



UNCTAD



Report on the China Kenya Investment Forum

Nairobi, Kenya, 15 March 2006

The aim of this event was for potential Chinese investors, mainly medium-sized companies, to explore investment opportunities in Kenya and meet with potential partners. The aim was also to promote Kenya as a destination for investors from a fast-expanding economy wishing to access the East African region.

The event was organized by UNCTAD, the Kenya Investment Authority and the China Africa Business Council. The event was funded by UNDP Kenya as part of its component on expanding economic opportunities.

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REPORT AND EVALUATION OF THE FORUM

The Chinese delegates were welcomed by the KIA. The members of the China Africa Business Council delegation in turn introduced themselves and explained the areas in which they were interested in investing. Many of the delegation were either businessmen or representatives of municipal and regional business agencies. They explained that they were also on the look out for investment opportunities that they could report back to the membership of the CABC in Beijing.

Following the welcome, the KIA outlined Kenya's investment framework. It noted the ease of obtaining licensing approvals and its ability to act as a one stop shop. This was reiterated by the Export Processing Zones Authority who can also grant swift approvals for ventures in export processing zones. The Export Promotion Council responded to the queries of investors interested in export opportunities and the Kenya Private Sector Alliance informed the participants of the role they played in relaying the needs of business to government.

During the afternoon session, a large number of Kenyan businesses and regional development authorities were present. In most cases, the regional development authorities were there both to represent businesses in their region and to propose production sites, use of agricultural land and in some cases, mining opportunities.

The format of the afternoon session was a number of tables with one Chinese investor on each table, accompanied by an interpreter either from the Embassy or from the Xinhua News Agency office in Nairobi. During the afternoon, Kenyan business representatives and regional development authorities sat at the tables and talked business. Two investors left half way through the event to visit the site for a possible tea plantation.

Many investors appeared positive about Kenya either as a location for export manufacturing or for the size of its market, for which cheap, medium-quality goods were required. Possible projects they cited, following the meeting, included constructing a cement factory, fish and herbal farming, iron ore mining (the commissioner of mines was called over to facilitate), a pick-up truck factory, microbreweries, cultivation of tea and coffee for export to China and production of dyes for leather.

A large number of private follow up meetings and site visits took place around the country over the next two days, although this was hampered by the shortage of interpreters. It was not possible to count these at the time. CABC will report on this.

The Chinese delegation members were very pleased with the event and many plan to return in April to set up. It is also envisaged that following this event, further CABC members will visit. CABC will track investment outcomes.

Following this event, it is clear that KIA has stronger capacities to organise similar events on its own in the future.

At the same time, this is a good example of UNCTAD working as a bridge between an outward investment promotion agency (CABC) and an inward investment promotion agency (KIA) in area, which to date has been largely untapped.

CABC and UNCTAD should work with the investment promotion agencies of other African countries to organise similar events in the future. It is clear that many of the Chinese investors are keen to expand beyond the Chinese market and are looking for reliable partners to help them locate opportunities. At the same time, this is a perfect example of south-south cooperation and south-south investment.

FORUM PROGRAMME

0800	Registration of Participants	
0900	Welcome and opening remarks by KIA	Mr. Owiti
0920	Remarks by CABC	Mr. Kaiyong Ge
0940	Overview of Investment Climate in Kenya	Mwalimu Musee
1000	Tea Break	
1020	Investment Opportunities and Facilitation in EPZ	Fanuel Kidenda, EPZA
1040	Export Opportunities and Facilitation	EPC
1100	Trade and Investment opportunities in the Region	KAM
1120	Role of KEPSA in Private Sector Development in Kenya	KEPSA
1140	Discussion (Q&A)	
1300	Lunch Break	
1400	One to One meetings with various business partners	Break out tables
1700	Tea Break and Departure	

LIST OF PARTICIPANTS

CHINESE DELEGATION

Hongyi Ma

Deputy Director

China Society for Promotion of the Guancai Program (Guangcai)

Shuntang Chu

Director of Liaison Division

Secretariat of China-Africa Business Council

Kaiyong Ge

Deputy Director of Training Division

Secretariat of China-Africa Business Council

Jianjun Liu

Director

International Cooperation Committee of Baoding City

Jianping Zhang

Programme Officer of TCDC Division

The China International Center for Economic & Technical Exchanges (Ministry of Commerce of the People's Republic of China)

Musen Sun

Chairman

China Council for Promotion of International Trade (CCPIT), Hengshui City Branch Council and China Chamber of International Commerce (CCOIC), Hengshui Chamber of Commerce

Minglei Zhao

Vice Mayor of Hengshui City

Hengshui Municipal Government

GuiTang Li

General Manager

Nanjing Zhengtang Technology Co.,Ltd

Hua Zhu

General Manager

Shanghai Qinxin Industrial Trade Co., Ltd.

Zhanwu Zhou

General Manager

Qingdao Guanghua Beer Fresh-keeping Vessel Co., Ltd.

Jiading Wang

General Manager

Taiyuan Yimaijia Industry & Trade Company

PRIVATE SECTOR PARTICIPANTS BASED IN KENYA

M Rahemtulla

Kam Industries

Bilha Maina

Kenya Association of Manufacturers

Karim Virani

Alpha Logistics/Seco

Gerald Muthomi

Mount Kenya Gardens

Visnal Doshi

Torncliffe Limited

Eunice Kaesa

Ndiki Carfts

V Myra Engelmani

National Association of Women Exporters in Crafts

Anna Otieno

National Association of Women Exporters in Crafts

Anne Warambo

Gilo Tye & Dye

N Biwott

East Africa Portland Cement

T Otieno

Guava Technologies

Eng John K Mwirichia

General Motors East Africa

Alina Benson

Embu Weavers

Kim Musyimi

Turks Kenya Limited

Frank Mutua

ABC Kenya Services

Lilian Marky

ABC Kenya Services

Oliver Icharia

Busion

Lalji Patel

National Concrete Company

R Kanji

Milly Group Rep

Nishad Mairal
Shamco Industries Limited

Hosea Kiplagat

REGIONAL DEVELOPMENT AUTHORITIES

Charles Sunkuli
Ewaso Nyiro South Development Authority

Eng A A Ali
Ewaso Nyiro North Development Authority

H R Mwabudzo
Coast Development Authority D Kimani
Tana & Athi Rivers Development Authority

Joseph M Karanja
Tana & Athi Rivers Development Authority

T N Ikiugu
Tana & Athi Rivers Development Authority

John Murunga
Kerio Valley Development Authority

PUBLIC SECTOR PARTICIPANTS BASED IN KENYA

F.O. Owiti
Kenya Investment Authority

Roslyn Ngeno
Kenya Investment Authority

Mary Kamau
Kenya Investment Authority

Grace Magu
Kenya Investment Authority

Norman Boinett
Kenya Investment Authority

David Mugambi
Kenya Investment Authority

Karen Mutai
Kenya Investment Authority

R O Amisi
Kenya Investment Authority

Pius Rotich
Kenya Investment Authority

Mwalimu Musee
Kenya Investment Authority

Rufus Kobia
Kenya Tea Development Authority

P N Kaigwara
Ministry of Energy

J W Kariuki
Fisheries Department

Raymond M Mutiso
Mines & Geological Department

L N Marube
Mines & Geological Department

L.K. Biwott
Mines and Geology Department

H Kassamani
Export Promotion Council

F Kidenda
Export Processing Zones Authority

Mahoro Viva Carmen
Africa Nazarene University

Maina Kigagi
Ministry of Information and Communications

EMBASSY OF CHINA
Shao Weijian

Jiang Fang Xi

UNITED NATIONS
Hamid Malik
United Nations Conference on Trade and Development

Ian Richards
United Nations Conference on Trade and Development

Kelly Lee
United Nations Development Programme Office in Kenya

Annarita Spagnolo
United Nations Development Programme Office in Kenya

PICTURES



PARTICIPANTS DURING THE MORNING SESSION



AFTERNOON ONE TO ONE MEETINGS



AFTERNOON ONE TO ONE MEETINGS



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