



Goldstone Profile 2023

WHO ARE WE

Goldstone is a multi-sectoral Enterprise Consulting and training firm based in Kampala, Uganda, with tentacles in Kenya, Tanzania, Botswana, Zambia, and Sierra-Leone through liaison partners. We began operations on June 26th, 2012 and have grown to inspire confidence satisfaction in the work we do.

Our combined range of expertise includes;

- ✓ Market entry support
- ✓ Research
- ✓ Business capacity building
- ✓ Impact Investment due diligence
- ✓ Enterprise Acceleration & Investment Readiness and post investment support services





OUR TEAM

Goldstone has a team of:

- ✓ 12 Research Associates
- ✓ 13 Associate Consultants in different disciplines
- ✓ 7 Full-time staff

Together, we aim to address poverty through enterprise development and financing in the following sectors :-



WASH



RENEWABLE ENERGY



AGRIBUSINESS



EDUCATION





OUR MISSION

To lead the way in poverty alleviation through enterprise development



OUR VISION

To be the leading Enterprise Consulting and Training organisation in Africa





OUR CORE VALUES

✔ Reliability

All our staff members are trained to be reliable and accountable to one another and in turn, the business is reliable to its clients.

✔ International

we aim to engage our staff with like businesses and institutions in the world in order to continuously facilitate the transfer of best practices.

✔ Creative

We empower our staff members to be creative and we pool the new ideas in order to deliver value to our customers.

✔ Efficient

We believe that the mark of a successful organization is its ability to efficiently deliver its products and services to its clients.





KEY FOCUS AREAS



UN Sustainable Development Goals (SDGs):

In order to contribute to the above selected UN SDGs, we at GOLDSTONE are focussing on the following four areas:

- 1. Value addition and market access barriers for agri-businesses**
- 2. Energy, poverty and climate change**
- 3. Access to dignified health and wash services**
- 4. Access to quality and equitable education services**



OUR CHANNELS OF INTERVENTION

Fin-Access /Investment
Readiness /Post investment
support 01

Business Accelerator 02

Bespoke Training
and TA
Programmes 03

Market Entry and
Representation 04



05 Business
Mentorship

06 Coaching

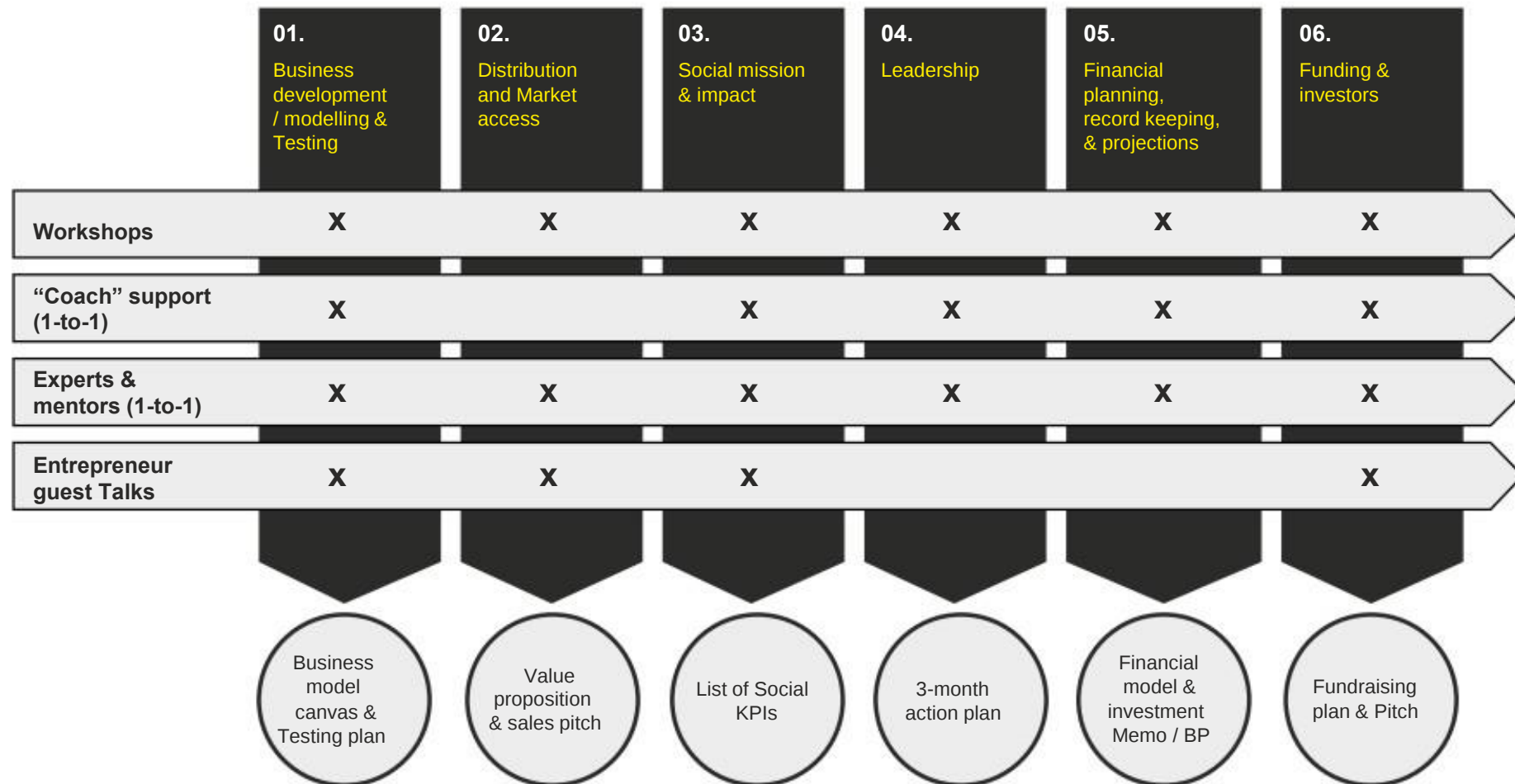
07 Enterprise Ecosystem
Facilitation

08 Research - Data Driven
Decision making support
services



ROOT CURRICULUM ARCHITECTURE BASED ON 6 MAIN PILLARS

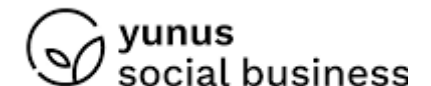
For each pillar, we designed workshops / one-to-one sessions with consultants / experts / mentors which lead to a specific deliverable



GOLDSTONE

ENTERPRISE CONSULTING & TRAINING

OUR CLIENTS & PARTNERS



Related Experience:

In 2022, Goldstone consulting provided BDS and transactional advisory services to several key development partners and International Non-Governmental Organizations including



BDS and transaction advisory services to Agri-business SME's in Uganda in support of feed the future SIA (2022)



**Save the
Children**

Labour market assessment study to identify marketable trades for youth in Northern Uganda (2022)



BDS to 20 cooperatives (Agri business & Finance) across Uganda in preparing business plans and strategic plans (2020/22)



Accelerator and Investment readiness for small & growing businesses (2021/22)



BDS for entrepreneurs in PET plastic recycling (2021/22)



Transaction Advisory services for businesses on the portfolio, Supporting them to Exit to bigger and more appropriate financing

Pipeline building



Rely on list of Business ecosystem networks



Draw from participants of our Accelerator and Investment Readiness Programme



Prospects from our networks with Hinga, GROFIN, Yunus, FACTs East Africa, UNCDF, Mercy Corp Ventures, FCAI, SIA, Pearl Capital and among others.



Leverage our partnerships and membership with FSME, NOGAMU, PSFU, NUTIP, FFOU and,



Target East African Market





We Tailor our diagnosis tool to capture thematic areas of interest to you including; **Customer and product | Funding and finance | Operations, People | behavior, and culture | Digital, technology, and analytics | Risk, governance, and controls | Environmental and social impact** when engaging businesses.



We administer the diagnosis tool in a **participatory and interactive way**

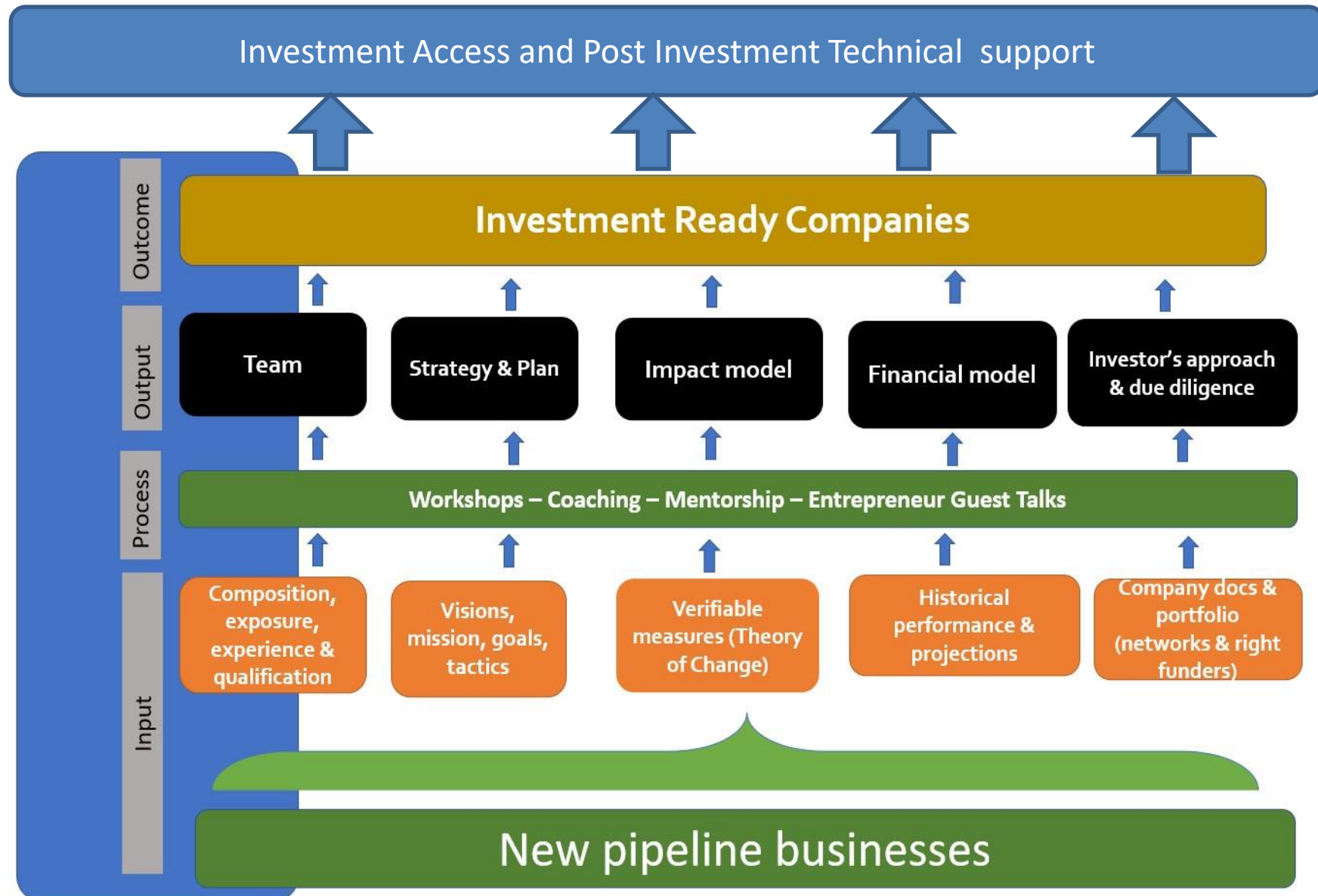


Prepare reports of the findings, discuss gaps with SMEs and co-design intervention areas.

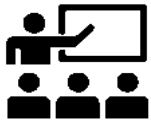


Capacity Building

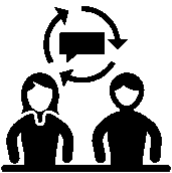
We Adopt our Investment Readiness ToC to address the needs of SME we work with.



How we engage



We hold workshops with the SMEs on topics that are cross cutting, and **adopt a bespoke approach** to topics that are unique to each business.



Business Coaching and Mentorship to improve on skills and processes for the staff and management of the businesses.



Senior consultants take the lead in all capacity building sessions. Associate consultants and support teams are attached to each SME to support them on a daily basis.



All this work is done physically, at the Goldstone Office in Naalya, at the **client office or location where-ever** they are located in Uganda, at a partner organization premises (for those sourced through those partners) , or at a hotel (for cohorts) depending on what is functional for all parties regarding Costs, Convenience, quality, and results. For those that need specific (deep dive) advice on certain issues

The full package for delivery of our services to take 1-6 months depending on which one it is.



Daniel Bukenya; Managing Director – Principle Consultant Daniel is an individual with an outstanding career in Development Finance, banking, and Impact Investment spanning Six years at Standard Chartered Bank, five years at GroFin Africa & MENA fund (SME Impact Investment Fund) and three years at Yunus Social Business.



Brian Jjemba; Director Finance - Senior Consultant Brian is a business leader and consultant for the last 5 years supporting S&G with business advisory and investment readiness. He is also seasoned banker with 18 years' experience in fund management, business finance and Institutional banking plus micro financing of MSMEs Institutions.



Peace Akello; Director Operations Peace is an operations specialist. She has exposure in operations management with 15 years experience spanning the banking and finance sector as well as the consulting space. She provides project management backstopping for the team and provides support on matters of operations and compliance.



Godwin Othieno; Business Development Director - Senior Consultant. Godwin oversees the business development activities of the firm. He drives the Business Development and TA aspects at Goldstone Consulting. His attention to detail and hands on experience has, and continues to yield good results for the team



Marilyn Jabo; Technical Assistance Advisor. Marilyn is a business development and technical assistance advisor with over 10 years working experience in developing replicable tools for business support to SMEs, cooperatives, agribusinesses



Jonathan Byasi; Technical Assistance Advisor. Jonathan is a food scientist and value chain specialist. He is a key resource in delivery of TA to Agribusinesses on Goldstone's portfolio. He is also the go to person for businesses attending our accelerator and investment readiness programmes on the same. He has 12 years experience in Agribusiness



Ben Kasozi; Business Development Manager. Ben drives our new business development agenda. He is our rain maker and he manages relationships with our clients, as well as bringing on transactional clients. In his role, he helps the team to keep out precluded business, helping us to focus on the areas and businesses



Joe Kalema; Transaction Advisor .Joe Kalema Provides transaction advisory services for our tier 3 clients. He is astute in Deal underwriting, structuring, and relation management. He manages our relationships with financiers and supports matching businesses to appropriate financial service providers..



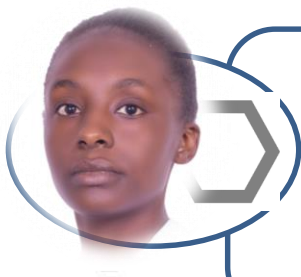
Abraham Amany ; Technical Advisor- Information Technology

Abraham provides IT support to the Goldstone team. He does the same with our clients, supporting them on day to day IT challenges, as well as supporting them with digitisation of operations and communications.



Miriam Nabbanja

Miriam is the accounts assistant at Goldstone. She operationally manages project accounts.



Laura Lake

Laura is the company admin officer. Doubling as our M&E officer, she tracks the impact of our work.



Goldstone now has **120 years of combined staff experience**, with 70 of those skewed to Banking, Impact Investment, Agricultural Value Chain Development, and Enterprise Technical Assistance Delivery. We pride our selves in constantly up-skilling to remain relevant to the needs of our clients and partners.



WE **SEEK**
TO DO THINGS
DIFFERENTLY

GOLDST  **NE**

ENTERPRISE CONSULTING & TRAINING

GOLDSTONE ENTERPRISE CONSULTING AND TRAINING LTD

Tel: +256752650042 | +256782605865

Naalya, Central Rise Plot 511
Kira Municipality
P.O.Box 9792 Kampala
, Uganda

www.goldstone-ect.org



We believe you will benefit from
Goldstone's presence, ability and
resources to match your needs
and the needs of the Businesses
under your mandate

GOLDSTONE
ENTERPRISE CONSULTING & TRAINING

