



**WORLD TRADE CENTRE
MUMBAI**

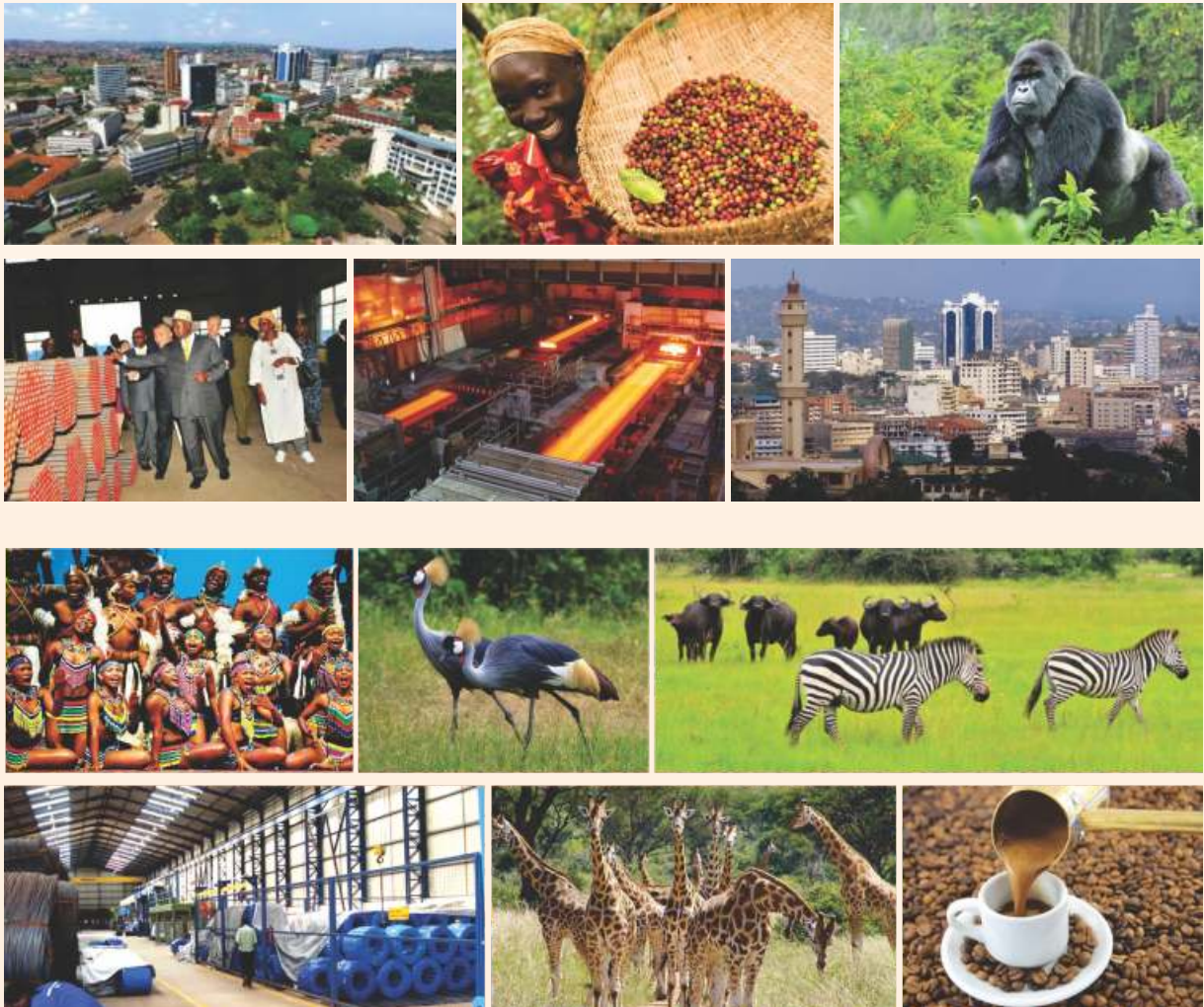


M. Visvesvaraya Industrial Research and Development Centre

Proceedings Report

March 28-29, 2018 | World Trade Centre Mumbai

**Exhibition | Country Presentations | B2B Meetings
Export Workshop | Panel Discussion**

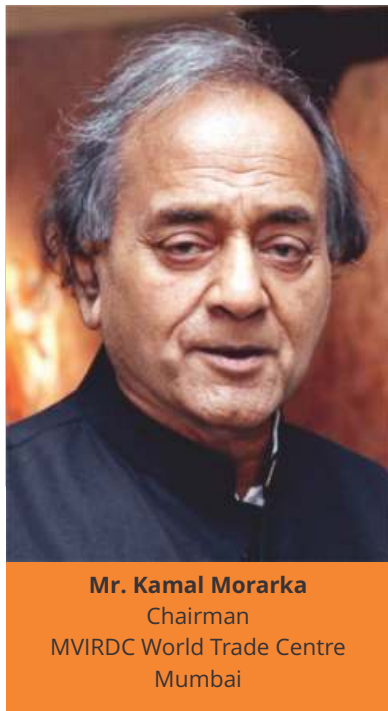


Network with Country Representatives Business Leaders from Overseas

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Preface



Mr. Kamal Morarka

Chairman

MVIRDC World Trade Centre

Mumbai

The African continent is emerging as the prominent destination for foreign investors on account of its vast natural resources, untapped tourism potential and progressive economic policies of the national governments. The East African country, Uganda, symbolizes the growing aspiration of this continent to attract foreign investment and industrialise its economy.

The mountain gorillas, mesmerizing bio-diversity hotspots and the enchanting Nile River have collectively made Uganda the 'Pearl of Africa'. The country boasts of more than 1000 species of birds and 500 species of mammals. The four major lakes and 160 minor lakes, rivers, swarms and floodplains are the nature's bounty that enriches Uganda's tourism, agriculture, fisheries and water transport.

Located strategically around Lake Victoria, the economy is supported by vital water transport corridors connecting Kenya and Tanzania.

Uganda can be a potential gateway for Indian companies to Africa, which is home to more than 1 billion consumers, as it is one of the nearly 50 countries that have signed the African Continental Free Trade Area (AfCFTA).

Trade and investments have the potential to reinvigorate the centuries old relationship between India and Uganda. This was the central message of H.E. Edward Kiwanuka Ssekandi, Hon'ble Vice President of Uganda at the first Uganda Investment Summit held in Mumbai from March 28-29, 2018.

World Trade Centre Mumbai and All India Association of Industries took pride in organising this Summit as it supplements Government of India's efforts to strengthen engagement with the Africa. The Summit is a timely opportunity to expand India's trade with Uganda beyond the traditional sectors of coffee, tea, spices, cocoa and cotton.

More than 100 business delegates representing diverse sectors such as tourism, education, agribusiness, mining, information technology, infrastructure, healthcare participated the B2B meetings at the Summit.

The Summit showcased the rich heritage of Uganda through a grandiose cultural programme. This report documents the key highlights of the Summit and we are confident that this will motivate the readers to know more about Uganda and explore business opportunity in that country.

World Trade Centre Mumbai assures all support to the Government of Uganda to strengthen bilateral co-operation by organizing trade fairs, exchange of delegation and other trade promotion events.

Inaugural Session

Chief Guest Address

H.E Edward Kiwanuka Ssekandi, Vice President, Government of the Republic of Uganda

"I feel honored to officiate at the First Uganda-India Investment Conference aimed at accelerating trade and investment between the two countries. It is my hope and desire that this Conference will strengthen the centuries-old bilateral relationship between our people. Uganda looks up to businessmen and women in India as engines of business and trade to spur development for our people and nations. Our first contact occurred in the 19th century during the construction of the Kenya-Uganda railway. This Conference is emphasizing three key areas of commercial diplomacy, namely: investment, trade and tourism. These are important areas of focus for Uganda which is the principle hub of business solutions, knowledge dissemination and business interaction in the Great Lakes Region of Africa. In the last 15 years, Uganda's average annual GDP has been growing at 6% and this prompted World Bank to rank the country among the top ten business and investment destinations in Africa."

"Uganda is ripe for investment in sectors such as agribusiness, fisheries, forestry, manufacturing, mining, financial services, tourism, ICT and infrastructure development. Uganda is a prime investment destination for India."

"Today, Uganda is a prime investment destination in Africa due to a predictable business environment, fully liberalized economy, market accessibility, security for investment, first arrival privileges in the form of tax exemptions and a healthy political environment. The Uganda Government will continue to ensure a stable, safe and conducive environment for business; by instituting appropriate policies and putting in place physical infrastructure to ease conduct of business in the country."

Special Address

Hon. Mr. Gafabusa Werikhe Michael, Minister of State for Trade, Ministry of Trade, Industry & Co-operatives, Government of the Republic of Uganda

"Uganda's competitive advantage is in sectors such as agro-processing, fisheries, minerals (gold, phosphate, uranium, copper etc.). Uganda has also found itself in the world map for its rich crude oil reserves and refinery capacity. Farmers in Uganda produce 3 crops in a year as the country is gifted with tropical and temperate climate zones and also because 90% of land is arable. We can cultivate four crops a year with investment on advanced farming technologies. In the tourism sector, Uganda has the 2nd largest river in the world and adventurous sports such as river rafting and bungee jumping, rare species of animals such as mountain Gorilla, lions and 50-60 species of birds. The climatic condition is also favourable with temperature ranging between 18-27 degree Celsius throughout the year. Uganda is also rich in culture."

Guest of Honour Address

Hon. Ms. Joy Kabatsi, Minister of State Agriculture, Animal industry, Fisheries, Government of the Republic of Uganda

"Foreign investors can register a business in 2-3 days as the government has launched one-stop-centre for all procedures such as work permit, environment assessment, tax compliance etc. The government is introducing online registration facility for investors. Foreign investors can also avail free land and other incentives if they invest in industrial parks beyond the capital city. Some of the incentives available for foreign investors are concessional power tariff and tax holiday for 10 years. The Government guarantees security and safety for all investors."

Guest of Honour Address

H.E. Ms. Grace Akello, High Commissioner of Uganda in India

"This Conference is a landmark event in the history of India-Uganda relationship which dates back to 1890s. After 120 years, let us renew our relationship by exploring new frontiers for collaboration, especially with this great city of Mumbai. Our centuries old relationship has brought us here. India and Uganda are brothers and sisters."

Special Address

Mr. R.K Gupta, CMD, WAPCOS

"WAPCOS is involved in 2 projects in Uganda, of which one is the hydropower project and the other is a 2900 km power transmission project. Our organisation is involved in consultancy services abroad for projects in hydropower, thermal, irrigation, roads, hospitals and other sectors. We are present in 46 countries, out of which 27 are in Africa."

Special Address

Mr. David Rasquinha, Managing Director, EXIM Bank

"Uganda is a gateway to 150 million consumer market in East Africa. The economy of Uganda is growing 60% faster than other African countries. India must explore opportunities in the food processing sector, especially in processing fruits such as pineapple. Other food processing sectors such as dairy and sugar also offer promising opportunities."

Government of Uganda seeks funding from EXIM Bank of India for development projects such as USD 270 million Uhuru Hydro Power Project, USD 141 million electricity lines and substations project, USD 64 million dairy project, USD 100 million Kampala industrial and business park project, among others."

Welcome Address

Mr. Vijay Kalantri, President, All India Association of Industries, Vice Chairman, World Trade Centre Mumbai and Director, WTCA Board, N.Y.

"Today, the trade between India and Uganda is hardly USD 600 million. We must aim to double this next year and grow it to USD 2,000 million in 3 years. Today, many large corporate houses such as Tatas and Ajanta Pharma already have presence in Uganda. Now, we need to encourage SMEs to explore business in this African country. India has a vast and vibrant MSME sector covering a wide range of activities. Similarly, Uganda is endowed with rich natural resources backed by a strong MSME sector. Opportunity for co-operation in the MSME sector could be explored with great advantage. Uganda's GDP is growing at a significantly high rate of 6%."

"India's Prime Minister has emphasized on strengthening collaboration with African countries. India is setting up an India-Africa Institute of Foreign Trade (IAIFT), which is one of the 5 institutes offered by India at the pan-Africa level."

"We need focused area meetings targeting specific sectors for collaboration between both the countries in the areas of natural resources, agriculture/agro-processing, infrastructure development, ICT, mining and mineral development, energy, healthcare and tourism."

Vote of Thanks

Mr. Madhusudan Agrawal, Hon. Consul of Uganda in Mumbai

"The visit of this High Level Delegation from Uganda indicates the importance given by Government of Uganda for bilateral partnership with India. Last year, Prime Minister of Uganda H.E. Mr. Ruhakana Rugunda visited India. During this visit, USD 300 million worth LoIs were signed between the two countries. India's contribution to the economy of Uganda is extraordinary. Indian companies contribute nearly 65% of tax revenue to Government of Uganda."

Signing of Letters of Intent (LoIs)



A key highlight of the event is the signing of 3 Letters of Intent (LoIs) by Indian businessmen with the Vice President of Uganda in the energy and mining sectors. The first Lol was signed by Samta Mines & Minerals Ltd for a USD 500 million, the second Lol was signed by GR Sponge & Power Ltd for a USD 50 million project, while the third Lol was signed by Intelizon Energy Uganda Ltd for a USD 50 million.



Dignitaries at the first Uganda-India Investment Summit. (From Left to Right) Ms. Rupa Naik, Senior Director, World Trade Centre Mumbai, Mr. R.K. Gupta, CMD, WAPCOS, Mr. Madhusudan Agrawal, Hon. Consul of Uganda in Mumbai, Mr. Purushottam Agrawal – Founder & Chairman, Samta Mines & Minerals, H.E Edward Kiwanuka Ssekandi, Vice President, Government of the Republic of Uganda, Mr. Vijay Kalantri, President, All India Association of Industries, Vice Chairman, MVIRDC World Trade Centre Mumbai and Director, WTCA Board, N.Y., Hon. Mr. Gafabusa Werikhe Michael, Minister of State for Trade, Ministry of Trade, Industry & Co-operatives, Government of the Republic of Uganda, H.E Ms. Grace Akello, High Commissioner of Uganda in India, Mr. David Rasquinha, Managing Director, EXIM Bank, Capt. Somesh Batra, Vice Chairman, World Trade Centre Mumbai



Hon. Ms. Joy Kabatsi, Minister of State Agriculture, Animal industry, Fisheries, Government of the Republic of Uganda being felicitated by Mr. Vijay Kalantri, President, All India Association of Industries, Vice Chairman, MVIRDC World Trade Centre Mumbai and Director, WTCA Board, N.Y. at the first Uganda-India Investment Summit. Also seen in the photograph is Mr. Madhusudan Agrawal, Hon. Consul of Uganda in Mumbai (left)

Business Session on Trade, Industry, Tourism and Investment Opportunities in Uganda

Chaired by Hon. Mr. Gafabusa Werikhe Michael, Minister of State for Trade, Ministry of Trade, Industry & Co-operatives, Government of the Republic of Uganda

Mr. Hamza Mugenyi, Chairperson, Uganda Development Corporation Board

“Uganda Development Corporation is the investment arm of the Uganda government, established by an Act of the Parliament, and is capitalised by the government. It works in partnership through equity participation with any good viable investor and has certain criteria for the companies it partners with, in order to ensure that it is dealing with partners who have the right expertise and technology, and who will benefit along with the people of Uganda. The Corporation emphasises the use of the country’s raw materials and employment of both the people of Uganda and the people of the country making the investment. It needs to ensure that the investing company is financially sound and that the project to be undertaken shall be viable.”

“Uganda Development Corporation is charged with spearheading industrial and economic development in Uganda. It has a committee that analyses the investments that the Corporation will engage in and advises the government on the viability of the project. One of the key sectors the Corporation engages in is agro-processing as Uganda is largely dependent on agriculture with almost 80 per cent of the population dependent on it. Agro-processing is at the heart of its operations as it believes in value addition so that the farmers have a market for their produce.”

“Another focus sector is mineral beneficiation as Uganda is endowed with a number of minerals. As several Indian companies have interests in mineral beneficiation, we welcome you to come to Uganda and explore the possibility of investing in mineral beneficiation. We assure you of good partnership terms and a good working relationship. Also, the Government of Uganda spends heavily on pharmaceutical drugs for the benefit of the people. The Corporation is, therefore, in discussions with a number of Indian companies in the beneficiation sector and the pharmaceutical sector.”

Mr. Emmanuel Mutahunga, Executive Director, Uganda Development Corporation

“Uganda has a strong partnership with the countries that surround it. It has entered into trade agreements with these countries which give it access to zero duties and no quotas on its exports. It also has preferential trade arrangements with the European Union, USA and other big economies including India and China. If one invests in Uganda, he gets incentives on production and access to all its markets without restrictions on quotas and being subject to duties.”

“In the agricultural and agro-processing sector, we invite Indian companies to partner and engage in Uganda, not only in production but also in value-addition services and the entire value chain including logistics and storage. Further, Uganda imports from India machineries and automobiles, auto industry products, pharmaceuticals, spices, rice, food concentrates and the like. However, instead of producing in India and incurring costs on shipping, all these can be produced in Uganda for our domestic consumption as well as for exporting to the neighboring countries. As mentioned earlier, if one is producing in an East African country, it can export to these countries without duties. So there one has a competitive edge.”

“The pharmaceuticals and minerals sectors also provide significant investment opportunities. By investing in Uganda, one can also participate in the production of raw materials, through backward integration, thereby reducing production costs to make prices more competitive. We have abundance in the factors of production which is necessary for development. Investing in Uganda is not new to India as we already have many industries in Uganda from India.”

Mr. Afram Katchime, Vice Chairman, Uganda Private Sector Foundation

“Uganda Private Sector Foundation is like the All India Association of Industries in India. Uganda and India have historical and cultural ties which not many people are aware of. This conference has been organised to create more awareness. People from India who have been to Uganda talk about its fruits such as pineapples, but there are also people who have had honey there and opined that they have never had such different types of honey; there are people opining that they have never tasted the type of ghee that is available in Uganda.”

“If you tell a Ugandan that all the software that you buy and install on your computer is actually designed and developed in India, he won't believe you. Ugandans cannot believe that IT systems are designed in IT campuses in Hyderabad, Bengaluru and Pune in India. When we negotiate and buy equipments for electrical installation and transformers and sign a contract with a German company, the shipping documents reads 'Made in India and Shipped out of Mumbai'. This prompts me to ask myself “Should we have taken this route where we may have to pay more?”

“The issue is there is lack of information and both the countries have not sold their potential to their fullest to each other taking advantage of the cultural links that we have. Our cultural ties date back to the currency-based trade between East Africa and India that took place even before colonisation. The local word for currency in East African language is 'Rupiah'. Similarly, many other words are derived from pre-colonial times such as 'Chai' for tea. In order to enhance trade between the two countries, we should take advantage of our cultural linkages.”

Views from Members of Delegation

Indians Residing in Uganda

“Indians residing in Uganda suggested that there are many fields where one can invest in Uganda and cater to exports. The country has good opportunities in the agriculture sector. Today, one can register his business in Uganda and get investment licence in five days. Uganda has a very pro-active government.”

Official from Barclays Bank

“The dairy sector has been doing a tremendous job in Uganda, not just in manufacturing and generating employment but also in terms of exports which represents a huge opportunity. Textile is another huge industry in Uganda. Uganda is home to companies that are 100 per cent export-oriented units. They procure all their raw material from within Uganda, export to brands like Calvin Klein and Tommy Hilfiger and get a 10-year tax holiday. There is also great opportunity in the mines and minerals sector. Commodities is a huge market. Coffee, cocoa and sesame are big areas of trading from Uganda. Again, the quality of products from Uganda is world-class.”

“Apart from industry, Uganda has abundant supply of different categories of labour. It has skilled labour such as in the ICT sector. Uganda has been declared as the world's most entrepreneurial country; people in Uganda are very enterprising and ready to seek opportunities. A recent report from Harvard says Uganda has place in a group of six countries which include India, Indonesia and Turkey, among others, whose growth rates are going to be higher than their peer countries.”

Hon. Ms. Joy Kabatsi, Minister of State Agriculture, Animal industry, Fisheries, Government of the Republic of Uganda

“Uganda is a very secure place to invest. I invite you to invest in our agriculture. We have a good climate but we lack technical knowhow. We invite you to bring the latest technology to Uganda so that we become able to start exporting. Those who are interested in exporting fish and beef are welcome to Uganda. We get many orders from the EU, Asia, Egypt etc. for exporting beef but we need investment. We need pharmaceuticals not just for human beings, but also for animals. We need people who can come and invest in the latest vaccine and latest pharmaceuticals for animals. We have minerals but we need investments to be able to exploit them. We need good transportation for our agricultural produce. We have about 15 million cows but we don't export beef. We invite you to export our beef. We produce 2.5 billion litres of milk. We invite you to process milk. We invite you invest in textiles. Come and export cocoa, chocolates and coffee. The market is endless and the country is open.”

Networking Session

The first Uganda Investment Summit was attended by more than 100 business delegates representing sectors such as tourism, healthcare, education and skill development, agribusiness, mining, pharmaceuticals, information and communication technology, construction, oil and gas, among others.

The two-day event featured around 1000 B2B Meetings among these delegates for exploring trade and investment opportunities, joint venture, technical collaboration and other forms of partnership.

Prominent companies that participated at the B2B meetings include drug-maker Ajanta Pharma, public sector consultancy firm WAPCOS, export credit organization EXIM Bank, Hinduja Group, Indian Institute of Naturopathy, among others.

The delegates expressed satisfaction as the networking session generated useful business leads and paved way for creating mutually beneficial partnership.



Exhibition

A key highlight of the two-day Summit was the display of products and services by business organizations and government agencies at the exhibition. Some of organizations that participated in the exhibition include Uganda Export Promotion Board, Consulate of the Republic of Uganda in Mumbai, Uganda Development Corporation, Uganda High Commission and Kinawataka Women Initiatives.

Delegates from the Consulate Office explained the procedures for application of visa to Indian delegates. Top officials from Uganda Development Corporation highlighted the investment opportunities in their country to Indian delegates.

More than 100 business delegates from diverse sectors and representatives from Consular Corps attended the exhibition.



Cultural Programme

People of Uganda belong to different tribes with varying art forms and lifestyle. There are around 17 tribes belonging to the Bantu and Nilotic groups in Uganda. These rich cultural diversity of these tribes offers vibrancy and colour that would appeal to the most discerning tourist.

Prof. Sylvia Nannyong-Tamusuza led a group of 19 artists comprising students from the musical and performing arts department of Makerere University. During the Summit, these artists performed dance and musics that are played for different occasions. Some of the dance forms performed at the event are the ceremonial dance of Samya-Bugwe region, harvest dance of Bakiga community and the courtship dance of the Langi people. The artists used various musical instruments such as drum sets and percussion instruments in their folk songs.

The cultural programme offered a flavor of the culture and tradition of different regions and tribal groups in the country.



Welcome Reception

Top functionaries of World Trade Centre Mumbai and All India Association of Industries welcomed the H.E Edward Kiwanuka Ssekandi, Vice President, Government of the Republic of Uganda and H.E Ms. Grace Akello, High Commissioner of Uganda in India at the Gala Dinner. Top officials from Government of Maharashtra also joined to welcome the Chief Guests and invite the members of the visiting delegation to explore trade and investment opportunities in the state.



Photo Feature





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