



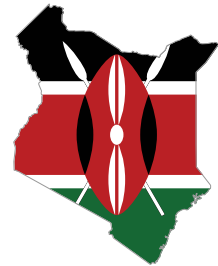
# EUROPEAN CONTRIBUTION TO INDUSTRIALISATION AND DEVELOPMENT IN KENYA

-  [www.eeas.europa.eu/delegations/kenya\\_en](http://www.eeas.europa.eu/delegations/kenya_en)
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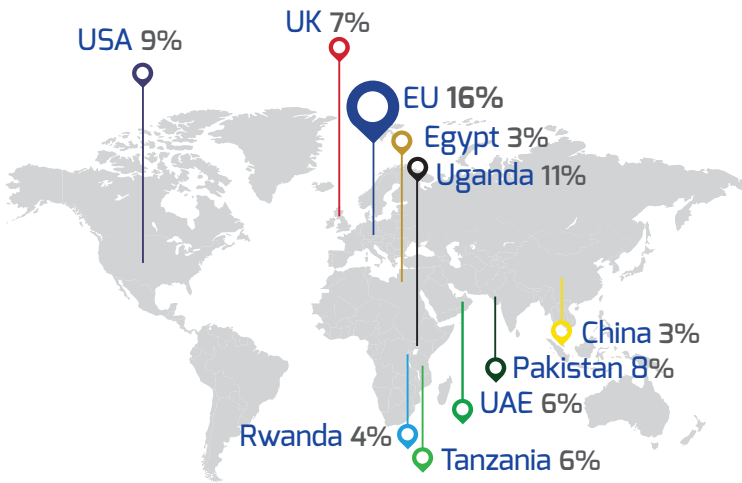


# Economic overview

EU	EAC	KENYA
445 M	177 M	47,5 M
GDP €171 Trillion Ksh. 22 Quadrillion	GDP €160 Billion Ksh. 21 Trillion	GDP €79 Billion Ksh. 10 Trillion
PER CAPITA €41,000 Ksh. 5 M	PER CAPITA €904 Ksh. 120,000	PER CAPITA €1,504 Ksh. 199,000



## GLOBAL DESTINATION OF KENYAN GOODS



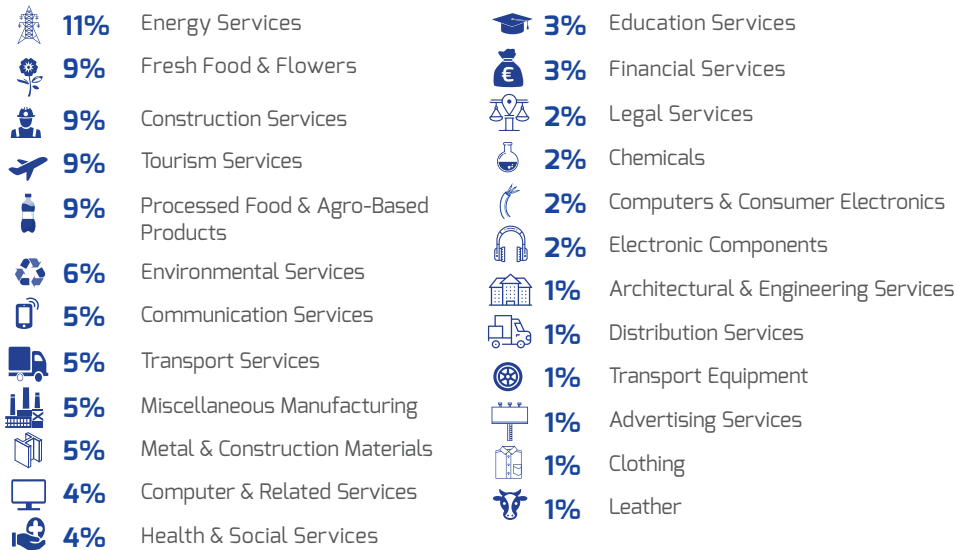
EU	€ 916 M	Ksh. 120.5 B
Uganda	€ 624 M	Ksh. 82 B
US	€ 508.5 M	Ksh. 66.9 B
Pakistan	€ 443 M	Ksh. 58 B
UK	€ 392 M	Ksh. 51.5 B
UAE	€ 379 M	Ksh. 49.8 B
Tanzania	€ 329.5 M	Ksh. 43 B
Rwanda	€ 227M	Ksh. 29.8 B
Egypt	€ 185M	Ksh. 24 B
China	€ 148.5 M	Ksh. 19.5 B

## DESTINATION OF KENYAN GOODS IN THE EU

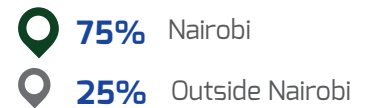


Netherlands	€ 526 M Ksh. 68 B	Germany	€ 108 M Ksh. 14 B	Belgium	€ 89 M Ksh. 11 B
France	€ 83 M Ksh. 11 B	Spain	€ 40 M Ksh. 5 B	Italy	€ 39 M Ksh. 5 B

## SECTORS



## LOCATION



## INVESTMENT

Placed  
**€962,048 M**  
**Ksh. 128,623 B**  
 Forecast for the next 10 years  
**€1,326 B**  
**Ksh. 177,283 B**



## ANNUAL TURNOVER

**€961,298 M**  
**Ksh. 128,523 B**



## TAXES PAID ANNUALLY

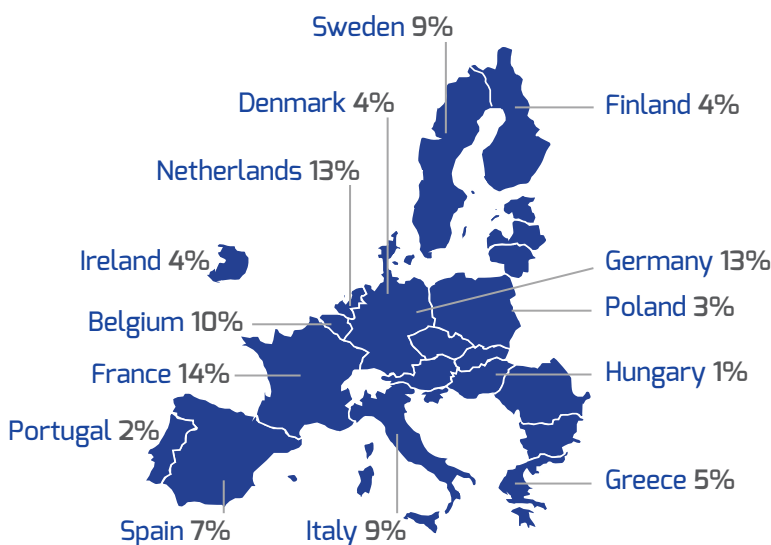
**€151,503 M**  
**Ksh. 20,258 B**



## EMPLOYMENT

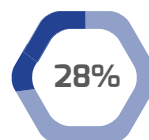
Jobs Created **1,672,005**  
 Kenyans **97.4%**  
 Women **21.5%**

## EU ORIGIN

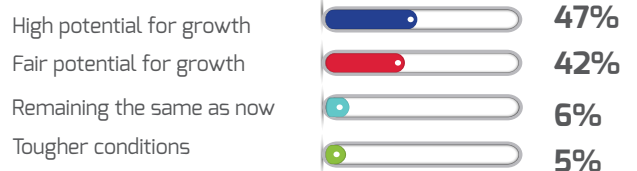


## PRESENCE IN KENYA

More than 10 years    5-10 years    Less than 5 years



## MARKET OUTLOOK



# EU companies in Kenya per sector

## AGRICULTURE



51% Fresh Foods & Flowers



49% Processed Foods

Sample of 49 Firms



### INVESTMENT

Placed  
€264,133 M  
Ksh. 35,324 B

Forecast for the next 10 years

€195,888 M  
Ksh. 26,198 B



### ANNUAL TURNOVER

€207,135 M  
Ksh. 27,701 B

### TAXES PAID ANNUALLY

€38,530 M  
Ksh. 5,153 B

### TRADE WITH THE EU

51%



### EMPLOYMENT

Direct  
110,330  
Kenyans  
96.8%  
Women  
25.7%  
Suppliers  
251,029

## INDUSTRY



29% Miscellaneous Manufacturing



25% Construction Materials



12% Chemicals



10% Consumer Electronics



10% Electronic Components



6% Transport Equipment

Sample of 52 Firms



### INVESTMENT

Placed  
€138,990 M  
Ksh. 18,590 B

Forecast for the next 10 years

€193,750 M  
Ksh. 25,860 B



### ANNUAL TURNOVER

€193,230 M  
Ksh. 25,844 B

### TAXES PAID ANNUALLY

€17,388 M  
Ksh. 2,326 B

### TRADE WITH THE EU

12%



### EMPLOYMENT

Direct  
102,529  
Kenyans  
99%  
Women  
4.8%  
Suppliers  
862,968

## SERVICES



16% Energy



13% Construction



13% Tourism



9% Environmental Services



8% Communication



8% Transport

Sample of 182 Firms



### INVESTMENT

Placed  
€557,175 M  
Ksh. 47,525 B

Forecast for the next 10 years

€934,438 M  
Ksh. 124,986 B



### ANNUAL TURNOVER

560,183 M  
Ksh. 74,928 B

### TAXES PAID ANNUALLY

€94,410 M  
Ksh. 12,628 B

### TRADE WITH THE EU

7%



### EMPLOYMENT

Direct  
119,700  
Kenyans  
96%  
Women  
31.9%  
Suppliers  
225,311

# EU expenditure in people & for the environment

## GREEN ACTIONS



**4,382**  
Organised annually

**€6.9 M**  
**Ksh. 923 M**  
Annual expenditure

## CARBON FOOTPRINT REDUCTION

**2,062**  
Actions organised annually

**€2.8 M**  
**Ksh. 374 M**  
Annual expenditure

## ENVIRONMENT & BIODIVERSITY

**2,320**  
Actions organised annually

**€4.1 M**  
**Ksh. 548 M**  
Annual expenditure

## SOCIAL ACTIONS



**4,777**  
Organised annually

**€86.3 M**  
**Ksh. 11,543 B**  
Annual expenditure

## INTERNATIONAL LABOUR STANDARDS

**2,418**  
Actions organised annually

**€28.8 M**  
**Ksh. 3,853 B**  
Annual expenditure

## FAIR TRADE

**2,359**  
Actions organised annually

**€54.5 M**  
**Ksh. 7,290 B**  
Annual expenditure

## INNOVATION ACTIONS



**5,288**  
Organised annually

**€14.4 M**  
**Ksh. 1,926 B**  
Annual expenditure

## TRAINING

**3,518**  
Actions organised annually

**€7.9 M**  
**Ksh. 1,056 B**  
Annual expenditure

## R & D

**1,770**  
Actions organised annually

**€6.5 M**  
**Ksh. 869 M**  
Annual expenditure



**ANNUAL CORPORATE SOCIAL RESPONSIBILITY ACTIONS**  
**14,447**



**ANNUAL EXPENDITURE**  
**€107.7 M**  
**Ksh. 14,404 B**



The European Union is a significant trading partner to Kenya. Representing Kenya's biggest export market with 21.1% of Kenya's total exports to the world, these exports are mainly agricultural products, notably tea, coffee, cut flowers, peas & beans. Some 70% of Kenya's total flower production is exported to the European Union, with the livelihoods of over 500,000 Kenyans depending directly or indirectly on the floriculture sector.

Kenya is Eastern Africa's regional commercial hub thanks to its favourable location, skilled labour force & vibrant business community. European companies lead the way in investing in Kenya, generating jobs & tax revenue. The European Investment Bank provides long-term development loans to support the building of energy & transport infrastructure.

The European Union is a single market - comprising 27 member states - of 500 million consumers. The European Union is the biggest trade bloc in the world, accounting for around 15% of global exports & imports. It is also the second largest importer (after the USA) & the second largest exporter (after China). The European Union is the leading market for more than 80 countries, being one of the most open economies in the world.

The Trade Helpdesk (previously known as the Export Helpdesk) is an online service to facilitate market access in particular for developing countries to the European Union.

This free & user friendly online service for exporters, importers, trade associations & governments, provides information on:

- EU & Member States' import requirements as well as internal taxes applicable to products.
- Import tariffs & other import measures.
- EU preferential import regimes benefiting developing countries.

■ Current Exports

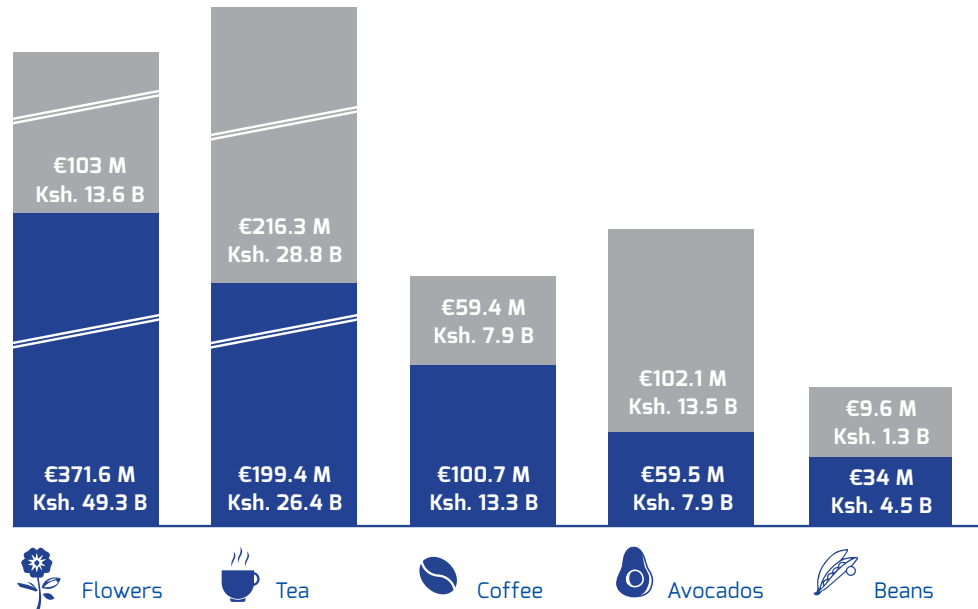
■ Untapped Export Potential\*

## FROM KENYA TO THE EU

## 2019 EXPORTS

€988 M

Ksh. 131 B

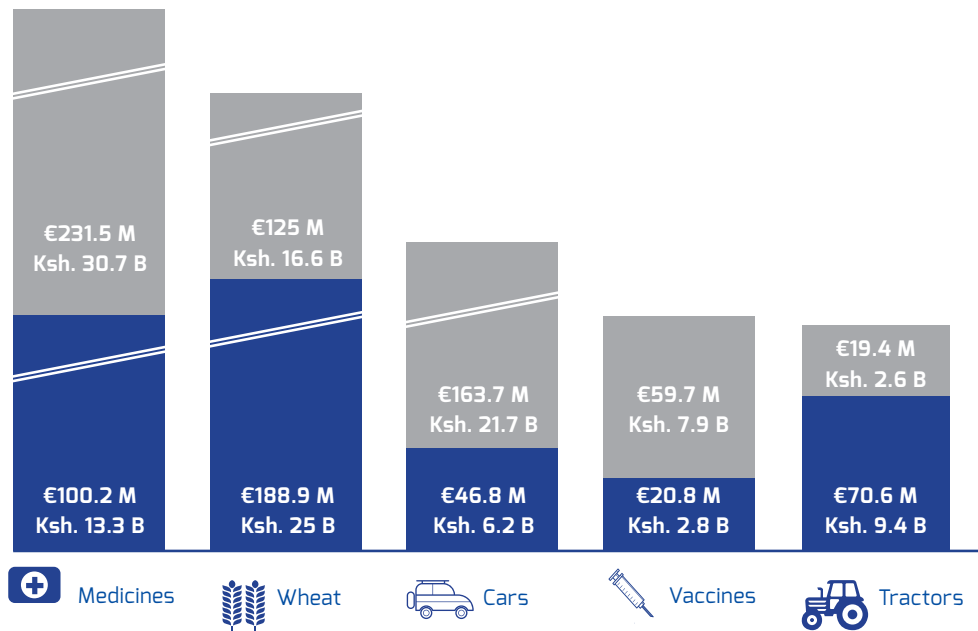


## FROM THE EU TO KENYA

## 2019 EXPORTS

€1.6 B

Ksh. 212 B



\*The Export Potential Indicator (EPI) identifies products in which the exporting country has already proven to be internationally competitive & which have good prospects of export success in new or existing target markets. The EPI is calculated as supply × demand (corrected for market access) × bilateral ease of trade. Supply and demand are projected into the future based on GDP and population forecasts, demand elasticities and forward-looking tariffs. The estimated value serves as a benchmark for comparison with actual exports and should not be interpreted as a ceiling value.

# COVID-19 impact on EU companies in Kenya

<b>63%</b>	of firms have deferred or cancelled investments.
<b>51%</b>	of firms have been affected by issues in their supply chain/logistics.
<b>48%</b>	of firms have experienced cancellation of orders.
<b>36%</b>	of firms have seen a reduction of demand in their products & services.
<b>34%</b>	of firms have experienced liquidity constraints.
<b>23%</b>	of firms are facing a lack of goods or services.
<b>5%</b>	have faced production losses &/or increased absenteeism.



## ECONOMIC IMPACT



### ANNUAL TURNOVER

Decreased by  
**12%**  
€102,096 M  
Ksh. 13,139 B

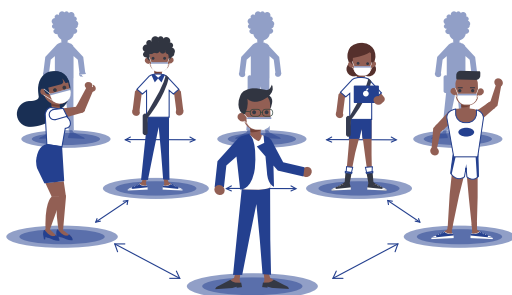
### TAXES PAID ANNUALLY

Decreased by  
**14%**  
Not Invested  
€14,527 M  
Ksh. 1,870 B

### FORECASTED INVESTMENT

Decreased by  
**12%**  
Not Invested  
€131,817 M  
Ksh. 16,961 B

## SOCIAL IMPACT



### DIRECT JOBS

Decreased by  
**16%**  
Less jobs worth  
€73,554 M  
Ksh. 9,466 B

### KENYAN EMPLOYEES

Decreased by  
**16%**  
Less jobs worth  
€73,619 M  
Ksh. 9,473 B

### WOMEN EMPLOYEES

Decreased by  
**15%**  
€3,986 M  
Ksh. 512,880 M

### SUPPLIERS

Decreased by  
**13%**  
€169,850 M  
Ksh. 21,853 B



# Best practices to improve the business climate in Kenya

01

## Good Governance



- Supporting the anticorruption whistleblowing practices & supporting the legal system to penalise corruption.
- Digitalising the public tenders for a more transparent monitoring.
- Fostering a non-tolerance policy towards any company involved in corruption.

02

## Business Simplification



- Digitalising processes to increase speed & accountability.
- Coordinating & streamlining the administrative procedures allowing different administrations to access the same data & simplify the user's experience.

03

## EU Economic Diplomacy



- Supporting European companies to invest in Africa.
- Reducing barriers to trade & negotiating bilateral & multilateral trade agreements.
- Supporting the creation of European Business Organisations to share know-how, advocacy & information among EU firms locally.

04

## Access to Finance



- Supporting local banks with funds & technical assistance to increase access to credit to firms at reasonable costs & on reasonable terms.
- Creating of financing lines with reimbursement over the long term to boost the recovery of the economy & improve the business environment.
- Creating alternative financing to new services (e.g. innovation or green industries) to foster sustainable development & a digital economy.

05

## Trade Regulation & Policy incl. Standards



- Strengthening Institutional Capacity for Investment Agreements and DTTs with the EU.
- Support the creation of standards & the harmonization of local and international standards to facilitate trade.
- Accompany the government to build a strong intellectual property (IP) legal framework to fostering innovation & in key investments.
- Encourage the smooth implementation of a trade agreement to import / export with the EU.

## BARRIERS



Governance & Rule of Law, Justice, Anti-Corruption



Business Simplification



European Business Organisation & EU Economic Diplomacy



Access to Finance



Trade Regulation & Policy Incl. Standards



## BELGIUM

22 Firms Consulted



## TRADE FROM KENYA TO BELGIUM

Coffee €15 M  
Ksh. 2.5 B

Tea €710 K  
Ksh. 120 M

Medicines €4 M  
Ksh. 580 M

Flowers €4 M  
Ksh. 580 M

Pineapples €2 M  
Ksh. 260 B

Exports

Untapped Potential

## TRADE FROM BELGIUM TO KENYA

Medicines €6 M  
Ksh. 770 M

Cars €1 M  
Ksh. 130 M

Tractors €340 K  
Ksh. 44 M

Vaccines €21 M  
Ksh. 3 B

Insecticides €5 M  
Ksh. 650 M



## INVESTMENT

Placed €67,365 M  
Ksh. 9,013 B

Forecasted  
in the next  
10 years €63,075 M  
Ksh. 8,439 B



## EMPLOYMENT

Direct 9,825

Kenyans 60%

Women 28.7%

Suppliers 7,942

## KEY SECTORS

Energy Services 14%

Communication Services 10%

Tourism Services 10%



## ANNUAL CSR ACTIONS

Environmental 267

Social 222

R&D 256



## FRANCE

31 Firms Consulted



## TRADE FROM KENYA TO FRANCE

Avocados €15 M  
Ksh. 2 B

Coffee €3 M  
Ksh. 390 M

Beans €23 M  
Ksh. 3 B

Tea €35 M  
Ksh. 5 B

Trousers €52 M  
Ksh. 7 B

## TRADE FROM FRANCE TO KENYA

Wheat €32 M  
Ksh. 4 B

Medicines €11 M  
Ksh. 1 B

Aircrafts €17 M  
Ksh. 2 B

Cars €1 M  
Ksh. 130 M

Insecticides €12 M  
Ksh. 2 B



## INVESTMENT

Placed €212,583 M  
Ksh. 28,439 B

Forecasted  
in the next  
10 years €146,875 M  
Ksh. 19,648 B



## EMPLOYMENT

Direct 23,748

Kenyans 96%

Women 31.2%

Suppliers 47,098

## KEY SECTORS

Transport Services 20%

Tourism Services 17%

Construction Services 13%



## ANNUAL CSR ACTIONS

Environmental 437

Social 413

R&D 544

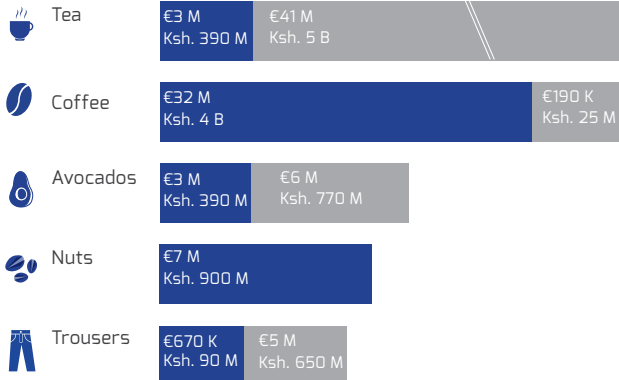


## GERMANY

31 Firms Consulted



## TRADE FROM KENYA TO GERMANY



Exports

Untapped Potential

## TRADE FROM GERMANY TO KENYA



## INVESTMENT

Placed **€107,953 M**  
**Ksh. 14,441 B**

Forecasted  
in the next  
10 years **€171,925 M**  
**Ksh. 22,999 B**



## EMPLOYMENT

Direct **23,657**

Kenyans **99.9%**

Women **19.7%**

Suppliers **30,111**

## KEY SECTORS

Energy Services **23%**

Construction Services **17%**

Environment Services **10%**



## ANNUAL CSR ACTIONS

Environmental **383**

Social **296**

R&D **431**

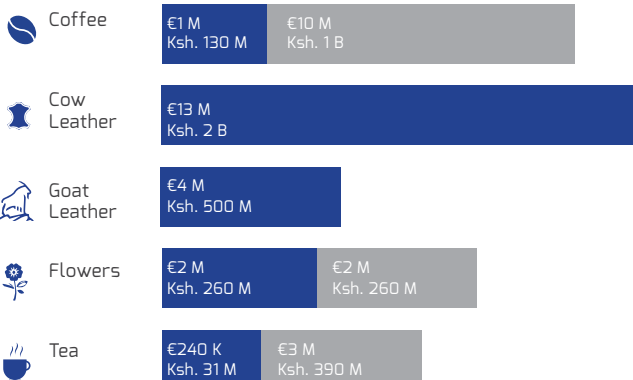


## ITALY

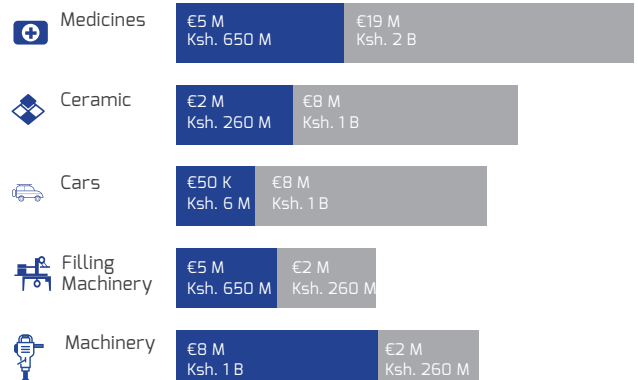
22 Firms Consulted



## TRADE FROM KENYA TO ITALY



## TRADE FROM ITALY TO KENYA



## INVESTMENT

Placed **€62,625 M**  
**Ksh. 8,377 B**

Forecasted  
in the next  
10 years **€122,250 M**  
**Ksh. 16,355 B**



## EMPLOYMENT

Direct **2,828**

Kenyans **98%**

Women **28%**

Suppliers **4,776**

## KEY SECTORS

Tourism Services **29%**

Construction Services **19%**

Energy Services **14%**



## ANNUAL CSR ACTIONS

Environmental **188**

Social **155**

R&D **292**

## NETHERLANDS

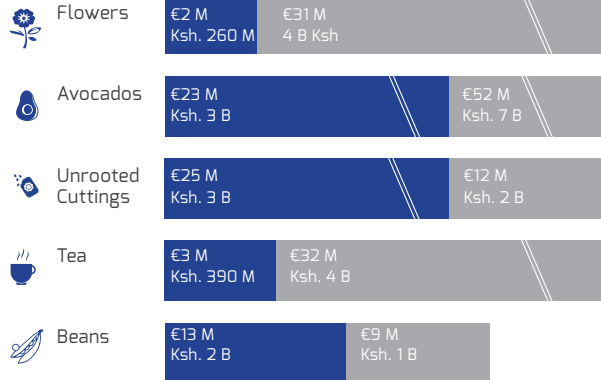
28 Firms Consulted

Exports

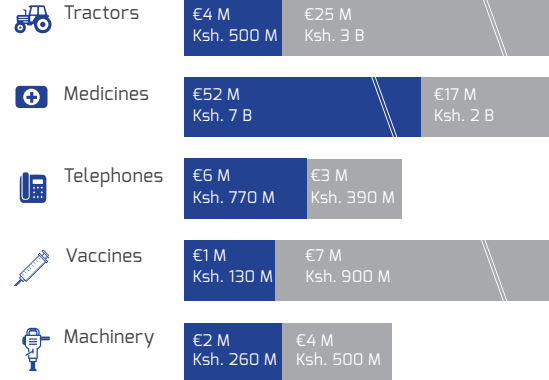
Untapped Potential



## TRADE FROM KENYA TO NETHERLANDS



## TRADE FROM NETHERLANDS TO KENYA



## INVESTMENT

Placed **€133,163 M**  
**Ksh. 17,817 B**

Forecasted in the next 10 years **€162,338 M**  
**Ksh. 21,720 B**



## EMPLOYMENT

Direct **12,206**

Kenyans **88%**

Women **28.1%**

Suppliers **20,458**

## KEY SECTORS

Environmental Services **29%**

Education Services **13%**

Health & Social Services **13%**



## ANNUAL CSR ACTIONS

Environmental **1,328**

Social **1,484**

R&D **1,137**

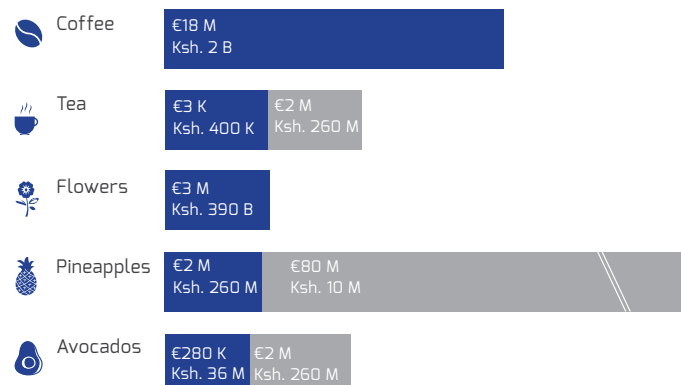


## SWEDEN

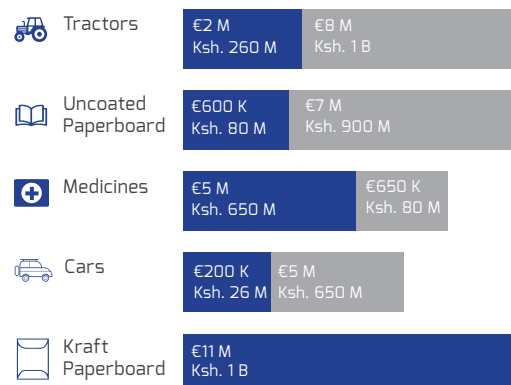
17 Firms Consulted



## TRADE FROM KENYA TO SWEDEN



## TRADE FROM SWEDEN TO KENYA



## INVESTMENT

Placed **€83,025 M**  
**Ksh. 11,108 B**

Forecasted in the next 10 years **€120,250 M**  
**Ksh. 16,089 B**



## EMPLOYMENT

Direct **4,607**

Kenyans **85%**

Women **19.3%**

Suppliers **9,201**

## KEY SECTORS

Energy Services **31%**

Distribution Services **13%**

Health & Social Services **13%**



## ANNUAL CSR ACTIONS

Environmental **173**

Social **136**

R&D **200,102**

# EU support to businesses in Kenya

## ENERGY



### Energy Access Ventures (EAV)

EAV is an equity fund with EIB participation. It focuses on smart energy infrastructure & invests in startups operating in Sub-Saharan Africa, even if they are based elsewhere. Equity investments range from USD 100,000 to 8,000,000.

EAV is an equity fund with EIB participation among other DFIs.

[www.eavafrica.com](http://www.eavafrica.com)

[www.vc4a.com/energy-access-ventures](http://www.vc4a.com/energy-access-ventures)



### ElectriFI

ElectriFI is an impact investment facility, managed by EDFI MC, investing in early stage private companies & projects, focusing on new/improved electricity connections as well as on generation capacity from sustainable energy sources in emerging markets. Typical business models include mini-grids, solar home systems, independent power projects (IPP) & captive power production. ElectriFI is funded by the European Commission. A specific Kenya Country window with EU funding is foreseen.

Investments (equity, loans) are typically in the range of EUR 2-5 M.

[www.electrifi.eu](http://www.electrifi.eu)



### Sunref

SUNREF is a lending & advice initiative developed by the Agence Française de Développement (AFD). Its objective is to support financial institutions & their clients in order to boost financing for projects for sustainable natural resources management, with a focus on clean energy. AFD's action firstly involves offering long-term financial instruments &, secondly, contributing to building the technical capacities of banks & their client companies. The SUNREF program benefits from EU support & has specific activities in East Africa.

[www.sunref.org/en](http://www.sunref.org/en)

[contact-sunref@kam.co.ke](mailto:contact-sunref@kam.co.ke)



### Get.invest

Provides technical assistance for companies to obtain funding. GET.invest supports investment in decentralised renewable energy. It has a focus on sub-Sahara Africa. The programme works across different market segments of decentralised renewables, such as small on-grid independent power producers (IPPs), commercial & industrial power, mini-grids, small stand-alone solar systems including solar home systems, & clean cooking solutions. Its main donor is the European Union.

[www.get-invest.eu](http://www.get-invest.eu)



### Facility for Energy Inclusion (FEI OGEF)

FEI OGEF is an offgrid energy facility created by AfDB & managed through a fund manager ('Lions Head Global Partners'). The European Union contributes financially to this facility which lends to companies & SPVs domiciled in Africa; at per ticket size of USD 2-10 million ticket in the applicable local currency at competitive lending rates depending on transaction structure & risk profile; with a flexible tenor of 12-60 months.

[www.ogef africa.com](http://www.ogef africa.com)

[www.lhgp.com/our-funds](http://www.lhgp.com/our-funds)

## KEY



# EU support to businesses in Kenya

## ENERGY



### Geothermal Risk Mitigation Facility (GRMF)

GRMF is a facility for alleviating risks in the early stages of geothermal developments. It is managed by the German Development Bank, KfW & benefits from EU funding. The Geothermal Risk Mitigation Facility (GRMF) was established to fund, facilitate, & accelerate geothermal development in Eastern Africa. The overall objective of the GRMF is to encourage public & private sector investment into geothermal power generation. The GRMF therefore acts as a catalyst in establishing geothermal energy as a strategic option for power generation capacity expansion in eleven partner countries in the Eastern African Rift region.

 [www.grmf-eastafrica.org](http://www.grmf-eastafrica.org)



### Green Mini Grids Facility Kenya

The GMG Facility Kenya provides grants & technical assistance to mini grid developers. Its current, second phase is supported by the European Union. The Agence Française de Développement (AFD) is the implementing partner of the facility. Two types of grants can be considered: Investment Grants & Output-Based Grants.

 [www.gmgfacilitykenya.org](http://www.gmgfacilitykenya.org)



### Climate Investor One (CIO)

Climate Investor One (CIO) is a blended finance facility mandated with delivering renewable energy infrastructure projects in emerging markets by contributing to the entire lifecycle of a project. CIO comprises of a Development Fund which seeks to provide technical assistance and finance in the planning & development stage of a project by utilizing donor capital & of a Construction Equity Fund which seeks to provide all equity financing for the construction phase of the project in three tiers of capital. The European Union is amongst CIO's Investors. Its Fund Managers are based in The Hague, Netherlands.

 [www.climateinvestorone.com](http://www.climateinvestorone.com)



### Africa Renewable Energy Scale Up Facility (ARESUF)

ARESUF is a technical assistance & guarantee facility that aims at reinforcing the public sector's capacities & supporting private sector projects in the off-grid & mini-grid sub-sectors focusing on solar (in Africa) by covering with a partial guarantee up to 50% of the equity investment of Proparco & up to 90% Proparco's losses. It is composed of a Technical Assistance component, managed by AFD & a Guarantee Facility managed by Proparco. Proparco will provide equity or quasi-equity funding for between 5 & 10 African businesses with innovative, high-potential projects. While priority will be given to solar energy projects, other technologies (biomass, mini-hydro, etc.) will also be considered. Companies should be in an active commercial phase (ability to scale up beyond the pilot phase, proven technology, & significant customer base).

The European Union supports ARESUF with EUR 24 M.

 [www.proparco.fr/en/are-scale](http://www.proparco.fr/en/are-scale)



# EU support to businesses in Kenya

## AGRICULTURE



### AgriBiz

AgriBiz is a new programme funded by the EU & DANIDA to support youth & women in agribusiness: this programme will include:

a) A technical assistance & financial support (micro-grants for proof of concept, small soft loans for scaling up) by the Kenya Climate Innovation Centre, in 8 counties Business Incubation Hubs (Uasin Gishu, Kiambu, Machakos, Meru, Isiolo, Kilifi, Bungoma, Kisii) & the Nairobi national hub.

✉ [info@kenyacic.org](mailto:info@kenyacic.org)

b) A guarantee facility to be set up by the African Guarantee Fund:

✉ [info@agf.africa](mailto:info@agf.africa)



### AgriFI Kenya

The AgriFI Kenya programme seeks to support the integration of smallholder farmers in Agricultural Value Chains, through a variety of interventions including support to SMEs. The grant element of support is now closed. But there will be further access to agricultural loans through a EUR 25M EIB line of credit with Equity Bank whereby long term Kenya Shillings loans can be made available to companies operating along the agri value-chain.

✉ [George.macharia@equitybank.co.ke](mailto:George.macharia@equitybank.co.ke)

🌐 [www.agrifichallengefund.org](http://www.agrifichallengefund.org)



### The African Agriculture Trade & Investment Fund (AATIF)

The AATIF provides direct or indirect investments in the form of debt, mezzanine & equity in small, medium & large scale agricultural farms as well as agricultural businesses along the entire agricultural value chain. Eligible investments & investment instruments, & modalities to apply are listed at the link:

🌐 [www.aatif.lu/home.html](http://www.aatif.lu/home.html)



### The AGRIFI Facility

This is an EU-funded blending facility aiming to unlock, accelerate & leverage investments with a value chain approach in developing countries, focusing on smallholder's inclusiveness and/or MSME agri-businesses.

🌐 [www.agrifi.eu](http://www.agrifi.eu)

✉ [agrifi@edfimc.eu](mailto:agrifi@edfimc.eu)



### The ABC Fund

This is a private impact investment fund with support from the European Union, the Africa Caribbean Pacific Group of States (ACP), the Government of Luxemburg & the Alliance for a Green Revolution in Africa (AGRA). The Fund is managed by Bamboo Capital Fund with Injaro Investments Limited, as investment advisor. The ABC Fund will provide loans & equity investments adapted to the needs of rural SMEs, farmers' organizations, agri-preneurs & rural financial institutions.

🌐 [www.ifad.org/en/abcfund](http://www.ifad.org/en/abcfund)

# EU support to businesses in Kenya

## AGRICULTURE



### Agri-Vie Fund II

Agri-Vie Fund II is a private equity fund in which EIB is invested, focusing on mid-market growth investments in the food & agribusiness sector of Sub-Saharan Africa. The investment approach supports business expansion & consolidation with a minimum ticket size of USD 5 M equivalent.

[www.agrivie.com](http://www.agrivie.com)



### AGRIF

agRIF is a third generation fund, following on Rural Impulse Fund I & Rural Impulse Fund II, which also used closed-ended, leveraged private equity structures to support investments in financial inclusion for the rural sector. agRIF takes this model one step further by specifically targeting the agricultural sector & smallholder farmers, as well as rural micro-entrepreneurs. In addition to the equity investments targeted by the fund, agRIF provides debt investments in agricultural SMEs & agricultural focused financial intermediaries. Kenyan companies are eligible for AGRIF / Incofin support.

[www.incofin.com/portfolio](http://www.incofin.com/portfolio) - in which EIB is an investor

## STARTUPS TECH & INNOVATION



### The Kenya Climate Innovation Centre (KCIC)

KCIC supports SMEs to develop innovative projects in the renewable energy, agribusiness & water management sectors.

[www.kenyacic.org](http://www.kenyacic.org)



### Novastar Ventures

Novastar is a venture capital manager dedicated to finding & supporting the next generation of exceptional entrepreneurs designing & executing innovative business models to profitably serve Africa's mass markets. It has an advisory office in Nairobi. Investment range: USD 250,000 – 8,000,000. EIB is a core investor in Novastar Ventures.

[www.novastarventures.com](http://www.novastarventures.com)

[info@novastarventures.com](mailto:info@novastarventures.com)



### TLcom TIDE Africa

EIB is a core investor in this TLcom Tide, a regional venture capital fund focusing on innovative technology-based African SMEs, across all stages of the venture capital cycle, targeting an investment range of USD 0.5 to 10 M with a particular focus on East Africa & Kenya in particular.

[www.tlcomcapital.com](http://www.tlcomcapital.com)



# EU support to businesses in Kenya

## MULTI - SECTORS

The EIB, often alongside other EU DFIs, is a core investor in a number of multi-sector / multi-country funds from which Kenyan companies could seek support:



### Catalyst Fund II

Provides growth capital to SME & mid-caps in East Africa with a focus on consumer goods & retail; financial & business services; industrials, manufacturing & value-add processing; technology & telecommunications.

[www.catalystprincipal.com](http://www.catalystprincipal.com)



### Climate Investor One (CIO)

Provides growth equity or quasi-equity funding to Sub-Saharan African private companies (SMEs & mid-size companies) active in various segments of the health sector, including healthcare clinical services providers, health insurance companies as well as manufacturers & distributors of pharmaceutical products & medical equipment. Investment range from USD 5 to 10 M.

[www.ifhafund.com](http://www.ifhafund.com)



### Vantage Mezzanine Fund III

Provides mezzanine finance to mid-markets growth companies in Africa.

[www.vantagecapital.co.za](http://www.vantagecapital.co.za)



### Kakuma Kalobeyei Challenge Fund (KKCF)

The KKCF has been set up by the IFC to (i) assist private business companies & social enterprises to enter the Kakuma & Kalobeyei market; (ii) develop refugee & host communities' entrepreneurship potential; (iii) support policy dialogue & advocacy efforts on a more conducive business environment & attracting private sector companies to the Kakuma & Kalobeyei area. The EU Trust Fund for Africa has earmarked a contribution of €5 M. To implement the activities, which have started in early 2020, the IFC is working with the Africa Enterprise Challenge Fund.

[www.aecfafrica.org](http://www.aecfafrica.org)

*The Trade & Private Sector Development & Engagement (TPSD) Facility is an on-demand advisory service managed by the department for International Partnerships (DG INTPA). It was launched in 2017, to increase the capacity of partner countries & European Union (EU) staff in Delegations & Headquarters to understand & implement private sector & trade policy orientations & further improve the quality of INTPA interventions.*

*The team of experts provides technical assistance, knowledge management & communication support to EU staff. In 3 years, the TPSD Facility conducted 38 short term missions in 29 countries, dealing with value chain analyses, feasibility studies for the operationalisation of the External Investment Plan, the state of play of public-private & private sector mappings, including the*

*EU investor mappings. This work has provided EU Delegations with valuable data & indications to tackle the issues refraining investment such as access to finance, & promote support & projects aligned with key cross-cutting priorities such as digitalisation.*

*This brochure has been put together by the Trade & Private Sector Development Facility.*



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