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1. Country / Territory Brief

Kenya lies across the equator in East-central Africa, on the coast of the Indian Ocean. Kenya concluded a peaceful political transition following the National and County elections held in March 2013 and subsequently started to implement a devolved system of governance. The country has been a member of WTO since 1995 and is part of the Common Markets of Eastern & Southern Africa (COMESA) and the Eastern African Community (EAC). The main export sectors are coffee, fruits and vegetables and petroleum oils and main trading partners are Uganda, U.A.E and Rwanda.

ITC has several on-going projects in Kenya, including Programme for Building African Capacity for Trade (PACTII), Supporting India’s Trade Preferences for Africa (SITA), Netherlands Trust Fund Phase III and Promoting Intra-Regional Trade in East Africa and the project. ITC has also published a report titled Kenya: Company Perspectives – An ITC Series on Non-Tariff Measures in 2014.
2. People and Economy

2.1 People

| Total population (growth rates per annum) | 38,773,277 in 2012 with growth rates of 2.7% p.a during 2008-2012 |
| Population density (people per sq. km of land area) | 68 in 2012 |
| Female population | 50.1% in 2012 |
| Population below 15 years of age | 42.4% in 2008; 42.6% in 2012 |
| Urban population | 22.8% in 2012 |
| Population living below $1.25 a day at purchasing power parity (PPP) | N.A |
| Ranking in the Human Development Index (HDI) | 145 out of 186 in 2012 |

Evolution of the Human Development Index (HDI)

Source: United Nations Development Programme Human Development Indicators
Note: The Human Development Index measures the overall development of a nation and ranges from 0 (low level of development) to 1 (highest level of development). The United Nations Development Programme (http://hdr.undp.org) provides a detailed explanation. ITC Regional group refers to ITC definition

| Health | Life expectancy at birth (years) (60); Mortality rate, under-5 (per thousand live births) (72.9) in 2012 |
| Education | Education index - expected and mean years of schooling (rank) (118 out of 191) in 2012 |
| Income level | GNI per capita in PPP terms (constant 2005 international $) (1,522) in 2012 |
| Inequality | Inequality-adjusted HDI (rank) (101 out of 191) in 2012 |
| Poverty | Multidimensional Poverty Index (rank) (34 out of 191) in 2012 |
| Gender | Gender inequality index (rank) (19 out of 191) in 2012 |
| Sustainability | Adjusted net savings (% of GNI) (n.a) in 2012 |
### 2.2 Economy

**Added value per sector (current US$ and % of GDP)**

<table>
<thead>
<tr>
<th>Sector</th>
<th>2004 US $</th>
<th>%GDP</th>
<th>2008 US $</th>
<th>%GDP</th>
<th>2012 US $</th>
<th>%GDP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agriculture</td>
<td>4,012</td>
<td>28</td>
<td>6,942</td>
<td>25.8</td>
<td>9,686</td>
<td>29.3</td>
</tr>
<tr>
<td>Industry</td>
<td>2,608</td>
<td>18.2</td>
<td>5,311</td>
<td>19.8</td>
<td>5,742</td>
<td>17.4</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>1,610</td>
<td>11.2</td>
<td>3,300</td>
<td>12.3</td>
<td>3,437</td>
<td>10.4</td>
</tr>
<tr>
<td>Services</td>
<td>7,688</td>
<td>53.7</td>
<td>14,610</td>
<td>54.4</td>
<td>17,585</td>
<td>53.3</td>
</tr>
</tbody>
</table>

Source: World Bank World Development Indicators (WDI)

Note: Added value is US$ terms are expressed in million, GDP US$, and "6,976 to be read 6'976"

**Evolution of GDP (constant 2005 US$)**

Source: World Bank World Development Indicators (WDI)

Note: ITC calculations based on the World Bank WDI

**Evolution of GDP per capita (constant 2005 US$)**

Source: World Bank World Development Indicators (WDI)

Note: ITC calculations based on the World Bank WDI
### Aid Dependency
(Official Development Assistance/Gross National Income)

Source: World Bank World Development Indicators (WDI)

Note: ITC calculations based on the World Bank WDI. Regional group refers to ITC definition.

### Remittances as a Share of GDP

<table>
<thead>
<tr>
<th>Year</th>
<th>Remittance ($ millions)</th>
<th>Remittance (% GDP)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2004</td>
<td>620</td>
<td>385.2</td>
</tr>
<tr>
<td>2008</td>
<td>667</td>
<td>219</td>
</tr>
<tr>
<td>2012</td>
<td>N.A</td>
<td>N.A</td>
</tr>
</tbody>
</table>

Source: World Bank World Development Indicators (WDI)

Note: ITC calculations based on World Bank WDI, IMF BOP statistics, and "6,976 to be read 6'976"
3. Trade Performance

3.1 General Trade Performance

3.1.1 Evolution of Trade Ratio to GDP - Goods

3.1.2 Evolution of Trade Ratio to GDP - Services
3.1.3 Evolution of Total Trade

3.1.4 Trade Map
3.1.7 Evolution of Exports and Imports by Destination - Export

![Graph showing Kenya's exports by region of destination (mirror)]

**Source:** ITO Trade Info
**Note:** OECD (2010) - BRICS includes Brazil, Russia, India, China, and South Africa. Latin America includes Caribbean countries excluding Brazil, Chile, Mexico. Data does not include China, India, Japan.

Kenya has not yet reported its trade statistics, for the full period under review exports and figures are based on mirror estimates (data source not reported by partner countries).

3.1.8 Evolution of Exports and Imports by Destination - Import

![Graph showing Kenya's imports by region of origin (mirror)]

**Source:** ITO Trade Info
**Note:** OECD (2010) - BRICS includes Brazil, Russia, India, China, and South Africa. Latin America includes Caribbean countries excluding Brazil, Chile, Mexico. Data does not include China, India, Japan.

Kenya has not yet reported its trade statistics, for the full period under review imports and figures are based on mirror estimates (data source not reported by partner countries).
3.1.9 Total Export Growth

Source: ITC, calculations based on ITC's Trade Competitiveness Map data.
Note: Graph shows decomposition of the country's export growth in value terms by diversification pattern over the indicated period.

3.1.10 Marginal Export Growth

Source: ITC, calculations based on ITC's Trade Competitiveness Map data.
Note: Graph shows decomposition of the country's export growth in value by structural driving effects over the indicated period. Values are in US$ thousands.
3.1.11 Composition of Trade in Services - Export

List of services exported by Kenya

3.1.12 Composition of Trade in Services - Import

List of services imported by Kenya

Source: ITC Trade Map
3.1.13 Evolution of FDI

Evolution of FDI inflow in Kenya as % of GDP

Source: ITC based on World Bank HDI.
### 3.2 Sector Trade Performance

#### 3.2.1 Sectoral Diversification in Products - Export

<table>
<thead>
<tr>
<th>Sector</th>
<th>Average share of sector in country's exports 2009-2013</th>
<th>Share of top 3 selected products (HS) in sector's exports 2009</th>
<th>Sector's leading exported product (HS)</th>
<th>Sector's leading exported product of Kenya</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fresh food</td>
<td>45.1%</td>
<td>65.1%</td>
<td>66.7%</td>
<td>000389 Black tea (fermented) &amp; partly fermented tea in package exceeding 3 kg</td>
</tr>
<tr>
<td>Processed food</td>
<td>10.1%</td>
<td>44.1%</td>
<td>46.6%</td>
<td>052019 Peanuts, dry, in shelled or not</td>
</tr>
<tr>
<td>Chemicals</td>
<td>9.1%</td>
<td>37.4%</td>
<td>43.3%</td>
<td>261010 Benzene</td>
</tr>
<tr>
<td>Minerals</td>
<td>8.3%</td>
<td>77.3%</td>
<td>68.6%</td>
<td>271010 Other petroleum and preparations</td>
</tr>
<tr>
<td>Basic manufactures</td>
<td>7.1%</td>
<td>48.6%</td>
<td>33.4%</td>
<td>250329 Portland cement</td>
</tr>
<tr>
<td>Clothing</td>
<td>4.7%</td>
<td>65.9%</td>
<td>41.7%</td>
<td>250812 Women's, girls' trousers and shorts, of cotton, not knitted</td>
</tr>
<tr>
<td>Miscellaneous manufacturing</td>
<td>3.6%</td>
<td>25.7%</td>
<td>22.8%</td>
<td>401219 Full, strapped and shaped, in the wet state (incl. bags)</td>
</tr>
<tr>
<td>Leather products</td>
<td>2.5%</td>
<td>59.5%</td>
<td>64.6%</td>
<td>140813 Full, uncut and split slipper sole, in the wet state (incl. bags)</td>
</tr>
<tr>
<td>Transport equipment</td>
<td>1.9%</td>
<td>70.4%</td>
<td>60.7%</td>
<td>401221 Covered motor vehicles with a seating capacity of &gt; nine persons</td>
</tr>
<tr>
<td>Non-electronic machinery</td>
<td>1.6%</td>
<td>58.0%</td>
<td>46.7%</td>
<td>841110 Turbo-jets of a thrust exceeding 25 kN</td>
</tr>
<tr>
<td>Wood products</td>
<td>1.2%</td>
<td>45.3%</td>
<td>32.6%</td>
<td>401300 Exercise books of paper</td>
</tr>
<tr>
<td>Unclassified products</td>
<td>1.1%</td>
<td>96.9%</td>
<td>19.7%</td>
<td>590920 Commodities not elsewhere specified</td>
</tr>
<tr>
<td>IT &amp; consumer electronics</td>
<td>1.0%</td>
<td>32.9%</td>
<td>65.0%</td>
<td>841320 Telephones for cellular networks mobile telephones or for other uses</td>
</tr>
<tr>
<td>Textiles</td>
<td>0.8%</td>
<td>33.9%</td>
<td>36.4%</td>
<td>500110 Blankets (incl electric) and travelling bags, of synthetic fibres</td>
</tr>
<tr>
<td>Electronic components</td>
<td>0.7%</td>
<td>49.1%</td>
<td>46.9%</td>
<td>847031 Lead acid electric accumulators of a kind used in automotive engines</td>
</tr>
</tbody>
</table>

Source: ITC Trade Competitiveness Map; Note: HS codes refer to the revision 2007 of the Harmonized System and figures are based on annual estimation; trade data sourced for countries covered.

#### 3.2.2 Sectoral Diversification in Products - Import

<table>
<thead>
<tr>
<th>Sector</th>
<th>Average share of sector in country's imports 2009-2013</th>
<th>Share of top 3 selected products (HS) in sector's imports 2009</th>
<th>Sector's leading imported product (HS)</th>
<th>Sector's leading imported product of Kenya</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minerals</td>
<td>22.3%</td>
<td>33.6%</td>
<td>36.9%</td>
<td>271019 Other petroleum oils and preparations</td>
</tr>
<tr>
<td>Chemicals</td>
<td>13.4%</td>
<td>26.3%</td>
<td>23.2%</td>
<td>200420 Medicaments, nes, in dosage</td>
</tr>
<tr>
<td>Transport equipment</td>
<td>9.9%</td>
<td>36.9%</td>
<td>34.9%</td>
<td>840110 Automobiles with reciprocating piston engine displacement &gt; 150 cc to 2000 cc</td>
</tr>
<tr>
<td>Basic manufactures</td>
<td>8.6%</td>
<td>31.1%</td>
<td>23.6%</td>
<td>720920 Hot roll iron/steel, coil &gt; 600mm x &lt;3mm</td>
</tr>
<tr>
<td>Non-electronic machinery</td>
<td>8.5%</td>
<td>11.7%</td>
<td>10.6%</td>
<td>841110 Turbo-jets of a thrust exceeding 25 kN</td>
</tr>
<tr>
<td>Fresh food</td>
<td>6.6%</td>
<td>66.3%</td>
<td>64.6%</td>
<td>101010 Wheat, rice and millet</td>
</tr>
<tr>
<td>Processed food</td>
<td>6.5%</td>
<td>12.2%</td>
<td>36.6%</td>
<td>151100 Palm oil and its fractions refined but not chemically nes</td>
</tr>
<tr>
<td>IT &amp; consumer electronics</td>
<td>5.0%</td>
<td>48.7%</td>
<td>32.7%</td>
<td>651762 Machines for the reception, conversion and transmission of gas</td>
</tr>
<tr>
<td>Miscellaneous manufacturing</td>
<td>4.1%</td>
<td>12.8%</td>
<td>11.9%</td>
<td>459090 Prefabricated buildings</td>
</tr>
<tr>
<td>Electronic components</td>
<td>3.3%</td>
<td>25.3%</td>
<td>15.5%</td>
<td>850110 Magnesium dioxide primary cells and batteries</td>
</tr>
<tr>
<td>Textiles</td>
<td>3.1%</td>
<td>24.2%</td>
<td>21.1%</td>
<td>444010 Woven fabrics, &gt;=85% of textile materials, nes</td>
</tr>
<tr>
<td>Wood products</td>
<td>2.6%</td>
<td>27.7%</td>
<td>26.2%</td>
<td>401219 Full, uncut and split slipper sole, in the wet state (incl. bags)</td>
</tr>
<tr>
<td>Unclassified products</td>
<td>1.8%</td>
<td>98.6%</td>
<td>95.7%</td>
<td>590920 Commodities not elsewhere specified</td>
</tr>
<tr>
<td>Clothing</td>
<td>0.9%</td>
<td>16.6%</td>
<td>11.8%</td>
<td>610342 Men’s, boys trousers and shorts, of cotton, knitted</td>
</tr>
<tr>
<td>Leather products</td>
<td>0.8%</td>
<td>63.2%</td>
<td>66.4%</td>
<td>649299 Footwear, outer soles/upper of rubber or plastics, nes</td>
</tr>
</tbody>
</table>

Source: ITC Trade Competitiveness Map; Note: HS codes refer to the revision 2007 of the Harmonized System and figures are based on annual estimation; trade data sourced for countries covered.
### 3.2.3 Sectoral Diversification in Destinations - Export

<table>
<thead>
<tr>
<th>Sector</th>
<th>Share of top 3 supplying countries in sector's exports</th>
<th>List of the top 3 supplying countries</th>
<th>Share of top 3 supplying countries in sector's exports</th>
<th>List of the top 3 supplying countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minerals</td>
<td>33.3 %</td>
<td>Uganda ; United Republic of Tanzania ; Rwanda</td>
<td>88.8 %</td>
<td>Zambia ; Uganda ; United Republic of Tanzania</td>
</tr>
<tr>
<td>Leather products</td>
<td>30.5 %</td>
<td>Italy ; Uganda ; China</td>
<td>65.4 %</td>
<td>United States of America ; Germany ; United Kingdom</td>
</tr>
<tr>
<td>Clothing</td>
<td>11.7 %</td>
<td>United States of America ; Canada ; United Republic of Tanzania</td>
<td>57.1 %</td>
<td>United States of America ; Canada ; United Republic of Tanzania</td>
</tr>
<tr>
<td>Miscellaneous manufacturing</td>
<td>9.2 %</td>
<td>Uganda ; United Kingdom ; United Republic of Tanzania</td>
<td>60.2 %</td>
<td>Uganda ; United Republic of Tanzania ; United Kingdom</td>
</tr>
<tr>
<td>Chemicals</td>
<td>0.7 %</td>
<td>United States of America ; India ; United Republic of Tanzania</td>
<td>62.5 %</td>
<td>United States of America ; India ; United Republic of Tanzania</td>
</tr>
<tr>
<td>IT &amp; Consumable electronics</td>
<td>6.5 %</td>
<td>United States of America ; United States of America</td>
<td>33.4 %</td>
<td>United States of America ; United States of America</td>
</tr>
<tr>
<td>Food</td>
<td>5.3 %</td>
<td>Netherlands ; United Kingdom ; Qatar</td>
<td>12.0 %</td>
<td>Netherlands ; United Kingdom ; Qatar</td>
</tr>
<tr>
<td>Processed food</td>
<td>0.8 %</td>
<td>United States of America ; China ; United States of America</td>
<td>42.1 %</td>
<td>United States of America ; China ; United States of America</td>
</tr>
<tr>
<td>Basic manufactures</td>
<td>2.6 %</td>
<td>United States of America ; Tanzania ; United States of America</td>
<td>31.8 %</td>
<td>United States of America ; Tanzania ; United States of America</td>
</tr>
<tr>
<td>Wood products</td>
<td>2.2 %</td>
<td>United States of America ; Tanzania ; United States of America</td>
<td>70.5 %</td>
<td>United States of America ; Tanzania ; United States of America</td>
</tr>
<tr>
<td>Textiles</td>
<td>0.7 %</td>
<td>United States of America ; Tanzania ; United States of America</td>
<td>50.3 %</td>
<td>United States of America ; Tanzania ; United States of America</td>
</tr>
<tr>
<td>Transport equipment</td>
<td>0.5 %</td>
<td>United States of America ; Tanzania ; United States of America</td>
<td>50.5 %</td>
<td>United States of America ; Tanzania ; United States of America</td>
</tr>
<tr>
<td>Non-electronic machinery</td>
<td>1.2 %</td>
<td>United States of America ; United States of America</td>
<td>52.2 %</td>
<td>United States of America ; United States of America</td>
</tr>
<tr>
<td>Electronic components</td>
<td>0.6 %</td>
<td>United States of America ; Tanzania ; United States of America</td>
<td>99.3 %</td>
<td>United States of America ; Tanzania ; United States of America</td>
</tr>
<tr>
<td>Unclassified products</td>
<td>26.6 %</td>
<td>United States of America ; Tanzania ; United States of America</td>
<td>31.7 %</td>
<td>United States of America ; Tanzania ; United States of America</td>
</tr>
</tbody>
</table>

### 3.2.4 Sectoral Diversification in Destinations - Import

<table>
<thead>
<tr>
<th>Sector</th>
<th>Share of top 3 supplying countries in sector's imports</th>
<th>List of the top 3 supplying countries</th>
<th>Share of top 3 supplying countries in sector's imports</th>
<th>List of the top 3 supplying countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minerals</td>
<td>35.5 %</td>
<td>India ; Netherlands ; Oman</td>
<td>86.7 %</td>
<td>India ; Thailand ; Indonesia</td>
</tr>
<tr>
<td>Processed food</td>
<td>27.2 %</td>
<td>United States of America ; South Africa ; Malaysia</td>
<td>36.6 %</td>
<td>China ; Malaysia ; Thailand</td>
</tr>
<tr>
<td>Miscellaneous manufacturing</td>
<td>23.5 %</td>
<td>China ; India ; United Kingdom</td>
<td>49.7 %</td>
<td>China ; India ; United Kingdom</td>
</tr>
<tr>
<td>Clothing</td>
<td>21.4 %</td>
<td>China ; India ; United Kingdom</td>
<td>83.0 %</td>
<td>China ; India ; United Kingdom</td>
</tr>
<tr>
<td>Transport equipment</td>
<td>18.9 %</td>
<td>Japan ; China ; United Kingdom</td>
<td>65.5 %</td>
<td>China ; United Kingdom ; Japan</td>
</tr>
<tr>
<td>Leather products</td>
<td>18.4 %</td>
<td>China ; Uganda ; Thailand</td>
<td>87.6 %</td>
<td>China ; Uganda ; Thailand</td>
</tr>
<tr>
<td>Textiles</td>
<td>16.6 %</td>
<td>China ; India ; United Republic of Tanzania</td>
<td>79.9 %</td>
<td>China ; India ; Taiwan, Province of China</td>
</tr>
<tr>
<td>Basic manufactures</td>
<td>15.4 %</td>
<td>South Africa ; China ; India</td>
<td>57.0 %</td>
<td>China ; India ; South Africa</td>
</tr>
<tr>
<td>Non-electronic machinery</td>
<td>14.8 %</td>
<td>China ; India ; United Kingdom</td>
<td>40.2 %</td>
<td>China ; India ; United Kingdom</td>
</tr>
<tr>
<td>Electronic components</td>
<td>13.6 %</td>
<td>China ; India ; France</td>
<td>56.8 %</td>
<td>China ; India ; Germany</td>
</tr>
</tbody>
</table>

Note: ITC by country - Kenya
3.2.5 Sectors by World Demand - Export

Growth of national supply and international demand for the products exported by Kenya in 2013

No data available for Kenya

3.2.6 Sectors by World Demand - Import

Growth of national demand and international supply for the products imported by Kenya in 2013

No data available for Kenya
3.2.7 Trade Performance Index

Trade Performance Index of Kenya (mirror)

- Fresh food (US$2 287 m.)
- Minerals (US$ 961 m.)
- Processed food (US$ 407 m.)
- Chemicals (US$ 378 m.)
- Clothing (US$ 334 m.)
- Basic manufactures (US$ 249 m.)
- Miscellaneous manufactoring (US$ 162 m.)
- Leather products (US$ 112 m.)
- Non-electronic machinery (US$ 85 m.)
- Transport equipment (US$ 64 m.)
- Wood products (US$ 49 m.)
- IT & consumable electronics (US$ 39 m.)
- Electronic components (US$ 38 m.)
- Textiles (US$ 19 m.)

Sources: ITC Trade Competitiveness Map
Notes: The figures displayed on the bars correspond to the country's global rankings among other countries that export the same category of products. The current index and change in world market share index are the world country ranking for the sector under review. Only sectors with more than 100 global exports are considered. Kenya ITC by country reports to trade statistics for the last period under review and figures are based on similar statistics (trade data reported by partner countries).
## 4. Trade Strategy and Policy

### 4.1 Trade and Development Strategies

<table>
<thead>
<tr>
<th>Year</th>
<th>Strategy name</th>
<th>Sector</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>Agricultural Sector Development Strategy</td>
<td>Food Crops (Sorghum), Food Crops (Vegetables), Industrial Crops (Tea), Industrial Crops...</td>
</tr>
<tr>
<td></td>
<td>The Agricultural Sector Development Strategy aims at reducing unemployment and poverty, and...</td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td>UNDAF Kenya 2009 - 2013</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The United Nations Development Assistance Framework (UNDAF) aims to contribute to achieve...</td>
<td></td>
</tr>
<tr>
<td>2007</td>
<td>Kenya Vision 2030</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Kena Vision 2030 is the long-term Kenyan development plan. It aims at...</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The strategy is designed to meet the Economic Recovery Strategy medium-term objectives...</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The strategy identifies key policy actions in order to allow the recovery...</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The strategy identifies key policy actions in order to allow the recovery...</td>
<td></td>
</tr>
<tr>
<td>2003</td>
<td>National Export Strategy</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The National Export Strategy looks at Kenyan past and current export performance,...</td>
<td>Horticulture, Tea, Livestock, Livestock Products, Fisheries, Fish Products, Food Industry, Beverage...</td>
</tr>
</tbody>
</table>
4.2 Domestic and Foreign Market Access

Overview: Trade Policy and Business Environment

The Republic of Kenya is classified as a low-income country with an aim to transform into an industrializing middle income country by promoting domestic and international trade and regional integration. Since independence in 1963, Kenya has enjoyed rapid economic growth; however, its economic growth has been slow and behind some other neighbouring countries in recent years. The country was ranked 103rd out of 132 in the World Economic Forum (WEF) Enabling Trade Index (2012), which measures institutions, policies and services to facilitate trade in countries. Kenya’s unfavourable performance, as reflected in the survey, is due to its infrastructure deficit, lacking business environment as well as corruption and a lack of governance, which serves to suppress the country’s competitiveness in production of export goods and services.

WEF, 2012, Global Enabling Trade Report

<table>
<thead>
<tr>
<th>INDICATOR, UNITS</th>
<th>RANK/132</th>
<th>SCORE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic Market Access The pillar assesses the level and complexity of a country’s tariff protection as a result of its trade policy. This component includes the effective trade-weighted average tariff applied by a country, the share of goods imported duty free and the complexity of the tariff regime, measured through tariff variance, the prevalence of tariff peaks and specific tariffs, and the number of distinct tariffs.</td>
<td>84</td>
<td>4.64</td>
</tr>
<tr>
<td>Foreign Market Access The pillar assesses tariff barriers faced by a country’s exporters in destination markets. It includes the average tariffs faced by the country as well as the margin of preference in destination markets negotiated through bilateral or regional trade agreements or granted in the form of trade preferences.</td>
<td>38</td>
<td>3.35</td>
</tr>
<tr>
<td>Tariff rate (%) This indicator is calculated as a trade-weighted average of all the applied tariff rates, including preferential rates that a country applies to the rest of the world. The weights are the trade patterns of the importing country’s reference group (2012 data). An applied tariff is a customs duty that is levied on imports of merchandise goods.</td>
<td>96</td>
<td>8.84</td>
</tr>
<tr>
<td>Complexity of tariffs, index 1-7 (best) This indicator is calculated as the average of the following indicators: Tariff dispersion, Specific tariffs and Number of distinct tariffs. See description of each individual indicator for more details. Prior to averaging, values for each indicator were transformed to a 1–7 score, using the min-max method.</td>
<td>46</td>
<td>6.39</td>
</tr>
<tr>
<td>Tariffs dispersion (standard deviation) This indicator reflects differences in tariffs across product categories in a country’s tariff structure. The variance is calculated across all the tariffs on imported merchandise goods, at the 6-digit level of the Harmonized Schedule.</td>
<td>104</td>
<td>11.66</td>
</tr>
<tr>
<td>Tariffs peaks (%) This indicator is the ratio of the number of tariff lines exceeding three times the average domestic tariff (across all products) to the MFN (most-favoured nation) tariff schedule. The tariff schedule is equal to the total number of tariff lines for each country. These tariffs are revised on a yearly basis.</td>
<td>44</td>
<td>0.79</td>
</tr>
<tr>
<td>Specific tariffs (%) This indicator is the ratio of the number of Harmonized System (HS) tariff lines, with at least one specific tariff, to the total number of HS tariff lines. A specific tariff is a tariff rate charged on fixed amount per quantity (as opposed to ad valorem)</td>
<td>61</td>
<td>0.22</td>
</tr>
<tr>
<td>Number of distinct tariffs This indicator reflects the number of distinct tariff rates applied by a country to its imports across all sectors.</td>
<td>52</td>
<td>19.00</td>
</tr>
<tr>
<td>Share of duty-free imports (%) Share of trade, excluding petroleum, that is imported free of tariff duties, taking into account MFN tariffs and preferential agreements. Tariff data is from 2013 or most recent year available and imports data is from 2012</td>
<td>87</td>
<td>51.15</td>
</tr>
<tr>
<td>Tariffs faced (%) This indicator is calculated as the trade-weighted average of the applied tariff rates, including preferential rates that the rest of the world applies to each country. The weights are the trade patterns of the importing country’s reference group (2012 data). A tariff is a customs duty that is levied by the destination country on imports of merchandise goods</td>
<td>107</td>
<td>5.56</td>
</tr>
<tr>
<td>Index of margin of preference in destination markets, 0-100 (best) This indicator measures the percentage by which particular imports from one country are subject to lower tariffs than the MFN rate. It is calculated as the average of two components: 1) the trade-weighted average difference between the MFN tariff and the most advantageous preferential duty (advantage score), and 2) the ratio of the advantage score to the trade-weighted average MFN tariff level. This allows capturing both the absolute and the relative margin of preference.</td>
<td>14</td>
<td>60.76</td>
</tr>
</tbody>
</table>
Trade Policy and Market Access

Kenya has a relatively open trade policy. Under the national trade strategy, Kenya has reduced tariff levels and eliminated price controls and licensing requirements for export growth. The country has been a member of the WTO since 1995, and its simple average MFN applied tariff in 2012 was 12.9 per cent. Agricultural exports into the country face higher barriers (19.9 per cent) compared to non-agricultural exports (11.7 per cent). Kenya is an original member of the East African Community (EAC) and is implementing the common external tariff (CET), launched in 2005 (WTO 2012). The country has enjoyed preferential access to the EU market through the Economic Partnership Agreement, and to the US market through the African Growth and Opportunity Act.


WTO, 2012, Tariff profile (Kenya)

Standard Compliance and Other Relevant Import/Export Restrictions

Under the Ministry in charge of Industry, the Kenya Bureau of Standards (KEBS) continues to coordinate: the preparation of standards relating to products, measurements, and processes; the certification of industrial products; assistance in quality controls; and the dissemination of information relating to standards. With respect to technical barrier to trade (TBT), Kenya is a member of the International Organization for Standardization (ISO), the International Electrotechnical Commission (IEC), and the African Regional Organization for Standardization (ARSO). Moreover, the agriculture sector is recognized as a fundamental driver of export growth, and the government is fully aware the importance of meeting sanitary and phytosanitary (SPS) requirements. However, like most developing countries, it is challenging for the government to implement the SPS agreement due to the lack of implementation and technical capacity (CUTS Africa Resource Centre 2012). Accordingly, several TBT as well as SPS related capacity building activities are provided (Swedish National Board of Trade 2013).

CUTS Africa Resource Centre, 2012, Importance and Effects of SPS and TBT Measures on Trade Policy and Trade Relations

Swedish National Board of Trade, 2013, Experiences gained from TBT- related projects in Sweden

4.3 Trade Facilitation

According to the World Bank Logistics Performance Index (LPI) (2012), which measures countries’ trade logistics efficiency, Kenya is ranked 122\textsuperscript{nd} out of 155 countries. Kenya performs better than the averages of Sub-Saharan African countries in the areas of international shipments and timeliness. According to the World Bank Doing Business Report (2013), exporting and importing a standard container of goods cost USD 2,250 and USD 2,350, the sum of which are less than the regional average of USD 2,108 and USD 2,793. Moreover, in Kenya, it takes 26 days each to export and import a container, which are less than the regional averages of 31 days and 38 days respectively. However, further improvements are needed in customs, infrastructure, logistics competence and tracking and tracing. The government is aware the importance of creating efficient logistics for trading, however, Kenya’s low savings compared to other countries is a challenge for the government to mobilize resources for new investments and maintenance. Hence, several deteriorations can be seen in transport facilitations such as the poor condition of railways and the congestion on Kenya’s roads (World Bank 2013).

World Bank, 2012a, Logistics Performance Index (LPI)

Source: World Bank, Logistics Performance Index (LPI)
Note: World Bank, 2012
Logistics Performance Index – Evolution

Source: World Bank, Logistics Performance Index (LPI)

Note: World Bank, 2012
4.4 Business and Regulatory Environment

The World Bank Doing Business Report (2013) ranked Kenya 129th out of 189 countries, which is a decrease of 7 positions from the previous year. Paying taxes, getting electricity, registering a property, and starting a business have remained time-consuming and costly. Kenya restricts foreign ownership in more sectors than other Sub-Saharan African countries. For example, foreign capital participation in telecommunications is limited to a maximum of 70 per cent. In the transportation sector, foreign investment is allowed only up to 50 per cent in railway freight, port and airport operations (World Bank 2010). On the other hand, the government has introduced private sector led reform and several incentives are provided for both domestic and foreign private investment. The government’s export promotion programs do not distinguish between local and foreign-owned goods (U.S. Department of State 2013). Nevertheless, Kenya receives less long-term foreign investment inflows than any other EAC member country (African Development Bank Group 2013). The weakness of the judicial dispute resolution, and other cumbersome compliance items besides the high cost of doing business, have discouraged investment.

U.S. Department of State, 2013, Investment Climate Statement (Kenya)
World Bank, 2013, Doing Business 2014 (Kenya)
World Bank, 2010, Investing Across Borders (Kenya)
Abstract

The Trade Treaties Map tool is a web-based system on multilateral trade treaties and instruments designed to assist trade support institutions (TSIs) and policymakers in optimizing their country’s legal framework on international trade.

<table>
<thead>
<tr>
<th>Instrument ratified:</th>
<th>114 / 266 instruments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ratification rate:</td>
<td>42.9%</td>
</tr>
<tr>
<td>Weighted score:</td>
<td>52.9/100</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Ratification Rate Rank</th>
<th>Weighted Score Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>70 / 193</td>
<td>75 / 193</td>
</tr>
</tbody>
</table>

In World:

- Sub-Saharan Africa: 4/ 47
- Developing country: 25/ 88

Graph

Presents a visual illustration breaking down a country’s ratification level according to various categories and compares it to the world average.

Instruments ratified

Click here for a full list and more details about these multi-lateral trade instruments.
4.5 Infrastructure

The World Economic Forum Global Competitiveness Report (2013) ranked Kenya 96th out of 148 countries. Among the infrastructure competitiveness index in the report, Kenya’s quality of electricity supply, mobile telephone subscriptions and fixed telephone line per 100 populations are weak. In the electricity sector, the household electrification rate increased by over four per cent per year since 1990, yet, only twenty five per cent of Kenya’s population has access to electricity (World Bank 2012b; World Bank 2013). In order to overcome the lack of public finance resources to large-scale investments in electricity generation, private sector investment is being called on to provide sustainable finance to help meet critical power shortages (World Bank 2012c). In the ITC sector, the percentage of households with at least one mobile phone increased by 30 per cent per year since 2005. The mobile telephone market liberalization has helped to increase competition, and prices have already dropped by about 50 per cent (African Development Bank 2013). Nevertheless, monopoly of government-owned enterprises in the important sector remain a concern. Although monopolies are restricted almost entirely to the infrastructure sector, some sectors are only partially liberalised (U.S. Department of State 2013).

U.S. Department of State, 2013, Investment Climate Statement (Kenya)
WEF, 2013, Global Competitiveness Report
World Bank, 2013, Economic Update (Kenya)
World Bank, 2012b, Four Private Sector Power Generation Projects
World Bank, 2012c, Kenya’s Power Shortage Problem Meets Innovative Finance

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Value</th>
<th>Rank/148</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quality of overall infrastructure How would you assess general infrastructure (e.g., transport, telephony, and energy) in your country? [1 = extremely underdeveloped—among the worst in the world; 7 = extensive and efficient—among the best in the world]</td>
<td>3.34</td>
<td>93</td>
</tr>
<tr>
<td>Quality of roads How would you assess roads in your country? (1 = extremely underdeveloped; 7 = extensive and efficient by international standards)</td>
<td>4.10</td>
<td>62</td>
</tr>
<tr>
<td>Quality of railroad infrastructure How would you assess the railroad system in your country? (1 = extremely underdeveloped; 7 = extensive and efficient by international standards)</td>
<td>2.53</td>
<td>67</td>
</tr>
<tr>
<td>Quality of port infrastructure How would you assess port facilities in your country? (1 = extremely underdeveloped; 7 = well-developed and efficient by international standards). For landlocked countries, this measures the ease of access to port facilities and inland waterways</td>
<td>4.08</td>
<td>71</td>
</tr>
<tr>
<td>Quality of air transport infrastructure How would you assess passenger air transport infrastructure in your country? (1 = extremely underdeveloped; 7 = extensive and efficient by international standards)</td>
<td>4.68</td>
<td>57</td>
</tr>
<tr>
<td>Individuals using Internet (%) Internet users are people with access to the worldwide network.</td>
<td>71.17</td>
<td>114</td>
</tr>
<tr>
<td>Mobile telephone subscriptions/100 pop According to the World Bank, mobile cellular telephone subscriptions are subscriptions to a public mobile telephone service using cellular technology, which provides access to switched telephone technology. Postpaid and prepaid subscriptions are included. This can also include analogue and digital cellular systems but should not include non-cellular systems. Subscribers to fixed wireless, public mobile data services, or radio paging services are not included.</td>
<td>32.09</td>
<td>88</td>
</tr>
<tr>
<td>Fixed broadband Internet subscriptions/100 pop: The International Telecommunication Union considers broadband to be any dedicated connection to the Internet of 256 kilobits per second or faster, in both directions. Broadband subscribers refers to the sum of DSL, cable modem and other broadband (for example, fiber optic, fixed wireless, apartment LANs, satellite connections) subscribers.</td>
<td>0.10</td>
<td>120</td>
</tr>
</tbody>
</table>

5. ITC and the Country/Territory

5.1 ITC Projects

5.1.1 Current projects

Export Competitiveness Programme (Netherlands Trust Fund III): Programme Management Start-up
Promoting Intra-regional trade in Eastern Africa - Kenya
Trade facilitation for women informal cross-border traders and MSMEs in the East African Community - phase II
Coordination of African Regional Cotton Sector Strategies Implementation
Trade promotion and value addition for African cotton
Ethical fashion East Africa

5.1.2 Recent projects

Project development: Supporting India's Trade Preferences for Africa's Poor (SITA)
Project Development: Promoting Intra Regional trade in Eastern Africa
Ethical Fashion Initiative - Market Expansion
Uganda women cross-border trades
Setting up a product development centre for ethical fashion
Comesa regional trade information networks
Ethical Fashion - Strengthening the Fair Labour and Environmental Approach
PACT 2 - COMESA Leather Sector Regional Export Development
PACT 2 - COMESA Regional Private Sector Apex Bodies for Public-Private Dialogue
PACT 2 - COMESA Networks of National and Regional TSIs
PACT 2 - COMESA Sector Strategy
PACT 2 - COMESA Market Analysis and Sector Prioritization
Netherlands Trust Fund (NTF II) - Kenya
PACT 2 - COMESA Improved Technical Capacities and RBM Operations
Non-tariff measures - increasing transparency and understanding
ITC Africa network of enterprise level trainers and advisers
Trade leaders of Africa - training in market analysis and research
Trade, climate change and environment programme
ACP - Cotton sector strategy implementation
ACP - Agri-food & agri-business sector strategy development
Women and trade - Empowering women in the coffee sector
5.2 Events

5.2.1 Upcoming events

No data

5.2.2 Recent events


Kenya: Quality & Food Safety Training for Village Based Entrepreneurs in agri-business trade 22/10/2014 - Eldoret

Kenya: Legal Aspects & Contracts Training for Village Based Entrepreneurs in agri-business trade 21/10/2014 - Eldoret

Kenya: Value Chain Finance Training for Village Based Entrepreneurs in agri-business trade 21/10/2014 - Eldoret

Kenya: EPC Training in Results Based Management 28/08/2014 - Nairobi

Kenya: Training of Village Based Entrepreneurs in mango and chilli trade 25/08/2014 - Eldoret

Stakeholder Roundtable on Processed Mango and Chilli 14/08/2014 - Nairobi

2nd T4SD self-assessment 14/07/2014 - Nairobi

Technical Training on ensuring seams correct and binding 23/05/2014 - Nairobi

Gender and Youth Strategic Planning Workshop 27/11/2013 - Nairobi
### 5.3 ITC Contacts

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Phone Number</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ramin GRANFAR</td>
<td>Trade Promotion Officer</td>
<td>+41 22 730 0318</td>
<td><a href="mailto:granfar@intracen.org">granfar@intracen.org</a></td>
</tr>
<tr>
<td>Ruben PHOOLCHUND</td>
<td>Chief, Office for Africa</td>
<td>+41 22 730 0508</td>
<td><a href="mailto:phoolchund@intracen.org">phoolchund@intracen.org</a></td>
</tr>
</tbody>
</table>
6. Trade Information Sources and Contacts

6.1 Trade Information Sources

This section provides a list of country specific print and online publications on trade-related topics, including both ITC and external sources.

6.1.1 ITC publications

State of e-Business and Potential for Development in East Africa

Paper focusing on the status of e-trade readiness in the East Africa region (Kenya, Uganda and Tanzania) - outlines basic e-Trade readiness factors for each country; assesses extent of the...

Read more

Buyers/Sellers Meeting on Horticultural and Apicultural Products

No Image Available

Read more

Kenya: Supply Survey on Apicultural and Horticultural Products

Read more
**The Economic Impact of a Ban on Imports of Airfreighted Organic Products to the UK**

Study analysing the economic impacts of a possible ban by the Soil Association (UK organic standard-setting body) on certification or re-certification of organic products imported to the UK by air...

**Microfinance in East Africa: Schemes for Women in the Coffee Sector**

Overview of the microfinance sector in East Africa with particular focus on schemes for women engaged in the production and processing of coffee in Uganda and Kenya - explains the...
Buyers/Sellers Meeting on Food, Agricultural Products, Shelter and Household Items

The Packaging Supply Chains in Sub-Saharan Africa

Report summarising the results of a series of country studies and audits of the packaging sectors, industries and supply chains in Côte d'Ivoire, Ghana, Kenya, Madagascar, Mali, Nigeria, Senegal, and...

Current Situation and Perspectives of Agro Food Packaging for Export : Kenya

Overview of the agricultural and food products packaging industry in Kenya - highlights the importance of agro-food sector in national exports; outlines the strengths and shortcomings of packaging offer for...
How to Approach Banks: A Guide for Kenyan Entrepreneurs

Guide aimed at Kenyan entrepreneurs explaining ways and means of obtaining trade credit from banks - addresses assessment of financial needs; payment methods and related credit facilities for trade transactions;... Read more

PME et les technologies de l’information: une étude pratique des PME à la frontière des TI

Etude sur le rôle et l'importance des technologies de l'information pour améliorer la compétivité des petites et moyennes entreprises sur le marché international - identifie les facteurs critiques qui empêchent... Read more

PYME y la tecnología de la información: un estudio práctico de las pyme en la frontera de la TI

Estudio se centra en el papel y la importancia de la tecnología de la información (TI) para aumentar la competitividad de las pequeñas y medianas empresas en el mercado internacional... Read more
Trade Secrets: The Export Answer Book for Small and Medium-Sized Exporters. - Kenya

Joint publication of International Trade Centre UNCTAD-WTO and Kenya Management Assistance Programme - handbook, customized to suit needs of small and medium enterprises in Kenya, answering most commonly asked questions...

Read more

Indicative COMESA Customs Tariff Rates and National Rates for Zimbabwe

Document lists Zimbabwe national tariffs and COMESA tariffs side by side for all commodities on the basis of the Harmonized Commodity Description and Coding System.

Read more

Kenya: Supply Survey on Food, Agricultural Products, Shelter and Housing Items

Survey on the supply of food, agricultural products, shelter and housing items in Kenya - examines the significance of these three product sectors to the economy of the country; reviews...

Read more
Increase Export of Services in Sub-Saharan Africa: Buyers/Sellers Meetings on Services

Export Promotion and the WTO: A Brief Guide

Study looking at export promotion schemes which are consistent with international rules on subsidies, and are most frequently used by developing countries - examines the rules contained in the WTO...

SME and Information Technology: A Practical Study of SMEs at the IT Frontier

Study focusing on the role and importance of information technology in raising small and medium enterprises' competitiveness in the international market - identifies critical factors preventing SMEs in developing countries...
Building Markets: Regional Integration, Responding to Necessity. - Kenya

Paper presented at ITC World Export Development Forum: 'Bringing Down the Barriers - Charting a Dynamic Export Development Agenda', Montreux, Switzerland, 8-11 October, 2007 - provides an overview of...

State of e-Business and Potential for Development in Kenya

Paper examining level of development with regard to e-facilitated trade in Kenya - reviews national policies facilitating e-trade; presents Kenya's e-trade support network and describes nature and type of support...

Kenya: Supply Survey on Emergency Items and Transport Services

Supply survey on emergency items and transport services in Kenya - analyzes the structure of supplying sectors; reviews production inputs and management such as technological innovation capability, quality management, packaging,...
Kenya Export Strategy

Paper contributed by Kenya National Team, presented at ITC Regional Executive Forum: 'Re-thinking Export Strategy', Nairobi, Kenya, 26-28 November 2001- addresses strategies established by the Kenyan government to...

Read more

The Packaging Sector in Selected African Countries: Republic of Kenya

One in a series of studies on the 'Packaging Sector in Selected African Countries' - reviews the economic environment in Kenya and its relevance to packaging sector; looks at the...

Read more

Buyers/Sellers Meeting on Emergency Items and Transport Services

Read more
Kenya: Capturing Value: The National Value Chain Approach to Export Strategy Development

Paper contributed by Kenya National Team, presented at ITC Executive Forum: 'Managing Competitive Advantage: The Values of National Strategy', Montreux, Switzerland, 25-28 September, 2002 - defines the structure...

Read more

Collaboration public-privé pour réussir à l'exportation: Études de cas: Barbade, Ghana, Inde, Thaïlande et Malaisie

Recueil d'études de cas relayant des expériences réussies de dialogue entre les secteurs public et privé dans des pays en développement - ces études décrivent les activités menées par des...

Read more

Labelling of Natural Products: The United States Market

Guide focusing on sustainability certification and labelling requirements of finished natural products in the United States - covers all categories of natural products, namely cosmetics, herbal dietary supplement, health food,...

Read more
User manual accompanying the Snapshot software tool, developed to diagnose enterprise needs related to its strategic management competence, production, marketing, export transaction capabilities and e-competence - explains the theory behind...

Read more

Companion module to 'The Business Management System : A Guide for Competitiveness (BMS)', reviewing the forty-five managerial activities included in (BMS) Manual - explains the purpose of the manual and briefly...

Read more

Définit le concept et l'objectif d'un profil de marché; explique la structure, les étapes et les instruments pour rédiger un profil de marché.

Read more
Financement pour le commerce

Guide décrivant les mécanismes et instruments appropriés qui pourraient être adaptés et mis en place par les économies en développement et en transition pour contribuer à améliorer le financement du...

Read more

Airfreight Transport of Fresh Fruit and Vegetables : A Review of the Environmental Impact and Policy Options

Study focusing on the issue of ‘air miles’ (the number of miles (kilometres) a product has to be transported from the farmer/grower to various stages of production until it reaches...

Read more

International fibreboard case code = Code international pour l'emballage carton

The bulletin reproduces the ASSCO/FEFCO International Fibreboard Case Code. This is a numerically coded selection of the most common styles of fibreboard boxes and the interior fitments instructively illustrated.

Read more
Comment approcher les banques : Un guide pour les exportateurs burkinabé

Guide à l'intention des entreprises nationales burkinabées - traite de l'estimation des besoins financiers, des méthodes de paiement et des facilités de crédit pour les transactions commerciales; passe en revue...

Guía para la Comunidad Empresarial: Medidas Comerciales Correctivas en los Estados Unidos: Legislación, Prácticas y Procedimientos Antidumping, Compensatorios y de Salvaguardia. – Edición revisada

Guía sobre los procedimientos en materia de medidas comerciales correctivas (antidumping, derechos compensatorios y salvaguardias) con especial referencia a la legislación y prácticas de los Estados Unidos - explica el...
New US Food and Drug Administration food labelling regulations

Progress with the European Eco-label

Designing bottles for recycling
Addressing the Use Divide: E-Solutions for Management

Report examining ways in which information and communication technologies can be used to assist business managers in SMEs with managerial activities - focuses on tasks that could benefit from similar...

Read more

PACKit Importing Country Module: Canada

Importing country profile of Canada prepared as part of Packaging Kit, aimed at small and medium enterprises in developing countries - provides Canada's international trade profile with major imports and...

Read more

Buyers/Sellers Meeting on Pharmaceuticals and Natural Products

Read more
South Africa: Demand Survey on Horticultural and Apicultural Products

Intra-Asian Buyers/Sellers and Networking Meeting on Food Products

Indonesia: Supply and Demand Survey on Food Products

Supply and demand survey on food products in Indonesia - gives an overview of the Indonesian food processing industry and examines its production capacity; reviews market characteristics, external trade, standards...
PACKit Export Product Module: Furniture

Product profile on wooden furniture and furniture made of similar natural raw materials (bamboo, rattan, etc.) prepared as part of Packaging Kit aimed at small and medium enterprises in developing...

Read more

Azerbaijan: Supply and Demand Survey on Food and Beverages (Ref. BSM Food and Beverages, Kazakhstan 2003)

Read more

Ile Maurice: Analyse des flux commerciaux

Read more
Guide présentant le concept du Business Management System (BMS) en tant que structure générique pour la gestion des entreprises commerciales - explique les principes du BMS; décrit les composants du...

Read more

Turkey : The Branding Concept


Read more

6.1.2 Selected printed information sources

- 2006 Overview of the Current State of Organic Agriculture in Kenya, Uganda and the Republic of Tanzania and the Opportunities for Regional Harmonization
- 2006 - Josupeit H The Market for Nile Perch
- 2006 - Chandra V, ed. Technology, Adaptation, and Exports : How Some Developing Countries Got It Right
- 2007 Kenya Association of Manufacturers Directory
- 2006 - Kyambalesa H; Houngnikpo M C Economic Integration and Development in Africa
- 2012 Organic Kidney Beans : Potential for Certified Producers in Tanzania
- 2003 Kenya: A Policy Agenda to Restore Growth
- 2012 Mobile Money for Business Development in the East African Community : A Comparative Study of Existing Platforms and Regulations
- 2003 Africa's Technology Gap: Case Studies on Kenya, Ghana, Tanzania and Uganda
- 2010 Economic Diversification in Africa : A Review of Selected Countries
- 2006 The Enabling Environment for Mobile Banking in Africa
- 2009 Kenya : Vegetable Oil Sector Report
- 2009 - Van der Valk O; Van der Roest J National Benchmarking Against GLOBALGAP : Case Studies of Good Agricultural Practices in Kenya, Malaysia, Mexico and Chile
- 2009 Regional Strategy for Cotton -to -Clothing Value Chain
- 2008 La filière agricole au Kenya
- 2008 - Ruben R, ed. The Impact of Fair Trade
- 2009 Trade in Services and EPAs : The Way Forward for EAC
- 2008 Up-scaling Aid for Trade : A Kenya Perspective
- 1995 - Wangwe S M Exporting Africa: Technology, Trade and Industrialization in Sub-Saharan Africa
- 2013 Africa Competitiveness Report
- 2006 - Wishart, Neville Micro-Payment Systems and Their Application to Mobile Networks : An Assessment of Mobile-Enabled Financial Services in the Philippines
- 2005 Kenya's Pyrethrum Industry
- 2005 Horticulture Industry in Kenya
- 2008 Perfil de la Industria Paraguaya de Software
- 2009 Characteristics of Malaysia's Animal Feed Market
- 2014 Perspectives on Global Development 2014: Boosting Productivity to Meet the Middle-Income Challenge
- 2010 Mobilizing Aid for Trade for SPS-Related Technical Cooperation in the Greater Mekong Sub-Region
- 2010 Leather Garments in the EU
- 2006 Overview of the Current State of Organic Agriculture in Kenya, Uganda and the Republic of Tanzania and the Opportunities for Regional Harmonization
- 2007 Export Diversification and Value Addition for Human Development : Addressing the Impact of the Agreement on Textiles and Clothing Expiration on Cambodia
- 2006 - Ruffing, Lorraine Deepening Development Through Business Linkages
- 2012 OECD Economic Surveys: Chile
- 2005 - Magder, D Egypt after the Multi-Fiber Arrangement: Global Apparel and Textile Supply Chains as a Route for Industrial Upgrading
- 2006 Bangladesh: Furniture Export Market Sector Brief
- 2006 - Boutou, Olivier Management de la sécurité des aliments : De l'HACCP à l'ISO 22000
- 2006 Trading up : Economic Perspectives on Development Issues in the Multilateral Trading System
- 2004 Perfiles de mercado para productos bolivianos en los mercados de Argentina, Brasil, Chile, Colombia, Ecuador, México, Paraguay, Perú, Uruguay y Venezuela
- 2010 Vietnam: Oliseeds and Products
- 2007 Organic Farming in the Czech Republic: 2007 Yearbook
- 2007 - Gibbon P; Bolwig S Economics of Certified of Organic Farming in Tropical Africa: A Preliminary Assessment
- 2006 The Relationship of Third-party Certification (TPC) to Sanitary / Phytosanitary (SPS) Measures and the International Agri-Food Trade; Case Study: Guatemala- with Emphasis on Food Safety
- 2007 - Ismail F Mainstreaming Development in the WTO : Developing Countries in the Doha Round
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2008 Marché de la maroquinerie à Hong Kong
2007 - Warnholz, Jean-Louis Poverty Reduction for Profit? : A Critical Examination of Business Opportunities at the Bottom of the Pyramid
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2006 Marché de la chaussure et de la maroquinerie en Allemagne
2010 Stratégie sectorielle pour la promotion et la valorisation de la gomme arabique au Burkina Faso : 2011-2016
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2007 EU's Footprint in the South : Does European Community Development Cooperation make a Difference for the Poor?
2007 - Osakwe P N Foreign Aid, Resources and Export Diversification in Africa : A New Test of Existing Theories
2013 Executive Brief : Tea Sector
2011 Analysis of the Cashew Value Chain in Senegal and The Gambia
2011 Fruits et légumes Bio - Les chiffres clefs de 2009
2011 Clothing and Footwear Sector in New Zealand
2007 Building Linkages for Competitive and Responsible Entrepreneurship : Innovative Partnerships to Foster Small Enterprise, Promote Economic Growth and Reduce Poverty in Developing Countries
2007 - Bekefi, Tamara Tanzania : Lessons in Building Linkages for Competitive and Responsible Entrepreneurship
2007 - Bekefi, Tamara Viet Nam : Lessons in Building Linkages for Competitive and Responsible Entrepreneurship
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2006 Marché de la chaussure en Croatie
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2008 Aid for Trade : Sharing the Benefits of Trade
1999 - Collier P Trade Shocks in Developing Countries. - Vol. 1: Africa
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2007 Canada: Organic Regulations
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2006 SPS Capacity in Guinea
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6.1.3 Selected online information sources

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- Regional Market Intelligence Network (RATIN)
- Buy from Kenya
- East African Community (EAC)
- Africa Fine Coffees Association (AFCA)
- Alliance for Commodity Trade in Eastern and Southern Africa (ACTESA)
- COMESA Food and Agriculture Market Information System (FAMIS)
- Kenya Agricultural Commodity Exchange (KACE)
- Kenya Coffee Producers Association (KCPA)
- Fair Trade Organization of Kenya (FTOK)
- Intergovernmental Authority on Development (IGAD)
- Non-Tariff Barriers Reporting, Monitoring and Eliminating Mechanism
- Kenya Flower Council
- Export Promotion Council of Kenya
- Kenya Investment Authority
- Common Market For Eastern And Southern Africa (COMESA)
- Kenya Yellow Pages
- Kenya Directory
- Marketing Society of Kenya
- Regional Agricultural Trade Intelligence Network
- TradeMark Southern Africa (TMSA)
- Federation of Women Entrepreneurs Associations (FEWA)
- Daily Nation on the Web
- COMESA Statistical Database (COMSTAT)
• Corporación de Exportadores de El Salvador (COEXPORT)
• Macau Trade and Investment Promotion Institute (IPIM)
• Malta External Trade Corporation (METCO)
• Mauritius Chamber of Commerce and Industry (MCCI)
• Instituto Nacional de Estadística, Geografía e Informática (INEGI)
• Banco Nacional De Comercio Exterior (BANCOMEXT)
• International Trade Administration (ITA) - U.S. Department of Commerce
• Agri-Food Trade Service (ATS)
• Business Curaçao
• Cyberspace Curaçao - Business & Economy
• New Zealand Trade and Enterprise
• Lebanon.com
• 5index of Lebanon
• International Finance Corporation (IFC)
• Department of Standards of Malaysia
• Malaysian Timber Council (MTC)
• Malaysia Trade and Industry Portal
• Malaysia External Trade Development Corporation (MATRADE)
• Islamic Development Bank (IDB)
• Info-Prod Research
• Canada - Department of Foreign Affairs and International Trade (DFAIT)
• Trade Development Authority of Pakistan (TDAP)
• Lahore Chamber of Commerce & Industry (LCCI)
• Seckin Net
• Turkey. Undersecretariat of Foreign Trade
6.2 Trade Contacts

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<th>Phone Number</th>
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<td>Akamba Handicraft Industry Cooperative Society Ltd</td>
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<td></td>
<td><a href="mailto:akamba_handicraft@yahoo.com">akamba_handicraft@yahoo.com</a></td>
<td><a href="http://www.akambahandicraftcoop.com/">http://www.akambahandicraftcoop.com/</a></td>
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<td>Cooperation for Fair Trade in Africa</td>
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<td>254 20 3866008</td>
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<td>Crafts of Africa</td>
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<td>254 20 2721707</td>
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<tr>
<td>Marula Studios</td>
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<td>Sanabora Design House</td>
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<tr>
<td>African Cotton &amp; Textile Industries Federation</td>
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<td>Nairobi</td>
<td>254 20 421 2000</td>
<td>254 20 421 2271</td>
<td><a href="mailto:fredk@cottonafrika.com">fredk@cottonafrika.com</a></td>
<td><a href="http://www.actifrica.co.com/">www.actifrica.co.com/</a></td>
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<tr>
<td>Kenya National Chamber of Commerce and Industry</td>
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<td>+254 2 340664</td>
<td><a href="mailto:knccimombasa@paragonkenya.co.ke">knccimombasa@paragonkenya.co.ke</a></td>
<td><a href="http://www.kncci.org/conta.html">http://www.kncci.org/conta.html</a></td>
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<td>African Telecommunications Union (ATU) Union Africane des Télécommunications (UAT)</td>
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<td>Horticultural Crops Development Authority</td>
<td>Nairobi Horticultural Centre</td>
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<td>Kenya Information &amp; Communication Technology Board</td>
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<td>+254 20 2089062/251152</td>
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<tr>
<td>Telecommunications service Providers Association Of Kenya</td>
<td>Bruce House, 14th Floor</td>
<td>Nairobi</td>
<td>+254 20 245 036</td>
<td></td>
<td><a href="mailto:tespok@tespok.co.ke">tespok@tespok.co.ke</a></td>
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<td>Centre for Business Information in Kenya</td>
<td>1st Floor, Anniversary Towers, Nairobi</td>
<td>254 2 22 85 34 8, 254 2 228539, <a href="mailto:manager@cbik.or.ke">manager@cbik.or.ke</a></td>
<td><a href="http://www.cbik.or.ke">http://www.cbik.or.ke</a></td>
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<td>East African Tea Trade Association</td>
<td>Nyerere Avenue, Mombassa</td>
<td>+254 41 2228460, <a href="mailto:info@eat.ta.com">info@eat.ta.com</a></td>
<td><a href="http://www.eatta.com">http://www.eatta.com</a></td>
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<td>Kenya Coffee Growers Association</td>
<td>Wakulima House 4th Fl. Room 408, Nairobi</td>
<td>254 20 311235, <a href="mailto:info@kcffeegrowers.co.ke">info@kcffeegrowers.co.ke</a></td>
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<td>Environment Liaison Centre International (ELCI)</td>
<td>P.O. Box 72461, Nairobi</td>
<td>+254 2 576 114, +254 2 386 2175, <a href="mailto:info@elci.org">info@elci.org</a></td>
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<td>AfriCert Ltd.</td>
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<td><a href="http://www.hoquality.co.m/africer.t.html">www.hoquality.co.m/africer.t.html</a></td>
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<td>Undugu Society of Kenya</td>
<td>P.O. Box 40417, Nairobi</td>
<td>254 20 53 59 44, 254 20 65 07 72, <a href="mailto:undugu@insightkenya.com">undugu@insightkenya.com</a></td>
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<td>Kenya Tea Development Agency Ltd.</td>
<td>KTDA Farmers Building, Nairobi</td>
<td>254 20 22 14 41, <a href="mailto:jethangathak@ktdateas.com">jethangathak@ktdateas.com</a></td>
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<td>Investment Promotion Centre</td>
<td>National Bank Building, 8th Floor, Nairobi, City Square</td>
<td>254 20 22 14 01, 254 20 33 66 63, <a href="mailto:kipongetic@investementkenya.com">kipongetic@investementkenya.com</a></td>
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<td>Centre for Corporate Governance</td>
<td>Brookside Grove, off Waiyaki Way, Nairobi</td>
<td>254 20 444 00 03, 254 20 444 04 27, <a href="mailto:info@ccg.or.ke">info@ccg.or.ke</a></td>
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<td>EMD</td>
<td>Box 1666, Nairobi</td>
<td>254 2 0 3003266, 254 2 271 55 65, <a href="mailto:andrew@teknoell.co.ke">andrew@teknoell.co.ke</a></td>
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<td>Kenya Tourist Development Corporation</td>
<td>Utali House, 11th Flr., Nairobi</td>
<td>254 2 22951, 254 2 227815, <a href="mailto:wax@emailkenya.com">wax@emailkenya.com</a></td>
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<td>Hotel Inter-Continental</td>
<td>City Hall Way, Nairobi</td>
<td>254 2 261000, 254 2 261461, <a href="mailto:roger_kaucou@interconti.com">roger_kaucou@interconti.com</a></td>
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<td>Export Processing Zones Authority</td>
<td>PO Box 50563, Nairobi</td>
<td>254 45 2642, 242 45 26427, <a href="mailto:info@epzakenya.com">info@epzakenya.com</a></td>
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<td>African Regional Organization for Standardization</td>
<td>3rd Floor, International House, Nairobi</td>
<td>+254 20 224561, +254 20 218792, <a href="mailto:arso@ibiidi.com">arso@ibiidi.com</a></td>
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<td>Kenya Bureau of Standards</td>
<td>Kapiti Road, Off Mombasa Road, Nairobi</td>
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<td>Export Promotion Council - Kenya</td>
<td>1st and 16th Floor Anniversary Tower, Nairobi</td>
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<td>Kenya Association of Manufacturers</td>
<td>Mwanzi Rd off Peponi Road, Nairobi</td>
<td>+254 2 746 005/7/21/22, +254 2 746 028/30, <a href="mailto:kam@icconnect.co.ke">kam@icconnect.co.ke</a></td>
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<td>Eastern and Southern Africa Leather Industries Association</td>
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