

# SEPSPEL

SOUTH EASTERN PRIVATE SECTOR PROMOTION ENTERPRISE LTD

# SEPSPEL PROFILE

*Empowering Communities.  
Strengthening Enterprises.  
Transforming Lives.*



## COFFEE

Quality. Productivity.  
Market Access.



## COCOA

Sustainable Production.  
Better Livelihoods.



## RICE

Food Security.  
Resilient Communities.



COMMUNITY EMPOWERMENT



ENTERPRISE DEVELOPMENT



MARKET LINKAGES



SUSTAINABLE LIVELIHOODS



INCLUSIVE GROWTH

PRIVATE SECTOR-LED SOLUTIONS FOR INCLUSIVE GROWTH AND SUSTAINABLE DEVELOPMENT



## 1. SEPSPEL OVERVIEW

South Eastern Private Sector Promotion Enterprise Limited (SEPSPEL) is a Ugandan private development agency with a strong social mission to promote inclusive economic growth, poverty reduction, and sustainable livelihoods.



**1998**

Established in 1998 as the Busia Private Sector Promotion Centre under the United Nations Development Programme (UNDP) Country Cooperation Framework.



**2003**

Transitioned into a company limited by guarantee in 2003, strengthening institutional independence and capacity to deliver large-scale development interventions.



### Membership-Based Organization

Over 386 member institutions drawn predominantly from the private sector, alongside selected public sector actors.



### OPERATIONAL PRESENCE

**30+**  
DISTRICTS  
NATIONWIDE

Particularly across Eastern, Central, Karamoja, and surrounding regions.

### OUR FOOTPRINT – CLOSE TO COMMUNITIES, DELIVERING IMPACT



Decentralized structure with field-based teams



Strong engagement with communities and local governments



Partnerships with market actors



Effective programme delivery and sustainable impact at scale



Over the past two decades, SEPSPEL has built a solid reputation as a trusted implementing partner for government, development partners, and the private sector, delivering integrated programmes in agribusiness, financial inclusion, enterprise development, and climate-resilient livelihoods.



## 2. VISION, MISSION, AND CORE VALUES



### VISION

SEPSPEL envisions a prosperous, inclusive, and poverty-free society where all people live with dignity, have equal opportunities, and are empowered to participate meaningfully in economic and social development.



### MISSION

SEPSPEL's mission is to empower vulnerable communities through sustainable private sector development, improved livelihoods, and inclusive economic transformation. The organization achieves this by strengthening enterprises, facilitating access to finance and markets, and promoting resilient and sustainable value chains.

### CORE VALUES



#### INTEGRITY AND ACCOUNTABILITY

Upholding transparency, ethical practices, and responsible stewardship of resources in all operations.



#### INCLUSIVENESS AND GENDER EQUITY

Ensuring equal participation and opportunities for all, particularly women, youth, and marginalized groups.



#### INNOVATION AND SUSTAINABILITY

Promoting creative, forward-looking solutions that drive long-term economic growth while safeguarding environmental and climate resilience.



#### PARTNERSHIP AND COLLABORATION

Building strong, strategic alliances with public, private, and development partners to maximize impact.



#### COMMUNITY EMPOWERMENT

Enabling communities to take ownership of their development through capacity building, participation, and locally driven solutions.





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## 3. STRATEGIC FOCUS AREAS

SEPSPEL operates through an integrated development model built around four strategic pillars that drive inclusive economic growth, enterprise development, and sustainable livelihoods across Uganda.



**45**  
Development  
Projects



**30+**  
Districts  
of Operation



**150,000+**  
Farming Households  
Reached



**10,000+**  
People Benefited from  
Business & Financial  
Literacy Training

**1**



### BUSINESS DEVELOPMENT SERVICES (BDS)



SEPSPEL supports thousands of MSMEs, cooperatives, and farmer organizations with entrepreneurship training, business planning, financial management, and market development.

- Structured training and coaching improve enterprise performance and governance.
- Businesses are supported to formalize operations, improve profitability, and access new markets.
- Over **10,000** individuals have benefited from business and financial literacy training, contributing to improved incomes and enterprise sustainability.

**2**



### AGRICULTURAL VALUE CHAIN DEVELOPMENT



SEPSPEL has over two decades of experience supporting smallholder farmers to transition from subsistence to market-oriented production.

- Worked with **3,500+** farmer groups across Elgon, Bukedi, Karamoja and Bosoga.
- Reached **150,000+** farming households.
- Promoted high-value crops: coffee, cocoa, rice, maize, cassava, sunflower, sesame, soybeans and more.
- Used FFS, demo plots & cluster approaches to improve practices and productivity.
- Facilitated market linkages with off-takers, input suppliers and processors.
- Farmers report improved yields, quality outputs, and

**3**



### FINANCIAL INCLUSION & MICROFINANCE



SEPSPEL expands access to financial services and builds strong financial systems in rural communities.

- Established and strengthened **5,000+** CSCGs and VSLAs.
- Groups have mobilized savings running into hundreds of millions of UGX.
- Supported SACCOs and MFIs to improve governance, products and service delivery.
- Through linkage banking, thousands of individuals and businesses connected to formal financial institutions.
- Improved access to credit for agriculture and

**4**



### CLIMATE CHANGE & GREEN ECONOMY



SEPSPEL integrates climate resilience and green economy principles across all interventions.

- Promotes climate-smart agriculture: soil fertility management, water conservation, agroforestry, sustainable land use.
- Thousands of farmers trained in climate-resilient practices.
- Supports green enterprises and sustainable natural resource management.
- Helps communities adapt to climate change while safeguarding long-term economic opportunities.



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## 4. ORGANIZATIONAL CAPACITY

SEPSPEL possesses strong institutional capacity built over more than two decades of implementing complex, multi-stakeholder development programmes across Uganda. This capacity is anchored in a combination of skilled human resources, robust infrastructure, and sound governance systems that ensure effective, accountable, and results-oriented service delivery.



### HUMAN RESOURCES



- SEPSPEL has a team of over **140** full-time staff, complemented by a wide network of accredited consultants and community-based facilitators deployed across its areas of operation.
- Staff include specialists in agribusiness, rural finance, M&E, social mobilization, enterprise development, and institutional strengthening, with **10–20** years of field experience.
- SEPSPEL maintains a reserve pool of pre-qualified technical experts, enabling rapid deployment and continuity in project implementation, even in dynamic or high-demand operational environments.



### INFRASTRUCTURE



- Permanent headquarters in Busia Municipality serving as the central coordination hub.
- Five regional/branch offices strategically located for nationwide outreach.
- Fleet of vehicles, supported by dozens of motorcycles and bicycles to reach remote communities.
- Strong ICT infrastructure including desktops, laptops, data management systems, and reliable high-speed internet connectivity.
- Enables real-time data collection, monitoring, reporting, and knowledge management across programmes.



### GOVERNANCE AND SYSTEMS



- Governed by a Board of Directors elected by its members, ensuring accountability, strategic oversight, and representation of stakeholder interests.
- Operates under well-established policies and procedures, including a comprehensive Finance and Administration Manual aligned with Generally Accepted Accounting Principles (GAAP).
- Strong internal control systems, supported by regular internal audits and independent external audits.
- Consistently reinforces financial integrity and transparency.
- Enables successful management of donor-funded programmes and maintains the confidence of partners, government institutions, and beneficiaries.

### OUR CAPACITY IN ACTION



**140+**  
Full-time Staff  
Skilled, experienced  
and committed



**5**  
Regional/Branch  
Offices  
Nationwide presence  
for greater impact



**4**  
Vehicles  
For efficient field  
operations



**32+**  
Motorcycles & Bicycles  
Reaching the last mile  
communities














Strong ICT Systems  
Data-driven decisions  
and knowledge  
management



**STRONG CAPACITY.  
BETTER RESULTS.  
SUSTAINABLE IMPACT.**  
*Together, we build resilient  
enterprises and thriving  
communities.*



## 5. EXPERIENCE AND TRACK RECORD

Project / Assignment	Partner / Client	Districts / Coverage	Key Activities	Key Achievements
 <b>Project for Financial Inclusion in Rural Areas (PROFIRA)</b>	Ministry of Finance, Planning & Economic Development (MoFPED) / IFAD	22 districts (Eastern, Karamoja, Elgon, Busoga)	Farmer Institutional Development, FFS, Formation & strengthening of CSCGs, VSLA training, financial literacy, agribusiness training	 <b>3,500</b> Farmer groups formed, improved rural financial inclusion
 <b>Banking on Change (BOC I, II &amp; III)</b>	CARE International & Barclays Bank	Bugiri, Mbale, Manafwa, Busia, Namayingo, Iganga, Luuka, Mayuge Jinja, Kamuli	Food security, Rice Valuechain, VSLA formation, enterprise development, youth financial inclusion	 Expanded <b>GAP</b> & access to savings & credit services for vulnerable groups
 <b>SCORE Project (OVC Programme)</b>	CARE International / USAID	Bukedi, Teso, Elgon, Busoga, Karamoja	Food security, nutrition, VSLA strengthening, child protection	 <b>17,075</b> households reached, Enhanced food security, improved livelihoods and resilience
 <b>Agricultural Financing &amp; Value Chain Development</b>	Rikolto	Eastern Uganda (Iganga, Jinja, Kamuli, Mayuge)	Rice Value chain, Passion Fruits, Farmer field schools, agronomy training, financial literacy, market linkages	 <b>500</b> farmer groups strengthened, improved productivity and market access
 <b>Dairy &amp; Horticulture Financing Project (€6M)</b>	Dairy and Horticulture Credit Limited (DHCL) / Pearl Capital	Multi-regional (Eastern, Rwenzori, Central, Karamoja)	Agric Product development, SACCO strengthening, ToT, market linkages	 Strengthened lending systems and agricultural finance access
 <b>Country Programme Action Plan (CPAP)</b>	United Nations Development Programme	Nationwide	Capacity building for SACCOs, enterprise development, institutional strengthening	 Strengthened MFIs and farmer organizations
 <b>Savings &amp; Livelihoods Programme</b>	Christian Children's Fund	Masindi, Jinja, Kamuli, Sironko, Iganga, Busia	Savings mobilization, entrepreneurship training	 <b>UGX 7.3B</b> mobilized across <b>1229</b> groups
 <b>VSLA &amp; Financial Inclusion Programme</b>	CARE International / DFID	Busia, Bugiri, Bududa, Bulambuli, Mbale, Mayuge	Formation of VSLAs, financial literacy, enterprise support	 <b>1950</b> VSLAs formed, improved community resilience
 <b>Microfinance Capacity Building &amp; Assessment</b>	Association of Microfinance Institutions of Uganda	Mukono, Tororo, Kayunga, Busia, Iganga, Jinja, Kamuli	Training MFIs, consumer protection, impact assessments	 <b>157</b> MFI staff trained, improved governance & transparency
 <b>Youth Entrepreneurship Programme</b>	Plan International	Eastern Uganda (Tororo, Jinja, Iganga)	FID, Entrepreneurship & financial literacy training	 <b>270</b> youth trained, improved employability
 <b>Health &amp; Financial Literacy Outreach</b>	Family Health International	Busia, Bududa, Mbale	Savings mobilization, HIV/AIDS awareness	 <b>1,980</b> beneficiaries trained, integrated health & livelihoods



*Through strong partnerships, proven methodologies, and a people-centered approach, SEPSPEL continues to deliver impactful, sustainable, and inclusive development solutions that empower communities and drive economic transformation.*





## 6. KEY PARTNERSHIPS

SEPSPEL operates as a network of over **380** member organizations, predominantly from the private sector, which positions it as a strong private sector-led platform for enterprise development and value chain strengthening in Uganda.



### 1. DEVELOPMENT & INTERNATIONAL PARTNERS

SEPSPEL works closely with key development and international partners who provide financing, technical expertise, and implementation support for programmes in agribusiness, livelihoods, and private sector development.



### 2. GOVERNMENT & LOCAL PARTNERS

SEPSPEL collaborates with government institutions and local governments to ensure alignment with national priorities and effective implementation.



### 3. FINANCIAL SECTOR PARTNERS

SEPSPEL maintains strong linkages with the financial sector to enhance access to finance for MSMEs and farmer groups.



### 4. PRIVATE SECTOR & MARKET PARTNERS

As a private sector-driven organization, SEPSPEL works closely with private sector bodies and market actors to promote enterprise growth and value chain development.



### 5. NGO & COMMUNITY PARTNERS

SEPSPEL collaborates with national and local NGOs and community-based organizations to strengthen community mobilization, capacity building, and last-mile delivery.



### OUR PARTNERSHIP APPROACH



*Through strong partnerships, SEPSPEL leverages resources, expertise, and networks to deliver scalable, inclusive, and sustainable solutions that empower communities, strengthen enterprises, and transform lives.*





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## 7. APPROACH AND METHODOLOGY

SEPSPEL adopts a unique systems-based and participatory approach that addresses constraints across entire value chains while ensuring that communities and market actors are actively engaged in designing and implementing solutions. This integrated model enables SEPSPEL to deliver sustainable, scalable, and inclusive impact.

**1 COMMUNITY-DRIVEN DEVELOPMENT**

Beneficiaries are active participants in identifying priorities, co-creating solutions, and driving local development processes.



**2 CAPACITY BUILDING & INSTITUTIONAL STRENGTHENING**

Targeting MSMEs, cooperatives, local governments, and support institutions to enhance skills, governance, and long-term resilience.



**3 MARKET-ORIENTED VALUE CHAIN DEVELOPMENT**

Linking producers, enterprises, and service providers to viable markets, improving productivity, value addition, and competitiveness.



**7 MONITORING, EVALUATION & LEARNING (MEL)**



Robust MEL systems enable data-driven decision-making, continuous learning, adaptive management, and measurement of impact across all interventions.




**4 PRIVATE SECTOR ENGAGEMENT**

Leveraging a network of over 380 member organizations to facilitate market access, partnerships, and business growth.



**5 INCLUSIVE PROGRAMMING**

Deliberate targeting of women, youth, and vulnerable groups to ensure equitable access to opportunities, finance, and employment.



**6 CLIMATE-SMART & ENVIRONMENTALLY SUSTAINABLE APPROACHES**

Promoting resilience to climate shocks, sustainable natural resource management, and green enterprise development.



### OUR MEL CYCLE



**OUR COMMITMENT**

*SEPSPEL's approach combines systems thinking, strong private sector engagement, community ownership, and evidence-based implementation to deliver transformative and sustainable development outcomes.*

COMMUNITY OWNERSHIP

PRIVATE SECTOR LEADERSHIP

EVIDENCE-BASED IMPLEMENTATION

SUSTAINABLE IMPACT



## 8. FINANCIAL AND OPERATIONAL CAPACITY

SEPSPEL demonstrates strong financial and operational capacity to effectively design, implement, and manage large-scale development programmes across Uganda.

### FINANCIAL CAPACITY



**ANNUAL TURNOVER**  
Approx.  
**UGX 2 BILLION**

Reflecting ability to manage substantial project portfolios and multi-donor funding arrangements.



**STRONG FINANCIAL RESERVES**

Enable rapid project start-up, pre-financing of activities, and uninterrupted implementation while awaiting donor disbursements.



**PROVEN TRACK RECORD**

Managing cost-reimbursable donor-funded projects with partners such as FAO, IFAD, Enabel, the European Union, and UNDP.



**ROBUST FINANCIAL MANAGEMENT**

Ensures compliance with donor requirements, timely reporting, and efficient utilization of funds.



**QUALIFIED FINANCE TEAM**

Supported by an independent internal audit function, strengthening internal controls, risk management, and accountability.



**AUDITED FINANCIAL STATEMENTS**

Maintains audited financial statements over multiple years, demonstrating transparency and adherence to recognized financial standards.



**STRONG FINANCIAL PARTNERSHIPS**

Strong relationships with financial institutions, including major commercial banks such as Stanbic Bank, enhancing financial credibility and operational efficiency.

### KEY DONOR & DEVELOPMENT PARTNERS



### OPERATIONAL CAPACITY



**ADEQUATE ASSETS & INFRASTRUCTURE**

Owns established office premises, including headquarters in Busia and regional operational presence.



**FLEET FOR EFFECTIVE FIELD OPERATIONS**

Maintains a fleet of **4** off-road vehicles and **32** motorcycles, enabling effective outreach, supervision, and service delivery, particularly in remote and hard-to-reach areas.



**DEEP GRASSROOTS PRESENCE**

Teams present at sub-county and district levels across Bukedi, Busoga, Elgon, Teso, and Karamoja regions.



**DECENTRALIZED OPERATIONAL MODEL**

Extensive field presence enables real-time engagement with communities, efficient programme implementation, continuous monitoring, and strong relationships with local governments and beneficiaries.



Overall, SEPSPEL's combination of financial strength, skilled personnel, strong governance systems, extensive field presence, and well-established asset base positions it as a reliable, responsive, and capable partner for delivering impactful, efficient, and accountable development interventions at scale.



FINANCIAL STRENGTH



SKILLED PERSONNEL



STRONG GOVERNANCE



EXTENSIVE FIELD PRESENCE



ACCOUNTABLE & RESULTS-ORIENTED

DEMOCRATIC  
REPUBLIC  
OF THE CONGO



**Western**

**Central**  
**KAMPALA**

**Eastern**



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## 10. WHY SEPSPEL?

### OUR UNIQUE VALUE PROPOSITION

“ High-impact solutions through grassroots reach, private sector leadership and innovative models for sustainable and scalable development. ”

1

#### DEEP GRASSROOTS PRESENCE

Extensive field network with teams at sub-county and district levels across Bukedi, Busoga, Elgon, Teso, and Karamoja regions. Ensures real-time engagement, local ownership and efficient last-mile delivery.



2

#### EXTENSIVE PRIVATE SECTOR NETWORK

Over 380 member organizations driving a Private Sector-Led Development Model that leverages MSMEs, cooperatives and agribusiness firms for value chain growth, market access and enterprise competitiveness.



3

#### PROVEN FINANCIAL INCLUSION AT SCALE

Established and strengthened over 5,000 CSCGs and VSLAs, linking informal groups to formal financial institutions. A hybrid model that unlocks savings, credit, and enterprise investment.



4

#### MARKET SYSTEMS & VALUE CHAIN DEVELOPMENT MODEL

Uses a Market Systems Development (MSD) approach to address constraints across entire value chains – from production and aggregation to processing and market linkages. Interventions are demand-driven, commercially viable and sustainable.



5

#### CLUSTER-BASED & FARMER FIELD SCHOOL (FFS) MODEL

Cluster-based farmer organization and Farmer Field Schools enhance productivity, knowledge transfer and peer learning. Strengthens group cohesion and enables aggregation for stronger market bargaining power.



6

#### INTEGRATED CLIMATE-SMART & GREEN GROWTH MODEL

Embeds climate-resilient livelihoods by promoting climate-smart agriculture, agroforestry, sustainable land use and green enterprise development. Builds resilience to climate shocks while safeguarding natural resources.



7

#### INCLUSIVE ENTERPRISE DEVELOPMENT MODEL

Deliberately targets women, youth and vulnerable groups. Combines skills development, financial access and market linkages to create sustainable employment and income opportunities.



8

#### STRONG DONOR COMPLIANCE & DELIVERY SYSTEMS

Robust financial management, procurement and reporting systems supported by a qualified finance team and independent internal audit. Proven track record in delivering multi-donor, cost-reimbursable programmes with high accountability and results.



OUR IMPACT



150,000+  
Households Reached



3,500+  
Farmer Groups Supported



5,000+  
CSCGs & VSLAs Strengthened



10,000+  
Individuals Trained in Business & Financial Literacy



Stronger Enterprises  
Better Livelihoods  
Resilient Communities



PROUDLY SERVING  
EASTERN UGANDA (CORE),  
CENTRAL UGANDA  
& KARAMOJA



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PROMOTION ENTERPRISE LTD

## GET IN TOUCH



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TRANSFORMING LIVES.



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ENTERPRISE  
DEVELOPMENT



MARKET  
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INCLUSION



SUSTAINABLE  
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