

Export and Investment Promotion Planning System

MISSION: 303 NAIROBI

COUNTRY: 279 KENYA

Some Canadian exporters to this market in this sector(sub-sector) have enjoyed success previously as a result of a variety of factors which the trade office reports to include:

- aggressive marketing on the part of Canadian Exporters
- competitive export pricing for this market
- strong sectoral capability in Canada

In support of Canadian exports in this sector (sub-sector) the Trade Office is currently engaged in activities which include:

Activity: PROMOTE PROPOSAL SUBMITTED BY CDN COMPANY FOR EXTENSION OF MOMBASA-NAIROBI OIL PIPELINE TO UGANDAN BORDER.

Results Expected: CONTRACT FOR CDN COMPANY IF PROPOSAL ACCEPTED

Activity: PROMOTE PROPOSAL SUBMITTED BY CDN COMPANY FOR REHABILITATION AND UPGRADING OF MOMBASA OIL REFINERY.

Results Expected: CONTRACT FOR CDN COMPANY IF PROPOSAL ACCEPTED

For the next fiscal year, the Trade Office is planning to undertake the following new export support initiative(s) in this sector (sub-sector):

Activity: INVESTIGATE PLANS FOR EXPLORATION, EQUIPMENT TENDERS, ESPECIALLY GEOTHERMAL SECTOR AND REPORT TO DRIE, DEA, PROVINCES.

Results Expected: POSSIBLE CONTRACTS FOR DRILLING, SERVICES OR EQUIPMENT. INTRODUCE TWO NEW COMPANIES TO MARKET.