

# Kenya-Norway Business Forum 2020

## Exploring innovative and sustainable solutions together

### Monday, 10<sup>th</sup> February – Nairobi

Venue: Windsor Hotel, Nairobi

#### 13:00 – 14:00 **Welcome lunch – Norwegian business delegation**

Norwegian entrepreneur Mr. Marius Koestler will share experiences from establishing an ICT company in the region.

#### 14:00 – 14.05 **Welcome**

Ms. Rita Brokstad, Regional Director Africa and Middle East, Innovation Norway

#### 14:00 – 15:00 **Finance and investments**

This session will focus on sharing experiences from Kenyan and Norwegian investors and finance institutions, representing both the public and private sector.

#### Moderators:

Ms. Rita Brokstad, Regional Director Africa and Middle East, Innovation Norway  
Mr. Sølve Fauskevåg, Head of Smart Society, Innovation Norway

#### Speakers:

Mr. Endre Skolt, Founder and CEO, ChangeCom  
Mr. Tharald Nustad, Founder and Chairman, Nordic Impact  
Mr. Abubakar Lewano, Norfund (TBC)

#### 15:00 – 15:30 **Stories from Norway**

This session will showcase four Norwegian companies, letting us into their plans and ambitions.

Mr. William Ngeno, Country Manager Kenya, Yara International (tbc)  
Ms. Marit Mjøen Solem, CEO, FindMy  
Mr. Pål Næss, CEO, Gelato  
Ms. Deborah Ssempera, Country Manager, Giertsen Energy Solutions

#### 15:30 – 16:00 **Networking Break**

#### 16:00 – 17:30 **Business parallel sessions**

**Session 1:** Seminar on Digitalisation/ICT - Collaboration for a sustainable digital future

**Session 2:** Seminar on Renewable Energy – Bridging Norwegian solutions with East Africa energy needs

**Session 3:** Roundtable on AgriTech – Sustainable developments

18:00 – 19:20 **High Level Conversation - Investing in innovative Kenya**

**Moderators:**

Mr. Eivind Fjeldstad, CEO, NABA

Ms. Eli Bleie Munkelien, Director, Innovation Norway East Africa

**Speakers:**

H.E. Elin Rognlie, Norwegian Ambassador to Kenya

Mr. Joe Mucheru, Cabinet Secretary, Ministry of ICT, Government of Kenya

Mr. Mike Macharia, Founder and CEO, SevenSeas Technologies Group

Dr. James Mworira, CFA, Group Chief Executive Officer, Centum

19:30 – 21:30 **Business Reception, Windsor Hotel**

## **Business parallel sessions (16:00-17:30)**

### Session 1: Digitalisation/ICT - Collaboration for a sustainable digital future

In cooperation with ICT Norway

Venue: Windsor Hotel, Nairobi

Moderator: ICT Norway

*Norway is known as a pioneer in sustainable solutions, and Kenya as an early adopter and one of the most innovative countries in Africa. The session will explore how solutions between Norway and Kenya can further drive economic and social development. The goal is to share experiences and get inspired and to tie Kenyan and Norwegian business closer together.*

### **Agenda**

16:00-17:30

#### **Panel: ICT – and how to tie north and south to common goals for how to develop better business co-operation**

- Start-ups and communities
- Better and more business-friendly development projects that provide win-win opportunities for all

Dr. Vincent Ogutu, Strathmore University

M. Bernard Chiira, ASSEK

Ms. Linda Kwamboka, IbizAfrica

Mr. Tony Nyagah, Strauss Energy

Mr. Pål Næss, Gelato

Mr. Håvar Bauck, Hotel Online

Mr. Jan Martin Hunderi, Hotel Online

Ms. Nermina Ljevakovic, Techbrigde Invest,

Mr. Tharald Nustad, Nordic Impact / Katapult

TBC, Antler

## Panel: ICT - and the competence gap

- How can we create a better pool of professionals in Kenya and Norway that can support growth and job creation for a sustainable future? It is a big goal - how can we do our part in solving this in small projects?

Ms. Joyce Mbaya-Ikiao, Zydii LTD

Mr. Tonee Ndungu, Kytabu Inc.

Ms. Beathe Due, Kytabu Inc.

## Session 2: Renewable Energy – Bridging Norwegian Solutions with East Africa Energy Needs

In cooperation with Norwegian Energy Partners (NORWEP)

Venue: Windsor Hotel, Nairobi

Moderator: NORWEP

*Kenya is targeting 100 percent renewable energy generation by 2030, and has abundant energy resources, representing huge opportunities for the energy industry. However, developing energy projects is not straight forward. This session will allow you to draw on the experiences from Norwegian and Kenyan hydropower and solar developers, suppliers and investors. What can we learn from each other, and how can we facilitate for and finance new renewable energy projects in Kenya?*

### Agenda

#### 16:00 – 16:30 **Developing new power projects in Kenya: lessons learned and success criteria going forward**

Ms Rosemary Mugo, Co-Director, Kleen Energy (TBC)

Mr Tom Ødegaard, VP Energy, Multiconsult

Dr Børge Bjørneklett, CEO, Ocean Sun

Mr Tor Berntsen, Chairman, Malthe Winje

16:30 – 16:40 Ms Caroline Kimathi, Principal Renewable Energy Officer, Kenya Energy and Petroleum Regulatory Authority

#### 16:40- 17:20 **How to finance projects in Kenya and East Africa**

Ms Vilde Grønn Larsen, SVP Energy and Industry, Export Credit Norway Mr Obbie Banda, Underwriter, African Trade Insurance (ATI)

Mr Eliud Waigi, Senior Investment Officer, Trade and Development Bank Mr Ørjan Alexander Pedersen, Founder/COO, Empower New Energy

#### 17:20- 17:50 **Distributed solar solutions with innovative financing – the way forward in Kenya**

**Moderator:** Mr Kristoffer Valvik, Senior Associate, Norfund

Mr Tommy Engvik, Bright  
Mr Øyvind Rideng, Chairman, Techbridge Invest  
Ms Deborah Ssempasa, Country Manager, Giertsen Energy Solutions

### Session 3: AgriTech – Sustainable developments

Innovation Norway

Venue: Windsor Hotel, Nairobi

*In order to increase global food production, farmers need more efficient and sustainable ways of operating their farms.*

*- New enabling technologies such as sensors, Internet of Things and Big Data, to mention a few, contribute considerably to increasing production in agriculture, while still addressing the need for robust livestock and crops and in parallel considering climate and the environment.*

*- The two main objectives of this agritech seminar are to focus on the potential for adopting these new technology platforms to benefit productivity and the environment in Kenyan agriculture and to demonstrate that this is an opportunity for both Kenyan and Norwegian businesses.*

#### **Agenda**

Moderator:

Ms. Marit Sommerfelt Valseth, Senior Advisor, Innovation Norway

16:00 – 16:05 Welcome and opening remarks, Marit Valseth, Senior Advisor Innovation Norway

#### **Managing sustainable farming**

16:05 – 16:15 **Digitising supply chain data in the agri-food chain**

Ms. Faith Kamenchu, Regional Manager East Africa, Farmforce

16:15 – 16:25 **The Future of Farming - more efficient and sustainable food production**

Mr. Sigmund Olsen, Area Director, Kverneland Group

16:25 – 16:40 **Waste to fertilizer**

Mr. Gary Brown, Regional Business Development Consultant, CAMBI

16:40 – 16:50 **Solutions and tools for modern farming**

Mr. William Ngeno, Country Manager Kenya, Yara International

16:50 – 17:00 **Modernizing pastoralist cattle production using technology**

Mr. Vishal Shah, CEO, Northern Rangelands Trust Trading

17:00 – 17:10 **Electronic tracking of animals**

Ms. Marit Mjøyen Solem, CEO, FindMy

#### **Scaling and Financing**

17:10 – 17:20 **The future of farmer financing**

Mr. Marius Koestler, Co-founder, Emata

17:20 – 17:30 **Financing sustainable agriculture**

Ms. Rebecca Mincy, Investment Director, Acumen Capital Partners (TBC)

## **Tuesday, 11<sup>th</sup> February – Nairobi**

09:00 – 13:00 B2B meetings at Trademark Hotel, Nairobi

Discuss your Kenya strategies with Innovation Norway, NABA, Norwegian Embassy, Norfund and Export Credit Norway. We also invite members of the delegation to use the meeting facilities to meet over a coffee!

18:00 – 21:00 Dinner at Karura River Café hosted by NABA (by invitation only)

## **Wednesday, 12<sup>th</sup> February – Nairobi**

### **Field trips and Smart City workshop**

19:00 – 21:00 **Closing Reception** – Ambassador's Residence (for members of the Norwegian delegation only)

### **Field trips**

1. Edtech/Healthtech
2. Renewable energy
3. Agritech

Time: All-day Wednesday, 12<sup>th</sup> February

### **Field visit 1: Edtech/Healthtech**

In cooperation with Laerdal we are organising field visits to companies within the EdTech and HealthTech sectors to showcase the great potential for growth and innovation these represent. Innovative and sustainable solutions within EdTech and HealthTech can make an unprecedented impact on the work to achieve the UN Sustainable Development Goals – and simultaneously represent unique opportunities for investment and growth.

Field visits to:

- Andela <https://andela.com/>
- Bridge International Academies <https://www.bridgeinternationalacademies.com/>
- Evercare <http://www.evercaregroup.com/>

07:00 Departure from Trademark Hotel

08:00 Bridge Academy - tour of the academy – 08:50 departure for Bridge HQ

09:00 Bridge Academy HQ – Meeting with Bridge, status and way forward presented by CEO, Mr Jake Kimmelman

11:30 Andela – Tour of facilities and meeting with Andela team

13:00 Lunch at - hør med Jo.

15:00 Evercare – Tour of the facilities

16:00 Departure to Trademark Hotel  
16:30 Arrival at Trademark Hotel

### Field visit 2: **Agritech – modern African agriculture**

### Field visit 3: **Renewable energy – hybridisation/floating solar – Masinga Dam**

- To showcase the Masinga Dam and hydropower station to the Norwegian hydropower and solar community, explore the possibility for hybridisation between hydropower and solar power in Kenya and further strengthen business cooperation in the renewables sector.
- The trip will possibly also include a short visit to a small-scale hydropower site under construction near Embu, developed by an IPP.

### **Agenda** for the excursion to Masinga Dam

07:00	Departure Trademark Hotel
10:00 - 10:30	Arrival Masinga Dam Resort, short break and refreshments
10:30 – 11:00	Visit Masinga Dam
11:30 – 11:30	Travel to Kamburu
11:30 – 12:30	Tour Kamburu Dam and power station
12:45 – 13:30	Lunch at KenGen's Kamburu Senior Staff Club
13:30	Departure for Trademark Hotel
17:00	Arrival Trademark Hotel

### Workshop and field visit to Tatu City

### **Smart and sustainable cities**

Venue: Trademark Hotel / Tribe

Host: Innovation Norway in cooperation with Nordic Innovation

Moderator: Mr. Sølve Fauskevåg, Head of Smart Societies, Innovation Norway

- This workshop is the first step in scoping business and innovation opportunities in waste management based on the challenges identified by Konza City / Nairobi. The workshop will bring together key stakeholders from Konza City / Nairobi and the Nordics for initial discussion of potential opportunities.
- The outputs from this workshop will be used in a more focused co-creation workshop planned for March/April 2020, where the focus will be to develop solutions to the challenges through partnerships with local and Nordic companies and organisations.

### **Agenda**

09:30-09:50 **Opening remarks**

09:50-10:30 **Development of smart and sustainable cities**

Mr. John Tanui, CEO, Konza Technopolis Development Authority  
Mr. Kristian Mjøen, Head of UN Charter Centre of Excellence on SDG City Transition  
Mr. Joel Mills, CEO, Augment City  
Mr. Scott Allison, Nordic Solutions for C40

10:30-12:30 **City challenge workshop: Smart and sustainable waste management**  
Moderator: Mr. Scott Allison, Nordic Solutions for C40

Konza city challenge on waste-to-energy, speaker TBC  
Nairobi city challenge on waste management, speaker TBC

12:30-13:30 **Lunch at Trademark Hotel**

13:30-14:30 **Transport**

14:30-16:30 **Site visit and B2B matchmaking at Tatu City**  
Rendeavour

16:30-17:15 **Transport and close**

### **Field visit – Smart City – Tatu City**

- Tatu City is owned and developed by Rendeavour ([www.rendeavour.com](http://www.rendeavour.com)), the largest new city builder in Africa. Backed by American, Norwegian, New Zealand and British investors, Tatu City is one of the largest construction projects in East Africa, encompassing residential, commercial, industrial and education developments within a 5 000-acre Special Economic Zone (SEZ).

- Current development at Tatu City is valued at more than USD 1.1 billion. Tatu City is a secure, predictable and proven environment for individuals and businesses, and already home to investments by CDC, IFC, major local banks and local and international real estate developers and funders.

- Norwegian businessman Mr. Torstein Hagen is a shareholder in Rendeavour and therefore an investor in Tatu City.

### **Agenda** for field visit to Tatu City

TimeActivity

13:30 Depart Trademark Hotel

14:10 Arrive at Tatu City via driving tour of Tatu Industrial Park

14:30 Arrival at TatuConnect

B2B briefing on procurement opportunities at Tatu City by Mr. Roger Rebelo, Group Head of Utilities, Rendeavour. Possible participation of companies operating in Tatu City

16:00 Driving tour of residential and education areas

16:30 Departure for Trademark Hotel

Session: Emax – An event and three-day course for young entrepreneurs

## **Emax**

### **Building tomorrow's scale-up entrepreneurs**

Date: 10th to 13th of February 2020

Venue: Strathmore University

Host: Innovation Norway

MC: Mr. Bård Strandheim, Special Advisor, Innovation Norway

- Emax is a three-day intensive training programme for talented young entrepreneurs between the ages of 18 to 25.

- Emax is mostly about developing sustainable business. Participants will be challenged in terms of their leadership skills, judgment and ability to cooperate.

The training programme includes inspiring speeches from entrepreneurial role models, challenging workshops, competitions, lectures and social activities. It will give participants an excellent opportunity to extend their networks.

### **Agenda**

#### Day 1

- Team building
- Entrepreneur speech: Ms. Hilda Moraa, Founder and CEO, Pezesha
- Emax challenge

#### Day 2

- Entrepreneur speech: Mr. Darshan Chandaria / Mr. Mike Macharia (TBC)
- Mini seminars: Technology, Entrepreneurship, Branding, Financing
- HRH Crown Prince Haakon, visit

#### Day 3

- Entrepreneur speeches: Mr. Pål T. Næss and Ms. Asmeret G. Weldesilassie
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- Emax challenges
- Dinner and award ceremony