UGANDA – NIGERIA

BUSINESS FORUM & EXHIBITION

9TH - 10TH SEPTEMBER 2026

KAMPALA, UGANDA

Enhancing Business Linkages and Market Access through the AfCFTA Framework

CONCEPT NOTE

UGANDA HIGH COMMISSION • ABUJA, NIGERIA •

• MINISTRY OF FOREIGN AFFAIRS • REPUBLIC OF UGANDA

INTRODUCTION

The Uganda-Nigeria Business Forum and Exhibition 2026 is being convened by the Uganda High Commission in Abuja in partnership with the Governments of Uganda and Nigeria and supported by Quality Chemical Industries (Qcil) and Uganda Airlines. The forum and exhibition will be held on the 9th and 10th September 2026 at Mestil Hotel in Kampala, Uganda.

The Uganda–Nigeria Business Forum 2026 presents a strategic platform for advancing bilateral trade, investment, tourism, industrial cooperation and private-sector partnerships between the Republic of Uganda and the Federal Republic of Nigeria. The event will bring together senior government leaders, trade and investment policymakers, investors, business and trade support organisations, captains of industry and entrepreneurs and from Uganda and Nigeria to network, exchange experiences, and explore mutually beneficial trade and investment opportunities under the Africa Continental Free Trade Area (AfCFTA) regional market access framework.

The Forum and Exhibition will give special focus to these priority sectors:

Agro industrialisation: commercial agriculture, agro processing and agro export.

Tourism: investment in accredited training improving facilities and improved transport, and increased tourist arrivals.

Services: communications, ICT, finance, data economy, emerging new technologies, connectivity etc.

Minerals, Energy and Oil and Gas: partnerships that advance opportunities for both countries in the mineral, energy, oil and gas sectors.

Manufacturing: particularly of industrial tradable commodities and consumer goods

It shall feature policy and sector-focused discussions, a business exhibition, business pitches, B2B matchmaking sessions, investment showcases, and will culminate with business and tourism field visits for the visiting Nigerian delegation.

BACKGROUND

Uganda and Nigeria enjoy cordial relations and have over the years established business linkages for individual business enterprises and country level, formalised in the first Uganda-Nigeria JPC in the early 1990s. While the archives indicate that a bilateral trade agreement exists between the two countries, there has not been much worth reporting on its implementation.

However, the two countries remain cognisant of the need to revive and formalise trade and business relations. The Uganda-Nigeria Business and Investment Forum held in Kampala in May 2023 and the mini–Business Forum between the two countries held in October 2023 to highlight the launch of the Uganda Airlines route to Abuja boosted the trade and business linkages. At both events, private sector business captains agreed to continue discussions of forming formidable business and investment joint ventures; and Government MDAs committed to support the promotion of trade and investments in the respective countries and to review the framework of the Joint Permanent Commission.

STATE OF PLAY

In a bid to improve the business environment, Uganda has recently taken the strategic direction to embrace a liberal trade policy and drive the economy in different domains such as;

- Computerised land registry
- Quick access to licenses and registration
- Introduction of electronic single window system
- Establishment of one stop border & points
- Automation of customs procedures
- Improvement in transit flow through the elimination of existing NTBs
- Expansion of market access opportunities through the EAC, COMESA FTA, and the Tripartite of the three trading blocs of EAC, SADC, COMESA and the AfCFTA.

The Uganda-Nigeria Business Forum and Exhibition 2026 will leverage the strengths of both countries and their private sectors, whilst pursuing a better trade balance and increased amount and quality of tradable products between the two countries, which thus far has seen:

Uganda exports to Nigeria at

$2.09M

in 2021 (tobacco, raw hides and skins, electrical, plastics, milling products, machinery, etc.)

Uganda imports from Nigeria at

$814.38

thousands in 2021 (glass and glass ware, bird skin, features, artificial flowers, human hair, electrical, machinery, furniture, essential oils, rubbers etc.)

Uganda exports to Nigeria

$3.2M

in pharmaceuticals from Quality Chemical Industries Limited (Qcil)

OBJECTIVES

The Governments of Uganda and Nigeria are firmly committed and deeply engaged in promoting sustained, balanced, inclusive, and sustainable economic growth and development to advance their economies. To achieve the set goals and objectives of the respective National Development Plans, both governments view the private sector as strategic stakeholders serving as the engines and locomotives for growth to mobilise quality investments and trade in priority areas of development.

Goal

To promote economic and commercial diplomacy and mobilise higher levels of private investments in Uganda's priority sectors.

Strategic Objectives:

1. Unlock more trade and investment opportunities for Uganda, with the Nigerian private sector.
2. Facilitate B2B sessions between Uganda and Nigeria private sector particularly SMEs, to unlock business and joint venture opportunities
3. Resolve outstanding NTBs that affect trade through the EAC and ECOWAS regional economic blocs, using the Intra-Africa trade dispute mechanism.
4. Reap from Nigeria's demographic position in the AfCFTA framework.

FORUM FORMAT

Day 1: Official Opening & Welcome

Focus on macro-level policy agreements, government-to-business (G2B) alignments, and setting the trade framework to resolve trade barriers and enhance inter-African market access, featuring:

- Ministerial address and remarks from Ugandan and Nigerian leadership
- Official opening of the forum and tour of business exhibition

Day 2: Showcases, Pitches and B2B Matchmaking

Heavy focus on business-to-business interactions, market access, monetisation, asset marketing, and direct corporate deal-making, featuring:

- Expert keynote addresses: an economic overview of trade potential, existing regulatory frameworks, and AfCFTA integration
- Investment showcases: high-ticket, bankable public/private sector projects designed to drive cross-border trade, industrialisation, and regional integration between East and West Africa under the AfCFTA framework.
- Business pitches: 7-minute pitches from vetted Ugandan and Nigerian companies spotlighting scalable projects across Agribusiness, Fintech, Energy, and Manufacturing – for capital, joint ventures, and markets for products and services
- B2B breakout sessions: targeted, pre-scheduled business matchmaking blocks designed to convert dialogue into commercial deals, with visiting Nigerian businesses and Ugandan companies meeting face-to-face in designated sectoral spaces.
- Interactive town-hall style session for delegates to directly query policy makers and regulators on trade bottlenecks.

Days 1 & 2: Business Exhibition

With a curated group of only 20 select exhibitors, the goal is to to promote high-quality networking and direct deal-making by providing a physical marketplace for ready-to-market products, innovative services, and large-scale project blueprints, to promote high-quality networking and direct deal-making. It will feature:

- The Uganda hub: showcasing premium agricultural exports (coffee, tea, vanilla, dairy), value-added manufacturing, and unique eco-tourism portfolios.
- The Nigeria hub: highlighting fast-moving consumer goods (FMCGs), textiles and fashion, entertainment/creative economy assets, and petroleum derivatives.
- Tech & Fintech alley: spotlighting cross-border payment platforms, digital banking solutions, agritech apps, and logistics software designed to ease bilateral payments and shipping.

- Institutional support & regulatory desks: to respond to trade and investment inquiries; offer live investor registration and guidelines on SEZs, provide information on tariff structures, product certification, and AfCFTA compliance; and advice on visa protocols and work permits.
- Live product demonstrations & sampling zones: to give visitors hands-on experiences, including live coffee cupping sessions for Ugandan roasters
- Business networking space: to support direct business engagements with exhibitors

EXPECTED OUTCOMES AND OUTPUTS

Immediate

- Strengthened bilateral cooperation in trade and investment between Uganda and Nigeria.
- Letters of intent and business venture commitments for tradable products.
- Showcase of technologies and innovations that support development and partnerships in the focus/priority sectors.
- Initiate or conclude MoUs with respective export or investment and private sector business institutions of both countries.
- Creation of a clear road map to lasting partnerships between Uganda and Nigeria
- Promotion and attraction of investors in agro value addition (; soluble coffee plants, wet coffee processing, dairy processing, textile and apparel, fruits, hass avocado etc.)

Short-Term

- Increased tourist arrivals from Nigeria.
- Creation of a digital platform to support networking and investment facilitation between investors, businesses and investment and exports promotion in both countries.
- Creation of linkages that promote development of opportunities in mineral, energy, oil and gas development
- Acceleration of investments in tourism infrastructure
- Collaborations in freezones development

Medium-Term

- Enhanced trade linkages, market opportunities and balance of trade between Uganda and Nigeria

OUR PARTNERS

Private Sector

- Qcil – Quality Chemical Industries Limited
- Uganda Airlines – Fly the Crane to the Pearl of Africa
- psfu – Private Sector Foundation Uganda – Business growth is our business
- UNCCI – Uganda National Chamber Of Commerce & Industry
- UMA – Uganda Manufacturers Association

Government MDAs

- Ministry of Foreign Affairs (MOFA)
- MTIC – Ministry of Trade, Industry & Cooperatives – Republic of Uganda
- Ministry of Tourism, Wildlife and Antiquities – The Republic of Uganda
- MAAIF – Ministry of Agriculture Animal Industry and Fisheries – The Republic of Uganda
- Ministry of Energy and Mineral Development (MEMD)
- Making Uganda The Best
- Ministry of ICT & National Guidance
- UIRI – Uganda Industrial Research Institute
- UIA – Uganda Investment Authority
- UFZEPA – Uganda Free Zones and Export Promotions Authority
- Uganda Tourism Board
- UNOC – Uganda National Oil Company
- URA – Uganda Revenue Authority – Developing Uganda Together
- NARO – National Agricultural Research Organisation
- Ministry Of Works & Transport – To provide Reliable, Safe works, Transport Infrastructure & Services
- UBOS – Uganda Bureau of Statistics
- Uganda Chamber of Mines & Petroleum
- National Drug Authority – Safe Drugs Save Lives
- UNBS – Uganda National Bureau of Standards – Quality Everywhere
- NEC – National Enterprise Corporation
- Directorate of Citizenship and Immigration Control

GOVERNANCE

Strategic Oversight:
Permanent Secretary, Ministry of Foreign Affairs, Uganda

Technical Coordination:
Uganda High Commission, Abuja
Department of Regional Economic Cooperation

Implementation Support:
Partner MDAs
Private sector organisations

Planning & Management:
The Communications Hub (TCH)

TCH
THE COMMUNICATIONS HUB

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