Investment Opportunities in Uganda
Presentation at East Africa Investment Forum
By Ambassador Joseph Tomusange
8th-9th November 2012- Stockholm
Contents

• Uganda at a Glance
• An overview of Uganda’s Growth Trends
• An overview of Investment Trends
• Why Invest in Uganda
• National Development Strategy
• Investment Opportunities
• Success Story (Multinational in Uganda)
Uganda at Glance

**MARKET**

Uganda - 33* million
East Africa - 130* million
Great Lakes Reg - 190* million

**COMESA**
- 19 member countries
- 400 million people.
- Imports over US$ 170bn p.a.

AGOA - US
EU – EBA
China – Easy Access
Japan – over 173 agric. products
Etc.

*Source: CIA World Fact Book - 2009
An overview of Uganda's Investment Growth Trends

Planned investment in UIA-registered projects

<table>
<thead>
<tr>
<th></th>
<th>Q2 2009/10</th>
<th>Q3 2009/10</th>
<th>Q4 2009/10</th>
<th>Q1 2010/11</th>
<th>Q2 2010/11</th>
<th>Q3 2010/11</th>
<th>Q4 2010/11</th>
<th>Q1 2011/12</th>
<th>Q2 2011/12</th>
<th>Q3 2011/12</th>
</tr>
</thead>
<tbody>
<tr>
<td>US$, millions</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Uganda Investment Authority
An overview of Uganda’s Investment Trends
An overview of Uganda’s Investment Trends
Uganda: Fore Runner in the EAC for FDI
Why Invest In Uganda?

1. Resource Rich
2. Productive, competitive labour
3. Markets
4. Good Investment Climate
5. Wonderful Tropical Climate
National Development Strategy
Development of Industrial Parks
Productive Labour

Population trends
Markets: Strategic Location in Africa: Uganda is a land linked country
### Good Investment Climate

Bilateral Investment and Double Taxation Treaties Concluded with Uganda

<table>
<thead>
<tr>
<th><strong>Bilateral Investment Treaties</strong></th>
<th><strong>Avoidance of Double Taxation Treaties</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Country</strong></td>
<td><strong>Date</strong></td>
</tr>
<tr>
<td>Mauritius</td>
<td>Tuesday, August 19, 2003</td>
</tr>
<tr>
<td>France</td>
<td>Friday, January 03, 2003</td>
</tr>
<tr>
<td>Denmark</td>
<td>Monday, November 26, 2001</td>
</tr>
<tr>
<td>Netherlands</td>
<td>Tuesday, May 30, 2000</td>
</tr>
<tr>
<td>South Africa</td>
<td>Monday, May 08, 2000</td>
</tr>
<tr>
<td>U. K. &amp; Ireland</td>
<td>Monday, April 20, 1998</td>
</tr>
<tr>
<td>Italy</td>
<td>Friday, December 12, 1997</td>
</tr>
<tr>
<td>Egypt</td>
<td>Saturday, November 04, 1995</td>
</tr>
<tr>
<td>Germany</td>
<td>Monday, August 19, 1968</td>
</tr>
<tr>
<td>Switzerland</td>
<td>Monday, May 08, 1972</td>
</tr>
<tr>
<td>Mauritius</td>
<td>Tuesday, August 19, 2003</td>
</tr>
<tr>
<td>India</td>
<td>Wednesday, April 30, 2003</td>
</tr>
<tr>
<td>Italy</td>
<td>Friday, October 06, 2000</td>
</tr>
<tr>
<td>Netherlands</td>
<td>Wednesday, May 03, 2000</td>
</tr>
<tr>
<td>Denmark</td>
<td>Dec. 22, 1954 &amp; Jan, 2000</td>
</tr>
<tr>
<td>Norway</td>
<td>Tuesday, September 07, 1999</td>
</tr>
<tr>
<td>Kenya</td>
<td>Wednesday, April 14, 1999</td>
</tr>
<tr>
<td>Tanzania</td>
<td>Wednesday, April 14, 1999</td>
</tr>
<tr>
<td>South Africa</td>
<td>Tuesday May 27, 1997</td>
</tr>
<tr>
<td>Zambia</td>
<td>Saturday, August 24, 1968</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>Wednesday, Dec. 23, 1959</td>
</tr>
</tbody>
</table>
### Economic Freedom in Sub-Saharan Africa Countries

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>12</td>
<td>1</td>
<td>Mauritius</td>
<td>76.3</td>
<td>2.0</td>
<td>82.2</td>
<td>85.6</td>
<td>92.5</td>
<td>83.4</td>
<td>71.2</td>
<td>85.0</td>
<td>70.0</td>
<td>60.0</td>
<td>55.0</td>
<td>78.5</td>
</tr>
<tr>
<td>28</td>
<td>2</td>
<td>Botswana</td>
<td>70.3</td>
<td>0.6</td>
<td>70.5</td>
<td>73.9</td>
<td>74.1</td>
<td>67.1</td>
<td>68.8</td>
<td>80.0</td>
<td>70.0</td>
<td>70.0</td>
<td>58.0</td>
<td>70.8</td>
</tr>
<tr>
<td>69</td>
<td>3</td>
<td>Madagascar</td>
<td>63.2</td>
<td>1.1</td>
<td>71.9</td>
<td>73.2</td>
<td>87.3</td>
<td>88.8</td>
<td>75.4</td>
<td>60.0</td>
<td>50.0</td>
<td>45.0</td>
<td>34.0</td>
<td>46.9</td>
</tr>
<tr>
<td>72</td>
<td>4</td>
<td>South Africa</td>
<td>62.8</td>
<td>-1.0</td>
<td>73.0</td>
<td>76.0</td>
<td>69.1</td>
<td>76.8</td>
<td>70.2</td>
<td>45.0</td>
<td>60.0</td>
<td>50.0</td>
<td>49.0</td>
<td>59.0</td>
</tr>
<tr>
<td>76</td>
<td>5</td>
<td>Uganda</td>
<td>62.2</td>
<td>-1.3</td>
<td>57.0</td>
<td>72.1</td>
<td>80.5</td>
<td>85.5</td>
<td>78.1</td>
<td>45.0</td>
<td>60.0</td>
<td>30.0</td>
<td>26.0</td>
<td>88.1</td>
</tr>
<tr>
<td>77</td>
<td>6</td>
<td>Namibia</td>
<td>62.2</td>
<td>-0.2</td>
<td>73.3</td>
<td>87.8</td>
<td>68.3</td>
<td>69.5</td>
<td>71.0</td>
<td>50.0</td>
<td>40.0</td>
<td>30.0</td>
<td>45.0</td>
<td>87.2</td>
</tr>
<tr>
<td>78</td>
<td>7</td>
<td>Cape Verde</td>
<td>61.8</td>
<td>0.5</td>
<td>63.3</td>
<td>65.5</td>
<td>65.6</td>
<td>65.3</td>
<td>74.5</td>
<td>60.0</td>
<td>60.0</td>
<td>65.0</td>
<td>51.0</td>
<td>48.1</td>
</tr>
<tr>
<td>87</td>
<td>8</td>
<td>Ghana</td>
<td>60.2</td>
<td>2.1</td>
<td>56.8</td>
<td>65.3</td>
<td>83.5</td>
<td>58.9</td>
<td>65.9</td>
<td>65.0</td>
<td>60.0</td>
<td>50.0</td>
<td>39.0</td>
<td>57.4</td>
</tr>
<tr>
<td>90</td>
<td>9</td>
<td>Burkina Faso</td>
<td>59.4</td>
<td>-0.1</td>
<td>60.0</td>
<td>71.3</td>
<td>80.4</td>
<td>80.0</td>
<td>73.0</td>
<td>50.0</td>
<td>50.0</td>
<td>30.0</td>
<td>35.0</td>
<td>64.4</td>
</tr>
<tr>
<td>93</td>
<td>10</td>
<td>Rwanda</td>
<td>59.1</td>
<td>4.9</td>
<td>74.5</td>
<td>67.4</td>
<td>77.1</td>
<td>75.6</td>
<td>66.9</td>
<td>40.0</td>
<td>40.0</td>
<td>30.0</td>
<td>30.0</td>
<td>89.2</td>
</tr>
<tr>
<td>97</td>
<td>11</td>
<td>Tanzania</td>
<td>58.3</td>
<td>0.0</td>
<td>45.5</td>
<td>70.5</td>
<td>80.3</td>
<td>82.6</td>
<td>70.8</td>
<td>65.0</td>
<td>50.0</td>
<td>30.0</td>
<td>30.0</td>
<td>58.4</td>
</tr>
<tr>
<td>100</td>
<td>12</td>
<td>Zambia</td>
<td>58.0</td>
<td>1.4</td>
<td>66.4</td>
<td>79.9</td>
<td>72.4</td>
<td>82.6</td>
<td>63.3</td>
<td>50.0</td>
<td>50.0</td>
<td>30.0</td>
<td>28.0</td>
<td>57.0</td>
</tr>
<tr>
<td>101</td>
<td>13</td>
<td>Kenya</td>
<td>57.5</td>
<td>-1.2</td>
<td>63.4</td>
<td>67.9</td>
<td>78.1</td>
<td>83.1</td>
<td>72.7</td>
<td>45.0</td>
<td>50.0</td>
<td>30.0</td>
<td>21.0</td>
<td>63.7</td>
</tr>
<tr>
<td>102</td>
<td>14</td>
<td>Swaziland</td>
<td>57.4</td>
<td>-1.7</td>
<td>67.2</td>
<td>74.9</td>
<td>63.1</td>
<td>55.5</td>
<td>68.8</td>
<td>55.0</td>
<td>40.0</td>
<td>45.0</td>
<td>36.0</td>
<td>68.4</td>
</tr>
<tr>
<td>106</td>
<td>15</td>
<td>Nigeria</td>
<td>56.8</td>
<td>1.7</td>
<td>53.2</td>
<td>67.2</td>
<td>84.4</td>
<td>64.7</td>
<td>75.4</td>
<td>40.0</td>
<td>40.0</td>
<td>30.0</td>
<td>27.0</td>
<td>85.7</td>
</tr>
</tbody>
</table>

*Source: 2010 Index of Economic Freedom*
Good Investment Climate
Investment Code Guarantees and Dispute Settlements

- Investment code permits international arbitration
- Uganda has investment treaties which allows a recourse to International Arbitration
- Security of investment is guaranteed under the constitution and the Investment code 1991
- Uganda is a signatory to main International investment related institutions (miga, opic, icsid, trims, gats, etc)
Investment Opportunities
Priority Sectors

- **Manufacturing** (Crops, Livestock, Minerals, Fast moving, Consumable Goods, Inputs)
- **Agriculture** – Commercial Greenhouse farming
- **Transport / Infrastructure/Logistics** (Roads, Railways, Water & Air, Real Estate)
- **ICT** - Business Process Outsourcing, Software development, Hardware Assembly, Multimedia Development, Film Industry and Graphics
- **Energy/CDM** – (Hydro- Solar, Geothermal, Wind)
- **Mining** (Oil& Gas, Gold, Copper etc)
- **Services** – Health, Education, Financial services
- **Tourism**
- **Real Estate**
Example - Real Estate Uganda needs

- Projected housing requirements to 2020 is:
  - Kampala needs 750,791 units
  - Other Towns need 1,092,318 units.
  - Rural areas need 8,482,889 units.
  - Nationally Uganda needs 10,325,990 units.
Investment Incentives

- Capital allowances: 50% - 75%
- Deductible Annual Allowance
- Import duty exemptions
- First arrival privileges
- Externalization of funds allowed
- Withholding tax exemptions on interest, raw materials, plant & machinery.
- Scientific research, Training and mineral exploration expenditures - 100%
Investment Incentives - exporters

- Manufacturing under bond
- Stamp duty exemption
- Duty exemption on plant and machinery and other inputs
- 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 and machinery, scholastic materials, human
Multinationals

Anil Dhirubhai Ambani Group

KCB | Making the Difference

Lancet Laboratories

Equity Bank

Ericsson

Alcatel

Ecobank

UBA

Aureos Capital

Dominion Petroleum Limited

Fina Bank

Hertz

Toyota

Barclays

Warid Telecom

Tullow Oil Plc

Warid Telecom

China Development Bank

Bank Of Africa
Some Multinationals in Uganda