

The Chamber

July - September 2023

NEWSLETTER

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**DEVOLUTION
CONFERENCE
2023**

**KNCCI Uasin Gishu
Chamber President
Networking Dinner**

**Kenya-Turkiye Trade
Delegation and B2B
Meetings**

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 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.

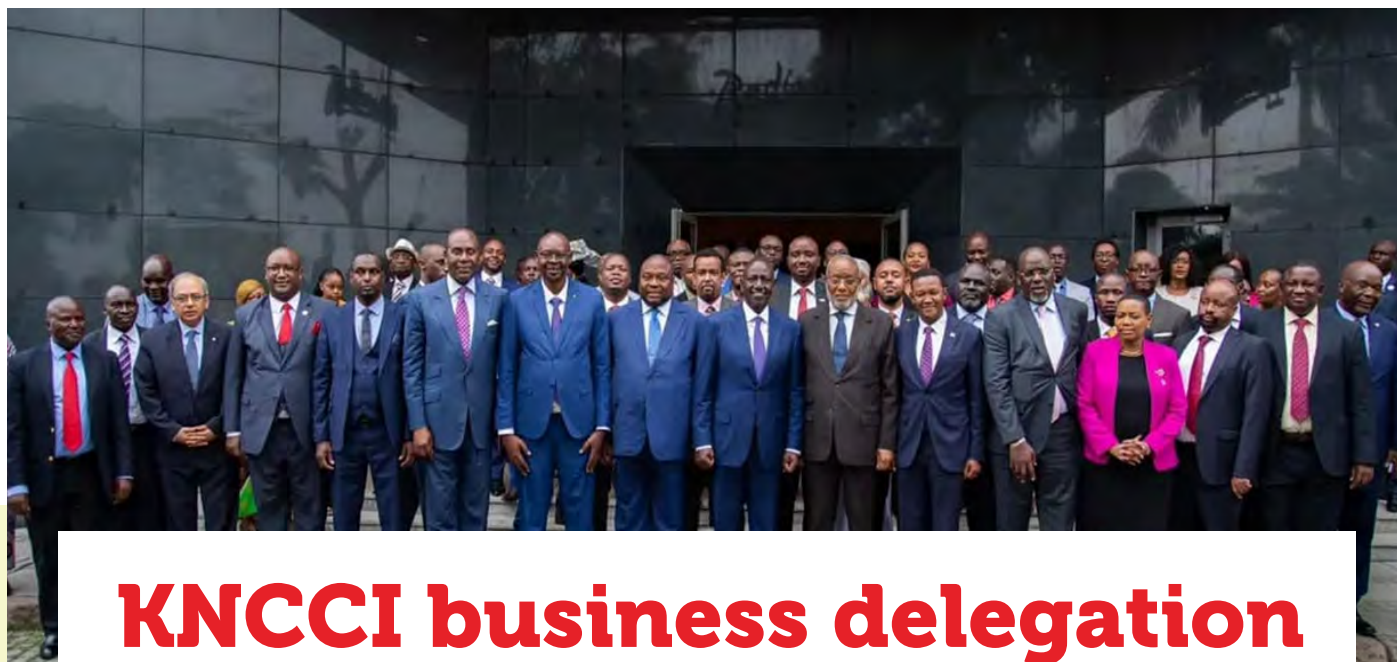
Mission

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

Rallying call

Growing your business together.





KNCCI business delegation accompanies the president to Congo Brazzaville

In order to boost bilateral engagements between Kenya and Congo Brazzaville, The President of the Republic of Kenya His Excellency DR. William Samoei Ruto, C.G.H invited a business delegation drawn from KNCCI members to accompany him and other government officials to Congo Brazzaville for bilateral talks for economic boost between the two countries.

On the 8th July,2023 the Kenyan President together with Kenyan government officials and Congo Brazzaville officials joined the KNCCI business delegates during a business -to -business forum with the members drawn from The Chamber of Commerce of Congo Brazzaville and Pointe Noire. The Kenyan President noted that the business community plays a crucial role in the implementation of trade deals and Memorandum of Understanding

MoUs between government to government. He encouraged the Kenyan business delegation to network and establish market linkages with their counterparts in Congo Brazzaville.



Kenya – Congo Brazzaville post trade mission consultative breakfast meeting

Following the two- day business trade mission that took place from the 7th to the 9th July in Congo Brazzaville .The Kenya National Chamber of Commerce & Industry (KNCCI) in collaboration with the KCB Foundation and KCB Bank Kenya held a consultative meeting at the KCB Karen Leadership Centre

with KNCCI members who took part in the trade mission and those interested in the Congo Brazzaville business market. The main economic sectors in Congo Brazzaville include Oil and Gas, Agriculture, Forestry, Mining, Construction and manufacturing. The Country is rich in minerals. It has fertile arable land and favorable climate. There are various trade opportunities in the following sectors:

Agribusiness

Congo Brazzaville has fertile land and favorable climatic conditions, offering opportunities for agricultural investment.

Commodities trading

Commodities trading, particularly the importation of sugar, cooking oils, rice, wheat flour, and maize, between Kenya and Congo Brazzaville could present viable business opportunities. Both countries have unique advantages and resources that can complement each other in the trading process.

Logistics

For exporting goods from Kenya to Congo Brazzaville, companies can utilize various transportation options, such as sea freight



from Mombasa port to Pointe-Noire port or Dar es Salaam port (Tanzania) to Pointe-Noire port, or even airfreight for perishable items.

Retail/wholesale outlets – supermarkets

Venturing into Congo Brazzaville to promote Kenyan products through retail and wholesale outlets, especially supermarkets, can be a promising business opportunity. Having our local supermarkets expand into the market to promote our local brands.

Meat and meat products

There is high demand of the demand for meat products in the Congolese market, Boosting exports of the meat and meat products is a lucrative business opportunity.

Hospitals and Medical equipment supplies, cosmetic surgery centers

Medical equipment and drugs are prices in Kenya are comparatively lower compared to Congo Brazzaville therefore creating an export opportunity.

The trade mission between Kenya and Congo Brazzaville served as a crucial platform for fostering economic cooperation, identifying business opportunities, and strengthening trade relations. This

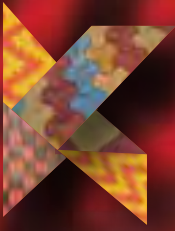
marks the beginning of potential collaborations and partnerships between businesses from both countries, with the aim of creating mutually beneficial outcomes and boosting economic growth for both countries.

Mr Gao added that “This year the expo shall be remain a combination of both virtual and physical (Online +Offline) Hybrid Expo model. The foreign exhibitors will have local representatives at their respective stands. Trade visitors at Sarit Expo Centre will have a chance to see and interact with the products physically and have real time (live) discussions with the foreign exhibitors via virtual links for business deals and negotiations.”

There is high demand for meat products in the Congolese market, Boosting exports of the meat and meat products is a lucrative business opportunity

Opportunities in Congo-Brazzaville Market





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Center for International Private Enterprise (CIPE) Kenya 2023 center of Excellence Kick Off Workshop



The Center for International Private Enterprise (CIPE) launched the Kenya 2023 Center of Excellence Program with a kick-off workshop attended by Dr. Erick Rutto. This program has been instrumental in supporting the Chamber in various regions of Kenya since 2016, including Kirinyaga, Mombasa, Nairobi, Uasin Gishu, West Pokot, Vihiga, Embu, and Turkana. The support provided by CIPE includes training, technical assistance, and small grants to help strengthen the Chamber and promote private sector development.

The program has yielded several positive outcomes:

- The program has led to increased engagement and collaboration with County Governments, fostering better relationships and participation in local governance processes.
- There has been a significant increase in proposal development, indicating improved capacity and capability among Chamber members.
- County Governments now regularly consult with the Chamber, recognizing it as a valuable partner in local development.

- The Chamber has actively participated in the development of key legislation such as the Trade and Development Bill and county budget processes, as well as the formulation of County Fiscal Strategy Papers.
- Several chapters have seen a remarkable increase in membership. For instance, Turkana's membership grew from 82 to 300, while Uasin Gishu's membership increased from 600 to 3,700 within three years.
- The chapters have made significant progress in enhancing their governance and management structures.
- The chapters have demonstrated innovation in protecting businesses from the effects of COVID-19, with some of the most innovative

ideas receiving financial rewards.

- Over 300 businesses have received anti-corruption training through the CIPE project, with Mombasa yet to receive this training.
- The program has facilitated 8 Public Private Dialogues with County Governments, fostering cooperation and collaboration.

Dr. Erick Rutto expressed his gratitude to CIPE for their support and encouraged them to continue empowering the Chamber. He also emphasized the importance of private sector partnerships, particularly in addressing food security challenges. Dr. Rutto highlighted the need for the private sector to

bridge the 40% gap in the food industry and noted the Chamber's current government support of 30%, underscoring the need for the remaining 70% to come from private sector partnerships.

In his closing remarks, Dr. Rutto pledged his continued support for CIPE and expressed hope for the expansion of the project to other counties in the future. This reflects his commitment to strengthening the Chamber and promoting private sector development in Kenya.



Collaboration between KNCCI and GIZ

The Kenya National Chamber of Commerce & Industry (KNCCI) signed a partnership with GIZ Sustainable Economic Development Cluster in 2021 that saw KNCCI implement two major programs ; KNCCI SME accelerator and Covid-19 recovery support program

that supported MSMEs to leverage on a market system development and provide linkages to survive the negative impacts of the Covid-19 pandemic which was implemented in 2022 and KNCCI Women Entrepreneurship for Africa (WE4A) project that aimed to increase market access to at least 63 Women entrepreneurs, alumni of the Tony Elumelu Foundation (TEF) through business networking, investor and B2B match-making. The women entrepreneurs were drawn from Nairobi, Kiambu, Nakuru, Kajjado, Garissa, Machakos, Uasin Gishu, Siaya, Kisumu, Nyeri, Busia Kisii, Nyamira, Mombasa and Busia.

To enhance the existing relationship between the two organizations, The Chamber President Dr. Erick Rutto accompanied by the KNCCI Management team and a corporate member Ms. Grace Mbugua Founder Jeillo Collections paid a courtesy visit to Mr. Bernd Lakemeier – Head of Cluster, Sustainable

Economic Development and Youth Employment at GIZ and Ms Irene Omogi – Component Head, Programme for Promotion of Self Employment and Entrepreneurship to deliberate on various areas of collaboration.

The meeting culminated to six major areas of partnership and collaboration. These areas included:

- TVET , give young people employment prospects through provision of practice-oriented training and job matching services.
- Women Economic Empowerment
- Trade facilitation
- Digitalization
- Market linkages between Kenyan and Germany companies
- Access to finance



Official launch of the WorldSkills Kenya Competition

The WorldSkills Kenya Competition was officially launched by WorldSkills Kenya, in collaboration with the Technical and Vocational Education and Training Authority (TVETA), the Ministry of Education, the Kenya National Chamber of Commerce and Industry, and other esteemed partners on the 22nd of August, 2023.

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The competition was held at various locations, including the Kenya School of TVET, Dedan Kimathi University of Technology, Boma International Hospitality College, and Technical University of Kenya from the 28th of August to the 1st of September.

The WorldSkills Kenya Competition provided a great opportunity to showcase technical skills and promote vocational education. The collaboration among various organizations indicated a strong commitment to skill development in Kenya.

In his remarks, KNCCI National Director Mr. Kennedy Onditi acknowledged the importance of skills development, which would bring about economic growth and personal development among the youth in the country.

KNCCI CEO Mr. Patrick Nyangweso, in his remarks, noted that the world skills competition had inspired the youth to embrace innovation and had also addressed the issue of unemployment, which was a major concern in the country.

Additionally, the private sector's participation had the potential to lead to internship opportunities, job placements, and even the development of specialized training programs, further enhancing the value of vocational education.

The government, particularly the Ministry of Education, played a crucial role in promoting WorldSkills and vocational education. They provided policy support, funding, and infrastructure to facilitate skill development programs. The Ministry's involvement helped integrate vocational training into the national education system, making it more accessible and recognized. They also collaborated with industry partners to align training with market needs and ensure graduates were job-ready.

Development partners played an important role in WorldSkills competitions by providing financial support, technical expertise, and resources to enhance the overall event.

The event brought together 16 skill set areas carefully chosen based on private sector needs. The participants competed in a four-day showdown based on international set standards and were awarded medals for excellence. The winners represented Kenya during the World Skill International Competition held in Lyon, France in September 2024.

*In a good book ,
the best is between
the lines.*



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The Kenya National Chamber of Commerce & Industry (KNCCI) signed a Memorandum of Understanding with the Global Alliance of SMEs (GASME). Leading the ceremony were the Chamber President Dr. Erick Rutto and the GASME Representative Mr. Brian Yu.

Promoting trade and investment facilitation for SMEs globally

The Memorandum of Understanding seeks to foster collaboration and promote the interests of Small and Medium-sized enterprises (SMEs) both in Kenya and on the global stage through;

- Facilitating access to domestic and international markets for SMEs, enabling them to expand their reach and explore new business opportunities. Through attracting business investment from various Asian Countries
- Creating a platform for knowledge sharing and best practices in supporting SMEs' growth and development.
- Training programs to improve the capacity and competitiveness of SMEs, empowering them to

thrive in a dynamic business environment.

- Facilitating the adoption of digital solutions and cutting-edge technologies to boost competitiveness.
- The establishment of networking platforms and mentorship programs to connect SMEs with experienced entrepreneurs and industry experts, fostering knowledge exchange and skill development.

This mutual commitment will support vital economic players and is expected to yield positive outcomes, drive innovation, and economic growth in the region.

Facilitating access to domestic and international markets for SMEs, enabling them to expand their reach

Aim of the MOU with the Global Alliance of SMEs



KNCCI New Members orientation session

The Kenya National Chamber of Commerce & Industry (KNCCI) had an interactive session with the newly subscribed members to give an overview of their expectations from KNCCI with the ultimate goal of business growth, improving on service delivery and target achievements.

KNCCI members can leverage on the various Memorandums of Understanding (MOUs) with other partners to promote trade and attract investment. The members can also benefit from various ongoing programs that align with their businesses.

The members can grow their businesses through the incoming trade missions inform of B2B forums which offer an invaluable platform to explore new markets and overall bilateral relations with other countries.

Outgrowing trade missions will also enable the members to explore new international markets, establish international partnerships and enhance their competitiveness in the global arena.

The orientation session also provided a member- to-member networking opportunity where the members were able to share knowledge and experiences, establish a rapport, gain new perspectives, foster a culture of mutual support and promote word of mouth marketing

We look forward to having more interactive sessions to improve on our service delivery to members.

For any inquiries or clarifications kindly write to membership@kenyachamber.or.ke

Membership Benefits

Why join?

NETWORKING OPPORTUNITIES

KNCCI offers a platform for networking with other business professionals, industry leaders, and potential clients. Networking can lead to new business partnerships, collaborations, and opportunities for growth.

DISCOUNTS AND DEALS

Some chambers have partnerships with other businesses that offer exclusive discounts, deals, and offers to chamber members. This can lead to cost savings on various business-related services and products. Subsidized rates on the Certificate of Origin

BUSINESS ADVOCACY

The chamber advocates for policies and regulations that support economic growth and a conducive business environment. Members can benefit from the chamber's advocacy efforts aimed at creating a more favorable business climate.

BUSINESS SERVICES

The chamber may offer members access to services such as business consultations, mentorship, and guidance on navigating regulatory hurdles. These services can be particularly helpful for startups and small businesses.

ACCESS TO INFORMATION

Members receive access to valuable industry information, market insights, research reports, and updates on government policies and regulations that could impact their businesses. This information can help members make informed decisions and stay ahead of industry trends.



VISIBILITY AND BRANDING

Membership in the chamber can enhance a business's credibility and visibility. Members often receive exposure through chamber events, publications, and online platforms, helping to boost their brand recognition and reputation

TRAINING AND WORKSHOPS

KNCCI often organizes seminars, workshops, and training sessions on various business-related topics such as marketing, finance, technology, and legal issues. These educational opportunities can enhance members' skills and knowledge, ultimately improving their business operations.

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Synergy between KNCCI and EACCIA

The Kenya National Chamber of Commerce & Industry (KNCCI) and the East African Chamber of Commerce, Industry and Agriculture (EACCIA) are working in synergy for the interests of the business community in the East Africa region .

The Chief Executive Officer and Regional Coordinator of East African Chamber of Commerce, Industry & Agriculture (EACCIA) Mr. Charles Kahuthu paid a courtesy visit to the Chamber President Dr. Erick Rutto to build on the existing relationship between the two organizations

through mutual coordination to strengthen regional economic ties, facilitate cross-border trade, and advocate for harmonized policies that benefit businesses across the Eastern Africa region.



KNCCI Uasin Gishu Chamber President Networking Dinner

The Kenya National Chamber of Commerce and Industry (KNCCI) Uasin Gishu Chapter hosted a high-profile networking dinner on 27th July with the aim of exploring potential investment opportunities and enhancing market linkages. The event was graced by the Chamber President, Dr. Erick Rutto, who served as the Chief Guest, and the Governor of Uasin Gishu County, who was the Guest of Honour.

Other notable attendees included the Governor of Turkana County, the Deputy Governor of Elgeyo Marakwet, the Principal Secretary of the State Department of Devolution, and the Chamber Vice President.

The forum provided an insightful platform for attendees to discuss the county's investment prospects and what the Chamber has planned for the business community. Dr. Erick Rutto spoke extensively on the business-friendly environment in Uasin Gishu and highlighted the untapped investment opportunities that need more visibility. The local government's commitment to ensuring an enabling environment for businesses was also a key theme.

The discussions underscored the importance of market linkages and trade promotion, as well as how these elements could act as catalysts for economic growth. The gathering also deliberated on how to streamline trade facilitation to provide a more conducive business environment. This will potentially enhance the local economic landscape, making Uasin Gishu more appealing to potential investors and business enthusiasts.

The Governor of Uasin Gishu County expressed the local government's readiness to partner with investors and the business community, promising continued support from his office. The event offered a

unique platform for government officials, industry leaders, and investors to foster new relationships, explore collaborations and establish a roadmap for future initiatives.

The meeting was a clear indication of the vibrant energy and immense potential in Uasin Gishu, with the KNCCI playing a pivotal role in driving business growth and development. It is clear that through such events, the Chamber can foster an ecosystem that not only attracts investment but also facilitates sustainable business growth.

There is high demand for meat products in the Congolese market, Boosting exports of the meat and meat products is a lucrative business opportunity

Opportunities in Congo-Brazzaville Market

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KNCCI meets the Senate to deliberate on a conducive business environment

The Chamber President Dr. Erick Rutto accompanied by the Chamber Vice President Mr. Mustafa Ramadhan, KNCCI Kakamega Chairperson Mr. Wycliffe Kibisu, KNCCI Laikipia Vice Chairperson Ms. Lucy Muchoki and KNCCI Management paid a courtesy visit to the Senate Standing Committee on Trade, Industrialization and Tourism to deliberate on critical issues affecting the business environment in Kenya especially at the county level.

The meeting was chaired by Kajiado County Senator Hon. Seki Lenku Ole Kanar. A major issue raised was the single business permit. KNCCI advocated for the streamlining of this process to enhance the ease of doing business that would benefit SMEs by reducing the red tape and operational cost.

Policies and legislations affecting the business environment were extensively discussed, highlighting the need for the senate to consider unique challenges faced by these businesses when drafting legislation. A central topic was the current taxation system. The complexity and cumulative burden of multiple taxes and levies were identified as significant barriers. The KNCCI advocated for a simplified taxation system and a more accessible payment processes.

The conversation also focused on improving the competitiveness of Kenyan businesses in the export markets. KNCCI stressed the importance of developing policies and strategies that would enhance value addition, which could make Kenyan goods more competitive internationally.

KNCCI noted the fact that the Kenyan export has been steadily on the decline due to simple home grown challenges that could easily be addressed like high pricing of export certification, duplication

of certificates and agencies.

KNCCI also raised the issue affordable credit to SME, pending bills, removal of inter-county trade barriers and unfair competition for SMEs when it comes to dumping, unfair pricing.

On the matter of Devolution Conference, the KNCCI suggested the need to rename the Devolution Conference to "Devolution and trade Conference to incorporate more on Private sector participation.

The meeting underscored the importance of collaboration between KNCCI and the senate Committee in fostering a conducive business environment promoting industrialization, and enhancing SMEs growth. The two parties agreed that KNCCI is an important organization and would be essential in giving their technical expertise once incorporated in the Senate Committee to advise on policies and legislations affecting the business community. It was agreed that KNCCI technical team would be invited to give their input in the following bills:

- Price control essential commodity bill
- Street Vendors Protection bill
- Startup bill
- County licensing uniform procedure bill.



56th ASEAN Day celebrations

ASEAN Day is the annual commemoration of the founding of the Association of Southeast Asian Nations (ASEAN) that is celebrated on 8 August. ASEAN is a regional intergovernmental organization that fosters cooperation and integration among its ten member states in Southeast Asia.

The Chamber President Dr. Erick Rutto represented the private sector as the Chief Guest during this year's celebrations. In his keynote address, He encouraged a South-to-South partnerships that will enhance collaborations in trade and investment, agriculture, ICT, manufacturing, value addition affordable healthcare, tourism, and mineral resources.

He urged the ASEAN bloc to explore opportunities and called for increased efforts to expand and strengthen trade and investment relations with Kenya as she offers a huge market for ASEAN and a gateway to the East African Community, which has a population of close to 300 million, with the entry of DRC.

In attendance were over 80 guests: comprising

officials and personnel of diplomatic missions of Philippines, Indonesia, Malaysia, and Thailand; members of diaspora of ASEAN countries in Nairobi; officials from the Kenyan Ministry of Foreign Affairs.

He encouraged a South-to-South partnerships that will enhance collaborations in trade and investment, agriculture, ICT, manufacturing, value addition affordable healthcare, tourism, and mineral resources.

█ Chamber President, Dr.Erick Rutto

Promoting bilateral trade between Kenya and Argentina



The Chamber Vice President Mr. Mustafa Ramadhan hosted the Ambassador of Argentina to Kenya H.E Gabriella Martinic, with the main aim of fostering bilateral trade ties between Kenya and Argentina. Both leaders engaged in productive discussions regarding the future of Kenyan-Argentinian trade relations and explored potential areas of collaboration.

During the meeting, the two leaders also discussed the possibility of organizing joint business forums and trade delegations in the near future, aimed at facilitating direct interaction between Kenyan and Argentinian businesses. These forums would serve as a platform for businesses from both countries to display their products, discuss potential partnerships, and further the economic ties between our nations.

Her Excellency Gabriella Martinic expressed her commitment to enhancing the business relationship between Argentina and Kenya and highlighted the diverse areas in which Argentinian busi-

nesses could benefit from Kenyan expertise, and vice versa.

The KNCCI recognizes the immense potential that exists in a strengthened partnership with Argentina. We are committed to working closely with the Argentinian Embassy and other relevant stakeholders to harness this potential and pave the way for a prosperous future for both nations. We will keep our members and stakeholders updated on any developments and upcoming events stemming from this meeting. Together, we look forward to a vibrant and fruitful relationship with our Argentinian counterparts.

Kenya-China Partnership Promises 20,000 Textile Jobs in Kilifi and Machakos



In a significant move toward bolstering the local textile industry, a new Memorandum of Understanding (MoU) was inked between the Kenya National Chamber of Commerce & Industry (KNCCI) and the Kenya China Chamber of Commerce & Industry (KCCCI).

This landmark agreement will reinforce trade relations, enhance investments, and notably, generate a whopping 20,000 job opportunities for the youth in the textile sectors in Kilifi and Machakos Counties.

As Kenya grapples with the challenge of youth unemployment, this initiative represents a beacon of hope for many aspiring young professionals in the region, said The Chamber President Dr. Erick Rutto .The MoU outlines a broad framework for partnership, emphasizing the mutual goal to deepen ties between the Kenyan and Chinese business communities, facilitate smoother business cooperation, and accelerate trade.

KCCCI Chairman Mr. Tim Chen Congcong noted that the organization serves as a pivotal bridge in strengthening the business cooperation between Kenya and China. Together, their combined efforts aim to spotlight the potential of the Kenyan textile industry and tap into the vast resources and expertise that Chinese businesses and investors bring to the table. This strategic partnership promises more than just employment opportunities. By intertwining the strengths of both nations, it seeks to boost capacity-building mechanisms, promote technological exchanges, and

advocate for policies that foster investment and bilateral trade.

As stakeholders in the textile industry eagerly await the ripple effects of this collaboration, the broader implications for Kenya's socio-economic landscape remain undeniable. This partnership not only amplifies Kenya's commitment to industrial growth but also underlines the importance of international collaboration in shaping a brighter, more prosperous future.

The MoU was signed by the KNCCI Chamber President Dr. Erick Rutto , KCCCI Chairman Mr. Chen Congcong witnessed by KNCCI Company secretary Mr. Kihara Njunguna and KCCCI Secretary Mr. Peter Waweru



Chambers of Commerce serve to enhance trade relations

In a bid to improve on the trade relations and business, The Kenya National Chamber of Commerce & Industry (KNCCI) signed a Memorandum Of Understanding (MoU) with the Mozambique Chamber of Commerce & Industry (CCM) during a two- day state visit that took place on the 10th to 11th August,2023 in Maputo Mozambique. The MoU was signed by the Chamber President Dr. Erick Rutto and Mozambique Chamber President Mr. Alvaro Juliao Massingue.

Chambers of Commerce work together, at various levels to bring about numerous benefits that contribute to economic growth, business development, and overall cooperation.

The Memorandum of Understanding between the two Chambers of commerce aims to;

- Stimulate trade and investment, as well as the cooperation between the associate members of the Chambers of Commerce in Kenya and Mozambique
- Exchange of information, research and business publications, economic, investment opportunities, trade issues including developments in their commercial legislation which

might affect trade relations and that are in the interest of the parties.

- Encourage the possibilities within traditional forms and not-traditional business as bilateral trade, cooperation in production, joint venture, among others.
- Exchange of information on trade fairs , national and international specialized exhibitions, taking place in Kenya and Mozambique, as well as provide greater cooperation and technical support within its means to promote the participation of their undertakings and entities in these events.
- The parties undertake to promote the exchange of business and trade missions between Kenya and Mozambique and will provide assistance, and ensuring that letters of introduction from one party to the other are also honored;
- Publishing the commercial opportunities which are received from the other party in their monthly bulletin for their member’s interest will facilitate their markets penetration in both countries.

Both the Chambers of Commerce gave their commitment to promote business between the two countries that will boost and monitor the evolution of economic trade and investment cooperation, including trade facilitation issues.



Devolution Conference 2023

KNCCI participated in the 10th Devolution Conference held in Uasin Gishu County. The collaboration with the KNCCI Uasin Gishu Chapter and the active involvement of the Chairperson, Mr. Willy Kenei, in the conference planning shows KNCCI’s commitment to establishing and building a rapport with the County Governments.

The Chamber President Dr. Erick Rutto was a keynote speaker during the trade sector break-away session whose main objective of this breakout session was to deliberate on effective strategies for enhancing Trade and investment at the county level with the aim of contributing to socio economic development.

The Chamber President in his remarks urged the County Governments;

- To embrace digitization can lead to improved efficiency and smoother business interactions.
- To harmonize levies, which will lead to consistent taxation practices, reducing confusion for businesses operating in multiple counties.
- To support in terms of capital, facilities, and research and development (R&D) efforts to foster business growth. Such support can play a vital role in enabling businesses to thrive.
- To support the textile sector as a means to

create job opportunities. Value addition can enhance the competitiveness of local industries.

- Acknowledged county governments’ efforts in climate change, with private sector ready to contribute.

The session focused on the challenges facing SMEs ranging from inadequate access to credit, Market access, pending bills, inadequate skills, double taxation to multiple business licenses.

The discussions focused on the need to address these challenges by agreeing to:

- Work together as an ecosystem between the private sector and the government.
- Creating of favorable policies and review of business legislation
- Have impactful roundtable discussions with SMEs
- Creation of Market access and market linkages.
- Have a multisector approach while dealing with these challenges and issues.
- Creating a competitive Business Environment for the locals.

The panelists for the session were drawn from National and County governments, private sector and development partners.



KNCCI Meeting with Interpeace on Private Sector's Role in Peacebuilding

The Kenya National Chamber of Commerce and Industry (KNCCI) hosted a pivotal meeting with representatives from Interpeace at the KNCCI offices.

The discussion, steered by Chamber Vice President Mustapha Ramadan, centered on the instrumental role the private sector can play in advancing peace initiatives. Key Highlights:

Private Sector as Peace Mediator

The potential of the private sector in acting as a bridge between conflicting parties was acknowledged, given its non-partisan nature and interest in stability

Economic Rehabilitation

Emphasis was placed on how the private sector can contribute to rebuilding post-conflict economies through infrastructure and business investments.

Collaboration

The importance of partnerships between businesses, local communities, and peace organizations like Inter Peace in driving forward peace initiatives was underlined.

Interpeace visited Rwanda earlier this month for benchmarking reasons to understand post conflict building and cohesion. They also visited various government stakeholders during their visit to Kenya.

Both KNCCI and Interpeace recognized the mutual benefits of a collaborative approach and are looking forward to joint initiatives in the future.



KNCCI partners with Amanbo Kenya to boost trade with China

The Kenya National Chamber of Commerce and Industry (KNCCI) signed a Memorandum of Understanding (MOU) with Amanbo Kenya, a leading e-commerce platform that connects Kenyan businesses with Chinese suppliers and buyers.

This partnership is a major step forward in the Kenya-China trade relationship as it is expected to create new opportunities for Kenyan businesses to export their products to China and to import quality goods and services from China.

The Chamber President Dr. Erick Rutto expressed that the collaboration aimed to revolutionize the business landscape and drive sustainable growth by facilitating our members through the following benefits:

- Free registration and opening of an E-shop on Amanbo.ke; a free premium version to KNCCI Headquarters, and Amanbo to give a 50% discount on members.
- Free sourcing and purchasing service in China.
- Free training and sensitization for KNCCI Members.
- Business investigation service in China to promote export.

- Import facilitation such as Funding Purchase service and logistics service to promote imports from China.

- Offline and online Chinese Showroom and Marketing for the display of members Products that will be exported to China.

By collaborating with Amanbo Kenya, we are propelling our members into a realm of untapped potential, expanded market horizons, and a gateway to premium products and services.

The MOU will open up new opportunities for our members to expand their markets, access quality products and services, and enhance their competitiveness. We encourage members to take advantage and explore the potential benefits that it can offer to their businesses.

Courtesy Visit by Cuban Ambassador



The Chamber Vice President, Mr. Mustafa Ramadan, welcomed H.E. Juan Manuel Rodriguez, the Cuban Ambassador to Kenya, the Ambassador was accompanied by the 3rd Secretary Ms. Edisleydi Curbelo Garcia from the Cuban Ministry of Foreign Affairs Desk.

healthcare. Back in 2017, a reciprocal program was launched where Cuban physicians served in Kenyan county hospitals, while Kenyan medics journeyed to Cuba for specialized training.

H.E. Rodriguez extended an invitation to the Kenyan business community for the 39th Havana International Fair (FIHAV 2023), which is slated for November 2023 in Havana, Cuba. This global trade event welcomes diverse sectors and is anticipated to draw attendees from various parts of the world. The Chamber Vice President committed to mobilize members to attend the Havana Fair in Cuba and to implement the MOU between the KNCCI and Chamber of Commerce of the Republic of Cuba,

The longstanding positive relationship between Kenya and Cuba has borne fruit, especially in





KNCCI collaboration with Northern Corridor Transit and Transport Co-ordination Authority (NCTTCA)

The Chamber Vice President Mr. Mustafa Ramadhan hosted officials from Northern Corridor Transit and Transport Co-ordination Authority (NCTTCA) led by Chairman of Public Private Partnership, Mr. Stephen Ruzibiza. The NCTTCA provides a mechanism for facilitating transit trade to the landlocked countries through the port of Mombasa.

KNCCI can collaborate with the Northern Corridor Transit and Transport Authority (NCTTCA) especially on verification of members, to achieve this KNCCI will appoint a focal contact person to take part in validating and verification of its members on the platform to ensure credibility and ease of transactions

This collaboration will also address various challenges faced by members while navigating the northern corridor

Recognizing the mutual areas of collaboration, both

organizations concurred on the need to draft and sign a Memorandum of Understanding (MOU) to fortify the collaboration and address the highlighted issues.

Mr. Mustafa Ramadhan emphasized KNCCI's willingness and enthusiasm to collaborate closely with NCTTCA to increase trade along the Northern Corridor. Mr. Stephen Ruzibiza assured that NCTTCA is committed to addressing the highlighted challenges and envisions a successful partnership.

Unleash African Economies Premier Expo and Conference



The Unleash African Economies Premier Expo and Conference, organized in collaboration between the Kenya National Chamber of Commerce and Industry (KNCCI) Machakos chapter and Unleash African Economies, took place from August 23rd to 25th, 2023, at the Machakos University grounds in Machakos.

The event, spanning three days, aimed to promote entrepreneurship and innovation across Africa by emphasizing value addition, research and development, technology, market linkages, and finance. The expo brought together 42 exhibitors and 25 foreign business representatives from South Africa and Zambia. It encompassed a range of activities including business forums, seminars, and matchmaking sessions, which covered diverse sectors such as education, entrepreneurship, manufacturing, agribusiness, labor, technology, financial services, and e-commerce.

During the opening session, several important topics were discussed, including the importance of unity and collaboration among partners to display the best and create vibrant economies. The principles of free trade and transformation for entrepreneurs were highlighted, acknowledging that the success of the African Continental

Free Trade Area (AfCFTA) relies on commitment and cooperation.

Collaboration across sectors offering significant opportunities for mutual benefits, such as labor, information and communication technology (ICT), textiles, and financial services, was emphasized. The need for a strong culture of value addition and adherence to quality standards.

Additionally, discussions revolved around exchanging information and best practices regarding digitization, innovation, and export promotion, as well as prioritizing digitization for global competitiveness and attracting partnerships. Transforming academic knowledge from employment-oriented to trade-oriented was also highlighted.

KNCCI, CEO Mr. Patrick Nyangweso, committed

to several actions. These included identifying potential partners and customers interested in Kenyan products or services, establishing long-term relationships with them, conducting market research and analysis on exporting within African countries, and seeking support from relevant government agencies for accessing market information, trade facilitation, and financing options. The event featured notable attendees such as the Chancellor of Machakos University, Dr. James

Mworia, the Vice Chancellor CEC Trade Machakos, Sharon Mutua, the Chairman of the Micro and Small Enterprise Authority (MSEA), Mr. James Mureu, and the Chair of the United African Emirates (UAE), Dr. Zipporah Musyoka. Representatives from KNCCI, including Lower Eastern Regional Director Mutavi, Directors, and County Executive Officers from Machakos, Kitui, and Makueni.



6th Edition of Realtors Expo in Laikipia

The 6th Edition of the Realtors Expo in Nanyuki, Laikipia County was officially opened by the Chamber Vice President Mr. Mustafa Ramadhan. The Expo, themed “Resilience, Recovery, and Sustainability in Business,” will be held for 3 days from August 25th to 27th, 2023.

This event has been hosted in Nanyuki since 2017 and brings together more than 100 exhibitors from various sectors including real estate, hospitality, tourism, healthcare, insurance, education, and construction.

During his speech at the opening ceremony, The Chamber Vice President congratulated the KNCCI -Laikipia Chapter for organizing a well-planned Expo. He highlighted that the event will not only facilitate the creation of new businesses but also attract investments, promote innovation, and provide a platform for businesses to showcase their products.

Mr. Mustafa also shared that the Kenya National Chamber of Commerce and Industry (KNCCI) is actively working on two important initiatives:

Database for Business Marketing: KNCCI is in the process of creating a database, often referred to as a “yellow page,” which will serve as a platform to market Kenyan businesses and opportunities both within the country and to the 177 International Chambers.

Negotiations for Discounted Freight Rates: KNCCI is negotiating to secure discounted freight rates for its members engaged in international trading. This

initiative aims to reduce trading costs for businesses.

The Chief Officer from the Laikipia County Government expressed the commitment to maintaining collaboration with the private sector. Laikipia County is enthusiastic about welcoming investors and is taking steps to facilitate their engagement.

Notable attendees at the event included the Chairperson of the KNCCI Laikipia Chapter- Mr. Ndegwa Gitonga , directors from the Laikipia County chapter, and officials from the Laikipia county government.

Several companies were present at the Expo as exhibitors, including Mi Diva, Goodlife, Bingwa, Asean Chamber of Commerce, St Christopher School, ICEA Lion, Laikipia Heights Apartment, Nimmoh Digest, Lelesha, Centum, amongst others. These companies represent a diverse range of industries and contribute to the overall showcase of the event’s themes of resilience, recovery, and sustainability in business.

Laikipia County is enthusiastic about welcoming investors and is taking steps to facilitate their engagement.

The Chief Officer from the Laikipia County Government

Promoting trade relations between Kenya and Serbia



Bilateral relations between the Republic of Serbia and the Republic of Kenya are traditionally friendly. Both Kenya and Serbia enjoy a cordial relationship with Serbia having an embassy in Nairobi Kenya and Kenya having a consulate in Belgrade.

The Chamber President, Dr Erick Rutto, hosted the Ambassador of Serbia to Kenya Mr. Dragan Zupanjevac. The purpose of the visit was to strengthen the existing bilateral relations between the two countries through various activities that would be of mutual benefit for businesses to both countries.

Their discussions centered on sectors of agriculture, affordable housing, ICT, horticulture, tourism and health. The ambassador mentioned the offer of scholarships for Kenyan students to pursue education in Serbia.

The Serbian embassy in Kenya has organized an incoming trade mission scheduled for 4th September

2023. The high-level delegation from Serbia will be here to explore investment opportunities in the aforementioned sectors and also for collaborative opportunities with the Kenyan counterparts. The two parties agreed that a follow-up outgoing trade mission to Serbia would be organized at a convenient date that would offer Kenyans a platform to explore more business opportunities in Serbia.



Exploring Partnerships and Collaborations

A step forward in the pursuit of enhanced partnerships and collaborations, as the Kenya National Chamber of Commerce & Industry (KNCCI) played host to a distinguished delegation from the Chamber of Commerce & Industry of Serbia (CCIS) with a shared vision of fortifying trade relations between Kenya and Serbia, both chambers of commerce convened to explore avenues of mutual growth and economic cooperation.

The event was presided over by The Chamber President, Dr. Erick Rutto along with the KNCCI Management team, reflecting the high level of commitment to nurturing cross-border partnerships.

The CCIS delegation, led by the Senior Advisor to the Serbian Chamber President, Mr. Vanja Petkovic, was accompanied by H.E. Dragan Zupanjevac, Serbia's Ambassador to Kenya who highlighted Kenya's strategic position as an initial bridge connecting East African nations with

the South East Europe region.

Mr. Vanja Petkovic lauded the long-standing tradition of cooperation between Kenya and Serbia. He underlined the primary purpose of the delegation's visit being the transfer of knowledge and technology.

During the meeting, the Chamber President, Dr. Eric Rutto, articulated key points that underscored the shared goals of both parties:

- The need to address the current trade balance between Kenya and Serbia, which

currently favors Serbia. This acknowledgment signified a shared commitment to achieving more equitable trade relations between the two nations.

- Establishment of a Joint Business Council (JBC) to facilitate and solidify bilateral trade agreements, both parties recognized the importance of establishing a Joint Business Council (JBC) between Kenya and Serbia. The JBC would serve as a mechanism to promote and sustain mutually beneficial economic exchanges.
- Collaborative effort to establish a Digital Cooperation Center (DCC) aimed at empowering businesses with the tools and strategies necessary for success in the digital age.
- Lead a business delegation to Belgrade in Serbia, focusing particularly on the tourism sector. This initiative holds the promise of

strengthening ties and uncovering new avenues for growth and cooperation.

The Serbian companies present were; Agro Budget Systems, Agropak Doo, Institute of Meat Hygiene & Technology, Milanovic Water Treatment, Orion Telekom Cloud Services, Pcelin Cvet d.o.o, Pujo.Rs Doo, Sanum per Fructus, and Yuhor, among others.

The Kenyan companies present were; Centum Real Estate, KMC, Bepark, Blue Sea Energy, Laazizi Logistics, PJ Daves, Apiculture Ltd, Black Rock, and Baseline Power Systems were represented.

KNCCI has also organized site visits to Quick Mart Supermarkets and Centum Real Estate, further solidifying the collaborative efforts between KNCCI and CCIS.

Collaboration between KNCCI and China Council for the Promotion of International Trade (CCPIT)

The Kenya National Chamber of Commerce and Industry (KNCCI) and the China Council for the Promotion of International Trade (CCPIT) Chongqing solidified their relationship through a collaborative agreement, heralding a new era in trade and cooperation between the two entities.



During the official opening of the CCPIT Chongqing Expo at Nairobi’s Sarit Centre, KNCCI was represented by the National Director, Mr. Hussein Jama. In his address, he urged the delegates from Chongqing to consider deeper collaborations, emphasizing the mutual benefits of knowledge exchange with their Kenyan counterparts.

The business delegation from Chongqing were showcasing a diverse range of goods. Most prominent among these were the motorcycles, medical equipment, and textile products. Chongqing city has reputation as a motorcycle producer with the staggering revelation that the city has the capacity to churn out 1 million motorcycles each day. This not only reflects the scale of Chongqing’s manufacturing prowess but also the potential for partnerships in this sector for Kenyan businesses.

One of the cornerstones of this collaboration is to facilitate the access of Kenyan businesses to the expansive Chinese market and vice versa. The expo is a clear and tangible indication of CCPIT Chongqing’s commitment to not just establishing, but also nurturing and expanding its trade relationships with Kenya. The event served

as a platform for business networking, exploration of new ventures, and the strengthening of the economic bridge between Chongqing and Kenya.

Baseline Power System Limited is a Private Limited Company with Operations in Kenya and Uganda.

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info@baseline-power.co.ke
www.baseline-power.co.ke

Chongqing city has reputation as a motorcycle producer with the staggering revelation that the city has the capacity to churn out 1 million motorcycles each day.

Ventures that Kenyan business can potentially partner with their Chongqing counterparts



Global Logistics Convention 2023 partnership

Global logistics connects critical components of the supply chain from a product's point of origin to its point of consumption. It ensures timely and efficient distribution of goods from producers to consumers.

The global logistics industry facilitates the worldwide flow of goods. In 2022, the exports value grew, at a rate of 13.8% from 2021 according to the UNCTAD Handbook of Statistics 2022. This morning the Chamber President Dr. Eric Rutto met with the leadership of the Kenya International Freight and Warehousing Association (KIFWA) led by the National Chairman Mr. Roy Mwanthi and the Nairobi Branch Chairman Mr. Robison Kilonzo. The KIFWA team briefed the chamber president on the planned Global Logistics Convention 2023 scheduled to take place from 22nd to 24th November at Safari Park Hotel, Nairobi. The Global Logistics Convention is the premier meeting place for the region's logistics and supply chain sector. Being its 4th edition, it aims to strengthen global supply chains by bringing together more than 1000 professionals involved in the handling, moving, and transportation of

goods throughout the supply chain globally. Global Logistics Convention is a proven platform for the Intralogistics industry to do business, and it is an ideal place to meet new contacts and win new business. The convention will have a detailed program with an array of high-level speakers as well as an opportunity for exhibitions and B2B meetings for delegates interested in networking. KIFWA has agreed to work with KNCCI as a strategic partner to deliver an excellent convention that will display Kenya's recent developments in port and logistics support infrastructure that aims at making Kenya a logistics hub in Africa. In attendance were the Federation of East Africa Freight Forwards Association (FEAFFA) Ag. Executive Officer Mr. Elias Baluku and KNCCI Mombasa Chairman Mr. Abud Jamal.

#glc2023



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KNCCI collaborates with The Sales House Ltd on digitization



Digitization offers numerous benefits to organizations, helping them streamline operations, enhance member engagement, and improve overall efficiency.

KNCCI has signed a Memorandum of Understanding (MoU) with The Sales House Ltd with the main objectives to digitize MSMEs, develop and publish a digital member’s database and directory. The partnership will provide essential tools and resources to help MSMEs modernize and digitize their operations. This shift is crucial for thriving in the digital marketplace, enhancing operational efficiency, and expanding their customer reach.

Both parties will work together to create a comprehensive digital directory encompassing KNCCI members from all 47 counties in Kenya. This directory will facilitate easier connections and collaborations between businesses, transcending geographical boundaries.

This partnership will be beneficial to members through;

- **Enhanced Visibility**

Members will gain greater recognition among potential partners, investors, and customers, simplifying engagement.

- **Networking**

The directory will foster connections with diverse businesses, locally and nationally, leading to potential collaborations and new opportunities.

- **Access to Information**

It will serve as a valuable resource for identifying potential collaborators or suppliers.

- **Market Expansion**

Inclusion in the directory will open doors to new markets, promoting business growth and diversification.

This partnership reflects KNCCI’s commitment to empower its members with the tools required to excel in the digital era and broaden their horizons in the ever-evolving business landscape.

The Mou was signed by the Chamber President Dr. Erick Rutto and The Sales House Ltd CEO Mr. Njeru Zakayo

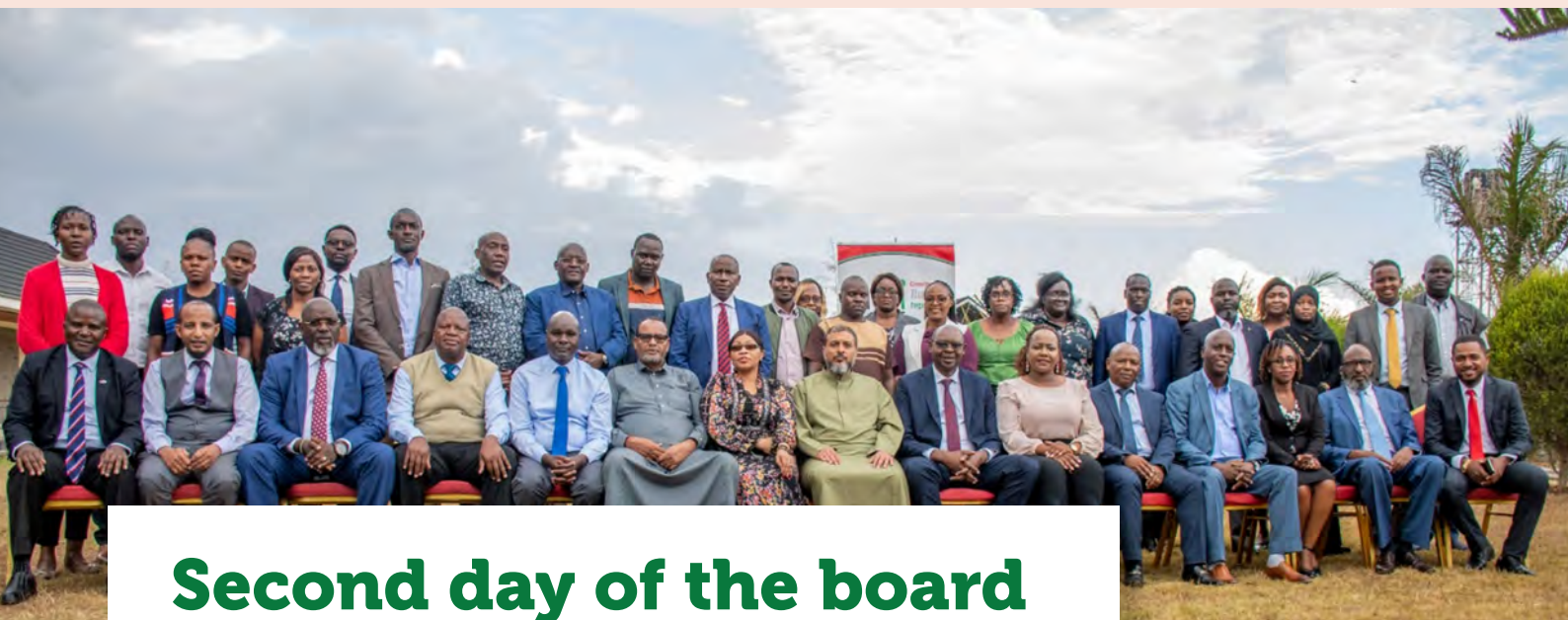
KNCCI Board induction and workshop



The Board of Directors are continually being held responsible for the affairs of organizations in Kenya. One of the core responsibilities of the Board is to exercise oversight over the affairs of the organization.

The entire KNCCI Board of Directors had a 3 -day induction and orientation workshop with the main objectives of ensuring that board members

are well-prepared, knowledgeable, and aligned with KNCCI's mission and vision. This in turn will lead to more effective governance and better outcomes for the organization and the stakeholders.



Second day of the board Induction and workshop

Engaging employees in the board induction is important to foster better communication between the leadership and staff .Building a more inclusive team and overall organizational effectiveness.

KNCCI staff joined the board directors on the second day of induction and workshop to build synergy with the leadership aiming to ensure transparency, fairness, accountability, and ethical behavior in the organization operations.

6th Edition of the Kenya International Industrial Expo (KIIE)

The Chamber President Dr.Erick Rutto this morning took part in a press conference organized in collaboration with Afripeak Expo Kenya Ltd and Kenya Investment Authority (KenInvest) to sensitize the general public on the Kenya International Industrial Expo(KIIE) that is scheduled to take place from the 21st to 23rd September,2023 at the Sarit Expo Centre.



The Chamber President in his remarks noted that the expo will serve as a showcase for the latest innovations, technologies, and trends in the industrial sector. Kenyan firms will have the opportunity to explore cutting-edge products, services, and solutions that can enhance their operations, improve efficiency, and stay competitive in the market. This exposure to new technologies can lead to transformative changes within their businesses,”

This year’s expo is unique to KNCCI as we have at least 12 members drawn from across the country in key economic sectors on board who will showcase their products at no cost at the Kenyan pavilion at the exhibition. The companies from KNCCI HQ include; Apiculture venture –Honey, Githunguri Dairy, East Africa Cables, DTB Bank –financial services, Kajiado chapter women- beaded jewelry & artifacts, Nairobi Chapter-Nutri Nuts and Fruits Limited)

Dr Rutto added “Kenya’s total exports to China grew by 7% from 2021 to 2022. In 2022 Total exports to China stood at \$ 240 million whereas imports stood at \$ 3.8 billion. However, there was an increase in exports due to demand of Kenyan Products (Ores and concentrates of base metals, Petroleum oils and oils, Vegetable textile fibers, Leather, manufactures of base metal, crude vegetable materials, tea and mate) also most of the exporters have been able to meet the standards with now Kenyans exporting Avocado. “Total exports to China stand at 240 million whereas imports stand at 3.8 billion.

Looking ahead, Dr. Rutto anticipates continued growth in trade between the two countries and announced KNCCI’s plan to establish a satellite office in Hunan, China, aimed at facilitating trade and investment, bridging the gap between Kenya and China.

The 6th Kenya Industrial Expo is an opportunity to continue marketing Kenya as an ideal investment destination for Chinese firms. This expo seeks to connect local enterprises to the best technological growth from China. In a bid to support the government’s initiative and promote more exports from Kenya, we are introducing another name to the Expo called Kenya Import & Export Fair This is a new model aimed at promoting the Kenya-China

import and export sector, aiming to connect buyers and suppliers from the two countries in areas like consumer goods, agricultural sector and mining sector,”said Mr Gao Wei, Managing Director, of Afripeak Expo Kenya Limited.

According to Ms. June Chepkemei Ag. Managing Director ,KenInvest, Over the last decade, the Kenyan Investment Authority (KenInvest) has registered and facilitated 313 Chinese investment projects with a total value of USD 1.55 billion. This shows that China has helped create employment for the locals and this expo stamps the bilateral trade ties that these two great countries share.

“One of the highlights of this year’s Expo is the participation of four delegations from China, representing Shandong, Jiangxi, Henan, and Zhejiang provinces. Their presence will underscore the growing trade ties between Kenya and China, and we anticipate fruitful discussions and partnerships emerging from their participation.”

We would wish to invite all KNCCI members and the business community to attend the three-day expo and build strategic relationships, learn more about your industry, trade, generate leads for your business.

Kenya’s total exports to China grew by 7% from 2021 to 2022. In 2022 Total exports to China stood at \$ 240 million whereas imports stood at \$ 3.8 billion.

6th Edition of the Kenya International Industrial Expo



Strengthening partnership between KNCCI and Trade & Fairs East Africa Ltd

The Kenya National Chamber of Commerce & Industry (KNCCI) has nurtured a longstanding relationship with Trade & Fairs East Africa Ltd (TFEA), spanning over five years.

The Kenya National Chamber of Commerce & Industry (KNCCI) has nurtured a longstanding relationship with Trade & Fairs East Africa Ltd (TFEA), spanning over five years. In a gesture of appreciation and a commitment to strengthening this partnership, Mr. Skander Negasi, CEO of Trade and Fairs Consulting GmbH, paid a courtesy visit to the Chamber President Dr. Erick Rutto. This visit aimed to express gratitude for KNCCI's support during the East Africa Textile and Leather Week (EATLW) held in June 2023.

Furthermore, Trade & Fairs East Africa Ltd is set to host the 9th edition of the ASFW (Africa Sourcing and Fashion Week) in Addis Ababa, Ethiopia, from 3rd to 6th, 2023 November. ASFW is renowned as Africa's largest trade show, dedicated to promoting the textile value chain in Africa. KNCCI

will be provided with a booth to showcase products from at least five exhibitors drawn from members in the textile sector.

In addition to this, both organizations are actively planning to host the 1st Agriculture and Food Processing Expo, scheduled for October 2024. The main purpose of the event is to connect Africa to global agribusiness industry and promoting East Africa's rich Agriculture sector as well as presenting international companies an unparalleled way to explore the huge business potential of this historic region.

In attendance were KNCCI Nairobi Chapter Vice Chairperson Mr. Ronald Meru , KNCCI -Nairobi Chief Executive Officer Ms. Christine Mwendu , TFEA Communications & PR Ms. Ashley Kekha and TFEA area Manager Mr. Fredrick Buoga



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Promoting construction opportunities and knowledge transfer in Kenya

The Kenya National Chamber of Commerce and Industry (KNCCI) has signed an MoU with The Arab Contractors which is a company in Egypt that provides construction services such as building bridges, roads, tunnels, airports, railways, mining services, electromechanical projects, engineering consultancy, manufacturing and assembly of steel structures and has been involved in many major projects in Egypt, all over Africa and Middle East.

This collaboration is promising and will bring several benefits to KNCCI members in the construction sector by;

- Opening up new construction opportunities in Kenya, especially in the sectors of water, roads, housing, aviation, and ports.
- Offering capacity building and technical support through Joint training programs which will enhance the skills and knowledge of professionals in the construction industry.
- Providing market insights to identify potential

areas of growth, anticipated challenges, and stay informed about emerging trends in the Kenyan construction landscape.

The MoU was signed by The Chamber President Dr. Erick Rutto and The Arab Contractors Chairman Mr. Ahmed Mostafa El Assar

This reflects a commitment to fostering cooperation between Kenya and Egypt in the construction sector, which can have positive impacts on both countries and the broader African and Middle Eastern regions.

Kenya-Turkiye Trade Delegation and B2B Meetings



The bilateral relationship between Turkey and Kenya has deepened since Kenya gained independence in 1963, the Turkish Embassy in Nairobi was opened in 1968. To further strengthen ties between the two nations, the Kenya National Chamber of Commerce & Industry (KNCCI) collaborated with the Embassy of the Republic of Turkiye and the Turkiye Exporters Assembly (TiM) to host a delegation of Turkish exporters from various sectors and industries.

The primary objective of this event is to introduce high-quality Turkish brands to potential distributors, retailers, and businesses in Kenya. During the forum, Turkiye's Ambassador to Kenya H.E. Subutay Yüksel encouraged the Turkish trade delegation to invest in Kenya, reaffirming the Embassy's commitment to enhancing trade between the two countries.

The Chamber President Dr. Erick Rutto in his remarks highlighted KNCCI's efforts to boost trade through a Memorandum of Understanding (MoU) with the Turkish Business Council (DEiK),

primarily aimed at sharing market intelligence.

Additionally, KNCCI hosts the Kenya-Turkiye Joint Business Council, consisting of members from various sectors, including energy, academia, finance, tourism, healthcare, agriculture, and investment. This council plays a pivotal role in promoting exports and facilitating the exchange of goods and services.

Dr. Rutto encouraged the delegation to engage in business ventures with Kenya, citing the example of Dr. Mattress/Turea Limited, a chamber member supplying mattresses to major hotels

across East Africa. KNCCI has previously organized several trade missions and encourages Kenyan business delegates to participate in missions to Turkey to learn from their tourism sector and technological systems, which can enhance business ties. Mr. Abubakar Hassan Abubakar, Principal Secretary for Investment Promotion in the Ministry of Investment, Trade, and Industry, assured the Turkish delegation that Kenya is open, ready, and a safe destination for businesses. He urged them to liaise with the Kenya Investment Authority for seamless business establishment.

Over the years, bilateral relations between Kenya

and Turkiye have strengthened. Turkish Airlines initiated commercial flights to Kenya in 2009, including a direct route between Istanbul and Nairobi, with Mombasa as an additional point. In 2012, Kenya opened its Embassy in Ankara, facilitating several agreements and MoUs in areas such as security, trade, finance, technical cooperation, energy, and mining.

In conclusion, Mr. Abubakar encouraged the entire Turkish business delegation to invest in Kenya, emphasizing that Kenya ranks 3rd in Sub-Saharan Africa for ease of doing business.”

Member Visits

Member visits are crucial for KNCCI as it helps strengthen relationships, assess and meet member needs, foster networking and collaboration, and ensure effective communication and support, ultimately contributing to the growth and success of its member businesses.

The membership team led by National Chairman of the Membership Committee Mr. Said Ali, and the General Manager, Membership Mr. James Kitavi paid a courtesy call to a member Yilmaz Company Ltd that manufactures personal care and detergent products



Yilmaz Company Limited (YCL), carries out its activities in Kenya with its progressive and innovative vision. It laid its foundations in the field of cosmetic and detergent products in the year 2006. YCL utilizes most of the raw materials from the world’s leading chemical companies. YCL has added many success stories to its commercial life in 15 years and continues to grow with its business partners. Some of the products manufactured for personal care under the brands yenbu and vivia include body wash, hand wash, sanitizers and skin care products. KNCCI gave its commitment to work closely with YCL in growing their brands countrywide and East African region.

PICTORIAL



Participants during the Kenya -Turkiye business forum



Principal Secretary for Investment Promotion in the Ministry of Investment, Trade, and Industry Mr. Abubakar Hassan Abubakar during the Kenya -Turkiye business forum



KNCCI delegates during a site visit to a soft drinks manufacturing plant in Congo Brazzaville



The Chamber Secretary Mr. Kihara Njuguna with The Sales House Ltd CEO Mr. Njeru Zakayo



The Chamber Vice President Mr. Mustafa Ramadhan during the 6th edition of the realtors expo



Mr. Skander Negasi, CEO of Trade and Fairs Consulting GmbH with Mr. Ronald Meru, KNCCI Nairobi Vice Chairman

PICTORIAL



Hon. Seki Lenku Ole Kanar Kajiado County Senator with the Mr. Mustafa Ramadhan Chamber Vice President



The Chamber President Dr. Erick Rutto , Amb. Mary Mugwanja and CEO Heish Flavours Ms. Esther Nthenya



Ben Kiragu Country Representative for CIPE in Kenya during center of Excellence Kick Off Workshop



The Chamber President Dr. Erick Rutto with KNCCI Mombasa Chapter Chairperson Mr. Abud Jamal



KNCCI Uasin Gishu Chapter Chairman Mr. Willy Kenei with Uasin Gishu County Governor HE Hon. Jonathan Chelilim Bii



Participants during the KNCCI Uasin Gishu business dinner at Rupas Mall

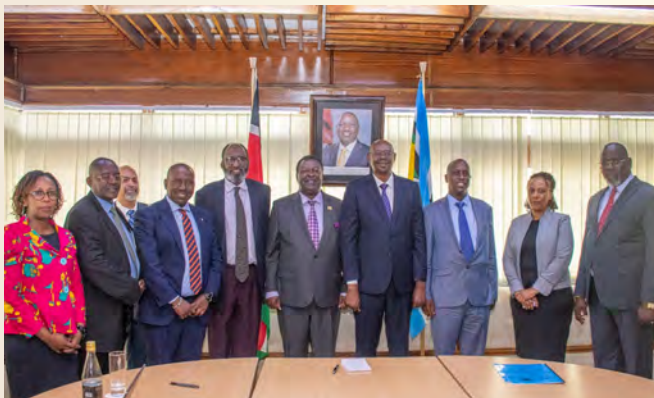
PICTORIAL



KNCCI members during the Kenya- Serbia business-to-business meeting



The National Chairman of the Membership Committee Mr. Said Ali, UBA Kenya Bank led by Chike Isiuwe MD/CEO and KNCCI CEO Mr. Patrick Nyangweso during a courtesy visit to UBA Kenya Bank



KNCCI Board of Directors during a courtesy visit to Hon. Musingi Mutava, Prime Cabinet Secretary, Office of the Prime Cabinet Secretary.



The Chamber President Dr. Erick Rutto with the KNCCI Tourism and Hospitality Committee chairperson Rev. William Owuya

Correct Logo Usage

DO NOT REARRANGE ELEMENTS OF THE LOGO
DO NOT SLANT/CHANGE ORIENTATION
DO NOT ALTER FONTS/OMIT ELEMENTS
DO NOT STRETCH

PUBLIC NOTICE
Issuance of the Ordinary Certificate of Origin (CoO) moved Online.

This is to inform the general public, especially all exporters that The Kenya National Chamber of Commerce & Industry with the support of Trade Mark Africa (TMA) developed an online platform that was officially launched in 2016 to facilitate the issuance of the ordinary Certificate of Origin (COO) that replaced the manual COO. Exporters who require the COO will have to register: <https://cmis.kenyachamber.or.ke/cportal> This initiative is geared towards enhancing the trade environment for Kenyan exporters and trade community at large



**KNCCI CALENDAR OF EVENT – 4TH QUARTER
OCTOBER – DECEMBER 2023**

DATE	EVENT	COUNTY/ COUNTRY	VENUE	NATURE OF EVENT	SECTORS
OCTOBER					
2 nd -6 th October, 2023	4 th Edition of the Pwani Innovation Week	Mombasa , Kenya	Swahilipot Hub	Conference	ICT
2 nd to 3 rd October 2023	Africa Partnership Conference 2023	Mauritius	International Mauritius Resort	Business Forum	All sectors
2 nd Oct 2023 to 24 th March 2024	Expo , Doha Qatar	Qatar	To be confirmed	Exhibition	Plant diversity, modern agriculture, technology
3 rd to 5 th October 2023	Fruit Attraction International Trade Show	Spain	Madrid	Trade show	Fruits and vegetables
4 th to 7 th October 2023	Real Estate Exhibition	Iraq	Nineveh Governorate	Exhibition	Real Estate
5 th October, 2023	KNCCI Export Market series first edition	Kenya	Virtual	Webinar Series on market access	SMEs in all sectors

6 th October, 2023	KNCCI Members breakfast	Nairobi	Maa Hotel	Breakfast forum	All Sectors
10 th to 12 th October 2023	Australia Africa Business Summit 2023	Australia	Melbourne	Business Forum	All sectors
12 th -14 th October, 2023	7 th edition of the Turkana Tourism and cultural festival	Turkana Couny	Ekalees Cultural Centre Lodwar.	Cultural Festival	Business Community and stakeholders.
12 th to 14 th October 2023	Annual Botswana Global Expo 2023	Botswana	Botswana Investment and trade Centre	Expo	Agriculture, Education, energy, finance, tourism, manufacturing
12 th to 14 th October 2023	15 th edition international Railway Equipment Exhibition, global platform for railway technologies & services	New Delhi	Pragati Maidan	Business Forum	Railway technology & services
13 th to 16 th October 2023	Hong Kong Electronics Fair Electronic Asia 2023	Hong Kong	Hong Kong Convention and Exhibition Centre	Business Centre	Electronic parts, Components and Accessories
18 th to 22 nd October 2023	The 38 th Trade Expo Indonesia	Indonesia	Jakarta	Trade expo	All sectors

19 th to 22 nd October 2023	The Malaysia International Tea and Coffee Expo 2023	Malaysia	Kuala Lumpur Convention Centre	Trade fair	Tea and coffee
19 th to 21 st October 2023	10 th Radiographies Scientific Conference 2023	Kenya	Diani Reef Beach Resort and SPA	Radiology Business Forum	Radiology Business
24 th to 26 th October 2023	Seafood Show Latin America 2023	Brazil	Sao Paulo	Seafood show	Seafood
25 th to 28 th October 2023	Construction Materials Fair	Angola	Bengo Special Economic Zone, Lunda	Trade fair	Construction materials and its value chain
26 th to 27 th October 2023	4 th Tbilisi Road Forum	Georgia	Tbilisi	Road Forum	All sectors

31 st October to 1 st November 2023	Brazil Africa Forum 2023	Brazil	Sa Paulo	Trade and Investment	Agriculture, energy, pharmaceutical, infrastructure, logistics, consumer goods, Information technology, equipment & Machinery, food & Beverage, tourism, hotels, sports, fashion & culture, public private partnership
31 st oct-2 nd Nov, 2023	Employment and Skills for Development Conference	Nairobi	Radisson Blue: Upper Hill	Conference	Women Entrepreneurs

NOVEMBER

1 st to 7 th November 2023	The 47 th session of the Baghdad international Fair 2023	Iraq	Baghdad International Fair	International Fair	All sectors
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3 rd -6 th November,2023	Africa Sourcing & Fashion Week	Addis Ababa, Ethiopia	Congress Centre, Skylight Hotel	Trade show for fashion	Textile and fashion
3 rd to 12 th November 2023	The 2023 Lagos International Trade fair	Nigeria	Bowl of Tafawa Balewa Square, Lagos	Trade fair	All sectors
5 th to 10 th November 2023	4 th international craft and design fait and travel expo Ankara	Turkey	Istanbul	Expo	Traditional hand contemporary handicrafts
5 th to 10 th November 2023	The 6 th China international import expo	China	Shanghai	Technology Conference	Information Technology
5 th to 8 th November, 2023	KNCCI Mission to Egypt	Egypt	Cairo ,Egypt	Business Forum	All sectors
6 th November, 2023	KNCCI- Deloitte Bootcamp Training on Tax for SMEs Exporters	Kenya	To be determined whether virtual or physical	Bootcamp training	SMEs Exporters
6 th to 11 th November 2023	39th Edition of Havana International Trade Fair 2023	Cuba	Havana	Trade fair	Geothermal development, horticulture, edible nuts, cultural tourism, agricultural products.
9 th and 10 th November, 2023	Nyeri International Coffee Expo (NICE)	Nyeri County:	Dedan Kimathi University	Expo and exhibition conference	Coffee sector

9 th – 11 th November,2023	The 12 th APEC SMEs Technology Conference & Fair	China	Qingdao International Convention & Exhibition Centre.	Conference & Fair	All sectors
9 th to 15 th November 2023	The Intra – African Trade Fair 2023	Egypt	Egypt International Exhibition Centre, Cairo	Trade Fair	All sectors
16 th November 2023	6 th International Tourism and Travel fair	Turkey	Travel Expo Ankara	Expo	Cultural tourism, Thermal and Health tourism
16 th to 18 th November 2023	Agro business Medafrica 2023	Tunisia	Expo Centre Medina Yasmine Hammamer	Expo	Agribusiness
16 th to 19 th November 2023	Lakeland International Expo	Tanzania	Mwanza	Expo	All sectors
19 th to 21 st November 2023	Expo Tourism	Angola	To be confirmed	Expo	Chain of tourism operators with other market players
19 th to 21 st November 2023	The Saudi International Halal Expo Summit 2023	Saudi	Saudi International Expo	Expo	All sectors
21 st to 22 nd November 2023	Bengal Global Business Summit	India	Milan Mela, Bangala convention Centre	Business Summit	All sectors
22 nd -24 th November,2023	Global Logistics Convention 20203	Nairobi	Safari Park Hotel	Exhibition	Logistics and supplies

22 nd to 24 th November 2023	The furniture and Furnishing Exhibition Decoration, Food exhibition, Food Industries and packaging	Turkiye	Isanbul Expo Centre	Exhibition	Furniture and furnishing decoration, Food exhibition, food industries, packaging
23 rd Nov to 2 nd Dec 2023	The Coffee, Tea, Chocolate Festival	Qatar	Al Bidaa Park in Doha – Qatar	Expo	Coffee, Tea, Chocolate
23 rd to 26 th November 2023	The Halal Expo and world Hala Summit Istanbul 2023	Iraq	Baghdad International Fair	Expo	All sectors
23 rd to 25 th November 2023	Gulf International Expo	Oman	Oman International and Exhibition Centre	Expo	
25 th to 27 th November 2023	The Iraqi Airport Exhibition	Baghdad	Baghdad International Airport Ground	Expo	Stakeholders
26 th Nov to 10 th Dec 2023	6 th Volta Trade, Tourism and Investment Fair	Ghana	Accra	Expo	All sectors
29 th to 30 th November 2023	B2B meeting at the Korea Grand Sourcing Fair (KGSF)	Korea	Coex South	Business Forum	All sectors
30 th November 2023	Chamber Night	Kenya	Carnivore	Business Forum	All Sectors
30 th Nov 2 nd Dec 2023	2 nd Edition ITME Africa & M.E.	Kenya	KICC	Business Forum	Textile, Technology

DECEMBER					
3 rd to 10 th December 2023	Djibouti International Trade Fair	Djibouti	To be confirmed	Trade fair	All sectors
4 th to 6 th December 2023	5 th Oman Agro Food Exhibition and conference	Oman	Oman Convention and Exhibition Centre	Exhibition	Agriculture and Livestock
4 th to 7 th December 2023	The 7 th International Exhibition on fisheries Industry	Iran	Tehran International and Exhibition Centre	Exhibition	Aquaculture, Fishing, seafood & related Industry
6 th to 26 th December 2023	26 th Annual Rwanda International Trade Fair 2023	Rwanda	Gikondo Expo Ground	Trade Fair	All sectors
08 th December, 2023	New members induction breakfast	Nairobi	MAA Hotel	Breakfast forum	All sectors
8 th December 2023	Golf Tournament	Kenya	Muthiga	Business Forum	All sectors
22 nd Dec, 2023	KNCCI Busia Chapter end of year event	Busia County	Rowcenca Hotel	Members end of year party	KNCCI Busia chapters members

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