Webinar Ethiopia and Uganda

Recent Market Developments and Opportunities

As part of an information webinar

Background Information

AHK Services Eastern Africa Ltd

AHK

Your go-to partner to establish/enhance business relation in Eastern Africa with vast experience

Currently listed with the Consulting Vouchers Africa where 85% of consulting services costs are reimbursable

German Water Partnership

- GWP
  - Representative of the German water sector worldwide
  - Advancing topics within water and related sectors to support German companies

Structure of the delegation - Overall

Between the 7th and 11th of October we have

Structure of the delegation – B2Bs

Sign up

Completed set of documents

Approval from BMWK

Kick off call

What would you like to achieve

Who would you like to meet

Where else have you worked in Africa? What works or lessons were learn

Priority List

List indicating prospective entities and brief description

Your prioritization indicating highest priority

Meetings

Meetings are set up based on your input and interests

Ethiopia – Economic Information

- Population of 126.5 Million
- Population growth rate of 7.2%
- GDP 2022 $126.78 Billion as a 13.95% Increase
- Water: 60 million lack access to safe drinking water, 112 million are without basic sanitation facilities and approximately 22 million continue open defacation.

Ethiopia – Trends in Water and Waste Water

- The major towns are being supported to improve their water and sanitation infrastructure
- The relevance of good equipment is getting prominence with better funding
- Majority of infrastructure is donor financed
- Hotels and High end residentials are coming up
- Established factories are looking to increase efficiency in their water use
- Industrial Parks are also looking to use water efficiently and manage waste

Ethiopia – Projects of interest

- Second Ethiopia Urban Water Supply and Sanitation Project – US$ 51 million contracts and US$ 224 million contracts expected to be signed
- Four town water supply and sanitation improvement program – US$ 76 million
- Donor funded projects drilling boreholes and pumping stations e.g. Well4africa, PlanBørnefonden, water mission, Made Blue Foundation
- Commercial hotels are coming up and require to maintain their international standards. E.g IDRO Group supplied 5 hotels with a reverse osmosis treatment plant

Uganda – Economic Information

- Population of 45.9 million people
- Population Growith rate of 2.76%
- GDP 2022 $45.57 Billion as a 12.48% Increase
- Water: 38 million lack access to safe drinking water, 34 million are without basic sanitation facilities and approximately 14.6 million continue open defacation.

Uganda – Trends in Water and Waste Water

The governemnt is making efforts to achieve sustainable provision of safe water and hygienic sanitation for the urban population with improved resilience to climate change effects by the year 2030

Improvement of urban infrastructure to handle the growing population

Enforcement of Effluent discharge regulations with the introduction of the express penalties

Regional development due to oil exploration leading to a need for new quality infrastructure to handle water and waste water

Regional competition in manufacturing leading to demand for efficiency in dealing with water

Uganda – Projects of interest

- Wakiso Waste Water and Sanitation Project - The contract sum for works is expected to be in the range of one billion Danish Kroner. The loan has a 50% grant element.
- Karuma-Gulu water project - The project, jointly funded by a grant from Kfw and a loan from the World Bank at a cost of 170 billion Ugandan Shillings, is being executed by French construction firm Sogea Satom and Denys NV
- Bankable real estate projects – Pearl Marina Estates, Kireka Slum Rejuvenation Project that require a variety of equipment

Conclusion

- Whether you are active today or will be active in the future, Africa is the new frontier.
- Join us for this delegation