



UGANDA
GREEN ENTERPRISE
FINANCE ACCELERATOR

Funded by



EUROPEAN UNION

UGEFA BUSINESS ADVISORS GREEN PORTFOLIO



Implemented by



In collaboration with



Cover photos: UGEFA

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The **Uganda Green Enterprise Finance Accelerator** is funded by the European Union. The project is led by **adelphi research gGmbH**, a public policy consultancy and think-and-do tank focused on climate, environment and development. At adelphi, we work together with financial institutions, green enterprises and policy makers to unlock finance at scale to secure a climate-neutral and resilient tomorrow.



www.adelphi.de/en

About UGEFA

The Uganda Green Enterprise Finance Accelerator aims to facilitate the flow of green finance into the Ugandan SMEs sector through an innovative and comprehensive approach, which:

- **Targets demand- and supply side of finance:** Tackles barriers of SME finance on the finance demand and supply side
- **Blends non-financial and financial support:** Combines capacity building and innovative financial mechanisms, targeting both SMEs and financial institutions
- **Aligns support to enterprise growth journeys:** Provides support along the whole financing journey of green SMEs – from finance readiness support, funding facilitation to post-investment support

We support green enterprises working in the Clean Energy, Green Manufacturing, Sustainable Tourism, Sustainable Transport and Waste Management sectors in all regions across Uganda.



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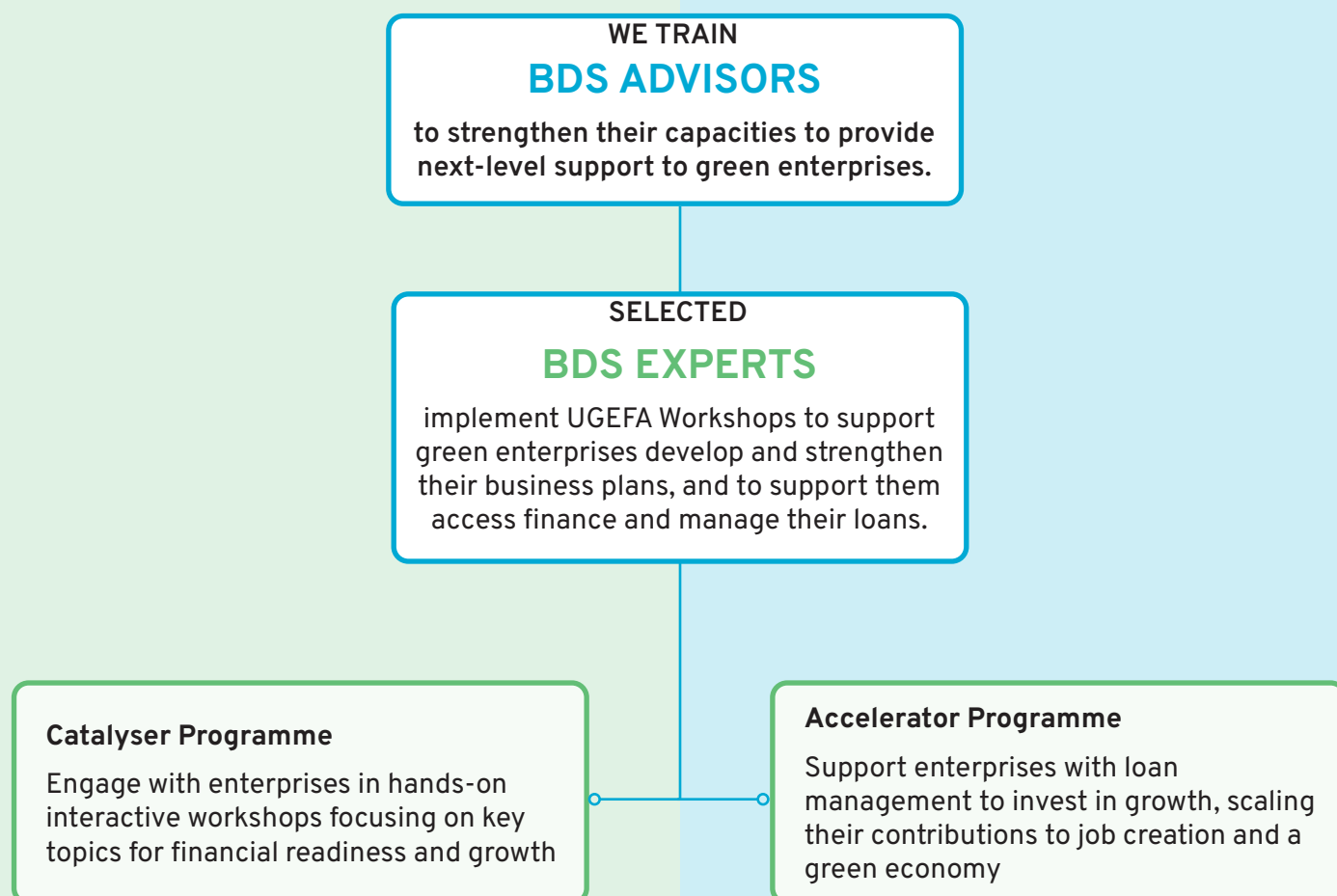
Supported enterprises



55%

Accessed financing

Approach to Ecosystem Building (BDS+)



UGEFA's Network of Business Advisors

It was very rewarding to know that these trainings were appreciated by the enterprises. In my first ten workshops, there was only one person who missed one single day.

Simon Abias
REIGN

By amplifying the voices and achievements of women-led eco-inclusive ventures we can break down barriers, challenge gender norms, and create a more inclusive society.

Barbara Akello

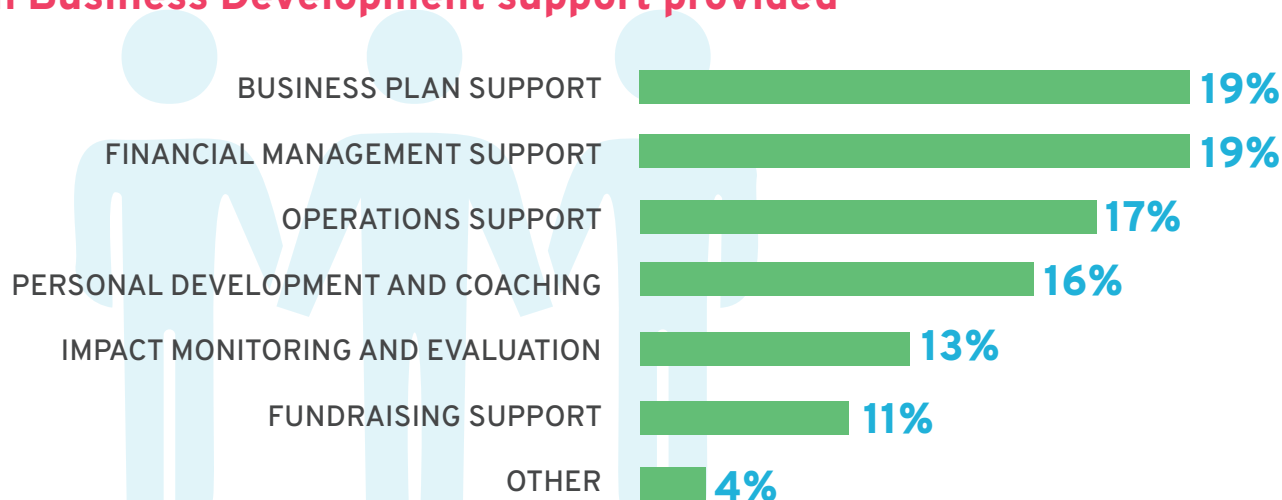
Carrying out the workshops for me has been a give-and-take experience, as the enterprises have given me insights about their businesses in these safe spaces, while I also gave my experience and expertise in the Catalyser and Accelerator.

Ancel Ochino Bwire
Ancywax



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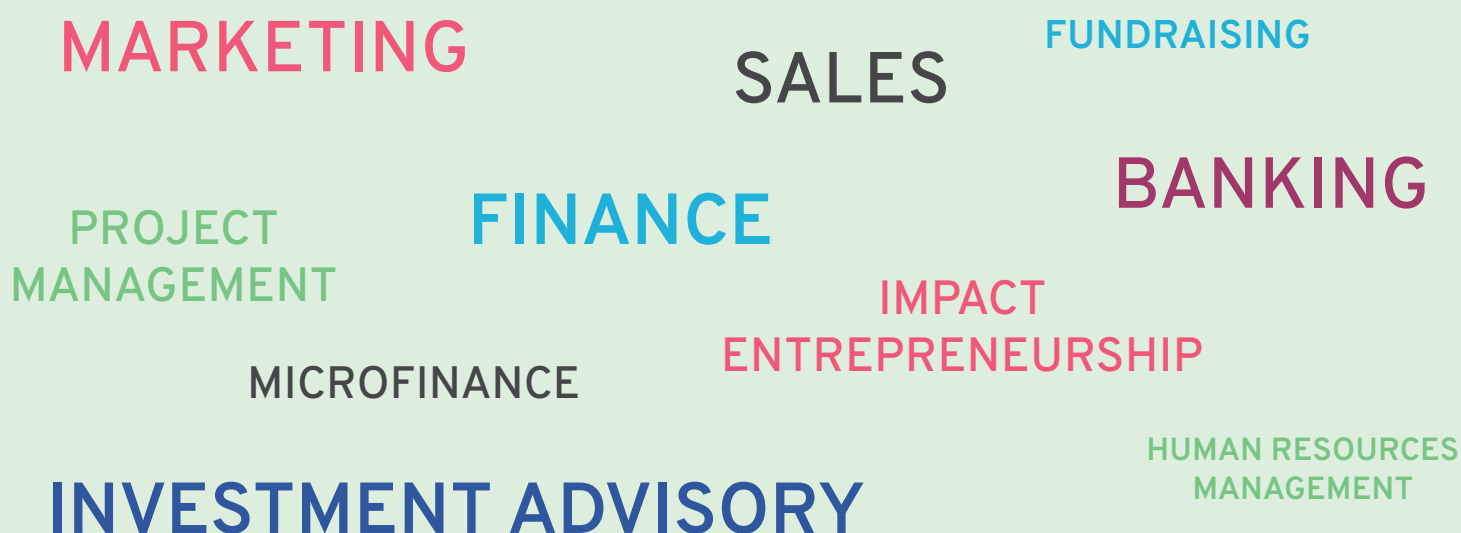
Main Business Development support provided



New developments since UGEFA's Training of Trainers Programme






Business Development experts focus areas







BUSINESS ADVISORS PROFILES



 = UGEFA Catalyser workshops implemented
 = UGEFA Accelerator workshops implemented
 = UGEFA Accelerator Coordinator

 = location of UGEFA workshops implemented
 = UGEFA-supported SMEs

...read more in the next pages!

UGEFA's Network of Expert BAs



ANCEL OCHINO BWIRE

Ancel has been in business development for the last 15 years with a strong background in technology.

His focus areas include marketing, market entry & expansion, business modelling, sales, partnerships, and fundraising.

Get in touch

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2021-2024

28 
supported SMEs


Kampala & Lira



BARBARA AKELLO

Accomplished professional specializing in impact investing and sustainability, currently driving green finance and technical assistance initiatives for financial institutions and SMEs across Sub-Saharan Africa. Her expertise areas include sustainable finance & green finance, climate risk & resilient financial ecosystems.

Get in touch

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2023-2024

13 
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Kampala



BARBRA AKORI

A consultant in project management, business development and youth empowerment, specialised in SME growth through inclusive sustainability and green finance. Her focus areas also include marketing and sustainability.

Get in touch

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BRIAN AHABWE

With a proven track record in fundraising, market expansion, and operational efficiency, Brian is a well-rounded professional capable of navigating complex business challenges across various industries. His areas of expertise include strategy, finance and investments, marketing and operations management.

Get in touch

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2021

10 
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CLAIRE KAGGA

13 years of long-standing professional experience in entrepreneurship development for green MSMEs. Her focus areas include business strategy, impact monitoring and finance.

Get in touch

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2021-2024

38 
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DAN WASSWA

Passionate about leveraging technology to tackle social and environmental challenges in emerging markets, Dan has dedicated the past decade to supporting founders in scaling their impact. With a proven track record of success, including roles at Stanbic Bank Uganda and Balloon Ventures, he has cultivated a multifaceted skill set, blending strategic insight with hands-on support.

Get in touch

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DAVID MUGABE

David is a seasoned finance and investment professional with over 14 years of experience working in Sub-Saharan Africa, mainly supporting SMEs in accessing financing and scaling their operations. His focus areas include finance, investment and portfolio management.

Get in touch

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DENIS OSORE

Denis counts with more than half a decade of business advisory expertise. His topics of expertise include finance and investment, access to energy, and renewable energy.

Get in touch

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EDMUND KAMUGISHA

Economist and Business Advisory & Development practitioner with experience and significant academic qualifications in economic and business analysis, financial and operational feasibility, due diligence, strategy development and implementation, budget development and evaluation of operational and financial effectiveness.

Get in touch

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2021



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ESTHER NYANZI

Professional with over 10 years experience in providing business advisory support to MSMEs. Her expertise areas include market analysis, business growth strategy, risk management, SME profiling & matchmaking (B2B) and strategic planning.

Get in touch

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2022



9 supported SMEs



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ESTEERI AMANYA

Startup consultant supporting businesses in their early stage to develop sustainable business models for growth and investment. Her focus topics include business strategy, growth models, business model development and impact analysis.

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2022-2024



34 supported SMEs



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FAHAD NDUGWA

Fahad is a seasoned business development expert and consultant with over 10 years of experience specialising in supporting SMEs and MSMEs in East Africa. Passionate about fostering inclusive growth, Fahad is committed to supporting Africa's development through innovative and impactful business solutions. His focus topics include finance, marketing, value chains and circular economy.

Get in touch

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44 supported SMEs



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FRED OPIO

Fred has extensive experience in providing strategic support to MSMEs and offering technical assistance to financial institutions on green finance topics. He holds a Master of Business Administration and he is a Certified Public Accountant (CPA) in Uganda. His topics of expertise include investments and financial management, strategic marketing and organisational development.

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2021-2024

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supported SMEs


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GEORGE BRYSON

Green enterprise expert who has supported over 200 East African enterprises to enhance their business performance. He has also led research projects to support organisations to enhance their entrepreneurship support offerings. His expertise areas include behavioural change and organisational strategy.

Get in touch

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JOHN MARK MUWANGALA

Social entrepreneur and Consultant in Business Strategy and Marketing with over 10 years of experience in financial services, business development services, banking, sales and development finance with a focus on small holder farmers and small and medium enterprises.

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JOSEPH OKELLO

Experienced advisor in market development and access to finance in the areas of renewable energy and agribusiness. His focus areas include impact entrepreneurship support.

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MAX WEBER ASIIMWE

Max has 5 years experience working with technology startups and doing small-scale manufacturing. He also has previous retail banking experience. His main focus areas include impact entrepreneurship.

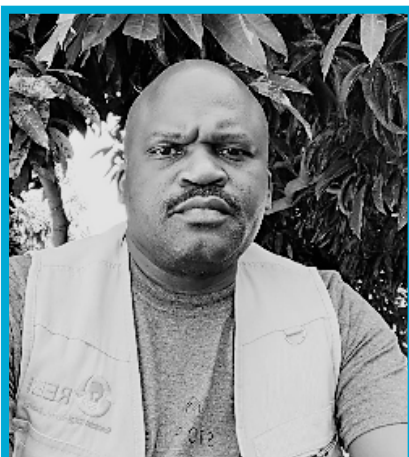
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34  supported SMEs

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MUSA WAMALA

Musa has 20 years of working experience, of which 15 years has been in renewable energy and environment, livelihood, and sustainable agriculture projects. He supports energy enterprises through incubation, to deliver energy access to off-grid communities through innovative business models.

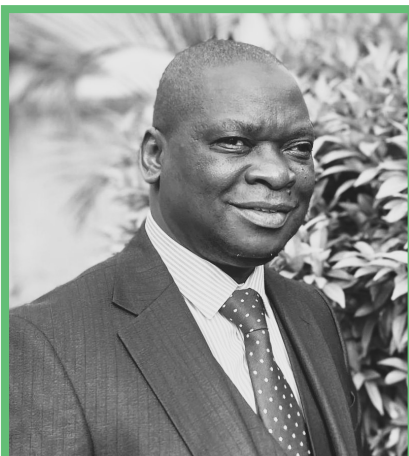
Get in touch

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 2022

9  supported SMEs

 Kampala



NOAH WANDERA

Business Development Specialist with over 25 years of experience working with and supporting MSMEs in Uganda, Kenya, Tanzania, South Sudan, Ethiopia and Zambia. His expertise areas include marketing, funding & finance, business strategy and farming as a business.

Get in touch

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 2021

10  supported SMEs

 Lira



PETER OWORI


Owori Peter is a professional and certified trainer with International Labour Organization with over 10 years of experience in the field of capacity building for small and medium size enterprises including displaced populations and refugee camp settlements in Uganda.

Get in touch

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72  supported SMEs

 Kampala, Mbarara & Fort Portal

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ROBERT TWESIGYE

Seasoned professional with over 20 years of experience in business development services and financial management, specialising in capacity building, planning, and implementing several programs for various organisations.

Get in touch

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2022

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ROY GAKUO

Professional with over 10 years experience in business incubation, acceleration, investment readiness and sustainability modelling.

His topics of expertise include strategic business planning, financial modelling and planning and business valuation analysis.

Get in touch

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2021, 2023

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supported SMEs



Kampala



SIMON ABIAS

An experienced business development trainer for about 10 years specialising in business start ups in relation to their surrounding environment and available resources, and Master Trainer of SIYB/ILO. His focus areas include marketing, finance, pitching, storytelling and impact monitoring.

Get in touch

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2021-2024

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supported SMEs



Kampala,
Mbarara &
Fort Portal



VICTORY MUGENYI NABAKOOZA

Victory is an associate with 5 years of experience in business development support, financial management, and project management working with Challenges Uganda, delivering tailored growth strategies and business solutions for diverse clients.

Get in touch

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2024

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supported SMEs



Kampala

Get in touch



Are you interested in partnering with us?

At UGEFA we are committed to collaborate with the East African ecosystem to fill a key gap in enterprise support in Uganda. By preparing SMEs to invest in growth and collaborating with the financial sector to tap into green sector financing, UGEFA contributes to job creation and the transition to a green economy in Uganda.

Contact person:

Camilla Shearman, UGEFA Programme Lead


Email: shearman@adelphi.de

The UGEFA Team would like to thank all business advisors supporting green enterprises in Uganda. They have played and continue to play a key role in advancing the green economy in the country, supporting over 100 small- and medium-sized green enterprises access finance.




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SEED

promoting entrepreneurship
for sustainable development