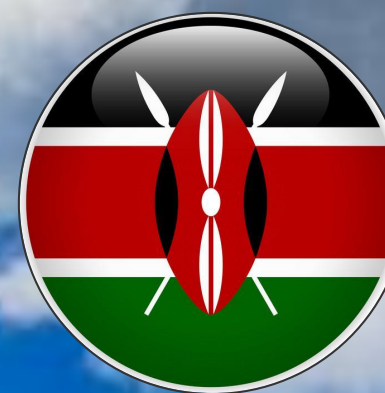




Invest in Njimia (K) Limited



MITI
MINISTRY OF INVESTMENTS,
TRADE & INDUSTRY





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Why Kenya



3rd largest

economy in sub-Saharan Africa.



US\$ 110.35 Bn

7.5% growth

Dominant economy in EAC
≈46% of EAC's GDP.



US\$ 2,081.8

+75% growth since 2010

Growing middle-class with an
increasing appetite for high-value
goods and services.



- Regional economic hub
- Host to over 200 Multinational Corporations with regional & continent-wide HQs in Nairobi
- Robust financial system
 - 43 banking institutions
 - 9 representative offices of foreign banks,
 - 13 Microfinance Banks,
 - 3 credit reference bureaus
 - 19 Money Remittance Providers
 - 73 forex bureaus

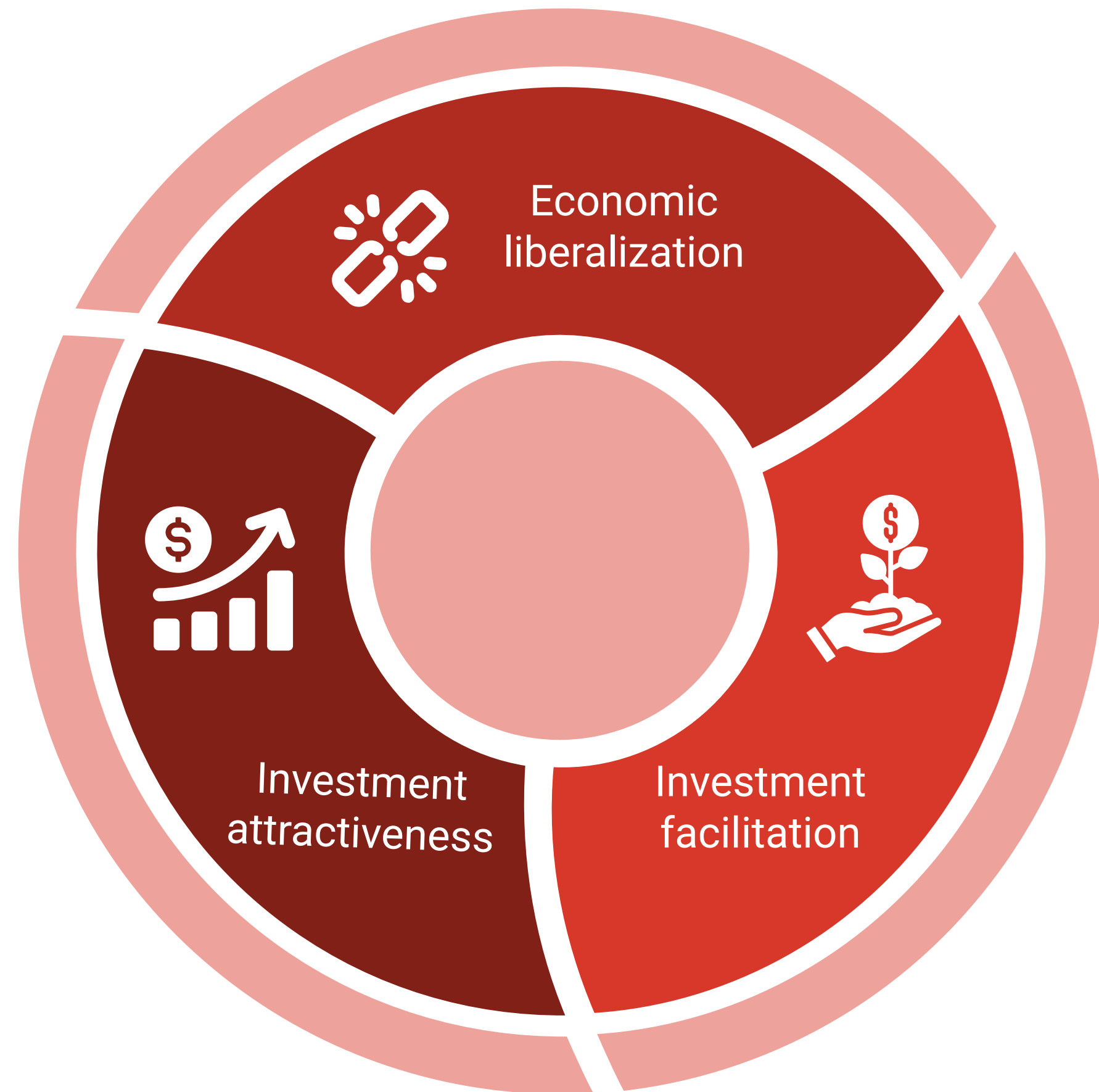


- Africa's UN HQs (UNON) which is one of four main UN secretariat duty stations globally.
- Global headquarters of UNEP and UN-Habitat, together with a joint presence of 23 other UN Agencies.



- Communications & Logistics hub of the region
- Access to regional transport corridors.
 - 4 international airports
 - 2 sea ports and 2 ICDs
 - 30-freight and 2-passenger rail services daily between Nairobi and Mombasa.

The Investment Environment is Conducive



1

- Guaranteed repatriation of capital and profits
- Constitutional protection against expropriation
- Investment guarantee against non-commercial risks: ICSID, MIGA and ATIA

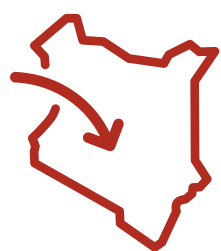
2

- One stop shop facilitation
- Periodic Presidential roundtables with private sector
- Digitization of government services
- Facilitative Industrial zone programs - EPZs & SEZs

3

- Political and macroeconomic stability.
- High labour productivity: a large pool of youthful, trainable and literate workforce
- Globally competitive:
 - 56th in the Ease of Doing Business
 - 1st for five years in a row in financial inclusion
 - 1st globally in protection of minority investors
 - Nairobi – Africa's leading business travel destination and hub for impact investors.
 - 2nd in Africa in the logistics performance index

Wide Market Access & Good Trade Relations



US\$ 17.43 Bn
Total Imports



US\$ 6.09 Bn
Total Exports

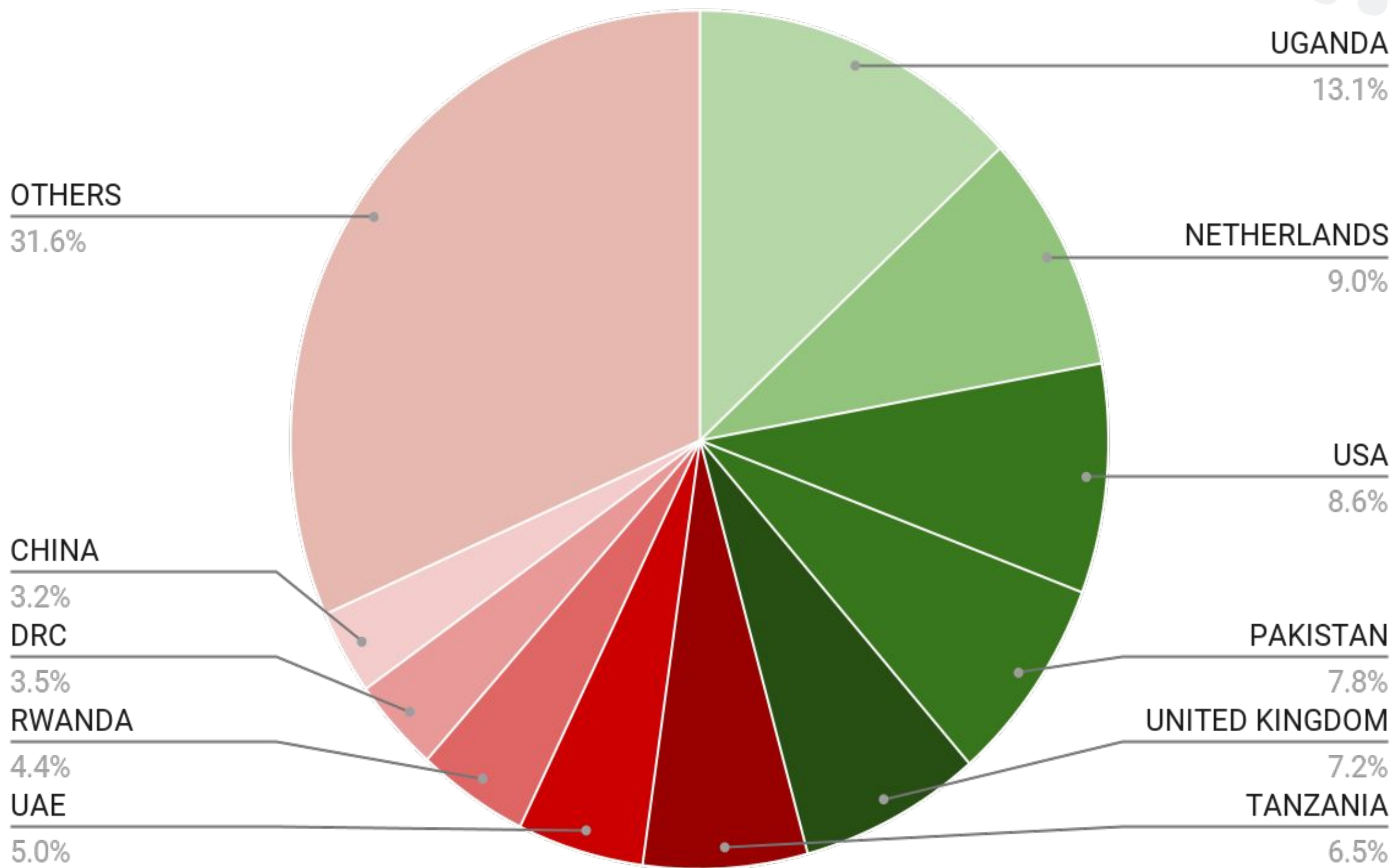
Preferential Trade Agreements

1.7Bn ~ **US\$ 40Tn**
Population Market value

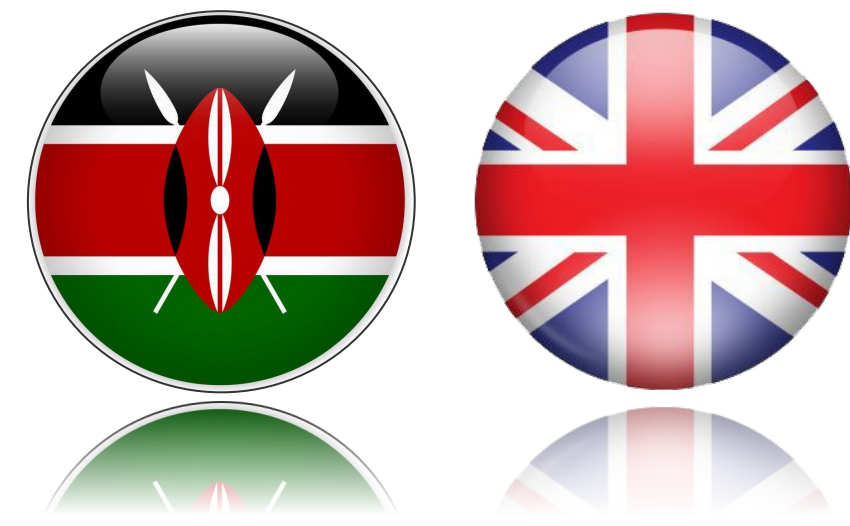


Kenya's untapped
export potential

~ US\$ 4.1 Bn (ITC)



Existing Bilateral Trade Treaties with United Kingdom



Economic Partnership Agreement: In 2021, Kenya and the UK signed a trade agreement that seeks to deepen trade and investment ties between the two countries by providing a framework for the elimination of tariffs and non-tariff barriers.

Development Cooperation Agreement: In 2018, Kenya and the UK signed a development cooperation agreement, which aims to strengthen cooperation in areas such as health, education, governance, and security.

Double Taxation Agreement: In 1976, Kenya and the UK signed a double taxation agreement, which seeks to prevent double taxation of income earned by residents of the two countries.

Air Services Agreement: In 1967, Kenya and the UK signed an air services agreement, which allows airlines from the two countries to operate scheduled services between them.



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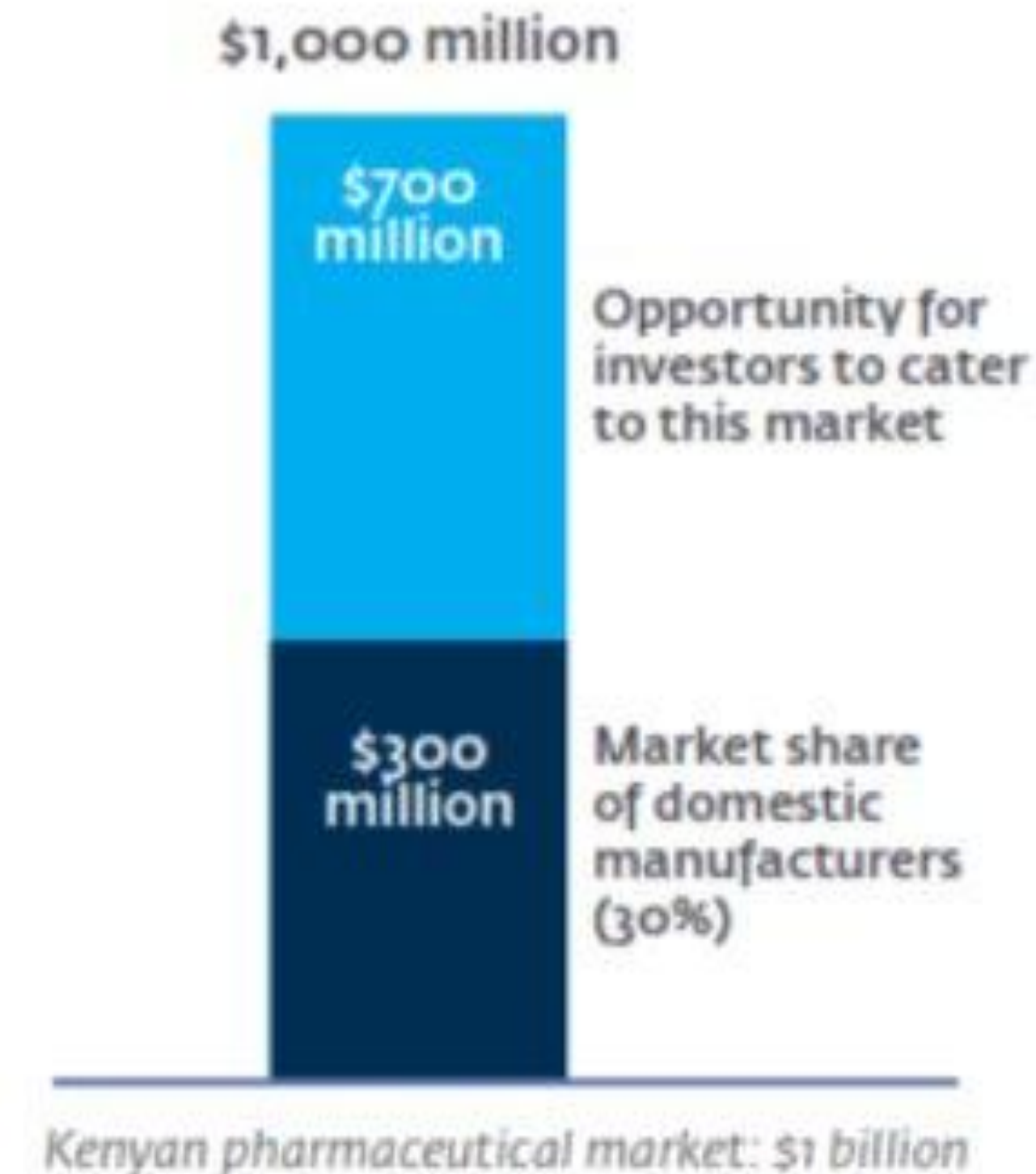
Kenya's Pharmaceutical Industry Overview

The pharmaceutical industry in Kenya is a vital part of the country's healthcare system, providing a range of essential medicines and other healthcare products to meet the needs of the population.

Kenya has a well-developed health sector and manufacturing industry, with the capacity to manufacture some health products (medicines and associated medical consumables) for both internal and export markets, with several local and international companies operating in the market.

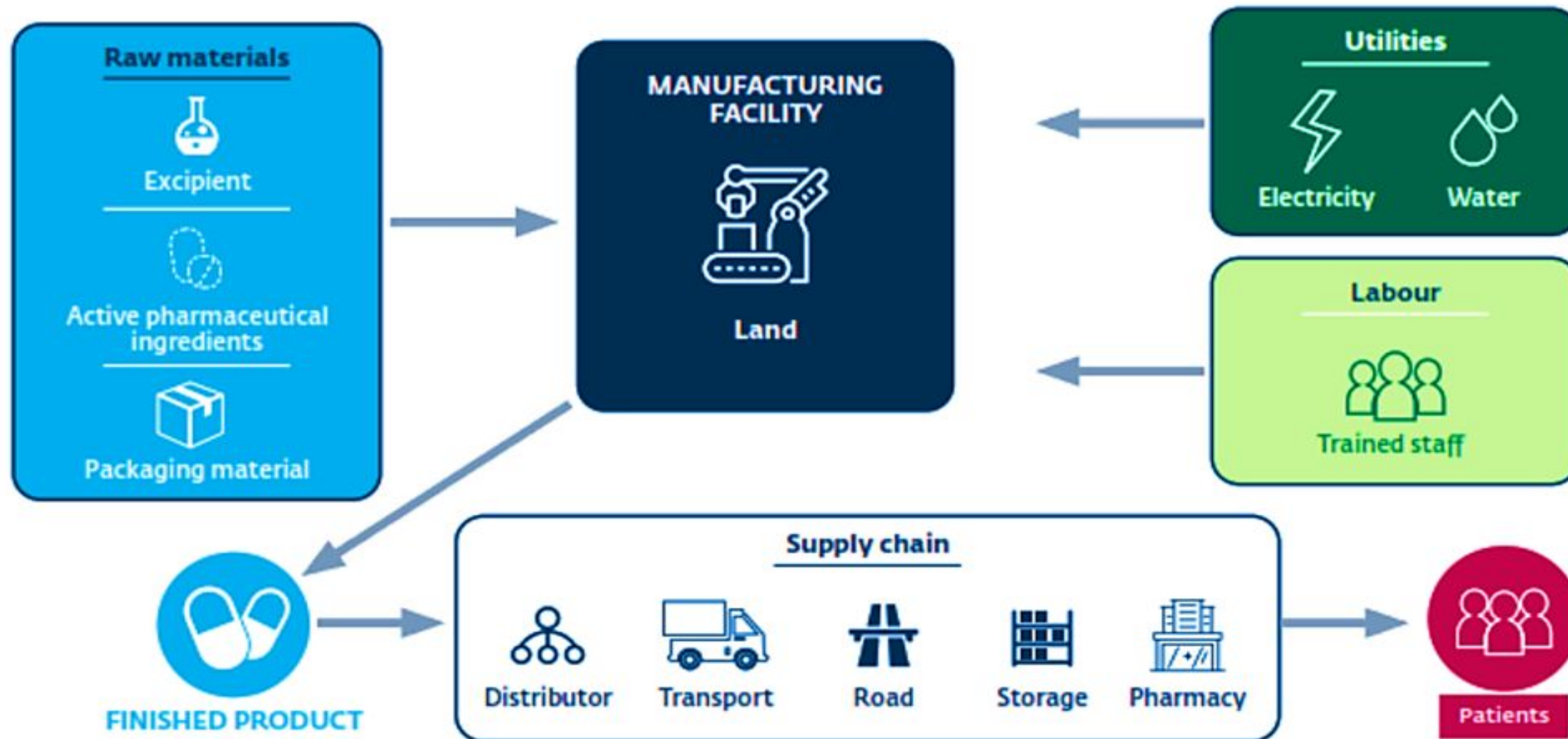
Kenyan manufacturers currently hold 30 percent of **the \$1 billion Kenyan pharmaceutical market**. There is therefore an opportunity for investors to cater to the remaining 70 percent.

Domestic pharmaceutical opportunities for investors



The Pharmaceutical Industry Manufacturing Chain

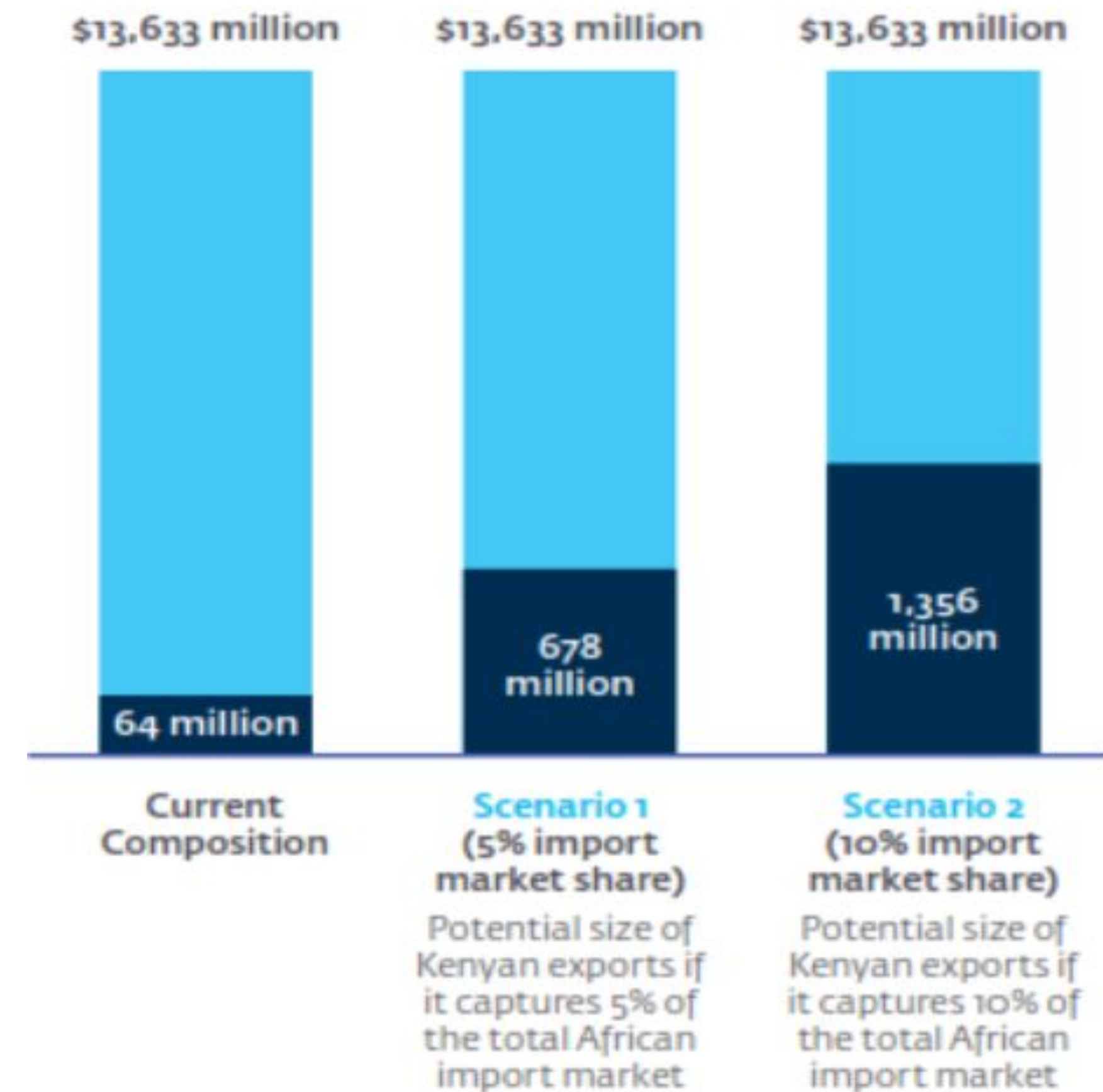
Key requirements for manufacturing industry



Investment Opportunities in the Industry

- Developing and marketing innovative and high-quality pharmaceutical products:
- Expanding distribution networks and increasing access to essential medicines:
- Developing partnerships and collaborations with local and international organizations, such as research institutions and non-profit organizations, to develop and market new pharmaceutical products and improve access to healthcare.
- Investing in research and development:
- Providing training and capacity building skills of personnel in the pharmaceutical industry.

Export opportunities size and scenarios for investors



About Njimia (K) Limited

Njimia Kenya Limited (NKL) is a locally owned pharmaceutical manufacturing company registered under the Kenyan law. It started operations in 2014. It is located in Kikuyu, Kiambu County.

- The company has one site of manufacturing located in Kajiado County, is licensed to operate by the Kenyan regulator, Pharmacy and Poisons Board (PPB).
- The company manufactures all types of generic medicines for the local market.
- NKL manufactures various medication which include; painkillers, analgesic drugs, diuretics, antacids, creams, and syrups.
- The Company employs 91 members of staff on permanent basis and hires casuals for packaging and delivery on need basis.
- Current sales average USD 1.0 million per annum
- The Company has a current asset base of USD 2.2 million
- The company is privately owned with KDC having injected a start up capital of USD 1.4 million



Njimia Kenya Ltd



Njimia (K) Limited

Value Proposition

- The Company has 9 years' experience in the sector
- The company has a ready wholesale market as well as bulk institutional purchasers because of their aggressive marketing efforts
- The company is strategically located and operating from their own premises with adequate room for expansion.
- The manufacturing plant is efficient with modern machines installed and is well maintained.
- KDC is already a co-investor in the project and is committed to its success.



Njimia (K) Limited

The Opportunity

- The Company is seeking a strategic partner to inject working capital and upgrade and expansion of the company to the tune of **USD 8.0 million**
- Further, the company has plans to expand their market to reach the whole East-Africa region starting with Rwanda. This presents an opportunity for an investor to venture into the wider EA market.
- Investing in the sector directly impacts linkages in other sectors of the economy including transport, warehousing, retail , healthcare among others.
- The specific sub-sector is key in ensuring access to affordable healthcare.





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Get started with KenInvest and KDC



Kenya Investment Authority

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Website: www.invest.go.ke

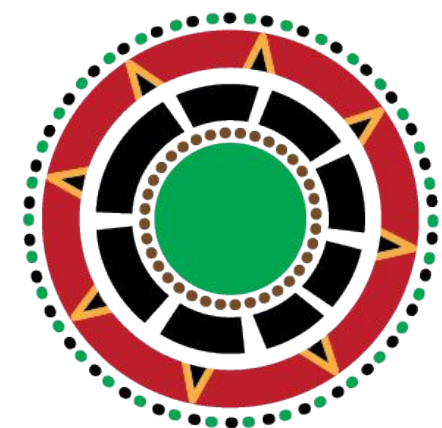


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MAKE IT KENYA



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PROMOTING INVESTMENTS IN KENYA



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