

African Development Bank
BUSINESS OPPORTUNITIES SEMINAR



Nairobi, **Kenya**

October 02 - 04, 2017

Crowne Plaza Hotel



Light up & power Africa



Feed Africa



Integrate Africa



Industrialise Africa



Improve the quality of life for the people of Africa



AFRICAN DEVELOPMENT BANK GROUP



AfDB BOS

Date	October 2-4, 2017
Venue	Crown Plaza Hotel, Nairobi, Kenya
Hosted by	Resource Mobilization and Partnerships Department (FIRM) with support from the Regional Development, Integration and Business Delivery Directorate for East Africa (RDGE)

Background

The African Development Bank (AfDB) is organizing a Business Opportunities Seminar (BOS) from October 2 to 4, 2017, in Nairobi, Kenya. BOSs are one-stop fora for consultants, contractors, manufacturers, and suppliers from the Bank Group's member countries looking to provide goods and services to AfDB Group projects in Africa. BOSs help strengthen the relationship between the AfDB and its shareholders and the private sector. Participants will be introduced to the AfDB priority sectors, referred to as the Bank's High 5s, namely: Feed Africa (agriculture), Light up & Power Africa (energy), Integrate Africa (transport infrastructure), Industrialize Africa (private sector development) and Improve the Quality of Life of the People of Africa (water and sanitation, and human development).



Objectives

The BOS is intended for participants to:

- Learn about the Bank Group's strategic direction, operational priorities, project pipeline and ongoing sovereign and non-sovereign operations;
- Hear about the Bank Group's financial products and instruments;
- Meet with Bank Group sector (and if requested, regional) specialists;
- Network with other consulting firms and equipment suppliers in non-regional and regional member countries of the Bank Group;
- Listen to presentations on how to qualify for AfDB-financed contracts; and
- Discover what business opportunities are available, and where across Africa.

Expected outputs

The BOS expects to increase the pool of competent providers of goods and services that can qualify for AfDB projects, thereby contributing to the efficient implementation and ultimate success of Bank Group's development initiatives.

Program

The three-day event will consist of plenary sessions as well as one-on-one sessions to allow for more in-depth discussions on the various sectors, geographic distribution of ongoing and upcoming projects etc.

The program will be built around the following topics:

1. Presentation by the Resource Mobilization and Partnerships Department (FIRM).

- Overview of the Bank Group: general presentation on the Bank's financing windows, organizational structure, member countries, and key high-level data.

2. Presentation by the Strategy and Operational Policy Department (SNSP)

- Overview of the Bank Group vision, and strategy including emerging initiatives, policies as well as general operational activities highlighting the current lending program.

3. Presentation by the Regional Development, Integration and Business-Delivery East Africa Directorate (RDGE).

- Overview of how the African Development Bank Group supports regional integration through decentralization, the key achievements and challenges.

4. Presentation by the Fiduciary, Financial Management and Procurement Policy Department (SNFI).

- Overview of the Bank's procurement rules and procedures, statistics on procurement under Bank Group financed projects, as well as the avenues for accessing opportunities.

5. Presentation by the various Operational Departments conducting non-sovereign and sovereign operations.

Outline of the non-sovereign and sovereign business opportunities, highlighting the opportunity for Africa-based vendors, suppliers, manufacturers and technical consultants to contribute to economic transformation in Africa.

Description of ongoing and potential non sovereign and sovereign operations in sectors of interest.

One-on-one Meetings

One-on-one meetings will begin on Tuesday, 2 October from 14h00 to 18h00. The third day will be entirely devoted to networking and business development sessions.

They will allow for in-depth discussions between Bank staff and interested BOS participants, as well as between the various consultancies and firms attending the event.

Target participants

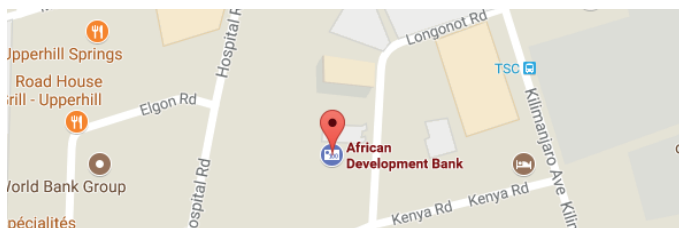
- Consultants and consulting firms
- Civil works contractors
- Manufacturers
- Suppliers
- Commercial attaches of embassies/trade commissioners
- Export-Import Banks



Practical information

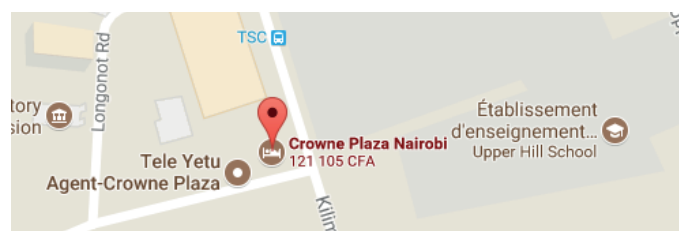
AfDB Regional Directorate East Africa

Khushee Tower
10 Longonot Road, Upper Hill
P. O. Box 4861-00200
Nairobi, KENYA
Tel : +254 202712925/6/8



Business Opportunity Seminar Venue

Crowne Plaza Hotel
Kenya Road, Upper Hill
Telephone: +254202746100/254719096000
Email: info@cpnairobi.com
Website: Crowne Plaza Hotel



Registration

Participants are invited to register using the below link, no later than 20 September 2017

If you are having difficulty logging in, please contact us at BOS2017@afdb.org

General Visa Information

Depending on your country of nationality, a valid passport and visa may be required to enter Kenya. Nationals of the following countries do not require a visa to enter Kenya: **Burundi, Ethiopia, Botswana, Ghana, Lesotho, Malawi, Mauritius, Namibia, Rwanda, Swaziland, Seychelles, Sierra Leone, South Africa (for less than 30 days stay), Tanzania, Uganda, Zambia, and Zimbabwe.**

Nationals of all other countries may be issued with visas on application or on arrival except the following African countries who must obtain a visa before travelling to Kenya: **Cameroon, Eritrea, Libya, Mali, Senegal and Somalia.** Nationals of these mentioned countries are advised to submit visa application documents at least 10 working days before the intended date of travel.

All other visitors who require a visa can apply online at <https://www.ecitizen.go.ke/> or obtain a visa upon arrival. Kindly note that visa on arrival can be long process, often with an extended waiting period in long queues. The current single entry visa fee is US\$50. Only cash or money order is accepted. In addition, visas are normally valid for within three months of the date of entry to Kenya.

Additional information can be obtained at the following links:

<http://www.immigration.go.ke/Information.html>

Vaccinations

Participants should ensure that they have a valid yellow fever immunization card as this may be requested. Kenya requires travelers entering the country to present a valid yellow fever card. Participants who do not have a valid yellow fever card will need to be vaccinated before entry.

For more information, visit: <http://www.tmb.ie/destinations/vaccinations-for-kenya>

Arrival and Transportation

The major international airport in Kenya is the Jomo Kenyatta International Airport and many airlines have direct flights to and from Nairobi, the Kenyan capital city. Several airlines have scheduled flights to Kenya from Europe: Emirates Airlines; British Airways; Royal Air Maroc; Brussels Airlines; Swiss International Airlines; Ethiopian Airlines; Egyptair; South African Airways; Kenya Airways; Turkish Airlines etc.

Additional information can be obtained at the following links:

<https://kaa.go.ke/airports/our-airports/>

<https://kaa.go.ke/corporate/partnerships/airlines/>

It should be noted that participants will have to arrange their own travel from their respective countries as well as local transportation to the hotel of their choice from the airport. Taxis are available at the airport. If need be, taxi companies can be directly reached at the following links:

Uber: <https://www.uber.com/cities/nairobi>

Little Cab: <http://little.co.ke/>

We strongly recommend you to use a shuttle service of the hotel, if available.

Accommodation

We encourage participants to make their reservations in one of the following hotels, where we have secured a number of standard rooms at negotiated rates (the related registration forms are attached). In order to ensure room availability at negotiated rates, it is highly recommended to make reservations as early as possible, and in any case by 20 September 2017.

Crowne Plaza

Telephone: +254202746100/254719096000

Email: info@cpnairobi.com
www.ihg.com/crowneplaza/hotels/

Sarova Panafric

Telephone: +254202767000/254709111000

Email: panafric@sarovahotels.com
www.sarovahotels.com/panafric

Sarova Stanley

Telephone: +254202757000/2540719048000

Email: sarovastanley@sarovahotels.com
www.sarovahotels.com/stanley/

Inter-Continental Hotel

Telephone: +254203200000
www.ihg.com/intercontinental/hotels

DusitD2

Telephone: +254204233000/254 20 4233000

Email: info.Nairobi@dusit.com
www.d2nairobi.com

Town Lodge Hotel

Telephone: +254 20 2881600

Email: stay@countrylodge.co.ke
<https://clhg.com/hotels/902/Town-Lodge-Upper-Hill-Nairobi-Kenya>

Serena Hotel

Telephone: +254 20 2822000
www.serenahotels.com/default-en.html

Radisson Blu Hotel

Telephone: +254(0)709810000

Email: info.nairobi@radissonblu.com
www.radissonblu.com/en/hotel-nairobi

Hill Park Hotel

Telephone: +254202724312

Email: reservations@hillparkhotel.com
www.hillparkhotel.com/index.php

Hilton Hotel

Telephone: +254202288000

<http://www3.hilton.com/en/hotels/kenya/hilton-nairobi-NBOHITW/index.html>

Villa Rosa Kempinski

Telephone: +254703049000

Email: reservations.nairobi@kempinski.com
www.kempinski.com/en/nairobi/hotel-villarsa/

Park Inn

Telephone: +254709498000

Email: reservations.nairobi@rezidorparkinn.com
www.parkinn.com/hotel-nairobi

GemSuites

Telephone: +254 20 2635543

www.gemsuites.com



Useful notes

Facilities

- Crowne Plaza Hotel facilities are accessible to persons with disabilities and assistance will be provided if needed.

Wi-Fi




- Wi-Fi will be available throughout the meeting venue. The login credentials will be provided to participants at the time of registration.

Travel and other costs

- While attendance to the event is free, AfDB does not cover the daily subsistence for the participants. However, coffee breaks will be offered to all participants during the event at the venue of the event.
- Participants will likewise, be responsible for all travel-related costs for participation in the BOS. This includes return airfare, hotel accommodation, daily subsistence, ground transport, and visas, if required.
- Participants are expected to make their own arrangement for lunch.



Other Useful Information

Communication	
	<p>The International Dialing Code for Kenya is + 254 and Nairobi area code is 20, followed by the number. Time Zone: Kenya Time Standard Time is 3 hours ahead of Greenwich Mean Time (GMT+3). You may purchase local SIM cards at the airport or in other stores at a cost of about US\$ 1.</p>
Weather	
	<p>Kenya enjoys a tropical climate. The weather in October is expected to warm and cool, with average highs of 24 degrees Celsius and lows of 14 degrees. It is also not unusual to experience some rain during the month.</p> <p>Participants are advised to carry a range of clothing for variable weather conditions. Please check online for weather updates.</p>
Medical	
	<div> <div> <p>THE NAIROBI HOSPITAL Argwings Kodhek Road PO BOX 30026 00100 Tel: 020 2845000, 020 2714400, 0722 204 114/5/6/7, 0733639303 Fax: 020 2713662, 020 2728003 Email: inquiry@nbihosp.org admissions@nbihosp.org</p> </div> <div> <p>THE AGA KHAN UNIVERSITY HOSPITAL 3RD, Parklands Avenue/ Limuru PO BOX 30270 00100 Nairobi Tel: 020 3740000, 020 374 2531, 0711092000, 0722204146 Fax: 020 3741749, E mail: akhn@akhskenya.org</p> </div> <div> <p>M P SHAH HOSPITAL Shiva Chi Road Parklands PO BOX 14497 00800 Tel: 020 3742763-7 Fax: 020 3746177 E mail: info@mpshahhosp.org</p> </div> </div> <div> <p>THE MATER HOSPITAL South B Dunga Road P O BOX 30325 00200 Tel: 020531197/9, 020 536572/7, 0724 531199, 0722 828629, 020 558179, 0734 418971 Email: ceo@materkenya.com</p> <p>GURU NANAK RAMGARHIA SIKH HOSPITAL Muranga Rd P. O. Box 33071 – 00600 Ngara Rd Nairobi. Tel: 0 (20) –6763481 Fax: 0(20) –6763482 Mobile: 0722203884, 0733600495</p> <p>AVENUE HOSPITAL 1stParklands Avenue PO Box 35534 00200 Tel: 020 3742907, 3744554, 3745570, 374230, 3741521, 3749108, 0722 854221</p> </div>

Shopping



Most businesses are generally open from 8H00 to 17H00. However, some shopping malls operate until late in the night.

Delegates who wish to shop may seek advice from their hotels on the nearest shopping facilities.

Shopping Malls & Grocery Stores

Westgate Shopping Mall – Westlands, Mwanzi Road

The Sarit Centre - Yaya

The Junction Mall – Ngong Road

T- Mall – Langata Road

Thika Road Mall (TRM) – Thika Road

Garden City Mall – Thika Road

Tourism



Kenya is a popular tourism destination throughout the year. Tourist attractions range from the white sandy beaches at the coast to scenic landscapes, memorable mountain expeditions and the majestic beauty of a wide variety of flora and fauna. The month of August is known for the great wildebeest migration in the Savannahs of the Maasai Mara, also one of the wonders of the world.

Nairobi is also the only city in the world that boasts of a National Park within its proximity.

Nairobi National Park



A short drive out of Nairobi's central business district is the Nairobi National Park. Wide open grass plains and the backdrop of the city's skyscrapers amongst scattered acacia bush play host to a wide variety of wildlife including the endangered black rhino, lions, leopards, cheetahs, hyenas, buffaloes, giraffes and diverse birdlife with over 400 species recorded. Visitors can enjoy the park's picnic sites, three campsites and the walking trails for hikers.

Park Entry Fee for Non-Kenyan Resident: **US\$ 50.**



For more information, please contact us at:

BOS2017@afdb.org