



REPUBLIC OF KENYA



**KENYA EXPORT  
PROMOTION & BRANDING  
AGENCY**

# **Kenya-Germany Trade Flow Analysis Report**

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## **1.0 GERMANY**

### **1.1 Background**

Germany, officially the Federal Republic of Germany, is a country in Central Europe. It is the second most populous country in Europe after Russia, and the most populous member state of the European Union. Germany is situated between the Baltic and North seas to the north, and the Alps to the south; it covers an area of 357,022 square kilometres (137,847 sq. mi), with a population of over 83 million within its 16 constituent states. Germany borders Denmark to the north, Poland and the Czech Republic to the east, Austria and Switzerland to the south, and France, Luxembourg, Belgium, and the Netherlands to the west. The nation's capital and largest city is Berlin, and its financial centre is Frankfurt; the largest urban area is the Ruhr.

Germany is the top economic power in Europe and the fourth globally. After experiencing a historic recession following the COVID-19 pandemic, the country's economy grew throughout the first three quarters of 2022 driven by an ongoing recovery in private consumption. However, Germany only grew an estimated 1.5% in 2022, slower than one year earlier (2.6% - IMF) due to the consequences of the Russia-Ukraine conflict: prior to the invasion, Germany was highly dependent on Russian gas, oil and coal, with around one-third of primary energy supply coming from Russia. The political situation and the resulting EU sanctions against Russia forced Germany to reduce such dependency; however, there were severe disruptions in the supply chain (especially in the chemicals and automotive sectors, which together account for almost 6.5% of GDP) and in energy imports. Sentiment indicators have deteriorated markedly towards the end of 2022, with a decrease in private consumption due to high inflation and rising energy costs. The IMF expects GDP to decrease by 0.3% in 2023 (-0.6% according to the EU Commission), before rebounding by 1.5% in 2024. Downside risks to the forecast remain, especially those related to delays in the energy supplies diversification, which may cause shortages and spur inflation in the winter of 2023-24.

The unprecedented measures taken to fight the pandemic and stabilise the economy – focused on subsidies to companies, prolongation of the short-time work scheme and increased healthcare spending for vaccination and testing - drove an increase in Germany's budget deficit in recent years. Pandemic-related



support programmes were phased out by mid-2022, but three energy support packages estimated at EUR 95 billion in direct expenditures and an energy support fund of 5.5% of GDP financed by credit allowances contributed to the third consecutive year of fiscal deficit (-3% as per the IMF), despite higher tax receipts. While the IMF expects the deficit to decline to 1.8% this year and 1.1% in 2024, the European Commission forecast is less optimistic (3.1% and 2.6%). After peaking at 71.1% in 2022, the government debt-to-GDP ratio is projected to decrease to 68.3% in 2023 and 65.6% the following year (IMF) thanks to the growth of nominal GDP on the back of high inflation, the reduction in the portfolio of bad banks and the decline of cash reserves. Inflation reached a record level of 8.5% in 2022 driven by the surge in energy prices, rising input costs and a boost to service sector wages. A tighter labour market and the staggering pass-through of wholesale energy prices should contribute to a gradual decline in inflation, projected at 7.2% this year and 3.5% the next (IMF). For 2023, export growth is expected to recover due to easing supply chain bottlenecks and a record-high order backlog.

Unemployment was estimated at 2.9% in 2022 (IMF), down from 3.6% one year earlier, with wage growth averaging 5% on an annual basis in the first half of the year. The IMF forecasts an increase in unemployment to 3.4% this year and 3.3% in 2024. With a GDP per capita (PPP) of USD 57,927, Germany is among the wealthiest countries in the world (World Bank).

## 2.0 INTERNATIONAL TRADE

Table 1: **Situational Analysis**

### **Germany's Trade Flows and Position in the Global Trade**

- In 2022, Germany's exports were valued at **USD 1.7 trillion** which accounted for **6.8%** of the world exports during the year. Germany was the 3rd exporter in the year.
- On the other hand, Germany's imports in the year were valued at **USD 1.6 trillion** which accounted for **6.3%** of the world imports in the year ranking the country as the **3rd** global importer in 2022.
- Over the last decade, Germany has had a positive trade balance, which in 2022 was recorded by a value of USD 87.4 billion.
- Her lead export destination market in 2022 was USA (United States of America) with exports valued at **USD 164.0 billion**, accounting for 9.9% of Germany's total exports.
- In the same year, Germany's top source market was China with imports valued at **USD 201.7 billion** accounting for **12.8%** of Germany's imports.
- Her main principal export product was Motor cars and motor vehicles principally used for transport of persons with her exports being valued at **USD 155.7 billion**.
- Germany's chief import product in 2022 was Petroleum gas and gaseous hydrocarbons. The country imported approximately **USD 75.9 billion** worth of the product in 2022.

## 2.1 Germany's international trade performance

### 2.1.1 Germany's lead import trade partners

Table 2: Germany's top 25 import trade partners

Rank in 2022	Exporters	Imported value in 2018	Imported value in 2019	Imported value in 2020	Imported value in 2021	Imported value in 2022	Share in 2022
Value in USD Billion							%
1	China	125.1	123.2	134.1	168.7	201.7	12.8%
2	Netherlands	104.5	97.4	88.4	106.8	116.1	7.4%
3	United States of America	76.2	79.8	77.3	85.5	97.0	6.2%
4	Poland	65.0	64.4	67.0	81.6	81.2	5.2%
5	Italy	71.1	63.9	61.6	77.3	76.0	4.8%
6	France	76.8	74.0	64.3	73.1	72.9	4.6%
7	Belgium	53.2	45.6	39.0	57.7	61.1	3.9%
8	Czech Republic	56.1	53.3	50.1	58.7	60.6	3.9%
9	Switzerland	54.8	51.8	52.5	59.2	59.2	3.8%
10	Austria	49.5	46.5	44.3	53.3	55.1	3.5%
11	United Kingdom	43.4	42.5	39.5	38.1	39.9	2.5%
12	Spain	38.3	37.1	35.7	40.4	39.4	2.5%
13	Hungary	32.3	32.0	31.5	34.9	35.3	2.2%
14	Russian Federation	30.0	24.9	17.4	27.3	30.3	1.9%
15	Ireland	16.0	20.6	24.1	25.1	29.9	1.9%
16	Japan	28.0	26.8	24.5	27.8	26.6	1.7%
17	Türkiye	19.4	17.8	17.6	21.9	25.9	1.6%
18	Slovakia	19.5	19.8	17.4	20.1	20.3	1.3%
19	Sweden	18.7	17.2	16.8	19.9	19.4	1.2%
20	Romania	18.9	17.7	15.6	17.3	18.4	1.2%
21	Taipei, Chinese	12.0	11.3	10.9	14.4	17.8	1.1%
22	Denmark	14.8	13.2	12.7	14.8	16.5	1.0%
23	India	10.6	10.5	10.2	12.9	15.8	1.0%
24	Viet Nam	11.6	10.9	11.8	12.6	15.3	1.0%
25	Norway	8.7	8.4	5.7	8.4	14.9	1.0%
101	Kenya	0.2	0.2	0.2	0.2	0.2	0.0%
	All other countries	231.3	225.7	202.9	264.9	324.5	20.7%
	<b>World</b>	<b>1,286.0</b>	<b>1,236.2</b>	<b>1,172.9</b>	<b>1,422.8</b>	<b>1,571.1</b>	<b>100.0%</b>

Source: International Trade Centre database 2023; Compiled by KEPROBA

- Germany's total imports have an average growth rate of 5.7% per year between 2018 and 2022 and between 2021 and 2022, imports increased by 10.4% and were valued at USD 1.6 trillion in 2022.
- Lead source markets included: China (USD 201.7 billion; 12.8%), Netherlands (USD 116.1 billion; 7.4%), USA (USD 97.0; 6.2%), Poland (USD 81.2; 5.2%) and Italy (USD 76.0 billion; 4.8%).
- The top five destination markets accounted for 36.4% of Germany's import basket, while top 10 accounted for 56.1% of Germany's total imports.
- Kenya was ranked 101st supplier of products to Germany market in 2022.

- Germany's market concentration was 0.05 indicating that Germany has diversified import sources.

## 2.1.2 Germany's lead import products

Table 3: Germany's top 20 import trade products

Rank in 2022	Code	Product label	value in 2018	value in 2019	value in 2020	value in 2021	value in 2022	Share in 2022
			Value in USD Billion					%
1	'2711	Petroleum gas and other gaseous hydrocarbons	32.4	31.4	23.6	47.5	75.9	4.8%
2	'8703	Motor cars and other motor vehicles principally designed for the transport	64.7	72.2	66.4	67.5	68.2	4.3%
3	'2709	Petroleum oils and oils obtained from bituminous minerals, crude	45.1	40.7	27.4	40.3	62.0	3.9%
4	'3002	Human blood; animal blood prepared for therapeutic, prophylactic	24.1	23.1	27.4	40.7	40.5	2.6%
5	'8708	Parts and accessories for tractors, motor vehicles for the transport of ten or more persons	43.9	39.7	34.1	38.1	39.7	2.5%
6	'2933	Heterocyclic compounds with nitrogen hetero-atom[s] only	15.8	16.7	16.5	12.9	35.7	2.3%
7	'2710	Petroleum oils and oils (excl. crude)	25.8	24.4	15.1	22.1	34.2	2.2%
8	'3004	Medicaments	28.7	30.6	33.9	34.0	33.7	2.1%
9	'8471	Automatic data-processing machines and units thereof	24.5	24.4	27.7	33.4	29.2	1.9%
10	'8517	Telephone sets	24.4	22.9	25.3	26.0	26.3	1.7%
11	'8542	Electronic integrated circuits; parts thereof	19.5	17.0	13.3	17.2	23.5	1.5%
12	'8507	Electric accumulators	4.6	5.5	8.1	12.8	18.4	1.2%
13	'8544	Insulated "incl. enamelled or anodised" wire, cable	11.6	10.7	10.2	13.0	14.1	0.9%
14	'2716	Electrical energy	1.6	2.0	2.3	5.6	13.0	0.8%
15	'2701	Coal; briquettes, ovoids and similar solid fuels	5.7	4.6	2.7	5.3	12.9	0.8%
16	'8411	Turbojets, turbopropellers and other gas turbines	12.3	14.2	10.0	11.0	12.6	0.8%
17	'8504	Electrical transformers, static converters parts thereof	6.9	7.0	7.9	10.1	12.0	0.8%
18	'9018	Instruments and appliances used in medical, surgical, dental	9.9	10.2	11.2	12.6	11.8	0.8%
19	'8541	Semiconductor devices "e.g. diodes, transistors, semiconductor-based transducers"	7.2	6.8	6.3	8.2	11.4	0.7%
20	'7108	Gold	4.8	4.4	8.2	11.0	10.6	0.7%
		All other countries	872.5	827.6	795.3	953.6	985.2	62.7%
	<b>'TOTAL</b>	<b>All products</b>	<b>1,286.0</b>	<b>1,236.2</b>	<b>1,172.9</b>	<b>1,422.8</b>	<b>1,571.1</b>	<b>100.0%</b>

Source: International Trade Centre database 2023; Compiled by KEPROBA

- Germany's top import products in 2022 included Petroleum hydrogen gas (USD 75.9 billion), Motor vehicles and motor cars (USD 68.2 billion), Petroleum oils crude (USD 62.0 billion), Human or animal blood used for therapeutic (USD 40.5 billion), and Parts and accessories for tractors and motor vehicles (USD 39.7 billion).
- Top 5, 10 and 20 products accounted for 18.2%, 28.4%, and 37.3% respectively of all her imports in 2022.

### 2.1.3 Germany's lead export trade partners

Table 4: Germany's top 25 export trade partners

Rank in 2022	Importers	Exported value in 2018	Exported value in 2019	Exported value in 2020	Exported value in 2021	Exported value in 2022	Share in 2022
Value in USD Billion							%
1	United States of America	133.9	132.9	118.4	144.2	164.0	9.9%
2	France	124.4	119.2	103.7	121.2	121.6	7.3%
3	Netherlands	99.6	92.8	89.1	109.1	113.8	6.9%
4	China	109.8	107.5	109.7	122.5	112.6	6.8%
5	Poland	74.8	73.6	74.4	92.9	95.1	5.7%
6	Italy	82.4	75.9	69.2	89.0	92.1	5.6%
7	Austria	75.4	71.0	66.8	81.7	86.4	5.2%
8	United Kingdom	96.9	88.5	76.7	76.9	77.6	4.7%
9	Switzerland	64.3	63.7	64.8	72.5	75.1	4.5%
10	Belgium	52.3	51.7	49.5	60.7	64.8	3.9%
11	Czech Republic	51.8	49.5	44.9	54.7	55.3	3.3%
12	Spain	52.3	49.5	43.0	52.0	51.6	3.1%
13	Hungary	30.9	30.1	28.1	34.0	33.5	2.0%
14	Sweden	31.0	27.9	26.6	31.5	30.7	1.8%
15	Türkiye	22.7	21.9	24.8	25.2	28.3	1.7%
16	Denmark	23.6	21.5	21.1	24.5	24.3	1.5%
17	Korea, Republic of	20.4	19.3	20.3	22.2	22.7	1.4%
18	Japan	24.1	23.1	19.9	21.6	21.6	1.3%
19	Romania	19.2	18.8	18.1	21.7	21.1	1.3%
20	Slovakia	16.5	15.8	15.2	18.0	17.7	1.1%
21	Mexico	16.4	15.3	12.9	15.6	17.2	1.0%
22	India	14.7	13.3	12.2	14.7	15.6	0.9%
23	Russian Federation	30.6	29.7	26.4	31.5	15.5	0.9%
24	Brazil	11.2	11.4	9.7	12.4	13.6	0.8%
25	Canada	12.0	12.2	10.6	11.9	13.4	0.8%
98	Kenya	0.4	0.4	0.3	0.3	0.3	0.0%
	All other countries	265.1	250.4	223.8	268.9	273.1	16.5%
	<b>World</b>	<b>1,556.6</b>	<b>1,486.9</b>	<b>1,379.9</b>	<b>1,631.1</b>	<b>1,658.4</b>	<b>100.0%</b>

Source: International Trade Centre database 2023; Compiled by KEPROBA

- Germany's total exports have been growing at an average rate of 2.1% per year between 2018 and 2022 and increased by 1.7% from 2021 to 2022.
- Lead destination markets included: USA (USD billion 164.0; 9.9%), France (USD billion 121.6; 7.3%), Netherlands (USD billion 113.8; 6.9%), China (USD billion 112.6; 6.8%), and Poland (USD billion 91.5; 5.6%). Collectively, the top 5 countries accounted for 36.6% of Germany's total exports in 2022.
- Kenya was ranked 98<sup>th</sup> as an export destination for Germany.
- Germany's export concentration was 0.04 indicating that Germany has diversified her export destination market.



## 2.1.4 Germany's lead export products

Germany's top export products in 2022 included: Motor cars and motor vehicles (USD 155.7 billion), Medicaments (USD 74.0 billion), Parts accessories of tractors and motor vehicle (USD 60.7 billion), Human blood or animal blood used for therapeutic (USD 44.5 billion) and Powered Aircrafts (USD 25.1 billion).

Table 5: Germany's top 20 export trade products

Rank in 2022	Code	Product label	value in 2018	value in 2019	value in 2020	value in 2021	value in 2022	Share in 2022
			Value in USD Billion					%
1	'8703	Motor cars and other motor vehicles principally designed for the transport	155.0	143.4	122.9	139.8	155.7	9.4%
2	'3004	Medicaments	55.8	56.5	60.3	64.3	74.0	4.5%
3	'8708	Parts and accessories for tractors, motor vehicles for the transport of ten or more	67.4	62.1	54.5	64.5	60.7	3.7%
4	'3002	Human blood; animal blood prepared for therapeutic, prophylactic or diagnostic uses	29.1	28.3	32.3	47.9	44.5	2.7%
5	'2710	Petroleum oils and oils (excl. crude)	14.0	12.6	9.5	15.1	25.1	1.5%
6	'8802	Powered aircraft "e.g. helicopters and aeroplanes"	30.2	32.3	21.1	20.7	22.3	1.3%
7	'8542	Electronic integrated circuits; parts thereof	16.7	14.9	12.8	16.1	19.7	1.2%
8	'2716	Electrical energy	3.8	3.8	3.3	8.2	18.7	1.1%
9	'9018	Instruments and appliances used in medical, surgical, dental	15.5	16.3	16.8	19.1	17.6	1.1%
10	'8479	Machines and mechanical appliances having individual functions	18.2	17.7	16.2	18.1	17.0	1.0%
11	'8536	Electrical apparatus for switching or protecting electrical circuits	15.5	14.5	13.9	17.0	16.8	1.0%
12	'8471	Automatic data-processing machines and units thereof	15.7	15.0	15.7	18.6	16.4	1.0%
13	'8421	Centrifuges, incl. centrifugal dryers	13.5	13.9	14.4	16.9	16.1	1.0%
14	'8481	Taps, cocks, valves and similar appliances for pipes	14.4	14.1	12.9	15.3	14.6	0.9%
15	'8537	Boards, panels, consoles, desks, cabinets and other bases	13.7	13.9	12.6	13.6	13.3	0.8%
16	'8409	Parts suitable for use solely or principally with internal combustion piston engine	14.1	13.2	11.1	13.3	12.8	0.8%
17	'8483	Transmission shafts, incl. camshafts and crankshafts, and cranks	13.3	12.6	11.8	13.5	12.7	0.8%
18	'8504	Electrical transformers, static converters parts thereof	9.5	9.2	10.3	12.1	12.4	0.7%
19	'8517	Telephone sets	13.6	13.3	13.5	13.7	12.4	0.7%
20	'8701	Tractors (other than tractors of heading 8709)	9.5	8.8	7.7	10.2	11.1	0.7%
		All other products	1,018.1	970.6	906.5	1,072.9	1,064.5	64.2%
	<b>TOTAL</b>	<b>All products</b>	<b>1,556.6</b>	<b>1,486.9</b>	<b>1,379.9</b>	<b>1,631.1</b>	<b>1,658.4</b>	<b>100.0%</b>

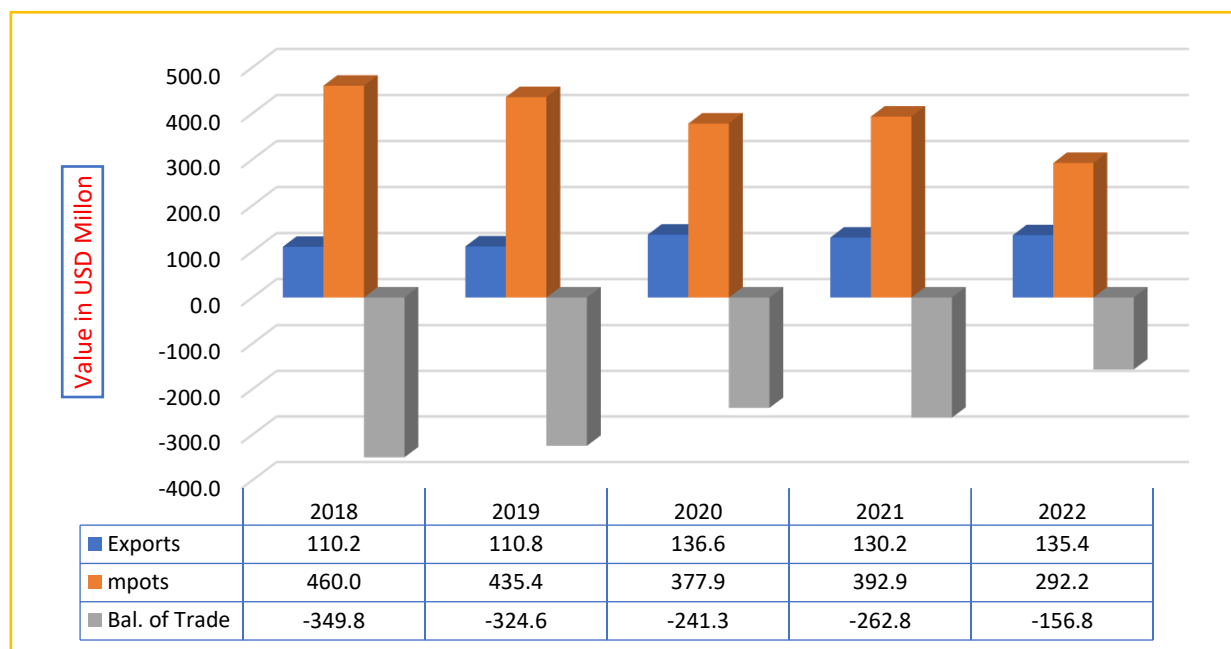
Source: International Trade Centre database 2023; Compiled by KEPROBA

Top 5, 10 and 20 products accounted for 21.7%, 27.5%, and 35.8% respectively of all her exports in 2022.

### 3.0 Kenya – Germany Bilateral Trade Relations

#### 3.1 Trade balance

Figure 1: Kenya-Germany bilateral trade



Source: International Trade Centre database 2023; Compiled by KEPROBA

- Kenya exports to Germany averaged a value of USD 120.3 million in the reviewed period. Her imports from Germany on the other hand have been higher than the exports and averaged a value of USD 416.2 million.
- Kenya export recorded a growth of 5.8% between 2018 and 2022 and 4.0% growth between 2021 and 2022, while her imports declined at an average rate of 10.1% between 2018 and 2022 also between 2021 and 2022 decreased by 25.6%.
- The balance of trade between the two countries has widened in favour of Germany between 2018 and 2022 by an average value of USD 296.0 million and a total trade of USD 522.3 million in 2022.

### 3.2 Kenya's exports to Germany

Table 6: Kenya exports to Germany

Rank in 2022	Product code	Product label	Kenya's exports to Germany in USD '000,000					Share in 2022
			Value in 2018	Value in 2019	Value in 2020	Value in 2021	Value in 2022	
1	'0901	Coffee	36.1	31.0	34.9	27.9	50.6	37.4%
2	'0603	Cut flowers and flower buds	24.0	27.7	29.7	35.7	26.7	19.7%
3	'0802	Other nuts, fresh or dried,	13.3	9.1	11.6	13.1	11.5	8.5%
4	'0602	Live plants incl. their roots, cuttings and slips;	9.3	11.1	11.9	13.7	10.9	8.0%
5	'0804	Dates, figs, pineapples, avocados, guavas, mangoes and mangosteens, fresh or dried	0.1	0.1	2.0	3.2	7.3	5.4%
6	'2008	Fruits, nuts and other edible parts of plants, prepared or preserved	4.5	10.1	15.1	7.6	4.9	3.6%
7	'0902	Tea	2.2	2.5	2.2	3.4	2.9	2.2%
8	'2005	Other vegetables prepared or preserved otherwise than by vinegar or acetic acid	6.1	5.6	8.3	4.2	2.8	2.1%
9	'1515	Fixed vegetable or microbial fats and oils	1.3	1.2	1.5	1.6	2.5	1.8%
10	'1211	Plants and parts of plants, incl. seeds and fruits	1.0	1.0	1.2	1.7	1.6	1.2%
11	'0904	Pepper of the genus Piper; dried or crushed	0.1	0.2	0.2	0.8	1.6	1.2%
12	'9504	Video game consoles and machines, table or parlour games	1.0	0.7	1.5	2.6	1.5	1.1%
13	'0708	Leguminous vegetables	1.9	1.8	0.5	0.8	1.3	1.0%
14	'0710	Vegetables, uncooked or cooked	0.5	0.9	1.0	1.3	0.8	0.6%
15	'3901	Polymers of ethylene, in primary forms	0.0	0.0	0.0	0.0	0.7	0.5%
16	'1207	Other oil seeds and oleaginous fruits	0.0	0.7	0.4	0.1	0.6	0.5%
17	'2101	Extracts, essences and concentrates, of coffee, tea or maté	0.1	0.2	0.1	0.1	0.6	0.4%
18	'0709	Other vegetables, fresh or chilled	0.7	0.5	1.1	0.8	0.5	0.3%
19	'2401	Unmanufactured tobacco; tobacco refuse	0.4	0.9	0.0	0.7	0.4	0.3%
20	'0304	Fish fillets and other fish meat,	0.0	0.0	0.0	0.0	0.4	0.3%
		All other products	7.7	5.8	13.3	11.0	5.2	3.8%
	<b>TOTAL</b>	<b>All products</b>	<b>110.2</b>	<b>110.8</b>	<b>136.6</b>	<b>130.2</b>	<b>135.4</b>	<b>100.0%</b>

Source: International Trade Centre database 2023; Compiled by KEPROBA

- Kenya exports to Germany was valued at USD 135.4 million in 2022.
- Her leading export products include Coffee 37.4%, Cut flower and flower buds 19.4%, Other nuts fresh or dried 8.5%, Live plants including their roots, cuttings and slips 8.5% and Dates, Figs Pineapple guavas, avocados, mangoes, and mangosteen Fresh or dried 8.0%.
- Top five products accounted for 79.1% therefore there is need for product diversification in Germany market.

### 3.3 Kenya's imports from Germany

Table 7: Kenya's imports from Germany

Rank in 2022	Product code	Product label	Kenya's imports from Germany in USD '000,000					%
			Value in 2018	Value in 2019	Value in 2020	Value in 2021	Value in 2022	
1	'3004	Medicaments	15.9	32.8	47.9	68.6	48.3	16.5%
2	'8703	Motor cars and other motor vehicles principally designed for the transport	25.8	26.3	19.7	15.8	13.9	4.7%
3	'8701	Tractors (other than tractors of heading 8709)	25.5	22.5	14.3	27.2	12.6	4.3%
4	'3808	Insecticides, rodenticides, fungicides, herbicides, anti-sprouting products	12.3	7.8	11.2	8.5	11.2	3.8%
5	'8422	Dishwashing machines; machinery for cleaning or drying bottles or other containers	16.6	8.0	6.6	6.6	10.0	3.4%
6	'8523	Discs, tapes, solid-state non-volatile storage devices	1.1	0.1	1.2	22.0	8.4	2.9%
7	'3822	Diagnostic or laboratory reagents on a backing	20.6	10.2	7.6	6.3	7.0	2.4%
8	'6309	Worn clothing and clothing accessories, blankets and travelling rug	6.0	9.1	6.2	11.6	6.0	2.0%
9	'2106	Food preparations, n.e.s.	5.3	5.4	5.1	5.9	5.1	1.8%
10	'9018	Instruments and appliances used in medical, surgical, dental	12.6	6.6	5.5	6.0	5.0	1.7%
11	'8438	Machinery, not specified or included elsewhere in this chapter	26.6	2.4	0.7	0.7	4.7	1.6%
12	'7210	Flat-rolled products of iron or non-alloy steel, of a width >= 600 mm	2.9	2.9	2.5	3.4	4.3	1.5%
13	'3302	Mixtures of odoriferous substances and mixtures	4.7	4.6	4.9	7.3	4.2	1.4%
14	'8708	Parts and accessories for tractors, motor vehicles for the transport of ten or more persons	6.1	5.6	5.1	5.1	3.9	1.3%
15	'8421	Centrifuges, incl. centrifugal dryers	14.1	4.4	6.9	6.3	3.5	1.2%
16	'2309	Preparations of a kind used in animal feeding	1.4	2.2	1.7	2.5	3.4	1.2%
17	'3824	Prepared binders for foundry moulds or cores	1.0	1.0	0.9	2.3	3.4	1.2%
18	'8413	Pumps for liquids, whether or not fitted with a measuring device	2.2	1.4	2.2	2.0	3.2	1.1%
19	'8479	Machines and mechanical appliances having individual functions	1.7	3.1	4.6	4.6	3.0	1.0%
20	'3002	Human blood; animal blood prepared for therapeutic, prophylactic or diagnostic uses	3.9	3.7	3.3	4.8	2.5	0.9%
		All other products	253.7	275.2	219.6	175.4	128.6	44.0%
	<b>'TOTAL</b>	<b>All products</b>	<b>460.0</b>	<b>435.4</b>	<b>377.9</b>	<b>392.9</b>	<b>292.2</b>	<b>100.0%</b>

Source: International Trade Centre database 2023; Compiled by KEPROBA

- Kenya's imports from Germany were valued at USD 292.1 million in 2022.
- Imports in 2022 decreased by USD 100.7 million from USD 392.9 million in 2021 to USD 292.2 million in 2022.
- Kenya's leading and main import products from Germany in 2022 included: Medicaments 16.5%.



REPUBLIC OF KENYA



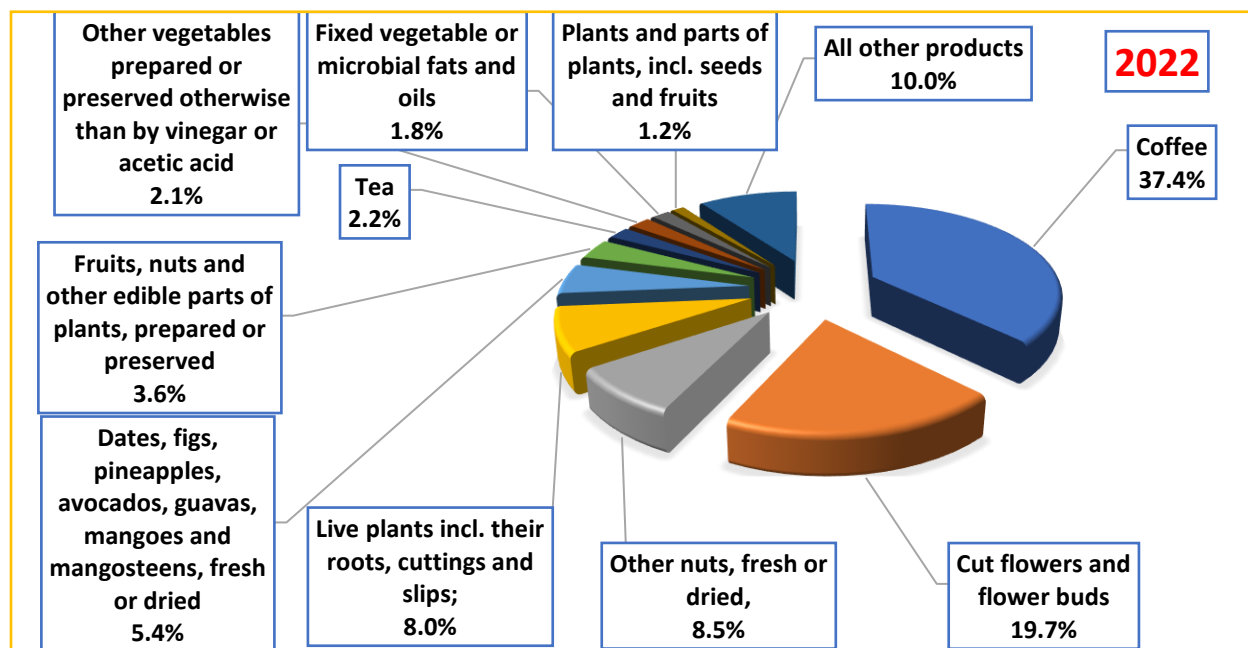
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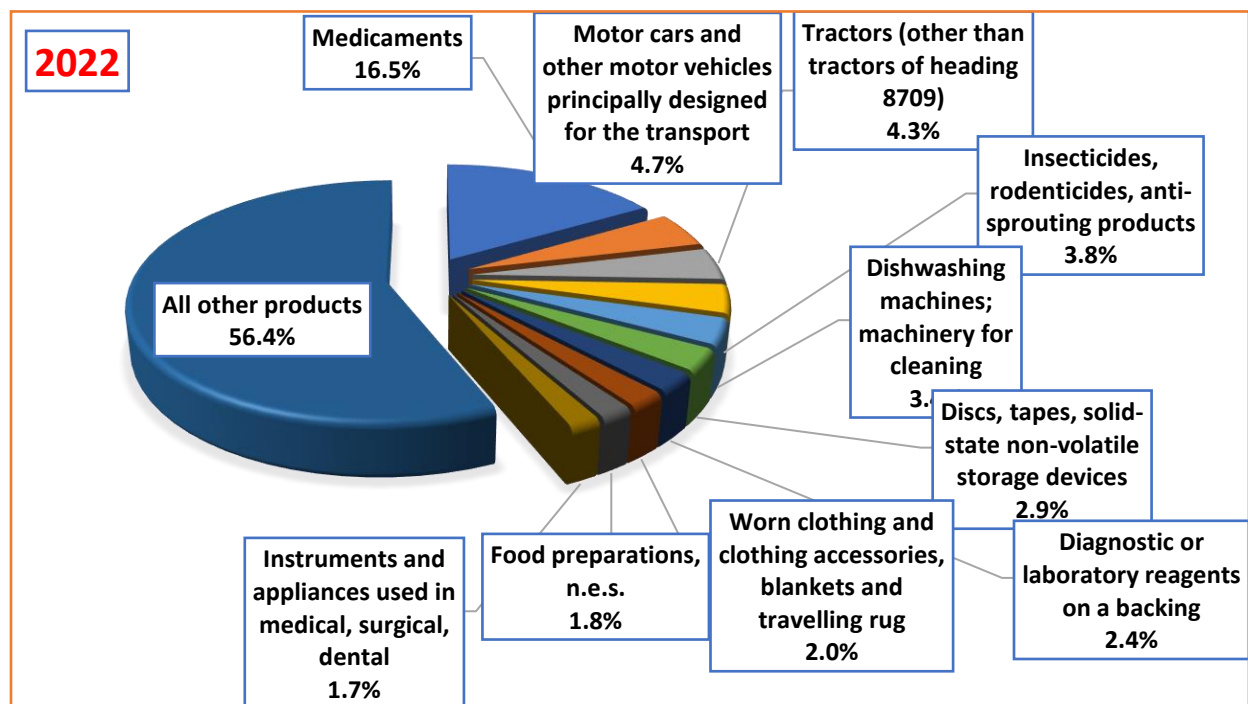
### 3.4 Share in exports and imports

Figure 2: Share in exports



Source: International Trade Centre database 2023; Compiled by KEPROBA

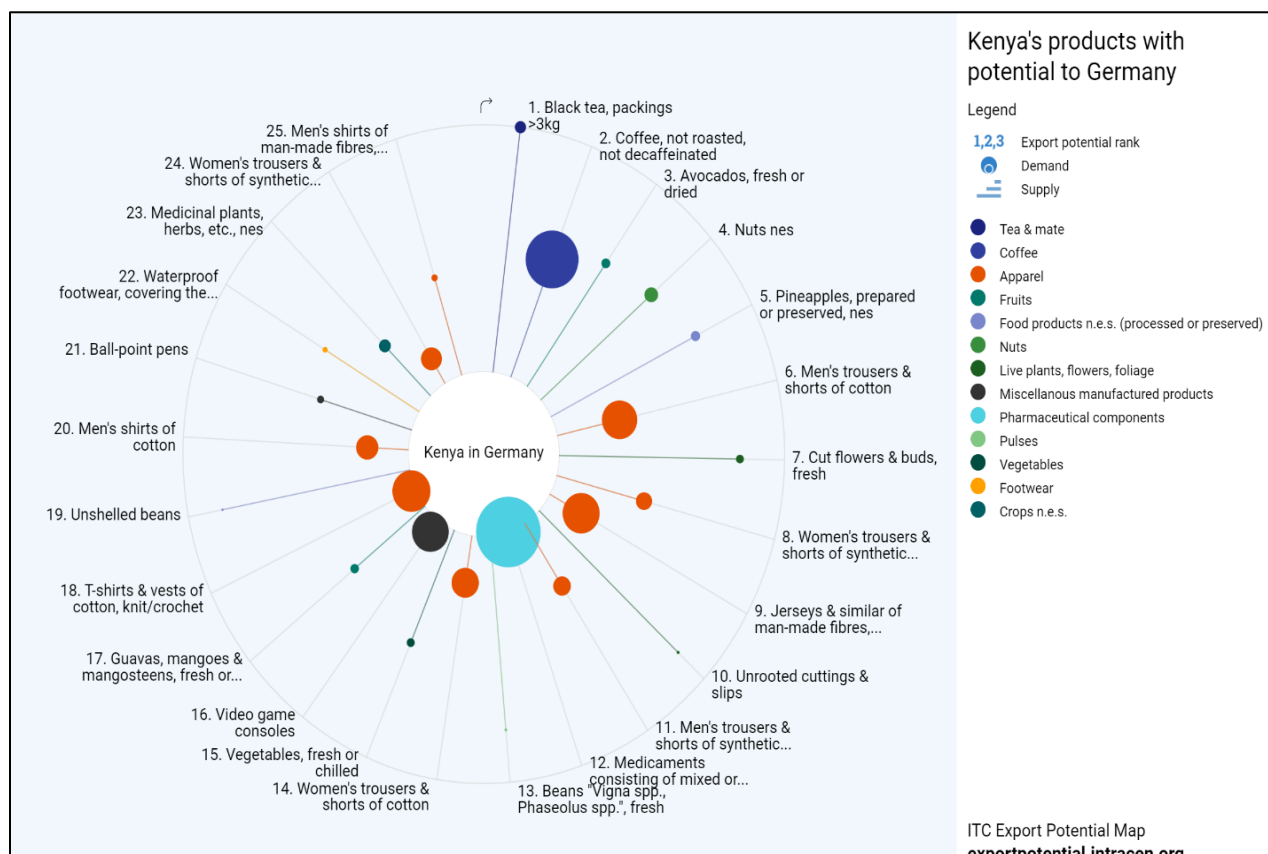
Figure 3: Share in imports



Source: International Trade Centre database 2023; Compiled by KEPROBA

## 4.0 Kenya's Potential Exports to Germany

Figure 4: Export potential for Kenya's products in Germany



Source: International Trade Centre database 2023; Compiled by KEPROBA

- The products with greatest export potential from Kenya to Germany are Black tea, packings >3kg, Coffee, not roasted, not decaffeinated and Avocados, fresh or dried.
- Kenya has the highest supply capacity in Black tea, packings >3kg.
- Medicaments consisting of mixed or unmixed products, for retail sale is the product that faces the strongest demand potential in Germany.



6.0 Annex iii: Map of Germany



Source: World Atlas, 2023



## 7.0 Annex iv: Quick facts

<b>Also Known As</b>	Deutschland • Federal Republic of Germany • Bundesrepublik Deutschland
<b>Head Of Government</b>	Chancellor: Olaf Scholz
<b>Capital</b>	Berlin <sup>3</sup>
<b>Population</b>	(2022 est.) 83,200,000
<b>Currency Exchange Rate</b>	1 USD equals 0.993 euro
<b>Head Of State</b>	President: Frank-Walter Steinmeier
<b>Form Of Government</b>	federal multiparty republic with two legislative houses (Bundesrat, or Federal Council [69 <sup>1</sup> ]; German Bundestag, or Federal Assembly [631 <sup>2</sup> ])
<b>Official Language</b>	German
<b>Official Religion</b>	none
<b>Official Name</b>	Bundesrepublik Deutschland (Federal Republic of Germany)
<b>Total Area (Sq. Km)</b>	357,587
<b>Total Area (Sq. Mi)</b>	138,065
<b>Monetary Unit</b>	euro (€)
<b>Population Rank</b>	(2022) 19
<b>Population Projection 2030</b>	84,888,000
<b>Density: Persons Per Sq. Mi</b>	(2022) 602.6
<b>Density: Persons Per Sq. Km</b>	(2022) 232.7
<b>Urban-Rural Population</b>	Urban: (2018) 77.3% • Rural: (2018) 22.7%



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<b>Life Expectancy at Birth</b>	Male: (2021) 78.7 years • Female: (2021) 83.6 years
<b>Literacy: Percentage Of Population Age 15 And Over Literate</b>	Male: 100% • Female: 100%
<b>Gni (U.S.\$'000,000)</b>	(2021) 3,910,864
<b>Gni Per Capita (U.S.\$)</b>	(2021) 46,980