



# UGANDA WILDLIFE AUTHORITY

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Figure 1: Mt Muhavura is a top destination for Mountaineers

## INVESTMENT AND PARTNERSHIP OPPORTUNITIES IN UGANDA'S NATIONAL PARKS

### 1. Background

Tourism is one of the leading foreign exchange earners to Uganda's economy and plays an important role in the livelihood of many.

Uganda is experiencing growth in tourism numbers having registered a growth in excess of 1 million tourists in the last decade from 600,000 in 2008 to 1,700,000 in 2017. Of these 300,000 visited the National parks in 2017 showing the high potential these areas have in attracting visitors. The increase in the visitor number to the parks is attributed to high diversified nature products the national parks such as a wide range of animal species, a variety of birds, natural forests and water tourism.



Figure 2: Buffaloes and Hippos along the Kazinga Channel in Queen Elizabeth National Park

To facilitate the growing tourism industry and provide better visitor experience within the national parks, UWA has identified opportunities for investment in services, products and infrastructure and accommodation facilities in a number of its national parks.

## 2. Summary of Investment Opportunities

- Developing High end and mid-range tourist accommodation facilities
- Operating House Boats, Boat Cruises and Launches in 2 National parks namely Queen Elizabeth and Murchison falls national parks
- Sport fishing on River Nile and in Lake Mbuho National park
- Managing Walking Safaris in the wilderness areas and around volcanic crater Lakes
- Canopy Walkways, ziplining and other forest products in tropical forests in Semuliki, Kibale, Mt Elgon and Murchison falls national parks
- Mountain products such as rock climbing, cliff swings and hiking in Mt. Rwenzori, Mt Elgon and Mt. Mgahinga
- White water rafting in Murchison falls national parks
- Stop over facilities Sebitole en-route to Queen Elizabeth, Kibale, Semuliki, Rwenzori national parks



Figure 3: a variety of Bird species are found in Queen Elizabeth National Park

### 3. Objectives of attracting Investments

- Improve visitor experience through investments in high quality tourist facilities and services
- Accommodate the Increasing trend of visitor numbers to the national parks
- Provide employment opportunities and create livelihoods to communities around the National Parks through collaborations with investors
- Generate revenue for national development and support conservation
- Provide opportunity for profits and growing capital for the investors
- Attract credible investors that will raise the profile and visibility of the country
- Attract private capital that will facilitate tourism development and make Uganda a highly competitive destination.



Figure 4: The Beautiful scenery at Lake Bujuku in Mt. Rwenzori National Park



Figure 5: Primates are a key attraction to Kibale National Park

UWA seeks to attract firms with established experience and capacity to develop and manage some of these activities either as independent private concessions or joint venture partnerships. We believe there is a lot of knowledge, experience and capital held by the investors that can be utilized to develop modern facilities, competitive products and high quality services for the tourists.

#### 4. Details of Investment sites in respective National Parks;

##### a) Kidepo Valley National Park

Area of opportunity	Description of the investment or partnership opportunity	Objective	Estimated Cost Per Project (USD)
	Partnership with UWA to develop and operate a 30 bed budget and midrange Tourist cottages and recreation facilities at Apoka Camp	Improve and increase number of beds in the park. Increased customer satisfaction	1,000,000



<b>Area of opportunity</b>	<b>Description of the investment or partnership opportunity</b>	<b>Objective</b>	<b>Estimated Cost Per Project (USD)</b>
	Partnership with UWA to develop a student centre and museum with a student accommodation facility of 100 beds at Apoka	Promote domestic tourism and conservation through education	1,200,000
	Establish and operate hot air balloons in Kidepo Valley National Park	Diversify tourism product offering	500,000

### **b) Murchison Falls Conservation Area**

<b>Opportunity</b>	<b>Description of the investment or partnership opportunity</b>	<b>Objective</b>	<b>Estimated Cost Per Project (USD)</b>
<b>Accommodation Opportunities</b>	Partnership with UWA to develop and operate 40 bed budget and midrange Tourist cottages and recreation facilities at Paraa	Improve and increase number of beds in the park. Increased customer satisfaction	1,200,000
	Partnership with UWA to develop and operate recreation facilities at the Top of falls	Improve visitor experience	500,000
<b>Development of Tourism Products</b>	Build tree platforms for canopy views, establish and operate canopy walk facilities and zip lining in Rabongo forest	Diversify tourism product offering	500,000
	Development white water rafting concession (between Karuma-Ayago). A feasibility will be required for the area.	Diversify tourism product offering	800,000

### **c) Mt. Elgon Conservation Area**

<b>Area</b>	<b>Description of the investment or partnership opportunity</b>	<b>Objective</b>	<b>Estimated Cost Per Project (USD)</b>
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<b>Area</b>	<b>Description of the investment or partnership opportunity</b>	<b>Objective</b>	<b>Estimated Cost Per Project (USD)</b>
	Partnership with UWA to redevelop and expand the student centre at Kapkwai and establish a museum and recreation facilities	Promote domestic tourism and conservation through education	800,000
<b>Tourism Products Development</b>	Construct canopy walk and Tree climbing packages in the natural high forest at Kapkwai	Improve visitor experience and satisfaction	200,000
	Develop and operate a package of mountain products in Mt. Elgon National Park (Cliff Swings, Rock Climbing, Abseiling) at Kapkwai and Kapkwata	Improve visitor experience and satisfaction	500,000
	Re-development and expansion of the Guest house at Kapkwata	Improve visitor experience and satisfaction	500,000
	Partnership with UWA to develop and operate 40 bed budget and midrange Tourist cottages and recreation services at Suam	Improve visitor experience and satisfaction	1,000,000

#### **d) Queen Elizabeth Conservation Area**

<b>Type of Infrastructure</b>	<b>Description of investment opportunity</b>	<b>Objective</b>	<b>Estimated Cost Per Project (USD)</b>
<b>Product development opportunities</b>	Develop and Operate Paragliding / hot air balloon services from Kyambura escarpment to Mweya	Improve visitor experience and satisfaction	500,000
	Develop and Operate a luxury Passenger Cruise Circuit from Mweya through Kisenyi to Rwenshama	Improve visitor experience and services	3,000,000
	Develop and Operate cable Car on the Rwenzori to the Portal Peaks	Increase customer experience	30,000,000

### e) Lake Mbuo Conservation Area

Type of Infrastructure	Description No of new accommodation	Objective	Estimated Cost Per Project (USD)
	Develop a tented camp with 10 tents and 20 bed capacity at former Interpretation Centre.	Increase accommodation in the park	500,000

### f) Kibale Conservation Area

Type of Infrastructure	Description No of new accommodation	Objective	Estimated Cost Per Project (USD)
<b>Accommodation opportunities</b>	Develop a high end stopover facility at Sebitole	Increase customer experience	1,500,000
<b>Product Development</b>	Develop and operate a canopy walk at Sebitole	Increase customer experience	1,500,000
	Develop rafting adventure tourism on river Mpanga	Increase customer experience	500,000
	Develop and operate a Zip lining Activity in Semuliki National Park	Increase customer experience	100,000



Figure 6: Margherita is the snow capped pick of Mt. Rwenzori  
a very popular Mountaineering attraction

## 5. Investment Process

UWA offers concessions to private investors in the protected areas, as one way to generate revenue to sustain conservation operations. UWA can also enter into co-management agreements or PPPs under some projects

The investment opportunities are advertised and awarded in a competitive process that follows the following procedure;

1. Call for expression of interest is sent out to the public by the Procurement department in the public media and UWA website.
2. The bid documents specifies the terms of the concession, namely: concession period, annual fixed fees, bed night fees, review period, operating standards, and other relevant areas.
3. Evaluation of bids is done by an independent team appointed by contracts committee
4. The Board of Trustees approves the award of the concession.
5. A standard contract agreement is developed for the successful bidder and submitted to Solicitor General for review and approval



6. After signing of the concession agreement, The successful bidder will prepare and submit a project brief/ EIA to NEMA for approval
7. The concessions committee shall follow up the implementation and execution of the development plan as specified in the standard contract agreement.
8. The contract shall be reviewed and managed as per terms and conditions stipulated.



Figure 7: Murchison Falls is the world's most powerful waterfall

## **6. Managing Investor Relationships**

UWA has a standard concessions frame work that guides the terms of operation and relationships with the investors.

Monitoring and review of performance and standards is done throughout the contract period and respective reports are submitted to management and Board of Trustees



Figure 8: Uganda hosts the biggest number of Mountain Gorillas in the World

**For more information, please contact**

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