



## **THE 2018/19 KENYA EXPORT MARKET DEVELOPMENT PROGRAMME**

The Export Promotion Council develops the Kenya Export Market Development Programme (KEMDP), which is a calendar of all promotional events, to guide its export market development activities. The KEMDP is a consultative process involving both public and private sector stakeholders who submit their activities to the Council for collation and analysis in line with our goals of consolidating and enlarging our traditional export markets of East African Community (EAC), Common Market for Eastern and Southern Africa (COMESA) and European Union (EU) and diversifying into new and emerging export markets of Eastern Europe, North America, Asia and Rest of Africa. KEMDP has traditionally been developed around the Calendar year. However, following recommendations by the Board of Directors, the programme has been aligned to the GOK Financial year – July to June. Whereas this programme covers 2018/2019, the first phase will be implemented to June 2018 and commence again in July 2018.

Guided by the structured approach to export market prioritization framework, the Export Promotion Council undertakes to identify export market opportunities for Kenyan goods and services through market studies, investigations, scoping missions, market intelligence as well as profiling of target markets and formulates appropriate market entry and penetration strategies. The implementation of identified trade promotion activities is a collective effort by the stakeholders, including our Embassies and Missions abroad where these activities are held. The promotion activities in this programme include market research/ surveys, trade missions, contact promotion programmes, buyer/ seller meetings, solo exhibitions, trade fairs and exhibitions and inward buying missions respectively. Below is the 2018/19 Kenya Export Market Development Programme that will guide the stakeholders in planning and participation in the scheduled activities.

**2018//2019 KENYA EXPORT MARKET DEVELOPMENT PROGRAMME (KEMDP)**

NO	DATE	EVENT	ORGANISING AGENCY	PRODUCT RANGE & ACTIVITIES	LEAD INSTITUTION
<b>EAST AFRICAN COMMUNITY (EAC)</b>					
1.	7 <sup>th</sup> -10 <sup>th</sup> March 2018/19	Eldoret National Show	<b>ASK</b>	Agricultural Products, Manufactured products, textile products	ASK, MSEA, EPC
2.	15 <sup>th</sup> -17 <sup>th</sup> March 2018/19	Eastern Kenya Branch Show Embu	<b>EPC, ASK, MSEA</b>	Agricultural products, manufactured products, textile and garments	MSEA
3.	25 <sup>th</sup> April 2018	Africa Food Manufacturing (AFMASS)	<b>EPZA/ASK</b>	Food processing	EPZA
4.	24 <sup>th</sup> - 25 <sup>th</sup> May 2018	Muranga Agribusiness Fair	<b>KLPA/ EPZA</b>	Agricultural products	KLPA, EPZA
5.	6 <sup>th</sup> - 8 <sup>th</sup> June 2018	International Flower Trade Expo (IFTEX) Nairobi	<b>KFC/HCD</b>	Flowers	KFC/HCD
6.	24 <sup>th</sup> - 26 <sup>th</sup> May 2018	Mount Kenya Branch Show-Nanyuki	<b>MSEA, ASK, EPZA, EPC</b>	Agricultural products, manufactured products, textile and garments etc	ASK
7.	28 <sup>th</sup> - 29 <sup>th</sup> June 2018	Laikipia Agribusiness fair	<b>EPZA, KLPA</b>	Agricultural products	KLPA, EPZA
8.	27 <sup>th</sup> - 30 <sup>th</sup> June 2018	South Eastern Kenya Branch Show, Kisii	<b>ASK, MSEA</b>	Agricultural and Industrial machinery ,gift items, capital markets, animal health, agricultural inputs	MSEA
9.	14 <sup>th</sup> -16 <sup>th</sup> June 2018	Western Kenya Branch Show Kakamega	<b>ASK, MSEA</b>	Agricultural products, manufactured products, textile and garments etc	MSEA
10.	28 <sup>th</sup> June – 13 <sup>th</sup> July	Dar-es-Salaam International Trade Fair	<b>EPC, KHC, MSEA, KNCCI, KAM</b>	Manufactured products, processed foods,	EPC, Kenya High Commission-

				personal hygiene, beauty and healthcare, textiles & garments, farm inputs	DAR/NJEMA
11.	3 <sup>rd</sup> – 7 <sup>th</sup> July 2018	Nakuru National Agricultural Show	ASK, EPC, <b>MSEA</b>	Industrial and Agricultural machinery, agricultural products, horticulture, gift items, capital markets, animal health, farm inputs	MSEA
12.	11 <sup>th</sup> – 14 <sup>th</sup> July 2018	Southern Kenya Branch-Kisii	<b>EPZA/ASK</b>	Agricultural products manufactured products, textile and garments	EPZA
13.	24 <sup>th</sup> – 28 <sup>th</sup> July 2018	Kisumu Regional Show	ASK, <b>MSEA</b>	Agriculture, gift items, capital markets, animal health, agricultural inputs etc.	MSEA EPC
14.	25 <sup>th</sup> July – 8 <sup>th</sup> August 2018	Rwanda International Trade Fair	<b>EPC KNCC&amp;I</b>	Manufactured products, Trade in Services, Agricultural products, Commercials Crafts, Tourism, Textiles & Garments, Electrical goods & appliances	EPC KNCC&I
15.	27 <sup>th</sup> August - 2 <sup>nd</sup> September 2018	Kenya Trade, Investment and Cultural Expo	<b>MFA/Kenya Embassy Burundi, EPC</b>	Manufactured products, Services, Commercial Crafts	MFA/Kenya Embassy in Burundi/EPC
16.	31 <sup>st</sup> July – 5 <sup>th</sup> August 2018	Ubunifu Exhibition-Nairobi	<b>UBUNIFU Association/ EPC</b>	Leather, Jewellery, Home Research, Crafts	Ubunifu
17.	29 <sup>th</sup> August – 3 <sup>rd</sup> September 2018	Mombasa International Show	<b>ASK EPC EPZA MSEA</b>	Industrial and agricultural machinery, horticulture, gift and Items	ASK

18.	5 <sup>th</sup> – 7 <sup>th</sup> September 2018	Fruits, Vegetables & Herbs Conference- Exhibition 2018 Nairobi	<b>FPEAK</b>	Fruits & Vegetables trade, Market access Finance in Agric.	<b>FPEAK</b>
19.	12 <sup>th</sup> -15 <sup>th</sup> September 2018	Central Kenya National Show Nyeri	<b>ASK, MSEA, EPC</b>	Industrial and agricultural machinery, agricultural products, crop protection, horticulture, gift Items	<b>ASK</b>
20.	2 <sup>nd</sup> – 8 <sup>th</sup> October 2018	Nairobi International Trade Fair	<b>ASK, EPC</b>	Industrial and agricultural products, horticulture, manufactured products, textile and garments, gift items, capital markets etc.	<b>ASK</b>
21.	3 <sup>rd</sup> – 10 <sup>th</sup> October 2018	26 <sup>th</sup> Uganda International Trade Fair	<b>EPC/KHC</b>	Processed Foods & Beverages, personal hygiene, beauty & healthcare products, chemicals, engineering, textiles & garments, farm inputs.	<b>EPC/KHC- Uganda/ KNCCI/KAM</b>
22.	17 <sup>th</sup> – 20 <sup>th</sup> October 2018	Kitale National Show	<b>ASK, EPC</b>	Industrial and agricultural machinery, agricultural animal health, farm inputs etc.	<b>ASK</b>
23.	10 <sup>th</sup> – 12 <sup>th</sup> October 2018	Origin Africa, Nairobi, Kenya	<b>EPZA, EPC Ubunifu</b>	All Sectors	<b>EPZA EPC</b>
24.	December 2018 Dates to be communicated by MSEA	EAC Jua Kali/ Nguvu Kazi	<b>ASK, MSEA</b>	Jua Kali products	<b>MSEA</b>

## COMMON MARKET FOR EASTERN & SOUTHERN AFRICA – (COMESA)

25.	14 <sup>th</sup> – 23 <sup>rd</sup> March 2018/19	Cairo International Trade Fair	<b>Kenya Embassy in Cairo, EPC EPZA Coffee Directorate HCD</b>	Processed nuts, horticultural products, mat products, herbs and spices, flowers, sisal, value added and speciality tea	Kenya High Commission, Cairo – Egypt EPC/EPZA/ Coffee Directorate FPEAK
26.	24 <sup>th</sup> May – 3 <sup>rd</sup> June 2018/19	Malawi International Trade Fair Blantyre	<b>EPC EPZA KHC-Lusaka</b>	Agricultural machinery, Tea, Coffee, Nuts, Spices, Foodstuffs, Beauty Products and Commercial Crafts	EPC, Kenya High Commission, Lusaka EPZA EPC
27.	24 <sup>th</sup> June – 3 <sup>rd</sup> July 2018	Zambia International Trade Fair, Ndola	<b>EPC Kenya High Commission- Lusaka</b>	Tea, Coffee, Nuts, Spices, Agricultural Machinery, Commercial Crafts, Foodstuffs and Beauty products	EPC, Kenya High Commission, Lusaka
28.	August- September Dates to be communicated in Website	Ongwediva Trade Fair Nambia	<b>EPC, Kenya High Commission Windhoek</b>	Tea, Coffee, Nuts Flowers & Commercial Crafts	Kenya High Commission Windhoek
29.	August-October Dates to be communicated in Website	Okakarara Trade Fair, Namibia	<b>EPC, Kenya High Commission Windhoek</b>	Tea, Coffee, Nuts Flowers & Commercial Crafts	Kenya High Commission Windhoek
30.	5 <sup>th</sup> to 8 <sup>th</sup> October 2018	Swakopmund International Business Expo South Africa	<b>EPC, Kenya High Commission Windhoek</b>	Tea, Coffee, Nuts Flowers & Commercial Crafts	Kenya High Commission Windhoek
31.	May – June 2018	Market Survey and Product Research	<b>Embassy of Kenya, Egypt, EPC</b>	Potential products	Embassy of Kenya, Egypt,
32.	29 <sup>th</sup> September- 7 <sup>th</sup> October	Windhoek Industrial and Agriculture Fair	<b>EPC, Kenya High Commission Windhoek</b>	Agricultural products, commercial crafts	Kenya High Commission Windhoek

33.	1 <sup>st</sup> – 4 <sup>th</sup> October 2018	African & Sourcing Fashion Week Addis Ababa	<b>EPZA</b>	Jewelry, Textiles & Apparels	EPZA
34.	February 2019	Addis Chamber International Fair	<b>EPC</b>	Tea, coffee, meat products, horticultural products, fruits and Edible Nuts,	EPC
<b>REST OF AFRICA</b>					
35.	23 <sup>rd</sup> February - 4 <sup>th</sup> March 2018	39 <sup>th</sup> Kaduna International Trade Fair Nigeria	<b>Kenya High Commission Kenya, Nigeria</b>	Agriculture and livestock, food, beverage and packaging technology and food, beverages and hospitality and consumer products	Kenya High Commission, Nigeria
36.	2 <sup>nd</sup> to 12 <sup>th</sup> April 2018	Tripoli International Fair Libya	<b>Kenya High Commission in Cairo/ EPC</b>	Textiles (Jute Fibres & Vegetable Textile Fibres), Cosmetics, Medicaments, Tea, Commercial Crafts	Kenya High Commission, Cairo – Egypt
37.	23 <sup>rd</sup> – 27 <sup>th</sup> May 2018	Business Botswana Northern Trade Fair	<b>Kenya High Commission Botswana</b>	Medicaments, Tea, Coffee, Textiles, Commercial Crafts	Kenya High Commission Botswana
38.	20 <sup>th</sup> – 21 <sup>st</sup> June 2018	Source Africa South Africa	<b>EPZA/Kenya High Commission, SA</b>	Leather products, Crafts, Textiles, Tea, Coffee	EPZA
39.	27 <sup>th</sup> August - 2 <sup>nd</sup> September 2018	Consumer Fair Botswana	<b>Kenya High Commission Botswana</b>	Medicaments, Tea, Coffee, Textiles, Commercial Crafts	Kenya High Commission Botswana
40.	1 <sup>st</sup> – 4 <sup>th</sup> June 2018	Inward Trade Mission from Ghana	<b>Kenya Trade Expo Ghana, EPC, MFA, KNCCI, KEPSA</b>	Manufactured Products	Kenya Trade Expo Ghana

41.	30 <sup>th</sup> October- 2 <sup>nd</sup> November 2018	Global Expo Botswana	<b>Kenya High Commission Botswana</b>	Medicaments, Tea, Coffee, Textiles, Commercial Crafts	Kenya High Commission Botswana
42.	31 <sup>st</sup> October – 4 <sup>th</sup> November 2018	Kenya Trade Expo – Ghana	<b>MFA/EPC/ Ministry of Trade &amp; Business Development- Ghana, Ghana Investment Promotion Centre(GIPC)</b>	Services(Hospitali ty/Housing), Direct Investment- Agriculture, Education(School Teachers) Tea, Dairy, Meat products	MFA/EPC/ GIPC & Kenya Trade Expo Ghana Secretariat
<b>ASIA, MIDDLE AND FAR EAST</b>					
43.	6 <sup>th</sup> - 9 <sup>th</sup> March, 2018	Foodex Japan 2018	<b>Kenya Embassy, Japan JETRO EPC Tea &amp; Coffee Directorate</b>	Foods, Horticultural produce and essential oils	Kenya Embassy, Japan JETRO EPC AFA Tea & Coffee Directorates
44.	14 <sup>th</sup> - 23 <sup>rd</sup> March 2018	Trade Mission to Azerbaijan	<b>Embassy of Kenya, Russia EPC</b>	Horticulture, handicrafts, tourism, investments	Embassy of Kenya, Russia
45.	23 <sup>rd</sup> to 24 <sup>th</sup> April 2018	Kenya Qatar Economic Forum	<b>Embassy of the Republic of Kenya, Qatar/MFA</b>	Agriculture products	Embassy of the Republic of Kenya, Qatar/MFA
46.	1 <sup>st</sup> - 3 <sup>rd</sup> April 2018	1 <sup>st</sup> Qatar Self Sufficiency Exhibition	<b>Embassy of the Republic of Kenya, Qatar</b>	Dairy products, tea, coffee, flowers and food	Embassy of the Republic of Kenya, Qatar
47.	4 <sup>th</sup> – 6 <sup>th</sup> April 2018	Textile Tokyo	<b>Kenya Embassy, Japan, EPC</b>	Textile	Kenya Embassy, Japan
48.	5 <sup>th</sup> - 8 <sup>th</sup> April 2018	Coffee Expo, COEX, Seoul	<b>Kenya Embassy Seoul, Korea, EPC</b>	Coffee	Kenya Embassy Seoul, Korea
49.	20 <sup>th</sup> – 22 <sup>nd</sup> April 2018	15 <sup>th</sup> My Karachi International Exhibition	<b>Kenya High Commission, Pakistan</b>	Tea, Coffee, Edible Nuts, Flowers, Tourism, Commercial Crafts	KHC- Pakistan/MF A/KTB/EPC

50.	24 <sup>th</sup> – 26 <sup>th</sup> April 2018/19	Dubai International Trade Fair UAE	<b>EPZA</b>	Textiles & Apparels	EPZA
51.	24 <sup>th</sup> – 26 <sup>th</sup> April 2018/19	Global Dubai Tea Forum UAE	<b>KTDA Tea Directorate</b>	Tea	Tea Directorate
52.	7 <sup>th</sup> -9 <sup>th</sup> May 2018	Agro -Food Oman	<b>Kenya Embassy, Egypt , MOA</b>	Agriculture , Fisheries and Food	<b>Kenya Embassy, Egypt</b>
53.	27 <sup>th</sup> April-13 <sup>th</sup> May 2018	International Horticulture, Goyang South Korea	<b>Kenya Embassy Seoul, Korea, EPC, KFC, HCD</b>	Horticultural Products	Kenya Embassy Seoul, Korea
54.	May 2018	Trade Mission to Turkey	<b>Kenya Embassy in Turkey, EPC</b>	Fish, Tea, Coffee, Leather, Crude vegetable oil, Fruits, Nuts & Tobacco	Kenya Embassy in Turkey
55.	13 <sup>th</sup> -15 <sup>th</sup> June 2018	International Tea Show Japan	<b>Kenya Embassy, Japan, Tea Directorate, EPC</b>	Tea	Kenya Embassy, Japan
56.	1 <sup>st</sup> - 4 <sup>th</sup> May 2018	SEOUL Food- KINTEX	<b>Kenya Embassy Seoul, Korea</b>	Food and beverages	Kenya Embassy Seoul, South Korea
57.	7 <sup>th</sup> -10 <sup>th</sup> June 2018	Tea World Festival	<b>Kenya Embassy Seoul, Korea, Tea Directorate</b>	Tea	Kenya Embassy Seoul, South Korea
58.	21 <sup>st</sup> - 23 <sup>rd</sup> June 2018	Import Goods Fair	<b>Kenya Embassy Seoul, Korea</b>	Food and beverage, agriculture, commercial crafts	Kenya Embassy Seoul, South Korea
59.	5 <sup>th</sup> - 8 <sup>th</sup> September 2018	26 <sup>th</sup> World Food Istanbul	<b>Kenya Embassy in Turkey</b>	Food	Kenya Embassy in Turkey
60.	7 <sup>th</sup> - 16 <sup>th</sup> September 2018	87 <sup>th</sup> Izmir International Fair	<b>Kenya Embassy in Turkey</b>	Research and Development, Techno parks, Air conditioning, Heating and cooling, automotive	Kenya Embassy in Turkey
61.	20 <sup>th</sup> - 23 <sup>rd</sup> September 2018	5 <sup>th</sup> Istanbul Coffee Festival	<b>Kenya Embassy in Turkey</b>	Coffee	Kenya Embassy in Turkey



62.	1 <sup>st</sup> - 3 <sup>rd</sup> October 2018	World of perishables, Dubai, UAE	<b>HCD</b>	Perishable products	<b>HCD</b>
63.	10 <sup>th</sup> - 12 <sup>th</sup> October 2018	International Export and Plants Expo Tokyo	<b>Kenya Embassy, Japan, KFC, MFA</b>	Flowers & Medicinal Plants	Kenya Embassy, Japan, MFA
64.	6 <sup>th</sup> - 9 <sup>th</sup> February 2018	Gangneung Coffee Fair, Gangneung, South Korea	<b>Kenya Embassy Seoul, Korea, EPC, Coffee Directorate</b>	Coffee	Kenya Embassy Seoul, South Korea
65.	9 <sup>th</sup> - 11 <sup>th</sup> October 2018	HORECA Trade Fair- Amman, Jordan	<b>Kenya High Commission Egypt</b>	Food and agricultural products, tea, spices, coffee, dried fruits and nuts	Kenya High Commission Egypt
66.	5 <sup>th</sup> -10 <sup>th</sup> November 2018	China International Import Exposition	<b>Embassy of Kenya, China/EPC/CIIE &amp; SDT</b>	Tea, Coffee, Flowers, Tourism, Dried Fruits & Nuts	Embassy of Kenya, China, CIIE/EPC/SDT
67.	8 <sup>th</sup> -11 <sup>th</sup> November 2018	Seoul International Cafe Show	<b>Kenya Embassy Seoul, Korea</b>	Food and beverage	Kenya Embassy Seoul, South Korea
68.	November 2018	Market Survey- Amman , Jordan	<b>Kenya High Commission Egypt</b>	Potential Products	Kenya High Commission Egypt
69.	6 <sup>th</sup> - 9 <sup>th</sup> December 2018	Travel Turkey Izmir 12th Tourism Fair and Conference	<b>Kenya Embassy in Turkey</b>	Tourism	Kenya Embassy in Turkey
70.	1 <sup>st</sup> - 6 <sup>th</sup> December 2018	India Phama Week, India	<b>EPZA,</b>	Pharmaceuticals	<b>EPZA</b>

## NORTH AMERICA

71.	30 <sup>th</sup> January – 1 <sup>st</sup> February 2018	International Production and Processing Expo- Atlanta GA	<b>Kenya Embassy, Washington DC.EPC</b>	Textiles & Apparels	Embassy of the Republic of Kenya, Washington DC
72.	11 <sup>th</sup> - 14 <sup>th</sup> February 2018	Sourcing at Magic- Las Vegas NV	<b>Kenya Embassy, Washington DC/EPC/EPZA</b>	Apparels, Garments, Fashion clothing and accessories	EPC/EPZA

73.	20 <sup>th</sup> - 22 <sup>nd</sup> March 2019	World Floral Expo- Chicago, IL	<b>Kenya Embassy, Washington DC, EPC</b>	Flowers	Embassy of the republic of Kenya, Washington DC/ EPC
74.	19 <sup>th</sup> - 22 <sup>nd</sup> April 2018/2019	Global Speciality Coffee Exposition (GSCE) Seattle, WA	<b>Kenya Embassy, Washington DC, Coffee Directorate, EPC</b>	Coffee beans, roasted coffee, Packaged and Branded coffee	Embassy of the republic of Coffee Directorate/ EPC
75.	12 <sup>th</sup> -14 <sup>th</sup> June	World Tea Expo-Las Vegas, NV	<b>Kenya Embassy, Washington DC, AFFA-Tea Directorate</b>	Tea	Embassy of the republic of Kenya, Washington DC
76.	25 <sup>th</sup> - 27 <sup>th</sup> June 2018	International Floriculture Expo, Chicago, USA	<b>Kenya Embassy, Washington DC, KFC, MFA</b>	Flowers	KFC
77.	Annual	Corporate Council on Africa- US Africa Business Summit- Chicago, IL	<b>Kenya Embassy, Washington DC ,EPC</b>	Coffee, Tea, Tourism, Textiles, Garments  B2B Meetings	Embassy of the Republic of Kenya, Washington DC/MFA
78.	July - August 2019 Dates to be confirmed	AGOA Forum	<b>Kenya Embassy, Washington DC, EPC/SDT/ EPZA/ KenInvest MFA</b>	Minerals, Vegetables, Dairy Products, Commercial crafts, Fruits, Flowers, Garments & Textiles	Embassy of the Republic of Kenya, Washington DC/EPC/ SDT/EPZA/ KAM/ KenInvest/ MFA
79.	23 <sup>rd</sup> - 24 <sup>th</sup> September 2018	Canadian Coffee and Tea Show	<b>Kenya High Commission, Canada, EPC, AFFA Tea &amp; Coffee Directorate</b>	Tea, Coffee	Kenya High Commission, Canada
80.	October 2018 Dates to be confirmed	East Africa Chamber of Commerce Trade Conference- Dallas, TX	<b>Kenya Embassy, Washington DC, EPC</b>	All Sectors	Embassy of the Republic of Kenya, Washington DC

81.	October 2018 Dates to be confirmed	Corporate Council on Africa –US Africa Agribusiness Forum	<b>Kenya Embassy, Washington DC, EPC</b>	Textiles, Tea, Coffee, Tourism	Embassy of the Republic of Kenya, Washington DC
82.	November 2018 Dates to be confirmed	Corporate Council on Africa- Infrastructure conference	<b>Kenya Embassy, Washington DC, EPC</b>	Construction	Embassy of the Republic of Kenya, Washington DC
<b>EUROPEAN UNION</b>					
83.	18 <sup>th</sup> - 20 <sup>th</sup> January 2018	83 <sup>rd</sup> International Green Week	<b>Embassy of Kenya, Berlin</b>	Food, agriculture, livestock and agricultural machinery	Embassy of Kenya, Berlin
84.	18 <sup>th</sup> - 20 <sup>th</sup> January 2018	10 <sup>th</sup> Global Forum for Food and Agriculture	<b>Embassy of Kenya, Berlin</b>	Agricultural Forum	Embassy of Kenya, Berlin
85.	23 <sup>rd</sup> - 26 <sup>th</sup> January 2018	IPM Essen	<b>Embassy of Kenya, Berlin</b>	Horticulture	Embassy of Kenya, Berlin
86.	7 <sup>th</sup> - 9 <sup>th</sup> February 2018	Fruit Logistica, Berlin, Germany	<b>AFA-HCD EPC, Embassy of Kenya Berlin</b>	Fruits	Embassy of Kenya, Berlin
87.	4 <sup>th</sup> - 8 <sup>th</sup> February 2018/2019	International Spring Fair, Birmingham	<b>EPC, Embassy of Kenya, UK</b>	Gifts and Home Deco products	Embassy of Kenya, UK
88.	7 <sup>th</sup> - 11 <sup>th</sup> March 2018	International Tourism Bourse (ITB), Berlin	<b>Embassy of Kenya, Berlin/ KTB</b>	Tourism	Embassy of Kenya, Berlin KTB
89.	20 <sup>th</sup> - 23 <sup>rd</sup> March 2018	ANUGA- Cologne, Germany	<b>EPZA/ EPC</b>	Food Fair Culture Tourism	EPZA/EPC
90.	21 <sup>st</sup> - 23 <sup>rd</sup> March 2018	21 <sup>st</sup> International Food Service Trade Fair, Warsaw- Poland	<b>Kenya Embassy, Russia &amp; Coffee Directorate</b>	Food Fair Tourism services	Kenya Embassy, Russia/KTB/ AFA-HCD/ AFA-Coffee Directorate

91.	March 2018	International Conference on Foreign Direct Investment	<b>Kenya Embassy, Netherlands</b>	Services	Kenya Embassy, Netherlands
92.	26 <sup>th</sup> – 28 <sup>th</sup> April 2018	FRESKON International Trade Show, Thessaloniki-Greece	<b>Kenya Embassy, Italy/HCD</b>	Fruits & Vegetables	Kenya Embassy, Italy/HCD
93.	April 2018	Agriculture Mission by Farmers from Laikipia, Murang'a and Nairobi Counties	<b>Kenya Embassy, Netherlands</b>	Horticulture Agricultural Forum	Kenya Embassy, Netherlands
94.	9 <sup>th</sup> – 11 <sup>th</sup> May 2018	MACFRUIT Rimini Fair, Italy	<b>Kenya Embassy, Italy/HCD/Min. of Agriculture</b>	Fruits & Vegetables Handicrafts	Kenya Embassy, Italy/ AFA-HCD/ EPC/MOA
95.	6 <sup>th</sup> June 2018	London Produce Show and conference	<b>AFA - HCD</b>	Horticulture	AFA - HCD
96.	10 <sup>th</sup> – 12 <sup>th</sup> September 2018	TTG Incontri – International B2B Tourist Trade Fair, Rimini – Italy	<b>Kenya Embassy, Italy/KTB</b>	Tourism, Handicrafts	KTB
97.	14 <sup>th</sup> – 22 <sup>nd</sup> September 2018	Fiera Del Levante, Italy	<b>Kenya Embassy, Italy/EPC</b>	Agro-food processing & Technology, construction industry, Tea, Coffee, Crafts	Kenya Embassy, Italy
98.	September 2018	Africa Works 2018	<b>Netherlands Africa Business Council (NABC)</b>	Tea, Coffee, Crafts, Flowers, Services	NABC
99.	10 <sup>th</sup> - 12 <sup>th</sup> October 2018	COTECA	<b>Kenya Embassy Berlin, EPC, Tea &amp; Coffee Directorates</b>	Coffee, tea, cocoa	Embassy of Kenya, Berlin, Tea Directorate, Coffee Directorate
100.	7th-9th November 2018	International Horticulture Trade Fair	<b>AFA-HCD</b>	Horticultural products	AFA-HCD

101.	7 <sup>th</sup> - 11 <sup>th</sup> November 2018	Bazaar Berlin	<b>Kenya Embassy Berlin, EPC</b>	Handcrafts, home decor, textile and art	Kenya Embassy, Berlin
102.	25 <sup>th</sup> – 27 <sup>th</sup> October 2018	Trieste Espresso EXPO	<b>Kenya Embassy, Italy/</b>	Coffee Fair & Biennial B2B	Kenya Embassy, Italy/Coffee Directorate
103.	14 <sup>th</sup> - 16 <sup>th</sup> November	Amsterdam Produce Show	<b>AFA-HCD</b>	Agricultural products	AFA-HCD
104.	7 <sup>th</sup> - 9 <sup>th</sup> November 2018	The International Floriculture Trade Fair (ITFF)	<b>KFC, Kenya Embassy, Netherlands</b>	Flowers (cut & dried)	Kenya Embassy/ KFC
105.	January 2019	Flora Decora, Frankfurt, Germany	<b>KFC, Kenya Embassy, Berlin</b>	Flowers (cut & dried)	KFC
<b>EASTERN EUROPE</b>					
106.	5 <sup>th</sup> – 9 <sup>th</sup> February 2018	ProdExpo	<b>Kenya Embassy, Russia</b>	Food, beverages and food raw materials	Kenya Embassy, Russia
107.	15 <sup>th</sup> - 17 <sup>th</sup> March 2018	United Coffee and Tea Industry Event(UCTIE)	<b>Kenya Embassy, Tea &amp; Coffee Directorates/ EPC</b>	Tea, Coffee	Kenya Embassy, Russia
108.	18 <sup>th</sup> - 20 <sup>th</sup> March 2018	ProdExpo 2018	<b>Kenya Embassy in Russia</b>	Food, beverages and food raw materials	Kenya Embassy in Russia
109.	20 <sup>th</sup> - 22 <sup>nd</sup> March 2018	UITT 2018	<b>Kenya Embassy in Russia/KTB</b>	Tourism	Kenya Embassy in Russia
110.	20 <sup>th</sup> - 23 <sup>rd</sup> March 2018	InterBuildExpo 2018	<b>Kenya Embassy in Russia</b>	Architecture, construction tools and equipment	Kenya Embassy in Russia
111.	11 <sup>th</sup> -13 <sup>th</sup> April 2018	Astana Flora Expo	<b>Kenya Embassy, Russia/EPC</b>	Flowers, plants	Kenya Embassy, Russia,
112.	15 <sup>th</sup> -18 <sup>th</sup> May 2018	Kyiev Build 2018	<b>Kenya Embassy, Russia</b>	Construction	Kenya Embassy, Russia
113.	24 <sup>th</sup> - 26 <sup>th</sup> May 2018	St. Petersburg International Economic Forum	<b>Kenya Embassy, Russia</b>	Trade Forum Tea, Horticultural produce, Flowers	Kenya Embassy, Russia

114.	29 <sup>th</sup> - 31 <sup>st</sup> May 2018	Inter Food Astana	<b>Kenya Embassy, Russia</b> EPC, AFFA	Foodstuff	Kenya Embassy, Russia
115.	5 <sup>th</sup> - 9 <sup>th</sup> June 2018	Belarusian AgroIndustrial Week BeLAgro-2018	<b>Kenya Embassy, Russia</b>	Agro industrial machinery, Animal husbandry	Kenya Embassy, Russia
116.	August 2018 Dates to be confirmed	Flowers 2018 Russia Exhibition Centre	<b>Kenya Embassy, Russia,</b> KFC,EPC	Flowers	Kenya Embassy, Russia
117.	11 <sup>th</sup> - 13 <sup>th</sup> September 2018	Flowers Expo MVC Crocus Expo Moscow	<b>Kenya Embassy, Russia,</b> KFC,EPC, HCD	Flowers	Kenya Embassy, Russia
118.	17 <sup>th</sup> - 20 <sup>th</sup> September 2018	World Food Moscow	<b>Kenya Embassy, Russia,</b> EPC, HCD	Food and Drinks industry	Kenya Embassy, Russia
119.	24 <sup>th</sup> - 27 <sup>th</sup> September 2018	Moscow Coffee and Tea Expo	<b>Kenya Embassy, Russia,</b> AFFA-Tea Directorate, AFFA-Coffee Directorate	Tea, coffee	Kenya Embassy, Russia
120.	26 <sup>th</sup> - 28 <sup>th</sup> September 2018	Tour Business	<b>Kenya Embassy, Russia</b>	Tourism, Insurance	Kenya Embassy, Russia
121.	23 <sup>rd</sup> - 26 <sup>th</sup> October 2018	ProdExpo 2018	<b>Kenya Embassy, Russia</b>	Specialized Wholesale Exhibition	Kenya Embassy, Russia

#### ANALYSIS OF DISTRIBUTION OF EVENTS PER REGION

	REGION	NO. OF EVENTS	FAIRS & EXHIBITIONS	TRADE MISSIONS	MARKET SURVEYS
1	EAST AFRICA COMMUNITY	24	24	-	-
2	COMESA	10	9	-	1
3	REST OF AFRICA	8	7	1	-
4	ASIA , MIDDLE EAST & THE FAR EAST	28	23	4	1
5	NORTH AMERICA	12	7	5	-
6	EUROPEAN UNION	23	20	3	-
7	EASTERN EUROPE	16	15	1	-
	<b>TOTAL</b>	<b>121</b>	<b>105</b>	<b>14</b>	<b>2</b>

## **COLLABORATING TRADE SUPPORT INSTITUTIONS (TSIs)**

1. **AFIPEK** Kenya Fish Processors and Exporters Association
2. **ASK** Agricultural Society of Kenya
3. **BKB** Brand Kenya Board
4. **AFA** Coffee Directorate
5. **AFA** Tea Directorate
6. **AFA** Horticultural Crops Directorate
7. **AFA** Pyrethrum Directorate
8. **AFA** Coffee Directorate
9. **AFA** Fibre Crops Directorate
10. **EPC** Export Promotion Council
11. **EPZA** Export Processing Zones Authority
12. **FPEAK** Fresh Produce Exporters Association of Kenya
13. **ICT Board** ICT Board
14. **KAM** Kenya Association of Manufacturers
15. **KBA** Kenya Beekeepers Association
16. **KDB** Kenya Dairy Board
17. **KFC** Kenya Flower Council
18. **KEPHIS** Kenya Plant Health Inspectorate Services
19. **KHC** Kenya Honey Council
20. **KENINVEST** Kenya Investment Authority
21. **KIPI** Kenya Industrial Property Institute
22. **KNCCI** Kenya National Chamber of Commerce & Industry
23. **KRA** Kenya Revenue Authority
24. **KTDA** Kenya Tea Development Agency
25. **KTDC** Tourism Finance Corporation
26. **LDC** Leather Development Council
27. **MoALF** Ministry of Agriculture, Livestock and Fisheries
28. **MFA** Ministry of Foreign Affairs
29. **MT** Ministry of Tourism
30. **MIT&C** Ministry of Industry, Trade & Cooperatives
31. **MEAC** Ministry of EAC Integration
32. **MSEA** Micro Small Enterprise Authority
33. **WEF** Women Enterprise Fund
34. **YEDFB** Youth Enterprise Development Fund Board