

# U.S.–Kenya Commercial Announcements

Visit of President Uhuru Kenyatta to the United States  
August 27, 2018



## Private Sector Deals

Project	Parties	Description	Value
Kipeto Wind Farm	<u>U.S.:</u> Overseas Private Investment Corporation; General Electric (GE)  <u>Kenya:</u> Kipeto Energy, Ministry of Energy	OPIC has signed an agreement to provide \$233 million in financing to Kipeto Energy, supporting the construction and operation of a 100-megawatt, grid-connected wind power plant south of Nairobi. This project received transaction advisory assistance from USAID through the U.S. Power Africa initiative, and will provide a more reliable source of energy to Kenya's national grid. Turbines will be provided by General Electric.	\$233 million
Acorn Housing Project Loan Facility	<u>U.S.:</u> Overseas Private Investment Corporation; Helios Investment Partners  <u>Kenya:</u> Acorn Housing	Through a facility with Helios Investment Partners, OPIC will finance the operation of two affordable student housing projects. Formal, affordable, institutional rental housing in emerging markets is a rarity due to a focus on home ownership, land acquisition, the lack of long-term financing, and limited property-management capacity. The Acorn Housing Project Loan Facility will be used to develop, construct, and operate rental properties of up to 10 mixed-use apartment buildings for up to 5,200 units.	\$50 million
Spare Parts Supply Contract	<u>U.S.:</u> Boeing  <u>Kenya:</u> Kenya Airways	In July 2018, Kenya Airways and Boeing announced a \$46 million agreement to use Boeing's Consumable and Expendable Services through a global network of parts and on-demand services for the airline's fleet of (14) 737s and (8) 787s. Kenya Airways will be the first carrier in Africa to use Boeing's Consumable and Expendable Services.	\$46 million
Composite Manufacturing Facility for Innovative Infrastructure and Affordable Housing Solutions	<u>US:</u> Kenya Komposites  <u>Kenya:</u> Komposites Kenya Ltd.; Ministry of Transport, Infrastructure, Housing, and Urban Development; Nyeri County Government	Kenya Komposites has signed an MOU with the Nyeri County Government for the provision of affordable housing, smart street lighting, and utility poles, and is in the final stages of signing an MOU with the Department of Housing for the provision of affordable housing units, innovative composite building and infrastructural materials, and development of smart communities. Construction of the new manufacturing facility – to be located at the Science and Technology Park at Dedan Kimathi University of Technology in Nyeri County – will begin September 2018. This investment will directly support President Kenyatta's Big Four agenda goals in manufacturing and affordable housing.	\$15 million (for construction of manufacturing facility)
Twiga Foods Marketplace	<u>U.S.:</u> Overseas Private Investment Corporation  <u>Kenya:</u> Twiga Foods	OPIC has signed a letter of commitment with Twiga Foods for \$5 million in financing to expand its produce distribution business and improve food security and agricultural wages in Kenya. The partnership with Twiga, which connects farmers with a majority female network of vendors, advances OPIC's 2X Women's Initiative to mobilize \$1 billion of investment in women and Connect Africa Initiative to invest \$1 billion in enhanced connectivity in Africa. It also supports President Kenyatta's Big Four agenda goal of food security.	\$5 million
Pyrethrum Processing Facility	<u>U.S. and Kenya:</u> Kentegra	Kentegra is helping revitalize the pyrethrum sector in Kenya, with a transformative impact on Kenyan farmers. As a U.S.-backed Kenyan-American company, Kentegra is investing more than \$4 million into a new production facility to manufacture an active ingredient from the chrysanthemum (pyrethrum) flowers used for organic insecticides and pesticides. This effort supports two of President Kenyatta's Big Four agenda goals: increase manufacturing and boost food security.	\$4 million

## Government-to-Government Announcements

Project	Government Entities	Description	Value
Digital Government, National ICT Network	<p><u>U.S.:</u> United States Government (e.g. U.S. Export-Import Bank, U.S. Trade and Development Agency)</p> <p><u>Kenya:</u> Ministry of Information, Communications and Technology (ICT)</p>	The United States Government and the Government of Kenya have announced their first project for intended collaboration under the June 2018 Kenya-U.S. Memorandum of Understanding to focus joint efforts on developing and implementing strategic infrastructure and Big Four priority projects. The project is to develop a nationwide integrated digital information and communications technology infrastructure for the Government of Kenya. The Governments' intended collaboration will include identifying American companies that can provide the full range of solutions for the project, and determining a tailored package of U.S. Government financing and technical support.	\$500 million (expected value of project to be developed)
Procurement Orientation Visit to the U.S.	<p><u>U.S.:</u> U.S. Trade and Development Agency (USTDA)</p> <p><u>Kenya:</u> Government of Kenya</p>	USTDA will sponsor up to 15 officials and provide an introduction to the challenges of value-based procurement: professionalization of the procurement workforce, anti-corruption issues, and the establishment of e-procurement systems.	
Reverse Trade Mission: Emergency Management	<p><u>U.S.:</u> U.S. Trade and Development Agency (USTDA)</p> <p><u>Kenya:</u> Ministry of the Interior</p>	USTDA will host a reverse trade mission to connect Kenyan decision-makers with leading U.S. emergency management companies and solutions providers to enhance communication capabilities among Kenyan emergency response departments during fire, police, or health-related emergencies, improving all Kenyans' access to emergency resources and responders.	