

**APRIL 2025**

# **BUSINESS DEVELOPMENT ACTIVITIES**

***Creating prosperity for the nation through sustainable industrialization***



info@kam.co.ke



www.kam.co.ke



Kenya Association of Manufacturers



KAM\_Kenya

## ABOUT KAM

Established in 1959, the Kenya Association of Manufacturers (KAM) is a representative of manufacturing and value-add industries in Kenya. The Association is front and center in driving fact-based policy advocacy toward the formation of industrial policies to strengthen and support the country's economic development. Through fact-based advocacy, KAM partners with Government and its associated agencies to ensure a dynamic and flourishing manufacturing sector in Kenya, to realize a double-digit contribution to GDP.

In this report, we highlight the significant steps we are making in our advocacy agenda featuring key engagements with stakeholders including but not limited to the National Government, County Governments, Regional trading blocs, and development partners, among others on a monthly basis.



To be a world-class Business Member Organization (BMO) that effectively delivers services to its Members.



To promote competitive and sustainable local manufacturing.



To transform KAM into a sustainable member-focused association delivering relevant, quality, timely and effective services to its members.



Create prosperity for the nation through industrialization.



- Effectiveness
- Good Governance
- Innovation
- Professionalism
- Responsiveness
- Teamwork

# MANUFACTURING ACADEMY

## Boost Your Strategies!



### Training: Supervisory Skills for Optimized Delivery on the Shop Floor

**Date:** 16th – 17th April 2025

**Time:** 8.30 am – 4.30 pm

**Venue:** Golden Tulip Hotel, Westlands

This comprehensive training will enhance the participant's people management and supervision skills, enabling them to:

- Motivate and engage their teams
- Build strong relationships through effective communication

**Participation fee:** KSh 35,000 +16% VAT

For enquiries, contact [suzy.nzuki@kam.co.ke](mailto:suzy.nzuki@kam.co.ke)

**[REGISTER HERE](#)**

### Virtual Training: Data Protection and Considerations Within Manufacturing

**Date:** 29th – 30th April 2025

**Time:** 8.30 am - 4.30 pm

This intensive training seeks to empower participants on best practices to safeguard the organization from breach and or liability. Participants will gain:

- A clear understanding of their crucial roles in protecting organizational data whilst fostering a culture of data privacy and security
- Comprehensive awareness of the Kenya Data Protection Law, including its core principles of ensuring data accuracy, safety, security, and lawfulness for full compliance and impact across various departments.

**Participation fee:** 35,000 (+16% VAT)

**Enquiries:** [gilbert.rutto@kam.co.ke](mailto:gilbert.rutto@kam.co.ke)

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## In-House Training

**Date:** Ongoing

This training seeks to equip your respective team(s) with the necessary skills and knowledge to improve the company's productivity, improve on operational efficiency as well as enhancing your global competitiveness.

**Enquiries:** [\\_gilbert.rutto@kam.co.ke](mailto:_gilbert.rutto@kam.co.ke)





# MARKET DEVELOPMENT

*Venture into new territories!*

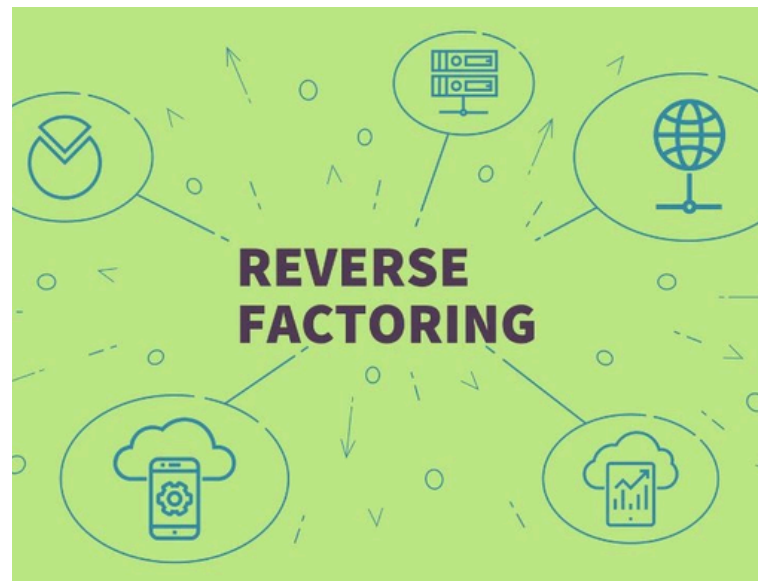
## Seminar: Buyer Initiated Reverse Invoicing

**Date:** 30th April 2025

**Venue:** Nairobi

This seminar seeks to sensitize participants on the Reverse Invoicing and Buyer Initiated Solution solutions which enable a buyer to generate a tax invoice on behalf of a seller.

**Enquiries:** [seminars@kam.co.ke](mailto:seminars@kam.co.ke)



## Call for Participation: 2025 Changamka Shopping Festival

**4th Mombasa Edition:** 10th – 13th July 2025

**8th Nairobi Edition:** 4th – 8th November 2025

Why participate:

- Promote Kenyan-made products
- Foster sustainable manufacturing practices
- Strengthen Kenya's industry value supply chains
- Celebrate Kenya's manufacturing growth & resilience

**Enquiries:** [manufacturingexpo@kam.co.ke](mailto:manufacturingexpo@kam.co.ke)



# KAM SME HUB

*Take your business to the next level!*



## Manufacturing Sector Breakfast Forum

**Date:** 14th April 2025

**Time:** 7.30 am – 9.30 am

**Venue:** The Exchange Building,  
Westlands – NSE Trading Floor

Kenya Association of Manufacturers (KAM), in partnership with the Nairobi Securities Exchange (NSE) and BPI France, is hosting this breakfast forum focused on trade and investment opportunities between East Africa and France.

The forum is open to leadership team members of manufacturing companies.

**Enquiries:** [samuel.ndoria@kam.co.ke](mailto:samuel.ndoria@kam.co.ke).

**[REGISTER HERE](#)**



# CENTRE FOR GREEN GROWTH AND CLIMATE CHANGE (CGGCC)

## *Optimize Your Processes!*



### **Process Optimization Audits**

**Date:** Ongoing

To help you achieve cost saving by optimizing your end-to-end process flow

Contact [cectrainings@kam.co.ke](mailto:cectrainings@kam.co.ke) to register.

### **Circular Economy Resource Mapping**

**Date:** Ongoing

To help you reduce wastage in your facility while identifying areas of productive use of the generated waste.

For enquiries, contact [ceecteam@kam.co.ke](mailto:ceecteam@kam.co.ke)



### **Carbon Footprint Assessment**

**Date:** Ongoing

To help you identify ways of reducing your current carbon footprint.

For enquiries, contact [ceecteam@kam.co.ke](mailto:ceecteam@kam.co.ke)



### **In-House Environmental Compliance Training**

**Date:** Ongoing

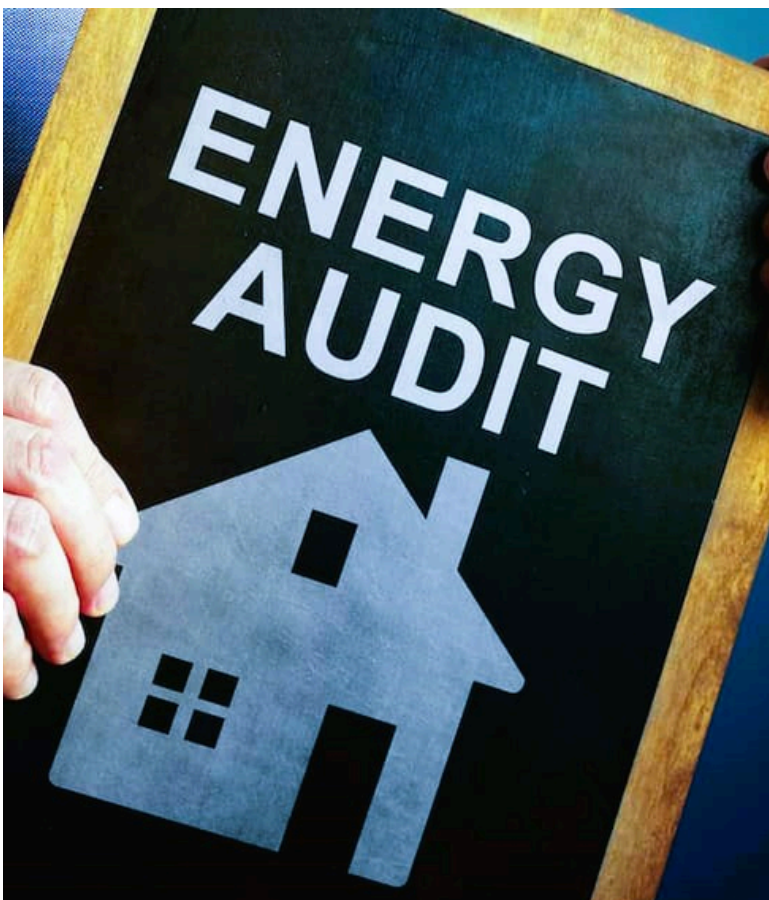
To ensure that your organization complies with NEMA regulations and benchmark with global set standards on waste management and carbon emissions.

To sign up, contact [cectrainings@kam.co.ke](mailto:cectrainings@kam.co.ke)



# CENTRE FOR ENERGY EFFICIENCY AND CONSERVATION (CEEC)

## Optimize Your Processes!



### Energy Auditing Training

**Date:** 29th April - 2nd May 2025

**Time:** 8.30 am - 5.00 pm

**Venue:** Nairobi

The training comprises a 3-day in-class session, after which participants will take part in a general energy audit process at a facility with an experienced Energy Auditor for 2 days. The practical session shall entail an energy audit exercise in a manufacturing plant.

**Participation:** KSh 55,000 + 16% VAT

**Enquiries:** [immaculate.onyoni@kam.co.ke](mailto:immaculate.onyoni@kam.co.ke)

**REGISTER HERE**

### Energy Audits

**Date:** Ongoing

Through the audits, we identify areas of energy use, possible areas of energy wastage and offer recommendations to reduce the energy wastage and to achieve cost saving.

Contact [ceecteam@kam.co.ke](mailto:ceecteam@kam.co.ke) for enquiries on energy audits for your plant.



### In-House Energy Management Training

**Date:** Ongoing

To equip your energy committee with the required skills for achievement of energy savings.

Contact [ceectrainings@kam.co.ke](mailto:ceectrainings@kam.co.ke) to sign up.







## Call for Exhibitors: Clean Energy Expo and Conference

**Date:** 23rd - 25th May 2025

**Venue:** Nairobi

The forum shall consist of:

- Energy Efficiency and Renewable Energy Expo
- Energy Efficiency and Renewable Energy CEOs' Forum

**Booth cost:** KSh 105,000 + VAT for a 3\*3 Booth

**Enquiries:** [immaculate.onyoni@kam.co.ke](mailto:immaculate.onyoni@kam.co.ke)

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## Energy Management Awards Gala Dinner

**Date:** 25th May 2025

**Venue:** Nairobi

This event seeks to bring together industry leaders, policymakers and sustainability champions for an evening of recognition, networking, and celebration.

The highlight of the evening will be honoring organizations that are leading the way in energy management and sustainability all while enjoying an exquisite dining experience.

### Participation Fee:

- Individual Ticket: KSh 10,000
- Corporate Table: KSh 95,000

**Enquiries:** [ema@kam.co.ke](mailto:ema@kam.co.ke)

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# TVET PROGRAMME

## *Re-skill and Re-tool*



# Recognition of Prior Learning "RPL"

## **Recognition of Prior Learning Skills Analysis (Certification of Skilled Workers Without Official Certification)**

**Date:** Ongoing

In line with KAM's commitment to enhancing global competitiveness within our membership, we are conducting a Recognition of Prior Learning (RPL) Needs Assessment

RPL identifies and certifies skills gained through informal or on-the-job learning, helping to address skills gaps and boost workforce productivity.

**Enquiries:** [francis.veto@kam.co.ke](mailto:francis.veto@kam.co.ke)

**[REGISTER HERE](#)**

## **Apprenticeship/Technician/Graduate Programs Structuring**

KAM TVET Program supports members in onboarding skilled workers through apprenticeship, as well as graduate trainee programs.

Contact [francis.veto@kam.co.ke](mailto:francis.veto@kam.co.ke) for more details.



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