REPUBLIC OF KENYA

MINISTRY OF INDUSTRIALIZATION, TRADE AND ENTERPRISE DEVELOPMENT

State Department for Trade and Enterprise Development

KENYA AT THE 46TH DAR ES SALAAM INTERNATIONAL TRADE FAIR 2022

Theme

'Industrialization for Job Creation and Sustainable Trade'

28th June - 13th July 2022

Prepared By Kenya Export Promotion and Branding Agency

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FACTS ABOUT KENYA

AREA
582650 sq Km

POPULATION
54M

OFFICIAL LANGUAGE
English

AGE STRUCTURE
0-14 years: 40.02%
15-35 years: 35%
36-64 years: 21.98%
65 years and over: 3%

POLITICAL SYSTEM
Devolved State with Multiparty Democracy, 47 counties.

Kenya lies on the equator and enjoys a varied climate ranging from tropical to temperate (10° to 40°c).

GDP (2020)
US$ 98.84B

FDI Inflows (2020)
US$ 717B

Average GDP Per Capita(2020)
US$ 1,838

GDP Growth (2020)
0.3%

FDII Growth(%ofGDP(2017)2020)
0.7%

Average Exchange Rate
US$ 1 - KES 109.8

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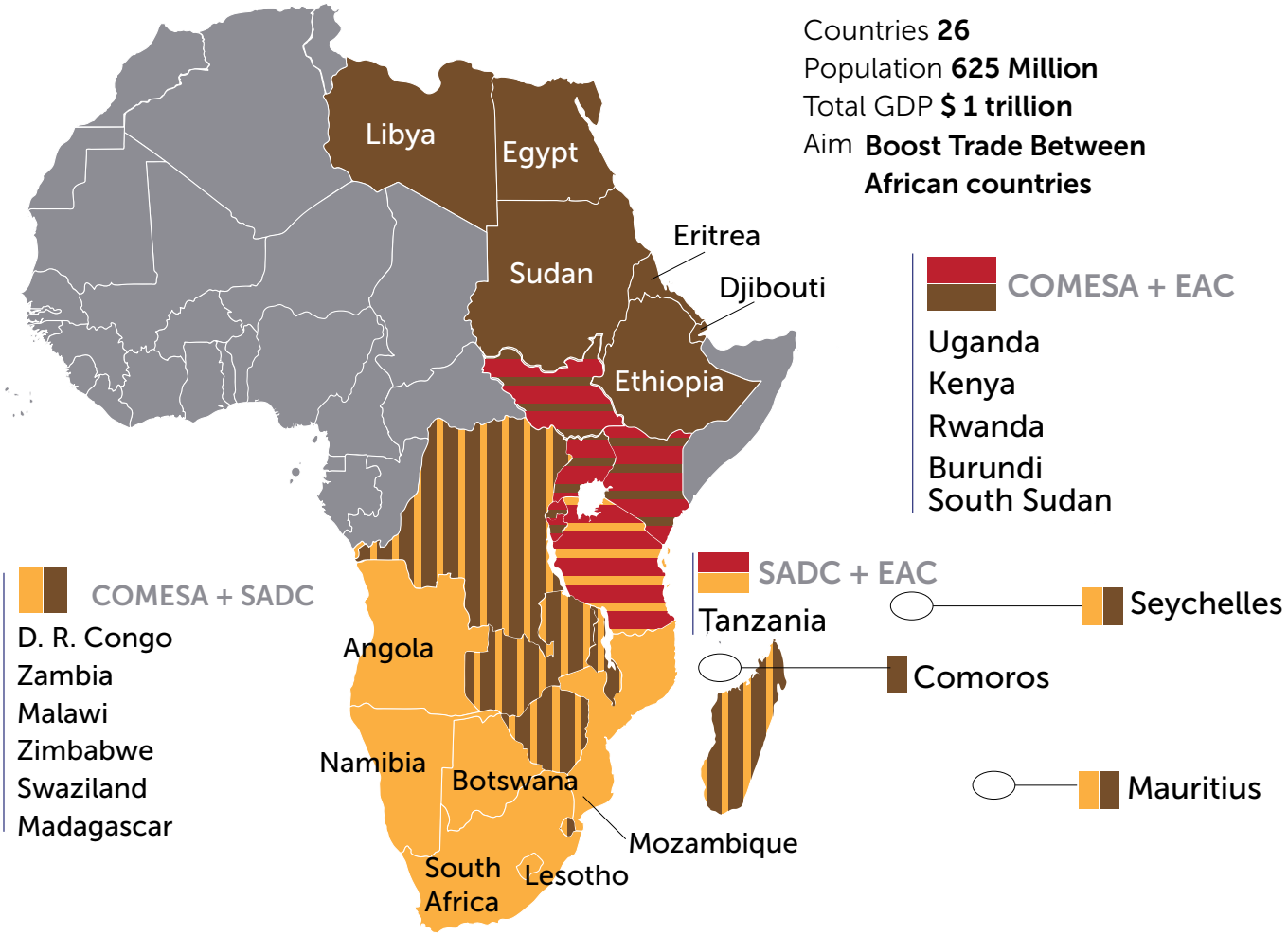
A common market spanning half of Africa

A step towards a continental free trade area



Countries **26**
Population **625 Million**
Total GDP **$ 1 trillion**
Aim **Boost Trade Between African countries**

Tripartite Free Trade Area

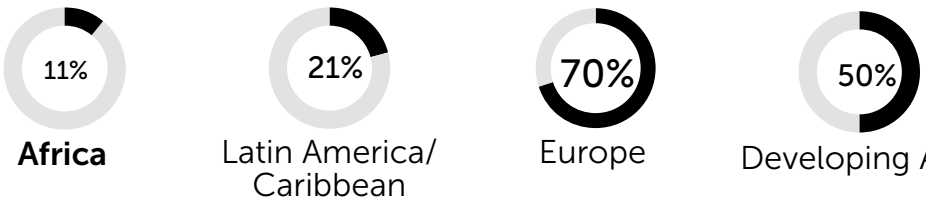
Links **3** regional blocs

EAC
East African Community

SADC
South African Development Community

COMESA
Common Market of East and Southern Africa

Intra-regional trade as a share of region's total exports



Source: UNCTAD

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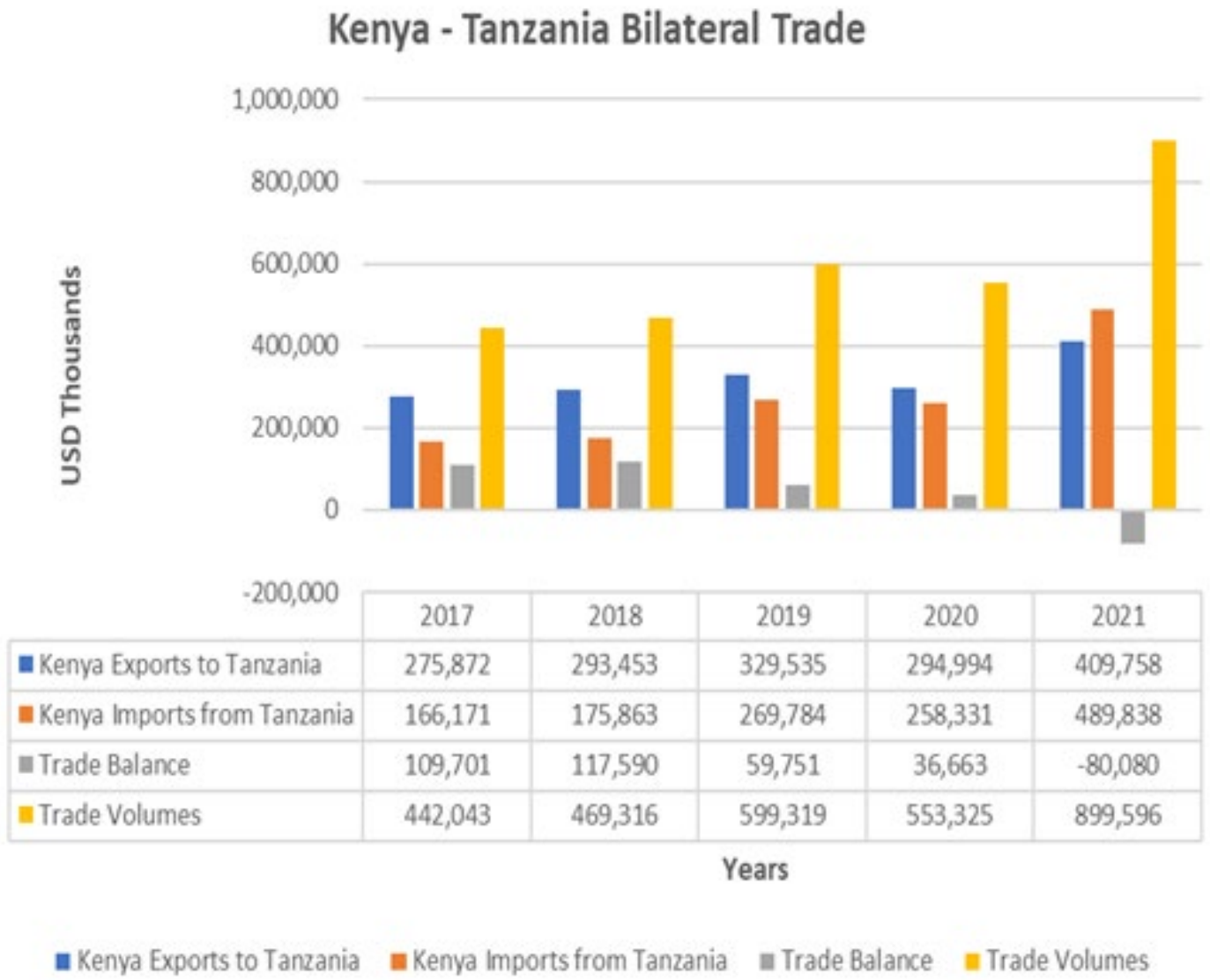
KENYA-TANZANIA BILATERAL TRADE RELATIONS



	2017	2018	2019	2020	2021
Kenya Exports to Tanzania	275,872	293,453	329,535	294,994	409,758
Kenya Imports from Tanzania	166,171	175,863	269,784	258,331	489,838
Trade Balance	109,701	117,590	59,751	36,663	-80,080
Trade Volumes	442,043	469,316	599,319	553,325	899,596

KENYA'S EXPORTS TO TANZANIA

Rank in 2021	Product Code	Products	Kenya's Exports to Tanzania					
			2017	2018	2019	2020	2021	Share in 2021
			Value in USD Million					%
1	'3401	Soap	16.4	24.0	33.7	42.0	53.9	**13.2%**
2	'3004	"Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic uses	27.7	27.3	23.6	32.0	35.8	**8.7%**
3	'7210	"Flat-rolled products of iron or non-alloy steel, of a width >= 600 mm, hot-rolled or cold-rolled	4.7	15.7	23.8	17.0	26.6	**6.5%**
4	'1704	Sugar confectionery not containing cocoa	11.2	2.8	2.6	8.7	13.8	**3.4%**
5	'3923	Articles for the conveyance or packaging of goods, of plastics; stoppers, lids, caps	13.8	12.4	11.0	8.5	12.3	**3.0%**
6	'8507	Electric accumulators	8.2	10.3	9.5	10.1	12.3	**3.0%**
7	'1517	Margarine	5.7	5.9	7.8	9.1	11.0	**2.7%**
8	'3105	Mineral or chemical fertilisers containing two or three of the fertilising elements nitrogen	0.5	0.7	0.7	0.8	7.7	**1.9%**
9	'8309	Stoppers, caps and lids, incl. crown corks, screw caps and pouring stoppers, capsules for bottles	7.7	7.9	8.6	7.8	7.6	**1.9%**
10	'1511	Palm oil and its fractions	0.6	0.5	0.7	0.2	7.6	**1.9%**
11	'3605	Matches	0.8	2.0	2.9	5.4	7.0	**1.7%**
12	'2710	Petroleum oils and oils obtained from bituminous minerals	8.7	3.4	4.6	2.5	6.6	**1.6%**
13	'8502	Electric generating sets and rotary converters	0.7	0.4	0.4	0.4	6.5	**1.6%**
14	'2501	Salts	8.4	7.7	4.2	6.1	5.8	**1.4%**
15	'8429	Self-propelled bulldozers, angledozers, graders, levellers, scrapers, mechanical shovels, excavators	2.0	3.1	12.2	1.6	5.6	**1.4%**
16	'4805	Other paper and paperboard, uncoated, in rolls of a width > 36 cm or in square or rectangular	0.5	1.3	0.9	0.7	5.3	**1.3%**
17	'8906	Vessels, incl. warships and lifeboats	0.0	-	0.0	0.1	5.2	**1.3%**
18	'3808	Insecticides, rodenticides, fungicides, herbicides, anti-sprouting products and plant-growth	2.5	4.8	3.6	6.1	5.2	**1.3%**
19	'6402	Footwear with outer soles and uppers of rubber or plastics	3.6	3.4	4.2	5.1	4.9	**1.2%**
20	'3402	Organic surface-active agents	5.1	5.7	6.2	5.4	4.8	**1.2%**
		All other Products	**147.2**	**154.1**	**168.2**	**125.6**	**164.1**	**40.0%**
		All products	**275.9**	**293.5**	**329.5**	**295.0**	**409.8**	**100.0%**

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KENYA'S IMPORTS FROM TANZANIA

Rank in 2021	Product Code	Products	Kenya's Imports from Tanzania					
			2017	2018	2019	2020	2021	Share in 2021
			Value in USD Million					%
1	'1005	Maize or corn	6.8	15.0	42.2	22.0	114.0	**23.3%**
2	'1006	Rice	0.7	1.2	0.7	34.9	107.2	**21.9%**
3	'4407	Wood sawn or chipped lengthwise	0.0	2.8	19.3	31.7	39.1	**8.0%**
4	'4804	Uncoated kraft paper and paperboard, in rolls of a width > 36 cm or in square or rectangular	29.2	28.5	29.9	21.0	38.2	**7.8%**
5	'2306	Oilcake and other solid residues	14.0	9.4	18.8	18.2	22.9	**4.7%**
6	'6907	Unglazed ceramic flags and paving, hearth or wall tiles	-	0.4	0.8	14.7	21.7	**4.4%**
7	'6305	Sacks and bags	8.2	9.8	9.3	8.5	10.2	**2.1%**
8	'0713	Dried leguminous vegetables, shelled, whether or not skinned or split	4.3	7.1	14.6	10.0	10.1	**2.1%**
9	'4412	Plywood, veneered panel and similar laminated wood	0.2	2.4	4.6	7.9	9.9	**2.0%**
10	'0102	Live bovine animals	3.1	0.8	9.9	5.8	8.8	**1.8%**
11	'2208	Undenatured ethyl alcohol of an alcoholic strength of < 80%; spirits, liqueurs and other spirituous	3.7	4.4	5.7	6.9	8.7	**1.8%**
12	'3402	Organic surface-active agents (excluding soap); surface-active preparations, washing preparations	0.0	1.2	3.1	6.1	8.6	**1.8%**
13	'1008	Buckwheat, millet, canary seed and other cereals	1.2	0.2	1.7	3.6	7.3	**1.5%**
14	'9619	Sanitary towels (pads) and tampons, napkins and napkin liners for babies	-	2.3	8.0	1.7	7.3	**1.5%**
15	'2701	Coal	4.7	6.4	5.8	2.7	6.0	**1.2%**
16	'7210	"Flat-rolled products of iron or non-alloy steel, of a width >= 600 mm, hot-rolled or cold-rolled	0.2	5.4	19.0	2.5	4.8	**1.0%**
17	'6006	"Fabrics, knitted or crocheted, of a width of > 30 cm (excluding warp knit fabrics "	4.2	4.4	5.3	2.7	4.1	**0.8%**
18	'2302	Bran	1.2	0.3	1.6	1.4	3.8	**0.8%**
19	'2522	Quicklime, slaked lime and hydraulic lime	1.2	1.9	2.2	2.5	3.5	**0.7%**
20	'5209	Woven fabrics of cotton, containing >= 85% cotton by weight and weighing > 200 g/m²	0.0	-	0.3	1.4	3.4	**0.7%**
		All other Products	**83.3**	**72.3**	**67.0**	**52.1**	**50.2**	**10.3%**
		All products	**166.2**	**175.9**	**269.8**	**258.3**	**489.8**	**100.0%**

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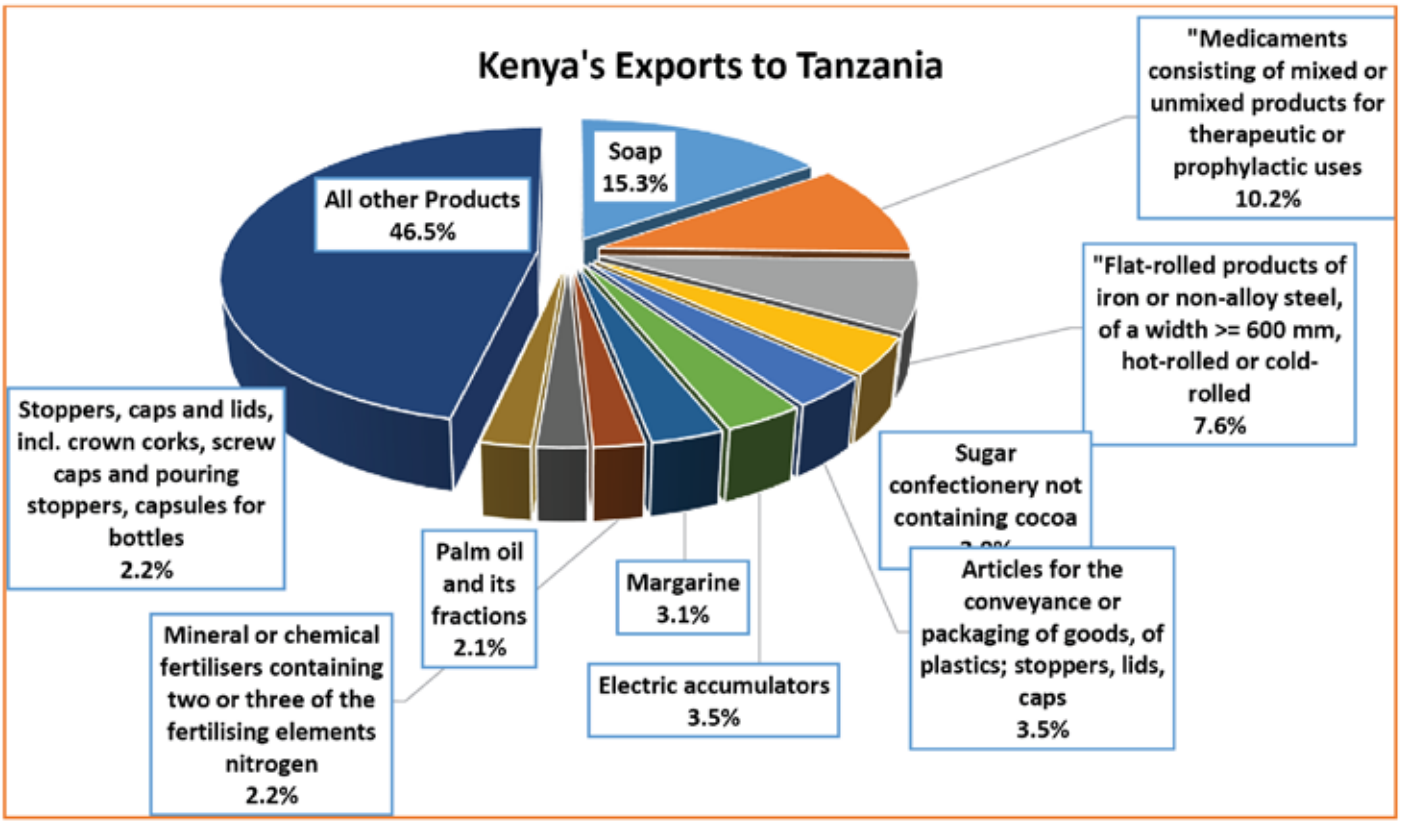
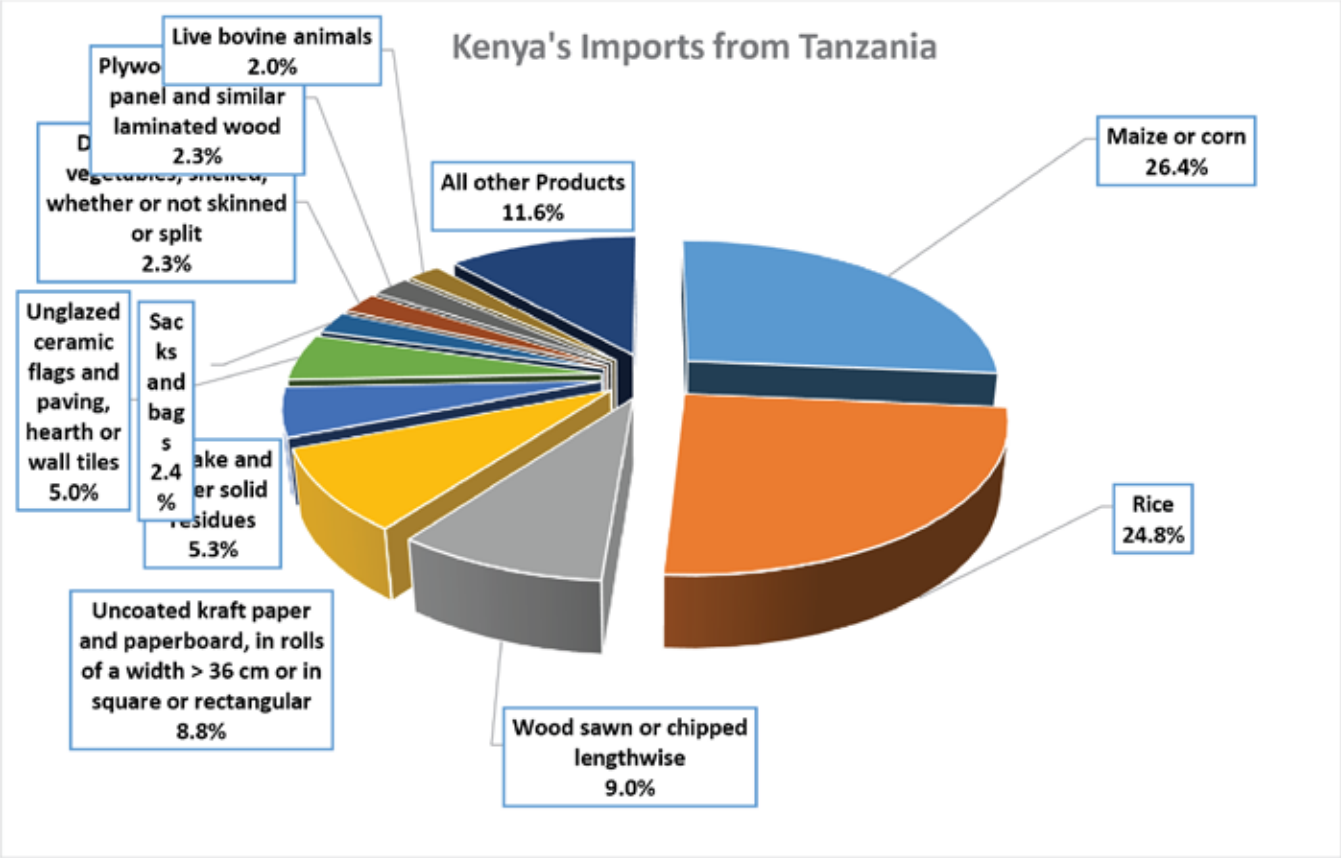
KENYA'S EXPORT PRODUCTS TO & IMPORTS FROM TANZANIA





THE 46TH DITF THEME
'Industrialization for Job Creation and Sustainable Trade'

Welcome to
The 46th Dar-es-salaam International Trade Fair (DITF) 28th June to 13th July 2022

Over the years, the Dar-es-salaam International Trade Fair (DITF) has progressed and emerged as a leading international trade promotion platform within the EAC and considered to be the largest of its kind in the Eastern and Central African Region in terms of the number of exhibitors and visitors it attracts.

Aimed at facilitating exhibitors to showcase and demonstrate their goods, services and technology, attain new markets and explore new opportunities.

The 46th DITF theme is 'Industrialization for Job Creation and Sustainable Trade' and provides a an opportunity for Kenyan companies to showcase and benchmark their quality of products with other participating countries eyeing the same market.

THE ADVANTAGES OF ATTENDING TRADE FAIRS

a) Raising Brand Awareness
By attending trade fairs, an entrepreneur can create awareness on the type of products and services that the business offers.

b) Cultivate Business Relationships
Trade fairs are a perfect place for entrepreneurs to meet and exchange ideas on product development or business cooperation besides meeting new clients face to face.

c)Learn About the Competition
Trade fairs provide an opportunity for entrepreneurs to examine the type of technology that similar businesses are using in order to leverage on the competition.

The Dar Es Salaam International Trade Fair (DITF) exhibitors will include
a) Agricultural products - Food and Beverages.
b) Timber and furniture
c) Trade services
d) Engineering products
e) Machinery
f) Computer software
g) Textiles, garments, and yarns.
h) Manufactured products.
i) Information and Communication Technology.
j) Construction materials
k) Gift articles and handicrafts
l) Automobiles
m) Goods transport service providers
n) Passenger transport service providers
o) Electrical goods and appliances
p) Farm implements
q) Chemicals and cosmetic

Kenya Airways
The Pride of Africa
SKYTEAM

Kenya Airways, a member of the Sky Team Alliance, is a leading African airline flying to 42 destinations worldwide, 35 of which are in Africa and carries over four million passengers annually. In 2020 KQ was named Africa's Leading Airline by the World Travel Awards. It continues to modernize its fleet with its 32 aircraft being some of the youngest in Africa. This includes its flagship B787 Dreamliner aircraft. Kenya Airways services London, Amsterdam, Guangzhou, Sharjah, Mumbai and over 25 intra-Africa routes in addition to its passenger network. The on-board service is renowned and the lie-flat business class seat on the wide-body aircraft is consistently voted among the world's top 10. Kenya Airways takes pride in being at the forefront of connecting Africa to the World and the World to Africa through its hub at the new ultra-modern Terminal 1A at the Jomo Kenyatta International Airport in Nairobi.

Kenya Airways celebrated 45 years of operation in January 2022

For more information, please visit www.kenya-airways.com or call our 24HR Contact Center:
+254 20 327 4747, Twitter: @KenyaAirways, Facebook: KenyaAirways, Instagram: OfficialKenyaAirways

MESSAGE FROM THE KENYA HIGH COMMISSION DAR ES SALAAM

"Kenya's participation in this trade fair is a demonstration of its commitment to actualize the country's Big 4 Agenda through promoting and enhancing intra-regional trade within the East African Community (EAC) as well as through the vibrant African Continental Free Trade Area (AfCFTA). "

It is our pleasure and honour to welcome you all, on behalf of the Government and the People of the Republic of Kenya to Dar es salaam and the Kenyan Pavilion during the 46th Dar es Salaam International Trade Fair. This invitation reflects the cordial bilateral relations between Kenya and the United Republic of Tanzania that has existed over the years. It is also a show of confidence in the Kenyan made products, companies, and the business community at large.

Kenya's participation in this trade fair is a demonstration of its commitment to actualize the country's Big 4 Agenda through promoting and enhancing intra-regional trade within the East African Community (EAC) as well as through the vibrant African Continental Free Trade Area (AfCFTA). It is therefore necessary to harness and utilize the trade and investment opportunities available across the East African region and beyond in line with the theme of this year's fair, ***"Industrialization for job creation and sustainable trade"*** which echoes our nation's efforts towards the realization of the socio-economic and political benefit of our people.

We are pleased to note that a wide range of Kenyan products will be exhibited from 18 Kenyan companies that have confirmed their participating in this fair. The products being showcased range from medicaments/healthcare devices, food and beverages (fruit juices, tea & milk), beauty care and herbal products, hygiene products for both household and industrial use, leather & leather products as well as services in maritime, standards and export and branding of Kenya's exports respectively.

As trade volumes between Kenya and United Republic of Tanzania continue to increase exponentially, it is our belief that the companies and the business community in general will establish new avenues and networks for distribution, joint ventures, and partnerships with an aim of not only enhancing the trade ties between Kenya and United Republic of Tanzania, but also between Kenya and the rest of the world.

As part of championing for Kenya's export promotion agenda, we believe that this fair will provide a great opportunity to consolidate and expand Kenya's market share through enhanced market access for Kenyan products, expanded distributorship networks as well as the introduction of new products to the Tanzanian market and beyond.

Once again, the High Commission welcomes you to the Kenyan Pavilion at the 46th Dar es Salaam International Trade Fair, Karume Hall for an opportunity to sample the Kenyan made variety of products on offer. We wish you successful engagements during and after the trade fair.

MS. JUSTINA MIRITI, HSC
CHARGE D'AFFAIRES A.I
KENYA HIGH COMMISSION
DAR ES SALAAM

MESSAGE FROM AMB. JOHNSON WERU, CBS; PRINCIPAL SECRETARY, STATE DEPARTMENT FOR TRADE & ENTERPRISE DEVELOPMENT DURING THE 46TH DAR ES SALAMM INTERNATIONAL TRADE FAIR (DITF), 28TH JUNE-13TH JULY 2022; DAR ES SALAAM, TANZANIA

I take this opportunity on behalf of the Government of Kenya to sincerely thank the Government and People of the United Republic of Tanzania for the invitation to participate in this noble annual event which seeks to strengthen our regional integration agenda.

I note with appreciation the theme of the Fair "Industrialization for Job Creation and Sustainable Trade" which captures the developmental aspirations of our region as it provides focus to our country's industrial initiatives and recognizes the important role the youth play in the development of our economies. As Kenya strives to industrialize and achieve Vision 2030 goals, the EAC market offers the necessary impetus towards realization of this aspiration. We therefore view DITF 2022 post Covid 19 pandemic as a platform to share and learn from each other, undertake test-marketing, launch new products and services as well as enhance brand and corporate image of our products and enterprises, respectively.

Kenya is participating in the 46th Dar es Salaam International Trade Fair 2022 to reinforce the EAC regional integration efforts and use this promotional platform to show-case Kenya's goods and services not only in this market and other African countries but also to the rest of the world.

> "Intra-regional trade is now a central pillar in integrating the economies of the EAC Partner States.

I therefore take this opportunity to welcome you all to visit the Kenya pavilion at the 46th edition of the Dar es Salaam International Trade Fair that is scheduled to be held from 28th June to 13th July 2022 at Saba Saba grounds, Karume Hall to sample and appreciate our iconic products on offer. This is also an important showcase for goods and services made in countries of the East African Community region and beyond. Equally, a wide range of economic activities ranging from manufacturing, tourism, agriculture, mining and services will form the main stay of the show and will show the transition from rudimentary to more sophisticated value-added offerings.

This manifestation is particularly important to Kenya since it augments our efforts to consolidate the gains made and expand the market share for our goods and services into regional market in the spirit of good neighbourliness. Through this forum, enterprises will have an opportunity to create market linkages, build strategic alliances as well as identify partnerships with business partners from participating countries.

Intra-regional trade is now a central pillar in integrating the economies of the EAC Partner States, in an effort to create wealth and improve the lives of the people of the region mainly because of close proximity, similar tastes and preferences including cultures. It is for this reason that Kenya has been participating in this fair for over two decades which has come along way in securing a stronger position with new products and further strengthening her position in the Common Market. This fair continues to serve an important marketing link and an excellent showcase for new and existing goods and services.

I wish to underscore the significance of SMEs' contribution to their individual countries' economies and the larger East African community. Strong policies in support of SMEs have been put in place to encourage free flow of information, exchange of technology, training and free flow of capital. This will therefore release more incomes into the lower strata of their economies hence reducing poverty, enhancing skills and technological transfer among other benefits.

I congratulate the Government and people of the United Republic of Tanzania for the organization of this fair which has immensely contributed to our regional integration agenda. I, therefore, take this opportunity to urge and encourage the Kenyan business people to take part in this event and other similar activities to strengthen our regional business relations.
I further wish to encourage the business community from Tanzania to also participate in major trade fairs and exhibitions held in Kenya including the Nairobi International Trade Fair (NITF) organized annually and promote Tanzanian brands in Kenyan market to foster and expand bilateral trade.

Finally, I wish to encourage the Kenyan business community to take advantage of the opportunities availed by this forum to expand their business networks for increased trade and strengthening of regional business ties.
I wish all participants a successful event and fruitful business engagements and outcomes.
Thank you.

AMB. JOHNSON WERU, CBS
PRINCIPAL SECRETARY, STATE DEPARTMENT FOR TRADE AND ENTERPRISE DEVELOPMENT

MESSAGE FROM THE CHAIRMAN OF THE BOARD OF DIRECTORS, KENYA EXPORT PROMOTION AND BRANDING AGENCY

We are pleased to participate in the 46th edition of the Dar-es-Salaam International Trade Fair (DITF), post the Covid-19 pandemic challenges. Kenya's participation at this manifestation has always been guided by the fact that the Trade Fair provides a forum for building linkages and partnerships between businesses in our respective countries in particular, and in the region at large.

It is for this reason that the Kenya Export Promotion and Branding Agency is excited to coordinate the participation of Kenyan companies at this International Trade Fair. We firmly believe that this fair provides an excellent platform for exposing brands of both merchandise, and services, thus giving further impetus to the EAC integration process.

Implementation of the EAC customs union and common market protocol has greatly contributed to the upsurge in the volume of trade between Kenya and the other EAC member countries. The volume and value of Kenya's exports to Tanzania form a significant portion of Kenya's total exports. Tanzania is a key export destination for the Kenyan exports and was ranked 6th in 2021 with the total exports being valued at Kshs 45.6 billion. Kenya's main export products to Tanzania in 2021 include medicaments for therapeutic use, soaps and detergents, flat rolled iron non-alloys & steel, Electric accumulators, margarine and edible mixtures, sugars confectionery, articles for packaging goods and stoppers, caps and lids, among others.

Over the same period, imports from Tanzania to Kenya doubled from Kshs 27.8 billion in 2020 to Kshs 54.4 billion in 2021. The major import products into Kenya comprised of wood and wood products, unglazed ceramics, alcohol and spirits, paper and paperboard, sacks and bags, rice and maize (corn), among others. Kenya needs to export much more into this market to offset the trade imbalance which is in favour of Tanzania.

Kenya's participation in the 46th Dar Es Salaam International Trade Fair, is not only in line with the theme "Industrialization for Job Creation and Sustainable Trade" but also supports the actualization of our manufacturing agenda of offering high value manufactured products both to the domestic and regional markets. Kenya's participation is therefore geared to narrow this deficit and is a commitment to continually expand trade and utilize other opportunities presented by other participating countries for Kenyan products including fostering economic co-operation among the EAC member countries. To understand the market dynamics and inform the formulation of entry strategies, additional promotional efforts such as market investigations into other towns in Tanzania like Dodoma, Mwanza, Moshi, Arusha and Tanga, conducting solo manifestations and market surveys are necessary.

Among the products being exhibited by the Kenyan companies at this Trade Fair include herbal and beauty products, fruit juices, pharmaceutical/ healthcare devices, milk and milk products, potato flour, juice making machines, nut roaster, bakery equipment, assorted teas, hygiene products, handbags and recycled sandals popularly known as akala. The products and services on offer are varied, of very high quality and no doubt meet the requirements and tastes of most discerning buyers and consumers not only in Tanzania but to the regional markets as well. We look forward to interacting with customers. We will provide sampling opportunities for some of the best and finest quality products Kenya has to offer. Regulatory agencies, namely Kenya Dairy Board and Kenya Bureau of Standards, the Kenya Maritime Authority are also represented at this Fair to offer advisory services in their respective areas of focus.

Kenya's exports to Tanzania have been on an upward trajectory in the recent past despite the unprecedented challenges brought about by the Covid-19 pandemic that disrupted global supply chains and undermined the free movement of goods and services across the region. This is an excellent business window for participating firms to expose their brands in merchandise and services to the region using this platform which is a very significant contribution towards the deepening of the EAC integration process.

Similarly, I wish to encourage the business community in Tanzania to also participate in similar trade fairs and exhibitions in Kenya including the Nairobi International Trade Fair and the Mombasa International Show and promote Tanzanian brands in the Kenyan market to foster and expand bilateral trade.

I take this opportunity to welcome you all to the Kenya Pavilion at this 46th Dar-es-Salaam International Trade Fair, Karume Hall, to engage the participating companies to sample their offerings and viable links to foster trade beyond this manifestation.

Thank you!

JASWINDER BEDI,
CHAIRMAN BOARD OF DIRECTORS
KENYA EXPORT PROMOTION AND BRANDING AGENCY

MESSAGE FROM THE CHIEF EXECUTIVE OFFICER, KENYA EXPORT PROMOTION AND BRANDING AGENCY

> The bilateral talks between Kenya and Tanzania initiated by the two leaders have been the catalyst behind the increased trade figures across the border. Kenya exported goods worth $403.9 million in the period between January and November 2021, with imports standing at $501 million to the East African Country.

The Kenya Export Promotion and Branding Agency is once again coordinating Kenya's participation in this 46th edition of Dar-es-Salaam International Trade Fair (DITF) 2022 in partnership with the State Department for Trade & Enterprise Development, Kenya Association of Manufacturers, Kenya Private Sector Alliance, Kenya National Chamber of Commerce & Industry.

The Fair, themed "Industrialization for Job Creation and Sustainable Trade" resonates well with Kenya's manufacturing agenda of offering high-value manufactured products both to the domestic and regional markets.

The bilateral talks between Kenya and Tanzania initiated by the two leaders have been the catalyst behind the increased trade figures across the border. Kenya exported goods worth $403.9 million in the period between January and November 2021, with imports standing at $501 million to the East African Country. Tanzania's major export destinations in the EAC during the year were Kenya at $230.2 million, Rwanda $208 million, Uganda $191.3 million and Burundi at $179 million.

Kenya presents diverse offerings from key sectors of the economy such as the food and beverages (tea, milk, fruit juices), herbal & beauty care & hygiene products (household & industrial use), leather & leather related products, sugar and sugar by-products, pharmaceuticals devices, value addition machinery, commercial crafts, and services (standards, maritime, investment promotion, export promotion& branding, IT consulting & dairy) in this manifestation and hopes to interest buyers, establish distribution networks to serve this market beyond this fair and attract investors alike into these sectors.

This manifestation will further enable our enterprises to identify export opportunities, and better understand the market dynamics which will inform the formulation of entry strategies such as market investigations into other towns in Tanzania like Dodoma, Mwanza, Moshi, Arusha, and Tanga respectively with the aim of presenting more offerings and enhancing the visibility of their brands and corporate identities, thus, fostering economic co-operation among industry captains in Kenya and Tanzania as well as within other EAC member countries.

The presence of many African countries is undoubtedly a clear indication that there is a growing need for fostering intra-African trade and enabling each country to address the production and supply challenges that have for a long time hindered the development of the export sector. This calls for Kenyan companies to position themselves to network with participants from AfCFTA member states and aggressively market their goods and services beyond EAC, and COMESA, in the spirit of embracing the Africa Continental Free Trade Area (AfCFTA) ideals.

It is in the spirit of integrating production to markets that, Kenya Export Promotion and Branding Agency seeks to leverage on this platform to present high-value goods and services into this market post the COVID-19 era to gauge the receptibility of their offerings and seek to present more in other jurisdictions within the continent owing to closer proximity, similar tastes and preferences, and cultures.

Let the outcome of this great event be a pointer to the future direction of trade in the region. I wish all the participants a successful trade fair and welcome you all to the Kenyan Pavilion to sample a variety of products on offer and share viable information and experiences with enterprises in furtherance of the economic aspirations of our two economies and the region at large.

Karibu, Make it Kenya!

DR. WILFRED MARUBE
CHIEF EXECUTIVE OFFICER

MESSAGE FROM THE CHAIRMAN, KENYA ASSOCIATION OF MANUFACTURERS

"Even so, it is paramount that we achieve holistic socio-economic transformation as a region. This calls on each one of us to build, create, add value, and take pride in our local industries."

The Dar Es Salaam International Trade Fair presents a fantastic opportunity for Kenyan industries to showcase the high quality of products they produce for local, regional, and international markets.

A vibrant manufacturing sector plays a crucial role in unlocking growth in all the other areas of trade and economic growth. Globally, manufacturing is drastically transforming due to a variety of reasons including advancement in technology, the rise of global value chains, outsourcing by multinational companies, global competition, and regional integration. It demands the growth of competitive manufacturers who can compete against the rising emerging markets and developed countries, which are currently the leading exporters in the manufacturing sector.

Kenya is endowed with diverse resources including human capital, raw materials, renewable energy sources, among others, that have the potential to transform the country towards shared prosperity. Kenyan industry has continued to innovate every day, to provide the global market with high quality products. It has achieved this by integrating these resources in their day-to-day operations.

Even so, it is paramount that we achieve holistic socio-economic transformation as a region. This calls on each one of us to build, create, add value, and take pride in our local industries. This is best demonstrated by the supply challenges that emanated from the disruption of the global supply chain that have called for a resilient value chain to support our economies, and the importance of intra-regional trade and investment. Additionally, it means that we must consume and promote what we locally produce as a region.

We are delighted to be part of this trade fair that seeks to showcase the ingenuity of our local industries. We hope to leverage our collaboration with Partner States across the EAC and the continent, at large, to grow our economies.
Indeed, we have an enormous potential to improve the livelihoods of our people. By working together, we shall have a stronger impact than as individual countries.

Mucai Kunyiha
CHAIRMAN,
KENYA ASSOCIATION OF MANUFACTURERS

KAM KENYA ASSOCIATION OF MANUFACTURERS
60+ Years OF ADDING VALUE

CONTACT US
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KAM_Kenya
Kenya Association of Manufacturers

MINISTRY OF FOREIGN AFFAIRS
MINISTRY OF INDUSTRIALIZATION, TRADE AND ENTERPRISE DEVELOPMENT
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KENYA EXPORT PROMOTION & BRANDING AGENCY

Inspiring Global Trade

ABOUT US

Kenya Export Promotion and Branding Agency is a state corporation that offers integrated solutions for all trade promotion and nation branding activities for Kenya, covering local, regional and international engagements.

OUR VISION

To Transform Kenya into a Top Global Brand

OUR MISSION

Brand Kenya, Export Kenyan, Build Kenya

OUR SERVICES

- Export Trade Information Services
- Advocacy and Trade Policy Facilitation
- Market Intelligence
- International Market Development and Promotion
- Enterprise and Product Development
- Market Research & Surveys

OUR BRANDS

MAKE IT KENYA | MADE IN KENYA | A TOUCH OF KENYA | GROWN IN KENYA | PROUDLY KENYAN | KEYA

FOLLOW US

Make It Kenya

1st & 16th Floors, Anniversary Towers,
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Tel. + 254 20 222 85 34-8
Cellphone: +254722 205 875 I +254734 228 534

Chiefexe@brand.ke www.brand.ke

KENYA DAIRY BOARD
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P.O. Box 30406-00100, NAIROBI.
Telephone: +254 (020) 3569377/341302
Mobile: + 254 0722573432 / 0733521438
Email: info@kdb.co.ke; info@kdb.go.ke
Website: www.kdb.co.ke; www.kdb.go.ke

FACILITATING INTRA-REGIONAL TRADE IN MILK AND MILK PRODUCTS

Kenya Dairy Board is a regulatory body established by the Dairy Industry Act Cap 336 to improve and control the dairy industry and its products. Key to our mandate is to regulate the dairy industry in Kenya for production and marketing of quality and safe dairy produce. We promote and facilitate market access of milk and milk products in the domestic and export markets.

Trade facilitation services.

The Board facilitates the import and export of milk and milk products within and outside EAC by offering the following services;
-Issuing export and import permits
- Laboratory analytical services for milk and milk products
- Market linkages between processors and traders
- Capacity building of Dairy Business Operators on import and export procedures

Wide range of milk and milk products for export.
Production of milk in Kenya is estimated at over 5.5 billion litres per year. There are over 40 milk processing companies registered and licensed by the Board to process and market milk and milk products. The following products, in several brands, are available from our processors for export:

-Long Life (UHT) milk
-Milk powders (whole and skim)
- Fermented milk (yoghurt, cultured and kefir)
- Cheese (several varieties)
- Butter
- Ghee
- Ice creams
- Dairy creams

Availability of quality dairy inputs and services.

Kenya has well established service providers for provision of the following services within the EAC market;
- Dairy stock
- Breeding services such as Artificial Insemination
- Dairy animal feeds (concentrates, hay, and silage)
- Animal health products
- Dairy equipment
- Dairy processing aids
- Laboratory equipment and testing services
- Consultancy and training services

Contact us for more information on the contacts provided above.

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ESTABLISHED JUNE 2004

KENYA MARITIME AUTHORITY

Kenya Maritime Authority (KMA) was set up in June 2004 as the semi-autonomous agency in charge of regulatory oversight over the Kenyan maritime industry. Maritime safety and security is one of the Authority's core functions. As the pacesetter of the Kenyan maritime industry, KMA thus strives to strengthen national maritime administration through enhancement of regulatory and institutional capacities for safety and security, fostering effective implementation of international maritime conventions and other mandatory instruments on safety & security, promoting maritime training, coordinating Search and Rescue, preventing marine pollution and promoting preservation of the marine environment as well as promoting trade facilitation and maritime investments. The enactment of a new Merchant Shipping Act, 2009 has enhanced delivery of services by the Authority in these areas. Foreign Ships calling at the port of Mombasa, Kenya are inspected by KMA ship surveyors in accordance with (IOMOU) Indian Ocean Memorandum of Understanding on Port State Control to which Kenya is a member. This is to ensure that ships comply with safety of life and safe manning regulations, protection of the marine environment regulations and loadline regulations, among others.

As part of our core mandate Kenya Maritime Authority is responsible for the operation of the Regional Maritime Rescue Co-ordination Centre (RMRCC), now also known as the Mombasa Information Sharing Centre(ICS). The Centre provides a communication center where seafarers can call in for help in cases of distress while at sea, in a large area covering Tanzania, Seychelles and Somalia as well as receiving and responding to piracy alerts and requests for information or assistance at all times.

Kenya Maritime Authority has been in the lead in promoting maritime training and education in Kenya. Kenya's recent entry into the International Maritime Organization's (IMO) White list status was an affirmation that Kenya's maritime education now meets international standards, enabling its seafarers to compete for jobs on international ships. As the pacesetters of the Kenyan maritime industry and in solidarity with the International Maritime Organization's (IMO) 'Go to sea campaign', the Authority has intensified its focus on boosting the image of the maritime industry and supporting cadet recruitment among the youth, including the recruitment of female cadets.

The Authority is further committed to implementing International Maritime Organization(IMO) programs aimed at the integration of women in the maritime sector in answer to Millennium Development Goal number three, " Promoting gender equality and empowerment of women" in the maritime sector. In this regard, KMA hosts the Association of Women in the Maritime Sector in East and Southern Africa (WOMESA), which aims at mainstreaming the role of women in the maritime sector.

By regulating and overseeing orderly development of merchant shipping and related services, the Authority aims to make a positive impact on trade facilitation in Kenya and in the promotion of maritime investments in the country.

Mobile: +254 – 724 – 319344
+254 – 733 – 221322
Wireless: 020 – 2381204
Landline: 020 – 2381203/4
Email: info@kma.go.ke
Location: White House, Moi Avenue, Mombasa
Address: P.O. Box 95076 – 80104 Mombasa, Kenya.

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Kenya Bureau of Standards

Standards for quality life

PROFILE

The Kenya Bureau of Standards (KEBS) is a statutory body established under the Standards Act, Chapter 496 of the laws of Kenya. It is the government's principal body that is mandated to facilitate and/or guide the development of appropriate standardization and conformity assessment mechanisms for goods and services in the country.

KEBS is a member of the International Organization for Standardization (ISO), International Electro-technical Commission (IEC), CODEX and the African Regional Organization for Standardization (ARSO). It also works closely with National standards bodies worldwide and participates actively in standards harmonization at the East African Standards Committee.

Contact Us
Managing Director
Kenya Bureau of Standards
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P.O. Box 54974 - 00200
Nairobi, Kenya.

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Mobile : 0722 202 137 or
0734 600 471/2
PVOC : 0724 255 242
Email : info@kebs.org

Kenya Bureau of Standards

Standards for quality life

Vision

- To be a global leader in standards based solutions that deliver quality and confidence.

Mission

- To provide standardization solutions for sustainable development.

Mandate

KEBS is mandated to provide standardization and conformity assessment services through: -

- Promotion of Standardization in commerce and industry
- Provision of testing and calibration facilities
- Product and system certification
- Undertaking educational work in standardization and practical application of standards
- Maintenance and dissemination of International System of Units (SI) of measurements.

KEBS mission is to promote the competitiveness of Kenya's goods and services and to improve the quality of life through the application of Measurements, Standards, Testing and Quality Management (MSTQ). This is propagated through participation in international standardization forums, conformity assessments, certification of products, development of quality management systems and environmental management systems and improvement of measurement accuracy in the country.

- KEBS has a well-developed Standards Information Resource Centre that houses a WTO/TBT National Enquiry Point (NEP) and a COMESA Focal Point on MSTQ.
- Standards and tests go hand in hand, and are key to competitiveness in the global market. They give that common confidence-building foundation and means of verification when exchanging goods and services. Kenya and the USA can put in place the necessary institutional and legal infrastructure to assure conformity and go further to harmonize standards, thus fostering trade and investment between Kenya and the USA.

Standards and tests will give investors and businessmen a valid means to verify claims of quality and performance, among other parameters, thus facilitating a much more efficient trading system.

KEBS services include;

Sale of Standards

- KEBS Standards Information Centre acquires, maintains, publishes and disseminates international and Kenya Standards and Standards related information. Standards help to make sure that products and services are fit for their purpose and are comparable and compatible.

Quality Assurance and Inspection

KEBS operates a product certification scheme in line with section 10 of the Standards Act, Cap.496 of the Laws of Kenya. This scheme leads to award of permits to use the product certification marks of quality. This ensures health and safety of Kenyans as well as protecting the environment during the exchange of goods and services.

Testing services

KEBS accredited laboratories offers testing services in areas of chemistry, food, microbiology, material engineering and textiles.

Our labs provides testing services to a wide range of clientele that include, but are not limited to: Manufacturers, Exporters, Non-governmental Organizations, Government Departments, Research institutions, Merchants and KEBS Quality Inspectors who implement Kenya Standards.

Systems Certification

KEBS offers system certification in the following areas;

-ISO 9001 – Quality Management System
-ISO 14001 on environmental Management
-ISO 22000 and HACCP on Food Safety Management
-OHSAS 18001 on Occupational Health and Safety Management among others

Metrology and Calibration Services

Metrology department is mandated to realize, maintain and disseminate the SI units of measurements. In fulfilling this mandate the department currently operates 13 primary laboratories;

National Quality Institute (NQI)

The National Quality Institute's core mandate is to entrench a culture of quality in the Kenyan society by disseminating knowledge on standardization and quality, leading to practical application of standards in the Kenyan society.

KEBS will be represented by the following officers;

Evelyne Okwero
Principal Marketing Officer

Faith Richu
Principal Marketing Officer

Grace W.A. Onyango
HOD

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VISION 2030

KAM KENYA ASSOCIATION OF MANUFACTURERS

60+ Years OF ADDING VALUE

MANUFACTURING

PRIORITY AGENDA 2022

Manufacturing sector recovery and sustained growth for Kenya's shared prosperity

2022

EXPORT PRODUCT RANGE

VISION

The Dairy Brand of Choice in Kenya and beyon

MISSION

New KCC is committed to provide quality dairy beverage and food products and services that are of international standing through sustainable innovation and effective value chain management.

New KCC is the largest and one of the leading dairy processors in East Africa. Its core business is to procure, process, and market quality milk and milk products for both local and export markets. Since its inception, New KCC has been at the forefront of Kenya's dynamic and fast-growing dairy industry.

With its wide network of strategically located processing factories, milk cooling plants and several satellite coolers, the company enjoys unparalleled access to quality raw milk from Kenya's finest pastures located in the country's milk rich regions.

From farm to glass, New KCC produces a wide range of quality milk and milk products, including fresh milk, butter, cheese, long life milk, fermented milk, and milk powder, offering both its local and international customers a variety that is healthy, safe, affordable, and made to the highest international standards.

We continue to benchmark with best business practices in quality standards and, in addition to Halaal Certification and Diamond Mark of Quality, the company is ISO 9001: 2015 and ISO 22000:2005 Certified for Quality Management Systems and Food Safety Management Systems respectively, further underlining our commitment to our core values, among them providing high quality products, innovation, and excellent customer experience.

OUR CONTACTS:

House, Dakar Rd, Industrial Area P.O. Box 30131 - 00100, Nairobi, Kenya
Customer Care Line: +254 02 3980 222 | WhatsApp: +254 0110 936565 / 0780 936557
Landline Tel No: +254 02 3980 000 | Mobile: +254 722 203 668 / +254 736 203 668
Email: info@newkcc.co.ke | Website: www.newkcc.co.ke
New Kenya Co-operative Creameries @newkcckenya

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CONTACT US
Email: info @ ketepa.com
Call: 0726 555 550/1/2/8
Address HQ: Kericho

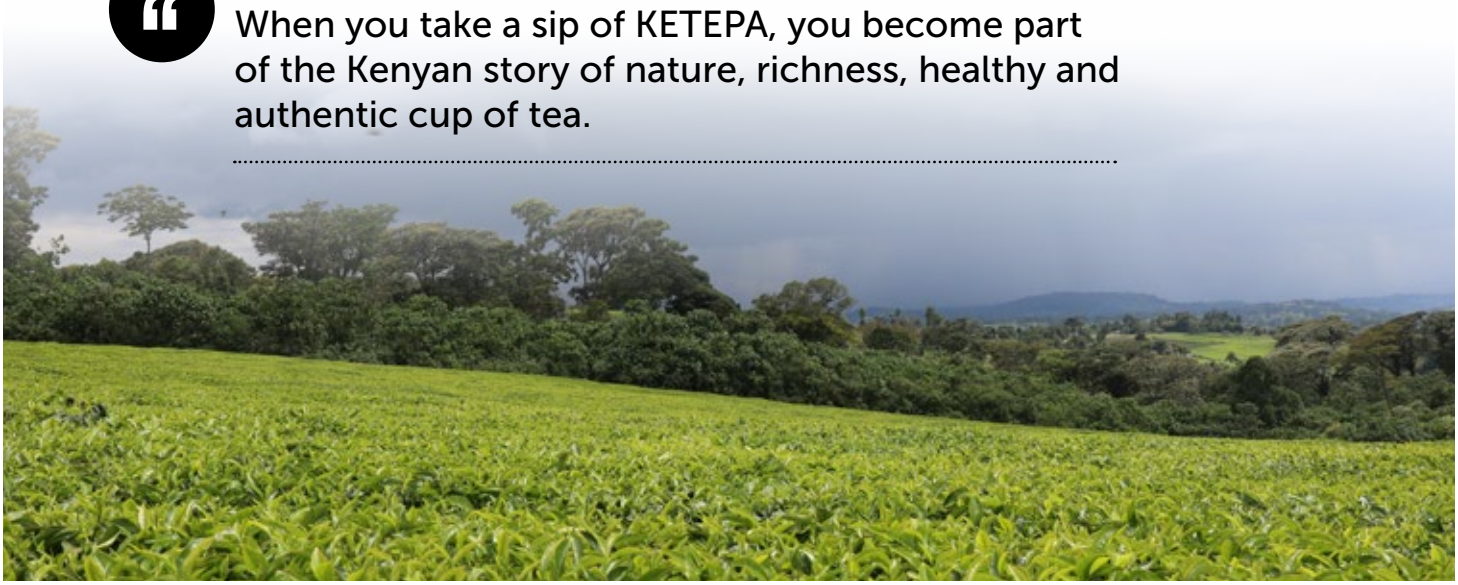
Kenya Tea Packers Limited (KETEPA) has been the leading tea blending and packaging company in Kenya for over 40 years, with added capability to undertake custom branding or contract packaging. We have over 50 products which include black tea, flavored tea, green tea, purple tea, white tea, orthodox tea and herbal infusions.

Grown in the luscious highlands of Kenya, our 100% Kenyan Tea is enriched by gentle rainfall and nurtured under 12 hours of sunlight to develop its authentically Kenyan taste. Top leaves and a bud are carefully handpicked to create a magnificent blend, which is packed in a state-of-the-art packing plant. Each week our Master Tea tasters expertly select and blend the finest of Kenyan Teas to ensure you a satisfying and refreshing cup of Ketepa tea.

KETEPA is a subsidiary of Kenya Tea Development Agency Limited (KTDA) which is the largest small-scale farmer umbrella body in the World with over 650,000 farmers. These farmers who make a living from growing tea and own over 70 tea processing factories and produce above 60% of all the high-quality Kenyan tea targeted for both the local and export market.

Our certification: ISO 9001: 2015, ISO 22000: 2018, Rain Forest Alliance among others.

> When you take a sip of KETEPA, you become part of the Kenyan story of nature, richness, healthy and authentic cup of tea.



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Kevian Kenya Limited (KKL) is among the leading agro-processing companies in Kenya. It is committed to transforming the manufacturing sector through innovative approaches and use of state-of-the-art equipment. KKL is part of a group of companies including Sterling Craft K Ltd and Pine Tree K Ltd which are all market leaders. Having been incorporated in 1992 in Kenya, the company has since witnessed significant growth expanding its product portfolio. It is a source of employment to an estimated 500 people directly employed at the processing factory and along the various value chains. The growth of the company has been backed by modern technology and adoption of systems. Additionally, the diverse technical expertise of the company in food and beverage has sustained its tremendous growth characterized by increased product diversification to Kevian Sauces and Yoghurts; high quality products meeting International standards (KKL is ISO certified), enhancing the company's products market competitiveness and increased employment opportunities as a source of livelihood support to many.

The principle activities of KKL are three fold, One packaging bottled water, Two packaging whole fruit juices and Three fruit based ready-to-drink juices and extraction of fresh juice concentrate from fruits.

Its multi-fruit processing plant is located in Thika, which is about 50km north of Nairobi. The plant commenced production in 2007 and processes mango, pineapple, passion fruit, carrots, tomatoes and avocados which are sourced from smallholder farmers in East Africa. The products enjoy a wide market from the East African countries mainly Kenya, Burundi, Rwanda, Uganda, Tanzania, DRC, Zambia, Southern Sudan, Malawi , Ghana and America .

Kevain Kenya is a world class trend setter and always passionate about creating oppotunies and changing lives.

KEVIAN
PURE AFRICAN DELIGHTS

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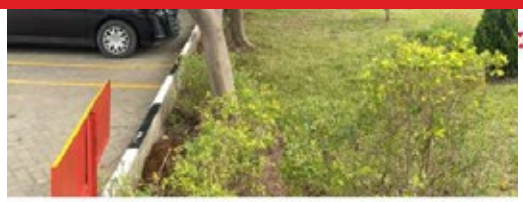
Ngong Road, Nairobi
info@keviankenya.com



COMPANY PROFILE

Our History: Revital Healthcare has been developing and producing unique and innovative medical disposables years since 2008. **A private equity fund foundation chaired by Bill Gates** has made a sizable investment in Revital Healthcare. This is in light of Revital's Re-Use Prevention (RUP) syringes which help to reduce the spread of the infection. We are a multi-generational business started by it's founder, **Dr. Rajnikant. C. Vora** who has the vision of applying the principles of his experience in industrial engineering of medical device and disposables technology has been successful in expanding our representation worldwide through the development of world-class sales distribution.

Since its inauguration in 2008 by his Excellency Mwai Kibabki the former President of Kenya, Revital Healthcare has made a significant impact to become the largest manufacturer of Medical Disposables and Blood Collection tubes in East, Central & West Africa.

Revital Healthcare is an internationally compliant company which is certified by **WHO GMP, CE, ISO 13485:2012, ISO 9001:2008, KEBS, TFDA, NAFDA.** Here at CadyLifeScience quality and the attention to detail is at the forefront of everything we do. To ensure we achieve this target all products that we manufactured are in a **class 10,000 clean room** environment and supported by our excellent Quality Control team. Additionally, our factory holds sufficient capacity to produce large requirements for different market segments up to **31 million units per month.**

"A CULTURE OF SAFETY IS A JOURNEY, NOT A DESTINATION. IT REQUIRES OUR CONTINUING DILIGENCE"

- Dr. Rajnikant. C. Vora
Chairman

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Welcome to the MEDICAL OF TOMORROW

REVITAL HEALTHCARE
EXCEPTIONAL CARE CLOSE TO YOU

OUR VISION

To focus on developing an organisation built on the cornerstone of good leadership, teamwork, expertise and innovation. We believe that this combination of efforts allows us to produce and deliver high-quality products which meet the demands of healthcare providers and institutions to achieve expansion in the British and European markets.

OUR MISSION

The mission at CadyLifeScience is to provide the Healthcare Sector with safe, reliable and thoughtfully developed products which significantly improve the efficiency and effectiveness of infection prevention through our Medical Disposables. Whilst dedicating ourselves to improve healthcare all over the world.

OUR VALUES

At Revital Healthcare our core values define what we stand for, how we conduct ourselves and how we interact with colleagues, customers, vendors and others. Our core values are:

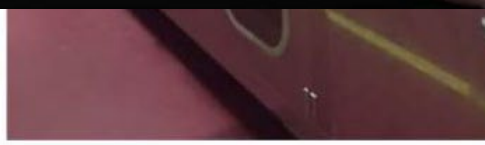
Accountability: Taking responsibility for our actions and focusing on finding solutions and delivering results.

Courage: We pursue new possibilities for our future and stand up for what is right and support others who do so.

Integrity: Conducting business with the highest standards of professional behaviour and ethics through transparency, honesty, ethical and fair interactions.

Teamwork: Working together to achieve a common goal through open and honest communication.

Caring: We show concern for one another and support each other's efforts



PRODUCTION PROCESS

MOULDING PROCESS

We have a strong and dependable infrastructure that comprises of modern automated equipment for the production of high-quality medical disposables. Production is performed under the supervision of qualified engineers in an aseptic area of a **100,000-air class maintenance environment** while manufacturing over **35 Million Units** of medical devices per month.

CLEAN ROOM PROCESS

Clean room is where assembly of syringes, printing and individual packing of all products take place. Clean room is fully equipped with automatic machines in a **10,000 class environment.** All manufacturing & labelling is done as per the requirement of **ISO** standards. ISO 13485:2016 and ISO 9001:2015

High Quality | Production Capacity of 31 million units per month | Protection | First Class Environement | ISO Standardized

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Bata

BATA KENYA - A CENTER OF EXCELLENCE IN MANUFACTURING

Bata Brands

Bata

Safari by Bata

Pata Pata

Sandak by Bata

Ngoma by Bata

Toughees The Original Leather School Shoe

Bata Industrials IMPROVING WORKING LIVES

Bata COMFIT

Maringo by Bata

ambassador

power

NORTH STAR MY GENERATION

Bata RED LABEL

Bata insolia

marie claire

Bubble gummers LIVE OUTDOORS

WEINBRENNER SINCE 1892

BATA SHOE KENYA PLC

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Phone +254 020 2010620, 020 2041317, 020 2091170/1/2/3
Cellphone +254 0722 820544, 0722 822197
Fax +254 020 201 3352
Email: bata.kenya@bata.com | www.batakenya.com

EXPORT DEPARTMENT

Phone +254 020 2091196, 0724 832914

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GREYTRIX AFRICA LTD

Greytrix – Sage Premier Gold Development Partner with global footprint is a one stop solution provider for all your Sage ERP and Sage CRM needs. Greytrix is a business application development and consulting company that offers solutions across verticals which includes accounting and business management, financial reporting, ERP, CRM, HRMS and EDI. As one of the leading Sage certified X3 Partner, we have a strong sales and implementation industry presence. We offer scalable software development resource for customizations and enhancements within Sage X3. In addition to the Sage X3 development services which we provide to our end customers; our Channel Partners considered us as "Go-To" resource for custom Sage X3 solutions. Thereby, enabling Greytrix to rapidly introduce new products and solutions to the market. Greytrix has 22+ years of association with Sage and 375+ business partners worldwide. With a team of highly experienced and certified Sage ERP and CRM Techno- functional consultants, we ensure that customer requirements are always met. Our expert team consist of 200+ consultants with 500+ clients in India and 1000+ man years of experience in Sage ERP and CRM Development and Consulting Services, who provide you with solutions that address industry specific and cross functional requirements. Greytrix methodology involves techno- functional expert team survey your business processes, work flow, current system situation and future plans. Based on the survey sessions, we propose solutions that meet your requirement pertaining to the Sage ERP/ CRM into consideration. Our tailored software solutions are designed to best fit your budget, timeframe, industry, technological infrastructure and operational needs. We have expertise and experience to help build our own products and add-ons and maintain add-ons developed for Third Party Vendors

Year	Award
2019	Sage East Africa Top ISV Partner Award
2019	Sage East Africa New Customer Acquisition Enterprise Business Award
2019	Sage East Africa Highest Revenue Enterprise Business Award
2018	Sage East Africa Region Partner of the Year Award for Enterprise Solutions
2018	MPESA Foundation Academy wins the coveted CIO 100 silver award for excellence in enterprise information adoption with Greytrix as an Implementation Partner
2016	Sage East Africa Region Partner of the Year Award for Enterprise Solutions
2011	Sage CRM Gold Development Partner of the Year Award
2010	Reuters Market Light (RML) get the EDGE - 2010 award with Greytrix Implementation
2009	Sage India award for achieving the Highest Sales
2009	Sage India Award for the Best performing Partner in Both ERP and CRM
2009	Sage India Award for the Maximum Sales in ERP Segment
2008	Sage – First Gold Development Partner
2006	Sage Accpac Development Partner of the Year
2004	Sage CRM Development Partner of the Year

OUR PARTNERSHIPS

- Gold Development Partners for Sage
- Microsoft Gold Partner
- Silver Partners for SAP Business One ISV for Salesforce
- Rate-Fast (Joint Venture in Canada)

CORPORATE OFFICE LOCATIONS & GEOGRAPHIC OPERATING COVERAGE:

Local East Africa office:
Kenya: Office no. 8, 1st Floor, Western Heights, Karuna Road, Westlands, Nairobi 00100, Kenya.
Head Office:
India: B301, 3rd Floor, Everest Nivara Infotech Park, MIDC, Turbhe, Navi Mumbai - 400 705, India.

Branch Offices:
United States of America: 1 Embarcadero Center, Suite 500, San Francisco, CA 94111. USA.
United Kingdom: 20 Garrick Street, London WC2E 9AX.
Canada: 75 Havenbrook Blvd, 612 North York, Ontario – M2J 1A8, Canada

MINISTRY OF FOREIGN AFFAIRS
MINISTRY OF INDUSTRIALIZATION, TRADE AND ENTERPRISE DEVELOPMENT
MAKE IT KENYA

Glerian Limited

Innovative Hygiene Solutions

Company Name:
Glerian LTD

Location (Town):
Nairobi

Name of Contact Person:
Samuel Doe

Position in the Company:
General Manager

Tel/Cell Phone Number:
0727279257

Email Address:
info@glerianlimited.com

Website:
www.glerianlimited.com

Glerian Limited (GL) is your number one manufacturer and supplier of hygiene products and provider of hygiene services in Kenya with a bias toward health and environmental safety.

Over the years, we have established a reputation in providing best-in-class products and raw materials to a wide range of customers who put quality first. Our clients include a number of major hospitals, government institutions, leading retailers, food industries and five-star hotels. Our provision of affordable quality products and services has set us on a steady growth in the market share over the years with a upper hand over our competitors.

We also offer Professional Services such as: - Provision of Laundry services, Cleaning services, Compound maintenance (which include pruning of flowers and weeding, cutting grass, etc), Fumigation and Sanitizing designated areas. Our Company has two main Departments:

MANUFACTURING and PROVISION OF SERVICES.

We manufacture high-quality products, following stringent production processes to assure compliance with the best manufacturing practices. Our products have a diverse use in the institutional, hospitality industrial and domestic uses. At Glerian Limited (GL) we are driven by the desire and commitment to be a leading manufacturer of high-quality products which meet or exceed consumer expectations.

Our team comprises of highly competent and friendly staff, backed by an efficient and highly effective delivery system.

Our diverse product portfolio in the manufacturing department comprises of a broad range of solutions in housekeeping, laundry, swimming pool, health club, personal care, kitchen/food safety, and cleaning materials.

LIST OF COMPANY'S PRODUCTS / SERVICES

- Morecare Instant Liquid Sanitizer 2in1
- Rumkleen Acidic Toilet Cleaner 6in1
- Rumkleen Stubborn Stain Remover
- Rumkleen Multipurpose Dishwash (Lemon& Green Apple)
- Rumkleen Oven Cleaner
- Cleaning & Laundry Services

FRET NATURALS

The Company was established in 2011 as a small phamacy with little knowledge and grew a few suns ago in 2014-2020.

We saw the need for a new and revamped look into the human health. This was in the case of how brands presented themselves. As the year faded away, we have grown with the times and assimilated with the trends that are taking hold in the human health

VISION
A better future and right livelihood for families and individuals in our communities

MISSION
working to improve the health of the people by advocating the use of natural organic products as food and medicines. Empowering the youth and rural women needs and assets by propagating the use of organic farming and growing certain herbs and spices and also collecting tree seeds and fruits that we use in our products.

GOALS
Our goal is to enhance capacity,inprove living standards and quality of life through natural organic foods, spices and herbs

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2030

ENGINEERING

Everything we do is driven by you

COMPANY PROFILE

CUTTING EDGE, EASY TO USE AND HIGH QUALITY EQUIPMENTS

ABOUT US

Founded in 1986 as a service, repair and maintenance business, we later advanced to making baking tins and trays and soon started fabricating deck ovens. The company eventually expanded its market seeking out other food processors and diversified into a food processing company. To-date, D.K Engineering provides equipment for bakeries, hotels, restaurants, institutions, juice processors, fruit and vegetable processors, honey processors, flour millers among others. In addition, we do fabrication and engineering works.

VISION

To be a major food processing equipment supplier in our chosen segments within the East African Community.

MISSION

To exceed our clients' expectations by supplying them with tailor made, high quality and affordable food processing equipment using their specifications as our minimum bench-mark.

CORE VALUES

Pride – Excellence in our work
Precision – High quality equipment and processes for high quality products
Simplicity – Easy to use products, and seamless, hassle free services
Honesty – Within ourselves, our employees and to our clients
Client Centeredness – The client is the focus of everything we do
Value Addition – Provision of relevant advice to add value to our clients' products

www.dkengineering.co.ke

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DK ENGINEERING
Everything we do is driven by you

WHAT WE DO

At D.K Engineering, our cutting edge, easy to use and high quality equipment enable our customers to maximize production in their businesses.Our equipment are tailor made as per customers' specifications with priority given to hygiene hence using quality food grade stainless steel material.We also have a round the clock maintenance team to ensure production does not stop and offer after sale service where the equipment come with a 12 month guarantee.

Our Products include:

BAKERY EQUIPMENT

- Ovens: Deck ovens
  Rack ovens
  Convectional ovens
- Mixers: Dough mixers
  Cake mixers
- Provers
- Bread slicers
- Baking Accessories: Trays, Tins, Racks, Cups

JUICE PROCESSING EQUIPMENT

- Washing/ blanching troughs
- Fruit pulpers
- Destoners
- Buffer troughs
- Holding/ filling tanks

VEGETABLE PROCESSING EQUIPMENT

- Vegetable slicers
- Deep fat fryers
- Dryers for dry fruits and vegetables
- Disc mill for composite flour milling

NUT PROCESSING EQUIPMENT

- Nut roasters
- Milling machines

COMMERCIAL KITCHEN EQUIPMENT

- Sink units
- Cooking ranges available in gas, electric and biomass
- Server units
- Display cabinets (hot and cold)

HONEY PROCESSING

- Honey warmers
- Centrifuge filters
- Honey extractors
- Filling machines

OUR CONTACTS

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VISION 2030

Cofftea was established in 1984, by the current Group Chairman; Mr. **Mohamed Salih Idris**. And to reflect the company's core business, the words "coffee" and "tea", were combined together, creating the well recognized name: **COFFTEA**.
The group is directed by Mr. **Siddig M.S. Idris** as, Cheive Executive Officer. Initially, Cofftea operated as a bulk provider and distributor of coffee and tea to wholesalers in all the regions of Sudan.

In 2002
Cofftea launched the first specialised tea packing factory in Khartoum designed to pack 20,000 MT annually, in a space of 5,000 sq.m. with its flagship brand Al Ghazaltain (The two gazelles). The factory packs the finest blends of Kenyan teas; using the highest standards of tea packing for both loose packets and teabags.

1984

In 2012,
To meet the growth and expansion in scale of operation, manufacturing and the demand for our premium brands, a new factory was launched in 2012 with capacity of 35 Million Kgs of tea, as well as State of The Art blenders and Coffee roaster with capacity of 3 Million Kgs per annum. A further replicated model, a factory established in Mombasa with the latest machinery, equipment and automated blending and packing facilities, to serve targeted markets in UAE, Egypt, East Africa, Europe & US.

2012

While Cofftea's core business is coffee and tea blends, through out the years, the company expanded into other agricultural resource manufacturing and packing facilities such as sugar, oils, animal feeds, agro commodities and several others.
In 2013,
Cofftea started trading in Sugar, and in 2016 it reached 500,000 tons of white refined sugar per year.

2013

Oil trading is on going business, and Cofftea is looking forward to welcome a 300 TPD of edible oils in early 2018 using the latest fully automated filling lines refinery.
At the end, Cofftea has implemented and adhered to the highest levels of hygiene and workplace standards across all of its operations.

2018

Cofftea at glance

Company Vision

Providing the highest quality products through sourcing of the best raw materials and maintaining unique brands while ensuring continued growth and development.

Our Mission

Here at Cofftea, we understand that our consumers' have individual tastes, therefore, every product is carefully sourced, blended, tried and tested before being introduced to the market.
Our mission is to attain, and maintain, complete customer satisfaction with, the quality of our products, accessibility, and overall convenience. With that in mind, we are constantly developing new products and manufacturing solutions to reflect our commitment to our consumers and their growing needs.

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