



2025 UGANDA-EU BUSINESS INSIGHTS

SUMMARY REPORT

Agricultural Technology and
Sustainable Mining Conference



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On 13 February 2025 the European Union (EU) and its Member States in collaboration with the Government of Uganda and the Private Sector Foundation Uganda (PSFU) successfully hosted the Uganda EU Business Insights (UEUBI) conference in Kampala – exploring the themes of Agricultural Technology (AgTech) and Sustainable Mining. UEUBI 2025 attracted 518 participants, in a hybrid format, from 25 countries who met to discuss business deals and new partnerships.

518
Participants

398
On-site

120
Online

127
UG companies

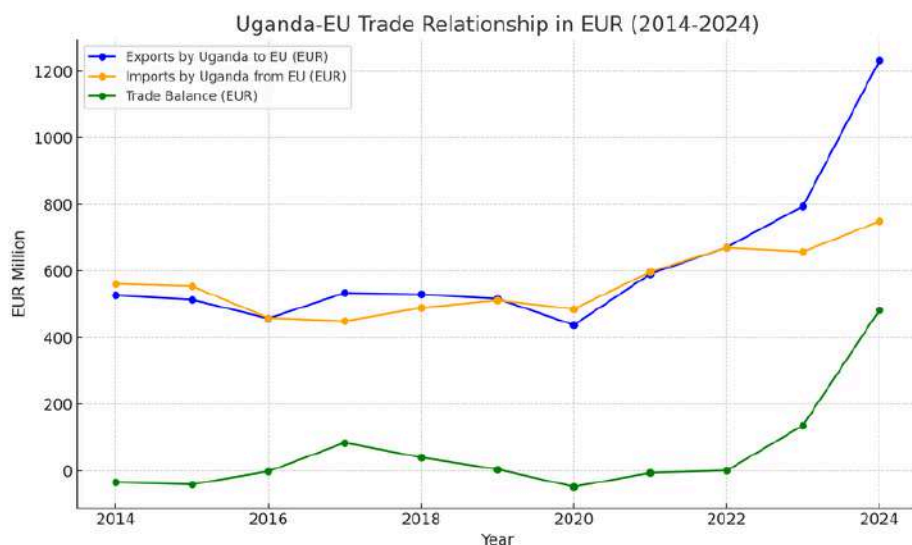
73
EU Companies

The event focused on enhancing trade and investment in the key sectors of AgTech and sustainable mining. The AgTech sector represents huge potential for Ugandan and EU businesses to transform Uganda's smallholder agricultural sector. UEUBI 2025 led to new AgTech collaborations and potential investment deals between businesses from Uganda and the EU. The need for improved access to finance for AgTech companies was debated and the participants came up with a number of innovative recommendations for financial institutions.

A Uganda-EU collaboration was also explored to unleash Uganda's potential in sustainable mining, through synergies between Ugandan and EU businesses in collaboration with the public sector and academia to drive innovative solutions. EU mining companies are at the forefront of sustainable mining, a significant opportunity for developing the Ugandan mining sector in a responsible manner.

Evolution of Uganda-EU trade since the 1st UEUBF 2020

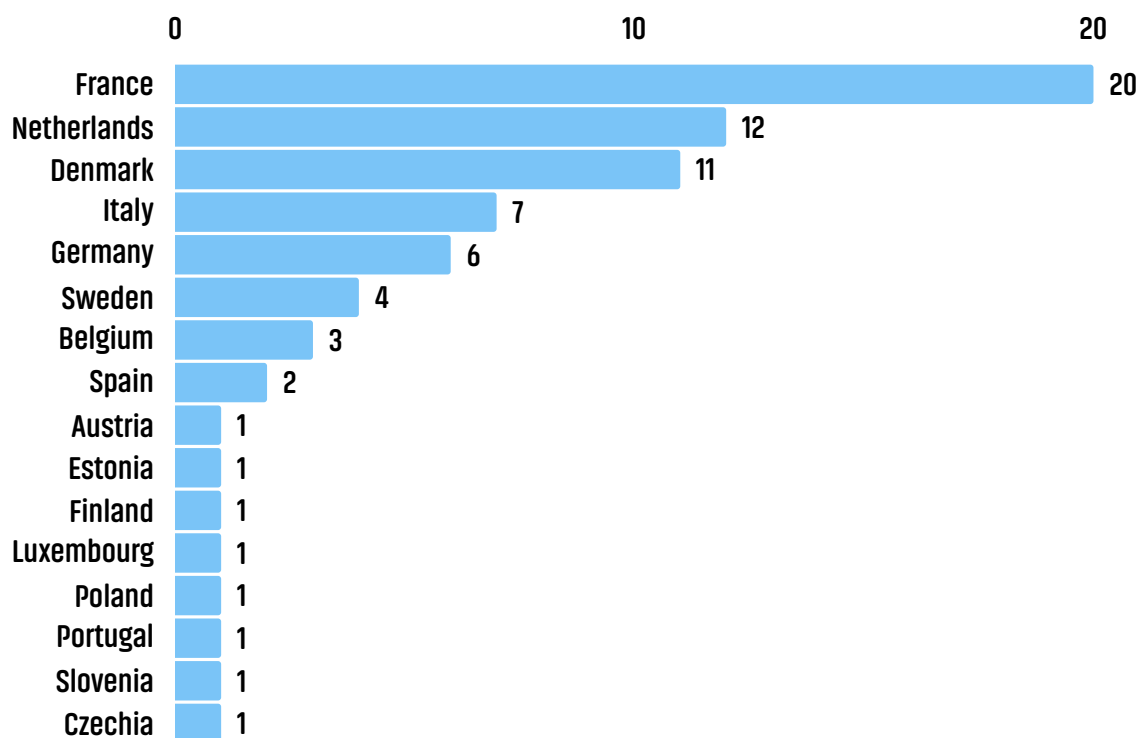
Since the first Uganda-EU Business Forum in 2020, Ugandan exports to the EU have almost tripled from EUR 432.7 million (UGX 1.8 trillion) in 2019 to EUR 1.2 billion (UGX 5 trillion) in 2024. Thanks to the significant increase in these exports, Uganda has registered a positive trade balance with the EU since 2022, EUR 477.5 million (UGX 2 trillion) in 2024. Over the period 2023-2024 alone, Ugandan exports to the EU have grown by an impressive 58%.



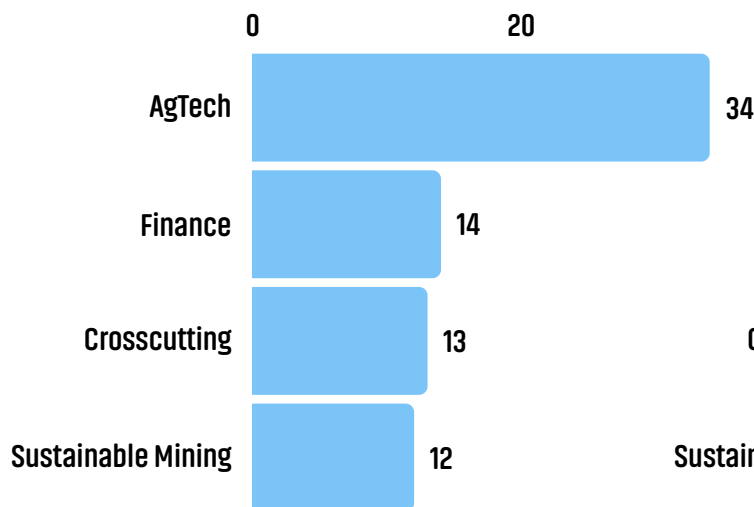
Team Europe spirit & Private sector participation

The UEUBI 2025 exemplified the spirit of Team Europe. Team Europe's presence included company representatives from 16 Member States.

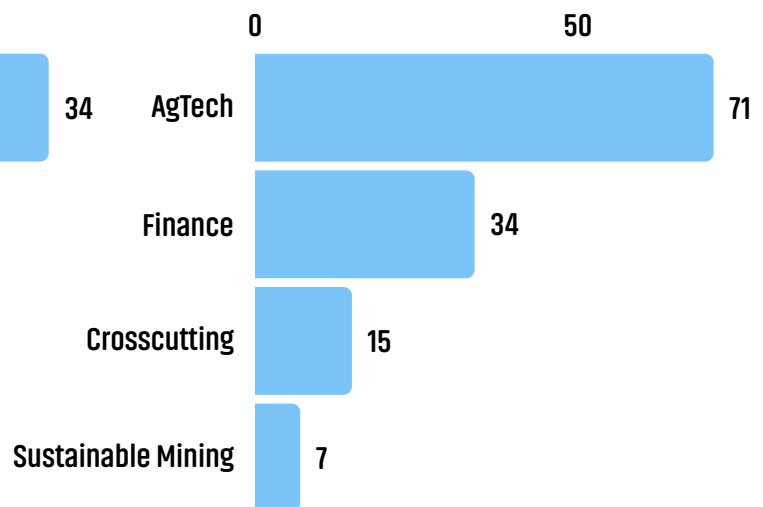
EU Private Sector Participation by Country



Participation of EU Companies by Sector

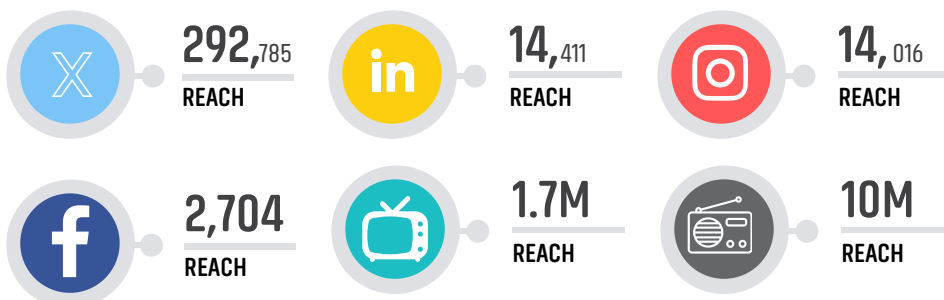


Participation of UG Companies by Sector



Public Awareness Footprint

The UEUBI 2025 received widespread coverage across all news media in Uganda, East Africa, and online. The event generated 292,785 X, 14,411 LinkedIn, 14,016 Instagram and 2,704 Facebook views and interactions. Print media reached an audience of 1.7 million and television and radio coverage over 10 million. Overall, the total combined media reach across all platforms reached an audience of 12.3 million.





High-level attendance and ceremonies

Hon. Matia Kasaija Minister of Finance, Planning and Economic development officially opened the UEUBI 2025 and emphasised that the 2 focus sectors of the event are in line with the Government of Uganda's long-term priorities to promote better access to technologies for value addition in agriculture and mining. Hon. Francis Mwebesa, Minister of Trade, Industry and Cooperatives and Hon. Phiona Nyamutoro, Minister of State for Mineral Development respectively underlined the importance of EU as a major trading partner for Uganda, and thanked the EU for improving the environment for mineral extraction in Uganda. The Minister of Trade added that this event is a testament to the Government of Uganda's commitment to create a more favourable business environment that supports innovation, entrepreneurship and investment.

H.E. Jan Sadek, Ambassador of the European Union to Uganda emphasized that EU – Uganda is a partnership that delivers, referring to Uganda's growing trade balance with the EU, and the increasing EU investments in the country. Humphrey Nzeyi, Private Sector Foundation Uganda (PSFU), underlined the ample opportunities for EU-Ugandan collaborations in the mining and agricultural sectors. He remarked on the substantial growth of the EU-Uganda trade, with the EU expected to overtake Asia as Uganda's largest export market by end 2025.



Showcase of projects funded by Team Europe

The UEUBI included the launch of seven new Sustainable Business for Uganda Team Europe Initiative projects representing a total value of EUR 30 million (UGX 126.2 billion). The projects will be implemented in a collaboration between EU and Ugandan partners.

Sustainable development of the mining sector in Uganda – EUR 6.25 million (UGX 26.3 billion)

Improve investment opportunities by formalizing the mining sector, build the capacity of the sector for value addition and for responsible sourcing.



Implemented by



Sustainable Agriculture for Forest Ecosystems (SAFE) project – EUR 4.9 million (UGX 20.6 billion)

Support smallholder coffee farmers, as well as cooperatives & local businesses to operate in a deforestation-free, sustainable and legal supply chain of coffee to the EU.



Ministry of Foreign Affairs



Implemented by



Uganda Green Enterprise Accelerator (UGEFA) II – EUR 7.2 million (UGX 30.3 billion)

Helping predominantly women-led enterprises to become investor ready as well as de-risking the financing of green enterprises.



Implemented by



PanAfGeo+ Support to geological science and technology – EUR 3.3 million (UGX 13.9 billion)

Promotion of Uganda's mineral endowment for further potential development in accordance with the national, African, and global standards regarding environmental, social, governance and technical aspects.



Construction of Elegu climate resilient cross-border market – EUR 10.1 million (UGX 42.5 billion)

Enhancing the trading hub between Uganda and South Sudan at the Elegu Border point by building a climate resilient market infrastructure and the capacity of local traders.



LKAB Scholarship programme

Investing in the future of mining professionals in Uganda by offering bachelor and master scholarships in mineral resources engineering at Luleå University of Technology – a leader in mining and metallurgy.



Italian-Ugandan technological centre for agriculture mechanization – Memorandum of Understanding

Mechanise the grain value chain from land preparation to harvesting and development of a technological centres across the country, the first being in Iganga.



In his closing remarks **H.E. Jan Sadek** thanked the UEUBI 2025 sponsors: Africa Global Logistics, Atacama Consulting, Bergs & More, Digital Africa, I&M Bank Uganda, Inputi Uganda, Sweden and the Netherlands. The Ambassadors of the Netherlands, Sweden and Denmark respectively shared their takeaways. **H.E. Frederieke Quispel** underlined the importance of access to finance for smallholder farmers and small businesses and reconfirmed the Netherlands commitment to continue collaborating in this space. **H.E. Marie Håkansson** underlined Sweden as a primary partner for Uganda in unlocking the potential of the mining industry, emphasising the importance of a green transition and for the private and public sector to team up with academia. **H.E. Signe Winding Albjerg** underlined the importance of companies from the EU visiting Uganda to explore its investment opportunities such as those highlighted in the UEUBI 2025 Deals Room.



UEUBI 2025, notable activities and outcomes

Business Showcase – Investment Opportunities in Uganda’s AgTech and Sustainable Mining

Four leading companies innovating in AgTech and sustainable mining highlighted the opportunities for investors to tap into these respective sectors in Uganda, driving economic growth while aligning with global sustainability trends:

- Ensibuko – Digitizing Rural Finance is boosting farmer financial inclusion by offering digitizing services to Village savings and loan Associations, which capture their key profiles and transactions to trace their cash flows, thereby enabling a faster access to credit.
- Blencowe Resources – Orom-Cross Graphite in Kitgum spans 520,000 hectares with an estimated 21 million tons of graphite and will begin operations during 2025 focusing on ethical mining.
- Hamwe East Africa – Smart Farming Solutions leverages mobile technology to enhance farmer connectivity and productivity.
- Woodcross Resources – Sustainable Tin Mining focuses on responsible sourcing from artisanal and small-scale miners, while undertaking local value addition through refining, and capitalizing on Uganda’s conflict-free status for tin to access global markets.



Exhibition and Matchmaking

Business-to-Business and Business-to-Government matchmaking was facilitated notably by the exhibition, with a total of 40 companies participating in the exhibition. As highlighted by a poll conducted of on-site participants, companies declared the following outcomes:

- 69% identified between 1 and 5 potential deals or partnerships.
- 23% found business and investment leads related to project sizes worth over EUR 100,000 (UGX 395 million)
- 38% declared to plan to invest over EUR 100,000 in Uganda





Deals Room

65 entrepreneurs expressed their interest in pitching their business ideas to investors and 17 were selected. 16 investors actively engaged in the event, conducting an average of 2-3 meetings each with entrepreneurs – leading to 16 matches being made. 7 entrepreneurs remain in discussion with investors for equity and debt financing, leaving a potential for deals to be realised amounting to a total of EUR 6.4 million (UGX 25.2 billion).



Recommendations from the UEUBI 2025 panel discussions

1 The potential of AgTech in transforming smallholder agriculture and overcoming barriers to reach smallholder farmers

- For AgTech to effectively reach smallholder farmers, the technologies must be adjusted to the farmers' level of competence. The introduction of AgTech must be combined with training and the private sector should team up with public and non-profit players to benefit from outreach structures already in place.
- More advanced AgTech technologies like satellite technology and drone services hold great potential in surveying waste areas of land but a strong private-public collaboration is required to leverage the potential of these technologies in Uganda.
- Enhancing the role of extension workers and integrating mapping technologies are important to support smallholder farmers with relevant advice and training.
- For small-scale farmers to invest time and money in AgTech, investments must pay off already in the short term.
- A lack of mobile phone connectivity among smallholder farmers needs to be considered in terms of the products that are developed for their use, but also in terms of the investments required to plug the gap.
- Digitalizing supply chains will allow farmers to identify opportunities for improvement.



2 Investment opportunities and scaling AgTech startup

- Financial institutions need to adopt alternative credit scoring models leveraging digital transaction histories, supply chain data, and non-traditional collateral.
- Strengthening digital lending platforms and risk-sharing mechanisms will enable timely and affordable financing for AgTech enterprises and smallholder farmers.
- Expanding incubators, accelerators, and mentorship programs will enhance investor readiness and business development for AgTech startups.
- Encouraging venture capital through tax incentives, blended finance models, and public-private partnerships is important to increase capital inflows into early-stage AgTech innovations.
- Deploying agent-assisted financial services, voice-based transactions in local languages, and simplified loan application processes including cooperative – based lending can enhance smallholder farmers' ability to access formal financing.
- A conducive regulatory environment, including government-backed AgTech funds, flexible collateral requirements, and awareness campaigns on available financing options, will stimulate investment in the sector and promote inclusive agricultural transformation.



3 Unlocking Uganda's Mining Potential: Investment opportunities in exploration and value addition.

- The government should prioritize digitizing and making geological data publicly available to attract investors and improve transparency in the sector.
- Establishing financial support mechanisms, including export credit facilities, will enable mining enterprises to access capital for expansion.
- Strengthening regional partnerships can help combat smuggling, harmonize policies, and develop cross-border mineral value chains, enhancing industry competitiveness.
- Investing in human capital through training young professionals in mining laws, technology, and sustainable practices will improve sector efficiency and innovation.
- Promoting responsible mining aligned with global ESG standards will enhance Uganda's attractiveness to ethical investors and ensure long-term industry sustainability.

4 Sustainable mining in Uganda: environmental, social, and governance (ESG), financing and clean energy solutions.

- Develop and enforce a national legal framework that mandates ESG standards, ensuring compliance through penalties and incentives.
- Establish government-backed funding mechanisms and partnerships with international financial institutions to provide capital for sustainable mining projects.
- Develop targeted training programs to equip miners with the skills needed for sustainable operations, including the use of new technologies and adherence to ESG standards.
- Promote Collaboration and foster partnerships between the government, private sector, NGOs, and academia to drive innovation and sustainable practices in the mining sector.
- Invest in electrifying mining operations and infrastructure to reduce carbon emissions and achieve carbon neutrality, supported by government incentives and logistics companies.



