

# OUR Profile



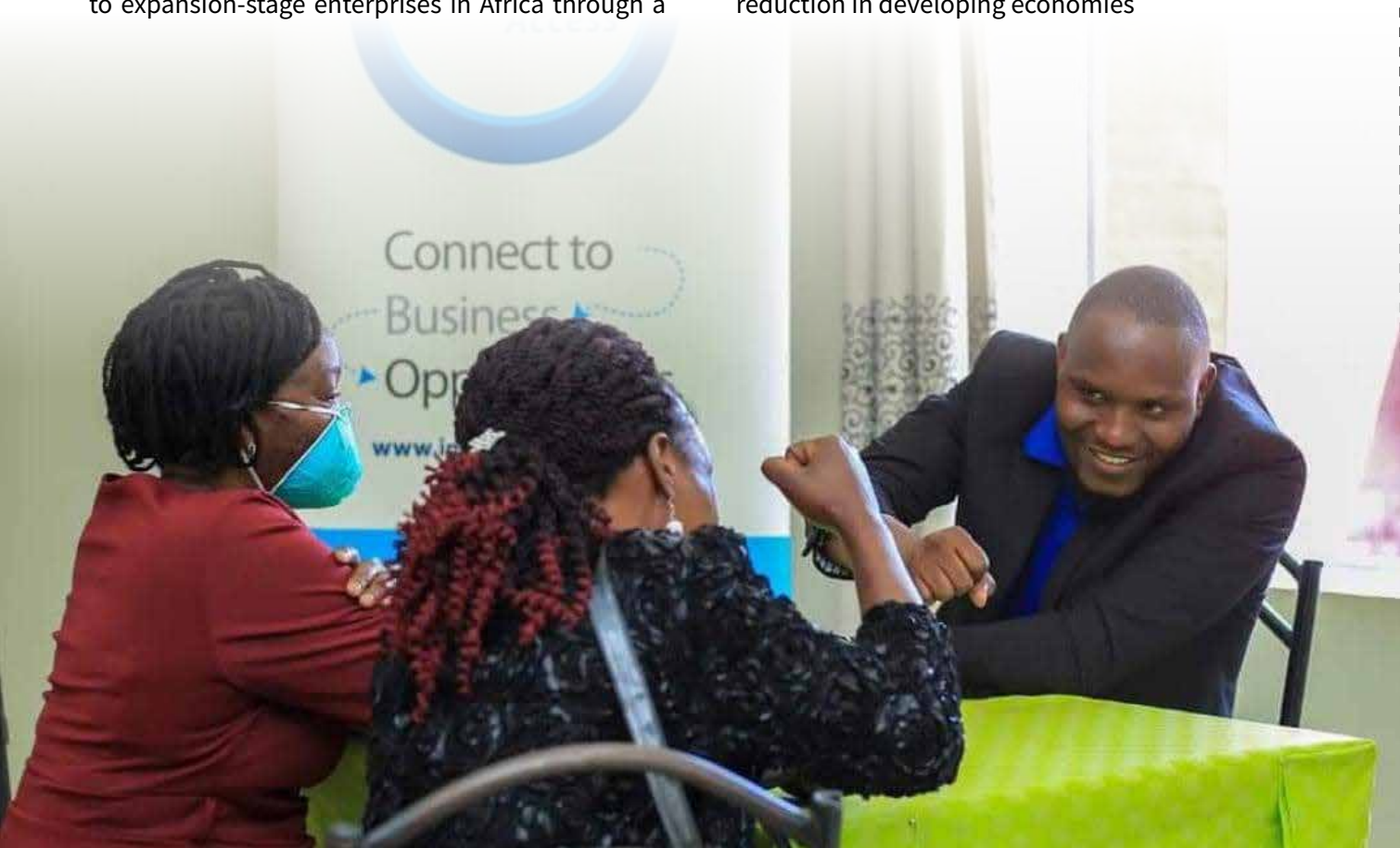
# ABOUT US

**IMUKA ACCESS** has existed since 2017 under Imuka Ventures but later became fully independently registered in 2019.

## WHO WE ARE

**IMUKA ACCESS** is a development link that facilitates access to finance and business services to expansion-stage enterprises in Africa through a

digitized platform and partnerships. It is a market intermediary, working to connect enterprises in need of capital to capital providers. Imuka Access targets businesses at expansion-stage that are already generating revenue with potential to grow and scale commercially with impact. We believe in the power of entrepreneurship as a driver of economic growth, employment and poverty reduction in developing economies



# WHAT WE DO



## 1. FOR ENTREPRENEURS:

We use technology and local capacity to provide convenient access to business growth opportunities, technical business support and financial linkages to actualize your business potential. Entrepreneurs work with Imuka Access because they are looking to improve their business strategies, management practices and want to match up with investors who can help them expand and scale their operations. The primary focus is to facilitate the successful growth, profitability and impact of the business to the community.



## 2. FOR FINANCIERS:

Imuka Access facilitates convenient access to a validated pipeline of investment ready businesses to financiers. The aim is to reduce risk for investors so that they are able to confidently invest in expansion-stage businesses. It is backed by trained on-the-ground associate business experts who mentor Entrepreneurs to become investment-ready.



## 3. FOR ORGANIZATIONS:

We help organizations identify and define the strategies, processes, capabilities and metrics required to execute business goals and objectives. We apply our insight and expertise to help an organization achieve its business goals.

## WHY WE ARE DOING THIS

**Imuka Access** seeks to nurture the next generation of business leaders who can drive economic growth and sustainable impact.

- To facilitate convenient access to business support and growth opportunities to underserved high growth enterprises enabling them to actualize their full business potential.
- To assist more business owners develop the mindset, the tools and skills required to grow and scale their businesses to the next level.
- To support businesses owners develop a clear direction guide towards actualizing their business goals and dreams
- To ensure business owners have professional documentation required in engaging financiers; bankers, investors

## OUR GOAL

To support over 10,000 businesses, aid 2500 scale-ups in raising over \$125 million, and create 15,000 sustainable jobs by 31 December 2025.

## WHY WORK WITH US

- **Convenience** - We have convenient access to business opportunities and services.
- **Collaboration** - We collaborate with various partners to ensure you accomplish expected goals and objects.
- **Technology** - We use technology as an enabler to deliver our services and products effectively.
- **Companies can grow with us Indefinitely** - We share relevant opportunities for companies at different levels of growth.

### OUR GOAL

*“To support over 10,000 businesses, aid 2500 scale-ups in raising over \$125 million, and create 15,000 sustainable jobs by 31 December 2025.”*



# FOCUS SECTORS

- Commercial agriculture, Agro-processing and Value addition.
- Green businesses, Renewable energy and Environmental conservation.
- Information Technology and IT enabled services
- Hospitality & Tourism Opportunities.
- Healthcare and pharmaceuticals.
- Education
- Real Estate, Construction and affordable housing
- Manufacturing



# OUR SERVICES

Our services accelerate, deepen, and broaden private-sector led collaboration for Sustainable Development.

| TO ENTREPRENEURS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | TO FINANCIERS & INVESTORS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | TO ORGANIZATIONS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>Business Development Support</b></p> <ul style="list-style-type: none"><li>• Business Idea Refinement (modelling)</li><li>• Business Plan Development with financial projections</li><li>• Financial Modelling and planning</li><li>• Investor pitch deck development</li><li>• Pitching and storytelling training</li><li>• Accounting and Financial Management</li><li>• Sell products and services online</li><li>• Business Management support</li><li>• Connect with the business community</li><li>• Custom services</li></ul> <p><b>Pre-investment preparation support services:</b> Supporting expansion stage businesses prepare to attract financing.</p> <p><b>Fund/Capital Raising</b></p> | <p>• <b>Sourcing/pipelining of bankable businesses</b></p> <p>• <b>On-ground Business Validation support services.</b> Initial due diligence activities for financial partners.</p> <p>• <b>Investment Deal Sourcing (Origination):</b> We offer convenient deal origination and pipelining services for investors and financiers.</p> <p>• <b>Transaction Advisory Services:</b> Access on-ground validation support for initial due diligence activities for financial partners. Save time and costs involved in the process.</p> | <p>• <b>Business Development Support and advisory services</b></p> <p>• <b>Sustainability Business Innovation Modelling:</b> facilitating development of innovative sustainable and inclusive models.</p> <p>• <b>Acceleration as a Service (AAAS)</b> designing and managing entrepreneur business acceleration support programs</p> <p>• Support in designing and implementing Investment Readiness programs</p> <p>• <b>Program Management:</b> We provide agile, on-demand program and project management resources to support business goals and objectives.</p> |

# BENEFITS

| TO ENTREPRENEURS                                                                                                                                                                                                                                                                                                                                                     | TO FINANCIERS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | TO ORGANIZATIONS                                                                                                                                                                                                                                                                                                              |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"><li>• To improve and refine their business strategies and practices</li><li>• To establish business partnerships and collaborations with fellow entrepreneurs</li><li>• To broaden their business networks</li><li>• To be Visible to investors for potential investment</li><li>• To get investor linkages and feedback</li></ul> | <ul style="list-style-type: none"><li>• <b>Risk reduction</b> due to the Business Development on investees</li><li>• <b>Deal Origination:</b> Convenient &amp; Reliable Deal Origination platform. Sourcing and pipelining of potential Investments: Optimizing viable investment leads for investors.</li><li>• <b>Visibility of Investments:</b> Progress visibility of potential investment leads</li><li>• <b>On-ground Validation support:</b> Access on-ground validation support for initial due diligence activities. Save time and costs involved in the process.</li><li>• <b>Investment Portfolio:</b> Grow &amp; Diversify Your Investment portfolio</li></ul> | <ul style="list-style-type: none"><li>• Sustainable and impactful business models and plans.</li><li>• Result-oriented business development support programs.</li><li>• Efficient and cost-effective business support programs.</li><li>• Experience and expertise in delivering quality business support programs.</li></ul> |



# Imuka

## ACCESS PLATFORM

Imuka Access has developed a virtual digital platform that allows scaling access to information, business support, and financial linkages.

The platform facilitates the process model that serves entrepreneurs, business experts and development partners/funders alike making use of locally available knowledge and resources.

The platform leverages on partnerships, knowledge, experiences and resources for the growth and benefit of the entrepreneurs in both urban and rural areas.



## Grow your business

with curated access to  
business opportunities

**<https://imuka.co>**

# PROGRAM & PROJECT HIGHLIGHTS

2023 to date



**Accounting & Finance Management Systems Program:** In partnership with University of Chicago Booth School of Business and in collaboration with Federation of Small and Medium sized Enterprises, Uganda Investment Authority, Ministry of Trade, Industry and Co-operatives and East Africa Venture Capital Association, the program is currently supporting over 150 businesses in Kampala and Mbarara through streamlining the financial management systems for expansion stage businesses; with the aim of making them investment fit

2020 to date



**The Pitchfest Program:** This is an annual internal program for growth ready entrepreneurs seeking funds to achieve their next level of growth. The program has supported over 100 businesses and matching over 70% of these, to various local and international investors.

2019 to date



**Renewable Energy Business Incubator Partnership Programs:**

- **Climate Launchpad:** Currently supported and coached over 80 start-up green businesses to pitch in the local, regional and international Climate Launchpad competitions. In 2021, G-tellus, one of the participating enterprises, emerged as the Global Winner in the Urban Solutions category of the International Climate Launchpad program.
- **Uganda Green Enterprise Finance Accelerator (UGEFA) Program:** We have supported over 25 businesses to be investment ready for available green financing in banks.

2023 - 2024



**Connecting Africa's Entrepreneurs – A Study by The International Finance Corporation:** IFC, an arm of the World Bank, collaborated with Imuka Access and the University of Chicago Booth School of Business, commenced a transformative Africa – wide program aimed at enhancing collaboration within Africa's entrepreneurial ecosystem. This initiative sought to connect over 2,000 high-growth businesses with vital support organizations, addressing significant challenges faced by entrepreneurs and support entities in fostering strategic alliances and sustainable growth. The first phase concluded in January 2024, having reached out to over 2800 entrepreneurs with the aim of matching them to business growth opportunities and investment.

2020 - 2024



**The GIZ-EnDev Co-Consulting Initiative,** conducted under the Renewable Energy Business Incubator (REBI), focused on mapping, classifying, and assessing priority business development support areas for clean energy producers and distributors in Kampala and its peri-urban areas.

|                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|-----------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2020         | <b>UN SDGia (UN Sustainable Development Impact Accelerator Program):</b><br>2020 - Our Lead team supported the Flamingo Foods from Tanzania and Bolaug Webservices from India under the sustainable development impact accelerator(UN SDGia) who emerged winners in the program and winning \$100,000 each as grants to expand their activities to Uganda                                                                                                                                                                                                                                                                                                 |
| 2020         | <b>The ADIMAP (Amuru Disability Mainstreaming Project) Community Innovation Challenge:</b> Facilitated a program aimed at supporting the development of sustainable, inclusive innovation solutions by vulnerable households. Through this initiative, beneficiary households were empowered to enhance food security and increase household income levels.                                                                                                                                                                                                                                                                                               |
| 2020         | <b>The Private Development Education Network (PEDN)</b> facilitated the regional innovation labs in Gulu, Mubende, Fort Portal, and Mbale under the USAID-YLA Youth Innovation Contest aimed at unlocking youth potential through supporting youth innovators to develop inclusive business solutions for agriculture sector actors.                                                                                                                                                                                                                                                                                                                      |
| 2019 - 2020  | <b>Swisscontact Foundation - U-Learn Project Phase 2- (Learn, Earn and Save):</b> This integrated use of technology to enhance access of business development support to the target community beneficiaries. This has so far been successfully conducted in 7 districts: Masaka, Hoima, Bundibugyo, Jinja, Luwero, Masindi and Wakiso.                                                                                                                                                                                                                                                                                                                    |
| 2016-2020    | <b>Imuka-Grow Program:</b> This mentorship program, conducted in partnership with Grow Movement of the UK, supported over 120 entrepreneurs through structured business mentorship. Collaborating with US and European-based mentors, most entrepreneurs achieved sustainability and created at least one additional job in their businesses. The program produced winners of the 2017 Anzisha Prize, who received \$10,000. In 2019, two beneficiaries of the Tony Elumelu Foundation were supported, each receiving \$5,000. Additionally, Aroma Honey Toffee, supported under the program, received \$250,000 from Bioinnovate to scale their business |
| 2019       | <b>The ITC (International Trade Center)</b> organized the She Trades International Investment readiness workshop for women-owned and women-benefitting businesses. The SheTrades initiative offered women entrepreneurs worldwide a unique network and platform to connect to markets through this workshop.                                                                                                                                                                                                                                                                                                                                              |
| 2019       | <b>Climate Launchpad National Competition:</b> Provided training and coaching to Ugandan finalists of the Climate Launchpad National Competition. This included coaching climate innovators during the national competition, followed by additional coaching for the three participants who represented Uganda in the regional competitions in Nairobi, Kenya and preparing them for participation in the Global finals in Amsterdam, Netherlands                                                                                                                                                                                                         |
| 2018       | <b>Imuka-Adansonia Program:</b> Supported over 200 entrepreneurs by catalysing innovation in their businesses through peer to peer social sharing and learning networks. Program was facilitated by Bocconi University of Italy, Milan.                                                                                                                                                                                                                                                                                                                                                                                                                   |

## ENTREPRENEURS/ SCALE-UPS SUPPORTED:

### ENTREPRENEUR HIGHLIGHTS

|      |                                                                                     |                                                                                                                                                                                                                                                                   |
|------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2020 |    | <b>Pre Investment Support - God Care Rice processors</b><br>Supported in accessing \$100,000 value chain financing to fulfill its supply and demand obligations.                                                                                                  |
| 2020 |    | <b>Pre and Post Investment Support – Garden Gold Industries</b><br>Successfully supported fundraising seed financing of \$15,000 to improve their production line.                                                                                                |
| 2019 |    | <b>Pre and Post Investment Support - Honey Pride Arua</b><br>Successfully supported fundraising of \$10,000 with additional financing from Micro Finance Support center and 500m Ugx from start-up facility.                                                      |
| 2019 |    | <b>Pre and Post Investment Support - Shallom Organic farm</b><br>Successfully supported fundraising of \$10,000 to improve their poultry egg supplies to various offtakers.                                                                                       |
| 2019 |    | <b>Pre and Post Investment Support - Chapchap Africa</b><br>Successfully supported fundraising of £140,000 to scale their technology solution. Currently supporting the scale-up phase of the company.                                                            |
| 2018 |    | <b>Pre and Post Investment Support - Yellow Star Produce &amp; Processors</b><br>Successfully supported fundraising of £100,000 to scale their nutritional product line. Currently supporting the scale-up phase of the company.                                  |
| 2018 |   | <b>Pre and Post Investment Support - Skyfoods &amp; Beverages</b><br>Successfully supported fundraising of £170,000 to scale their organic juices and dry fruits product line. Currently supporting the scale-up phase of the company.                            |
| 2017 |  | <b>Pre and Post Investment Support – Aquadines Bureau</b><br>Successfully supported fundraising of \$3,000,000 to scale the machinery and engineering project. Currently supporting the scale-up phase of the company.                                            |
| 2017 |  | <b>Pre and Post Investment Support - Spring Pharmacy</b><br>Successfully supported fundraising of \$100,000 to scale the distribution of authentic drugs to local pharmaceutical and hospitals in Uganda. Currently supporting the scale-up phase of the company. |

# MEMBERSHIP

We are Part of;



ASPEN NETWORK  
OF DEVELOPMENT  
ENTREPRENEURS

 aspen institute

## Partners:



## Previous Clients:



# CORE TEAM



**ROY MASIGA GAKUO**

**TEAM LEAD**



**GLORIA ADETI**

**CHIEF OPERATIONS OFFICER**



**JOEL BARNABAS OJEMA**

**ACCOUNTING AND FINANCE  
CONSULTANT**



**QUEEN DIANAH AYIKORU**

**FINANCE & ADMINISTRATION  
OFFICER**



**SABRA JOY DDAMULIRA**

**BUSINESS DEVELOPMENT &  
RELATIONS OFFICER**



**JUDITH ATIMA**

**SALES AND MARKETING  
OFFICER**



**CLAIRE KAGGA**

**SENIOR ASSOCIATE - ESG**



**MOSES NGOROK**

**CHIEF LEGAL PARTNER**



**EUGENE KATUSIIME**

**ICT OFFICER**





**LOOKING FORWARD  
TO DOING BUSINESS WITH YOU.**

**CONTACT US TODAY.**

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