

The Chamber

●●● July - September 2022

NEWSLETTER

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- ◆ **KNCCI holds members' consultative roundtable Breakfast meeting**
- ◆ **2nd Edition of KNCCI exporters roundtable forum**



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-GIZ accelerator and COVID-19 recovery support project kick off meeting

The Kenya National Chamber of Commerce & Industry (KNCCI) in collaboration with the GIZ held a three- hour kick off meeting on the KNCCI-GIZ SME accelerator and COVID-19 recovery support project at Heron Portico Hotel on the 8th July,2022.

The objective of the project is to ensure the survival of MSMEs due to the negative impacts of the COVID-19 pandemic and create preconditions for a robust recovery in business, incomes, jobs and employment

The project will support the 80 MSMEs from Kiambu and Nairobi counties through effective Business Development Services including coaching, mentorship and technical assistance to navigate through the covid -19 pandemic, facilitating linkages among the local MSMEs for sustained demand for goods and services. Facilitating liquidity and cash flow support by enabling MSMEs access to suitable financial products and services through various financial instruments.

The Chamber President Mr. Richard Ngatia kick started the meeting by appreciating GIZ for partnering with KNCCI through the project that will be beneficial to members drawn from the two counties. KNCCI, advocates for the creation of a favorable commercial, trade, and investment environment that supports enterprise expansion. Majority of KNCCI membership is constituted under small, micro-enterprises (SMEs) with 63% being women and youth entrepreneurs.

He concluded by giving KNCCI's commitment to support long-term growth of SMES, through product development, quality improvement, ethical practices, packaging, branding, and market networking of SMEs to compete locally and internationally.



Through the support of the programme, SMEs will be capacitated to thrive in the rapidly changing business environment, and keep evolving to stay clear of all the potential pitfalls that confront them in their progress from small enterprises to large corporations.

Head of GIZ Cluster Sustainable Economic Development Mr. Bernd Lakemeier in his remarks gave a general overview emphasizing on the main objective to support MSMEs recover from the covid -19 pandemic that dominated in 2020-2021. He stated the both Kenya and Germany have a common mission towards the vision 2030 which is the creation of jobs, 80% of jobs created are dominated by SMEs, yet they were most devastated by the pandemic as they did not have large capital reserves to cushion their business against such economic shocks. He stated that the MSMEs are likely to benefit from the program by gaining, skills, experience and knowledge.

The County Executive Officer, KNCCI Nairobi chapter Mr. James Odongo in his remarks appreciated all participants who took part in the kick off meeting and encouraged non- members to subscribe to KNCCI membership so as to benefit from the numerous benefits and opportunities.

The Chamber 2nd Vice President Ms. Fatma Elmaawy in her remarks encouraged the participants to take advantage of the numerous opportunities offered by KNCCI for instance the inbound and outbound trade mission that provide networking opportunities on a wider scope.

GOOD NEWS TO THE CHAMBER MEMBERS

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KNCCI Growing your Business together

She also insisted on the various capacity building programs that will equip them on access to finance and market linkages.

Component Head Programme for Promotion of Self Employment and Entrepreneurship Ms. Irene Omogi encouraged the youth who are the main beneficiaries of the program to get to know how to do business the right way in order to stay afloat and grow business.

The participants were taken through the training overview by Atemis Outsourcing Ltd and coaching overview by Capital Strategies Kenya Ltd.

The forum was concluded by networking amongst the participants.

Majority of KNCCI membership is constituted of small, and micro-enterprises (SMEs) with 63% being women and youth entrepreneurs.

Chamber President, Mr. Richard Ngatia

Entrepreneurship Training



The training was attended by over 100 participants from Joyful Women Organization

KNCCI & DTB Second Edition Training

The Kenya National Chamber of Commerce & Industry (KNCCI) in collaboration with Diamond Trust Bank (DTB) held the second edition of training on entrepreneurship at the DTB Centre Mombasa Road.

The entrepreneurship training was attended by over 100 participants from Joyful Women Organization (JOYWO), JOYWO is a registered Non-Governmental Organization (NGO) to empower Kenyan women economically. Over the past 10 years, it has grown tremendously with members spread across all 47 counties in Kenya. JOYWO'S flagship project has been providing financial resources to women to engage in livelihood projects through a scheme known as Table Banking. To be a successful entrepreneur, you need to be equipped with excellent communication, human relations, technical and problem-solving skills.



GROW YOUR BUSINESS WITH DTB!

Build your entrepreneurship potential and understand the essentials to creating a resilient business, positioned to embrace innovation, growth and success.

Diamond Trust Bank (DTB) in partnership with the Kenya Bankers Association (KBA), invites you to the 2022 Financial Literacy Training Programme, an online series of financial literacy training sessions aimed at empowering micro, small and medium business owners to grow their businesses.

The revamped 8-module program is an accredited program which will be delivered by certified trainers. Upon completion, participants will be awarded with a certificate accredited by CBA and DTB.

The sessions will be held online via Zoom, and will be available at no cost to the participants.

<p>Module 1: Business Fundamentals & Ethics Thursday 8th September, 10:00am - 12:30pm This module provides insights on how to successfully implement business strategies, governance structures, local employee needs, improve productivity and promote better decision making.</p> <p>Module 2: Digital Marketing Thursday 15th September, 10:00am - 12:30pm This module enables participants to understand digital marketing and gain hands on skills in the digital space through social media using other digital marketing tools.</p> <p>Module 3: Sales Management Thursday 22nd September, 10:00am - 12:30pm This module enables participants to create effective sales strategies by identifying customer selling touch points geared towards enhanced profitability and reduction in selling costs.</p> <p>Module 4: Leveraging Data Analytics Thursday 29th September, 10:00am - 12:30pm This module enables participants to understand how to maximize data sets and understand the effective tools available to collect insights and drive sales.</p>	<p>Module 5: Customer Relationship Management Thursday 6th October, 10:00am - 12:30pm This module enables participants to understand customer behaviour and how to create long-term value for their customers, engage customer interactions and learn strategies to customer retention.</p> <p>Module 6: Debt Management Strategies Thursday 13th October, 10:00am - 12:30pm This module enables participants to understand best practices in debt management and will empower a business owner with knowledge to avoid being entangled in a debt cycle.</p> <p>Module 7: Taxation & Financial Reporting Wednesday 19th October, 10:00am - 12:30pm This module provides an understanding of taxation laws relevant to business and information on financial reporting useful to investors & creditors in making sound investment decisions.</p> <p>Module 8: Investor Relations Thursday 27th October, 10:00am - 12:30pm This module helps participants prepare for funding through understanding investor attitudes and creating convincing financial plans to attract.</p>
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Click on the link provided to register

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KNCCI- GIZ SME accelerator project training in Nairobi

The KNCCI-GIZ SME accelerator project for businesses in Nairobi took place at the Heron Portico Hotel. The training was conducted by Artermis Outsourcing Limited led by their representatives Mr. Martin Riungu and Mr. Samuel Kiautha. The training was designed to stimulate discussion and exchange of knowledge and view points, while also providing an overview of lessons, models and practical examples. Peer-to-peer learning is very vital.

There were 40 Small and Medium Enterprises (SMEs) in attendance drawn from various sectors. The training focused on general business management, optimization and technical business.

The morning session was on; Business management: running a profitable business with the objective to help the SMEs adopt good businesses practices, that will enable their businesses succeed and thrive .The session covered the following: sharpening entrepreneurial skill set, business management practices, developing a good business model for your business/management with numbers, understanding your business strengths and weaknesses – Business SWOT analysis and Business leadership soft skills (Team management, Negotiation skills communication for impact .



Business strategic planning and business records with the objective help the SMEs in business planning and record keeping for the success of their businesses .The session will cover the following: Essentials of business planning, demonstrate understanding of the uses of your business plan, how to develop a simple business plan for your business with a focus on its future success, how to prepare basic business records for your business and reparation of the basic financial statement: profit and loss, balance sheet.

Adaptive measures for managing a business in the Post Covid Environment with the aim of Helping the business leaders appreciate the business environment changes in post covid era and scanning for emerging opportunities. The session will covered the following: Identifying how SMEs have been affected by the Covid crisis, Coaching on ways SMEs can adapt to the changes and disruptions of covid 19, Building a resilient technology infrastructure by leveraging on digitization, Containing business costs, Identify and discover new opportunities, Planning and preparing for the next inevitable disruption by designating a crisis response team, designing a crisis response plan aligned to your strategy, Building your business organizational resilience and Lessons learnt from COVID era

The afternoon session was on;

Customer and stakeholder management focusing on Effective mapping and identification of business' customers and stakeholder management with the aim to help identify and map all relevant stakeholders and understand their impact on the business and have a framework to manage the relationships. To enable participants, acquire managerial skills for effective customer/stakeholder management better understanding of stakeholders, develop a positive working relationship based on cooperation and mutual respect, and maximize long-term benefits

Expanding the market/growing customers numbers in order to equip the participants with appropriate skills to grow and expand their sales and business volume and identify and respond to customers & stakeholders needs, expectations & issues that both meet their needs and protects the interests of the business organization

There were 40 Small and Medium Enterprises (SMEs) in attendance drawn from various sectors. The training focused on general business management, optimization and technical business.

| The KNCCI-GIZ SME accelerator Training



KNCCI holds members' consultative roundtable Breakfast meeting

The Kenya a National Chamber of Commerce & Industry (KNCCI) is a membership-based organization with the core mandate to protect and develop the interests of the business community. In order to fulfill its mandate, KNCCI held a members and stakeholders consultative roundtable meeting under the theme: 'Enhancing economic transformation through partnerships and collaborations' at the Hilton Hotel Nairobi. KNCCI Chief Operating Officer Mr. Patrick Nyanweso being the Master of Ceremony at the meeting appreciated all the members for being present and called upon KNCCI- Nairobi Chapter Mr. Julius Opio who in his welcoming remarks appreciated all the business persons for being present and urged all of them to ensure that their membership status was up to date so that they could benefit from the numerous opportunities that KNCCI has to offer to its members.



The Chamber President Mr. Richard Ngatia in his speech appreciated BAT Kenya for being the main sponsors towards the forum. He appealed to all members present to take advantage and network amongst each other to grow their businesses to the next level. He appreciated the Chief Guest, Hon CS Mutahi Kagwe for taking time to grace the business occasion. He acknowledged and appreciated the partnership between KNCCI and the Ministry of Health (MoH) on the production of reusable masks granted to over 300 MSMEs across all the 47 counties to promote local production and business sustainability.

Mr. Ngatia appreciated all members drawn from all the different membership categories and sectors for the continued support and partnership in KNCCI's programmes and activities.

He concluded by giving KNCCI's commitment to advocate and to promote a sustainable business environment for enterprise growth and economic prosperity. KNCCI is also committed to establishing a rapport with all members, to understand their needs, emerging issues and come up with viable solutions to enhance business growth.

The Cabinet Secretary for Health, Hon. Mutahi Kagwe, EGH who was the chief Guest began by appreciating Mr. Richard Ngatia for his immense leadership skills that have taken KNCCI to a notch higher through an upsurge of partnerships; Between 2020 and 2021, KNCCI conducted a programme with the Ministry of Health through KEMSA to support the development and manufacturing of 7.5 million PPEs as an incentive to promote local manufacturers and producers of fabric. He also appreciated the immediate former Chamber President Mr. Kiprono Kittony for setting a winning pace.

Hon. Mutahi noted the women inclusion in KNCCI through the Women In Business committee led by Ms. Nancy Muthoni that has enabled various women in leadership and business gain from the various products for women.

He Congratulated all the members present for their subscription with KNCCI and acknowledged the role of Chambers of Commerce all over the world in fostering international trade and protect open markets for goods and services and the free flow of capital. He encouraged all the members to focus on networking which in most cases brews long term partnerships.

The Ministry of Health is working closely with the business community and for the first time in history the government is purchasing ARVs locally through Universal Corporation limited which is a member of KNCCI. The Ministry has also partnered with foreign investors such as Moderna which will be setting up in Kenya being site of Moderna's first messenger RNA vaccine manufacturing facility in Africa.



He noted the women inclusion in KNCCI through the Women In Business committee led by Ms. Nancy Muthoni that has enabled various women in leadership and business gain from the various products for women.

Hon. Mutahi Kagwe at the Members' Consultative Breakfast



Women In Trade (iSOKO) user acceptance testing in Busia

The Kenya National Chamber of Commerce & Industry (KNCCI) in collaboration with Trade Mark East Africa (TMEA) conducted a two-day training on 1st August and 2nd August for Women In Business (WIB) in Busia county supported by KNCCI -Busia Chapter at the Breez Hotel . The Women in Trade programme is aimed at increasing incomes and improving livelihoods for women traders and women owned enterprises through capacity building, addressing trade barriers and advocacy for policies that will create an enabling environment. To support the Women in Trade (WIT) programme TMEA in partnership with KNCCI through the support of Global Affairs Canada have developed an integrated information platform dubbed “iSOKO” which is a web and mobile based platform implementing the client -server model.

The platform is aimed at facilitating access to updated and real time information for women traders, offer a market place to sell and buy commodities, create linkages as well as networking opportunities with fellow traders. iSOKO can be accessed on google play store, via USSD code *415*30# and via web page www.isoko.kenyachamber.or.ke Busia being a cross border post , the iSOKO platform will play a crucial role in enhancing cross border trade between Kenya and Uganda.



2nd Edition of KNCCI Exporters Roundtable Forum



On the 27th July, 2022, the Kenya National Chamber of Commerce & Industry (KNCCI) conducted its second edition of the Exporters roundtable meeting at Movenpick Hotel.

The forum was attended by KNCCI's members drawn from various sectors and who are majorly involved in exports to various destinations, various embassies and government agencies.

The Chamber 1st Vice President Dr. Erick Rutto commenced the forum by appreciating all the participants for attending the meeting, in his remarks he stated that KNCCI in collaboration with other agencies are committed to assisting the exporters bridge the gap through increase in exports from new and existing markets.

The Chamber President Mr. Richard Ngatia gave a presentation with an overview of KNCCI's history and establishment since 1965. He emphasized on KNCCI's role in trade development through key trade functions such as trade missions and trade facilitation system; which is the online platform that offers the Certificate of Origin for all exporters. He also gave an overview of Kenya's export market noting the tremendous growth in the export of agricultural products including tea, coffee, fruits and vegetables.

Mr. Ngatia urged the participants to leverage on the MoU that was signed between KNCCI and Etihad Credit Insurance (ECI), the UAE Federal export credit company, to boost economic cooperation between the UAE and Kenya by stimulating international trade and investment flows, as well as supporting the business communities in the two countries.

He appreciated the relationship that KNCCI has built with the various embassies through the formation of Joint Business Councils (JBC) that have acted as a market link between Kenya and the various countries.

He concluded by giving KNCCI's commitment to advocate for better trading environment, source for viable export markets and advocate for fair trade and intra Africa development.



He stated that Kenyan tea is popular in Iran and especially orthodox tea. Iran is ready to absorb 100% of all Kenya's production of orthodox tea.

Iranian Ambassador, H.E Jabber Barmaki

PS State Department for Livestock, Kenya. Mr. Harry Kimtai, who was the chief guest during the forum expressed his gratitude to KNCCI leadership for organizing the exporter's forum which is very crucial to the ministry. In his remarks to participants, Mr. Kimtai said that the recently launched Livestock Master Plan will support the implementation of the National Livestock Policy and guide investments into the Livestock sector which is an emerging area of export. He urged the private sector to invest in the sectors which have a huge export potential in order to meet the growing demand from new markets.

There was a panel session by various embassies to sensitize the participants on the various export markets.

Iranian Ambassador, H.E Jabber Barmaki who stated that Kenyan tea is popular in Iran and especially orthodox tea. Iran is ready to absorb 100% of all Kenya's production of orthodox tea.

Ambassador of Belarus to Kenya H.E. Pavel Vziatkin stated that Kenyan flowers are one of the major exports to Belarus.

The representative of Egyptian Embassy in Kenya sensitized the public to be part of the incoming and outgoing trade missions to Egypt in order to strengthen the trade relations between the two countries.

The second panel discussion was on exports regulations which was attended by representatives from MSEA, KEBS, KRA, KEPROBA and KEPHIS.

The third and the final discussion was on understanding the export business which was attended by representatives from RSA Africa, EPZ, UBA Bank led by the Chamber 2nd Vice President Ms. Fatma Elmaawy.

The Kenya National Chamber of Commerce & Industry appreciates all the participants for being part of the forum and looks forward to a mutual relationship between KNCCI and all the agencies present.

It is comprising of Ambassador Sasirit Tangulrat of Thailand, Chargé d'Affaires Fatin Zafirah Haris of Malaysia, Ambassador Mohamad Hery Saripudin of Indonesia and Ambassador Marie Charlotte G. Tang of the Philippines.

Mr. Ngatia gave a presentation highlighting the salient factors that make Kenya a favorable trade destination which include a vibrant private sector and progressive economic reforms. He highlighted the available investment opportunities in key sectors of manufacturing, food security, blue economy, and invited the ASEAN countries to take advantage of the incentives in the Special Economic Zones and Export Processing Zones. Kenya is a member of several regional economic blocs including EAC, COMESA and AfCFTA which grants wider market access to fast moving consumer goods. The country's well established physical and digital infrastructure positions it to serve as a distribution base to service Africa, Europe, the Middle East, and South Asia.



KNCCI hosts the ASEAN Nairobi Committee to enhance trade relations

The Kenya National Chamber of Commerce & Industry (KNCCI) advances its economic diplomacy mandate by maintaining a mutual working relationship with foreign embassies for business exchange and trade promotion. In this regard, the Chamber Leadership led by the Chamber President Mr. Richard Ngatia hosted the Association of Southeast Asian Nations (ASEAN) Nairobi Committee.



Kenya is a member of several regional economic blocs including EAC, COMESA and AfCFTA which grants wider market access to fast moving consumer goods.

| Why Kenya is a favourable trade destination

Trade statistics between Kenya and the ASEAN countries of Thailand, Malaysia, Indonesia and Philippines indicate a trade imbalance in favour of the ASEAN countries. These presents an opportunity for Kenya to increase its exports in agricultural products such as tea, coffee, avocado, fruits and vegetables. Other areas of cooperation with ASEAN countries include business benchmarking in the digital economy, agro-processing, education and TVET training.

The members of the ASEAN Nairobi Committee pledged their commitment to work closely with KNCCI to bridging the trade imbalance. This will be made possible through regular exchange of trade information, business opportunities, market studies, statistics and publications that would avail investment information across all the countries.

It was proposed to establish a Joint Business Council that will actively promote trade relations between Kenya and the ASEAN countries. In addition, the Chamber will work closely with the committee to facilitate business networking platforms by hosting joint trade missions, B2Bs, business exhibitions and trade fairs. The Committee invited KNCCI members to partake in the upcoming Africa-Asia Expo scheduled to take place on the 9th-11th November 2022 at the World Trade Centre in Kuala Lumpur, Malaysia.



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KNCCI partners with UNICEF Kenya



Kenya National Chamber of Commerce & Industry (KNCCI) has entered into a partnership with UNICEF Kenya to promote children's rights and to increase resources and opportunities for children and young people in Kenya. The partnership between the two organizations will promote children's rights, entrepreneurship and innovation; including connecting schools to the Internet and ending violence against children. The partnership will run for two years starting September 2022 to August 2024.

The partnership will promote children's rights, entrepreneurship and innovation; including connecting schools to the Internet and ending violence against children.

KNCCI & UNICEF Two-year partnership



Courtesy visit on private sector engagement workshop



The Chamber President Mr. Richard Ngatia in the company of KNCCI directors and management hosted Dr. Paul Orenge, Chief Party USAID funded Western Kenya Sanitation Project (WSKP) ahead of the USAID-WKSP KNCCI Private Sector Engagement Workshop scheduled to take place on 26th to 27th September, 2022

The workshop is meant to catalyze private sector participation and investment in market-based sanitation and menstrual hygiene management within western Kenya. The event aims to strengthen the policy and regulatory environments and increase capacity of county government to effect lasting change in sanitation and menstrual hygiene management in the USAID Western Kenya Sanitation Project supported counties of Bungoma, Busia, Homa Bay, Kakamega, Kisii, Kisumu, Migori, and Siaya. The forum will provide dialogue among government, the private sector, innovators, entrepreneurs, and donors to lay the foundation for structured engagement to establish and build stronger partnerships towards improved managed sanitation and menstrual hygiene management.

The two-day event is expected to evolve into discussions and agreements that support a financially sustainable, transformative, replicable, and locally owned sanitation and hygiene marketplace in the target counties of western Kenya.

Key discussions will also illuminate the challenges in western Kenya region with providing access to basic sanitation, including adequate menstrual hygiene management for women and girls. In support of government’s Vision 2030 agenda which calls on universal access to sanitation, this ambitious goal would require multi-stakeholder engagement and new strategies that will drive better access to sanitation and hygiene management goods and services.

It will provide dialogue among government, the private sector, innovators, entrepreneurs, and donors towards improved managed sanitation and menstrual hygiene management.

USAID-WKSP & KNCCI Engagement Workshop





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Social Sunday Fashion Brunch

Kenya’s textile and apparel sector has the potential to play a key role in anchoring the country’s deeper movement into middle income status and in serving as a source of gainful employment for its fast growing, young population. KNCCI -Nairobi chapter took part in The fashion event which was organized by award winning stylist and fashion guru Ms. Connie Aluoch on the 3rd July, 2022.



The event was held at The Social House Nairobi with an aim of promoting local SMEs in the creative & fashion industry. The #madeinkenia initiative will enable consumers locally and abroad to immediately identify a product as Kenyan and then associate the product with quality and authentic Kenyan value. The sponsors of the event were KNCCI Nairobi County and Absa Bank Kenya.

KNCCI signs an MoU with India ITME Society to improve the garment industry

The Kenya National Chamber of Commerce & Industry (KNCCI) in collaboration with India International Textile Machinery Exhibition Society (India ITME Society) together with other agencies held a networking forum at Mövenpick Hotel & Residences Nairobi .

This event aimed to convene stakeholders in the Kenyan Textile Industry to interact and network with ITME ahead of the upcoming 11th Edition of India International Textile and Manufacturing Expo (ITME 2022) set for 8th to 13th December 2022.

India ITME 2022 shall be held in India Exposition Mart Ltd and is expected to host more than 1800 exhibitors in 22 Chapters and is expected to have over 1,50,000 visitors over the 6 days period. The Indian textiles industry is set for strong growth, buoyed by strong domestic consumption as well as export demand.



India ITME 2022 will offer unmatched business opportunities to the participating exhibitors and open doors for various business verticals in form of leads, contacts enquiries on a massive platform.

The Chairman for India ITME Society Mr. S.Hari Shankar in his welcoming remarks appreciated the bilateral trade relationship between Kenya and India and emphasized on the great potential to boost investment in textile manufacturing and machinery in the two countries.

The Deputy High Commissioner of India in Kenya Shri Rohit Vadhvana in his remarks stated that the exhibition will provide an opportunity for both Kenyan and Indian Investors in the Textile and Manufacturing Industry to promote trade and investment for mutual benefit. KNCCI President Mr. Richard Ngatia, in his remarks lauded the expo, highlighting Kenya's position as a leading service destination, a regional manufacturing hub and the most industrialized country in East and Central African Region. He encouraged private investors in the Textile Industry in tandem with Kenya's vision to increase the industry investment from \$350m to \$2bn and create 500,000 cotton jobs and 100,000 new apparel jobs. He pledged the support of the Chamber to establish business linkages and connect its members with relevant Indian enterprises in order to increase trade volumes.

The forum was concluded by the signing of a Memorandum of Understanding (MoU) between KNCCI and India ITME Society to cement the relationship between the parties.

The MOU will ensure co-operation in joint business ventures, trade promotion, technology transfer, training, exchange of information and market opportunities. The MOU was signed by the Chamber President Mr. Richard Ngatia and the Chairman, India ITME Society Mr. S.Hari Shankar, and witnessed by KNCCI Director Mr. Omarsadik Dahiye.

The MOU will ensure co-operation in joint business ventures, trade promotion, technology transfer, training, exchange of information and market opportunities.

MoU Between KNCCI and India ITME Society



Bilateral relations between Kenya and India

The newly appointed High Commissioner of India to Kenya Her Excellency Namgya C. Khampa paid a courtesy visit to the Chamber President Mr. Richard Ngatia. The purpose of the visit was to renew and strengthen the already existing rapport between the two organizations. The Chamber President stated that KNCCI seeks to renew and strengthen bilateral partnerships with the Indian private sector membership organizations. Kenyan businesses people are looking up to their Indian Counterparts on among others business partnerships and transfer of technology and support to small, medium enterprises (SMEs) through among others exchange programmes and capacity building.



The major exports to India are mainly agricultural products. They include: Metallic, tea, leather, coffee, non-ferrous base metal waste and scrap metal, wool and animal hair. There is need to diversify Kenya's exports to include non-perishables such as minerals.

The major imports from India include: Petroleum oils and oils obtained from bituminous minerals, Medicaments (including veterinary medicaments), Motorcycles, Paper and paperboard, Sugars, molasses and honey, Food-processing machines, other machinery and equipment specialized for particular industries, and structures and parts of structures.



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.



KNCCI congratulates Eco-Bana Limited

KNCCI congratulates Eco-Bana limited for winning the global finals of the 2022 Hult Prize for their business innovation. They beat five other finalists and were awarded \$1 million to boost their business.

Eco-Bana is a Kenyan youth led social enterprise run by 5 students. It's focus is on youth entrepreneurs based in several Counties in Kenya to produce biodegradable, eco-friendly and hygienic sanitary towels made from banana fibers with the knowledge of Design Thinking and a concept of Green and Circular Economy.



They beat five other finalists and were awarded \$1 million to boost their business.

█ Eco-Bana produces sanitary pads from banana fibers



KNCCI holds an induction breakfast for the newly appointed commercial attaches

Commercial attachés play various roles to the country such as; searching for Kenyan market abroad, inform business abroad of Kenyan goods, negotiate to expand Kenyan market abroad and liaise with the ministry to educate Kenyan manufacturers and producers. On the 22nd September, 2022 the Kenya National Chamber of Commerce & Industry (KNCCI) in collaboration with the Ministry of Industrialization, Trade and Enterprise Development held an induction breakfast meeting.

It was held at the Norfolk Hotel in Nairobi for the newly appointed commercial attachés being deployed to; Ethiopia, Uganda, Egypt, South Korea, Pakistan, Indonesia and Brazil. KNCCI Director Mr. Kariuki Theuri in his remarks stated that the deployment of the commercial attaches will increase exports and open new markets. The Chamber 1st Vice President Dr. Erick Rutto urged the commercial attaches to remain committed to service delivery to the country for both the public and private sectors.

The Chamber President Mr. Richard Ngatia stated that commercial attachés are the engines to the success of international trade and development for any country. He took them through KNCCI’s mandate and role in enhancing both local and international trade.

The Principal Secretary of the Ministry of Industrialization, Trade and Enterprise Development Amb. Johnson Weru who was the Chief Guest during the induction meeting emphasized that the role of the attachés was to build and grow Kenya’s economy, that is largely driven by the Private Sector.

Amb. Weru appreciated the KNCCI leadership for the great support extended to the Ministry of Trade in an effort to boost the economy through business both locally and globally.

The Chamber 2nd Vice President Ms. Fatma Elmaawy concluded the session by giving assurance that KNCCI will strive to ensure that the commercial attachés are well supported.





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KNCCI to empower vulnerable youth through the Rise Project



The "Rise Project" by the Tree of Life under the Italian Agency for Development Cooperation has been launched today. The 3-year programme focuses on strengthening inclusion, health and education for children and youth, in particular those who are vulnerable and in conflict with the law.

Speaking during the launch, Chamber President Mr. Richard Ngatia appreciated the initiative as an impetus for youth economic empowerment and pledged the support of the Chamber to integrate the project beneficiaries into the business community. As the private sector partner for "Rise project", the Chamber will support the youth beneficiaries through capacity building, internships and on-job training to improve their capacities for employment and self employment. Other partners include AMREF Health Africa, National Council on Administration of Justice, National Industrial Training Authority, Directorate of Children Services, Tangaza University and Yusudi Yajali.

He appreciated the initiative as an impetus for youth economic empowerment and pledged the support of the Chamber to integrate the project beneficiaries into the business community.

Chamber President, Mr. Richard Ngatia

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iSOKO is a web and mobile based platform implementing the client-server model

KNCCI
TRADE MARK
Global Affairs Canada

APP FEATURES

- Market Access
- Regulations
- Networking
- Value Services

+254 111 050 600 | info@kenyachamber.or.ke | www.isoko.kenyachamber.or.ke
Kenya Chamber | Kenya Chamber | @Kenya_Chamber



Recolte Limited partners with SIB to offer Trade Finance Solutions to SMEs

RecoSIB is an entity created to provide innovative collateral free short-term financing to small businesses to enable them manage their working capital needs particularly access to trade finance solutions for businesses.

The credit solutions include;

- Local Purchase Order (LPO) financing
- Contract Financing
- Reverse Factoring
- Invoice Discounting

To support the Women in Trade (WIT) programme TMEA in partnership with KNCCI through the support of Global Affairs Canada have developed an integrated information platform dubbed “iSOKO” which is a web and mobile based platform implementing the client -server model. The platform is aimed at facilitating access to updated and real time information for women traders, offer a market place to sell and buy commodities, create linkages as well as networking opportunities with fellow traders

iSOKO can be accessed on google play store or, via USSD code *415*30# and via web page www.isoko.kenyachamber.or.ke



AFRICA EXPO 2022
Kuala Lumpur, Malaysia

AFRICA EXPO 2022

9-11 NOV 2022
WORLD TRADE CENTRE
KUALA LUMPUR

Organized by MYEVENTS INTERNATIONAL
In Collaboration with BERKAWAN PERDAGANGAN ASIA AFRIKA
Title Partner OUM
Supported by KENYA CHAMBER OF COMMERCE AND INDUSTRY



BARODA ASSET FINANCE



RecoSIB seeks to cater for suppliers and contractors whose business growth has been hampered by stringent measures instituted by conventional short-term financiers.

In a statement, David Muia, RecoSIB CEO said, “I am excited that we are finally able to create trade finance solutions that are more inclusive. For far too long, suppliers and contractors have been limited by the stringent measures instituted by conventional short-term financiers.” He added, “Now, SME’s who are usually experts, have the confidence to chase for business without worrying about the working capital requirement they need to Keep Growing.”

Speaking at the launch, Nahashon Mungai, Executive Director for Global Markets at SIB said, “We have always prided ourselves on creating innovative and differentiated financial solutions for individuals and businesses. We are happy that through RecoSIB, we shall be able to actively participate in offering viable financing solutions to businesses.”

**90% FINANCING | UP TO 60 MONTHS
UP TO 90 DAYS MORATORIUM PERIOD**



Nil Processing Fees



Nil Commitment Charges



Attractive rate of interest

www.bankofbarodakenya.co.ke



Bank of Baroda (Kenya) Ltd.

RecoSIB seeks to cater for suppliers and contractors whose business growth has been hampered by stringent measures instituted by conventional short-term financiers.

Recolte Limited and SIB Partnership

PICTORIAL



Chamber 2nd Vice President Ms. Fatma Elmaawy addressing participants during the KNCCI-GIZ accelerator and COVID-19 recovery support project kick off meeting



UBA Kenya Managing director & CEO Chike Isiuwe receiving the Membership Certificate from the Cabinet Minister of Health Honorable Mutahi Kagwe during the KNCCI Members Breakfast held at the Hilton Hotel in Nairobi



The Chamber President Richard Ngatia with Livestock PS Harry Kimtai during a round table meeting with Kenya Exporters at Movenpick Hotel in Nairobi on July 27,2022



KNCCI leadership , guests and members during a round table meeting with Kenya Exporters at Movenpick Hotel in Nairobi on July 27,2022



Award winning stylist and fashion guru Ms. Connie Aluoch with the KNCCI- Nairobi Chairman Mr. Julius Opio during the Social Sunday Fashion Brunch at the The Social House Nairobi on the 3rd July,2022



Kenya National Chambers of Commerce and Industry Mombasa Chapter chairperson Mustafa Ramadhan and Mombasa governor-elect Abdulswamad Nassir during a dinner with Mombasa business community

PICTORIAL



Dr. Paul Orengo, Chief Party USAID funded Western Kenya Sanitation Project (WSKP) during a courtesy visit to the Chamber President Mr. Richard Ngatia



Chamber President with the Eco-Bana limited team during the Western Kenya Sanitation Project (WKSP) workshop at the Ciala Resort in Kisumu




James Wangunyu, Founder and Chairman SIB / RecoSIB, Betty Karimi MD Recolte Ltd and Vice Chair RecoSIB, David Muia CEO RecoSIB and Geoffrey Odundo CEO Nairobi Securities Exchange during the Launch of RecoSIB at Serena Hotel



Bramex Logistics Adan Omar, Kenya Chamber of Commerce and Industry Mombasa Chapter CEO James Kitava, and Lucy White, Overseas Development Institute's (ODI) Senior Communications Officer International Economic Development listening to presentations during the Kenya Investment Forum event held at the London Marriot Hotel, UK on 13th September, 2022.

CALENDAR OF EVENTS



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MONTH	DATE	EVENT	COUNTY/COUNTRY	VENUE	NATURE OF EVENT
SEPTEMBER					
	7th September	Joyful women entrepreneurs training (Mama Doing Good)	Kenya	Nairobi	Financial training and book keeping training for women entrepreneurs.
	9 th September	Kericho SMEs Workshop	Kericho	Kericho	SME workshop
	7-8 September	Invest in Africa with Digital Assets	Kenya	Radisson Blu, Arboretum	Support Africa's digital economy through sustainable and inclusive financing.
	12th - 16th September	United Kingdom inbound Trade Mission	United Kingdom	Britain	Showcase products and expand their market access for exportable products to United Kingdom and other international markets *CLOSED*
	13th - 18th September	"Eastern Cape Export Symposium and Exhibition	South Africa	Cape Town	Infrastructure, Commercial, Logistics, Agriculture and Services *CLOSED*

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		"International trade – a lever for economic recovery" EAST LONDON, EASTERN CAPE SOUTH AFRICA"			
	14 th September	State of the economy (policy Dialogue with Government)	Kenya	Nairobi	Private and public sector engagement on economic revival
	14th -17th September	Expo Tech Research and Development Innovation, Industry and Technology Fair	Turkey	Istanbul	Exhibition *CLOSED*
	15th September	Members Webinar- Alternative Dispute Resolution mechanisms-NCIA	Kenya	Virtual	The webinar will be conducted live through NCIA's Zoom platform. Experienced speakers for the webinar will include legal experts in Alternative Dispute Resolution.
	19th - 25th September	Western Province, Tourism and Investment Expo	Zambia	Lusaka	Expand and promote Intra Africa trade
	20th September	Construction Breakfast	Kenya	Nairobi	Networking and business forum
	22 nd September	Meru Agribusiness Exhibition	Meru	Meru	Exhibition and conference

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	26 th September to 2 nd October	Agricultural Society of Kenya - ASK show	Nairobi	Jamhuri Show Ground	Exhibition and Conference.
	TBC	High Tea for Women in Trade	Kenya	Nairobi	Creating awareness about the platform and develop commercial ties.
OCTOBER					
	3rd-7th October	Customer Service Week	Nairobi	Nairobi	Appreciation for our members and partners.
	Scheduled throughout October	SME Taxation week in partnership with KRA	All counties	All counties	MSME/SME workshops
	Oct	Germany	Germany	Gersthofen, Bavaria	
	6th October	BPI Inno Generation	France	Paris	
	5th -7th October	PROPaper PrintPack Africa	Kenya	Sarit Centre	Printing, packaging, e-commerce, FMCG Companies, logistics firms, advertisers and marketers
	10th -14th Oct	GITEX Global	Dubai	Dubai World Trade Centre	IT, Start Up, AI, Blockchain, printing solutions, Telecom and Mobility
	13 th and 14 th October	Trade Investment and Promotion	Nairobi	Crown Plaza	SMEs Conference
	TBA	XETOVA Networking forum	Kenya	Nairobi	Gain strategic knowledge and connect women in supply chain for increased business opportunities

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	13th October 3.30 -5.00 pm	KNCCI-Barbados Virtual Business Forum	Kenya	Virtual	Networking and matchmaking in the sectors of Banking & Fintech, Telecommunications/ICT
	17th-22nd October	Africa Fashion Reception	Ethiopia	Addis Ababa	Creating awareness on Ethiopian and African fashion and gain strategic knowledge about African investment and business opportunities.
	18 th October	Capital Market	Kenya	Nairobi	How to gain investor confidence in the capital market
	TBA	Kenya-DRC outbound mission to the Capital City Kinshasa	DRC	Kinsasha	Regional Conference and B2B
	TBC	Jordan / Qatar Trade Mission	Qatar/JORDAN	Doha	Agriculture and Labor
	24th - 27th October	Oman Maritime Confrence 2022	Oman	Muscat	Agriculture, Fisheries, Water
NOVEMBER					
	TBA	Absa Regional Tour	Kenya	Western Region	Expose the participants to leaders and experts to exchange knowledge and ideas

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	3 rd November	Housing, Construction and Mining Sector Forum	Kenya	Nairobi	Engagement with stakeholders on how to overcome the housing deficit.
	4 th -7 th November	Perfora Africa	Ethiopia	Skylight Hotel, Addis Ababa	Africa's premier event for the beauty and fitness industry.
	8th-10th November	Ecomondo and Key Energy Trade Fair and Exhibitions	Italy	Rimini	Energy
	9 th -11 th November	Africa Expo 2022	Malaysia	World Trade Centre Kuala Lumpur	Exhibition
	14th - 18th November	XXXVIII Edition of the Havana International Fair (FIHAV 2022)	Cuba		All Sectors
	18 th November	Members Cocktail	Nairobi	Nairobi	Business Networking Forum
	18 th November	Kericho Business Forum	Kericho	Kericho	Business Forum
	21st -24th November	Gulf International Flower and Garden Exhibition (ward 2022)	UAE	Abu Dhabi	Flowers

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DECEMBER					
	1st - 3rd December	Woodtech Africa	Nairobi- Kenya	KICC	Wood working machinery, Furniture hardware & fittings, Power tools,
	2 nd December	Christmas Bargain Box	Nairobi	Nairobi	Different merchandise for awareness displayed by different entrepreneurs
	9 th December	Dinner and Gala Night	Nairobi	Nairobi	Networking forum and winding down for the festival season.



Contact Us

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