

The Chamber

●●● April - June 2022

NEWSLETTER

☎ +254 111 050 600

✉ info@kenyachamber.or.ke

🌐 www.kenyachamber.or.ke

- Chamber President's 3-Year Report
- DIB Bank Kenya Hosts Customers for Iftar Dinner



INSIDE!

Introduction

The Kenya National Chamber of Commerce and Industry (hereinafter referred to as the Chamber) is a not-for-profit autonomous, private sector institution and Membership Based Organization (BMO). It was established in 1965 after the amalgamation of the three existing Chambers of Commerce at the time, namely, the Asian, African and European Chambers mandated to protect and develop the interests of the business community. To date, the Chamber has a countrywide outreach with 47 County Chambers and has signed a Memorandum of Understanding (MOU) with the Council of Governors (CoG). The MOU seeks to promote greater trade and investment at the county level. The Chamber also works in close collaboration with the Government, stakeholders and business development organizations internationally. KNCCI is an affiliate member of the International Chamber of Commerce (ICC), the G77 Chamber of Commerce and Industry, the Pan African Chamber of Commerce and Industry (PACCI), the World Chamber Federation (WCF), the Common Market for Eastern and Southern Africa (COMESA), the East African Chamber of Commerce and Industry and Agriculture (EACCIA), and the East African Business Council (EABC), among several others. The Chamber advocates for the creation of a favorable commercial, trade and investment environment that supports enterprise expansion. The membership of KNCCI constitutes small, micro enterprises, medium and large enterprises.

The governing structure of the Chamber comprises of the National Governing Council, The Chamber President, The Chamber 1st Vice President and The Chamber 2nd Vice President, Chamber Directors, Chamber Sector Committees, the Chief Executive Officer, the Chamber of Trustees, as well as other relevant governance structures that may be set from time to time to execute specific tasks.

Vision

A vibrant and prosperous business community.

Mission

To facilitate and promote a sustainable business environment for economic growth and prosperity.

Rallying call

Growing your business together.



KNCCI commits to alleviating climate change

The Chamber 1st Vice President Dr. Erick Rutto hosted a delegation of five people from Augsburg Germany led by the Mayor of Gersthofen Mr. Michael Worle and the Member of Parliament, Baringo South Hon. Kandie, Joshua Chepyegon. Gersthofen is a town in the district of Augsburg, in Bavaria, Germany.

Dr. Rutto highlighted that Germany is one of the important export destinations for Kenya and remains the second economic partner in Europe after the United Kingdom with current trade statistics showing that there has been a lucrative trade growth between Kenya and Germany since 2016 to 2020. However, there has been a decline in imports within the last 4 years. An observation that both parties noted with concern.

Kenya exports to Germany; tea, coffee, cut flowers, fruits and nuts, vegetables, petroleum, live plants and titanium ores where as imports; vacuum pumps, dishwashing machines, machinery, tractors, motor cars, insecticides and laboratory reagents.

On his part, Mr. Michael Worle, the Mayor of Gersthofen indicated that since 2008 the city of Gersthofen joined forces with the association ProKapsogo and entered into a climate change partnership with the County Government of Baringo. The partnership seeks to address issues concerning sustainable water management, afforestation and environmental education putting in place an in-depth road map and a clear vision on areas of focus and implementation on how to combat the adverse effects climate change.

Stadt Gersthofen is keen in implementing the UN Agenda 2030 for Sustainable Development Goals (SDGs) by having action-oriented programs to ensure there is supply of drinking water by contrasting wells, solar panels and water treatment, Rainwater harvesting for agriculture, raising awareness and waste prevention, separation and recycling.



The partnership seeks to address issues concerning sustainable water management, afforestation and environmental education putting in place an in-depth road map and a clear vision on areas of focus and implementation

Michael Worle on ProKapsogo climate change partnership with County Government of Baringo

To create long term partnership, both organizations agreed leverage on their networks to identify projects and programmes focused on climate change that will see to a sustainable cooperation between Kenya and Germany.





KNCCI- Busia hosts the Lake Region Private Sector Forum and Awards Gala Dinner

The Kenya National Chamber of Commerce & Industry (KNCCI)- Busia Chapter held the Lake Region Private Sector Forum and Gala Dinner Awards on the 14th April, 2022 at the Busia Youth Polytechnic Grounds. The forum attracted participants from within the following counties; Bungoma, Busia, Homa Bay, Kakamega, Kisii, Kisumu, Migori, Nyamira, Siaya, Trans Nzoia, Kericho, Bomet, Nandi and Vihiga.

The forum comprised of exhibitions from various organizations and individual business persons in order to promote their products and services to the participants. The forum's main focus was to unlock potential business opportunities, development in areas of financing, job creation, value chains, SME incubation & funding, MSMEs, village production centres, factory outlet centres, youth mentorship and business linkages, support for women in business, informal trade, innovation, cross border trade, and investment.

During the forum, KNCCI and Stanbic Bank Kenya signed a partnership to provide financial and non-financial support to Micro, Small and Medium Enterprises (MSMEs) that are members of the chamber. Silivanus Mbogo Abungu, Chairman Kenya National Chamber of Commerce and Industry Busia, said the partnership with the bank is an endorsement to fruitful collaboration over the years which will be of great support to MSMEs in the region. Stanbic Bank Kenya, Head of Business and Commercial Clients, Florence Wanja noted that the partnership agreement plays an important role in reinforcing the bank's commitment to empowering MSMEs in the region and across the country.



The Gala Dinner Awards was graced by Siaya Deputy Governor, H.E. Dr James Okumbe. Various entrepreneurs were honored in various categories. KNCCI Busia chapter was awarded best Lake Region Chapter of the Year for organizing the 2015 Busia International Investment Conference (BIICO) that attracted many investors into the county. Other categories included:

- **Busia Sugar Industry Limited** at that scooped the Investor of the Year Award.
- **Wonder B** emerged the best in supermarkets category
- **F Gas Limited** best local Manufacturer of the year
- **Lesfay Investors** best distributor of the year
- **Baraka Hardware**, best Hardware of the year
- **Hotel Breeze**, Best Hotel of the year
- **Hydro Victoria Fish**, Aquaculture Award
- **Creamy Way Enterprises**, Best Agribusiness Category
- **Akukuranut Development Trust**, best Agri-Apiculture of the Year Award
- **Mr. Jimmy Anyango**, Youth In Business of the year category
- **Francis Funeral Home**, Women In Business of the year category
- **KCB** emerged the financial institution of the year (MSME) category
- **Stanbic Bank Kenya** awarded the best Partnership Bank of the year.
- **Stephen Berenge**, Busia Businessman Of The Year Award



+254 111 050 600 | info@kenyachamber.or.ke | www.kenyachamber.or.ke
 Kenya National Chamber of Commerce & Industry | Kenya Chamber | @Kenya_Chamber



DIB BANK hosts customers for iftar dinner in Nairobi and Mombasa

DIB Bank Kenya customers in Nairobi and Mombasa were treated to an Iftar Dinner as the Muslim faithfuls broke the fast. The dinner that saw women, men and children come together was hosted to celebrate customers for their support and to also share cheer during this holy month of Ramadhan.

Speaking during the event, DIB Bank Kenya Managing Director and CEO Peter Makau thanked all the customers for accepting to be part of the special occasion that allowed them to come together and share a meal. "As an Islamic Bank, sharing a meal is an important part of Ramadhan, and today we have come together to share a meal and to also share our journey with you."

"This year, we decided to celebrate Ramadhan with our customers as you have been very vital in our growth as a bank. We also continue with our tradition of celebrating Ramadhan with the less fortunate by donating to Mosques, reaching out to vulnerable families, and visiting children's' homes."

The Managing Director/CEO informed the customers that the Bank will soon be opening a new Bank branch within the Nairobi CBD in order to expand our reach to customers. "We ensure that we listen to your requests and feedback, we are further expanding our reach to bring our services closer to you within Nairobi CBD in response to the feedback that you have shared with us." said the Managing Director and CEO Peter Makau.

This year's Ramadhan is the first without any restrictions since the onset of the Covid-19 pandemic in 2020.



“As an Islamic Bank, sharing a meal is an important part of Ramadhan, and today we have come together to share a meal and to also share our journey with you.”

| DIB Bank Kenya MD and CEO Peter Makau



● ● ●

World Intellectual Property Day 2022 Celebrations

The Kenya National Chamber of commerce & Industry (KNCCI) in collaboration with the Ministry of Trade, Kenya Industrial Property Institute (KIPI), Anti-Counterfeit Authority (ACA), US Embassy and World Intellectual Property Organization (WIPO)- Kenya marked the World Intellectual Property Day on celebrations at the KICC, Nairobi

The World Intellectual Property (WIP) Day is marked on the 26th of April every year. This year’s theme was “IP and Youth: Innovating for a better future” meant to celebrate youth led innovation and creativity.

The event was officially opened by Amb. Kirimi Kaberia, PS for The State Department of Trade and Enterprise Development, in his speech, He recognized and appreciated Intellectual Property IP as an important instrument for technological and social-economic development. He stated that the Ministry through KIPI had rolled out various reforms to encourage IP rights, including waiving registration fee for youth innovators.

The celebration saw the awarding of five 2021 WIP Day winners (SMEs) and three 2022 winners (Youth Innovators) for their exemplary ideas, ownership and use of intellectual property to generate value for their businesses. Presenting the 2021 awards, KNCCI IP Committee Chair Ms. Angela Ndambuki encouraged SMEs and youth entrepreneurs to register their business ideas, in order to own and protect them and be able to reap full benefits from their innovations. KNCCI established the IP sectorial committee to provide strategic guidance to the Chamber’s IP agenda and support the Chamber to foster a business environment that encourages creativity.



Courtesy Visit by Argentina Ambassador



The Ambassador of the Argentine Republic to Kenya and Permanent Representative of the UN Office in Nairobi H.E. Gabriela Martinic paid a courtesy visit to the Chamber President Mr. Richard Ngatia at the KNCCI offices. The Ambassador was accompanied by the Head of Economic, Commercial and Consular Section of the Embassy Mr. Gonzalo Adrian Danela.



The meeting drew importance to the emerging need for South-South cooperation to achieve sustainable development in the global south. It was asserted that Kenya and Argentina have great potential for technical cooperation in trade and investment. Kenya being the most industrialized country in East and Central Africa presents an entry point to the EAC and AfCFTA market. Argentina is one of the largest national economies in South America, and presents a strategic entry to penetrate the huge markets in Latin America.

Argentina is a global giant in agriculture and food processing, as well as liquor and beverages. This can complement Kenya's agriculture in value addition, machinery and agro-processing of cereals. Sectors of mutual interest for investment and benchmarking between the two countries are: ICT, Fintech, Healthcare, Tourism, Retail, Manufacturing, Blue economy and Exchange of culture, Labor and the Film Industry. Through the Embassy assistance, the two Countries shall form a Joint Business Council led by the Chambers of Commerce to help address trade barriers and facilitate exchange of market information and trade opportunities.

KNCCI shall leverage on the MOU signed in 2017 with the Foreign Trade Chamber of the Federated Union Commerce and Industry in Argentina to organize a joint business forum or trade mission in both countries to convene the business communities for networking and building new trade partnerships.



Argentina is a global giant in agriculture and food processing, as well as liquor and beverages. This can complement Kenya's agriculture in value addition, machinery and agro-processing.

█ Potential areas of partnership after H.E. Gabriela Martinic's visit



Improving on trade relations between Kenya and China



In order to promote trade relations between Kenya and China, the Chamber 1st Vice President Dr. Erick Rutto this morning held a meeting with KNCCI members drawn from the agricultural & logistics sectors and representatives from the Embassy of the People's Republic of China led by the Minister Counsellor Mr. Zhang Yijun.

The agenda of the meeting was based on the challenges that Kenyan businesses face within the Chinese market and the way forward to boosting trade relations between the two countries. Some of the key issues that were highlighted by the members present were; limited direct flights to China for flowers and avocados, limited vessels going to China by shipping lines e,g MAERSK, high Tariffs on horticultural products, stringent requirements and compliance with phytosanitary controls for avocados to be able to export to China tough regulations and huge investment for the cold chain infrastructure for frozen avocados.

The agenda of the meeting was based on the challenges that Kenyan businesses face within the Chinese market and the way forward to boosting trade relations between the two countries. Some of the key issues that were highlighted by the members present were; limited direct flights to China for flowers and avocados, limited vessels going to China by shipping lines e,g MAERSK, high Tariffs on horticultural products, stringent requirements and compliance with phytosanitary controls for avocados to be able to export to China tough regulations and huge investment for the cold chain infrastructure for frozen avocados.

The solutions discussed to solve the issues highlighted were; Getting more clarification on the Administration of Quality Supervision, Inspection and Quarantine (AQSIQ) Certificate for the purpose of product entry to China, include Union Pay as a form of payment for international trade, request for standard of verifying real buyers in the coffee industry since there are instances where exporters have lost goods & money.

Opposed to having the 30-day visa which is subjected to 21 days quarantine, It would be ideal to have a longer period to enable business people conduct their market research within an ample period.

The officials from the Embassy of the People's Republic of China gave the members assurance to revert with the best deliberations to improve on the export market and other operations.

The members present were: Mr.George Sum, Head of Operations Investera Plus Africa,Mr. John Seroney, Marketing Director Sumseron T. Enterprises Limited, Mr. Ken Onditi Chairman Kenya-Turkey Joint Business Council, Mr. Vincent Kizito Operations Director, Laazizi Logistics & Supplies Ltd and Mr.Alfred Barudi Okatchi MD Sinani motors Ltd.

Market opportunities in coffee, tea, macadamia and cashew nuts



KNCCI Director Youth in Business Mr. Muchiri Muchiri hosted a delegation from Poland to discuss on collaborative and opportunities that Poland presents to the Kenyan market and vice versa. The delegation from Poland has been in Kenya scouting for market opportunities for the past one week. They are looking to engage KNCCI members especially SMEs in the agribusiness and agro-processing sector specifically coffee, tea, macadamia and cashew nuts. The delegation was led by Mateus Frankiewicz founder of BATICOPOL Sp company accompanied by two directors Mr. Michal Broszko and Przemyslaw Broszko. Also, in attendance were KNCCI Trade Facilitation officer Mr. Fredrick Mukilya, County and SME Development officer, Sakina Asman and KNCCI members in the agribusiness sector.



They are looking to engage KNCCI members especially SMEs in the agribusiness and agro-processing sector specifically coffee, tea, macadamia and cashew nuts.

Delegation from Poland scouting Kenyan market

What is the Role of Intelligent Automation for the Manufacturing Sector?

Join the Round Table Talk

Online 15th July 2022 10:00 – 11 am (EAT)

zoom Meeting ID: 811 0956 6328 Passcode: automation

AGENDA

- 10:00 TECHNO BRAIN WELCOME AND INTRODUCTION
- 10:05 ROLE OF AUTOMATION IN THE MANUFACTURING INDUSTRY
- 10:20 AUTOMATION USE CASES IN THE MANUFACTURING INDUSTRY
- 10:30 CUSTOMER STORY 1 (CROWN PAINTS)
- 10:40 CUSTOMER STORY 2 (PWANI OIL)
- 10:50 Q & A SESSION

Happy Mother's Day

Mothers are the source of strength, love and inspiration and without them life is incomplete.



KNCCI partners with Sports Kenya



The Chamber President Mr. Richard Ngatia, hosted the former Board Chairman MSEA and current Chairman Sports Kenya Mr. Charles Waithaka. In order to achieve Sports Kenya’s vision which is to “To develop, manage, and market quality sport and recreation facilities, services and programmes.” “To encourage more stakeholders’ participation in sports and recreation” The two parties agreed to promote, co-ordinate and implement sports programs for Kenyans and facilitate the active participation of Kenyans in regional, continental and international sports. Mr. Ngatia issued him with the KNCCI historical perspective and his three-year report book as the Chamber President



Industrial visit to Mobius Motors Kenya Ltd

In a bid to understand member’s needs and establish a rapport, The Chamber President Mr. Richard Ngatia paid a courtesy visit to Mobius Motors Kenya Ltd where he was hosted by the Chief Executive Officer (CEO) Mr. Nicolas Guibert.

Mobius Motors Kenya Ltd is a Kenyan automobile start-up founded in 2010 to manufacture vehicles for the African market. Mobius has developed vehicles uniquely suited to the demands of the Kenyan consumer. The company has its own repair centers and has partnered with banks for affordable financing plans.

The KNCCI team were taken through a presentation that showcases the design and manufacturing of the vehicles. They also visited the assembly workshop and show rooms.

Mobius seeks to leverage on KNCCI’s networks to market its products as well as encourage local supply of raw materials for its manufacturing.

In attendance were KNCCI Membership & Resource Mobilization Director Mr. Stephen Mbugua, Chief Operating Officer Mr. Patrick Nyangweso, KNCCI Secretariat Ms. Muthoni, Ms. Guantai and Mr. Macharia. Mobius Motors Commercial Director Mr. Michael Gichuru and Marketing Manager Ms. Margaret Gathogo.



Since 2010, Mobius produces vehicles uniquely suited to the Kenyan consumer.

| Mobius Motors’ value proposition

● ● ●

Member engagement with DIB Bank Kenya

In order to enhance member engagement and service delivery, this morning the Chamber 1st Vice President Dr. Erick Rutto took lead and paid a courtesy visit to the DIB Bank Kenya Management team led by the CEO/Managing Director Mr. Peter Makau.

DIB Bank Kenya is a platinum member of KNCCI, DIB Bank Kenya Limited (DIBBKE), is a fully owned subsidiary of Dubai Islamic Bank PJSC (AE) – a pioneering institution that has combined the best of traditional, Shariah values with technology and innovation that characterize the best of modern banking.

DIB Bank Kenya Limited (DIB) was named the best Islamic Bank in the country at the Islamic Finance News (IFN) awards for 2020. Recognized by Global Islamic Capital Markets for the past 15 years, the Islamic Finance News awards was held virtually to honor the most accomplished businesses operating across the global Islamic finance sector.



DIB Bank Kenya offers the following banking solutions for SMEs, commercial corporates and local corporates;

FINANCING

- Safaricom Dealership Support
- Medical Practitioners Financing
- Asset Based Financing
- Stock and Working Capital Financing
- Business Contract Financing
- Business Mortgage
- Commercial Property development

CURRENT ACCOUNTS

- Bundled Account
- Business Enterprise Pay as you go
- Savings Account
- Business Enterprise Savings Account



Mr. Makau expressed his appreciation to the Chamber 1st Vice President and the rest of the KNCCI team for visiting the bank and getting the insights on the services that the bank can provide to other members. DIB Bank Kenya would be very instrumental for Kenyan exporters doing business in Pakistan, Dubai and Turkey because of the bank’s presence in the countries named.

Dr. Rutto encouraged the bank to take advantage of the numerous networking opportunities that would enhance business visibility and growth. He urged the bank to act as a trust intermediary between exporters doing business in Kenya and the countries that the bank has visibility in.

Kenya National Chamber of Commerce & Industry (KNCCI) is ready to support the bank to curate services based on the needs to enhance service delivery.

Yesterday he held bilateral talks with Kenyan H.E President Uhuru Kenyatta, which resulted to the signing of a Memoranda of Understanding (MoU) aimed at enhancing relations between Kenya and Sierra Leone. The signing of the MoU was followed by a joint business forum between the government and private sector from both countries on Tuesday 31st May, 2022 at the Crowne Plaza Hotel, Nairobi. Kenya and Sierra Leone share an economic and trade cooperation that can lead to growth and prosperity for the people of both nations.

Trade relations between Kenya and Sierra Leone indicate that; the total export earnings increased by 7.9% to KSh 643.7 billion in 2020 mainly on account of increases in the value of domestic exports of tea, horticulture, coffee, titanium ores and concentrates. The value of total imports went down by 9.0% to KSh 1,643.6 billion in 2020. Trade between both countries is currently considered minimal and is skewed in favor of Kenya. Kenya Exports in 2020 amounted to 3.2 Million USD and imports amounted to \$0.2 Million USD. Kenya exports to Sierra Leone are medicaments, printed matter, tea and mate, textiles, paper, cosmetics, and electronics. Representing KNCCI, The Chamber 2nd Vice President Ms. Fatma Elmaawy, stated that the only way to improve on the trade relations between the two countries is by having numerous business networking forums for exchange of ideas and various business opportunities.



Kenya -Sierra Leone Business Forum

Sierra Leone President Julius Maada Bio arrived in Kenya on Saturday night to begin a five-day official visit.



She added that KNCCI engage with the Sierra Leone Chamber of Commerce, Industry and Agriculture in Sierra Leone in advancing chamber-to-chamber partnership through signing a Memorandum of Understanding (MoU), establishing Kenya-Sierra Leone Joint Business Council and have Joint Trade and investment database through information sharing and exchange.

She concluded by giving assurance that KNCCI will support the Kenya government in creating an enabling business environment that will pave way for profitable partnerships and exchange of opportunities between the two countries.

Also in attendance were KNCCI's Directors Mr.Simeon Kitheka and Mr. Pravin Eazhawa

KNCCI will support the Kenya government in creating an enabling business environment that will pave way for profitable partnerships and exchange of opportunities between the two countries.

| Chamber 2nd Vice President Fatma El-Maawy



KNCCI sensitizes the public on trade and investment opportunities in the DRC

The Kenya Nation Chamber of Commerce & Industry (KNCCI) in collaboration with the Embassy of the DRC hosted a trade and investment networking dinner at Muthaiga Golf Club (MCG).

The event was aimed at sensitizing the members present and the general public about the upcoming trade mission to DRC scheduled for September 2022.

The Trade mission will provide a platform for business networking, exchange of trade opportunities and market information. The visit will also accord an opportunity to explore investment opportunities in the DRC.

The dinner was officiated by the KNCCI-Nairobi Chapter Chairman Mr.Julius Opio who welcomed all the guests to the club night. The Muthaiga Golf Club (MCG)Chairman Mr.Ronald Meru expressed his appreciation to KNCCI for the continues patronage to the club.

The Chamber President Mr. Richard Ngatia being the main host of the networking forum in his remarks stated that Kenya and DRC maintain keen bilateral relations with DRC being a top importer of Kenya's agricultural and manufactured goods. Top exports of Kenya to DRC include; cement, tobacco, salt, sulphur, mineral fuels, mineral oils, iron and steel where as top imports from DRC are lead, wood, oil seeds, rubbers and organic chemicals.

He highlighted on the sectors of interest for the trade mission namely; Financial Sector (with banks like Equity Bank and KCB Bank having successfully set up in DRC), Innovation, Fintech and technology(Expansion of mobile payments such as MPESA into DRC), Manufacturing Export of value added products such as wood, cement and medical equipment among others, Agro-Processing (local value addition for coffee, meat, cereals, fruits and fish processing and cooling plants) set up food products processing industry, Mining – DRC has precious minerals such as cobalt, gold, diamond, mineral fuel, tin, and copper that are vital raw materials for manufacturing and automobile sectors in Kenya.



Labor exchange: exchange of skills and professional labor such as mining engineers from Kenya. Energy – Exploration of renewable energy - Solar, geothermal and natural gas, Education - (Exchange of University students for short-term learning, setting up of universities and colleges in DRC), Tourism and Hospitality- (value addition on beach tourism, resort cities and water sports, development of modern resorts and conference facilities in DRC, establishing joint ventures in the international hotel chain), Fashion and Textiles Industry – DRC produces some of the most intrinsic fabrics in Africa. Opportunities for Kenyans to participate in the value chain as exporters of raw garments and distributors of Congolese fabric, Logistics (partnership on improving transport services of passengers and freight Tourism support – joint ventures in aviation and travel firms.), Cultural Exchange: Trade in artefacts and products of cultural value (maasai ornaments, kiondos etc) Mr. Ngatia appreciated UBA Bank Kenya and East African Breweries Ltd (EABL) for being the main sponsors of the networking forum. He also appreciated all members for creating time to be part of the forum.

The Regional CEO, United Bank of Africa Mr. Ebele Ogbue in his remarks stated that UBA Bank has presence in DRC to support regional trade to develop economies.

The newly appointed Ambassador of DRC to Kenya H.E. Amb. John Nyakeru in his speech was delighted to attend the first ever Madaraka Day in Kenya since his appointment and he is looking forward to work with the Kenyan government to enhance the bilateral relations within the East African Community (EAC).

He assured to work closely with the business community for business inquiries for Kenyans interested to do business with DRC.

The forum was concluded by gifting of the golf players, who had played earlier on in the day. KNCCI would like to invite the members and the general public to be part of the trade mission to DRC and experience numerous trade and investment opportunities.



Top exports of Kenya to DRC include; cement, tobacco, salt, sulphur, mineral fuels, mineral oils, iron and steel where as top imports from DRC are lead, wood, oil seeds, rubbers and organic chemicals.

█ Sectors where prospectors can invest in DRC



The Chamber President launches his three-year report at KNCCI



Your preferred partner in regional trade

At UBA Bank, we understand the financial needs of your business in the African region and abroad. With presence across 20 African countries, the US, the UK and France, we are strategically positioned to support your business in Trade, Corporate banking and SME solutions. We also offer competitive rates on all major currencies.

Contact us:

- 📞 0711 027 099
- ✉ cfkenya@ubagroup.com

www.ubakenya.com Africa, USA, UK, France

Africa's Global Bank

Tuesday 7th June, 2022 marked a historic moment as the Kenya National Chamber of Commerce & Industry (KNCCI) held its annual National Governing Council (NGC) meeting at the Hilton Hotel to commemorate Mr. Richard Ngatia's three-year report as the Chamber President. The colourful event was graced by the H.E. RT Raila Amolo Odinga, Former Prime Minister who was the chief Guest.

The KNCCI Director in charge of Economic Diplomacy Mr. Kariuki Theuri officiated the meeting by welcoming all the National Governing Council (NGC) members from all the 47 counties. He urged all the counties to strive to attract investors to their counties through various ventures. The Chamber 2nd Vice President Ms. Fatma Elmaawy urged the business community to cultivate the right business environment and advocate for peaceful elections.

There should be a pre-election agreement between the government and the business community to address issues affecting business such as double taxation and cost of power for businesses.

The Chamber 1st Vice President Dr. Erick Rutto

Hon. David Osiany, HSC Chief Administrative Secretary Ministry of Industrialization, Trade & Enterprise Development who was also present in the meeting stated that there is hope for the SME sector through the revamp of the manufacturing and taxation policies that will contribute to the ease of doing business.

There were two embassies represented in the meeting Hon. Slim Yahia Commercial Counselor, Tunisia in his remarks appreciated KNCCI for the continued support in bridging the trade gap between Kenya and Tunisia.



📞 +254 111 050 600 ✉ info@kenyachamber.or.ke 🌐 www.kenyachamber.or.ke
 📍 Kenya National Chamber of Commerce & Industry 📺 Kenya Chamber 📱 @Kenya_Chamber

H.E Dr.Mohamad Hery Saripudin, Ambassador to the Republic of Indonesia to Kenya appreciated KNCCI for organizing a trade delegation to Jarkarta Indonesia in March for the official opening of the Kenyan Embassy in Indonesia. He also acknowledged Indomie Kenya (Salim Wazaran Kenya Co. Ltd) an Indonesian company which has successfully set up a company in Kenya and the official sponsor for the meeting

H.E RT. Raila Amolo Odinga in his remarks urged the business community to transform the country’s economy so as to attract investors through eliminating trade barriers; majorly corruption

The Chamber President Mr.Richard Ngatia concluded the meeting by stating that KNCCI had made a remarkable growth since 1965 through various engagements that brought about an increase in members to 50,000 across all the 47 counties and 2 million affiliated through associations. He urged all the business leaders present to advocate for peaceful elections for economic growth and prosperity.

The event was attended by the Chairpersons and Vice chairpersons from all the KNCCI 47 chapters across the country and KNCCI patron members.



KNCCI appreciates the continuous support offered by Indomie Ke. (Salim Wazaran Kenya Co. Ltd) and for being the main sponsor

During Mr. Richard Ngatia’s 3-year Report Event



Balancing Trade between Kenya and Malaysia

Following an engagement that the Kenya National Chamber of Commerce & Industry (KNCCI) had with the High Commission of Malaysia Trade Section - MATRADE in April 2022. This morning the KNCCI leadership led by the Chamber President Mr. Richard Ngatia hosted a delegation of 15 members from Malaysia drawn from 10 companies in the sectors of; manufacturing, pharmaceuticals, construction, cosmetics, trading and frozen foods. The Malaysia delegation was led by the Deputy President, Bumiputera Manufacturers & Services Industry Association of Malaysia Haji Rosli Abd Shukor

Mr. Ngatia took the delegation through KNCCI’s role paying attention to three pillars ; SME development by providing opportunities for SMEs to grow their businesses, Trade Facilitation by offering the export document which is the Certificate of Origin and advocacy through the government by negotiating for favorable policies.

There is a large trade deficit between the two countries as at 2020 where Kenya exported goods worth 17.89(USD) million and imported goods worth 414(USD) million. The Chamber President advised the delegation to take advantage of the numerous investment opportunities focusing on the government's Big 4 Agenda. A few members and committee chairpersons who were present were also given the opportunity to address the delegation based on various sectors of interest. Ms. Mary Matu, Managing Director Angelica Medical Supplies stated that the healthcare system in Kenya is vibrant and collaboration between the two countries will bridge the any trade gap.



Mr. Rama Madiba Chairman KNCCI ICT committee noted that Malaysia is diverse in technological matters and Kenya can borrow from Malaysia Economic Development Council (MAPEM) to enhance digitization of business. He also noted that the Kenyan youth are good at software development which can be a plus for both countries.

Ms. Nancy Muthoni, the Vice Chair Women In Business Committee encouraged the delegation to invest in Kenya especially in the construction sector putting into consideration that Malaysia has unique and affordable building techniques. She also added that the Women In Business members would be willing to partner with Beauty and cosmetics sector to have a variety in both markets. Mr. Muchiri Mungai Director in charge of the Youth in his remarks stated that the Kenyan youth contribute to a large population in Kenya especially in the tertiary institutions.

He urged the business delegation to take advantage of that and invest in the housing sector by providing accommodation to the youth in the institutions. He also noted that the youth contribute majorly to the start-up ecosystem which is a backbone of the economy of Kenya. The Chamber 2nd Vice President Ms. Fatma Elmaawy appreciated the delegation for visiting KNCCI and she noted that the two countries will balance the trade by collaborating in various aspects such as improving exports of fresh produce and solving the logistics issue between the two countries.

The head of delegation from Malaysia urged the Kenyan government and the business community to explore various opportunities that will bridge the trade gap between the two countries. He stated that it would be ideal to have direct flights from Kenya to Malaysia to facilitate movement of business people and goods between the two countries. He urged the KNCCI leadership through the Kenyan government to review the trade tariff which is high at the moment hindering trade.

All members are encouraged to visit the Malaysian booth during the 23rd Kenya International Trade Exhibition (KITE) 2022 that will take place at the Sarit Expo Centre from 9th June, 2022 to 11th June, 2022.

Also in attendance were KNCCI the Upper Eastern Director Jacob Godana, KNCCI Trans-Nzoia County Chairman Mr. Martin Waliaula and the Chief Operating Officer Mr. Patrick Nyangweso

It would be ideal to have direct flights from Kenya to Malaysia to facilitate movement of business people and goods between the two.

| Head of Malaysia delegation on fostering ties



+254 111 050 600 | info@kenyachamber.or.ke | www.kenyachamber.or.ke
 Kenya National Chamber of Commerce & Industry | Kenya Chamber | @Kenya_Chamber



Biz-to-Biz networking forum between the Belarusian delegation and KNCCI Members

The Ambassador of the Republic of Belarus to Kenya Mr. Pavel Vziatkin in collaboration with The Belarusian Chamber of Commerce and Industry this morning brought in a delegation of business people to Kenya National Chamber of Commerce & Industry (KNCCI) and were hosted by the Chamber 1st Vice President Dr. Erick Rutto. The business delegation was representing the following sectors: food processing industry (confectionery, oil and fat products, alcoholic beverages, and cannery products), metallurgy, pharmacy, and construction materials.

Dr. Rutto in his remarks stated that Kenya Exports to Belarus was US\$408.13 Thousand as at 2020, according to the United Nations COM-TRADE database on international trade. KNCCI also brought in members derived from the sectors of interest to network with the delegation to create new links between the two countries and promote bilateral trade. Embassy of the Republic of Belarus will also be taking part in the 23rd Kenya International Trade Exhibition 2022 is the largest international trade exhibition in Africa for multi-sector products, equipment and machinery. The Trade exhibition is currently taking place at the Sarit Expo Centre starting yesterday 9th June, 2022 to 11th June, 2022. The expo will create a platform that will help establish direct ties between companies of the two countries and thereby enhance Belarus – Kenya’s economic relations.



The Kenya International Trade Exhibition 2022 is the largest international trade exhibition in Africa for multi-sector products, equipment and machinery.

It was held at the Sarit Expo Centre, 9-11 June



KNCCI Partners with KDC to Support SMEs



The Kenya National Chamber of Commerce and Industry (KNCCI) has partnered with the Kenya Development Corporation (KDC), to support Small and Medium-sized Enterprises (SMEs). This partnership between KNCCI and KDC aims at enhancing private sector development through soft loan financing and advisory services, to help businesses recover from the effects caused by the Covid-19 pandemic.

The Chamber President Mr. Richard Ngatia, in his remarks said that the partnership will work towards networking with other parties and companies, to help advocate negotiations for SMEs, to create a conducive working environment. “We will make sure we discuss with Parliament, County and National Government, so that when policies are formulated, we make sure we negotiate to provide a conducive environment for them to operate,” he said.

Ngatia further said that the partnership will enhance trade facilitation, where KNCCI will support exporters, by providing certification of origin for authentication of genuine products made or grown in Kenya.

“We are in partnership with development partners who come to support us with the same facilities, that is, credit finance and capacity building, to make sure we are connected with other businesses across the globe,” said Ngatia. Ngatia mentioned that there were negotiations going on with the United States involving 4,000 products, but have currently succeeded to export 160 products. Speaking during the signing of the Memorandum of Understanding (MoU), KDC Director General, Mr. Christopher Huka, said the partnership will enable SMEs, to have greater access to much needed financing, helping them to improve their enterprises.

“We are excited about this partnership with the KNCCI, it enables us to open a path to reach more entrepreneurs with needed financial solutions, for business growth. Our financial offering combining credit, joint ventures, strategic partnerships and business advisory services, is an excellent match for the requirements of the market, as the country emerges from the pandemic,” Huka said.

The partnership opens up an avenue for KNCCI members to have access to relevant and tailored products and services to grow their businesses; whilst for KDC the MoU gives the corporation access to potential customers for uptake of its products.



Courtesy Visit by The Moroccan Ambassador to Kenya

The Moroccan Ambassador to Kenya H.E Abderazzak Laassel paid a courtesy visit to KNCCI.

He was received by KNCCI Directors Mr. Muchiri Mungai in charge of youth affairs, Regional Director, North Eastern Mr. Omarsadik Dahiye and KNCCI Management team. The purpose of the visit was to establish a rapport and mutual relationship between KNCCI and the Embassy.

Over the past two decades, trade between Morocco and Kenya has increased by over 123 times. In 1998 the value of bilateral trade stood at USD 170,000. Exports value as at 2020 was USD 4.42 million whereas imports value at USD 20.70 million.

The Key exports to Morocco include; coconut, jute, packaging materials, titanium ores, tea, fruits and paper board. The key imports from Morocco include minerals, chemical fertilizers, medicaments, polyacetals, petroleum oils and woven fabrics.

The Ambassador has encouraged Kenya to cooperate with Morocco and work on improving bilateral relations. Morocco and Kenya share several similarities that would allow them to push their cooperation to the next level.

Mr. Muchiri in his remarks stated that it would be ideal to form a Kenya -Morocco Joint Business Council (JBC) to enhance the cooperation and also facilitate and promote trade and investment between the two countries. Mr. Omarsadik emphasized on the need for Kenya and Morocco to work jointly on the Africa Free Trade Area Agreement and share experiences on Free Trade agreements.

The Chief Operating Officer Mr. Patrick Nyangweso in his remarks stated that it is very important to expand Kenya's export base to boost economic stability.



The Business Development Manager Ms. Virginia Waruingi stated that both Kenya and Morocco were among the first hubs were announced in to take up the Centre of Entrepreneurship (CoE) to inspire innovation and improve the business environment for entrepreneurs and small- and medium-sized enterprises (SMEs) in Africa. KNCCI is ready to work with the Embassy of the Kingdom of Morocco to enhance bilateral relations between the two countries.



KNCCI and DTB hold a financial literacy training



On Thursday 16th June, 2022 the Kenya National Chamber of Commerce & Industry (KNCCI) in collaboration with Diamond Trust Bank held a financial literacy training at DTB Centre. The training was attended by KNCCI members and the general public drawn from various sectors such as exports, food, insurance, Information technology, consultancy, academia, finance and events.

The Chamber 1st Vice President Dr. Erick K. Rutto kick started the training by appreciating DTB bank for being platinum members of KNCCI and organizing the forum.



He added that it is beneficial to all members and the general public as he gave an overview of KNCCI’s history and mandate. KNCCI membership constitutes of Micro, Small enterprises (MSEs) Medium, and Large Enterprises. Members and the business community at large are the heartbeats of the institution.

In his remarks he stated that there are over 2 million adults across the globe who lack access to financial services. 17% of Kenyan adults do not have access to financial literacy and therefore, being the backbone of collaborations between the two organizations.

Director, Sales at Diamond Trust Bank, Dr. Kennedy Nyakomitta made a presentation on services that empower business owners to grow their businesses through capacity building programs so they are better equipped to run their operations.

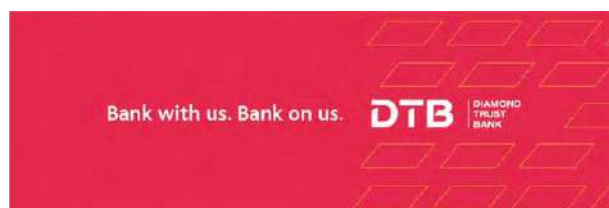
DTB’S CHANNELS, PRODUCTS & SERVICES SUITE

- **Business Focused lending:**
Financing of corporates, SME lending solutions- working capital, CGS Scheme asset financing (including hire purchase and insurance premium financing), term loans and project financing solutions, and mortgage financing etc.

- **DTB Current Accounts: Deposits:**
Current Accounts KES & in major international currencies
- **Trade Financing:**
Facilitation of trade financing through products such as letters of credit, guarantees, bills for collection, bills discounting, bonds etc
- **Treasury:**
Foreign Exchange (spot and forward deals including SWAPS)
Money Market (Domestic & foreign currency)
Facilitation of investments in Government Securities
- **DTB Cash Deposit Machine Solutions:**
The solution allows DTB customers to easily and conveniently deposit cash into their DTB account real-time.
- **DTB Cheque Truncation Solutions:**
The solution allows DTB customers to easily and conveniently deposit cheques into their DTB account real-time.
- **Value Chain Financing (Distributor & buyer):**
A supply chain finance model incorporating an invoice discounting facility for suppliers as well as a buyer invoice financing facility for sellers that bank with DTB.

William Kinai Financial literacy consultant, Novatus Limited conducted a training on book-keeping and taxation to enable participants to develop compliance and financial accounting processes that will enhance their access to debt capital.

KNCCI appreciates DTB for conducting the training and look forward to having more engagements that will benefit the members.





Streamlining the labour market

In order to address numerous issues faced by the labor market in Kenya paying attention to the various recruitment agencies. The Chamber 2nd Vice President Ms. Fatma Elmaawy took lead in having a consultative meeting with the leaders from the Association of Skilled Migrant Agencies of Kenya (ASMAK) led by their Chairman Mr. Francis Wahome. The Association of Skilled Migrant Agencies of Kenya (ASMAK) was established in 2018 as a professional body of Private Employment Agencies who have undergone vetting and licensed by the National Employment Authority under the Ministry of the East African Community, Labour and Social Protection.

ASMAK is the largest recruitment association representing Kenya’s migrant recruitment and staffing industry. During the meeting it was agreed upon that both KNCCI and ASMAK to form a joint technical team that come up with a framework on how to engage and service individual recruitment agencies within the association. Both organizations also deliberated on benchmarking with other countries that have have successful labour economy such as the Philippines.

KNCCI, ASMAK in collaboration with all other relevant entities will establish policies to promote compliance mechanisms for recruitment companies to adhere to global labour standards, ethics and human rights.



This meeting comes at a time when the Labour Cabinet Secretary Simon Chelugui said Sh70 million has been set aside to build safe houses in Saudi Arabia where Kenyan migrants have undergone mental and physical violations. Domestic workers in Saudi Arabia are often reported to be victims of severe abuses by their employers. The reported cases range from psychological to physical torture, with some leading to death. The government has also begun tracing Kenyans suffering abroad as it puts stringent measures to control illegal labour immigrants

CS Chelugui said it will now be mandatory for all private recruiting agents to register with the National Employment Authority (NEA) to be allowed to export labour.

Reviving the mining sector



The mining sector currently contributes less than 1% of Kenya's GDP but has potential capacity to contribute 4% to 10%. This means that much of Kenya's natural resource wealth is yet to be exploited and there could be significant opportunity for growth.

On the 24th June, 2022 the Kenya National Chamber of Commerce & Industry (KNCCI) signed a Memorandum of Understanding (MoU) with the Kenya Chamber of Mines (KCM), KCM represents the interests of Kenya's miners, exploration companies, mineral traders, suppliers and professionals in the mining industry.

During the MoU signing ceremony the Chamber President Mr. Richard Ngatia stated that the partnership was very vital in addressing economic and policy issues facing the mining and extractive sectors in Kenya. The MOU will enhance businesses in the region, recognizing The Democratic Republic of the Congo (DRC) which is one of Africa's most richly endowed countries in terms of mineral wealth. The country hosts numerous major deposits of diamonds, gold, copper, cobalt, tin, tantalum and lithium.

Mr. Ngatia in his remarks encouraged foreign investors and multinationals to invest in the mining sector which plays a significant role in generating foreign exchange for the country.

The Kenya Chamber of Mines Chairman Mr. Charles Mwangi in his remarks appreciated KNCCI for taking the lead in reviving the mining sector in Kenya through the partnership that will be beneficial to both the local and international markets. He stated that the Kenya Chamber of Mines remains vibrant in advocating for conducive development for the mining sector.

KNCCI Trade Research and Policy Manager Ms. Caroline Kosiom emphasized on the importance of conducting due diligence and compliance with international standards on responsible mining, equitable sharing of mining resources with local communities, human rights and due regard for environmental sustainability.



Bilateral relations btwn Bangladesh and Kenya

The High Commissioner People's Republic of Bangladesh to Kenya HE. Tareque Muhammad paid a courtesy visit to the Chamber President Mr. Richard Ngatia. H.E. Tareque Muhammad was recently among the nine envoys posted to Kenya in the month of April 2022.

The purpose of the courtesy visit was to establish the rapport between the High Commission of Bangladesh and KNCCI. Bangladesh and Kenya have shown mutual interest in expanding bilateral trade and investments.

Kenya has been one of the desired destinations of Bangladesh to lease unused cultivable lands in order to ensure future food security. Kenya has also expressed its interest to lease out vast arable lands to Bangladesh.

Trade statistics indicate that during the past 25 years, the exports of Kenya to Bangladesh have increased at an annualized rate of 21.3% from \$ 31.3k in 1995 to 3.9m in 2020.

Top exports to Bangladesh include tanned sheep hides, dried legumes, tea and iron whereas top imports include packing bags, jute, heavy cotton.

Bangladesh is today one of the world’s largest garment exporters, with the ready-made garment (RMG) sector accounting for 84 percent of Bangladesh’s exports. This comes on the back of the sector’s rapid growth and modernization over the past decade as well as the strides it has made in improving conditions for the country’s approximately four million garment workers.

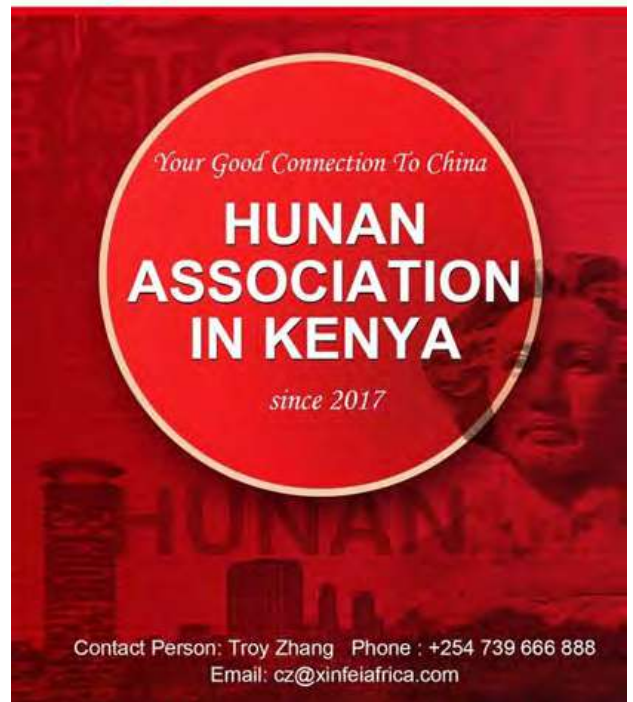
The key sectors of collaboration between the two countries are; pharmaceuticals, textile, agriculture, education, ICT and blue economy.

Both parties agreed to the formation of the Joint Business Council to promote trade and investment between the two countries.

Mr. Ngatia appreciated the High Commissioner for the visit and stated that he was looking forward to engaging the embassy in facilitating and coordinating the business community in trade development.



肯尼亚湖南商会
HUNAN ASSOCIATION IN KENYA



Kenya has been one of the desired destinations of Bangladesh to lease unused cultivable lands in order to ensure future food security.

█ Potential interests between Bangladesh & Kenya

PICTORIAL



From Right Chamber 1st Vice President Dr. Erick Rutto presenting Kenyan coffee to Mayor of Gersthofen Mr. Michael Worle



Exhibitors and participants during the Lake Region Private Sector Forum at the Busia Youth Polytechnic Grounds.



The Embassy of Indonesia in Kenya hosted a business luncheon for KNCCI members interested in frozen foods to trade with an Indonesian company Unirama at the Indonesian Ambassador's Residence.



From Left The Chamber 1st Vice President Dr. Erick Rutto , Embassy of the People's Republic of China the Minister Counsellor Mr. Zhang Yijun, Chamber President Mr. Richard Ngatia and Embassy of the People's Republic of China Attachee Chenshuo Wang



Ms. Connie Anyika, Director External Affairs and Mr. Billy Tsuma, AIT & Fiscal Affairs Engagement Manager from British American tobacco (BAT) during a courtesy visit to the Chamber President Mr. Richard Ngatia. BAT is a platinum member of KNCCI.



Chamber 1st Vice President Dr. Erick Rutto with the DIB Bank Kenya CEO/ Managing Director Mr. Peter Makau

PICTORIAL



The Chamber President Mr. Richard Ngatia with Muthaiga Golf Club Chairman Mr. Ronald Meru



KNCCI Management during an industrial visit at Mobius Motors Showroom



Country Manager for Salim Warazan Kenya Co. Ltd Mr. Agus Susanto with the Chief Operating Officer Mr. Patrick Nyangweso



Seated on the left is Director Alice Mungai, Director Jackie Aiyo, Chairman Julius Opio, Director Susan Kagunda & Director Carol Karangi. Standing on the left is Director Charles Gitau, Kilimall Michael Wu, Director Ronald Meru, Mr Gopa Kumar, Canton Chamber Chairman Xian Weijian, Mr Colm Halley, Director James Wanjohi, Director Jesse Muraya and Yasian Technology Pan Wenyong.



Guests and NGC members during a meeting at the Hilton Hotel Nairobi

PICTORIAL



Chamber President together with KNCCI directors during the launch of his three-year report at KNCCI



KNCCI members during a financial literacy training at the DTB Centre



Kenya National Chamber of Commerce and Industry Mombasa chairman Mustafa Ramadhan (left) and Uganda Consul-General Paul Mukumbya after signing an agreement for co-operation in agriculture and agribusiness



Students from the Mombasa Academy during a career visit to KNCCI

CERTIFICATE OF ORIGIN

Issue Date XXXXXXXXXXXX		XXXXXXXXXX		ORIGINAL	
1. Exporter's Name XXXXXXXXXXXXXXXX		 		KENYA NATIONAL CHAMBER OF COMMERCE & INDUSTRY	
P.O. Box: XXXXXXXXXX				P.O. Box 11000 Nairobi P.O. Box 11000 Nairobi P.O. Box 11000 Nairobi Tel: +254 11 888 888 Email: info@kenyachamber.or.ke www.kenyachamber.or.ke	
Tel: XXXXXXXXXXXXXXX		5. Mode of Shipment (Water, Air, Land)		Approved and designated as an Issuing Authority by the Government of Kenya	
Email: XXXXXXXXXXXXXXX		XXXXXXXXXX			
2. Consignee's Name XXXXXXXXXXXXXXXXXXXX		5. Country of Origin XXXXXXXXXX		6. Country of Destination XXXXXXXXXXXX	
		7. Customs Export's Code No. XXXXXXXXXXXX		8. PIN Code XXXXXXXXXXXX	
		9. Company Registration No. XXXXXXXXXXXX		10. Bill of Lading / Airway Bill No. XXXXXXXXXXXX	
11. Number of Packages XXXXXX	12. Tariff No. XXXXXXXXXX	13. Description of Goods XXXXXXXXXX	14. Gross Weight (Kg) XXXXXXXXXX	15. Invoice No. XXXXXXXXXX	16. Value XXXXXXXXXX

What Is a Certificate of Origin (COO)?

A certificate of origin (COO) is a document declaring in which country a commodity or good was manufactured. The certificate of origin contains information regarding the product, its destination, and the country of export. Required by many treaty agreements for cross-border trade, the COO is an important form because it can help determine whether certain goods are eligible for export, or whether goods are subject to duties.

In Kenya the COO is issued by Kenya National Chamber of Commerce & Industry. The document is obtained online via <https://cmis.kenyachamber.or.ke/cportal/login.iface?KING>



Contact Us

Kenya National Chamber of Commerce & Industry
Heritan House, Ground Floor, Woodlands Road, Off
Argwings Kodhek Road, Opposite Department Of
Defence HQs, Hurlingham - Nairobi, Kenya
P.O. Box 47024-00100

 +254 111 050 600

 info@kenyachamber.or.ke

 www.kenyachamber.or.ke

 Kenya Chamber

 Kenya Chamber

 @Kenya_Chamber