GOLDSTONE
ENTERPRISE CONSULTING & TRAINING

Corporate Profile

Transforming Enterprises. Strengthening Markets. Creating Sustainable Impact.

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About Goldstone

Who We Are

Goldstone Enterprise Consulting & Training Co. Ltd is a multidisciplinary enterprise growth, market systems, and business advisory firm established in Uganda in 2012. The firm partners with development organisations, governments, financial institutions, private sector companies, cooperatives, and business membership organisations to strengthen enterprise competitiveness, improve institutional performance, and promote inclusive economic growth across Africa.

Mission

To **lead the way in poverty alleviation** through Enterprise Development.

Our Vision

To be the **leading Enterprise Consulting and Training** organisation in Africa

Values

- **Reliability:** We uphold accountability and dependable service, delivering consistently on our commitments.
- **International Outlook:** We embrace global best practices through strategic partnerships and continuous knowledge exchange.
- **Creative:** We foster innovation and encourage fresh ideas to create lasting value for our clients.
- **Efficient:** We deliver high-quality solutions with speed, professionalism, and optimal use of resources.



We seek to do things differently

GOLDSTONE CONSULTING

What We Do

Goldstone provides integrated advisory services spanning enterprise strategy, market systems development, research and analytics, market access and commercialisation, governance and compliance, investment readiness, capacity development, and programme implementation support. By combining strategic thinking with practical implementation, the firm helps organisations address complex business and development challenges while delivering measurable and sustainable results.

How We Deliver Value

Our work is grounded in rigorous analysis, stakeholder engagement, and practical execution. Rather than producing reports that remain on the shelf, we work alongside our clients to develop actionable strategies, strengthen systems, build organisational capacity, and support implementation. This approach enables our clients to translate ideas into measurable improvements in performance, competitiveness, and long-term resilience.

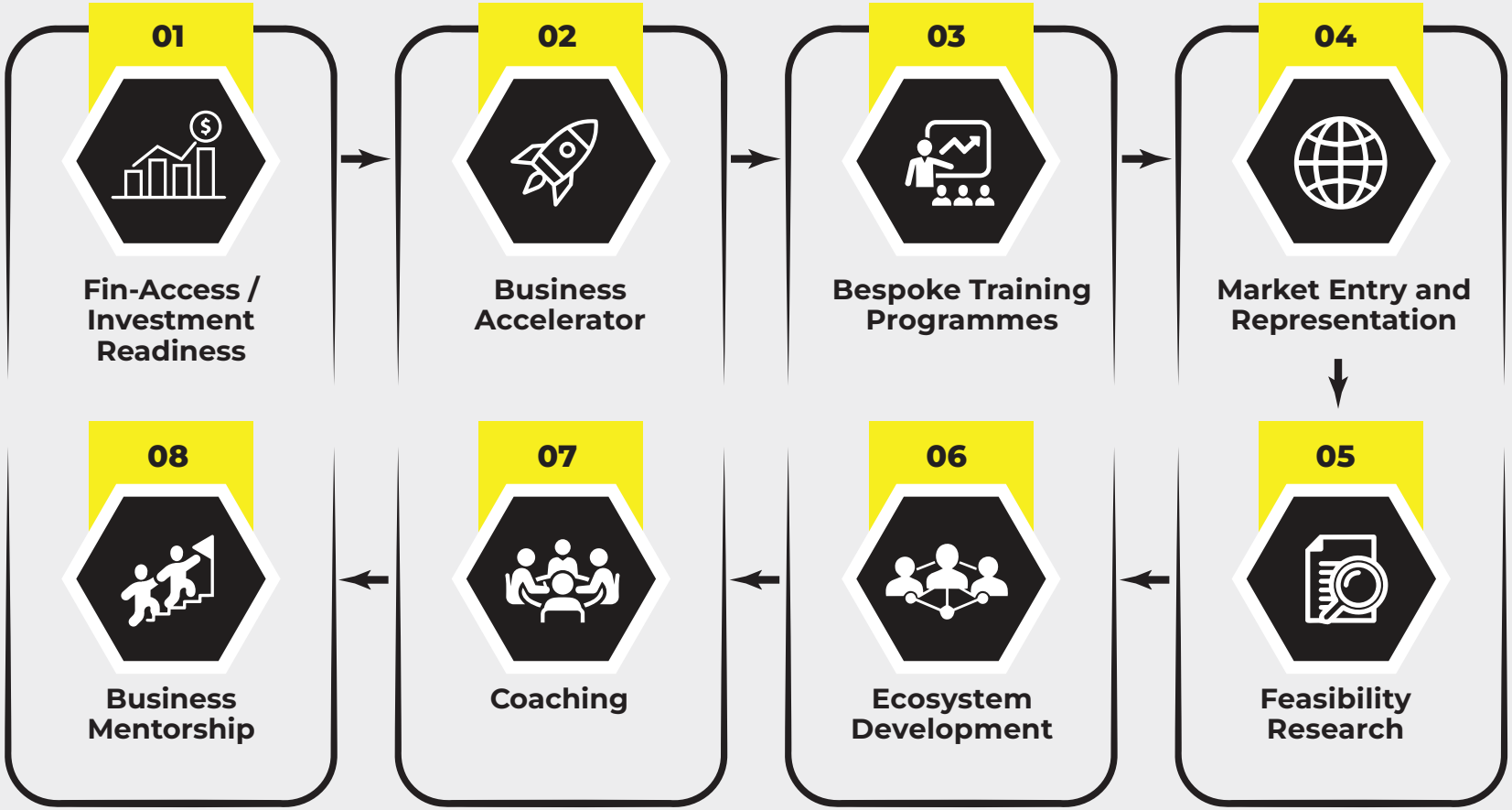
Whom We Work With

Since its establishment, Goldstone has successfully delivered assignments across agribusiness, renewable energy, financial services, manufacturing, tourism, education, WASH, climate resilience, cooperatives, and enterprise development. The firm has wsupported development partners, public institutions, financial institutions, and private enterprises through research, diagnostics, technical assistance, strategy development, capacity building, market development, and implementation support, establishing itself as a trusted partner in enterprise and market transformation.

Our Areas of Operation



Our Value Streams



Our Consulting Practices

We help organisations grow, strengthen systems, improve competitiveness, and deliver measurable impact through seven integrated consulting practices.

Practice Area	What We Help Clients Achieve
Enterprise Strategy & Growth	Strategy development, organisational growth, business transformation
Market Systems & Research	Market intelligence, value chain studies, feasibility and impact assessments
Market Access & Commercialisation	Branding, product positioning, sales strategies, export readiness
Investment Readiness & Capital Advisory	Business planning, financial modelling, investor readiness, capital mobilisation
Governance & Compliance	Governance systems, ESG, policies, risk management, institutional strengthening
Capacity Development	Executive coaching, enterprise development, technical training, organisational learning
Programme Design & Technical Assistance	Programme implementation, technical assistance, monitoring, evaluation and advisory

Our Sectors of Expertise

Goldstone has successfully delivered advisory, research, technical assistance, capacity development, and institutional strengthening assignments across diverse sectors of the economy. Our multidisciplinary approach enables us to transfer best practices across sectors while tailoring solutions to the unique needs of each client and market.

Sector	Representative Areas of Expertise
Agriculture & Agribusiness	Value chain development, market access, investment readiness, agri-business strategy, cooperative development, post-harvest management, commercialisation
Financial Services	Institutional strengthening, strategy development, governance, financial inclusion, SME finance, investment readiness, product development
Manufacturing & Industrial Development	Business strategy, productivity improvement, branding, market expansion, operational diagnostics, commercialisation
Trade, Export & Market Development	Export readiness, market assessments, buyer linkage, branding, sales strategy, product positioning, competitiveness
Renewable Energy & Green Economy	Market systems development, enterprise support, clean energy business models, ecosystem strengthening, technical assistance

Sector	Representative Areas of Expertise
Education & Skills Development	Institutional strategy, TVET development, entrepreneurship, organisational development, leadership and capacity building
Tourism & Hospitality	Destination competitiveness, market research, branding, customer ex-perience, enterprise growth strategies
Cooperatives & Producer Organisations	Governance, strategic planning, business development, market access, member value proposition, institutional strengthening
Climate, Environment & Resilience	Climate-smart enterprise development, green business advisory, resilience planning, sustainable value chains
Public Sector & Development Programmes	Programme design, technical assistance, research, monitoring and evaluation, policy support, institutional capacity development

Our Approach

Turning Strategy into Sustainable Results

At Goldstone, we believe that successful advisory goes beyond producing reports. Our approach combines analytical rigour, stakeholder engagement, practical implementation, and continuous learning to ensure that every assignment delivers measurable and sustainable results.

The Goldstone Enterprise Growth Framework

Phase	What We Do	Client Benefit
UNDERSTAND	Diagnose the organisation, market and operating environment through research and stakeholder engagement.	A clear understanding of strengths, challenges and opportunities.
ANALYSE	Assess business performance, market dynamics, governance, financial position and organisational capability.	Evidence-based insights for informed decision-making.
DESIGN	Develop practical strategies, business models, action plans and implementation frameworks.	Tailored solutions aligned to organisational goals.
IMPLEMENT	Support execution through coaching, technical assistance, systems strengthening and capacity development.	Effective implementation and organisational ownership.
MEASURE	Monitor progress, evaluate outcomes and track performance against agreed indicators.	Accountability and measurable impact.
IMPROVE	Capture lessons, strengthen systems and promote continuous improvement.	Sustainable growth and long-term resilience.

Our Approach

Integrated Expertise. Sustainable Impact.

We combine multidisciplinary expertise with practical implementation to deliver solutions that drive enterprise growth, strengthen markets and create lasting value.

"From insight to impact - we work with you at every step."

Guided by Our Core Values

- **Client Centered:** We listen, understand and tailor solutions to your context.
- **Evidence Based:** We base our advice on data, insights and proven methodologies.
- **Collaborative:** We work with you as partners for shared success.
- **Practical:** We deliver solutions that are realistic, actionable and implementable.
- **Results Oriented:** We focus on outcomes that create measurable and lasting impact.
- **Integrity:** We uphold the highest standards of professionalism, independence and ethics.



Our Impact

Delivering Measurable Results Across Africa

For over a decade, Goldstone has partnered with enterprises, financial institutions, governments, and development organisations to strengthen businesses, improve markets, build institutional capacity, and unlock sustainable growth.

Goldstone at a Glance

13+ Years of Advisory Experience	**1,500+** Enterprises Supported	**25+** Development Partners Served
30+ Financial Institutions Supported	**120+** Cooperatives & Producer OrganisationsStrengthened	
300+ Capacity Building Engagements Delivered	**12** Countries Reached	**40+** Consultants & ssociate Experts

Investment Advisory & Capital Mobilisation

Unlocking Growth Capital Across Strategic Sectors

Through our investment readiness and transaction advisory services, Goldstone has supported enterprises across multiple sectors to strengthen investment readiness, improve bankability, and mobilise capital for sustainable growth.

Investment Portfolio by Sector

A visual representation of sectors reached and capital mobilised

Agribusiness

Number of SMEs supported:	**73**
Capital Mobilised	**USD 42.70M**
Investment Areas	1. Agriculture 2. Agro-processing 3. Cooperatives 4. Value addition

Health and Manufacturing

Number of SMEs supported:	**6**
Capital Mobilised	**USD 19.00M**
Investment Areas	1. Healthcare 2. Pharmaceuticals 3. Manufacturing 4. Industrial Development

Renewable Energy

Number of SMEs supported:	**13**
Capital Mobilised	**USD 612K**
Investment Areas	1. Solar Energy 2. Clean Cooking 3. Productive use of energy 4. Green Enterprises

Education

Number of SMEs supported:	**7**
Capital Mobilised	**USD 1.31M**
Investment Areas	1. Private Schools, 2. TVET Institutions 3. Education Enterprises

Overall Portfolio Impact

Total number of SMEs supported:	**99**
Total Capital Mobilised	**USD 63.32M**
Sector Coverage	**4** Strategic Sectors

Goldstone's Investment Advisory Services

Enterprise Development	Investment Advisory	Transaction Support
Enterprise Diagnostics	Investment Readiness Assess-ments	Investor Identification & Linkag-es
Business Growth Strategies	Business Plans	Capital Structuring
Financial Management	Financial Modelling	Due Diligence Support
Governance Strengthening	Investment Memoranda	Transaction Advisory
Market Assessments	Investor Pitch Decks	Post-Investment Support

Representative Experience

Delivering Impact Across Diverse Sectors

Goldstone has successfully delivered advisory, technical assistance, research, and capacity development assignments for development partners, financial institutions, governments, cooperatives, and private enterprises.

The assignments below illustrate the breadth of our expertise across our consulting practices.

Our Strategic Partners

Working together across key sectors to drive inclusive and sustainable development.

Client /Partner	Strategy & Growth	Research & Diagnostics	Market Access & commercial-isation	Investment Readiness & Finance	Governance & Institutional Strengthening	Capacity Building & Technical Assistance
ENABEL	✓	✓	✓	✓		✓
FSD Uganda	✓	✓	✓	✓	✓	✓
GIZ	✓	✓	✓	✓		✓
African Guarantee Fund (AGF)				✓		✓
Pearl Capital Partners	✓			✓	✓	✓
Aceli Africa	✓	✓	✓	✓		✓
USAID (Chemonics)	✓	✓		✓		✓
Other Partners: ITC, SNV, UNCDF, WasteAid, CREEC, TradeMark Africa, UEPB, AM-FIU etc.)	✓	✓	✓	✓	✓	✓

Featured Success Stories

Delivering Transformational Results Across Sectors

Each project should occupy about one-third of a page with a consistent layout.

Case Study 1

Financial Sector Deepening Uganda (FSD Uganda)

Assignment	Enterprise Growth, Investment Readiness & Strategic Advisory
Client Challenge	Supporting high-potential enterprises to become investment-ready, strengthen governance, and accelerate growth.

Goldstone Solution	Impact
• Enterprise diagnostics • Strategic growth planning • Financial modelling • Investment memoranda • Governance strengthening • Executive coaching	• Multiple enterprises prepared for investment. • Strengthened governance and strategic direction. • Improved access to finance and growth planning.

Case Study 2

Enabel – Business Development Services Programme

Assignment	Market Access, Branding & Commercialisation
Client Challenge	Improve the competitiveness and market readiness of SMEs in the Albertine and Rwenzori regions.

Goldstone Solution	Impact
• Market assessments • Branding strategies • Product development • Sales & marketing strategies • Business growth planning	• Multiple SMEs supported across diverse value chains. • Enhanced branding, product positioning and market access. • Practical implementation roadmaps developed

Case Study 3

African Guarantee Fund (AGF)

Assignment	Women Enterprise Finance Programme (AFAWA)
Client Challenge	Strengthen women-owned SMEs to improve investment readiness and access to finance

Goldstone Solution	Impact
• Financial literacy • Investment readiness • Business diagnostics • Enterprise coaching	• Women-owned enterprises strengthened • Improved financial management and financing readiness • Enhanced business growth capability

Note:
Every assignment is built around one objective: creating practical solutions that deliver measurable and sustainable results.

Trusted By


ACELI AFRICA
unicef
UNCDF
DFF
Deal Flow Facility
An FSDU Initiative
Enabel
EEC
FEED THE FUTURE
The U.S. Government's Global Hunger & Food Security Initiative
USAID
FROM THE AMERICAN PEOPLE
REAL PEOPLE
GroFin
Support beyond finance
MEDICAL CREDIT FUND
AFRICA
VillageCapital
yunus social business
THE UHURU INSTITUTE
FOR SOCIAL DEVELOPMENT
Chemonics
Development works here.
GOGLA
FACTS
Save the Children
MSINGI
BUILDING EAST AFRICA'S INDUSTRIES OF THE FUTURE
imuka Access
UNREEEA
giz
AFRICAN GUARANTEE FUND
NUTIP
NETHERLANDS UGANDA TRADE AND INVESTMENT PLATFORM
USEA
UGANDA SOLAR ENERGY ASSOCIATION
NIRAS
SNV
Impact that matters
Africa Agribusiness Academy
FSD uganda
Innovate. Influence. Change
The Innovation Village
PCP
Creative Capital At Work

Our Team: Leadership



DANIEL BUKENYA
Founder & Senior 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
Chief Executive Officer & Managing Director

Brian Robert Jjemba is an impact-driven Business Development and Investment Readiness Consultant with over 20 years of experience in SME finance, fund management, and enterprise advisory across East Africa. His expertise lies in structuring blended finance, de-risking mechanisms, and investment facilitation strategies thatimprove access to finance for renewable energy enterprises, agribusinesses, and cooperatives.



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



BEN KASOZI
Regional Relationship Manager/East Africa

Ben drives our projects management office, gathering data and information for Goldstone's decision making and stakeholder relations.

Our Team: Technical



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



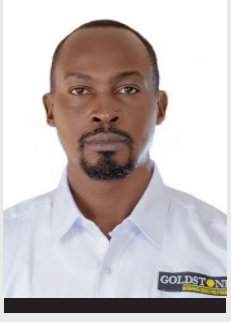
PHILIPAH ELAETE
Business Analyst

Phillipah brings a strong background in business analysis, private capital mobilization, and client relationship management. She has worked across key sectors including agriculture, health, and energy; supporting businesses in accessing capital, structuring successful deals, and engaging with both local and international investors.



ANGELA NABAGESERA
Associate Consultant | Finance & Investment

Angela is a Certified Public Accountant (CPA-U), Project Management Professional (PMP), and Certified Coach with over 13 years of experience in financial management, donor program coordination, and entrepreneurship development. She has led finance and compliance for multi-million dollar donor-funded projects across Africa, with portfolios supported by the World Bank, European Union, Sida, GIZ, and UN agencies.



WILLIAM NYAKATURA JOHN
Director Investment and Finance

William is an accomplished investment professional with experience spanning the secondary markets, Corporates and small and medium enterprises. His most recent appointment was Chief of party for USAID-SIA where he superintended facilitation of investment amounting to over 150M USD. He supports the Goldstone team to deepen its access to finance value stream.

Our Team: Support



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



CHARLES KADDE

Portfolio & Post-Investment Support Services

Charles is an expert in Portfolio & Post-Investment support, bringing extensive experience in Social and Impact Investment, Portfolio Management, Financial Management, and Agribusiness Financing. As a Senior Associate Consultant, Charles plays a crucial role in supporting clients after investment, ensuring their sustained success and impact.



PEACE AGABA

Accounts Assistant

Joining us as an Accounts Assistant, Peace brings a multifaceted skill set encompassing operations, finance, and systems management. Her role involves supporting financial operations and contributing to the smooth functioning of Goldstone's financial processes.



SOLOMON OGWAL

Communication & Partnerships

Solomon Ogwal is an experienced digital communication and learning coordinator with a strong background in managing virtual training platforms, digital content development, and SME engagement across Uganda. He has supported outreach and digital facilitation under programs funded by GIZ, Enabel, and other enterprise development partners, ensuring smooth delivery of virtual sessions, participant coordination, and timely communications.

Quality, Compliance, & Professional Excellence

Legal Status & Company Registration

Fully registered and compliant with all applicable statutory and regulatory requirements.

Professional Memberships

Proud members of reputable professional bodies that strengthen our expertise and industry standing;

NUTIP
AMEA
United Business Support Professional (U) Ltd - Association
USEA
UHURU

Certifications & Institutional Accreditations

Recognized through relevant certifications and institutional accreditations that validate our systems, capabilities, and commitment to quality.

Internal Quality Assurance

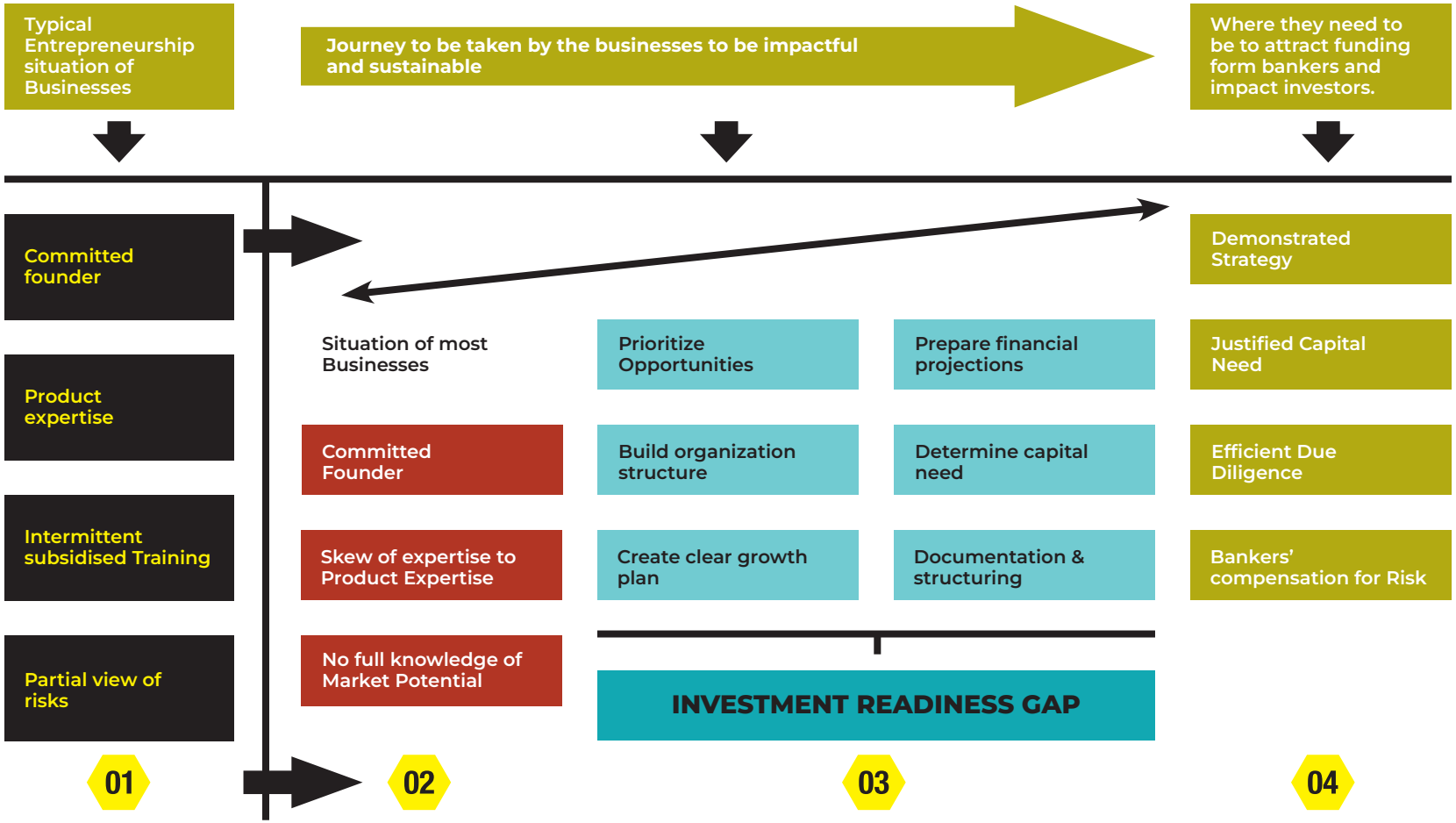
Our robust quality assurance framework ensures consistency, accuracy, and continuous improvement across all our services.

Ethics & Professional Standards

We conduct every engagement with integrity, confidentiality, transparency, and strict adherence to professional codes of conduct.

These standards are not just policies - **they are our promise.**

The Investment Readiness Journey of our Client



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



Contacts:

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Website: www.goldstone-ect.org

Regional presence: Malawi | Tanzania