



Inachee (**noun**) [In-a-chee-]: Home Grown Energy in Motion.

# Hello!\* we can help you get investment assurance – efficiently.

**Inachee services – for investor assurance/confidence.**



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## What makes us different?

### You are:

- **an investor (including a multinational and Ugandan in Diaspora); or**
- **a provider of finance (bank, money lender, business angel, a venture capitalist or a family member/close friend with cash to spare/invest).**

**You require assurance that your financial investment will not go to waste. We can help. We understand the needs of investors.**

## What makes us different?

As part of our relentless focus to develop the entrepreneurial environment in Uganda, we have profiled many sectors as part of our “Which is the best sector for investment” Series. These series on a regular basis analyse what it takes to start a business in different sector in Uganda. It means we have deep insight into different sectors of doing business in Uganda – which is critical when evaluating investments .

On our sister website: [www.inachee.biz](http://www.inachee.biz) we have analysed several alternative sources of finance. We therefore understand the needs of different providers (e.g private equity, grants, venture capital).

### Experienced team

Our team has a combined more than 30 years experience in different sectors and therefore we understand the issues you are likely to face. One of the principals for example is a chartered accountant (FCCA) with financial services audit experience including from Uganda, the Bahamas and the UK.

The leadership team is supported by a diverse team including accountants, researchers, marketing personnel and IT staff. You can read about our leadership [team profiles](#).

### A few examples of clients we have helped

- **An entry strategy for a multinational equipment manufacturer.** This leading German based multinational Group with operations in various countries manufactures commercial farm equipment. It needed assurance about venturing into a growing Ugandan livestock sub sector. Our work with them involved refining their entry strategy and identifying a distributor.
- **A feasibility study for a \$250,000 venture.** A Washington based investor (representing a religious foundation) wishing to invest \$175,000- \$250,000 in the livestock supply chain (slaughter house and processing plant) sought assistance from us to do a feasibility study into the sector.
- **Management and administration of a \$400,000 poultry farm.** A West African consortium setting up a commercial poultry farm with at least 11,000 birds.
- **Developing alternative business scenarios for a charitable school.** A husband and wife team were providing support to a school for children with special needs. They needed us to develop a list of alternative scenarios for various business ventures that the school could undertake in order to be more financially independent.

### Quality control

As part of our strict quality control procedures, we typically have a “6 eyes principle”. This means that any work done for you is typically reviewed by 3 persons – the person preparing the work, a supervisor or other specialist/expert and by a quality reviewer and your key relationship point of contact (a Principal).

You can find out more about us in *Appendix 2*.

## Diaspora support

The Ugandan Diaspora community (commonly called “Kyeyo” or “summers” by Ugandans – but which tags we don’t necessarily like) is a leading contributor of Foreign Earnings which exceed that of Coffee, Uganda’s leading export.

This community based in countries like the US, UK and Kenya lives maintains close cultural ties with the motherland and also does a lot of business in Uganda including in real estate, agriculture and other enterprises. They however typically operate through third party conduits (e.g relatives) to transact their business.

This community often needs an ethical partner who can be trusted to safeguard their interests – which could often include lifelong savings invested in different projects. Our work includes:

- Internal control reviews and Value for Money “audits”
- Regular management accounts or document filing (e.g tax or other returns)
- Feasibility study/Market research including trends/technologies in Uganda
- Other advanced tips and strategies from our experience e.g internet marketing strategy.

We have significant experience in this area, including from our thought leadership work to assess [the best sector for investment in Uganda](#).

## Support to enter new markets

A multinational company or an entity seeking to expand its operations in new geographical or foreign markets often looks to identify reputable business partners, for example to act as its agents/distributors or professional service providers to work with (e.g accountants, auditors, law firms, valuers/surveyors).

We can provide:

- **Due diligence reviews.** Assessing a 3<sup>rd</sup> party’s competence who the investor intends to contract with (e.g as a distributor) in line with agreed criteria of the lender/financier;
- **Advisory/strategy support.** Through our regular market research into different sectors, in addition to understanding the market, we have (or can get) contacts of key players in the value chain for a sector.

The Inachee Group’s parent company is London based and thus giving the investor assurance from the legal and regulatory framework from one of the world’s leading financial centres.

## Industry research

Providers of finance (such as private equity and venture capital) often need to assess the business or strategic plan of target companies. Likewise lenders like banks often need to review business plans to assess whether the assumptions made are reasonable.

Having deep industry insight is critical to making an informed decision.

We have significant experience in understanding doing business in Uganda from our client work in various sectors as well as from our industry profiles/case studies for our series to assess [the best sector for investment in Uganda](#).

## Understanding the needs of lenders

On our sister website: [www.inachee.biz](http://www.inachee.biz) we have profiled (and regularly profile) different alternative sources of finance including:

- Private equity
- Venture capital
- Grants
- Trade finance and flexible loans

This experience means we know how important it is for lenders that an “investee” is well run in aspects like corporate governance, audited accounts and internal controls, social responsibility et al.

We can therefore help in assessing compliance requirements with lenders’ needs or as part of our advisory work with lenders’ clients.

## Next steps?

Please e-mail: [dwasake@inachee.com](mailto:dwasake@inachee.com). It is the easiest means of ensuring we direct your enquiry appropriately. We typically respond within 24 hours.

We are more than happy to speak to you further. If you would like to know more about how we may work together, please do not hesitate to let us know. Our contacts are below.

### Office contacts

<i>London Office</i>	<i>Uganda office</i>
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## Appendix 1: About us

**Inachee (In-a-chee-)** is an ethical thought leadership firm that provides financial services and advisory to clients in Uganda and the Sub Saharan Africa region. Inachee is based on the concept that if we apply best practice learnt from the best companies in the world to support Ugandan businesses they shall be able to advance in their thinking.

At Inachee we are keen on supporting Ugandan Small and Medium Sized Enterprises (SMEs) through providing consulting/advisory and financial services (including accountancy related support) at inception, growth and maturity stage including:

- Industry focused research reports and feasibility studies;
- Business plan reviews and Business idea generation;
- Due diligence; and
- Accounting/bookkeeping and internal audit/control reviews.

### What makes us different?

As part of our relentless focus to develop the entrepreneurial environment in Uganda, we write the *“Investing In Uganda- Naked Eye Series”*.

These series on a regular basis analyze what it takes to start a business in different sector in Uganda. Key information provided includes; PROS and CONS, Startup Capital budget, Profitability and Return on Capital (ROI) analysis.

In addition the *“advanced thinking”* newsletter (FREE) exclusively shares with our subscribers thought leadership articles on a variety of subjects geared at running a successful entity.

Our sister website: [www.inachee.biz](http://www.inachee.biz) provides our clients with FREE information on alternative sources of finance as well as our “1 minute management tips”

### Experience

Our principals have a combined more than 30 years’ experience in dealing with clients in various sectors and in various jurisdictions. The principals are:

- **Dickson E Wasake** (FCCA), A Chartered Accountant with a diversity of experience in audit, accounts, tax and business advisory with clients in Uganda, The Bahamas and The United Kingdom. Dickson's client sectors have included multinationals, Non-Governmental Organizations (NGOs) as well as small enterprises.
- **Doreen Mwesigye**. Doreen is an enterprise development expert and successful entrepreneur who won *“Woman Entrepreneur of the Year”* in the Top 100 awards of 2012. Her company, Job Connect limited a human resource and contractual management firm has in 8 years established a presence in Uganda, Southern Sudan, Tanzania and Rwanda. She oversees over 2,000 employees and contractors.
- **Joseph Walusimbi** the CEO is a multi-skilled marketing and communications professional with over 17 years’ experience in management roles of both Fast Moving Consumer Goods and Services Industry.

**You can find out more about us and about our client success stories by visiting the website: [www.inachee.com](http://www.inachee.com)**