

MY

HALF  
YEAR

REPORT IN OFFICE

Richard Ngatia  
Chamber President

**KNCCI** *Growing your  
Business  
together*  
KENYA NATIONAL CHAMBER OF  
COMMERCE & INDUSTRY



*To stimulate growth and development of Kenyan businesses, the Chamber actively facilitates and advocates for the increase of regional and international trade and investment.*

# TABLE OF CONTENTS

<b>Introduction</b> .....	5
<b>Priority Areas</b> .....	9
Increase Chamber Membership .....	13
Improve Service Delivery To Members .....	17
Improve Financial Stability .....	21
Strengthen Chamber Chapters .....	27
Enhancing the Chamber’s Advocacy Role .....	33
Promote Equity in Running the Chamber Affairs.....	41
<b>Memorandum of Understanding</b> .....	45
<b>Way Forward</b> .....	49
<b>Conclusion</b> .....	53
<b>Appendix</b> .....	56



*Chamber President Richard Ngatia displays his election certificate during inauguration day at the Bomas of Kenya.*

# INTRODUCTION

**W**hen I got elected as the President of the Kenya National Chamber of Commerce and Industry (KNCCI) on June 8, 2019, my secretariat and I embarked on a journey to transform KNCCI into a Chamber that would be a leading example in Africa and the rest of the world.

We presented a blueprint to guide our action plan to make the Chamber more effective in serving members' needs.

Against a backdrop of various challenges that included lack of finances, low membership, and lack of capacity, various interventions were mooted notably increasing organisation's resources that would enable the Chamber grow its membership base tenfold.

Another aspect has been institutional capacity building through recruitment of qualified personnel and equipping County Chapters.

My office has set out a vision that underpins my 3-year tenure that aims to institutionalise systems and increase our capacity to build our organisation so as to fulfill the needs and expectations of our members.

In an effort to be more proactive and transparent, the Office of the Chamber President prepared this report to share an account of some of the key actions undertaken during my past six months in office.

A brief audit report has therefore been prepared against the pledges that we outlined in the manifesto that has now been transformed priority projects and programmes. Our strategic actions fall under the ambit of the 6 solid areas that underpin my vision for KNCCI over the next 3 years and each of them is of utmost importance to the advancement of this great organization.



Richard Ngatia  
*Chamber President KNCCI*



*H.E President Uhuru Kenyatta is welcomed to Source Comesa 21 Forum by Chamber President Richard Ngatia*



*Connecting Cities: The Chamber is strategically positioned to articulate the interests of its members and enable them to take advantage of the rising opportunities from county to county*

# PRIORITY AREAS

## 6 Key Priority Areas: An Overview of My Past 6 Months in Office:



**1** Increase Chamber Membership



**2** Improve Service Delivery To Chamber Members



**3** Improve Financial Stability



**4** Strengthen Chamber Chapters



**5** Enhance Chamber's Advocacy Role



**6** Promote Equity in Running the Chamber Affairs



*Chamber President Richard Ngatia, flanked by H.E Nairobi Governor Mike Sonko, giving the President of the Republic of Kenya H.E Uhuru Kenyatta an MSME exhibitor guide during the ASK Show 2019.*



*Chamber President Richard Ngatia during the Kirinyaga Cultural Festival joins in the 'Mwomboko' dance.*



PRIORITY 1

# INCREASE CHAMBER MEMBERSHIP

For the last few years, membership has been shrinking, and to arrest the situation we have been organizing monthly membership recruitment drives through County outreach programs towards realisation of the targeted 200,000 members. So far, the Chamber has reached out to Muranga, Kirinyaga and Embu Counties where new members have been recruited as the programme is rolled out to all other 44 Chamber Chapters countrywide.

Secondly, the next phase of KNCCI Certificate of Origin automation has begun under the support of TradeMark East Africa (TMEA) to include online member registration and a mobile application. We expect this to further increase the number of new membership subscriptions.

Thirdly, we continue to use activities such as the Kenya Chamber Annual Golf Tournament as an important tool to help mobilise membership and resources. To this end, we held the 2nd KNCCI golf tournament at Muthaiga Golf Club, "Development of SMEs as a vehicle for wealth creation for the youth through trade and enterprise."

Since September, we have steadily grown the Chamber and built on the foundation we established within the first quarter of our term in office. It has been an engaging period with significant activities that continue to place Chamber at the heart of Kenyan businesses.

We are on course to increasing our membership base through our countrywide capacity building Program aims to de-risk SMEs through financial literacy training. The first phase of training took place on 21st November in Meru; 150 participants attended and 40 new members were recruited instantly.

The Central Region Enterprise Support forum took place in November 15th & 16th November 2019. I provided financial support of Kes 1.2M for the forum. The forum was meant to drum up support for membership with regional recording a surge in expression of interest for KNCCI membership.



**"To increase KNCCI membership, we have begun the automation of Certificate of Origin, online membership registration and development of a mobile application to further increase the number of new membership subscriptions"**



*African Union Special Envoy for Infrastructure Raila Odinga and State Department for Trade, Principal Secretary Dr. Chris Kiptoo accompanied by Chamber President Richard Ngatia during the Kenya Trade Week.*



***KNCCI President Richard Ngatia presenting membership certificate to patron member British American Tobacco Kenya MD Beverly Spencer.***



PRIORITY 2

# IMPROVE SERVICE DELIVERY TO MEMBERS

In improving the quality of service delivery to Chamber members, the Chamber has embarked on diversifying and strengthening the level, value and number of services provided by the Chamber to enhance customer satisfaction and membership renewals.

In partnership with International Trade Centre and Ministry of Industry, Trade and Cooperatives, we launched the SME Competitiveness Survey Report that provides direction towards 'Promoting SME Competitiveness in Kenya' The launch saw great support from the government including participation from Cabinet Secretary Peter Munya and Principal Secretaries Dr. Chris Kiptoo, Dr. Francis Owino and Ali Noor. Also present were the various Managing Directors of the Ministry Parastatals including Keninvest , KEPROBA, ACA, KEBS, KIPI, KIE, MSEA and more. The report highlighted the specific constraints and opportunities facing SMEs in Kenya while recommending solutions on how they can engage and do business.

We are currently implementing the KNCCI-KBA (Kenya Bankers Association) INUKA program that aims to address financial inclusion concerns facing SMEs in Kenya. The project is a 5-year program and the first year will see members undergo training in 21 counties. The program aims to de-risk SMEs through financial literacy training. This is expected to enable businesses to access credit.

The research study on opportunities and challenges within the Agricultural value chains in Kenya study was undertaken in partnership with AGRA with the support of USAID. Data collection was collected from the 41 counties by the KNCCI County Executive Officers. A stakeholder's forum was conducted successfully with representation from both National and County Governments; all counties were well represented by the County Executive Committee members from the respective Agriculture Ministries together with their respective County Officers. This was a first for the Agriculture sector in Kenya hence a major achievement for the Chamber. Final stages of the project Data analysis and report compilation ongoing. Findings of the study to be launched in December.



**"We have scaled up the social entrepreneurship programs that aim to support our members in all sectors with a focus on the Youth, Women and PWD through partnerships"**

We have also partnered with Technical and Vocational Education and Training institutions (TVET) and Federation of Kenyan Employers (FKE) to address issues of job skills and readiness among the youth. Our partnership with FKE and Tangaza University will scale up the social entrepreneurship programs that aim to support the Youth, Women and PWD entrepreneur growth. Our partnership with TVET aims to address the skills gap between industry and academia; this is being done by provision of effective feedback mechanism on industry, human resource needs as well as youth skills and capacity enhancement programs such as internship and mentorship.

To streamline our manifesto with programmes and activities in the Chamber we have begun the development of KNCCI Strategic Plan 2020-2022 as we strive to document a monitoring and evaluation framework for implementing the strategic plan.

The National Chamber is one of the lead implementing partners of the Switch Africa Green Program. The program aims to reach at least 1,000 entrepreneurs in the three value chains; Mango, Coffee and Dairy in selected Counties in Kenya. So far have been completed where over 300 entrepreneurs have been trained on Sustainable Consumption and Production Practices. The adoption of the practices is expected to make their businesses more profitable and sustainable.

Dairy Value Chain training of SMEs and Business models took place in October in Eldoret where training of 50 farmers was undertaken. There is a Partners workshop to review the milestones of the projects and way forward and the Switch Africa Green regional meeting on sustainable agriculture sector.

Among existing ongoing partnerships with financial institutions are KNCCI and Sidian Bank where both organizations are in the process of establishing an SME Hub that will provide

**“The Chamber has established 24 board committees to facilitate the secretariat carry out its mandate”**



business advisory services to SMEs and partner with statutory government organs. This will in turn provide key public service and serve as an income generating activity as well.

To enable the secretariat carry out its mandate, the Chamber has established 24 board committees with their respective proposed chairpersons which are expected to carry out advocacy and business support programs. The full list of Committees and Chairs are found in Annex 1.

The Kenya Competitiveness Enhancement Program is supported by the World Bank IFC. KNCCI has signed the advisory agreement and developed the annual work plan and a joint project implementation unit. The program aims to integrate communication and reporting between the private and public sector across the country for purposes of enhancing the business environment in Kenya.

We are in the process of establishing KNCCI National SACCO. KNCCI SACCO committee has been established and a sacco chairperson nominated. Registration with SACCO Societies Regulatory Authority (SASRA) is ongoing

as we focus on further strengthening the establishment of sustainable saccoes in all county chapters. Draft By-laws have also been prepared.

The Belarus Intercounty Trade promotion visits by the Ambassador of Belarus took place on 16th,17th and 18th September in Kericho, Kisumu, Uasin Gishu and Kirinyaga County Governments and Chapters. Strategic trade linkages for export and imports were established as result of the visit.

KNCCI Enterprise Incubation Program aims to train, incubate and grow over 1500 entrepreneurs across the country for a 3-year period. We are currently undertaking aggressive fundraising efforts for the project.

The Sustainable Urban Economic Development Project (SUED) aims to provide grants to business across the participating municipalities. The project is being implemented in partnership with Coffey international. The counties expected to benefit from the project include Kitui, Malindi and Lamu municipalities.

Through the Kenya SME Acceleration Support Program, we have partnered with the World Bank to support access to finance to MSMES through guarantee schemes addressing market failures, focusing on upgrading SMEs to make them sustainable through technological addition.

In addition, KNCCI has re-established a desk at Huduma Centre that has continued to extend the Chamber services to members of the public since July this year. KNCCI was selected as the first private sector organisation to be placed in the government's one-stop-shop "Huduma Centers". We are operational at the GPO Huduma Centre where there has been an appreciable level of activity but there is need for awareness creation regarding our presence and the services offered at our Huduma Centre desk. Roll out to the county level is expected after a successful pilot phase.

To recognize outstanding Small and Medium Enterprises in Kenya, we have created the first ever Kenya Business Awards and shall hold the inaugural ceremony in December from all the 47 counties that have shown outstanding performance in various aspects of their businesses.



**“we have partnered with the World Bank to support access to finance to MSMES through guarantee schemes addressing market failures”**



*Advisory Agreement signing between KNCCI and World Bank Kenya.*

**3**

PRIORITY 3

# IMPROVE FINANCIAL STABILITY

In accelerating the mobilization of financial resources for further development of the Chamber and improvement of each of its chapters, the secretariat continues to search for new ways to raise funds. The goal is to ensure that KNCCI achieves financial stability and sustainability by strengthening programs while establishing and implementing sustainable revenue-generating programs.

To this end, we have engaged donors and prepared several funding proposals, with new sources of funding being recognized. So far, KNCCI has secured funding in excess of 250 Million shillings from various partners including Financial Sector Deepening (FSD Kenya), Swedish International Development Cooperation Agency (SIDA), European Union (EU), Alliance for a Green Revolution in Africa (AGRA) SME research and Support Program, and the World Bank for the Kenya Competitiveness Enhancement Program.

The Chamber has also secured support from the Business Advocacy Fund to undertake training and capacity building on governance for the board of directors, National Governing Council and County Executive Officers which will enhance financial management at the institution level.

The second Annual Kenya Chamber Golf Tournament continues to be an important resource mobilization tool for the Chamber with pledges from sponsors supporting the SME Agenda. This year's event was held at Muthaiga Golf Club.

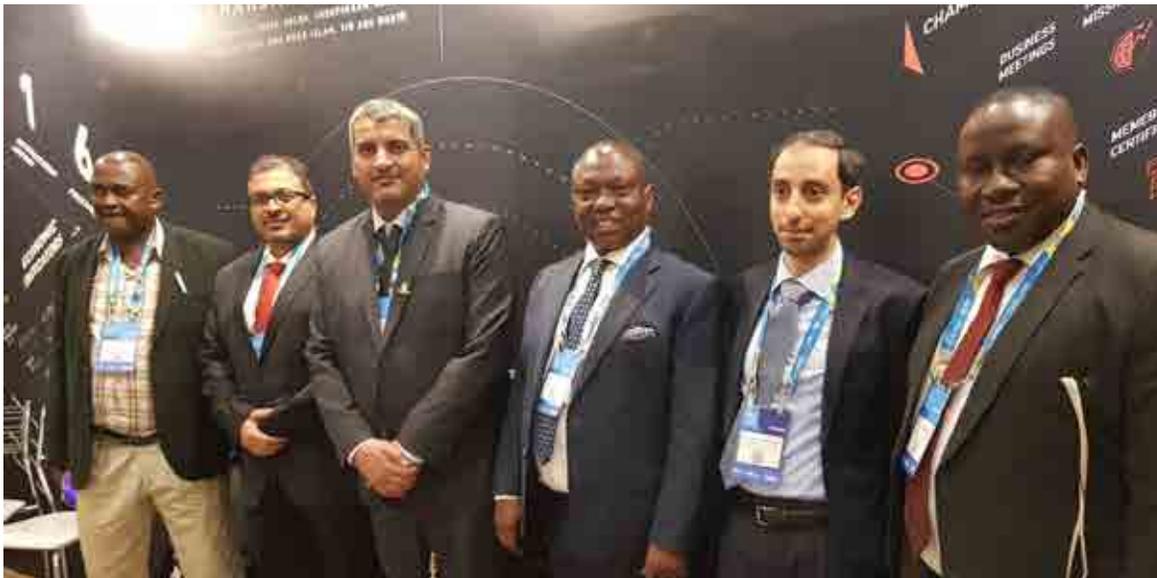


**“The goal is to ensure that KNCCI achieves financial stability and sustainability by establishing and implementing sustainable revenue-generating programs.”**



*A Participant at the Second Annual Kenya Chamber Golf Tournament*







*Chamber President Richard Ngatia with KNCCI Embu Chapter Chairman John Mugo and CEO Angela Ndambuki during the KNCCI Embu Business Forum*

4

PRIORITY 4

# STRENGTHEN CHAMBER CHAPTERS

To expand the capacity of Chamber Chapters and strengthen the Chamber's economic diplomacy, the Chamber aims to strengthen the governance systems at both national and county levels. We shall provide structural, institutional amenities and County support programs for effective delivery of the Chamber mandate.

To date we have linked all regional directors to KNCCI respective partners and government agencies. The IFC / World Bank Group's Kenya Competitiveness Enhancement Program will establish an ICT platform to link all the County Chapters with the head office and with the entire membership and partners. The program will initially be implemented in 8 Counties in phase one and will run for 3 years.

Further, we have secured support from Business Advocacy Fund (BAF), undertaken capacity building programs to improve corporate governance at the headquarters and injected professionalism in the management of County Chapters. This facility will be extended to the National Governing Council members to also strengthen governance at the County Chapters. In addition, the Chamber has also expanded functional committees with specific roles and guidelines for all the regional and nominated directors. We have championed a free work environment for all regional directors to execute the mandate and support the operations of the management.



**“We have secured support from Business Advocacy Fund (BAF) to undertake capacity building programs to improve corporate governance “**



*KNCCI National Board of Directors Training by Business Advocacy Fund on the role of Chamber, Cooperate Governance, Leadership Ethics and Integrity*

The Chamber hopes to promote international trade by maintaining strong and strategic diplomatic and bilateral trade relations. To strengthen economic diplomacy, we have provided opportunities and an all-inclusive approach for Chamber leadership and secretariat to take part in all foreign delegations and missions and further participate in radio and TV interviews.

In terms of trade development programs, we have held strategic County business forums starting with Central and Upper Eastern regions namely Muranga, Kirinyaga and Embu Counties. We appreciate the partnership of County Chambers with the County Governments of Embu, Migori, Elgeyo Marakwet and Nandi Counties for securing land for the establishment of KNCCI industrial parks.

In Kirinyaga, the Chamber opened the newly refurbished Kirinyaga County Chamber office in Kerugoya. In Murang'a and Nandi, we also opened and equipped the Chamber offices with computers and printers. Further together with the County Chamber leadership, the County Government committed to Chamber representation at the County Government boards as well as enforcing compulsory Chamber membership. On its part the Chamber committed to collaborate and generate a database containing business contacts and work with the County Government to establish an SME development fund to ease access of credit to Small and Medium Enterprises.

The County Government and the Chamber also agreed to jointly undertake an Annual County Investment Conference in a bid to attract more investors to the counties.

In Embu the Chamber organized the Embu Open Day on 23<sup>rd</sup> August 2019 with several activities lined up including: opening of the Embu Chapter Chamber Office, signing of the Memorandum of Understanding between KNCCI and Embu University and a courtesy visit to the Embu County Governor's office.

During the meeting with the governor the Chamber requested for compulsory Chamber membership for all participants before engaging the county government in business. The county government also committed to providing more arable land under irrigation given the vast water bodies that include the seven folks dams covering the County. In terms of value addition there was a proposal for the construction of a banana factory for Embu's largest horticultural produce.



**“The Chamber hopes to promote international trade by maintaining strong and strategic diplomatic and bilateral trade that will strengthen economic diplomacy to provide opportunities for Chamber members and leadership”**



*Chamber President Richard Ngatia interacts with employees at the Privam Nuts factory (EPZ) in Embu County*

Other proposals included the establishment of an SME development fund to support the growth of SMEs through credit facilities, to jointly undertake an Annual County Investment Conference and consideration of our County Chamber chairpersons for various committees in the Embu government.

The County Government of Embu also committed to give preferential treatment to Chamber members when sourcing for goods and services while KNCCI Embu Chapter committed to work with Embu University to ensure that the Mou signed becomes a reality especially in assisting graduates get internships.

The Chamber will help the local farmers source for markets locally and abroad while the County government of Embu will work with the Chamber to source for investors who can uplift the mining and tourism sectors.



*Chamber President Richard Ngatia with  
Inspector General of Police Hillary Mutyambai*

5

PRIORITY 5

# ENHANCING THE CHAMBER'S ADVOCACY ROLE AND ECONOMIC DIPLOMACY

The new leadership is also working on enhancing the Chamber's advocacy role as a preliminary measure towards repositioning it strategically so that it wins solid recognition locally, regionally and internationally. Advocacy is the mainstay of Business Membership Organisations, therefore Chamber is not an exception as such, my aim is to strengthen KNCCI advocacy programs as key membership services.

**Among advocacy achievements so far include: -**

1

We have established partnerships and working relationships with the National Police Service to collaborate and enhance issues on security for businesses and further inspire positive operating business environment. In August we held a consultative dialogue meeting the Inspector General Hillary Mutyambai on implementing the initiative.

2

As KNCCI President, I was elected Chairperson of the Great Lakes Region Private Sector Forum that will see KNCCI take a lead role in advancing the interests of the business community in the 12 member states.

The GLR is composed of twelve member states, namely: Angola, Burundi, Central African Republic, Republic of Congo, Democratic Republic of Congo, Kenya, Uganda, Rwanda, Republic of South Sudan, Sudan, Tanzania and Zambia.

3

The Chamber has lobbied for the operationalisation of the SME fund with the leadership having consulted with the CS Ministry of Industry, Trade, and Cooperatives to support the initiative and has committed to include Chamber in the fund's management.

4

Kenya Private Sector Meeting at State House: The Chamber, together with the EU, visited the President of Kenya, H.E Uhuru Kenyatta at State House Nairobi and discussed key bilateral agreements and trade partnerships between the EU and Kenya. We identified cooperation and business frameworks for future partnerships and proposed to establish a Joint Business Council between EU business in Kenya and KNCCI.

5

KNCCI is cognizant of the important role that the Municipal Boards play in regards to supporting economic developments in the counties therefore is keen on the implementation of the Urban Areas and Cities Act, 2011. To this end the Chamber is working with Kitale, Kerugoya and Meru Municipalities to support operationalisation of the municipal boards.

6

KNCCI signed the commitment Charter to support the implementation of the National Integrated Export Promotion and Development Strategy by communicating on the market access challenges and making recommendations for their elimination.

7

KNCCI met with the Cabinet Secretary of the National Treasury and discussed areas of collaboration with the Government and further lobbied for the support of SMEs. The Chamber, in its latest policy brief dubbed "Improving access to credit in Kenya" provides a recommendation to Government to establish a "Biashara Fund" that would finance and support the needs of SMEs in the country in a bid to enhance access to credit.

8

The Chamber has continued to champion the call for the payment of pending bills for supplies of products and services made to the National and County Governments by Small and Medium Enterprises. As a result of our intense lobbying the National Treasury has released funds to County Governments to settle pending bills that do not have any audit queries.

9

The Chamber in partnership with Trade Mark East Africa has embarked on a project to automate the 2nd phase of the ordinary Certificate of Origin (CoO) to cater for the large volume of exporters using the system. The system improvements will enable the platform's operations and reporting. The new upgrades will enable the system to integrate the COO system with the Kenya Trade Network Agency (KENTRADE) single window.

**Our members have been able to exhibit in major trade fairs and exhibitions such as the Kenya Trade Week, the Kenya-Botswana Business Forum, Ethiopia Business Forum, Belarus Business Forums, Com Expo and Indo Africa TradeFair and Exhibition.**

In the last three months the Chamber has also continued to hold Bilateral Business Forums with an aim of promoting trade locally and internationally including:

- **Kenya - Ethiopia Business Forum** held on the 27th of June 2019 attracting the participation of over 400 business people. The Chamber proposed that we establish a joint working committee on special status agreement framework and agreed that it begins to plan a trade mission to Ethiopia in 2020 to explore new business opportunities.

- **Kenya - Belarus Business Forum** held on 1st and 2nd August 2019 in conjunction with Embassy of Belarus. Among the outcomes of the event included organization of field visits to key Kenyan companies and farms in Kisumu, Uasin Gishu, Nandi, Kirinyanga and Embu County to market and boost trade and investment in the counties.
- **Kenya - Botswana Business Forum** where the Chamber took lead in organizing the business forum with the visiting incoming High-Level delegation from Botswana. We shared business opportunities between Kenya and Botswana and identified areas of mutual partnership in key sectors such as Mining, Dairy farming, ICT, Tourism and Manufacturing. It was agreed that we establish a working committee to follow up on the agreements made during the forum.
- **Kenya - Hongkong Business Forum** with the Chamber holding talks with Hong Kong delegation via Nairobi and Mombasa chapters. KNCCI represented Kenyan Private Sector and fronted opportunities in industrial parks and Export Processing Zones. Hong Kong is exploring business opportunities in Kenya's manufacturing, logistics and real estate sectors in renewed efforts to deepen investment and trade ties with the country.
- **KNCCI- Guangdong Association Business Forum** saw a courtesy visit to the Chamber by Guangdong Association and the signing of an agreement between the two parties to identify key areas of working together i.e. vocational knowledge, industrial cooperation on special economic zones and free trade areas. It was agreed to establish a cooperation framework and partnership programs and plan a visit to Guangdong in 2020.



*Chamber President Richard Ngatia receives Botswana President Mokgweetsi Masisi during the Kenya-Botswana Business Forum.*

- **KNCCI and the Embassy of China** have partnered to train officials and members on capacity building and TVET skills. Within the six months, the Chamber has successfully facilitated both officials and members on fully funded key trainings such as Practical Technology of Small Agricultural Machinery for Developing Countries, Business Association Management for Developing Countries and Edible Mushroom Technology for Developing Countries.

During the same period the Chamber has also been able to organize various trade missions including to the World Chambers Congress – Rio De Janiero, Brazil which was the first official engagement attending the 11th World Chambers Congress in Rio, Brazil which took place from the 12th – 14th of June. During the event the Chamber shared business opportunities in Kenya with delegates in what is considered the largest international gathering of Chamber leaders. African Chamber leaders met to deliberate on matters specific to the continent and committed to coming up with functional, practical ways to take full advantage of the AfCFTA, by driving private sector intra-continental enterprise growth. They also deliberated the formation of key partnerships to establish a trade information portal for information dissemination on ICC Activities and the World Chamber recommendations on the and business framework agenda.

Thereafter the Chamber organized the Colombia Trade Mission from 15<sup>th</sup> to 19<sup>th</sup> of June 2019 which established trade opportunities in key areas such as Agribusiness and Processing, ICT, Tourism and Infrastructure development programs during the visit. The team also visited the Mediation and Arbitration Centre of the Bogota Chamber of Commerce, in order to gain an insight into the preferred world of Alternative Dispute Resolution in business disputes. This insight will prove invaluable as we make continued strides towards forming our own Chamber Arbitration Centre. They also interacted with the local business association and communities and proposed to establish a Joint Business Council between Kenya and Colombia to fast track key cooperation areas.

- **TICAD VII** was successfully hosted by Japanese Prime Minister Shinzo Abe from 28 to 30 August, 2019 and was convened under the theme “Advancing Africa’s development through Technology, Innovation and People. Held in Yokohama Japan. I led the Kenyan private sector delegation consisting of 87 business persons to the TICAD VII, we engaged in key business activities such as the High level- Africa- Japan private sector meeting, Africa –Japan public private sector partnership dialogue, with our Japanese counterparts’



**“The Chamber has also been able to organize various trade missions including to the World Chambers Congress – Rio De Janiero, Brazil which was the first official engagement attending the 11th World Chambers Congress in Rio, Brazil which took place from the 12<sup>th</sup> – 14<sup>th</sup> of June.”**

- **Kenya -Japan Business Forum**, where we encouraged potential investors to collaborate with Kenya and the African continent to establish their businesses in the next frontier market in the world.

The Kenyan delegation to TICAD 7 also focused on optimizing the resources available in Japan for the delivery of the Big 4 Agenda in all areas including in Agriculture, Affordable Housing, Universal Health Coverage and Manufacturing.

We had an opportunity to invite the potential investors to invest in key potential areas i.e. Agribusiness, ICT, Technical Education, Healthcare, Energy and Infrastructure, Transport and Logistic and Industrial cooperation.

- **Russia- Africa Summit** : On behalf of the Kenyan private sector, I led a delegation of 40 private sector representatives to Sochi, Russia 23-24, October, 2019 to attend the summit. This was the first Russia–Africa Summit, that marked a turning point in Russia’s new strategy to return to Africa and promote major initiatives to facilitate development. The economic forum featured more than 200 CEOs, ministers of key industries, and representatives of the expert community from Russia and Africa. We had more than 3,000 representatives of African businesses in the forum. During the forum KNCCI signed key MOUs and partnership agreements to support expanding and promotion of investments and commercial ties and further develop trade and investment cooperation between the two countries as follows:
  - Roscongress-Joint event and conferences partnership
  - Russian Chamber of Commerce and Industry-Bilateral cooperation.
  - Business Russia –Trade promotion and cooperation

- **The 2nd Edition Ambition Africa -France Forum**, held on 29th -31st October 2019 Paris, France  
This trade mission was a collaboration between KNCCI and the French Chamber of Commerce and was attended by Principal Secretary, Mr. Charles Hinga State Department for Housing and Urban Development, Kenya Embassy in France. I led a delegation of 21 Kenyan business people in the forum which was organized to strengthen trade and investment partnerships through the enhancement of business relationships between the two countries especially in the key sectors such as Construction, Health and Pharmaceuticals, Manufacturing, Services, Import and Export, Transport & Logistics, ICT, finance, Agriculture & Agro – Business and Tourism.

Key points from the business forum:

- a. France has great potential for investments due to its rapid economic growth, advanced technology, massive investment structure and large domestic and international markets
- b. MEDEF International agreed to provide key company directories to the Kenyan Delegation
- c. MEDEF international majority of members were from overseas and this creates opportunity for massive market links globally.
- d. Kenya is very keen on getting investors on the key areas: Infrastructure (Affordable Housing), Food security, manufacturing, ICT and Universal Healthcare.
- e. Kenya is currently undertaking key reform programmes to chart entrepreneurship and the sector in key areas such as: Market access and development, Financial inclusion and credit access, start up support and development initiatives, Digitalization on trade facilitation, Export capability, assistance and business schemes.
- f. Kenya is keen to learn from France experience and skills in: Infrastructure, transport and logistics, healthcare systems, smart cities, material science, energy, micro-finance sector, value addition and agribusiness Kenya. He was delighted to work with the chamber and promised to grace the national governing council.

## The Chamber has also hosted many foreign diplomats including:

### Tunisia

The Tunisia Ambassador to Kenya, H.E Hatem Landoulsi, paid a courtesy call to discuss bilateral and business opportunities. He also invited the Chamber leadership to Tunis for the Africa Economic Forum and agreed to plan a trade mission to Tunisia in 2020. It was also agreed on the need to establish a joint working relationship in form of a technical committee to explore and lead the exploitation of all opportunities available to businesspeople in both countries.

### Turkey

The ambassador of Turkey to Kenya, HE. Ahmet Miroglu, was one of the first diplomats to visit my office to congratulate the new leadership and discuss immediate areas of collaboration between the two countries' private sectors.

Among areas of discussion was an in-bound trade mission from Turkey which is planned in the last quarter of the year.

### Qatar

The Qatar Ambassador to Kenya visited our offices to discuss matters relating to the Kenya - Qatar Business Forum and to express interest in establishing a joint working committee with the Qatar Business community.

### Ethiopia

The Ambassador paid a courtesy call to discuss the Kenya - Ethiopia Business Forum held on the 27th of June 2019. It was proposed that we establish a joint working committee on special status agreement framework. It was also agreed that the chamber begins to plan a trade mission to Ethiopia in 2020 to explore the aforementioned areas.

### Belarus

The Ambassador paid a courtesy call to discuss the Kenya-Belarus Business Forum held on 1st and 2nd August 2019 and field visits to key Kenyan companies and farms in Kisumu, Uasin Gishu, Nandi, Kirinyanga and Embu Counties to market and boost trade and investment in the counties between (15th - 20th September 2019).

### Luxemburg

The chamber received an incoming delegation from the Luxemburg Chamber of Commerce in June 2019 who visited Kenya to look for business opportunities especially in key areas of ICT, Transport and Logistics, Pharmaceuticals and health. There was a Proposal to establish a joint working relationship through MoU signing and a Joint Business Council. It was also agreed that we would plan a trade mission to Luxemburg in 2020.

### Serbia

The Ambassador paid a courtesy call to discuss the upcoming Kenya - Serbia Business Forum. It was proposed that the Chamber establish a joint working committee. The embassy and the Chamber agreed to plan a trade mission in November 2019 and to seek business opportunities in Serbia and Kenya. There was also a proposal to establish a joint working relationship through MoU signing and a Joint Business Council



*Courtesy visit by Serbian Ambassador to Kenya, Mr. Dragan Zupanjevac*



Chamber President Richard Ngatia with French Chamber of Commerce, Kenya Chairman Jean Pascal Naud during the MOU signing between KNCCI & French Chamber of Commerce, Kenya

KNCCI co-hosted a breakfast meeting with the French Chamber of Commerce on 9th July 2019 at Kempinski hotel. The event which included the signing of an MoU as well as a presentation to attend the Ambition Africa conference in Paris in October.

The main deliverable was to partner and organize the business exposure mission to Ambition Africa 2019, ensuring the Chamber targets business people who are keen on trading with France and or are looking for technical expertise or other support from French owned companies/investors.

It was agreed that it was essential to establish a working framework between France and Kenya to maximize on any potential advantages of bilateral agreements between the countries, following President Macron's visit to Kenya beginning of year.

It was also suggested that the two Chambers establish a Joint Business Council between Kenya and France to further explore potential areas of investment in both countries.

**DRC Congo**

The Ambassador paid a courtesy call to discuss business between the two countries. It was proposed that we establish a joint working committee to explore business opportunities between the two countries and the establishment of a joint working relationship through MoU signing and a Joint Business Council. It was agreed that the chamber begin to plan a trade mission in 2020

**Madagascar**

The Ambassador paid a courtesy call to discuss business between the two countries. During the meeting it was proposed that a joint working committee be established to explore business opportunities between the two countries and establishment of a joint working relationship through MoU signing and a Joint Business Council.

**Czech Republic**

The newly appointed Czech Republic Ambassador to Kenya paid to Kenya paid a courtesy call to discuss on how Kenya and Czech can strengthen their partnership in areas of mutual interest. Among other areas of discussion was an in-bound trade mission from Czech Republic which will be held in November 2019.

## India

We paid a courtesy call to the Indian High Commissioner H.E Rahul Chhabra and reviewed achievements and challenges as recognized by the joint business council and discussed convergent areas of collaboration. We agreed the need to create more business linkages with relevant Indian business enterprises in order to increase the level of exports.

## Korea

Korean Ambassador H.E. Choi Yeonghan hosted us and we discussed the formation of a joint business council, exchange programs for interns, entry into Korea for Kenyan goods and KNCCI support for Korean investors to increase their footprint into Kenya.

## Israel

The Israel Ambassador: H.E. Oded Joseph paid a courtesy call to KNCCI and deliberated on ways to facilitate trade between Kenya and Israel, MoU signing between KNCCI and Federation of Israeli Chambers of Commerce and investment opportunities in ICT, agro-processing, health, manufacturing, renewable energy and health.

## Designated Ambassadors

We hosted the designated Ambassadors to Germany, Ireland and Ghana where key issues were discussed such the key role embassies in facilitating trade and how the Chamber can act as a bridge between business communities from the respective countries.

## Ukraine

We had a courtesy call by Ukraine Ambassador H E Andriy Pravednyk who highlighted key areas Kenya and Ukraine can collaborate including aviation and food security. We discussed formation of a joint business council and the signing of an MoU with the Ukraine Chamber of Commerce. KNCCI also agreed to organize a trade mission to Ukraine in 2020.

## Jordan

We hosted Jordan's Ambassador H.E Dr. Slaiman Arabiat who affirmed Kenya Jordanian relations and pledged to support key development initiatives including the Big 4 Agenda. He pledged to work with KNCCI including technology exchange in manufacturing, ICT, Tourism & Special Economic Zones.



*Jordan Ambassador to Kenya H.E Slaiman Arabiat signs the visitors book during his visit to KNCCI headquarters.*

## Switzerland

The Chamber leadership had a meeting with Swiss Delegation and during the meeting we called for closer business cooperation between Kenya and Switzerland and the establishment of a Joint Business Council between the private sectors.

## European Union

We had the EU Ambassador to Kenya Simon Mordue who paid courtesy call to KNCCI HQs and we discussions centered on how best we can strengthen trade cooperation between the European Union and Kenya. He was delighted to work with the chamber and promised to grace the national governing council.



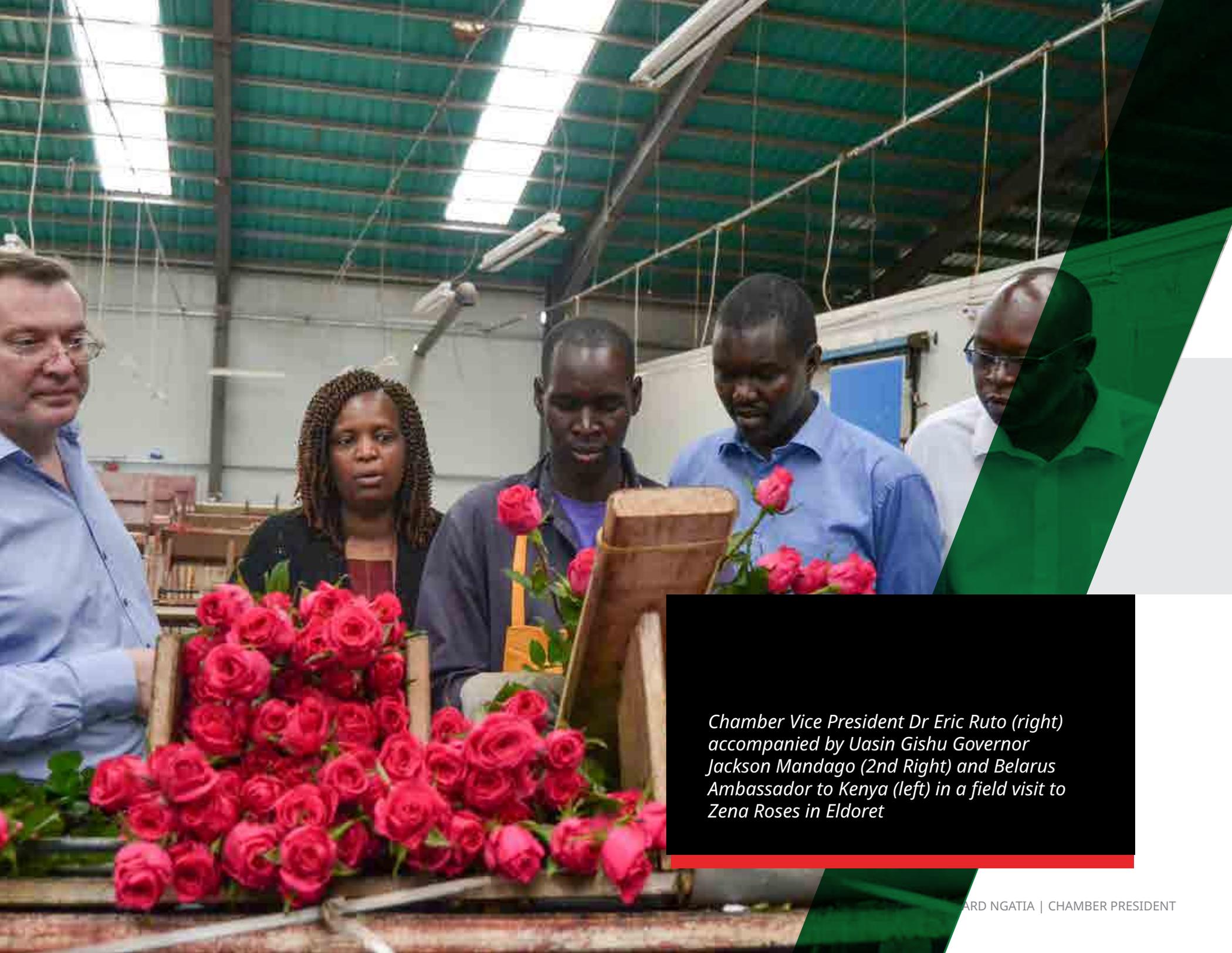
*Kenyan and UAE delegates stand for the national anthem during the Trade Mission East Africa mission in Nairobi*



*Courtesy visit by EU Ambassador to Kenya Mr. Simon Mordue*

## Oman

We received the Oman Ambassador to Kenya H.E Saleh Sulaiman, accompanied by Director Omar Saddique, we discussed opportunities for trade between Kenya and Oman especially how to increase trade volumes with special focus on projects in the Big 4 Agenda especially on affordable housing as Oman has expertise in the building and construction sector



*Chamber Vice President Dr Eric Ruto (right) accompanied by Uasin Gishu Governor Jackson Mandago (2nd Right) and Belarus Ambassador to Kenya (left) in a field visit to Zena Roses in Eldoret*

6

PRIORITY 6

# PROMOTE EQUITY IN RUNNING THE CHAMBER AFFAIRS

Over the past six months we have been able to accomplish various achievements including the establishment of a more equitable distribution formula for sharing of proceeds from the issuance of certificates of origin among counties.

We have also negotiated for inclusion of Chamber leaders as board members in counties and municipalities and have provided opportunities and all-inclusive approach for Chamber leadership and secretariat to participate in foreign delegations and missions.

Further we have expanded the functional committees with specific roles and guidelines for all the regional and nominated directors and championed a free working environment for all regional directors to execute their mandate and support the operations of the management.

Lastly we have ensured linkage of all regional directors to KNCCI respective partners and Government agencies and undertaken the prequalification of suppliers for the period September 2019 – September 2020 as a way of streamlining the procurement processes at the head-office. This will eventually be adopted as best practice throughout the county chapters



**“We have established a more equitable distribution formula for sharing of proceeds from the issuance of certificates of origin among counties.”**



*Chamber President Richard Ngatia flanked by CAS Ministry of Public Service, Youth and Gender Affairs Rachel Shebesh and KNCCI CEO Angela Ndambuki issue a cheque to Universal Traders SACCO in Machakos*



*MoU signing between KNCCI & Federations Des Chambres De Commerce Et D'Industrie De Madagascar.*

# MEMORANDUM OF UNDERSTANDING (MOU)

Prior to the current leadership of the Chamber assuming office, we had 145 MOUs with less than 20% implementation. We have managed to sign the following MoUs in six months with an implementation plan in place to ensure maximum benefit to our members:

1. **Sharjah Chamber of Commerce and Industry** - We have acquired office space for first satellite office in UAE and secured interest free credit for SMEs.
2. **Chamber of Commerce and Industry of the Russian Federation** - Exchange of business information and promoting business contacts.
3. **Business Russia** - Establish necessary conditions for the active and effective participation of joint ventures
4. **Roscongress** - to facilitate business networking and beneficial cooperation
5. **Gujarat Chamber of Commerce and Industry** – We have exchanged information and Trade invitations.
6. **Kenya Bankers Association** – We have developed an Implementation matrix and Enterprise development program
7. **Barclays Bank of Kenya** – We have developed a matrix on the process
8. **Posta Kenya**
9. **Federations Des Chambres De Commerce ET D’Industrie De Madagascar** – We have exchanged information and are planning an incoming mission
10. **Africa Guangdong Business Association** – Information matrix has been developed.
11. **Blu Inventure** – We have developed a concept note and roadmap on way forward. Scoping the market for youth development programs.
12. **French Chamber of Commerce** – Co-organized a breakfast for members and organising a trade mission to Paris in October (Ambition Africa 2019 Summit)
13. **International Finance Corporation** – Implementing the project
14. **Embu University** - Placement of graduates in various companies



*Signing of an MOU between KNCCI and Roscongress Foundation during the Russia-Africa Summit in Sochi, Russia*



*Chamber President Richard Ngatia after being elected as Chairman of Great Lakes Region Private Sector Forum together with delegates from 12 countries of the Great Lakes Region*



***Chamber President addressing delegates during the Kenya Trade Week and Source 21 COMESA Forum***

***From left to right: African Union Special Envoy for Infrastructure Raila Odinga, Deputy President Dr. William Ruto, Cabinet Secretary Ministry of Industry, Trade and Cooperatives Peter Munya, Chairman Council of Governors Hon. Wycliffe Oparanya EGH. and State Department for Trade, Principal Secretary Dr. Chris Kiptoo***

# WAY FORWARD

The past 6 months have been an eye opener with regards to the implementation of the Chamber mandate. To this end my office in collaboration with the Board and Secretariat will seek to:

- Fast Track the completion of the strategic plan for the Chamber
- Fast track the Human Resource Audit to ensure that all the skills required to deliver the Chamber mandate are available
- Improve membership engagement to enhance service delivery
- Enhance government relations by engaging at various levels
- Cluster membership and define engagement levels both at national and county levels
- Improve our engagement with the various partners to enhance our international agenda and economic diplomacy
- Implement various projects and programs across the counties
- Improve service delivery and enhance the membership base of the chamber.



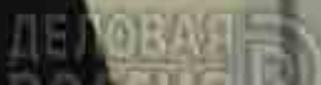
*Chamber President Richard Ngatia with Uganda President H.E Yoweri Museveni on the sidelines of TICAD VII in Yokohama, Japan.*



***KNCCI Chamber President Richard Ngatia with Embu Governor Martin Nyaga Wambora.***



*Chamber President in the panel session  
'Business Associations in Russia and Africa'*



# CONCLUSION

We have successfully begun the implementation process of the proposed objectives against a three-year plan and are on track in achieving the set priorities.

This is a great achievement and we commit to deliver the promise. Thank you for your continuous support and I look forward to accomplishing the tasks set out before us to the benefit of the business community.

Let me take this opportunity to thank the National Governing Council, Board of Directors, Chamber Secretariat, Development Partners and Members for all the cooperation they have offered me in the past six months at the helm of this great organization. I am grateful to all who have accompanied me in this journey and I look forward to the days ahead with God's grace.

**“I am grateful to all who have accompanied me in this journey and I look forward to the days ahead with God's grace.”**



*Chamber President Richard Ngatia and Chamber Vice President Dr. Eric Ruto during inauguration day at the Bomas of Kenya.*

# APPENDIX

## Appendix 1: Board of Directors



**Richard Ngatia**  
*Chamber President*



**Dr. Eric Rutto**  
*1<sup>st</sup> Vice Chamber President*



**Fatma El Maawy**  
*2<sup>nd</sup> Vice Chamber President*



**Paul Ouma**  
*Director, Nyanza Region*



**Stanley Baskowny**  
*Director, North Rift Region*



**Rogers Mulemi**  
*Director, Western Region*



**Kariuki J.F Theuri**  
*Director, Nairobi Region*



**Jacob Godana**  
*Director, Upper Eastern Region*



**Mr. Pravin S. Eazhawa**  
*Director, Nominated*



**Francis Gitonga**  
*Director, South Rift Region*

# Appendix 1: Board of Directors



**Mr. Hassan Wario Diba**  
*Director, Coast Region*



**Mr. Simeon Kitheka**  
*Director, Lower Eastern Region*



**Stephen Mbugua**  
*Director, Nominated*



**Dr. George Karanja Kimiri**  
*Director, Central Region*



**Mr. Omarsadik Mohamed**  
*Director, North Eastern Region*



**John Shimaka**  
*Director, Nominated.*



**Muchiri Mungai**  
*Director Nominated*



**Caroline Awuor**  
*Director, Nominated*



**Kihara Njuguna**  
*Chamber Secretary*



**Angela Ndambuki**  
*Chief Executive Officer*

## Appendix 2:

### List of KNCCI National Governing Council, 2019 - 2022

NO	COUNTY	CHAIRPERSON	VICE CHAIRPERSON
001	MOMBASA	Mustapha Mohammed Ramadhan	
002	KWALE	Salim Mwanyogwe	David Wanyoike Ndung'u
003	KILIFI	Majid Swalleh Hemed	Dr Silas Chitibwi Mzungu
004	TANA RIVER	Hassan Mohamed Barisa	Shehe Akare Bonaya
005	LAMU	Mohammed Ali Athuman	Fatma Salim Abdalla
006	TAITA-TAVETA	Hassan Mohamed Barisa	Peter Mwanghazo Mwabili
007	GARISSA	Mohammed Salat Ahmed	Osman Mohamed Gure
008	WAJIR	Abdullahi Abdi Hersi	Harbi Osman Ali
009	MANDERA	Abdrahim Sheikh Isaac	Abdille Shek Billow
010	MARSABIT	Jacob Elisha Godana	Gure Ali Adan
011	ISIOLO	Hussein M Jama	Rehema Abdikadir
012	MERU	Kenneth Muthinja	Joshua Karimi Mungana
013	THARAKA -NITHI	Murungi M'turuchu	
014	EMBU	John Mugo Mate	Gerald Ileri Harrison
015	KITUI	Duncan Kisilu Singi	Jones Nzomo Munyithia
016	MACHAKOS	Joseph Mutavi Kithu	Dr Mathew Musyoka Mwika
017	MAKUENI	Festus Muindi Maii	Peter Maindu Mbithuka
018	NYANDARUA	Daniel Gitau Mburu	Peterson Mwangi Mjuguna
019	NYERI	Ibrahim Ndegwa Maina	Peter Ndegwa Murithi
020	KIRINYAGA	Peter Njogu Waweru	Pauline Nancy Wangeci
021	MURANG'A	Festus Kamau Thanduri	Peter Gakenge Mugo
022	KIAMBU	Samuel Kairu Njonde	Dr George Kamiri Karanja

NO	COUNTY	CHAIRPERSON	VICE CHAIRPERSON
023	TURKANA		
024	WEST POKOT	Mark Lotee Akange	Mark Rumbel Loriso
025	SAMBURU		
026	TRANS-NZOIA	Martin W. W. Waliaula	Pradip Bangwanji Shah
027	UASIN GISHU	Willy Kiptarbei Kenei	Sim Kimutai George
028	ELGEYO MARAKWET	John Kiprono Chemagut	Mathew Cheruiyot Kiptarus
029	NANDI	Samuel Kipkemboi Saroney	John Cheruiyot Kosgei
030	BARINGO	Elisha Kiplagat Chepcheng	David Komen Chemjor
031	LAIKIPIA	Gitonga Duncan Ndegwa	Wilfred M. Olelegei
032	NAKURU	Stephen Thuo Njuguna	John Kamama Mbugua
033	NAROK	David Batiany	James Salaash
034	KAJIADO	Duncan Keen Taankua	Magdaline Mashipei Obiki
035	KERICHO	David Kipng'etich Bii	Reubenson Bett
036	BOMET	Leonard Langat Kitur	Cheruiyot Langat
037	KAKAMEGA	Wycliff Kibingo Majengo	Charles Omutangi Makokita
038	VIHIGA	Dr Billy Elias Nyonje	Boaz Ingasia Indeje
039	BUNGOMA	John Wafula Sunguri	Patel Daksheshkumar
040	BUSIA	Peter Linus Barasa	Silvanus Mbogo Abungu
041	SIAYA	Roselyne Achieng Omuga	Enos Okech Ruongo
042	KISUMU	Israel Agina	Pauline Akwach
043	HOMA BAY	John Opiyo Nyangiya	Henry Owuor
044	MIGORI	Belinda Awuor	Samuel A. Rumo
045	KISII	Samuel Mose Borura	Mellen Nyomenda Kebati
046	NYAMIRA		
047	NAIROBI	Jimnah Mwangi Mbaru	Geoffrey Kimani Gathigi

## Appendix 3:

# List of KNCCI Committees and Committee Members

<b>1</b>	<b>KNCCI AUDIT AND COMPLIANCE COMMITTEE</b>	
	CPA Rodgers Mulemi	Chairman
	Joyce Waiyego Mwangi	Member
	Hassan Wario	Member
	Magdalene Mashipei	Member
	CPA Frank Mwiti	Member
	CPA Muchiri Mungai	Member
<b>2</b>	<b>SME DEVELOPMENT COMMITTEE</b>	
	Mr. Jacob Godana	Chairman
	Ms. Sarah Wairimu Karanja	Member
	Ms. Jennipher Wanjiku Gathe	Member
	Mr. Kenneth Mwenda	Member
	Mr. David Magun	Member
	Ms. Caroline Ambesta	Member
<b>3</b>	<b>AGRICULTURE AND AGROPROCESSING</b>	
	Joseph Machira Wairuhi	Chairman
	Mercy Waruguru Kinoti	Member
	Erasturs Ndiritu Ndungu	Member

	David Nderitu Ndungu	Member
	Lorna Seneiya Sempele	Member
<b>4</b>	<b>HUMAN RESOURCE AND ADMINISTRATION COMMITTEE</b>	
	Mr. Starnely Baskwony	Chairman
	Mr. John Shimaka	Member
	Mr. Hassan Wario	Member
	Mr. Pravin Eazhawa	Member
	Mr. Paul Ouma	Member
	Mr. Simeon Kitheka	Member
<b>5</b>	<b>ETHICS, DISPUTES AND GOVERNANCE COMMITTEE</b>	
	Ms. Fatma El Maawy	Chairperson
	Prof. Noah Midamba	Member
	Ms. Jane Mbatia	Member
	Prof. karanja Njoroge	Member
	Mr. Collins Namachanja	Member
<b>6</b>	<b>FINANCE COMMITTEE</b>	
	Mr. Simeon Kitheka	Chairman
	Mr. Omarsadiq Mohamed Dahiye	Member
	Mr. John Shimaka	Member
	Mr. Pravin Eazhawa	Member
	Mr. Stephen Mbugua	Member

<b>7</b>	<b>HEALTH SECTOR COMMITTEE</b>	
	Dr. Erick Rutto	Chairman
	Mr. Preya V. Veerappan	Member
	Dr. Owino Mboya Tom	Member
<b>8</b>	<b>HOUSING, INFRASTRUCTURE AND PARTNERSHIP COMMITTEE</b>	
	Mr. Gururajan Seenuvasan	Chairman
<b>9</b>	<b>SACCO COMMITTEE</b>	
	Ms. Mary Mungai	Chairperson
<b>10</b>	<b>LEGAL AND REGULATORY COMMITTEE</b>	
	Mr. CPA Rose Mwaura, MBS	Chairman
	Ms. Jane Mbatia	Member
	Mr. Kihara Njuguna	Member
	Mr. Juma Kagoro	Member
	Mr. CPA Kibisu Wycliffe	Member
<b>11</b>	<b>BANKING AND FINANCIAL SERVICES COMMITTEE</b>	
	Mr. Samuel Omukoko	Chairman
	Mr. John Shimaka	Member
	Mr. Samuel Ndungu	Member
	Mr. Chris Arunga	Secretary

<b>12</b>	<b>GENERAL PURPOSE AND DEVELOPMENT COMMITTEE</b>	
	Dr. Samwel Warwathe	Chairman
	Mr. Edward Tenga	Member
	Mr. Simeon Kitheka	Member
	Mr. Kihara Njuguna	Secretary
<b>13</b>	<b>MEMBERSHIP &amp; RESOURCE MOBILISATION</b>	
	Stephen Mbugua	Chairman
<b>14</b>	<b>ECONOMIC DIPLOMACY</b>	
	Kariuki Theuri	Chairman
<b>15</b>	<b>MANUFACTURING &amp; SPECIAL ECONOMIC ZONES</b>	
	Dr. Karanja Kimiri	Chairman
<b>16</b>	<b>ADVOCACY</b>	
	Paul Ouma	Chairman
<b>17</b>	<b>COUNTY EMPOWERMENT</b>	
	Hassan Wario	Chairman
<b>18</b>	<b>VOCATIONAL TRAINING &amp; SKILLS DEVELOPMENT</b>	
	Mr. Pravin S. Eazhawa	Chairman
<b>19</b>	<b>YOUTH AFFAIRS</b>	
	Samuel Muchiri	Chairman
<b>20</b>	<b>WOMEN LEADERSHIP</b>	
	Cynthia Nyawira	Chairperson
<b>21</b>	<b>PLWD</b>	
	Carolyn Awuor	Chairperson



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