AGRIBUSINESS 2022
MKUTANO

CELEBRATING

POST EVENT REPORT

FOR THE AGRIBUSINESS MKUTANO, 2022

FULFILLING THE AGRO-INDUSTRIALISATION AGENDA FOR UGANDA

#AgriMkutano22

OPENING REMARKS



The Agribusiness Mkutano under the theme "Fulfilling The Agro-Industrialisation Agenda For Uganda was held on April 28th, 2022. Mr. Ofungi welcomed all the delegates to Mkutano's 1st Agribusiness convention.

He highlighted the fact that the #AgriMkutano22 coincided with the celebration of 60 years of independence in Uganda. He pointed out in the sixty years since independence, Uganda's population has risen from ~7m to 44m today. Sixty years into the future, she will have to a population of about 128m. Whether this turns out to be a dividend or burden will boil down to the strategies developed and implemented now. It is imperative therefore, that the planning be framed around an audacious effort to exploit opportunities and mitigate challenges that lie ahead. .

He added that NDP III empahsises the need to industrialize agriculture for which enabling aspects like finance, infrastructure, logistics, energy and market access are important.

He extended thanks to the partner pool for they valuable support and wished all delegates productive deliberations.

[redacted]

D. BIKHADO OFUNGI
Curator, The Mkutano Company

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Delegates:

124 Inhouse | **350** Online

Participation:

25 Panelists | **1** Keynote | **1** Fireside chat

Social media:

1.1 million Reached | **9.0 million** Impressions

Countries:




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LAYING THE TERRAIN

Mrs. Mona Muguma-Ssebuliba, CEO of aBi begun her remarks by pointing out that aBi was established in 2010 by the governments of Uganda and Denmark. aBi's mission is to channel development finance particularly matching grants, lines of credit, credit guarantees and business development support for both small holder farmers and agribusinesses for the purposes of ensuring that they achieve competitive, sustainable and profitable enterprises.

Mona mentioned that aBi has to date contributed credit in excess of UGX 400.0b across over 1 million farmers. Their interventions have created over 60,000 jobs with finance being channelled through through fifty implementing partners directly and indirectly both in agribusiness SME's as well as financial institutions.

aBi's interventions are split between finance and development; focusing on value chain actors for 'aBi dev' while 'aBi Finance' works through intermediary Financial Institutions (FIs). aBi as an organisation has focus on seven specific value chains: coffee, diary pluses, cereals, oilseeds, poultry, and horticulture.

Ms. Muguma-Ssebuliba extended her thanks to The Mkutano Company for creating the platform for engagement, as well as the Government of Uganda for supporting the sector.



MRS. MONA MUGUMA-SSEBULIBA
CEO - aBi

LAYING THE TERRAIN QUOTES



"UNCDF is focused assisting Uganda achieve the goals sent in Agenda 2030 in which growth is more inclusive and the population develops higher standards of living"

DR.DMITRY POZHIDAEV
Head of Office - UNCDF



"The FAO is emphasising the need to end hunger by the end of this decade but also achieve food security, improve nutrition, promote inclusivity, promote sustainable industrialisation and foster innovation."

ANTONIO QUERIDO
Country Representative - FAO Uganda



"AfDB has supported the agricultural sector for more than 10 years including public investments in infrastructure for example, construction, rehabilitations ,and expansion of major irrigation schemes."

AUGUSTINE NGAFUAN
Country Manager Uganda - AfDB

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SESSION 1:

Long term outlook on Agro-industrialisation - what must be done?

Presentation from the Senior Private Sector Specialist, The World Bank, Paul Turner

The strengths investors see in Uganda compared to other countries include the liberal and pro-private sector policy and the fact that Uganda has leveraged an intra-regional trade to its advantage. 50% of Uganda's exports are going to the region compared to 2018 when it was just under 20%. As a result, Uganda has historically in the recent decades been attractive to foreign direct investment reaching USD 1.3b pre-COVID.

The current opportunities are heavily skewed towards the the agribusiness sector.



PAUL TURNER
World Bank Representative



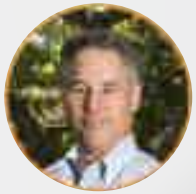
"The agro-industrialisation program is an exceptionally good example which defines the value chain approach and emphasizes the importance of planning because all the stakeholders that need to address an issue are defined."
Dr. Ivan Lule - Board Member, National Planning Authority



"As FAO, the need to cater for the youth and women in terms of job creation is paramount. Inclusion also requires us to balance public investment across different regions without also forgetting the aspect of sustainability."
Jean Marie Byakweli - Policy Officer, FAO



"We produce over 1000 metric tonnes every year and because of our high value inputs, our model is more sustainable from the agricultural and environmental perspective"
David Ndemeire Baingana - Managing Director, New Bukumbi Coffee Processors Limited



"The kinds of opportunities we work with are part of the enabling environment to help agro-industrialisation."
Dr Michael Cullen - Managing Director, Terra Global Capital



"One must mitigate risk in agriculture through guarantees, insurance, and other products."
Noah Owomugisha - Head of investments Business Development Services and Green Growth, aBi



KEYNOTE ADDRESS



Dr. Alinovi emphasized the need to try and zoom onto the issues and opportunities at a micro level. He said that this area is still quite difficult especially in terms of accessing the right data, land issues, low productivity, challenges with insurance and most importantly in terms of the entrepreneurial capacity of smallholder famers.

He advised that that we need to create a space for smallholder farmers to building capacity within themselves. He also pointed out the important of Access to Finance for farmers. Citing the example of Italy, Dr. Alinovi urged delegates to come up with solutions that benefit the livelihoods of smallholder farmers pointing out that if we don't solve the problem on making the smallholder wealthy, we shall not solve the agriculture problem.

At farm-shine he added, they engage in the transfer of knowledge to farmers and get them to take responsibility of doing few critical things better.
Uganda has an incredible opportunity which is under = exploited. The country is blessed to have a lot of unique products which are of high value and have high demand.

There is a need to create recognition for the unique Ugandan products which a geographical connotation of Uganda, that will create incredible incremental value for the agricultural production of Uganda. Brand definition, he emphasised, is important for Uganda.

DR. LUCA ALINOVI
CEO Farmshine & Aflazero


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SESSION 2:

Spotlight on Value Addition in the Coffee Sector. (curated by UCDA)

Dr. Emmanuel Iyamulemye shared that UCDA is working with the Uganda Development Corporation (UDC) on the potential to add value locally. He added that there are some tariff and non-tariff barriers that need to be addressed insofar as getting Ugandan coffee to the market is concerned. The current opportunities are heavily skewed towards the agribusiness sector.

He concluded by saying that over the next five years, UCDA is focussed on value addition and last-mile branding as part of the the agro-industrialisation program. He also said UCDA will support the planting of the high leading varieties for the farmers with the support of the Parish Development Model (PDM).



DR. EMMANUEL IYAMULEMYE
MD - Uganda Coffee Development Authority (UCDA)



"Uganda needs to prioritise the holistic industrialisation of the coffee sector."
Mr. Tony Mugoya - Executive Manager, Uganda Coffee Farmer's Alliance.



"When thinking of value addition, it is important to think about "on and off" the farm activities."
Mrs. Martha Nalubega Wandera - Managing Director, KIMCO Coffee Ltd



"we need to define what value addition is and who adds the value. The systems need to work, there is a need to re-tool those who need to learn and be trained as well"
Mr. Joseph Nkandu - Executive Director, Nucafe



"If Uganda is to be competitive, there is a need to focus on the regulations to have good quality coffee. The regulation will also ensure domestic consummation of the coffee being produced locally by the hospitality sector"
Dr. Emmanuel Iyamulemye - Managing Director UCDA

SESSION 3:

Laying the Finance Infrastructure for Agro-industrialisation.



"Unlike primary production, UNCDF is looking at the industrial concept. There is a need to provide technical assistance, in project development and implementation."

Dr.Dmitry Pozhidaev - Head of Office Uganda, UNCDF



"We realised there is a financing gap especially for the smallholder farmers as well as medium and large entities that seek want long-term patient capital"

Mr. Joseph Kibuuka - Head of Fund Management, aBi Finance Ltd



"AfDB provideS support through government for infrastructure and industrialisation and will continue to do more especially industrialisation and in agriculture specifically in order to move people more into the higher value services area."

Mr. Peter Rasmussen - Country Economist Uganda AfDB



"Uganda is the heaven for agriculture and Uganda has huge potential in Agri-sector. We work with outgrowers by providing training, seed, land preparation and added value in term of getting the best products through quality assurance etc."

Mr. Hassan Alwi - Director, Pearl Rice Ltd

CLOSING REMARKS



He acknowledged that it was a pleasure attending the inaugural Agribusiness Mkutano, The engagement has teased out issues that need attention not only with the public sector, but across all the players involved in agro - industrialisation. He was grateful to the curator Mkutano for making this possible to discuss issues that are related to the agro-industrialisation agenda.

He shared that as government, they have had interventions and programs from NDP 1 to NDP 3 where the theme is agro-industrialisation for job creation and wealth. as the Ministry of Agriculture, program 1 is looking at production, storage, agro-processing, and all that relates to that.

He concluded that together with the Mkutano team, this type of sharing was critical and needed to be packaged so that the issues and recommendations get formally submitted to the policy and management ministry and that the Minister will guide on how to take it forward for addressing.

STEVEN BYANTUWAALE
Director Crop Resources - MAAIF

MEDIA






























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