



BUYERS SELLERS MEETINGS – KENYA, 24-27 OCT 2016

Kenya's economy is growing constantly; the solid expansion of 5.9% in first quarter 2016 is likely to continue on a robust growth track thereafter. Growth is being sustained by several infrastructure projects, including a new container terminal at the Mombasa port. Kenya is indeed considered as an emerging opportunity to increase market share; in this perspective Enterprise Mauritius has organised **Buyers Sellers Meetings** in two major cities of Kenya, namely Nairobi and Mombasa. This promotion event is in continuity with the previous **Buyers Sellers Meetings** held in May 2016 in Kenya with the objective to increase awareness of the '**Made in Mauritius**' brand.

The delegation included fourteen local companies including six first-timers participants – list of participants as shown in table:

	COMPANY	PRODUCTS
1	Arvani Ltd	Various types of socks
2	Craft Aid	Packing of sugar
3	I.F Glass	Glazing (Laminated glass, Tempered Glass, Double glazing, Solar control Low E glass, Mirrors)
4	Bacotex	T-shirts and readymade garments
5	Woven Labels	Woven labels and braids
6	Spy Trading	T-shirt, polo shirt, sports garments-football, volley handball jersey and short, singlets and shorts for athletics, tracksuits
7	Explast	Printed Paper Boxes, Plastic Packaging, Paper Cups, Brochures and Backcard
8	Marble and Stones	Bathtubs, wash bassins, planters & pots and furniture
9	Nivra Enterprises	Work wear/School Uniforms
10	Radatex Enterprise	Denim Jeans
11	La Joliette Winery Co	Wine
12	Vega Information Technology & Management Institute	ICT (services)
13	Queens Fashion Co	Uniform/ clasic & casual shirts/Trouse
14	SMP International	Home & Hotel Linen



The opening ceremony in Nairobi was held at Hilton Hotel and was attended by around 140 guests including 115 buyers and the chief guests namely Hon. Anna Othoro, from the **Nairobi County**, Mr. Edward Tenga, **Chairman, Kenya National Chamber of Commerce & Industry Nairobi County** and Dr. Moses Ikhara, **Managing Director, Kenya Investment Authority**. In Mombasa, the opening ceremony was held at the Best Western Hotel on 27 October 2016 by the chief guest Hon. Hamisi Mwangi, **County Executive, Department of Trade, Investment, Energy and Industry** and Mr. James Mureau, **Chairman, Kenya National Chamber of Commerce & Industry Mombasa County**.

Some of the major buyers visited were Sorai Beverages, The Wine Gallery Ltd, Jolyn Wines & Spirits, Hilton Home Products, Nzoia Sugar Ltd, West Kenya Sugar Co Ltd, Giwan Enterprises, Oserian Dev Co Ltd, Rad Enterprise Ltd, Bedi Investments, Surgan Ltd, Lornah Sports, amongst others.



It was a great promotional event to:

- Enlarge the product portfolio being exported to Kenya
- Reinforce **“Made in Mauritius”** garments in Kenya. There is a huge potential based on

the rising lifestyle and middle income group in Kenya.

- Forge joint ventures, strategic alliances between Kenyan and Mauritian businessmen
- Provide SMEs with international exposure
- Establish new contacts and develop new buyers / networks
- Enhance visibility of Mauritius as a reliable sourcing destination

