

10. Access to markets and networking through Exhibitions



UIA organizes exhibitions through which MSMEs are able to access new markets, demonstrate product usage and obtain feedback from their customers. Equally important is that these exhibitions give consumers a chance to meet as many service providers as possible.

Together with Ministry of Trade, Industry and Cooperatives, UIA and other agencies do facilitate MSMEs to participate in the regional EAC Jua Kali/Nguvu Exhibitions. UIA does facilitate the exhibitors to move to the other EAC countries whenever the annual event is held.

11. Provision of Business related information, Business advisory and counselling

UIA seeks to maximize the growth potential, prosperity and sustainability of small businesses through enhanced access to information and business advice. The SME Division provides first hand business related information on investment opportunities. About 250 business ideas are available on the UIA website to guide potential SME investors.

12. Advocacy for and on behalf of MSMEs

UIA continues to engage with key stakeholders to improve the investment climate for MSMEs. This is done through research and active participation in various activities that are geared towards improving the business climate. A number of research findings and policy recommendations have been made. These are accessible on the UIA website.

SMALL AND MEDIUM ENTERPRISES (SME) DIVISION



SMALL AND MEDIUM ENTERPRISE DIVISION

In Uganda a 'Micro Enterprise' is an enterprise employing up to four people, with an annual sales/revenue turnover or total assets not exceeding Uganda shillings 10 million. On the other hand Small Enterprises employ between 5 and 49 and have total assets between UGX: 10 million but not exceeding 100 million. The Medium Enterprise therefore, employs between 50 and 100 with total assets more than 100 million but not exceeding 360 million.

The SME Division (SMED) of Uganda Investment Authority supports and facilitates the development of MSMEs who are majorly domestic entrepreneurs. The overall goal of the SME division is: Developing Sustainable Domestic Investments & SME's.

Strategic objectives of SMED

- i) Facilitation and support for development of competitive SMEs in the priority sectors
- ii) Increase revenues earned by SMEs.
- iii) Facilitation and support for SMEs under the National Content inclusion in priority sectors.
- iv) Improved access to business related information.
- v) Advocacy for and on behalf of SMEs.



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Services offered by the SME Division

1. Entrepreneurship Training Program

The main objective is to enable entrepreneurs to access and utilize appropriate business skills, information and services aimed at achieving a sustainable and competitive private sector in the long run. Entrepreneurs are taken through key aspects of successfully starting, running and sustaining an enterprise. The program mainly targets those intending to start business, businesses in the early stages, businesses interested in expanding and, Small and Medium Enterprises (SMEs). The programme is demand driven and training is carried out in groups of 60 – 70 entrepreneurs.

2. Hands-on Technical skill Training for value addition



Technical Skills Training program is aimed at building capacities of MSMEs so that they may acquire the necessary basic skills to produce improved and high quality products that fetch high monetary values thus improving house hold income and promoting industrialization.

Training areas include; dairy (processing and packaging of dairy products), textile design (tie and dye), motor cycle repair and servicing, bakery technology, wine making, charcoal briquettes making and packaging, fruit juice processing, soap manufacture, value addition on oyster mushrooms among

others.. The programme is demand driven and training is carried out in groups of 40 entrepreneurs.

3. Cluster Development and Business Linkages

The cluster based development approach enables domestic entrepreneurs' to integrate their business systems into global value chains by providing economies of scale and recognizing the role of multiple stakeholders in the system. Cluster development helps to address the challenges of isolation in small firms by creating a critical mass of mutually beneficial business relations.

The Business Linkages Programme is an initiative of linking an SME/clusters to a bigger company (including Trans-National Companies) aimed at promoting the growth and survival of local businesses (SMEs) through capacity and capability enhancement on one hand. The programme nurtures SMEs to meet regional and international business standards and encourage TNCs to source locally from the SME clusters instead of sourcing from foreign firms.

4. Youth Apprenticeship Programme



This is an innovative programme where youth graduates of business studies are attached to SME businesses for 3 months to get practical business skills while helping the SME in records management, marketing, business formalization skills and basic business management. The Youth Apprenticeship program (YAP) offers a mutually beneficial partnership that improves the employability of and provide skills to the unemployed youth by offering opportunity to work (through volunteering) with the Micro and small business.

5. SME Profiling and database development

The SME Division gathers business information on companies to build a database of Micro, Small and Medium Enterprises (MSMEs) in Uganda. The database is used for:

- Matchmaking (B2B) - helping suppliers find buyers and buyers find Suppliers.
- Benchmarking - diagnosing and comparing companies against their competition
- Supplier development – helping companies develop their capacity and capability using proven tools and methods.
- Reporting - generation of other reports required by SMED.

6. Creation of District Investment Committees



The Division is facilitating and supporting the formation of District Investment Committees. There is also a drive to revive the existing ones that have not been active. These will enable the private sector and Local governments to actively participate in facilitating and supporting MSMEs growth by taking the lead in attracting, promoting, facilitating and retaining both domestic and Foreign Direct investments in the districts

7. Business Incubation and SME Work Spaces

Business Incubators help both start-ups and existing small businesses to grow sustainably, hence lowering the mortality rate through the use of good businesses practices and appropriate

technology. UIA is establishing a mixed-use business incubation centre at Kampala Industrial Business Park (KIBP) in Namanve to Facilitate, support and nurture MSMEs. The incubation centre is planned to assist emerging companies gain access to mentors, training, shared space, professional assistance, capital, and other services that will move them onto the fast-track to success.

In addition SME Division is planning to establish at least 500 work spaces and common facility centres for the small scale industrialists in each of the UIA Industrial and Business Parks. The goal of this facility is to provide support to existing and start-up small scale manufacturing enterprises by providing them with dedicated and affordable workspaces, common facilities, equipment as well as organizational, legal, financial, advisory and informative services.

8. Exposure of SMEs to alternative finance options

UIA is striving to address the often asked issue of limited financing for the MSMEs. The SMED is implementing this together with other government and private sector agencies interested in promoting alternative financing options such as Private Equity, Venture Capital, Angel groups and crowd funding platforms. UIA is continuously encouraging MSMEs to opt for this means of equity financing which is more long term than debt. As a better option the well-equipped businesses are exposed to mezzanine financing options.

9. MSMEs mentorship programmes

The SME Mentorship Programme aims at enabling SME entrepreneurs who are at their early stage of business to learn from and be guided by accomplished entrepreneurs, senior executives, and professionals through one-on-one free counselling. UIA engages retired and experienced business professionals to offer advice to an array of MSMEs through what we call the Wisdom Club.