



India-Uganda Bilateral Relations: Opportunities for Trade, Investment and Collaboration

 2nd October 2025

 Kabira Country Club, Kampala

Historical ties



- **Historical ties - 1900s**
- **Diplomatic presence - 1965**
 - Bilateral agreement on Friendship & Technical, Economic and Scientific Cooperation
- **Bilateral cooperation - trade, education, health, development assistance and cultural exchange**
- **Diaspora diplomacy**
 - Indian Association Uganda
 - Investment

Key issues



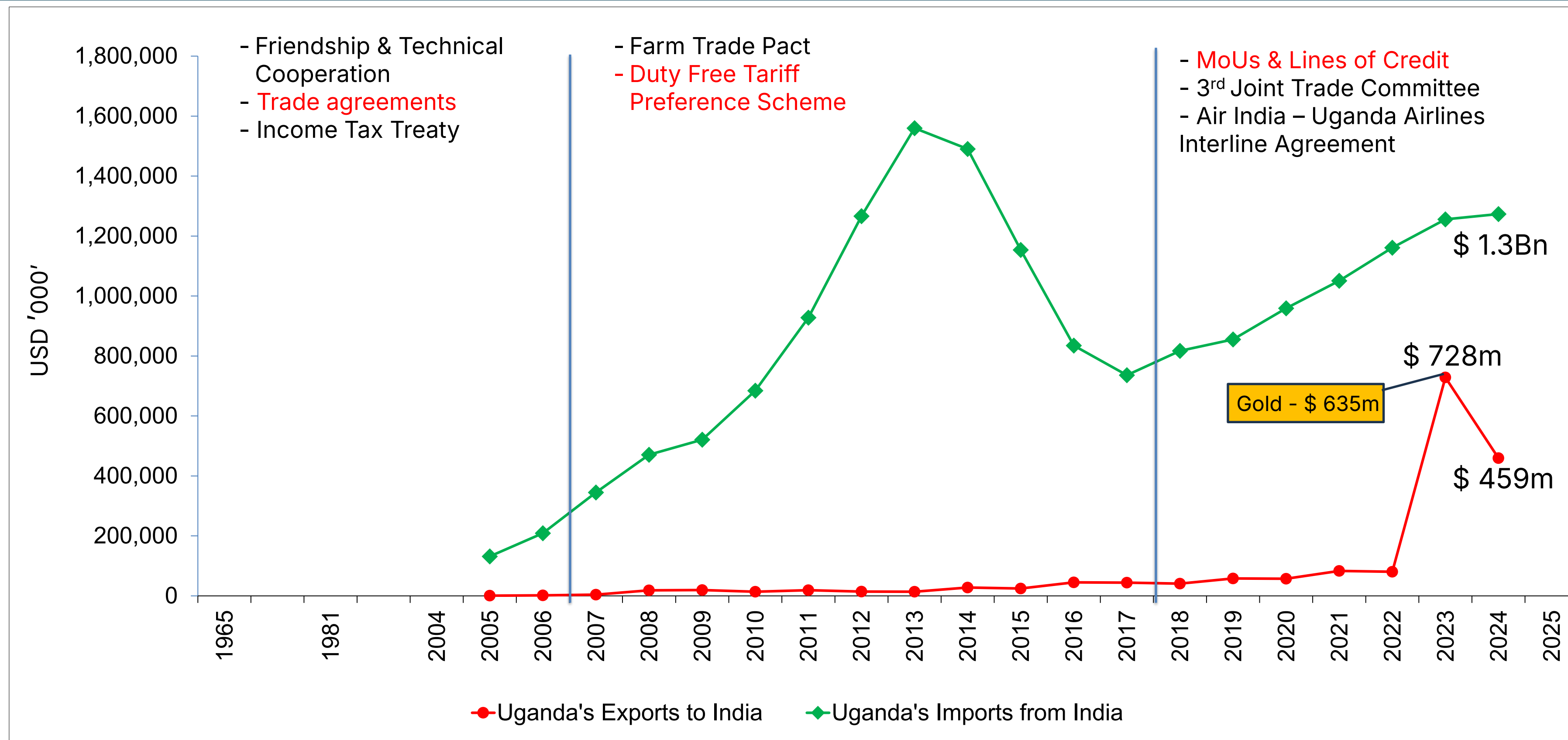
Current trade volume **does not reflect the full potential of economic collaboration.**

Concerted efforts to **enhance, deepen, and diversify bilateral trade.**

Strengthen collaboration between their respective investment promotion agencies.

The 3rd Session of the India-Uganda Joint Trade Committee (JTC), New Delhi, March 2025

How **impactful** are the India-Uganda Agreements?



Source: ITC Export Potential Map (2025).

Significance of Indian market to Uganda

2024

4

India – 4th Largest **import source** for Uganda

6

India is Uganda's 6th **Export destination**

79

Import supply market for India globally

Percent



Source: ITC Export Potential Map (2025).

Main trade composition



Import - \$ 1.3 Bn (2024)

High value manufactured goods

- Mineral fuels and oils - \$ 230m
- Boilers, machinery- \$ 205m
- Pharmaceuticals -\$ 181m
- Vehicles - \$ 179m



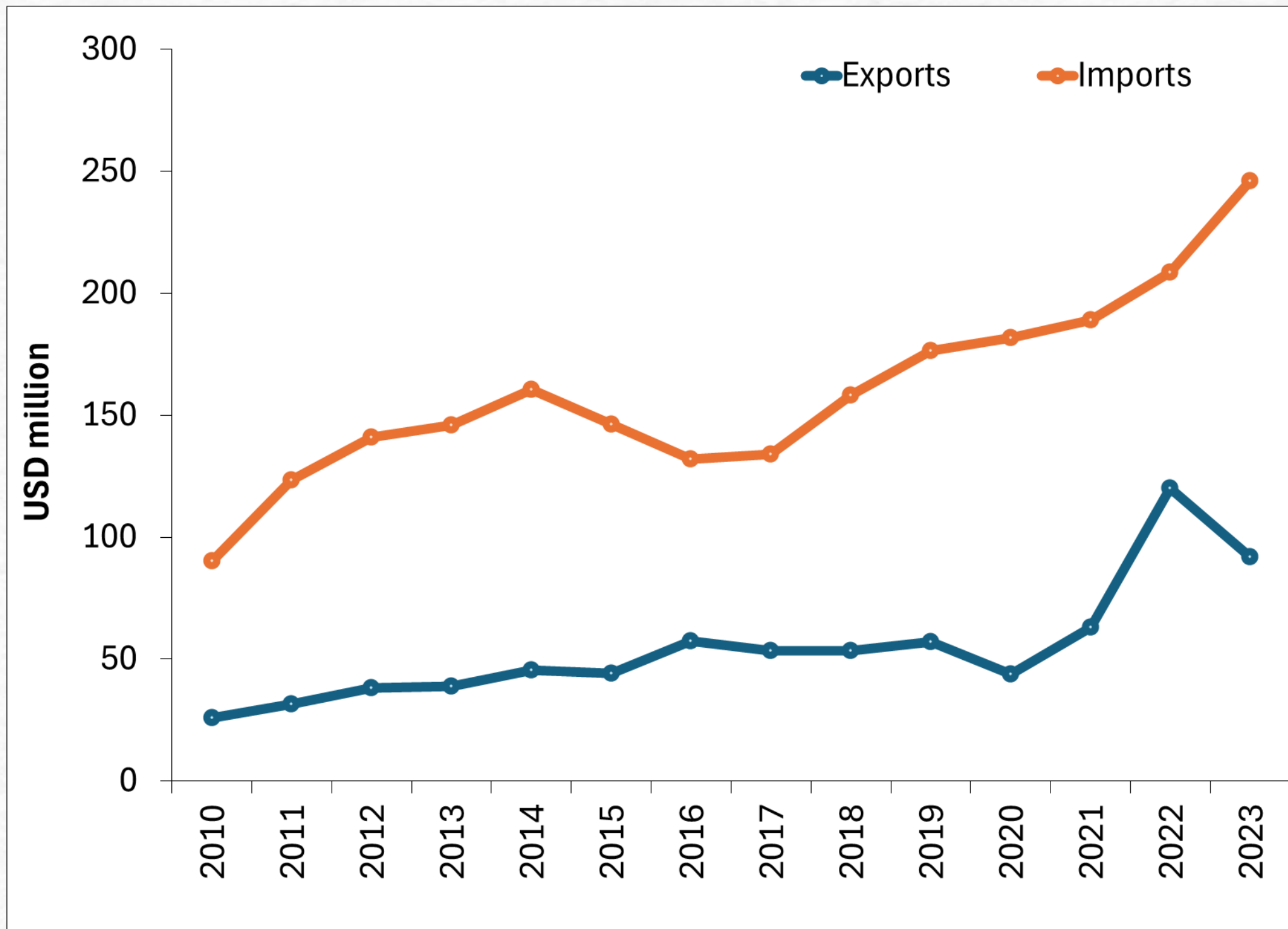
Export - \$ 459m (2024)

Mainly of unprocessed primary commodities

- Gold - \$ 353m
- Coffee - \$ 77m
- Dried leguminous vegetables - \$ 13m

Source: ITC Trademap, 2025

Persistent **services trade deficit** for Uganda

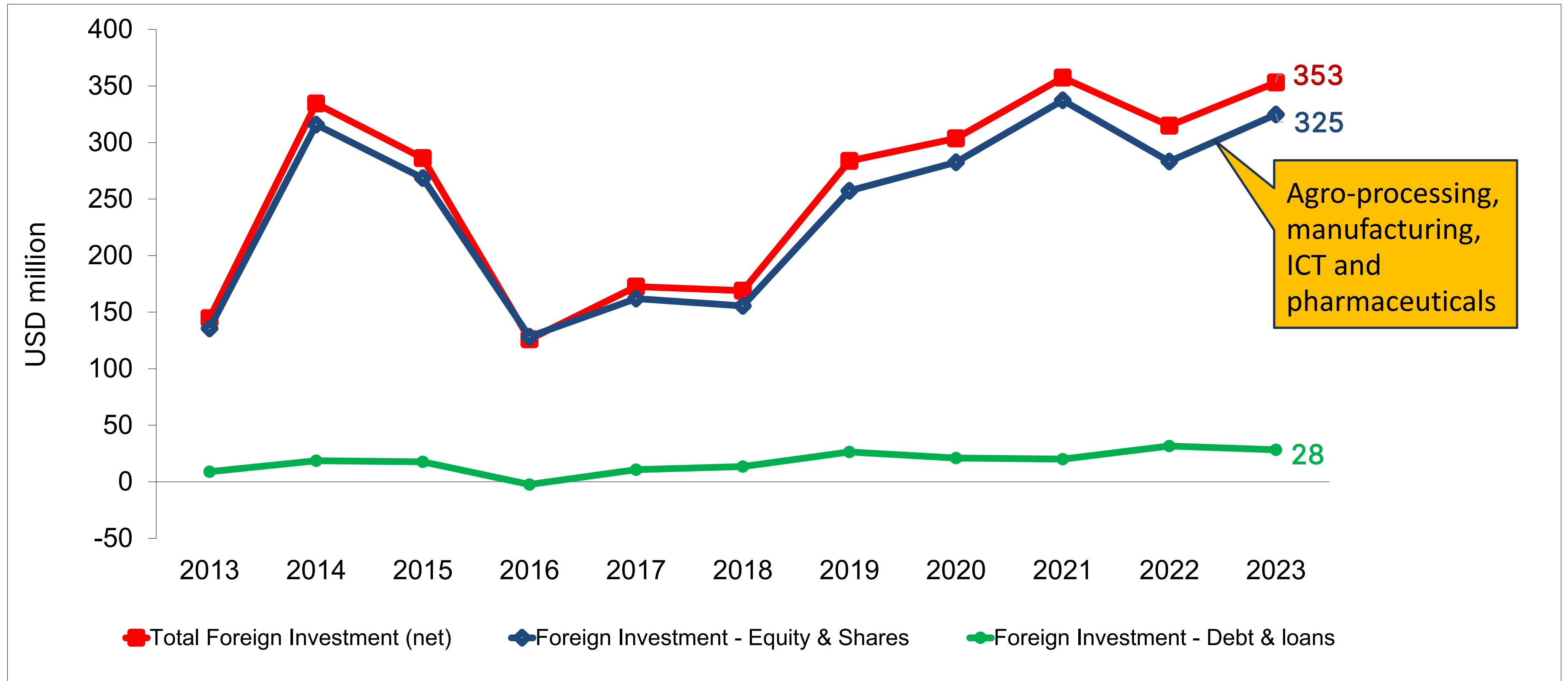


Trade in services with India, **2023**

- **Exports : \$ 92m**
 - Travel-related services - **\$ 30m**
 - Other business services - **\$ 21m**
 - Transport - **\$ 14m**
- **Imports : \$ 246m**
 - Other business services - **\$ 159m**
 - Telecommunications, computer, and information services - **\$ 39m**

Source: Author's construction using WTO-OECD Balanced Trade in Services dataset (2025)

Indian FDI stock in Uganda has grown



Source: Author's construction using WTO-OECD Balanced Trade in Services dataset (2025)

What does this mean for the NDP IV?



FOURTH NATIONAL DEVELOPMENT PLAN (NDPIV)

2025/26 - 2029/30



DECEMBER 2024
Submitted to Parliament for
Approval



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Opportunities for deeper trade, collaboration and investment

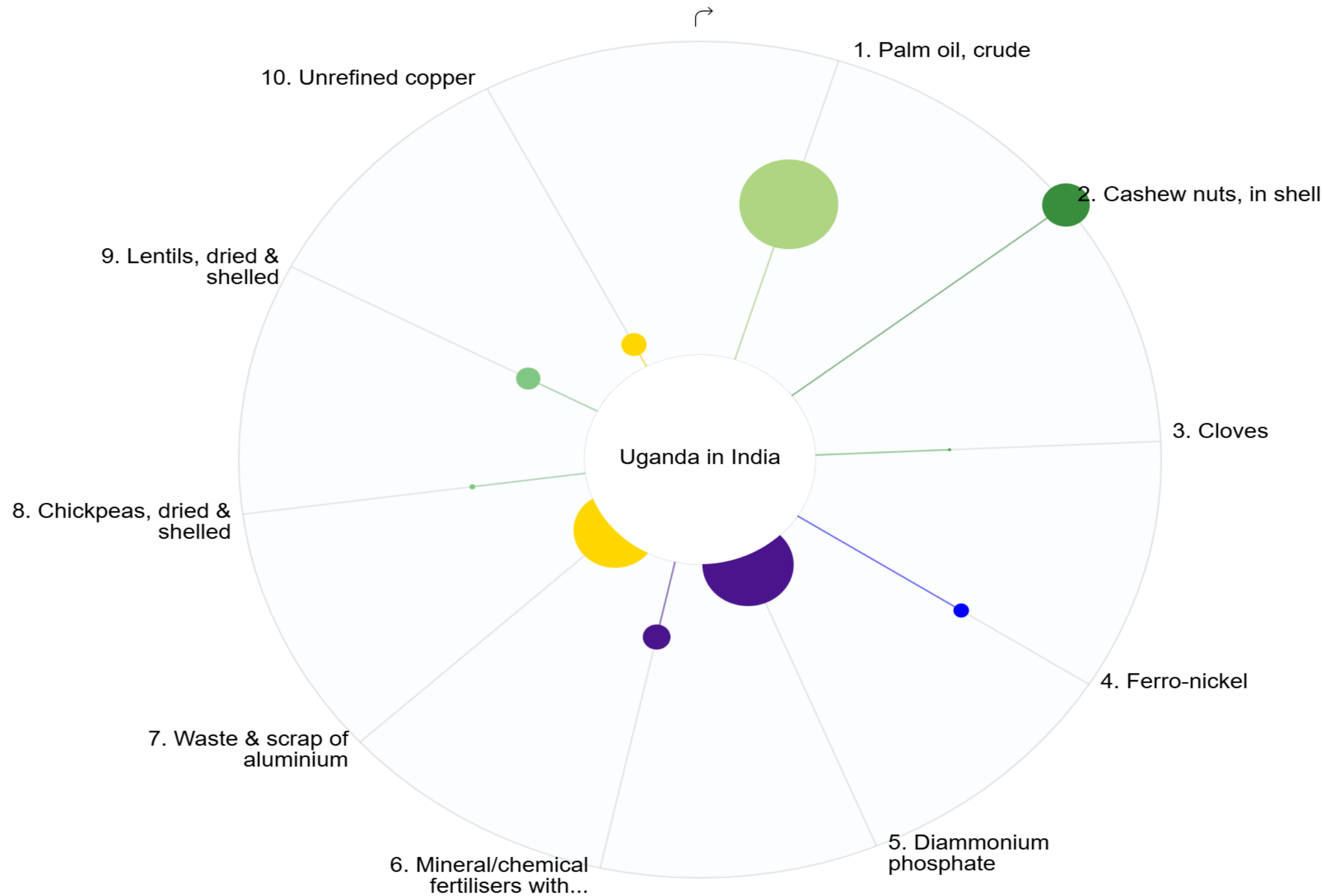


Uganda's **Export Potential** to India (USD million)

Rank	Product	Export potential	Actual exports	Unrealized potential
1	Gold, unwrought, for non-monetary purposes	825	373	452
2	Sunflower-seed/safflower oil, crude	19	-	19
3	Coffee, not roasted, not decaffeinated	13	15	-
4	Sheets for veneering, of wood	5.3	0.0	5.3
5	Legumes, dried & shelled	5.2	2.1	3
6	Sesamum seeds	4.5	0.0	4.5
7	Oil seeds & oleaginous fruits	4	0.1	3.9
8	Kidney beans, dried & shelled	3.6	2.1	1.5
9	Gelatin, derivatives & glues of animal origin	2.6	0.7	1.9
10	Cocoa beans	1.8	14	-

Source: ITC Export Potential Map (2025).

Top 10 Uganda's products for **export diversification** to India



Uganda's diversification products for export to India

Legend

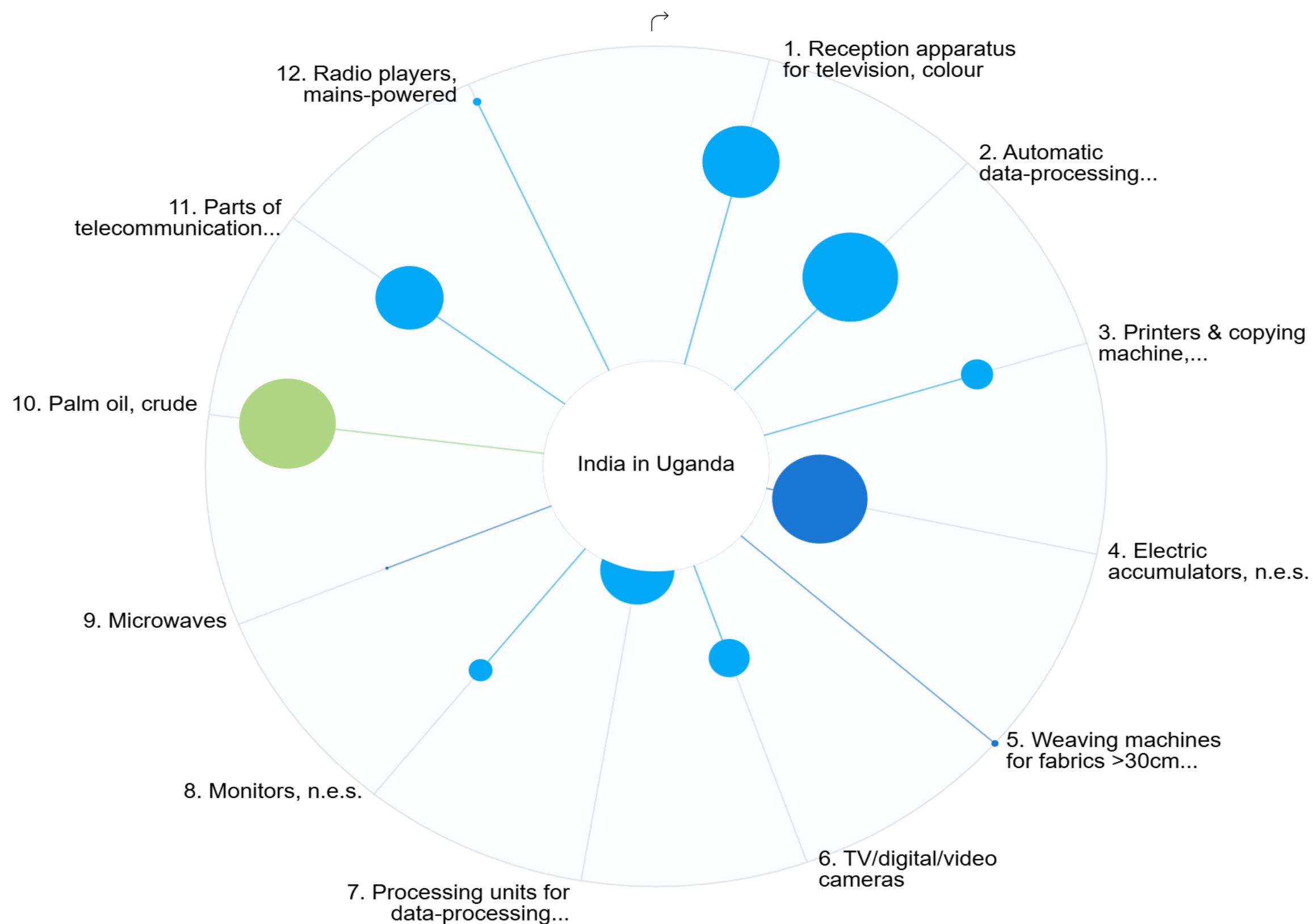
- 1,2,3 Product diversification rank
-  Demand
-  Supply
-  Vegetable oils & fats
-  Nuts
-  Spices
-  Ferrous metals
-  Fertilisers
-  Pulses
-  Metals (except ferrous & precious)

India's **Export Potential** to Uganda (USD million)

Rank	Product	Export potential	Actual exports	Unrealized potential
1	Medicine for retail sales	229	156	72
2	Motorcycles, piston engine [50-250cm ³]	146	103	43
3	Insecticides, rodenticides, fungicides, herbicides	109	24	85
4	Wheat & meslin	52	0.1	52
5	Flat-rolled iron/steel, hot-rolled, in coils	37	0.1	37
6	Preparations used in animal feeding	33	0.5	32
7	Semi-milled or wholly milled rice	28	0.9	27
8	Motor vehicles for the transport of <10 persons	25	1.3	24
9	Cane/beet sugar & chemically pure sucrose	23	6.5	17
10	Raw plastic material (PET)	18	1.3	17

Source: ITC Export Potential Map (2025).

Top 12 India's products for **diversification** to Uganda



India's diversification products for export to Uganda

Legend

- 1,2,3 Product diversification rank
-  Demand
-  Supply
-  Electronic equipment
-  Machinery, electricity
-  Vegetable oils & fats

Opportunities for Investment and Collaboration



Agriculture and Agro-industrialization

- Increase export value of priority commodities and their processed products from **USD 2.5bn** to **USD 4.8bn** by 2029/30 (NPA, 2025)
- Value addition of primary products (coffee, cocoa, etc)
- Emerging commodities; avocado, dairy, cashews and grains



Education and Skills Development

- Increased ratio of Science and Technology graduates to Arts graduates from **2:5** in FY2022/23 to **3:5** by 2029/30 (NPA, 2025)
- Industrial aligned training, digital skills, knowledge exchange
- Education exports (online learning platforms)

Opportunities for Investment and Collaboration



Industrial and Infrastructure Development

- Of the **planned 25 industrial parks** countrywide, **only 6** are operational and none fully meets the guidelines (NPA, 2025)
- Credit lines for infrastructure development
- Machinery for manufacturing and mining



Technology and Innovation

- **50 Ugandan Innovation Driven Enterprises** (IDEs) created, with at least **10** having a presence on the export market (NPA, 2025)
- Business process outsourcing (National BPO Policy, 2025)
- Medical technology; telemedicine, medical tourism



Tourism and culture-related opportunities

- Increased foreign exchange earnings from **USD 1.0 bn** in FY2023/24 to **USD 10.0 bn** (NPA, 2025)
- Creative industry linkages to Bollywood
- Tourism marketing

Questions

- How can Uganda increase its exports to India?
- How can Uganda leverage the existing bilateral agreements with India to boost its trade and attract foreign investment?
- What strategic investments from India would best support Uganda's private sector growth?
- How can Uganda leverage the bilateral agreement with India to achieve its human capital development agenda?
- What other opportunities exist to boost trade and investment between Uganda and India?

*Thank
you*

