

KAM SME Development Newsletter 2023

In this issue:

- Capacity building programmes
- Market access
- Financial linkages
- Corporate governance
- SME Innovation Award Scheme
- SME membership visits
- Testimonials



Our
Vision

To be a world class business membership organization effectively delivering relevant services to manufacturing SMEs.



Our
Mission

- To promote competitive local manufacturing for SMEs in a liberalized market.
- To support the development of an innovative, sustainable and competitive Small and Medium Enterprise Sector in Kenya and in the region with strong export potential



Our
Objectives

- Offer support to growth-oriented enterprises as seed pipeline of future global industries.
- Create an entrepreneurial culture focusing on sustainable economic development, wealth and employment creation in Kenya.
- Implementation of the Kenya Industrial Transformation Program based on the efficient coordination with public and private sector institutions, through cooperation and partnership both at county and national level.



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Foreword by KAM Chairman

Lack of jobs and equal opportunities pose a large social, political, and economic risk for the country. Manufacturing Small and Medium Enterprises (SMEs) provide a solution to these challenges, and as such, they need to be supported by all partners and stakeholders.

The Manufacturing Vision 20by30 Plan, developed by Kenya Association of Manufacturers (KAM) in partnership with the government, highlights SME Development as a key pillar of driving the manufacturing sector's competitiveness and country's economic development. One of the proposals to drive SME growth in the country includes creating a favourable policy environment for them to flourish.

Additionally, SME Development is a key pillar in our Manufacturing Priority Agenda (MPA) 2023, which guides our advocacy with relevant Government Ministries, Departments and Agencies, as well as the county governments.

Notably, stakeholders are progressively dismantling one-size-fits all approaches and finding more nuanced ways to intervene and uplift micro, small and medium businesses.

We laud the government's increasing focus to drive SME growth in the country through initiatives such as the Hustlers Fund. We shall enhance our engagements this year, as part of our efforts to drive the competitiveness of local industry. Our focus shall be on creating a favourable environment for SMEs to flourish and ensure that they are at the centre of the discourse on matters development.

Rajan Shah
KAM Chairman



Message from the KAM Chief Executive

KAM remains committed to advocating for an enabling business environment that drives the country's industrialization agenda. We acknowledge our responsibility in supporting the growth of SMEs.

Hence, we continue to put in place programmes and initiatives to steer the development of an inclusive, innovative, sustainable and competitive manufacturing SME sector in Kenya and the region. As industry, we remain committed to driving key discussions at national and county level aimed at developing policies that favour the growth of SMEs and the protection of infant industries, through our Manufacturing SME Hub.

Additionally, to enhance market access, we engage regional partners and economic blocs to reduce or remove both trade and non-trade barriers. This is aimed at supporting Manufacturing SMEs to export their products and services to the East African region and the continent. We hope that the Africa Continental Free Trade Area (AfCFTA) shall create a larger market for manufacturing SMEs under the KAM membership base.

We shall also continue advocating for access to affordable and reliable finance and good governance for manufacturing SMEs, guided by our MPA 2023. We commit to continue with our efforts of supporting SMEs in industry this year.

Anthony Mwangi
KAM Chief Executive



Message from Business Competitiveness Services Chair

SMEs have continued to demonstrate their ingenuity and capacity to meet the country's needs over the years. Currently, they remain a key area of focus, as the country looks to grow the economy.

Going forward, it is paramount that the government ensures stability and predictability, for business continuity. In the same breath, I urge our partners and stakeholders to continue supporting the Association to continue improving our business competitiveness services, specifically, the Manufacturing SME Hub.

The time is ripe to create a conducive space for SMEs to be productive and profitable at local and regional levels. There is no future for industry without manufacturing SMEs. This is why we continue to develop tailor-made solutions as an Association, geared towards scaling up SMEs.

Pankaj Bedi

KAM Board Director and Business Competitiveness Services (BCS) Committee Chair



Message from the KAM SME Hub Chair

Despite the huge role that SMEs play in driving the growth of our economy, it is estimated that their contribution to production is minimal, and many of them specialize in low-value addition. They cannot be downplayed, especially now as we move to rebound the economy.

KAM set up the Manufacturing SME Hub in 2019, geared towards preparing, nurturing and growing manufacturing SMEs to take full advantage of the available markets.

The Hub seeks to address the challenges affecting SMEs in the country including unfriendly policies and regulatory regime, tedious and lengthy process in quality standards and certifications, access to markets, access to affordable finance and poor governance structures.

The Hub is structured to leverage relevant partnerships to address specific needs. It offers a holistic approach to SME engagement in offering products and services to manufacturing SMEs. This is through capacity building services which include incubation services, acceleration services and scale-up services; policy, research, and advocacy; and membership.

Ciiru Waweru Waithaka

KAM Board Director and Manufacturing SME Hub Chair



Message from Head of KAM Consulting and Business Development

Many successful businesses across the world started as SMEs. As an Association, we understand that SMEs are the backbone of our economy, and the future of local industry.

This calls on us to pay attention to promoting their growth. However, this is only possible if they are given room to be innovative, in order to continue providing solutions to our day-to-day needs. That is what KAM offers manufacturing SMEs - a platform to incubate, accelerate and scale up your business.

We also acknowledge that creating a large pool of SME voice provides bargaining power that influences market outcomes and a positive systemic change.

As an Association, we shall continue to be an essential link for cooperation, dialogue and understanding with the government by representing the views and concerns of SMEs to the relevant authorities.

Joyce Njogu

KAM Head of Consulting and Business Development



Message from SME Development Manager

The growth of SMEs is highly dependent on an enabling environment, which provides them with the resources and capacity needed to be contracted partners, servicing an increasing share of the growing local, regional and international demand.

This is why KAM continues to provide innovative services at the sector and product supply chains levels to re-energize and drive the growth of SMEs.

Last year, we carried out various activities geared towards driving SME growth. These include the SME Innovation Programme in partnership with GIZ. The programme culminated to the SME Innovation Awards graced by His Excellency the President of the Republic of Kenya, Dr William Ruto. We also provided sub-contracting linkages and opportunities and hosted capacity-building forums and exchange visits among others.

We are committed to strengthening SME support through the Manufacturing SME Hub, through our various service offerings. I urge you all to actively participate in these activities, geared towards enhancing your growth.

Nduta Ndirangu
SME Development Manager

KAM SME DEVELOPMENT NEWSLETTER 2023

SME Development



The importance of Small and Medium-sized Enterprises (SMEs) for sustainable growth and employment is recognized worldwide. SMEs are a key priority area for developed countries, emerging economies and multilateral development institutions. In developed countries, they account for a majority share of value-added and as much as 67% of employment. Therefore, SMEs represent a critically important part of the economy.

KAM plays a critical role in advocating for a business competitive environment for SMEs to thrive in. To this end, the Association has set out to provide strategic leadership in supporting Manufacturing SMEs towards inclusive global competitiveness.



The KAM SME Hub has been designed to offer a holistic approach to SME engagement. The Hub is structured to leverage on a variety of relevant partnerships to address specific needs through Identification of priority and beneficial partnerships.

It is geared towards preparing, nurturing and growing businesses to take full advantage of new emerging market frontiers, both locally and internationally.



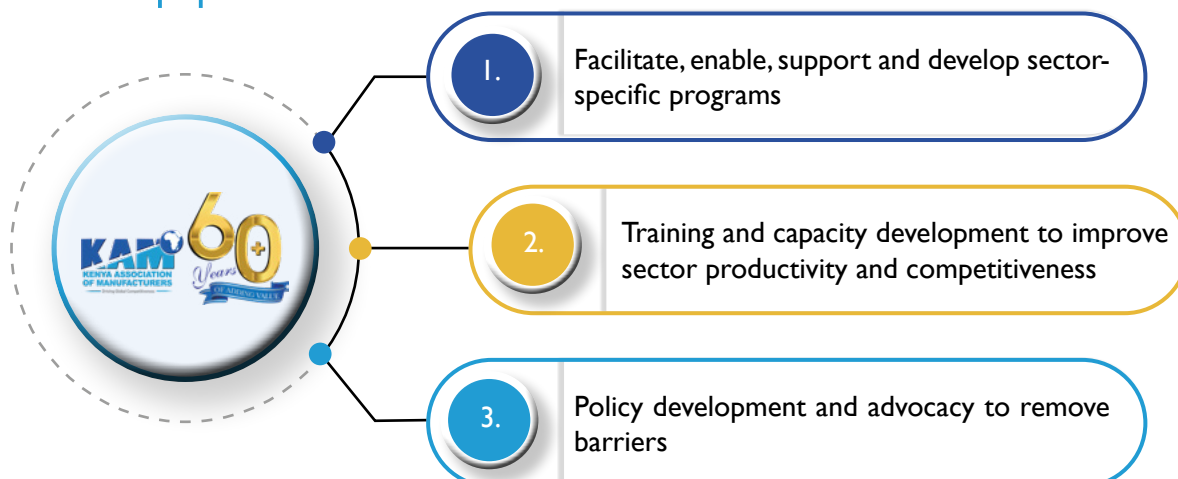
The mission is to foster the development of a flourishing entrepreneurial culture and competitive small and medium manufacturers in Kenya and in the region.

For the last few years, KAM has been offering well-researched and custom-made capacity building activities (workshops) and practical technical firm-level interventions that offer solutions to industry challenges such as:

- Raw materials supply
- Technical Human Resource capacity upgrading
- Access to credit/capital
- Processing technologies, ICT and energy efficiency
- Quality standards and certification
- Product development and market access
- Innovation and patenting
- Policy, regulatory and SME environmental challenges



Our Approach



Our Services



In this issue:

- Capacity building programmes
- Market access
- Financial linkages
- Corporate governance
- SME Innovation Award Scheme
- SME membership visits
- Testimonials

Capacity Building

SME Exchange and Learning visits

The KAM SME Hub conducted study tours geared towards building the capacity of manufacturing SMEs. The Hub conducted the following tours:



Numerical Machining Complex SME Study Tour

KAM conducted an SME Study tour to the Numerical Machining Complex (NMC). The objective of the visit was to appreciate manufacturing capacity and how the complex can support SMEs to manufacture their products at competitive prices.



United Aryan Study Tour

KAM organized a study tour for Manufacturing SMEs to United Aryan (EPZ) Ltd. United Aryan is an EPZ manufacturer, in the Textile and Apparel Sector. The company creates modern, yet traditional garments whilst blending artful skills from Africa and Asia.

During the study tour, United Aryan invited Manufacturing SMEs who manufacture the following items to join their suppliers' list:

- Shoes
- Bags
- Cosmetic (skincare)
- Jewellery
- Socks
- Fashion accessories
- Leather belts



United Aryans SME Study Tour

34 SMEs
signed up with
Alladin, United
Aryan's e-commerce
platform.

The objective of the visit was to:

1. Network and learn from one of the largest manufacturers under the KAM membership base
2. Establish useful linkages with SMEs on subcontracting opportunities for the above items
3. Review of operational excellence in processes in practice
4. Learning of opportunities in the textile industry



Mace Foods Study Tour

The SME Hub also conducted a study tour to Mace Foods Limited. Mace Foods is involved in the processing, packaging and export of natural sun-dried and preservative-free chillies, vegetables, herbs, and spices for institutional clients for local and international markets. The company exports to Germany, Spain, Italy, UK, Netherlands, and USA.

Currently, Mace Foods works with over 5,000 farmers across various counties in creating market access for Long Cayenne Chillies, African Birds Eye Chillies, ethnic vegetables, dehydrated spices, chamomile, rosemary and Dill Weed produce.

The company has adopted fair trade practices and utilizes sustainable agricultural practices with restricted use of agrochemicals, and fair prices for farmers, while ensuring decent working and living conditions for workers.

- Learn opportunities in the agricultural value chain
- Understand how to access to export markets and the requirements
- Review sustainable practices in operations and the benefits derived from them.



Study Tour to Beecare Apiaries

KAM conducted an exchange visit for Manufacturing SMEs to Bee-Care Apiaries in Thika. Bee-Care Apiaries serves in the agriculture and Apiculture value chain in Kenya. The company's key products are honey, peanut butter, cashew nut butter, beeswax, bee keeping tools and equipment.

Bee-Care Apiaries was the overall winner in the SME Innovation Programme that ran from February to October 2022. Their win was attributed to their commitment to sustainable business practices. The business stood out especially in its Supply Chain and Human Resource Management practices.



Participants during the Beecare study tour

The study tour objectives were to:

- Identify opportunities in the honey and breakfast spreads value chain
- Accessing export market and requirements
- View of sustainable practices in operations

SME Boot Camps

KAM hosts Virtual SME Regulatory Bootcamp

KAM held the SMEs Regulatory Bootcamp on the regulatory environment. The boot camp, attended by 168 SMEs, sought to:

168 SMEs
ATTENDED

- Disseminate various regulatory requirements
- Establish better engagements between Manufacturing SMEs and government regulatory bodies
- Enhance SMEs' compliance to regulatory requirements

KAM hosts Financial Linkages Bootcamp



Panel discussion during the SME boot camp on financial access

66 SMEs
ATTENDED

KAM hosted a 2-day boot camp, with a focus on financial linkages. The Boot camp was an interactive session that created a platform for Manufacturing SMEs to engage various financial institutions. The session highlighted several financing options such as Private Equity Funds, Grants, debts, and traditional lenders.

66 SMEs attended the bootcamp.

SME Entrepreneurship Program

SME Entrepreneurship Program



Business Diagnostics Forum

KAM kicked off the SME Entrepreneurship Programme with a Business Diagnosis Forum, to raise awareness on the Business Diagnostic Tool. The tool's specific objectives were to:

- Assess the SMEs financial health against optimal financial parameters
- Enable SMEs improve their performance by assessing their business strategies against good practice
- Support SMEs to improve their performance by assessing sales and marketing strategies against good practice
- Help SMEs improve their performance by assessing their product development processes against good practice standards
- Help SMEs improve their performance by assessing their supply chain management practices against good practice standards
- Help SMEs improve their performance by assessing their human resource practices against good practice standards
- Help SMEs improve their performance by assessing their manufacturing practices against good practice standards



Participants during the Business Strategy Forum

Business Strategy

The main objective of this module was to support the SMEs review their current strategic plans to adapt to the current business world affected by the pandemic.



20th - 21st April 2022 at Golden Talip Hotel, Nairobi - Kenya

The objective of this module was to support SMEs to review their sales and product plans against best practices across different regions and sectors.



Participants during the Manufacturing Finance Management Workshop

Manufacturing Finance Management

The purpose of the module was to guide SMEs to interpret key financial data derived from their financial records that can support them in their decision-making process.

Strategic Supply Chain Management



Participants during the Strategic Supply Chain Management Workshop

The workshop's main objective was to support participants to strategically view their supply chains from end to end, considering supply chain disruptions witnessed in the last three years.

Good Manufacturing Practices



Participants during the Good Manufacturing Practices workshop

The KAM SME Hub conducted a two-day training on Good Manufacturing Practices (GMP). The objective of the workshop was to provide coaching and guiding tools to ensure participants understand GMP principles. The tools focused on how to source materials, produce, storage and distribution whilst adhering to safety, quality and hygiene standards.

Market access to domestic, regional and global markets

67 SMEs
ATTENDED

Contract manufacturing forum for MSMEs

KAM, in partnership with United Aryan, hosted a Contract Manufacturing Forum, that was attended by 67 SMEs. So far 5 Manufacturing SMEs have been subcontracted by United Aryan to manufacture on their behalf.

Standards and Certification forums- Food and chemical products labelling workshop

KAM, in partnership with Kenya Bureau of Standards (KEBS) and Kenya Revenue Authority (KRA) hosted a virtual sensitization workshop on food and chemical products labeling.

The objective of the workshop was to sensitize manufacturers who export food and chemical products, including cosmetics, to Uganda and other EAC partner states on the labeling requirements as provided in the approved standards.

During the workshop, KEBS highlighted their:

- Mandate in promoting standardization in industry and commerce.
- Role in the provision of the country's quality infrastructure for trade facilitation

Kenya Revenue Authority (KRA) highlighted:

- Tax administration processes to ensure compliance from Manufacturing SMEs
- KRA's mandate on trade facilitation

Changamka Shopping Festival in Nairobi, Mombasa and Kisumu

The Association hosted the 5th Manufacturing Summit and Expo 2022 (Changamka Shopping Festival) in Nairobi, Kisumu and Mombasa. 50 SMEs exhibited in Nairobi, 15 in Mombasa and 3 in Kisumu.

This Festival sought to increase product awareness and the significance of supporting local manufacturing. Additionally, it showcased the quality and diversity of locally manufactured goods made for local, regional, and international markets.

The key highlight of the festival was to improve the image and profile of local manufacturing to demonstrate innovation, employment creation, increased tax basket, and support local manufacturing under the 'Buy Kenya, Build Kenya' initiative, as part of our collective nationalism.



Access to finance for expansion and diversification

Financial Forums

Credit Guarantee Scheme Financial Forum

The SME Hub hosted a webinar to raise awareness on the government-backed Credit Guarantee Scheme. The scheme sought to enhance access to quality and affordable credit for growth and operations by MSMEs, who would otherwise be unable to raise the required collateral for such loans, and also face an uncertain and risky business environment.



Judith A. Omachar of KDC and Steve Odua of Ministry of Industry

KAM-KDC Forum

KAM partnered with Kenya Development Corporation (KDC) to host a forum on supporting small and medium enterprises to recover from the effects of the COVID-19 pandemic.

Investor Readiness Forum

The forum's main objective was to equip SMEs with requisite skills to position themselves as investor-ready businesses. This session helped businesses to understand how to:

- Prepare a winning pitch for their enterprises
- Position their businesses as investment ready
- Peer-to-Peer learning session on what works and what doesn't
- Understanding the contractual obligations of the different financing options



Participants follow proceedings during the KAM SMEs Financial Bootcamp

Financial Bootcamp

This was an awareness session for SMEs to engage directly with potential debt, equity and grant providers. During the forum, two SMEs (Crofts Limited and Tea & Coffee Connection) engaged with a potential financier.

Partnerships



L-R: KIE MD Dr. Parmain ole Narikae with former KAM CEO Ms Phyllis Wakiaga during the MoU signing ceremony

KIE to KAM partners with KIE to drive SME growth

KAM and Kenya Industrial Estates (KIE) signed an MoU, aimed at working together towards the facilitation, growth and development of SMEs across the country.

Through the MoU, KAM and KIE committed to collaborate towards the provision of financial services to SMEs and industrial estates, as well as Business Advisory Services and Market Linkages, aimed at developing small businesses and industries countrywide.

Online Financial Toolkit

The Financial Toolkit seeks to facilitate information sharing between the demand side (SMEs) and the supply side (Debt, Equity and Grant providers) for mutual benefits. This tool is a rich resource for SMEs to identify organizations that offer various types of funding.

The toolkit has mapped potential grant, debt and equity providers for SMEs and is available for SMEs to utilize in identifying the right financing channel that is suitable to their needs.

Good corporate governance through strategic business leadership

Corporate governance forums



Corporate Governance Forum in Eldoret

15 SMEs
FORMED
BOARD OF
ADVISORS

Kenya Association of Manufacturers (KAM), in partnership with Global Compact Network Kenya conducted the Good Corporate Governance and Ethical Leadership Workshops for SMEs in Nairobi, Mombasa and Eldoret.

The workshops sought to support SMEs in promoting, providing guidance and support necessary for the implementation of best corporate governance and ethical practices in Kenya. So Far 15 SMEs have formed board of advisors.



The KAM SMEs Mentorship Forum

Mentorship forum

KAM hosted the Mentorship Forum to help accelerate the growth of SMEs in the country. The forum was attended by 20 SMEs (mentees) and 13 Mentors.

The forum provided an opportunity for self-matching between the mentors and the mentees with all the mentees identifying potential mentors at the end of the forum.

20 SMEs
MENTEES
13 SMEs
MENTORS
ATTENDED



Senior Experts Program

The KAM SME Hub carried out the Senior Experts Programme, whereby volunteer experts and executives, who are either retired or taking time off work and have experience in the manufacturing sector, advise manufacturing SMEs on how to sustainably grow their organizations. Retired experts shared their knowledge while gaining new insights and increasing your network. So far 7 SMEs have matched with the respective retired experts.

7 SMEs
MATCHED WITH
THE RETIRED
EXPERTS

The Innovation Scheme

This program identified, selected and supported 50 manufacturing enterprises in the manufacturing sector that adapted innovative mechanisms to survive and thrive past the COVID-19 pandemic period. They were taken through effective business development services (BDS) including coaching, technical assistance and business performance assessment. The Innovation Scheme was designed as an integrated SME development and entrepreneurship program harnessing initiatives that have been developed by KAM since 2015 to address different challenges facing Manufacturing SMEs.

Some of the interventions include:

- Enterprise development capacity building
- Coaching and firm-level interventions
- Financial literacy and linkages
- Digital Transformation
- Performance assessment and impact reporting

The Awards Gala event was a culmination of 10 months of rigorous participation of the first cohort of 50 MSMEs of the above interventions, both at a group and individual enterprise level.

At the end of the programme, participants had well-refined, bankable and scalable business innovation and growth plans, strategies and processes. The targeted interventions also supported the businesses to overcome unprecedented shocks.

10 MONTHS
PARTICIPATION

50
MSMEs

KAM hosts the SME Innovation Awards



The Association hosted the SME Innovation Awards, themed was “*driving competitive and sustainable enterprises-Vision 20 by 30.*” Manufacturing SMEs who participated in the Innovation Programme exhibited their products.



The event was officiated by His Excellency the President, Doctor William Ruto. The award ceremony was preceded by sectoral presentations by renowned industry captains on the opportunities and enabling environment for increasing the manufacturing industry's contribution to 20% of Gross Domestic Product by the year 2030.

During the awards ceremony, SMEs were exposed to a wide network. Additionally, the Association raised awareness on the SME Innovation Programme and SME Hub initiatives.

Membership Visits

The KAM SME Hub conducted verification visits under the SME Innovation Programme to:

- Conduct performance assessment of the businesses (with the support of PKF Consultants), evaluate their progress over the last 3 years and track changes in their business operations over the period of the Programme.
- Verify the business locations and products as registered during the start of the Programme.

The verification visits were conducted in fifty companies within the Nairobi Metropolitan area.



Verification visit to Impact Chemicals



Verification Visit to Wakulima Flour Mills



Verification visits to Wimmsy Dairy



Verification Visit to Azaavi Food

Testimonials



Tanuj Shah
Director



Metco Limited

Metal Fabrication and Engineering Specialists

Metco Limited is one of the leading manufacturers of quality products fabricated from mild steel, stainless steel and aluminium. Established in 1975, Metco Limited has grown and is now renowned for offering the market innovative and high quality products at competitive rates and top customer service within the industry in Kenya.

Today Metco operates from three factories in Kenya with a highly skilled workforce of more than 100 staff. With over 45 years of in-depth expertise and knowledge of the Kenyan manufacturing sector, Metco continues to invest in the latest technologies and machinery and expand its extensive product portfolio in keeping with modern trends. Our mission is to be the experts in the metal fabrication industry by transforming workspaces through tailor-made solutions.

We develop long-term

relationships with each and every one of our customers by delivering quality workmanship, on time at a competitive cost. Customer satisfaction is our top priority and we take great pride in our work and our reputation which we have successfully built up and maintained over the years.

We primarily transact with B2B customers and our extensive product range is available directly from the factory or via leading furniture stores in Nairobi, Mombasa, Kisumu, Thika and Kericho. Metco quality products are used by leading businesses and government organisations in Kenya, Tanzania, Uganda, Somalia, South Sudan and Rwanda.

No matter what your project involves, with our fresh, flexible approach and forward thinking we can usually find a way to help you achieve your fabrication requirements and look forward to working with you.



Metco won the KPMG Mid Size Top 100 Companies award in 2018. We also won the Health and Safety and Product Innovation Awards in 2022, under the same programme.



Vision
Transforming workspaces through tailor-made solutions

To be the experts in the metal fabrication industry



Our mission is to be the supplier of choice through continuously improving and manufacturing quality products at competitive prices by making use of environmentally efficient technologies. We will strive for excellent customer service and satisfaction. We will encourage continuous learning for our staff to promote growth in our operational expertise, for the benefit of our customers, shareholders and staff.

Our Products



DESKS



OPERATOR CHAIRS



EXECUTIVE CHAIRS



RECEPTION SEATING



PEDESTALS & TILLS



FILING CABINETS



CUPBOARDS



STATIONERY CABINETS



LOCKERS



MOBILE BULK FILERS



LIBRARY FURNITURE



MULTI PURPOSE SHELVING



WAREHOUSE RACKING



SUPERMARKET SHELVING



HOSPITAL FURNITURE



BANKING



SCHOOLS



PLAYGROUNDS



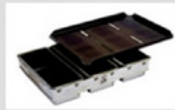
OFFICE ACCESSORIES



TROLLEYS



CABLE MGMT



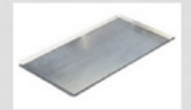
BREAD TINS



TABLES



BAKERY TROLLEYS



FOOD ACCESSORIES



CONSTRUCTION & AGRICULTURE



DESIGNER FURNITURE



PERFORATED SHEETS



CUSTOM SIGNAGE



LASERCUT DECORATIVE PANELS



Our Services

Sheet Metal Fabrication

- We manufacture a large number of standard products using mild steel, aluminium and stainless steel ranging from Office Furniture, Supermarket Shelving to Warehouse Racking and Bakery equipment.

Bespoke Design and Manufacture

- We offer a complete bespoke design service. With our state of the art equipment, we can take your initial requirements and create individual solutions to meeting your needs.

Full Shop & Warehouse Fitting

- Whether you are looking to relocate or modernize your existing working environment, Metco Limited is here to help. We offer a complete service from initial design to shop fit out. Our experienced engineers will
- Set-up an initial appointment with you to review your requirement
- Complete measurements
- Carry out design and planning to maximize the use of your space
- Project manage the installation and shop fit-out

CAD/CAM Design Services

- We offer a complete design, development, prototyping and manufacturing service for parts you require. You can come to us with an initial concept from which we can develop sketches, CAD design, prototype and subsequent manufacture.

Powder Coating Services

- Choice of colours available with fast turnaround speeds at a great price.

Our Journey with KAM

KAM's SME Innovation Programme provided Metco with fantastic support during 2022.

The programme covered a broad range of business-building topics and gave us a platform to interact with other companies on the same journey as ours. It culminated in an appreciation and award ceremony, which hosted His Excellency the President of Kenya William Ruto.

KAM is proactive in their support especially for SMEs, and we are extremely grateful for the support and mentorship being provided.

50 COMPANIES IN THE SMEs PROGRAMME

We successfully applied to be part of a group of 50 companies to participate in the SME Innovation Programme, run by KAM and GIZ.

Through the mentorship, Metco successfully implemented improvements in a number of areas including digital marketing, good manufacturing practices, strategic planning as well as developing an innovation and growth plan to allow the company to continue building and expanding on its core capabilities.

Contact

 Sales@Metcolimited.com

 www.metcolimited.com



Jai Nathwani
Operations/Sales manager



Soilex Prosolve Limited

Soilex Prosolve Limited is a locally owned manufacturing company, incorporated in 1981. We are an ISO 9001:2015 and also in the top 100 mid-sized business.

Our core function is to manufacture, market and service quality cleaning products for industries and institutions.

Soilex Prosolve provides the following products and services:

1 Detergents:

Manufactured by the company, detergents are our core business.

2 Cleaning accessories:

Sourced from our suppliers, these include products such as mops, brooms, brushes, air fresheners, toilet tissue, hand paper towels and more.

3 Cleaning Machinery:

Soilex is a representative of the Truvox range of cleaning machines.

4 Training:

We offer free training sessions and materials are provided to our clients, so that a full understanding of the machinery, detergents and its chemical properties are understood for effective, economic and efficient cleaning.



Mission

To provide, with integrity and dedication, products and services which solve our customers' cleaning and hygiene requirements at cost effective rates.



Our Competitive Advantage

- Flexible production formulations
- Single source of products and accessories
- Technically competent staff
- Locally produced, high quality industrial products
- A 5-step service concept focused on helping customers solve their cleaning problems and improve profitability
- Competitive pricing
- Tailor made training

Current clients

Our customers include:

- | | |
|-------------------------|-------------------------------|
| 1. Hotels | 7. Universities |
| 2. Hostels | 8. Schools |
| 3. Guest Houses | 9. Factories |
| 4. Lodges | 10. Restaurants |
| 5. Commercial laundries | 11. Water & Beverage bottlers |
| 6. Drycleaners | 12. Plastic recyclers |

Quality Control

We check the parameters of raw materials as per our specifications. We consider the source and supplier's reliability to meet our declared supply dates. We also have quality control checks in place for work in progress, finished products, packaging and storage.

We work closely with the Kenya Bureau of Standards (KEBS) in regard to standards for the various products we manufacture. We also verify with our suppliers the level of environment friendliness and biodegradability of the raw materials produced.

Innovative Proposals

We conduct regular free in-house seminars whereby we train our customer's operatives in Laundries, Housekeeping, Food Hygiene and other topics related to cleaning and hygiene. This allows our clients to understand the proper usage of our products, cost saving methods, efficiency, and organized workflow aspects.

Feedback from our customers indicated that our training seminars have been very effective, timely and successful. Our field staff regularly visits customers on site to find out their feelings about our service delivery and periodic calls are made to monitor specific aspects of the quality service rendered and to gauge customer satisfaction levels.

SOILEX PROSOLVE = *Problem solved professionally!*

Our Journey with KAM

KAM has exposed me to a lot of matters affecting industry. As a company, we have learnt a lot from the various programmes and initiatives. Additionally, we've had access to networking platforms.

The Association is like a partner in our business. The workshops we attend are quite enlightening. I urge KAM to continue offering such services, particularly for SMEs.

Our Catalogue

DIRTEX LP21
A Premium High Cleaning Low Foam Powder.

0110087753 / 0724583333

TOP 100

Baklin
Eliminate shower mold and mildew

0110087753 / 0724583333

TOP 100

Your Total Cleaning Solution

DIRTEX LP100, SUPER WASH 2, SOLUTION, SOIL MAINTAINER

0110087753 / 0724583333

TOP 100

DIRTEX LP70
Fabric Softener

0110087753 / 0724583333

TOP 100

Reliable Partner in your Car wash business

0110 087 753 / 0724 583 333

TOP 100

“Don't look at your feet to see if you are doing it right. Just dance.”
Anne Lamott

0110 087 753 / 0724 583 333

TOP 100



Boresha Africa Limited

Boresha Africa Limited was incorporated in February 2016.

The Company manufactures and supplies cleaning chemicals and allied accessories. We aim to provide comprehensive hygiene solutions to institutional as well as individual clients.

To achieve this, Boresha Africa Ltd has embraced good manufacturing practices in line with ISO 9001:2015 to provide high performing products in the market while not compromising on quality. This expertise has resulted in a highly motivated team of employees who ensure that customer expectations are met at all times.

Our Vision

To be leading manufacturer and supplier of cleaning chemicals and accessories allied to food safety, hospitality and home care hygiene in East Africa.

Our Mission

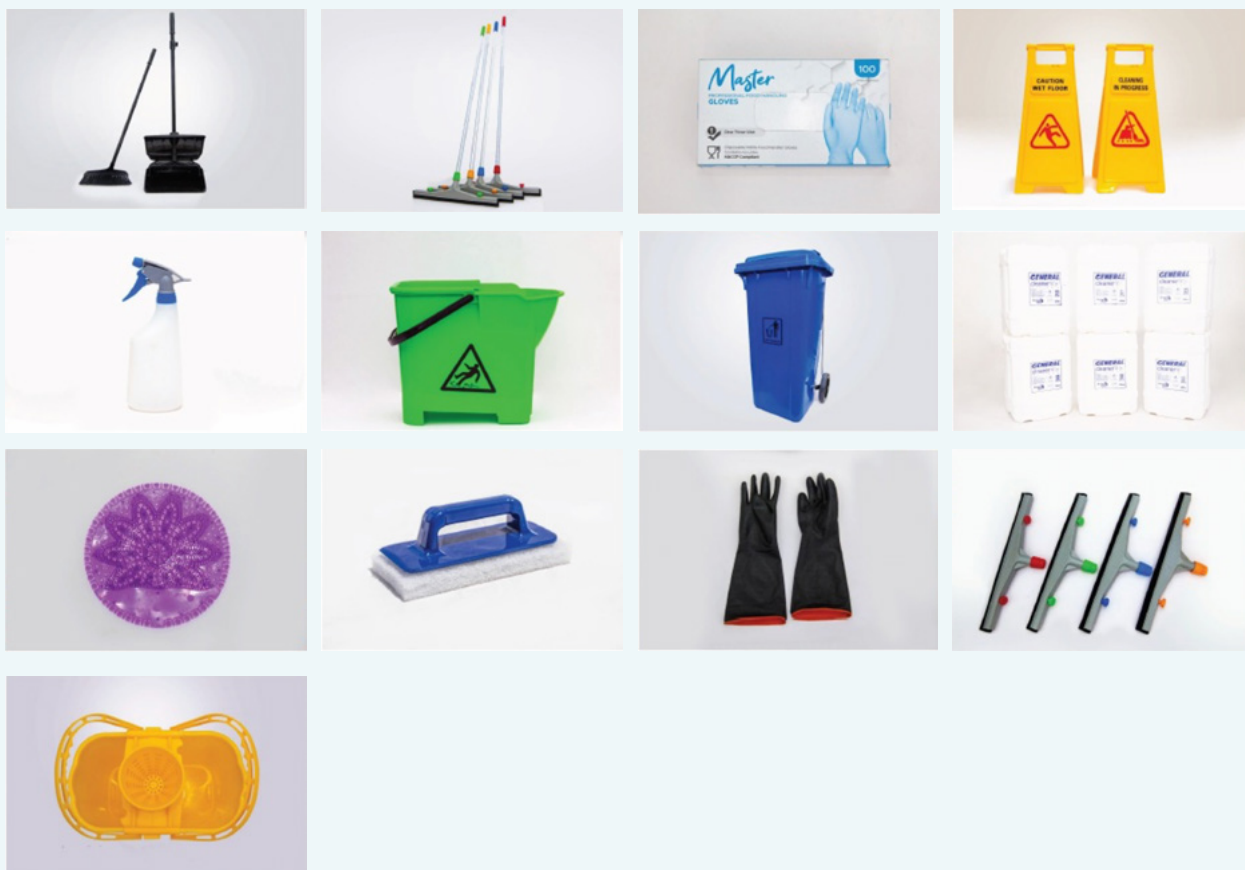
To play a key role in all segments of the market through production and supply of high-end quality products, raising the hygiene standards and innovation through continuous improvement

that effectively compliments the dynamic hygiene consumer needs.

Our Journey with KAM

Boresha Africa joined KAM in January 2022. This opened an avenue for networking and training through the SME Innovation Programme which turned out to be an eye opener on key organizational processes such as good manufacturing practices, Human Resource Management (HRM), Sales & Marketing, Supply Chain and Procurement among others.

Our Catalogue





Hychem and Hygiene Healthcare Solutions

Company Profile

Hychem started out with a vision to be a hygiene and healthcare service provider that could supply its customers with tailor-made products and services to suit their needs and offer the fastest turn-around time for supply.

The company was legally incorporated in Kenya on 22nd April 2014 with a focus on providing sustainable business practices through an extensive suite of products, services and solutions that would help improve our customers'

operational efficiency as well as their cleaning, sanitising and hygiene results.

Hychem's value offer to our customer is based on documented need-based solutions which are identified through audits and surveys in order to provide solutions that will help our customers protect and enhance their brand image, achieve their goals of reducing waste, energy and water consumption, and realise cost and resource savings.

Housekeeping & Hygiene Products



With that in mind, we started manufacturing food safe disinfectants, cleaning detergents and related equipment tailored to meet the industrial needs of hotels & lodges, institutions, food & beverage manufacturers and commercial laundry businesses, with a next day delivery promise and flexible pack sizes. Product development, quality control and testing are an ongoing core part of our business. Food safety, environmental hygiene and biodegradability are the main driving forces behind what we do. Our name has become synonymous with sparkling white linen - that lasts, spotless washrooms surfaces and pathogen free high-risk environments, coupled with sustainable water and power consumption during all cleaning processes.

Food and Beverage Products





Our Mission

To be the go-to solution for all hygiene and healthcare needs, hotels, restaurants, hospitals, schools, commercial and on-premises laundries and all businesses requiring hygiene products and services.



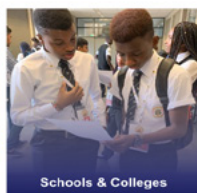
Our Journey with KAM

Hychem joined KAM in 2020. Since joining, Hychem has had incredible support as members. KAM has facilitated extensive training in SME business practices and good manufacturing processes. They have also helped Hychem with networking and in developing business contacts. With KAM's

support, Hychem has begun to grow and been able to generate sales that previously may not have been available. KAM has also helped Hychem to develop business standard operating procedures which have aided in streamlining and standardising operations, and improved employees' skills.



Hygiene Solutions for Every Business



+254 788 133 343



sales@hychemgroup.com



www.hychemgroup.com





'A Safari of The Senses'

Kenya Cooperative Coffee Dealers Limited (KCCD)

100%

SMALL SCALE COFFEE FARMERS



Kenya Cooperative Coffee Dealers Limited (KCCD) is a subsidiary of Kenya Co-operative Coffee Exporters Ltd, a Co-operative Society owned 100% by small scale coffee farmers through their co-operative societies and unions.

KCCD is licensed by Agriculture Food Authority under the Coffee Directorate, to deal in coffee value addition and green bean trade in the local and export markets on behalf and in partnership with the Smallholder coffee co-operatives.

Our Products & Services

1. **Coffee value addition**-Shiriki Coffee & Kenya Coop Brands
2. **Private and white labels**
3. **Consultancy Services**
4. **Events**-coffee shop on wheels that is ideal for events and a coffee kart that's ideal for malls. If you would like to lease the coffee shop for an event or of coffee kart contact us on: **customerservice@shirikicoffee.co.ke**

Our Journey with KAM

KAM has been instrumental to KCCD since 2017 when we first joined the Association. We have benefitted from the trainings organized by KAM on various issues, including: Finance, Product Development, Access to Finance, Sales & Marketing and Good Corporate Governance.

KAM has played a key role in communicating key government policies and simplifying them for us. The SME exchange and learning tours have provided us with great insights as an organization. The Changamka Festival, which we shall be actively participating in, was key in creating awareness of our brand, in addition to the sales recorded during the festival.

We are looking forward to a good collaboration with KAM in 2023.

Contacts

 www.kencaffee.coop

 www.shirikicoffee.co.ke

Our Partners



National Treasury

Regional Integration Implementation Program

EMBASSY OF DENMARK
DANIDA

INTERNATIONAL
DEVELOPMENT COOPERATION



Growing Prosperity Through Trade



Brand.KE
KENYA EXPORT PROMOTION &
BRANDING AGENCY

KenInvest
PROMOTING INVESTMENTS IN KENYA



KIRDI

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german
cooperation
DEUTSCHE ZUSAMMENARBEIT

Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH



Who we are

KAM is the leading voice of manufacturing and value-add industries in Kenya, since its establishment in 1959.

The Association is committed to securing the socio-economic well-being of Kenyans, and consequently, alleviate inequality in the community. This is through uKAMilifu, which integrates Environmental, Social and Governance (ESG) factors into the Association's role as the leading voice of manufacturing and value-add industries in Kenya.

uKAMilifu seeks to demonstrate industry's wider role in complementing Government's initiatives towards driving development.

Over the years, KAM's work as a dynamic, vibrant and credible voice that unites industrialists, has seen the Association's Membership base grow to over 1,400 industries cutting across 14 sectors. We remain at the forefront in the development of solutions and reimagining both the current and future manufacturing landscape in Kenya.

Our work, geared towards driving the competitiveness and productivity of local industry, endeavours to ensure a dynamic and flourishing manufacturing sector and realize its double-digit contribution to the GDP.

Our Vision

To be a World Class BMO that effectively delivers services to its members

Our Mission

To promote competitive and sustainable local manufacturing

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