensive local knowledge and expertise to support bee keeping, honey production, processing and marketing.

Investment Opportunity #15

SHEA BUTTER PRODUCTION



Market potential:	<ul style="list-style-type: none">• Global demand for shea nuts is over 350,000 tons, yet Uganda produces only 3 ton per year (compared to Ghana's 60,000 tons).• The global shea butter market is expected to reach USD 2.9Bn by 2025, owing to increased demand for organic beauty products in the cosmetic industry.• The investment opportunity targets production of 2000 tons of shea butter per year.
Financial viability:	<ul style="list-style-type: none">• The capital investment required is USD 85,000 for a 5-year project, with cost of capital (debt) at 10 - 15% per annum.• Operational costs are projected at USD 17,800 for the 5 years.• ROI is projected at 23%.• Payback period is 5 years. Government and OSC support to key challenges• Enhanced enforcement of regulations on quality assurance would ensure standardization of Shea butter to meet international markets standards.• Continued promotion of BUBU and other import substitution policies would further grow the domestic market.
Competitive advantage:	<ul style="list-style-type: none">• Shea butter trees are indigenous fruit trees that grow widely in Lango and Acholi sub-regions. They are a protected species under the NEMA Act, and community awareness campaigns and enforcement efforts are conducted to protect them.• Adoption of modern agricultural practices, including government's support for commercial farming, ensure farmers have access to necessary technical, logistical and administrative support

Investment Opportunity #16

CASSAVA FLOUR PROCESSING



Market potential:	<ul style="list-style-type: none"> • Cassava plants are widely grown in Uganda, with yields of up to 14,000 kg per acre. Markets include household consumers, brewery industry, pharmaceutical industry and exports to mainly China and EU. • In 2019, Uganda earned USD 4.9M from cassava flour exports mainly to UK, Rwanda, Belgium, Qatar and Canada. • The investment opportunity targets production of 246,000 kg of cassava flour in Year 1, growing to 264,000 kg by Year 5.
Market potential:	<ul style="list-style-type: none"> • Total capital investment is estimated at USD 69,300 for a 5-year project, with cost of capital (debt) at 10 – 15% per annum. • RoI is 23% over 5-years, equivalent to a cumulative profit of USD 72,111. • Payback period of 5 years.
Government and OSC support to key challenges:	<ul style="list-style-type: none"> • Government agencies are actively promoting awareness, access and affordability of highly effective pesticides and disease resistant cassava varieties to address the challenge of pesticides affecting yields. • Government agencies (including OSCs and the Uganda Export Promotion Board) are supporting investors and farmers to secure quality standards, certifications and licences for accessing foreign markets.
Competitive advantage:	<ul style="list-style-type: none"> • Cassava plants can thrive in harsh weather conditions and have high yields per acreage. • Availability of highly effective pesticides to mitigate pests like mealybug ensures high yields are maintained. NARO has also introduced cassava varieties that are more resistant to pests and have higher yields.

Investment Opportunity #17

CORNFLAKES MANUFACTURING

Market potential:	<ul style="list-style-type: none">• Maize is grown in most parts of Uganda, ensuring a steady supply of yellow and white corn needed for cornflakes manufacturing.• The market for cornflakes is high and growing as the product offers a healthy and ready to-eat meal. Demand is projected to grow as population size increases and urbanization gains pace.• Targeted production is 87,360kgs of cornflakes in Year 1 and growing to 118,560kgs by Year 5. Financial viability• Capital requirement is USD 69,363 for 5-year project, with cost of capital (debt) at 10% per annum.• Operational costs of USD 56,750 for 5 years.• Rol of 37%, equivalent to cumulative profit of USD 52,262 by Year 5.• Payback period of 5 years.
Government and OSC support to key challenges:	<ul style="list-style-type: none">• UNBS's quality assurance enforcement and certifications during production process ensures products meet food safety requirements for domestic and international markets.• Government efforts and initiatives promoting import substitutions and BUBU would ensure locally produced cornflakes gain market share in a competitive cereal market.
Competitive advantage:	<ul style="list-style-type: none">• The equipment used for cleaning, polishing, milling and cooking maize are readily available on the local market and can be operated by local staff.• The opportunity aligns to and benefits from government policy on agriculture value addition, and benefits from extensive availability of maize (from local farmers).

Investment Opportunity #18

YOGHURT MAKING



Market potential:	<ul style="list-style-type: none"> • Availability of cow milk provides opportunity for value addition through yoghurt making. Each year, over a billion litres of milk unconsumed after it is produced. • Demand for yoghurt is growing among children and health-conscious adults, due to its high nutritional value. Demand is growing both domestically and regional market. • The investment targets production of 24,000 litres of yoghurt in Year 1, with production growing to 120,000 litres by Year 5.
Financial viability:	<ul style="list-style-type: none"> • Capital requirement is USD 38,108 for the 5-year investment, with cost of capital at 10% per annum. • Operational costs are USD 92,327 over the 5 years. • RoI of 50%, equivalent to cumulative profit of USD 79,534 for the 5 years. • Payback period of 4 years.
Government and OSC support to key challenges:	<ul style="list-style-type: none"> • Sector regulation and quality assurance along the production cycle would ensure adherence to food safety requirements. • Knowledge and experience sharing among stakeholders can be coordinated by government agencies.
Competitive advantage:	<ul style="list-style-type: none"> • Readily available milk ensures consistent supply of inputs for the investment, and supports growth in production if demand grows. • However, consistency in the quality of milk is essential and this might be compromised if the milk is obtained from different sources (with varied quality)

Investment Opportunity #19

PINEAPPLE DRYING AND PACKAGING



Market potential:	<ul style="list-style-type: none"> • Pineapple production is high in most parts of Uganda, often overwhelming the existing market for fresh pineapples. This results in wastage and low-prices during harvest season. • International demand for organic dried foods is estimated at 5-10 times the current supply capacity. • This opportunity targets drying, packaging and bringing to market 8000kgs of pineapples in Year 1, growing to 9000kgs by Year 5.
Financial viability:	<ul style="list-style-type: none"> • Capital investment required is USD 68,964 over 5-years, with cost of capital at 10% per annum. • Operational costs are USD 196,064 over 5 years. • Rol of 33%, equivalent to cumulative profit of USD 22,566 by Year 5. • Payback period of 5 year.
Government and OSC support to key challenges:	<ul style="list-style-type: none"> • Government agencies support and enforce quality assurance procedures and provide certifications for goods that meet international quality standards, thereby facilitating access to regional and international markets. • Government promotion of BUBU and other import substitution policies facilitate growth the domestic market, which is essential for viability of the investment.
Competitive advantage:	<ul style="list-style-type: none"> • The opportunity relies on basic technology of solar dryers, which can be locally sourced and are easy to set up and operate.

Investment Opportunity #20

DAIRY AGGREGATION AND STORAGE

Market potential:	<ul style="list-style-type: none">• Current supply of fresh dairy milk exceeds local demand, creating a business opportunity to aggregate, preserve and transport milk to other markets.• The opportunity involves setting up a milk aggregation and storage hub, with technologically advanced preservation and packaging capabilities.
Financial viability:	<ul style="list-style-type: none">• Required capital investment is USD 750,000 over a 5-year period, with cost of capital at 10 – 15% per annum.• Operational costs range USD 120,000.• Rol of 15 – 20%.• Payback period of 5 years.
Government and OSC support to key challenges:	<ul style="list-style-type: none">• Enforcement of quality control and quality improvement standards along the value chain is essential in adhering to food safety protocols.• Government supports farmers to access the most effective dairy farming techniques, technologies and feeds that enhance milk production, further enhancing the Rol.
Competitive advantage:	<ul style="list-style-type: none">• Aggregation of milk from various farmers/ producers would require stringent and consistent quality assurance mechanisms.

Investment Opportunity #21

POULTRY DRESSING AND PACKAGING



Market potential:	<ul style="list-style-type: none"> • Chicken consumption in Uganda is very high, with demand (from both domestic and regional markets) far exceeding current supply. • Demand is projected to keep growing, owing to increased population, increased urbanization, growth in the hospitality industry, and increased preference for white meat. • This opportunity targets production of 120,000kgs of dressed chicken in Year 1, doubling to 240,000kgs by Year 4.
Financial viability:	<ul style="list-style-type: none"> • Capital requirement is USD 208,900 over 5 years, with cost of capital (debt) at 10 - 15% per annum. • Operational costs are USD 385,972 over 5 years. • RoI of 20 – 25%, equivalent to cumulative profit of 143,000 over the 5 years. • Payback period of 3 years.
Government and OSC support to key challenges:	<ul style="list-style-type: none"> • Poultry diseases (especially Newcastle and Coccidiosis – with mortality rates of 30-80%), are significant challenges and require national response. • Poultry-feed availability, quality and cost are challenges where government regulation would benefit the farmer. Competitive advantage • Poultry farming is technologically less sophisticated and less capital intensive, with the required equipment accessible on the local market or from China and easy to operate and maintain by skilled local personnel.

Investment Opportunity #22

TOMATO SAUCE MAKING



Market potential:	<ul style="list-style-type: none">• Market for tomato sauce is projected to keep growing facilitated by the adoption of fast-food culture, which is also fuelled by rapid urbanization and growth in hospitality sector.• This opportunity targets production of 36000 tins of tomato sauce in Year 1, growing to 48000 tins in Year 5.
Financial viability:	<ul style="list-style-type: none">• Capital requirement is USD 36,851 for 5 years, with cost of capital at 10% per annum.• Operational costs of USD 86,678 over 5 years.• Rol of 30 - 42%, with cumulative profitability projected at USD 69,346 by Year 5.• Payback period of 5 years.
Government and OSC support to key challenges:	<ul style="list-style-type: none">• Enforcement of quality control and quality improvement standards along the value chain is essential in adhering to food safety protocols.• Continued promotion of BUBU and other import substitution policies would further grow the domestic market.
Competitive advantage:	<ul style="list-style-type: none">• Tomatoes used as raw materials are abundantly available (albeit seasonally) in Uganda. Production of high quality tomatoes can be enhanced through access to improved seeds, pesticides and farming techniques.• Due to existence of large players on the market, obtaining market share would be through provision of low-cost but high quality product to appeal to price-sensitive consumers.

Investment Opportunity #23

ANIMAL FEEDS PROCESSING



Market potential:	<ul style="list-style-type: none"> • There is an upsurge in livestock farming as a commercial venture, facilitated by Government's relentless promotion of investment opportunities within the agriculture and agro-processing sector. • This opportunity targets production of 300,000 kg of animal feeds per year, including poultry feeds, cattle feeds, swine feed, fish feed, pet feed et cetera.
Financial viability:	<ul style="list-style-type: none"> • Total capital investment is USD 77,386 for the 5 years, with cost of capital at 10 - 15% per annum. • Operational costs USD 145,013 over 5 years. • Rol of 24%, with cumulative profit estimated at USD 95,779 after 5 years. • Payback period of 3 years.
Government and OSC support to key challenges:	<ul style="list-style-type: none"> • This market segment is currently poorly regulated, creating a risk of challenges relating to new regulations. • Continued promotion of BUBU and other import substitution policies would further grow the domestic market.
Competitive advantage:	<ul style="list-style-type: none"> • The domestic market for quality animal feeds is growing in tandem with the growth in livestock farming, and the practice of zero-grazing due to limited land. • Because of the agriculture practices of most households in Uganda, there is a steady supply of raw materials (grains, cereals, vegetable, animal by-products) to be used in processing animal feeds.

Investment Opportunity #24

RICE MILLING AND PACKAGING



Market potential:	<ul style="list-style-type: none"> • Uganda exported 25,527 tons of rice in FY2020/21, earning USD 13.2M. This was 40% less than volume exported in previous 5 years, implying unmet demand. • Domestic demand for rice is high and growing, but local rice has to compete with imported brands. To address local demand, value addition is in milling and packaging rice. • The investment opportunity targets packaging of 1,554,720 kgs of rice over the 5-year period.
Financial viability:	<ul style="list-style-type: none"> • Total capital investment is USD 143,284 for a 5-year project, with cost of capital at 10 - 15% per annum. • Average annual RoI of 22%, equivalent to cumulative profit of USD 198,667 over 5 years. • Payback period of 3 years.
Government and OSC support to key challenges:	<ul style="list-style-type: none"> • Government's efforts to promote import substitution reserve market share for locally manufactured paint. • To access foreign markets, government agencies provide support in quality assurance, product standardization and market access procedures.
Competitive advantage:	<ul style="list-style-type: none"> • Existence of local knowledge and expertise to support honey production, processing and market-access is a strength. The opportunity doesn't require foreign expertise. • The seasonal nature of fruit-growing creates risks of under supply of fresh fruits during offseason periods.

Investment Opportunity #25

SOAP MAKING



Market potential:	<ul style="list-style-type: none"> • The market for soap is readily available across domestically and internationally, as the product has multiple uses at households and commercial sectors. • To gain market share in a competitive industry, the investor should produce a low cost mass market product that utilizes locally available raw materials, equipment and human resources. • This opportunity targets production of 600,000 litres of liquid soap in Year 1, growing to 800,000 litres by Year 5.
Financial viability:	<ul style="list-style-type: none"> • Capital requirement is USD 22,352 over a 5-year period, with cost of capital at 10% per annum. • Operational costs are USD 84,720 for 5 years. • RoI is 48%, equivalent to cumulative profit of USD 42,672 by Year 5. • Payback period of 5 years.
Competitive advantage:	<ul style="list-style-type: none"> • Market and demand for soap is universal as it is not only used at households but also in schools, hospitals, hotels and the cosmetics industry. With increasing population growth and urbanization in various districts in Uganda, locally manufactured soap will obtain market share. • Due to price sensitivity of most consumers, and lack of clear differentiation between different brands, this product should be low-priced and targeted for the mass market.
Government and OSC support to key challenges:	<ul style="list-style-type: none"> • Access to domestic and international markets would require certifications from national agencies like UNBS. UIA OSC can liaise with government MDA to secure the required authorizations and certificates. • Continued promotion of BUBU and other import substitution policies would further grow the domestic market.

Investment Opportunity #26


SHOE MAKING



Market potential:	<ul style="list-style-type: none"> • There is a global market for shoes, which is on an upward trajectory as population increases. • Uganda's leather tanning industry produces about 1 million pairs of shoes, out of the 25 million pairs consumed in the country annually • Ideas targets assume making 8,000 pairs for men, 8,000 pairs for women and 4,000 for children totalling to 20,000 pairs of shoes annually in the first year of project operation.
Financial viability:	<ul style="list-style-type: none"> • Capital required is USD 70,000 – 98,000 for the 5-year investment, with cost of capital at 10 – 15% per annum. • Operational costs USD 85,000 – 100,000 over the 5 years. • Rol of 15 - 55%. • Payback period of 5 years.
Competitive advantage:	<ul style="list-style-type: none"> • Readily available and cheap labour ensures low labour wages and boosts the ROI.
Government and OSC support to key challenges:	<ul style="list-style-type: none"> • Government provision of necessary infrastructure to support industrialization, including provision of roads, electricity, security, access to financing, regulation et cetera have significantly reduced barriers to entry for these ventures. • Continued promotion of BUBU and other import substitution policies would further grow the domestic market

Investment Opportunity #27

BANANA FLOUR PROCESSING



Market potential:	<ul style="list-style-type: none">• The global banana flour market is expected to reach USD 730M by 2027, with projected; growth of 4.8% between 2022 and 2029. Surge in demand is fuelled by global shift to healthier gluten-free food products, especially for babies and other vulnerable populations.• Opportunity targets production of 31.2 tons of banana flour per year, for five years.• Targeted market is domestic household consumption, regional markets within East Africa, and exports to Europe and Asia.
Financial viability:	<ul style="list-style-type: none">• Capital required is USD 47,729 for the 5-year investment, with cost of capital (debt) as 10% per annum.• Operational costs USD 99,526 over the 5 years.• Rol of 60 - 67%.• Payback period of 3 years.
Government and OSC support to key challenges:	<ul style="list-style-type: none">• Government provision of necessary infrastructure to support industrialization, including provision of roads, electricity, security, access to financing, regulation et cetera have significantly reduced barriers to entry for these ventures.• Continued promotion of BUBU and other import substitution policies would further grow the domestic market.
Competitive advantage:	<ul style="list-style-type: none">• Banana flour is processed from unripe bananas (as these are richer in dietary fibre and resistant starch) hence limited burden to store the raw bananas until they ripen.• Market strategy is import substitution for wheat flour, whereby banana flour is cheaper than wheat flour.

Investment Opportunity #28

DRYING, PROCESSING & PACKAGING MANGOES

Market potential:	<ul style="list-style-type: none"> • Growing global demand for organic products, with domestic and regional markets, and foreign markets in Europe and Asia. • West Nile and Northern Uganda experiences an oversupply of fresh mangoes during the peak season, often resulting in wastage and/or selling produce at give-away prices. The value addition through drying, processing and packaging mangoes benefits farmers and offers the market year-round access to mangoes. • Opportunity targets production of 9,000 kg of dried; mangoes per year, with production capacity increasing at 10% per annum.
Financial viability:	<ul style="list-style-type: none"> • Capital required is USD 75,000, with cost of capital at 10 – 15% per annum. • Operational costs USD 30,000 over 5 years. • RoI of 15 – 20%. • Payback period of 3 years.
Government and OSC support to key challenges:	<ul style="list-style-type: none"> • Quality assurance during the production process and preservation to ensure traceability of products and consistency of taste, as required by international/ export markets. • Continued promotion of BUBU and other import substitution policies would further grow the domestic market.
Competitive advantage:	<ul style="list-style-type: none"> • Abundance of fresh supplies of mangoes during peak season, at reasonable prices. • GoU incentives, especially VAT exemption on agricultural supplies, feasibility studies, and supply of agriculture insurance. • Access to affordable credit from government financial institutions like UDB and Agricultural Credit Facility.

Investment Opportunity #29

SWEET POTATO PROCESSING (INTO SNACKS/CRISPS)



Market potential:	<ul style="list-style-type: none"> • Uganda produces an estimated 2.5 metric tons of sweet potatoes per year, ranking it as one of the top 5 producers globally. • Global demand for sweat potatoes is projected to keep growing, with a CAGR of 5.5% between 2021 and 2028 with a market projected to reach USD 47Bn by 2028. • Opportunity targets production of 30,000 to 39,000 kg per annum, for domestic consumption (as simple snacks for the fast growing young and urban population).
Financial viability:	<ul style="list-style-type: none"> • Capital required is USD 96,652 for the 5-year investment. • Operational costs USD 85,000 – 100,000 over the 5 years. • RoI of 15 – 23%, equivalent to USD 5,842 by Year 5. • Payback period of 5 years.
Government and OSC support to key challenges:	<ul style="list-style-type: none"> • Government provision of necessary infrastructure to support industrialization, including provision of roads, electricity, security, access to financing, regulation et cetera have significantly reduced barriers to entry for these ventures. • Continued promotion of BUBU and other import substitution policies would further grow the domestic market. • NARO is supporting R&D for improved varieties, which are then shared with farmers.
Competitive advantage:	<ul style="list-style-type: none"> • GoU incentives to facilitate agro-processing and value addition.

Investment Opportunity #30

PUMPKIN FLOUR PROCESSING



Market potential:	<ul style="list-style-type: none"> • Pumpkin farmers are affected by drop in prices during peak season, and consumers are affected by scarcity of supplies during off-season. Long term storage of pumpkins is difficult due to degradation of carotenoids. • Demand for pumpkins is growing due to high nutritious value. Consumption is both domestic (households, schools, hotels) and exports (to regional and international markets) • Opportunity targets production of 38,000kgs of pumpkin flour per year, for 5 years.
Financial viability:	<ul style="list-style-type: none"> • Capital required is USD 88,263 for the 5-year investment, with cost of capital (debt) at 10% per annum. • Operational costs USD 569,761 over the 5 years. • Rol of 26%, equivalent to cumulative total of USD 91,732. • Payback period of 5 years.
Government and OSC support to key challenges:	<ul style="list-style-type: none"> • Government provision of necessary infrastructure to support industrialization, including provision of roads, electricity, security, access to financing, regulation et cetera have significantly reduced barriers to entry for these ventures. • Continued promotion of BUBU and other import substitution policies would further grow the domestic market.
Competitive advantage:	<ul style="list-style-type: none"> • Opportunity requires basic equipment and technology (huller machine, mixer and solar dryers) that can be manned by local (non-expert) personnel. The equipment is available on the local market. • Readily available and cheap labour ensures low labour wages and boosts the ROI.

Investment Opportunity #31

MILLET FLOUR PROCESSING



Market potential:	<ul style="list-style-type: none"> • Millet flour is consumed by households as porridge or food, and demand is projected to increase in tandem with population growth and increased demand for organic foods. • This opportunity targets production of 300,000kgs of millet flour per year in Year 1, doubling to 600,000kgs per year in Year 5.
Financial viability:	<ul style="list-style-type: none"> • Millet flour is consumed by households as porridge or food, and demand is projected to increase in tandem with population growth and increased demand for organic foods. • This opportunity targets production of 300,000kgs of millet flour per year in Year 1, doubling to 600,000kgs per year in Year 5.
Government and OSC support to key challenges:	<ul style="list-style-type: none"> • Government provision of necessary infrastructure to support industrialization, including provision of roads, electricity, security have reduced barriers to entry for these ventures. • Knowledge and affordability of highly effective pesticides can be promoted through agricultural extension services • Continued promotion of BUBU and other import substitution policies would further grow the domestic market.
Competitive advantage:	<ul style="list-style-type: none"> • Production process is uses simple and unsophisticated equipment (for hulling, milling and packaging), optimizing local human resources and maximizing profits.

Investment Opportunity #32

MUSHROOM PROCESSING



Market potential:	<ul style="list-style-type: none"> • Mushrooms are widely grown but have a short shelf-life, hence the need for preservation through processing. • Demand for mushrooms is projected to grow with growth in population and increasing recognition of their high nutrition value of mushrooms. Potential market includes households, hotel facilities and recreation centres. • The opportunity targets production of 33,000kgs of freshly canned and dried mushrooms per year, for 5 years.
Financial viability:	<ul style="list-style-type: none"> • Capital required is USD 34,416 for the 5-year investment, with 30% debt financing (at cost of capital of 10 - 15% per annum). • Operational costs USD 74,388 over 5 years. • RoI of 26.4%, equivalent to USD 76,182 by Year 5. • Payback period of 5 years.
Government and OSC support to key challenges:	<ul style="list-style-type: none"> • Government incentives (tax and non-tax) on agro-processing have reduced operational costs and freed up resources for capital purchases like solar dryers and refrigerators to facilitate processing. • Quality assurance during the production process and preservation to increase shelf life of the peanut batter is a challenge to rural producers. • Continued promotion of BUBU and other import substitution policies would further grow the domestic market.
Competitive advantage:	<ul style="list-style-type: none"> • Use of unsophisticated technology, especially solar dryers that can be manned by local personnel, during processing. • Availability of stable domestic market

Investment Opportunity #33

MANUFACTURING NATURAL LIQUID FERTILIZERS



Market potential:	<ul style="list-style-type: none">• Natural liquid fertilizer is used in organic food production to facilitate plants growth. Investment in this product is a viable one, as it feeds into and facilitates national development priorities.• Opportunity targets production of 11,000 litres of natural liquid fertilizer in Year 1, increasing to 14,850 by Year 5.
Financial viability:	<ul style="list-style-type: none">• Capital requirement is USD 44,800 for the 5-year investment.• Operational costs USD 43,444 over the 5 years.• Rol of 55%, equivalent to cumulative total of USD 88,839 by Year 5.• Payback period of 5 years.
Competitive advantage:	<ul style="list-style-type: none">• The domestic market for quality fertilizers is growing in tandem with the growth in commercial agriculture.
Government and OSC support to key challenges:	<ul style="list-style-type: none">• Government provision of necessary infrastructure to support industrialization, including provision of roads, electricity, security, access to financing, regulation et cetera have significantly reduced barriers to entry for these ventures.• Continued promotion of BUBU and other import substitution policies would further grow the domestic market.

Investment Opportunity #34

GROUND NUTS PROCESSING



Market potential:	<ul style="list-style-type: none"> • Domestic demand for processed groundnuts is high, as groundnut paste is used as stew in homesteads, hotels, schools, hospitality industry and others. • Raw materials (groundnuts) are heavily cultivated in West Nile and other part of the country and can be obtained at low prices during peak season. • The opportunity targets production of 1,000 kg of groundnut paste in Year 1, growing to 1,880 in Year 5.
Financial viability:	<ul style="list-style-type: none"> • Capital required is USD 4,257 over the 5-year investment, expected to be owner's equity. • Operational costs USD 4,459 over 5 years. • RoI of 40%, equivalent to USD 4,208. • Payback period of 5 years.
Competitive advantage:	<ul style="list-style-type: none"> • The equipment used in ground-nuts processing are available on the domestic market, at affordable prices. • Government and OSC support to key challenges • Government provision of necessary infrastructure to support industrialization, including provision of roads, electricity, security, access to financing, regulation et cetera have significantly reduced barriers to entry for these ventures. • Continued promotion of BUBU and other import substitution policies would further grow the domestic market.

Investment Opportunity #35

CHILLI SAUCE MAKING



Market potential:	<ul style="list-style-type: none"> • Processed chilli has wide applications in household consumption, food processing industry, snacks foods, and a high growing market in hotels, restaurants and fast-food joints. • Targeted market is both domestically (households, hotels) and regionally (DRC, South Sudan, Kenya) • The opportunity targets production of 19.6 tons of chilli sauce in Year 1, growing to 32.6 tons in Year 5.
Financial viability:	<ul style="list-style-type: none"> • Capital required is USD 46,423 for the 5-year investment. • Operational costs USD 114,966 over 5 years. • RoI of 80%, totalling to USD 153,276 by Year 5. • Payback period of 3 years.
Competitive advantage:	<ul style="list-style-type: none"> • Relatively cheap production processes (equipment, packaging and labour) yet premium value on the market. • The chilli used raw materials are abundantly available (albeit seasonally) in West Nile and Northern Uganda. Production of high quality chilli can be enhanced through access to improved seeds, pesticides and farming techniques.
Government and OSC support to key challenges:	<ul style="list-style-type: none"> • Government provision of necessary infrastructure to support industrialization, including provision of roads, electricity, security, access to financing, regulation et cetera have significantly reduced barriers to entry for these ventures. • Continued promotion of BUBU and other import substitution policies would further grow the domestic market

Investment Opportunity #36

SOYA MEAL PROCESSING

Market potential:	<ul style="list-style-type: none"> • The growth of poultry and livestock farming in Uganda has significantly increased demand for soya bean meal, which is the most important protein for animal feeds. • MAAIF puts domestic demand at over 30,000 tons annually, with current competition being imported products mainly from China. • The opportunity targets production of 144 tons in Year 1, growing to 229 tons by Year 5.
Financial viability:	<ul style="list-style-type: none"> • Capital required is USD 58,677 the 5-year investment. • Operational costs USD 29,571 over 5 years. • RoI of 52%, equivalent to cumulative profit of 78,881 by Year 5. • Payback period of 5 years.
Competitive advantage:	<ul style="list-style-type: none"> • Demand is growing with increasing practice of agri-business amongst Ugandans. • Existing substitute products are largely imported and considered expensive, which can release market share to locally produced and low-cost products. • Readily available and cheap labour ensures low labour wages and boosts the ROI.
Government and OSC support to key challenges:	<ul style="list-style-type: none"> • Government provision of necessary infrastructure to support industrialization, including provision of roads, electricity, security, access to financing, regulation et cetera have significantly reduced barriers to entry for these ventures. • Continued promotion of BUBU and other import substitution policies would further grow the domestic market.



www.ebiz.go.ug

Uganda Investment Authority (UIA) is the first point of contact for any potential investor.

THE EBIZ PLATFORM



The OSC, in partnership with the National Information Technology Authority (NITA-U), has also developed an online platform that enables entrepreneurs and investors to access business-related government services using an integrated single point of entry. The digitally enhanced award-winning eBiz platform has a standby support team, including a 24/7 call centre ready to offer user-friendly and faster services to the business community. This has reduced the number of bureaucratic procedures, time and cost of obtaining the relevant licenses and permits in Uganda.

ONE STOP CENTRE SERVICES FOR INVESTORS

The Government of the Republic of Uganda created a One Stop Centre (OSC) to make it easy for both local and foreign investors and entrepreneurs to easily register, start and operate a business in Uganda.

The following Services are offered at the OSC

- 1 Investment Advisory Services
- 2 Company Registration and Intellectual Property Advisory Services
- 3 Citizenship and Immigration Control Services
- 4 Tax Registration and Compliance Advisory Services
- 5 Environmental Impact Assessment Certificate
- 6 Application and Issuance of Trading License and Application for Building Permits
- 7 Banking and Online Payments
- 8 Distinctive Mark Application and Purchase of Standards from UNBS
- 9 Free Zone Advisory Services from the Uganda Free Zones Authority
- 10 Application and Issuance of Trading License and Application for Building Permits
- 11 Services of Utility Companies (UMEME and NWSC)
- 12 Land Title Verification Services by the Ministry of Lands
- 13 Housing and Urban Development
- 14 Tourism and Investment advisory services by Giants 100 and the Federation of Uganda Employers (FUE) for employer-employee relations.

The OSC currently hosts 16 government agencies and private sector players.

ONE STOP CENTRE AGENCIES

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