

KENYA
TOP 100
MID-SIZED COMPANIES
BUSINESS DAILY ——— KPMG

CLUB 2016

SPECIAL PULLOUT
FRIDAY 28TH OCTOBER 2016



Kenya's fastest growing mid-sized companies



TOP 100 MID-SIZED COMPANIES 2016 WINNERS

1	DIAMOND PROPERTY MECHANTS LTD	51	SIGMA FEEDS LTD
2	IZMIR ENTERPRISES LIMITED	52	KENYA BUS SERVICES MGT
3	SOLOH WORLDWIDE INTER-ENTERPRISES LTD	53	EMMERDALE LTD
4	ADVANTA AFRICA LTD	54	MIC GLOBAL RISKS INSURANCE BROKERS LTD
5	HIPORA BUSINESS SOLUTIONS	55	TOTAL SOLUTIONS LIMITED
6	GENERAL CARGO SERVICES LTD	56	BLUEKEY SOFTWARE SOLUTION K LTD
7	KOMAL CONSTRUCTION COMPANY LTD	57	MURANGA FORWARDERS LTD
8	ALLWIN PACKAGING INTL LTD	58	IMPAX BUSINESS SOLUTIONS
9	TANGAZOLETU LIMITED	59	WARREN CONCRETE LTD
10	NORTHSTAR COOLING SYSTEMS LTD	60	SENSATIONS LTD
11	AFRICA PRACTICE EA LTD	61	KENBRO INDUSTRIES LTD
12	POLGON LOGISTICS LIMITED	62	POWERPOINT SYSTEMS EA LTD
13	MANIX LTD	63	SMART BRANDS LIMITED
14	CARE CHEMISTS	64	EUROCON TILES PRODUCTS LTD
15	WELL TOLD STORY	65	UNEK FREIGHT SERVICES LTD
16	COMPULYNX LIMITED	66	OFFICE DYNAMICS LIMITED
17	AAR CREDIT SERVICE LTD	67	JOGAN INTERLINK LIMITED
18	COASTAL IMAGE TECHNOLOGIES LTD	68	DATAGUARD DISTRIBUTORS LIMITED
19	SHEFFIELD STEEL SYSTEMS LIMITED	69	SUPER-BROOM SERVICES LTD
20	AVTECH SYSTEMS LTD	70	KENCONT LOGISTICS SERVICES LTD
21	POLUCON SERVICES (K) LTD	71	MILLBROOK GARMENT
22	MACHINES TECHNOLOGIES 2006 LTD	72	PALMHOUSE DAIRIES LTD
23	ORANGE PHARMA LTD	73	EDUCATE YOURSELF LIMITED
24	PINDORIA HOLDINGS LTD	74	ORBIT ENGINEERING LIMITED
25	COMPUTER PRIDE LIMITED	75	KISIMA ELECTROMECHANICALS LTD
26	EDN GEORGE EA LIMITED	76	RILEY FALCON SECURITY SERVICES LTD
27	VALLEY HOSPITAL LIMITED	77	BAGDA'S AUTO SPARES LTD
28	MANDHIR CONSTRUCTION LTD	78	VINEP FORWARDERS LIMITED
29	PATMAT BOOKSHOP LTD	79	ECONOMIC INDUSTRIES LIMITED
30	SOFTWARE TECHNOLOGIES LTD	80	FAYAZ BAKERS LIMITED
31	TRIDENT PLUMBERS LTD	81	SPENOMATIC KENYA LTD
32	SUPERIOR HOMES KENYA LTD	82	MAROO POLYMERS LIMITED
33	PATHCARE KENYA LIMITED	83	NORDA INDUSTRIES LIMITED
34	AMEX AUTO & IND. HARDWARE LTD	84	SKYPEX SUPPLIES LIMITED
35	RUSHAB PETROLEUM LIMITED	85	MASTER FABRICATORS LTD
36	PHATI MUSIC & ENTERTAINMENT LTD	86	IRON ART LIMITED
37	NATIONWIDE ELECTRICAL IND. LTD	87	STATPRINT LIMITED
38	UNIQUE OFFERS LTD	88	IDEAL MANUFACTURING CO. LTD
39	PRAFULCHANDRA & BROTHERS LTD	89	OIL SEALS AND BEARING CENTRE LTD
40	SPECICOM TECHNOLOGIES LTD	90	VARSANI BRAKELININGS LTD
41	KISIMA DRILLING (EA) LTD	91	SYNERGY GASES (K) LTD
42	EXECUTIVE HEALTHCARE SOLUTIONS LTD	92	RIFT VALLEY MACHINERY SERVICES
43	LOGISTICS SOLUTIONS LTD	93	DE RUITER EAST AFRICA LIMITED
44	ALPHA FINE FOODS LIMITED	94	NEWLINE LTD
45	CLASSIC MOULDINGS LTD	95	R&R PLASTICS LIMITED
46	LOGISTICS LINK LIMITED	96	VIVEK INVESTMENTS LTD
47	WATERMAN DRILLING AFRICA LTD	97	NDUGU TRANSPORT COMPANY LTD
48	SPECIALIZED ALUMINIUM RENOVATORS LTD	98	CIRCUIT BUSINESS SYSTEM LTD
49	CHESTER INSURANCE BROKERS LTD	99	THIKA CLOTH MILLS LTD
50	KANDIA FRESH PRODUCE SUPPLIERS LTD	100	HOTEL WATERBUCK LTD

Kenya's future lies in culture of enterprise



Nation Media Group CEO Joe Muganda RICHARD WALKER

BY JOE MUGANDA

As we celebrate its 8th anniversary, the Top 100 Mid-Sized Companies will continue to identify Kenya's fastest growing medium-sized companies in order to showcase business excellence and highlight some of the country's most successful entrepreneurship stories.

SMEs account for 85 per cent of Kenya's private sector employment. Hence, it is not an understatement to claim that the SME sector is the key engine of the country's growth and jobs creation.

It is with this realisation that Nation Media Group in partnership with KPMG made a conscious decision to support the growth of the sector through Top 100 Mid-Sized Companies Survey initiative. The success of Top 100 has seen it grow and expand to the other East African countries Uganda, Tanzania and Rwanda.

Into the future, we are exploring various ways of utilising mobile first technology to create an SMEs' community that will enable cross-sector partnerships that will generate sustainable value not only amongst the companies themselves but also for the regional economies.

We believe such an initiative will be the impetus for strengthening the broad based SME sector through real time sharing experiences, creating linkages and as a result scaling up. Our vision is to see more and more companies scaling up to a turnover of more than Sh1 Billion and joining Club 101.

Top 100 has become embedded in the commercial fabric of our society as a benchmarking and capacity building opportunity bringing together diverse entrepreneurs to offer critical learnings and inspiration.

The inspirational stories have defined our SME sector, but these are

not just stories, they are steps taken, journeys travelled and experiences encountered, that companies have undergone demonstrating courage, resilience, agility and dynamism. These are experiences that will continue to shape the economic destiny of our country. We are proud to be associated with such stories and to also support them to eventually graduate to the Club 101.

On behalf of Nation Media Group, I would like to congratulate all the winners of this year's Top 100 and the graduates to Club 101. We are very proud and celebrate you as role models and national heroes.

It's always encouraging and a matter of great pride for us as founders and for you as participants when you get on the list and as you graduate to the prestigious club 101. We hope through this initiative you will continue to network and share experiences, business ideas, create linkages and platforms to further grow the sector.

We as NMG through Business Daily are proud to see more and more companies participate and benchmark themselves against their peers. Our partnership with KPMG has ensured that we attract strategic sponsors and partners who include Diamond Trust Bank, Nairobi Securities Exchange, Strathmore Business School, Iridium Research Solutions Africa and Sanlam Kenya PLC. These partners have brought a wealth of expertise in creating a value chain for all participants.

Thank you for the participation of all participants in this year's survey without which this initiative would not be possible. A special recognition and thank you to KPMG for their unwavering support and partnership throughout the years which has ensured this initiative continues to deliver value to the participants and its growth to the rest of East Africa.

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Satguru Travel and Tours Services Limited officials take a selfie with Diamond Trust Bank chief executive Nasim Devji, Nation Media Group CEO Joe Muganda, Industrialisation secretary Adan Mohamed and KPMG East Africa CEO Josphat Mwaure after the company graduated into Club 101 of firms with an annual turnover of more than Sh1 billion. COURTESY

Let us grow culture of entrepreneurship

BY JOSPHAT MWAURA

On the evening of the Top100 gala dinner, we normally have a well scripted process for going through the entire list of Top100 companies to be recognised. This year, our hosts for the evening, Kobi Kihara and Mark Masai of Nation Media, came up with an unscripted innovation that had some of us squirming in our seats on account of time considerations.

This was their invitation to each company on stage to “Selfie and tweet #Top100Ke”. The Top100 Survey process never ceases to amaze, each year has its own surprises. The world you went to sleep in is not usually the world you wake up to. And that requires unique capacity to survive and thrive.

KPMG and the Nation Media Group (NMG) come together annually and truly go out on a limb to secure sponsors and attract participants. To be feted, each company has to submit to a voluntary process, demonstrate turnover within the range of Sh70 million to Sh1 billion, submit financial ratios which are certified by their auditor, and that auditor must be in good standing with the Institute of Certified Public Accountants of Kenya (ICPAK).

There are no other conflict of interest considerations and this process is purely a numbers story. All you have to do is meet the criteria, and do so truthfully as confirmed by your auditors.

In the end, Kobi and Mark’s innovation worked swimmingly well. For each delegation on stage, the “Selfie and tweet #Top100Ke” moment became the highlight of their celebrations, and resulted in our event trending on Twitter that night.

It became another global avenue through which to recognise and celebrate Top100 companies. It was also a demonstration of the

creativity and innovation that is required to succeed in enterprise. You have to go out and bring untested processes and products, sometimes at great risk and with many naysayers in your ear. But if you have the belief and confidence in your idea, you keep at it until you demonstrate the “world-beating” results that Kobi and Mark achieved that evening.

These are the very same qualities we see in successful entrepreneurs.

We need to be deliberate in developing these defining qualities of entrepreneurs.

From our children in primary school to students in institutions of higher learning or workers in employment, every one of these stages is an opportunity to plant the seeds of lasting success in enterprise.

This was evident in the diversity of stories I heard from participants at the Top100 Conference the previous day.

Some had taken over family businesses that they had related with since childhood, others spent years working as professionals in various fields and others have made the connection between philanthropy and enterprise – all focused on serving society’s needs.

We have to inculcate in our children that, no matter which path they ultimately choose, they should aim to identify a need in society, craft a creative and innovative solution, package it into a commercial enterprise, mobilise resources to bring it to life, and implement it with zeal and resilience until success is achieved.

That is the true purpose of education. That is what we celebrate in Top100. And I believe we can do more to embed this culture, especially in the youth. Entrepreneurship will help us to focus more on livelihoods rather than employment. As we head

into the tenth year of the Top100 survey in Kenya, there is much to reflect on and to celebrate. We also have to determine to align every policy and institution to focus on creating a “facilitative environment” that nurtures and embeds this culture of enterprise permanently into our DNA.

Based on anecdotal feedback from Top100 participants, the Kenya Revenue Authority (KRA) is changing its attitude towards them and is treating them with greater respect.

KRA is now clarifying the audit processes and procedures, and providing advance and formal communication. In addition, KRA is demonstrating that being a Top100 company does not attract undue scrutiny.

By participating in Top100, you win greater trust in your governance processes; from financiers who come calling, customers who trust your products and services, and regulators who have greater faith in your filings. We invite all other policy makers and institutions to acknowledge this same trust when dealing with Top100 companies.

In a world changing as rapidly as so graphically demonstrated by Charles Muritu of Google Kenya, we cannot afford to have millstones tied around enterprises and entrepreneurs trying to keep up with that change. This rapid change is generating so many opportunities that our entire psyche has to be attuned to translating these into commercial value, shared prosperity and human dignity. Let us all come together to make this a reality and truly change lives.

I congratulate every Top100 participant over the last nine years and look forward to bringing all of you together next year. **Mr Mwaure is the CEO and Senior Partner, KPMG East Africa.** jmwaura@kpmg.co.ke

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Key findings of Top100 mid-sized firms' survey

Manufacturing companies are by far the most prevalent sector in the sample, followed by Wholesale and ICT. The top three sectors cover almost 50 per cent of the sample.

Sector	2016
Manufacturing	24%
Wholesale	14%
ICT	10%
Infrastructure/Construction	9%
Transport	7%
Financial services	5%
Retail	4%
Agriculture	2%
Tourism	2%
Property/Real estate	2%
Professional services	2%
Accommodation & Entertainment	1%
Telecoms	1%
Health	1%
Advertising/Creative	1%
Security	1%
Mining	1%
Other (specify)	6%



BY MAURICE GACHUHI

The average top line growth for a Top 100 mid-sized company was 70 per cent. This clearly demonstrates that 2015/6 was another remarkable year for the mid-sized companies, with most overcoming considerable challenges to register impressive financial performance. It is always exciting to hear participants share their war stories capturing their journey to the Top 100.

For nine years now KPMG and Business Daily have partnered together to deliver the survey in Kenya with the same now replicated in Uganda, Tanzania and Rwanda. In the coming year we celebrate a significant milestone –10 years of running the survey in Kenya. Like any notable anniversary, several activities leading up to the 2016/17 survey have been lined up



Watch this space for more details!

The survey continues to target a largely ignored but very critical segment of our economy – the informal sector. For nine years now it has identified Kenya's fastest growing medium-sized companies and showcased their business excellence, highlighting some of the country's most successful entrepreneurship stories. The main goal of the initiative has been to identify new role models and business heroes, recognise them and most importantly connect them

to peers, key stakeholders and mentors within East Africa and beyond.

The 2015/16 survey accorded participating companies an exclusive opportunity to benchmark to peers, contribute to the development of industry databases and enjoy recognition as top performers at both national and industry level. Indeed as winners they continue to pride themselves as members of a prestigious club of 'prosperity' creators. The survey takes a self-nominating aspect and hence universal cov-

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From left: KPMG East Africa CEO Josphat Mwaaura, businessman Manu Chandaria, Professional Clean Care Limited founder and managing director Betty Wanyoike, Nation Media Group CEO Joe Muganda and Diamond Trust Bank CEO Nasim Devji during the Kenya Top 100 mid-sized companies' survey conference on October 6. DIANA NGILA

over Sh300M in revenues in 2015/6. Similar to prior years, we noted that most companies appear to stagnate at the KES 300M level with the challenges of scaling up being the main obstacle to growth.

• 78 per cent of the participants registered revenue growth in 2015/16. Real estate, ICT, wholesale and retail however reported a decline in revenues mainly due to unfair competition, political instability, corruption and poor marketing strategies.

• Aggressive marketing and better products or services were cited by over 43 per cent of the participants as the key growth drivers in 2015/6.

• 45 per cent of the participants cited increased competition (both fair and unfair) as the main challenge facing their businesses. Inadequate capital and increasing taxes came second and third and were cited by 47 per cent and 28 per cent of participants respectively.

• A majority of the participants had at least 4 employees and in overall had increased their workforce by 22 per cent since 2013. 74 per cent of respondents indicated they were likely or very likely to increase staff in the next year driven by business expansion, increased sales and clients.

• East Africa region remained the most attractive international destination. Over 60 per cent of the firms surveyed cited Uganda and Tanzania as their preferred investment destinations. It was noted that enthusiasm to expand into the region had however declined compared to last year.

• 4 out of 5 founders set up their businesses with own money while 1 out of 5 covered at least some of the start-up costs with a bank facility. Friends and family remained a significant source of capital with business expansions being largely financed by bank loans and founder's savings.

• On listing at the NSE, we noted increased interest with 32 per cent of the participants indicating willingness to list within the next 2-3 years. Challenges to listing included the fear of losing control of business, lack of knowledge on listing requirements and the perceived rigorous listing requirements.

• 4 out of 10 respondents experienced challenges in working capital management where customer delays in settlement of bills and escalating costs of operations were noted as the main reasons.

In summary the survey noted a moderate outlook towards the performance of the economy, with 43 per cent of the respondents rating the economy as "substantially" or "moderately better" than 6 months to the date of the survey. Interestingly, future outlook in general (6 months from the date of the survey) was more positive with 72 per cent expecting an improvement in their own industries.

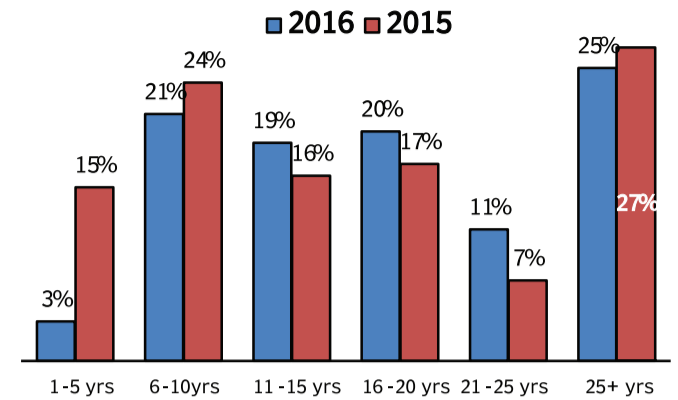
I take this opportunity thank all participants and look forward to the next year's survey.

Maurice is a senior manager at the KPMG Kenya's audit practice and can be reached at mgachuhi@kpmg.co.ke.

Age of company

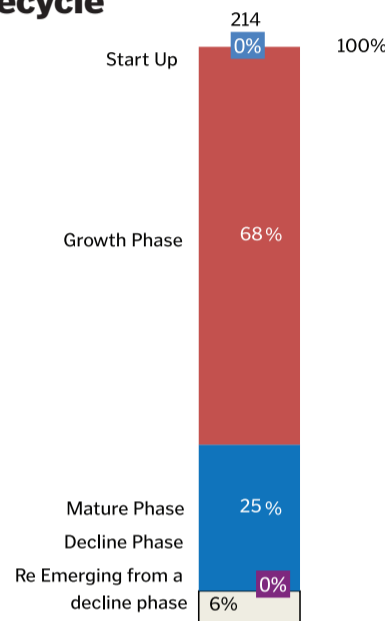
Mean	Median	Minimum	Maximum
20 Years	17	3	84 Years

The 2016 survey did not attract as many young companies (1-5 yrs) when compared to 2015. Older firms (aged 6-25+ years) have remained fairly constant.



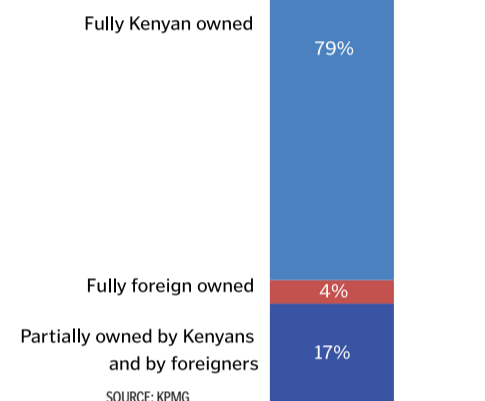
Business lifecycle

About two thirds of the companies classify themselves as being in a growth phase. Several companies re-emerging from a decline phase were found in manufacturing, wholesale, retail, professional services, accommodation & entertainment, security, and health sectors.



Ownership structure

Local ownership characterizes a majority of the participants. In Kenyan-foreign mixed ownership, Kenyans usually own a minority stake.



SOURCE: KPMG

erage is not expected. Entrants in the survey must have had revenues ranging from Sh70 million to 1 billion for the last three consecutive years and must not be listed, a bank, an insurance company, a Sacco, a legal or audit firm. All participants are required to have three consecutive years of audited financial statements. For any past participants who exceed the 1 billion mark, they automatically graduate to the esteemed elite 'Club 101'.

To take part in the survey, participants are required to submit two questionnaires which cover the financial and qualitative aspects of the survey. The financial questionnaire captures nine key ratios where participants with strong ratios on revenue growth, return to shareholders and liquidity rates ranking high. The ratios are weighted to take into account revenue range and growth trends with key emphasis on the current year's performance. Key to note is that a company performing well on these parameters fits the profile of the fastest growing mid-sized companies that are also financially stable. This year's survey attracted 603 interested participants with 214 meeting all qualifying requirements.

Some of the key findings this year are;

• Companies in the manufacturing, wholesale, ICT sector continued to dominate with over 50 per cent of the participants.

• 68 per cent of the participants were in the growth phase of their cycle with 25 per cent falling in the mature phase. Six per cent of the participants, mostly in the entertainment, manufacturing, wholesale and professional services indicated that they were re-emerging from a decline.

• Slightly over half of the firms surveyed had

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Property merchant rides on real estate boom to emerge top

1 **DIAMOND PROPERTY**



INDUSTRY **REAL ESTATE**

Business Daily-KPMG's Top 100 Mid-Sized Companies survey has shown resilience and deployed strategy - as its main pillars in achieving success.

"We started as real estate agents in 2001 and ventured fully into the land business 10 years later with the aim of transforming an industry that has previously been associated with unscrupulous dealings," said Edwin Khiranga, the General Manager of Diamond Property Merchant.

Winning the 2016 Top 100 companies is an outcome, he said, of this and the other strategies that the property firm has employed in developing its business.

"Unlike many property managers stuck doing the same thing year-in year-out, we opted to come up with new ways of giving more than our clients' expectations," he told the *Business Daily*, after the real estate managers emerged in the



Diamond Property Merchants Limited client relationship manager Kuria Wanjao (seated) with assistant relationship manager Estel Ndung'u after the firm clinched the first position in the 2016 Top 100 Mid-Sized Companies survey. Looking on is Nation Media Group CEO Joe Muganda. DIANA NGILA

top spot in the Top 100 Mid-Sized Companies survey.

The diversification into land transaction saw the company acquire clients rapidly, with the company approaching land investments holistically, and even introducing an element of agribusiness

as a value addition for its regular land investors.

"Our main focus remains strategic land investment, with agribusiness as the main value addition, to bridge the gap by developing affordable housing units in housing demand for middle income earners," said

Mr Khiranga. With a combined workforce of over 50, Diamond Property Merchants has additionally made a strength in turning challenges into opportunities by embracing technology, particularly in accelerating processes that have traditionally been subject to extended delays, such as the issuance of title deeds.

"Land is an emotive investment and most buyers have had past experiences that are not so appealing hence affecting their future buying appetite. Our success is mainly determined by efficiency and the speedy issuance of title deeds, whose control, more often than not, is delayed at the registry," he said.

Diamond Properties caters for the needs of all segments of the real estate market, from middle income earners, through upper middle to high income earners, and reports keen interest from the diaspora market and organised groups like chamaas in recent years.

But the company is also a strong proponent of affordable housing, which it believes will only benefit from the availability of affordable credit facilities, meaning more buyers can now buy into real estate.

"We appreciate the recent move by the government in capping interest that means more potential clients will access affordable financing options to become home owners" said Mr Khiranga.

-AFRICAN LAUGHTER

BY OTIENO OGEDA

Diamond Property Merchant Limited's calculated move from its beginnings as a little known real estate agent into the large-scale land business bears testimony to how small business ideas can transform society.

Started in 2001 as a real estate agent, the 2016 winner of the ninth edition of

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Security firm uses technology to expand its reach

2 IZMIR ENTERPRISES



INDUSTRY SUPPLIES

BY VALLARY LUKHANYU

Izmir Enterprises started out as a family business in the late 1990s in Nairobi's Industrial Area with just six employees who sold security systems to its first clients.

The company has since grown from selling one brand to one client to supplying 50 brands to clients across East Africa. The products range from CCTV and security systems, body armour and equipment for law enforcement personnel, riot control equipment, military wear, armoured vehicles and military tents.

The company's key in building itself has been subscribing to a customer driven philosophy of keenly watching and listening to what customers want and need, and then

sourcing and delivering the best products available globally.

With governments and many non-governmental organisations from the Great Lakes region and other parts of the continent now using their security products, the company has partnered with manufacturers from the Far East, Europe and Asia to advise them on the best products.

These partnerships have put Izmir onto fast path to growth in East Africa, with the company now looking to expand further across Africa, as it also brings more security brands and technologies to the market.

"Believing in treating our customers with respect and faith, and integrating honesty, integrity and business ethics into all aspects of our business functioning, have helped us make it to where we are today," said Mr Mughal Sahir, the managing director.

The main challenge has been that few security products are made locally, meaning the company must import, which is expensive, while finding ways to sell the products at relatively cheap prices.

The company also suffered a big drop in 2008 following the chaos caused by the post-election violence.



Mr Mughal Sahir, Izmir Enterprises Limited managing director, and his team pose for a photograph with KPMG East Africa CEO Josphat Mwaura (right), Diamond Trust Bank chief executive Nasim Devji (second right), Industrialisation secretary Adan Mohamed (third right) and Nation Media Group CEO (second left) after clinching second position in the Top 100 Mid-Sized Companies survey. DIANA NGILA

"Challenges are there and without them you can never grow. They shape the business through measuring your strengths. There is no unique way for fighting corruption, but, at Izmir, openness and transparency have long been our tradition, which has helped us reach to where we are," said Mr Sahir.

But taking pride in the efficiency, cost effectiveness and variety of its products has

earned Izmir Top 100 awards for two consecutive years. In 2015, the firm was ranked third and emerged second this year.

Reaching that point has required the company to become a true specialist. It now supplies tactical vests, anti-stab vests, plate armour inserts, ballistic helmets, fragmentation goggles, elbow and knee pads, rappelling gear, webbing and holsters, body armour and riot helmets,

Perspex riot shields (mantled and round shield models) and less-lethal weapons, as well as loudhailer and megaphone systems and camping gear, torches, socks and boots, and a wide range of tents.

In addition, it supplies and modifies a range of armoured vehicles for law enforcement or light military roles.

- AFRICAN LAUGHTER

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Valley Hospital is a premier health facility located in Nakuru, offering diverse services with a mission to provide quality yet affordable healthcare. The hospital offers a wide range of services ranging from diagnostics, ambulatory and inpatient care, emergency and critical care in addition to specialized services.

We offer 24 hours, 7 days a week services for both outpatient and inpatient.

Valley Hospital aims to understand the needs of all our patients, families and community by providing the best quality of services. We are fully accredited with the NHIF and currently in their panel of hospital providing health care to the civil servants and the disciplined forces as well as to numerous insurance companies and direct companies clients'.

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- Family planning services
- Pediatrics' clinic
- Physician Clinic

3. Laboratory

4. Radiology

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- ECG
- X - Ray

5. Counseling and rehabilitation service

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- Nutrition counseling relating to HIV, TB and Malnutrition
- Rehabilitation Services during Mental Treatment and after surgery and accidents.

6. Support Services

- Outreach programs

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We take this opportunity to also thank our clients for their support throughout the years.

Kenya Bus scoops Top 100 award again

Kenya Bus Service Management Ltd (KBSM) has made history by making it to the list of Kenya's Top 100 Mid-Sized Companies for the third year running. To put icing on the cake, this news comes at a time when we are coincidentally celebrating our 10th anniversary.

Whereas our core business is to provide commuter, private and contract hire services; we also provides sites for transit advertising where our powerful brand name attracts adverts from blue chip companies.

Among the support services we offer to our Franchisees and the general public at our depot in Kawangware 46 are; driver training, vehicle repairs, vehicle parking, insurance agency, vehicle fuelling, accident investigation, breakdowns recovery, sell of fuel and sell of spares parts.

At present we manage 272 buses belonging to 142 investors. The Franchise employs 1,250 staff who support another 6,250 Kenyans. We carry 28 million passengers and contribute in excess of Kshs. 35 M to the exchequer in taxes yearly. Our investors pay in excess of Kshs 7.5 M in Advance Tax and Kshs 50 M in form of Fuel Levy per year. We pay an additional Kshs. 20 M to Nairobi City County Government.

Our journey in the last ten years has not been without challenges. We, just like other operators in the industry, continue to suffer from high cost of doing business emanating from insecurity, high taxation and a regulatory regimes that do not prioritize public transport provision. Lack of an investment policy to control entry into the PSV industry has led to unfair and wasteful competition and revenue leakages. Lack of trained man power to manage road transport has subjected us to increased accidents, pollution and congestion.

Nonetheless, we have endured most hurdles and now look forward to implementing our 2016 - 2020 Strategic Plan to diversify our revenue streams by venturing into areas, such as, motor vehicle inspection, taxi business, intelligent transport systems, inter county passenger services and public transport staffing agency services. Ultimately, we are gearing towards obtaining an ISO Certification.

We owe this immense performance to our exceptional purpose built public transport infrastructure, diligent franchisees (investors), supportive board of directors, an able and professional management team, a dedicated team of drivers, conductors and mechanics; and an overwhelming goodwill from our passengers. We wish to thank all; including our affiliates, such as, KEPSA, UITP and KEMRA who have assisted us lobby and advocate for a better business environment.

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Soloh Worldwide Inter - Enterprises Ltd

"Sourcing Higher in Impressions of Excellence and Reliability"

How Soloh Worldwide made the big leap to printing market leader

By EVANS ONGWAE >>> eongwae@ke.nationmedia.com

Soloh Worldwide Inter-Enterprises has made a major leap in the Top 100 Mid-sized companies' competition, not only has it moved from position 83 in 2015 to position three this year but also declared the industry champion in the manufacturing sector.

From a small company of two employees, Soloh Worldwide Inter-Enterprises has grown into a printing industry leader with more than 100 employees.

Company director Solomon says they are honoured to have been ranked third in this year's competition. They attribute this success to initiation of quality management systems ISO 9001:2015 and being customer focussed.

What sets Soloh apart from competitors is fair pricing and a 24-hour enabled production shift. Improved internal process based on the ISO 9001 quality management system and other good manufacturing practices have also played a part in the firm's success.

The firm engaged expert advisory services and created a corporate culture that empowers employees and motivates them to give their best to the company.

Appreciating customer feedback and working with it to continually improve its processes has also been a mainstay of the company.

The firm has experienced challenges in the



Cabinet Secretary Ministry of Industry, Trade and Cooperatives Adan Mohamed (C) with Solomon Gitundu (L) and Ian Gitundu of Soloh Worldwide Inter-Enterprises Limited after clinching the third position in the 2016 Top 100 Mid-Sized Companies Gala Dinner. It was hosted by The Business Daily and KPMG, was held at the Carnivore Restaurant on the night of October 8, 2016. PHOTO | DIANA NGILA (NAIROBI)

industry which include:

- Stiff competition (it has enhanced the quality of products and re-engineered our processes)
- Raw material price fluctuation (it has dealt with this by maintaining low levels of inventory and developed sourcing intelligence strategies).
- Inadequate printing technology experts and machine engineers (the firm has dealt with this challenge by outsourcing abroad).
- Introduction of special groups.
- Staff poaching by competitor firms.

Mr Solomon says several leadership skills have enabled the rapid growth of Soloh. These include:

- Sharing a consistent vision - To be a global leader in the print industry.
- Hands-on support to the Soloh team.
- A continuous improvement mindset.
- Adoption of a goal based management approach.

Mr Solomon advises startup companies in the market to:

- Take time to build your foundation: The best companies are built on a critical

foundation that will stand the test of times.

- Don't get too comfortable: The achievement of one goal is the beginning of the next goal. Always seek opportunities that will stretch you and keep your mind fuelled with inspiration.
- Seek financing whenever needed: Finances fuel growth.

The director says this success has been a long way coming with the firm enduring many challenges. But he says each challenge has been a learning process and it has only served to strengthen us and our processes.

"This achievement would not have been possible without the inspiration, hard work and commitment of the Soloh team for whom I owe deep respect and gratitude," he says.

"For us this is nomination has opened a window of opportunities and going forward the sky is the limit."

The year 2010 marked a turning point for this firm that was established in 1993. That year, it acquired state-of-the art printing machines. This increased the firm's capacity. The firm strengthened its marketing capabilities, hired competent staff and acquired a robust financial facility from KCB.



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Soloh Worldwide Inter - Enterprises Ltd

SPECIAL ADVERTISING SECTION

"Sourcing Higher in Impressions of Excellence and Reliability"

Soloh gains greater printing capacity with 24-hour shift

By EVANS ONGWAE >>> eongwae@ke.nationmedia.com

Soloh Worldwide Inter-Enterprises was registered in 1993 as a sole proprietorship and incorporated in November 2001 as a private limited liability under the laws of Kenya.

Over the last three years it has seen revenues increase steadily each year.

Initially the market uptake of the firm's services was rather very slow. But over time the brand has become well-known. It is now the printer of choice in the market.

Based at World Wide Printing Centre in Nairobi's Parklands on Mushembi Road, opposite Stima Hotel and next to Stima Sacco, Soloh is one of the largest commercial off-set printers in the city.

Soloh takes pride in:

- Good quality printed products
- Competitive pricing
- Unmatched customer service
- Ability to deliver within short deadlines.

Soloh is reputed for quality and integrity in the provision of



Cabinet Secretary Ministry of Industry, Trade and Cooperatives Adan Mohamed (4R) with industry champions Soloh Worldwide Inter-Enterprises Limited staff and management in the 2016 Top 100 Mid-Sized Companies Gala Dinner at the Carnivore Restaurant on the night of October 8, 2016.

comprehensive commercial print services based on today's latest printing technology and machinery.

The firm's one-stop print shop handles customer print requirements from graphic design to production and distribution. Having the entire operation in-house has ensured tight controls on quality and turnaround.

Its print capacity and a 24-hour production shift has given it the ability to handle large volumes of print work with very tight deadlines.

Worldwide Printing Centre Building,
Musembi Road, Next to Stima Sacco,
Opposite Stima Hotel

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Soloh Worldwide Inter - Enterprises Ltd

Mobile solutions provider builds growth on networks

4 **ADVANTA**



Advanta Africa Ltd
Smarter, Faster Messaging

INDUSTRY IT

BY ABIGAE SUM

In 2008, Strathmore-trained Certified Public Accountant Lawrence Kamanda left his lucrative job as a finance manager, with 14 years of accounting experience across Kenya, Uganda and Tanzania, to start a mobile marketing solutions company, Advanta Africa Ltd.

“It was through Internet research I saw an opportunity in mobile marketing solutions. I decided without hesitation to fulfill my entrepreneurial ambition. Throughout my career in accounting, I was deeply passionate about IT. I felt like I studied the wrong thing,” said Mr Kamanda, the Advanta Africa managing director.

Advanta Africa has since built a dynamic network in East Africa and beyond. It boasts a turnover of well over Sh70 mil-



Advanta Africa team celebrates with Diamond Trust Bank chief executive Nasim Devji (right) after emerging fourth in the Top 100 Mid-Sized Companies survey at the gala dinner. DIANA NGILA

lion per year, 19 permanent staff and over 200 SMS resellers, as well as a presence in over 150 countries with over 700 operator partners.

But it started as a reseller, relying on third party platforms to resell bulk SMSs, and working from a shared office.

“This was an emerging industry in Kenya so we had to learn on the job. The

industry and the services we were offering were new at the time and potential clients were sceptical. Business was hard due to almost zero awareness of the bulk SMS product. We decided to offer free test accounts to attract clients, a practice we have retained to this day,” he said.

It was not until 2010 that Mr Kamanda hired an employee to help him out, but

the biggest obstacle remained winning clients without testimonials from other clients. Joining business networking groups yielded results and the company steadily acquired clients for church SMSs, school SMSs, and event invitations.

In 2012 the company was issued with a Content Service Provider licence by the Communications Authority of Kenya (CA), which meant it could enter into contracts with mobile operators directly and build its own SMS Gateway.

“Armed with a CA licence, we were able to roll out more services, among them a bulk SMS gateway, shortcodes, Unstructured Supplementary Service Data (USSD), premium rate services, SMS APIs for integration with third parties and the SMS reseller platform,” said Mr Kamanda.

Advanta Africa is also able to send messages globally thanks to partnerships with other SMS aggregators around the world.

“We started off with less than 100,000 SMSs per year, now we process more than 100 million SMSs annually. It has been a long journey but we are grateful for the far we have come and the fact that we

are now industry experts. Our aim is to see more and more organisations adopt SMS as the primary mode of communication for sending important alerts to their stakeholders,” he said.

The company has also diversified into app development and rolled out BiznetCircles, a business networking platform in an effort to remain relevant and cope with the increase in the use of Over the Top (OTT) platforms, such as WhatsApp, which have reduced the use of text messaging.

This year, the company has been ranked fourth position in the Top 100 medium-sized companies survey and the best in ICT Company 2016 awards.

“We are motivated by the increasing number of mobile phone users to continuously grow and succeed, we have a sales lead generation system and train new entrants who resell our services because when they win, we also win. Being a part of a business networking groups such as BiznetCircles.com is also key,” said Kamanda.

-AFRICAN LAUGHTER





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Company finds a niche in keeping enterprises safe

5 HIPORA



INDUSTRY ICT/RETAIL

BY DAISY CHEPKOECH

Almost all East African businesses suffer from theft at one time or another. The problem is particularly severe in the retail sector.

This fact saw Hipora Business Solutions' foresighted directors John Wanjohi, Johann De Jager, Harold Ritcher and Tshepo Monnanyana launch their business in 2009 to provide services to stem the losses.

Hipora has since emerged as a leader



Hipora Business Solutions staff with Diamond Trust Bank chief executive Nasim Devji (right) after being ranked fifth in the Top 100 Mid-Sized Companies survey. DIANA NGILA

in its field in Kenya and East Africa based on its level of integrity, service delivery and commitment to its clients.

"Every entrepreneur will only have a peaceful night once he is confident

that his assets are protected and that is what Hipora does on behalf of business owners: gives them peace of mind", said John Wanjohi, managing director of Hipora.

The company's competitive advantage has been its team of highly trained managers who continuously undergo loss control training in South Africa.

Hipora's employees are also put through pre-employment integrity tests to ensure they uphold the highest levels of integrity in the job, and employees regularly undertake internal polygraph testing.

The company runs a policy of zero tolerance to any breach of integrity among its loss control officers.

The approach hasn't freed Hipora from challenges. Like many other companies it has sometimes suffered high staff turnover, suffered incidences of staff colluding with suppliers and its competitors, and faced issues of clients' commitment.

But it has worked steadily to create an internal culture of teamwork, trust and openness, putting in place measures that have included staff rotations, reward systems, hotlines for confidential information to the managing director and open forums to encourage open communication from all stakeholders.

This has made the work flow more productive and less challenging.

"Our management style is democratic

and participative leadership; we only succeed because we work as a team and we have an open-door policy to channel challenges and uplift each other in loss control knowledge. Quick turnaround time on issues; sharing information; sharing values and entrenchment of the culture of integrity to all members of Hipora is key," said Mr Wanjohi.

The results have been a flourishing business and revenue growth, with Hipora open to new ideas and innovations, and quick to embrace any solution that will better enable it fight the ever-evolving theft in business that is hurting its clients.

As the only loss control management company in East Africa, Hipora has also won business in the non-retail industry, driving growth that saw it secure fifth place in this year's Top 100 Mid-sized Companies survey, which it rates as one of its biggest achievements of the year.

In offering lessons to those on similar entrepreneurial paths, the company counsels startups to embrace emerging solutions, offer real solutions to clients, and seek opportunities beyond the initial target market.

-AFRICAN LAUGHTER



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Endurance and persistence pays logistics firm with top honours

6 GENERAL CARGO



INDUSTRY **TRANSPORT**

BY QUEEN MUNGUTI

The late 1990s proved to be a challenging time for General Cargo Services Limited, a clearing and forwarding company, as the country's economy went into a slump, knocking its business.

"The economic conditions in Kenya were very difficult at that time and we lost some of our major customers due to the downturn," said Mr Mehul Bhatt, the managing director.

"This is the lowest moment that the company has ever faced in our 40-year history."

The company, however, managed to overcome this slump in just two to three years, reduced the debt levels and stabilise it, before moving on to achieve its current net worth, which is over \$13.5 million (Sh1.3 billion).

In thriving over the long term, it has learned to master differing sets of challenges.

"There are, broadly, three challenges that we face from time to time: macroeconomic - due to the economic cycles of Kenya and East Africa over the years; regulatory - clearing and forwarding today is more complex and paperwork heavy than it was in the past; and physical infrastructure - roads and ports in Mombasa have not kept pace with the growth of the economy, hence there are issues with congestion and clogging of infrastructure," he said.

But these challenges have not deterred the company from achieving multiple successes, with one being its role as part of the team that built the Moi International Sports Centre in Kasarani, Nairobi.

"We have also managed to maintain some customers over a 40-year history of the company and grown with them, which is a big plus for us in such a competitive industry."

"We have also been awarded one of the good taxpayers' awards by the Kenya Revenue Authority (KRA), and have a Green Channel AEO certification from KRA, plus, in 2016, have formed a partnership with a regional logistics player Velogic."

Mr Mehul attributes these successes to the hard work and dedication of the found-

er, Mr Kirti Shah, and the team at General Cargo Services Limited who have managed to build a relationship with customers, keep up with industry technology, pursue prudent cash management and always do the right thing by paying taxes and other dues regularly.

This year, however, he said sales growth has been slow.

"It has been rather slow due to the economic downturn with growth of only 5-7 per cent, but, on the positive side, we have acquired some good customers and retained our existing customers. The economy and cash flows have been an issue due to failure of some banks that have affected us.

"However, departments such as air and sea freight forwarding, warehousing and distribution services, end-to-end supply chain management, and cargo insurance, have all experienced growth."

For any startup, Mr Bhatt advises hard work, the keeping of proper accounts from day one, and perseverance: because it takes time to build sustainable success and to always focus on customer satisfaction in order to build a successful company.

-AFRICAN LAUGHTER



Komal Construction Company Limited founder Navin Patel with Industrialisation secretary Adan Mohamed, NMG chief executive Joe Muganda (left) and Diamond Trust Bank CEO Nasim Devji (right).

DIANA NGILA

Industry champ links success to client satisfaction

7 KOMAL CONSTRUCTION



INDUSTRY **CONSTRUCTION**

BY ABIGAIL SUM

After 17 years of employment in the construction industry, Navinchandra Patel decided to venture out on his own and start his own company in 1996.

Twenty years later, Komal Construction Company has come a long way, boasting well renowned clients that include the United Nations, Supersport and MultiChoice.

Offering one-to-one services in general building, commercial building, design and building, budgeting and planning, and, where necessary, consulting, the company had a turnover of Sh270 million in the 2015/2016 financial year, and is looking to increase that this year.

"We are in a good position financially and having invested a lot in equipment and machinery, which takes about four to five years to recover, we have come to learn to protect our business by concentrating solely on corporate clients and projects financed by banks, thus avoiding issues of delayed payment or non-payment," he said.

This is learning rooted in the company's beginnings, when it started out with almost nothing and lived with financial constraints that were often exacerbated by clients not paying on time, or not paying at all. "In the initial years, we incurred a lot of bad debt, mostly arising from costs incurred as some clients refused to pay up once

the work was complete. Our credit rating was low and as such we were subjected to strict terms and in some cases, we were forced to repay in two to four weeks," said Mr Patel, managing director of Komal Construction Ltd. But, despite the company's now solid cashflow and tremendous growth, challenges still exist.

Typical are occasions where the company starts a project, but the timelines are affected, either because the clients are not ready or the detailing is not ready.

The construction industry is also now far more competitive than when he started the business, said Mr Patel. "So many construction companies

have cropped up, bringing with it challenges, including sub-standard work, and thus the need to stem sub-standard contractors."

The business is also pegged on the country's economic fortunes, with business now slowing down as the nation heads towards the elections next year. But Mr Patel remains hopeful that this will change for the better immediately after the polls.

For Komal Construction, a key to its success is ensuring clients are always satisfied and appreciate the company's work. "We guarantee clients quality work, excellent performance and maintain goodwill with them. This has ensured we retain clients over the years and get very many referrals from consultants and developers," he said.

Mr Patel said he was pleased that Komal Construction Company Ltd was named the 2016 industry champion among the Top 100 Mid-sized Companies in this year's awards, adding that it gave the company an edge over its competitors.

-AFRICAN LAUGHTER



The Directors of General Cargo Services Ltd holding their Top 100 Mid-Sized Company 2016 Award in the presence of Hon. Adan Mohamed, the Cabinet Secretary for Ministry of Industry, Trade and Co-operatives

General Cargo Services Group wishes to thank all its customers and partners who have supported its journey in becoming the leading medium sized logistics company of Kenya. We look forward to providing you even better and wide range of services to support your business going forward.

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Technology keeps firm ahead of packaging rivals

8

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INDUSTRY

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signed to ensure high production efficiency and low maintenance costs.

But founder Saji Kuriakose's multiple stumbles in business along the way have been typical of the experiences of the majority of business owners. For, as with most startup stories, Saji has suffered failures.

"Failures are great lessons. There have been multiple times I lost face to clients, partners and investors. People will doubt you and some even persecute you, but at the end of the day, your success depends on whether you give up or keep going. Motivation comes from within," he said.

Technical staff

Being an SME, which often face problems that are uncommon for larger companies and multinational corporations, the biggest challenge since the company's inception, said Mr Saji, has been the lack of qualified technical staff, which initially affected the company's output.

Starting off with only one employee in 2005, the company has over the years diversified its employee structure to now over 40 staff with a key focus on hiring qualified engineers and training them.

The most valuable lesson for Mr Saji, was in finding the right people to help.

"Finding people with the right skills and the right spirit to be in a startup. Besides that, some of my key points and advice I can give to others is to make sure you stay on top with all of your costs and cash flow for your startup," he said.

The company has also concen-

trated on building especially high in-house quality assurance processes, and focused on increasing the value addition for locally available produce, especially products made

by youth and women entrepreneurs.

As part of its mission to provide the best and most cost-effective packaging solutions to small, medium and large scale manufacturers,

the company also gives technical advice and project plans to people free of cost.

-AFRICAN LAUGHTER

BY STEVE ODINGA

Established in 2005 as a humble business to supply hand sealing machines, Allwin Packaging International Ltd is today the largest supplier of packaging machines in East and Central Africa.

The firm serves Uganda, Tanzania, Rwanda, and South Sudan with more than 200 different types of packaging machines and materials to cater to the needs of different manufacturing companies.

Having featured three times in the Top 100 mid-sized companies survey, ranking 5th position overall in the year 2013 and 8th in 2016, the company is determined to keep improving.

Since its establishment, its objective has been to bring the latest packaging technology to provide an increasing range of innovative, quality products to consumers throughout the East African region.

Sole distributor

As the sole distributor for East and Central Africa of one of the world's most respected and advanced packaging machine brands "ISHIDA", from the UK and Japan, the company offers a wide range of state-of-the-art packaging machines that are de-

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Allwin Packaging International Limited team receives a trophy from Diamond Trust Bank chief executive Nasim Devji (right) at the Top 100 Mid-Sized Companies Gala Dinner. DIANANGILA

ICT firm widens reach with client centric solutions

9	TANGAZO LETU
	INDUSTRY
	ICT

BY IRENE OBUYA

As a university student, Chris Gathingu saw an opportunity in automating businesses and pounced on it.

“I saw a water utility business that had to disconnect most of its clients because of overdue payments. The problem was that the company used to post water bills via the Post Office and therefore the communication process was inefficient,” he says.

This motivated him to develop a solution to improve the water company’s payment collection with a text message based system that the utility firm could use to notify its clients when the bill was due without them having to go to the Post Office to collect mail.

From this, Tangazo Letu, an ICT and mobile tech solutions provider was founded, in 2007.

Tangazo Letu is today a client-centric ICT firm that develops solutions that automate business processes in every sector of the economy to promote efficiency, sustainable innovation and best practice.

The company has also set itself apart as a trend setter in mobile solutions used by millions of Kenyans by developing mobile financial solutions as well as customised software, and offering ICT consultancy, mobile banking, agency banking, bulk payments, and group savings platform as part of its range of services.

The services are now improving marketing and streamlining business operations across financial institutions (Banks, MFIs and Saccos), telecommunication companies, government and non-governmental organisations and corporates.

Through its innovations and services, the company has won several notable awards with three awards coming in 2016 alone; namely the Top 40 Men under 40, Top 100 Fintechs in Africa, and being ranked ninth in the Top 100 Mid-sized Companies survey.

This was despite the challenges the company has faced in the pursuit of its success, which have seen it work to change the mentality in the industry that ICT is expensive, the lack of appreciation of the role of technology in the industry, as well as low ICT



Tangazo Letu Limited staff pose for a selfie with Diamond Trust Bank chief executive Nasim Devji after being ranked ninth during the Top 100 Mid-Sized Companies survey. FIE

literacy levels. The company has tackled these roadblocks by building shared platforms that clients can share and hence pay subsidised amounts for using, employing extensive capacity building in the industries that they operate in, in order to build the appreciation, and extensive training to industry players on ICT matters to increase the literacy levels in the field.

By continuing to tackle these challenges, the company has experienced growth that

Mr Gathingu attributes to having a clear company strategy to align teams and keep the organisation focused on its goals and objectives.

With 32 staff in Kenya, it has begun moves to expand regionally with its launch in Uganda under the name Tangazo Letu Uganda Limited.

It is also working to launch further financial offerings to add value and dignify the lives of all Kenyans by creating a seam-

lessly connected world using ICT and mobile solutions.

Tangazo Letu also provides mentorship programmes, and an internship programme to impart knowledge to students and fresh graduates.

Currently, the company is also working with Kambui Secondary School for the Deaf to raise funds for construction of their facilities.

-AFRICAN LAUGHTER

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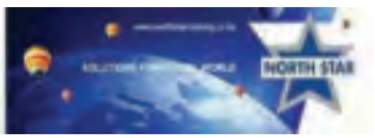
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Engineer's drive yet to cool his passion for success

10 NORTH STAR COOLING SYSTEM



INDUSTRY ENGINEERING

BY CYNTHIA AWUOR

Kishore Reddy Palappa, a mechanical engineer from India, founded North Star Cooling Systems, bringing nearly 25 years of industry experience.

Yet he came to Kenya by chance, after a friend convinced him to make the move as the country lacked professionals in his area of expertise.

With a passion for engineering services, he took up the friend's challenge, moved to Nairobi in 1995, and secured a job with an air conditioning company.

Ten years later, with the need for expertise in his field still expanding, Reddy, together with a partner, decided to give entrepreneurship a shot, and founded

North Star Cooling Systems. The air conditioning, refrigeration and ventilation contracting company has a strong reputation for the design, installation, repair, maintenance and optimisation of critical refrigeration and HVAC systems, from domestic to large commercial installations.

"Starting the company was not planned and it took a lot of convincing from my partner. Once again, I started from scratch by informing clients and friends that I had decided to stay and start a company," he said.

Progressively, the company has secured bigger and more challenging tenders, from its initial startup days.

The firm installed the air conditioning and ventilation systems at the 15,000 square feet ice skating rink at Panari Sky Centre in Nairobi, a project Reddy remains proud of to this day.

He still provides maintenance and renovation services for the rink.

Over the years, the company has grown significantly, becoming more financially stable, and has emerged as a reputable contracting organisation. It started out with just five employees and now has 150.



Northstar Cooling Systems Limited staff pose are congratulated by Diamond Trust Bank chief executive Nasim Devji (right) after being ranked tenth in the Top 100 Mid-Sized Companies survey. DIANA NGILA

It provides services to supermarkets and cold rooms, banks, hospitals and bio research laboratories, hotels and restaurants, office buildings, pharmaceutical and food processing industries.

Its clients include the Australian High Commission, I & M Realty Ltd, Leisure Park Development, Two Rivers Lifestyle Centre, Carrefour and Lazizi Premier Hotel.

"The business journey has been great so far, and very successful" said Reddy.

But the biggest challenge has been economic setbacks that have strained the company's cash flow at times when non co-operative clients take advantage and don't make payments in good time.

North Star Cooling Systems has featured in the Top 100 Small Mid-sized Companies survey in the last two years, making this its third year in a row.

For Reddy, his greatest highlight remains being ranked fourth in 2014, when his company took part for the first time.

Reddy's future plans will be driven by demand, he said, with the market having changed tremendously over the last 10 years, and climate change seeing the company encompass heating as well as cooling systems.

The company now offers training services with the mission of expanding expertise and skills in its field. It is committed to doing its very best, offering the best services to its clients and creating more employment opportunities for Kenyans.

-AFRICAN LAUGHTER



NORTH STAR COOLING SYSTEMS LTD

By EVANS ONGWAE
eongwae@ke.nationmedia.com



KENYA
TOP 100
MID-SIZED COMPANIES
BUSINESS DAILY — KPMG

North Star Cooling Systems (NSCS) continues to shine after once again storming the Top 100 Mid-size companies' competition. At the same time, the cooling systems firm has shifted its offices to along Mombasa Road near SOHAM Petroleum Station opposite Syokimau Railway Station, making it more convenient to reach.

NSCS finished the competition in the Top 10 position this year as it guns for the penultimate prize having already featured in the competition three years in a row.

NSCS specializes in air conditioning, refrigeration and ventilation contracting with now a strong reputation for the design, installation, repair, maintenance and optimisation of critical refrigeration and HVAC systems.

Mr. Kishore Reddy, the firm's director emphasises that, North Star Cooling System staff work closely with project stakeholders to ensure optimal design, efficiency, reliability, life cycle cost and excellent after sales service.

An engineer with 25 years' experience, Mr Reddy says ventilation is one of the most important factors for maintaining acceptable indoor air quality in buildings.

In modern buildings the design, installation, and control systems of these functions are integrated into one or more HVAC systems.

According to Mr Reddy, NSCS has come a long way since its establishment in 2005. It has grown in strength to provide its services to win the loyalty of an impressive list of clientele.

Most of the works that the firm has engineered comprise all HVAC elements. NSCS continues to delight its customers with its expertise. Two Rivers Lifestyle Centre, JKIA Terminal 4, The World Bank Group office in Nairobi, African Development Bank Office Fit-out Upper Hill are some of the projects it has undertaken.



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Quality control firm sets its sights on Africa expansion

12 POLYGON LOGISTICS

INDUSTRY **LOGISTICS**

BY ROBERT LABAN

Polygon Services Limited is set to open branches in Malawi and Djibouti in the next six months, bringing its current operation to eight African nations.

The cargo handling and testing company began with the founder spending seven years buying equipment and apparatus using his then employment salary before starting up in 1997. Mombasa County based Polygon, which has now surpassed the Sh100 million mark in annual sales, worked from founder and managing director Dominic Mureithi's home until 2004. From the start, at least 10 per cent



Polygon Logistics Limited officials led by director Ben Omolo (left) pose with their award at the Top 100 Mid-Sized Companies Gala Dinner. DIANA NGILA

of its income went to training staff.

"My conviction has been harnessing and turning new staff into experts who can deliver quality that matches international standards and satisfies clients' demands. It is through delivering quality that companies grow, not centralised knowledge in a few experts," said Mr Mureithi. The German-trained food scientist settled on cargo laboratory testing, of

fered only by foreign companies at the time, after intensive research. The company now tests and also advises companies on remedies based on criteria set by the Kenya Bureau of Standards (Kebs), the National Environment Management Authority (Nema), and other regulatory agencies. It tests petroleum products, tea, fertilisers, grains and seeds, building materials and other products. Polygon's

clients include the Kenya Tea Development Agency, World Food Programme, Nema, Food and Agriculture Organisation, Unicef, water and flour mills. "The laboratory tests confirm if the sampled goods meet set local and international standards for human and animal consumption.

For export, horticultural crops must meet European Union and other markets minimum chemical residue requirements," said Charles Maina, the laboratory manager. Head of inspection Peter Matiti said their work starts from receiving cargo and capturing the status report on behalf of clients during storage, loading and offloading at the Mombasa port. Robert Spoo, who is in charge of the pest control and anti-counterfeit departments, said pests must also be restricted from spreading during import and export. Wood pallets are treated to ensure they are free from nematodes and other pests and moulds, with Polygon internationally recognised under the ISPM 15 as a treatment agent for wood based packaging materials.

With branches in Somalia, Uganda, Tanzania, Burundi, and Rwanda, the company has 60 permanent employees and more than 100 contractors. After opening the Malawi and Djibouti branches, the company is planning to set up in Zimbabwe, Angola, Mozambique and the Democratic Republic of Congo over the next five years.

-AFRICAN LAUGHTER

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Manix Limited officials receive their trophy from Mwananchi Communications Limited CEO Francis Majige Nanai (right) at the Top 100 Mid-Sized Companies Gala Dinner. DIANANGILA

Store credits good ranking to investing in customer loyalty

13 **MANIX**

INDUSTRY **APPAREL**

BY OTIENO OGEDA

Manix Limited's research and keen monitoring of the fashion scene, both locally and globally, has seen the apparel company feature prominently among this year's Top 100 Mid-Sized Companies survey. It was ranked at position 13, an achievement it credits directly to its investment in bringing best product range, quality and value to the nation's fashion market.

"Our customers' loyalty is pegged on friendly customer service, value for money and mix of brands that we get in sampling from major international trade fairs," said Dhruvesh Tank, one of the directors.

Mr Tank describes these as the ingre-

dients that bring satisfaction to customers visiting the company's outlets.

With more than 80 employees, Manix stocks primarily branded merchandise, specializing in world renowned labels, such as Levi's, Baumler, Dockers, Pepe Jeans London, Pringle of Scotland, Polo (SA), Gini and Jony, to name a few.

The store's clothing for men spans formal wear, smart casual wear and weekend-wear, ensuring customers are smartly dressed both in the boardroom and on the golf course.

Manix also employs personal touch with its customers, a factor Dhruvesh said has helped increase the number of shoppers through referrals.

"Most of our customers have turned to be our brand ambassadors due to the way we relate with them and the quality of garments they buy from us," he said.

Facing fierce competition, Manix Limited sources its mix of brands strategically and directly from the brand owners, with whom it enjoys notable goodwill, he said.

This has leveraged the clothing store

by delivering current season products that let Kenyan customers choose from the same range of products being offered in other parts of the world.

"We take care of our customers from Monday to Sunday in terms of how to dress on any particular day, with casuals for women also available in the Levi's stores and kids (boys & girls) being looked after at Manix Kidzz stores," said Dhruvesh.

Manix Group now operates 14 retail stores in Nairobi, Mombasa, Kisumu and Nakuru, including four stores that are franchised to other partners.

"We operate concept stores under the brands 'Manix Clothing Store', 'Levi's (R) Store' & 'Manix Kidzz', with all our stores strategically located in prime areas of the CBD and upmarket shopping malls," said Dhruvesh.

"With our long service in this market since 1997 and our commitment to offer quality and value for money, which remains our ultimate goal, we now have plans to spread our brand in the East African region," he said.

-AFRICAN LAUGHTER

How bank loan snub failed to dim rising star

14 **CARE CHEMISTS**

INDUSTRY **PHARMACEUTICALS**

BY ROBERT LABAN

When a major bank turned down his Sh500,000 loan request for the establishment of a chemist, Dr Paresh Haria's determination never faltered: He instead sought the help of his family to open Care Chemists as a retail medical drugs shop.

"That challenge was the thrust to my rise. I wanted to prove that inability to raise loan security does not dim a prospering star," said Dr Haria. "That is why I worked hard from August 1978 and by the end of one year, I had repaid the soft loan of Sh200,000 from my father-in-law."

With this, the University of London graduate began life as an entrepreneur, almost straight from his studies.

"Raising a large sum of money to pay cash for the stock was a challenge. The suppliers were only willing to give goods on credit if one repaid within 30 days. I had to build trust with them by promptly clearing debts. From Sh100,000 credit worth of supplies, Care Chemists has grown to Sh40 million in credit worth of supplies," he said.

But the growth has not just been experienced in credit. The business has also grown from a sole proprietorship to a partnership with his father, Panachand Shah, and a wholesale business.

"In 1980, my father moved from Nairobi to Nakuru so that we could expand the business and 11 years later we achieved it."

But the business was still considered



Care Chemists staff at the Top 100 Mid-Sized Companies Gala Dinner. DIANANGILA

a high risk by banks, so Dr Haria concentrated on building the image and brand of Care Chemists as a trustworthy enterprise to attract more customers, especially those who would buy in bulk.

"Financial discipline in sticking to the budget, purchasing goods that have a high turnover value in respect to demand, and repaying credit of up to Sh100,000 within one month, then to repaying credit worth Sh20 million to Sh40 million in 40 days now, has earned us the trust of suppliers."

Major hospitals and small urban chemists are now their main customers.

"The building of trust has won us bulky buyers, like hospitals as customers, who we serve in cases of emergency even after official working hours of 8 a.m to 6.30 pm," he said.

Care Chemists also has two branches and eight employees in Nakuru town.

The father and son have now earned business recognition as one of the top 100 brands among the medium-sized enterprises in Kenya.

"Such recognition is motivation to join the 'big boys' in the Club 101 by 2020, when we hope to have started importing drugs and other medical equipment," said Dr Haria.

-AFRICAN LAUGHTER



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Firm that uses art to fight youth unemployment

15 WELL TOLD STORY



INDUSTRY PUBLISHING

BY ZABLON OYUGI

Rob Burnet's passion to end youth unemployment through mentorship and information, with the aim of achieving innovation and entrepreneurship to deliver dignified livelihoods, led him to start the Well Told Story six years ago.

"Information gaps are the barrier keeping highly innovative minds in poverty," he said, which is why Mr Burnet, now the company's managing director, sought to bridge the gaps through art.

The medium he employed was Sheng. As the core language of communication among the youth, it enabled Well Told Story to engage the youth in a medium



Well Told Story officials receive their trophy from Mwananchi Communications Limited CEO Francis Majige Nanai (right) at the Top 100 Mid-Sized Companies Gala Dinner. DIANA NGILA

they identified with. The company's literature now includes the famous comic book, *Shujaaz*, and trans-media production *Jongo Love*, which have, together,

reached more than 6.5 million youth.

The idea of Well Told Story was informed by the knowledge Mr Burnet had gathered during more than 20 years of interacting with the youth in the country.

"The organisation's approach to our audience looked funny, but we are proud that this is our unique and successful way to draw the minds of millions of youths to crucial topics such as budgeting, entrepreneurship, agripreneurism, climate change, and formal learning, among others," said Mr Burnet.

In achieving its objectives, the company, which now has an annual turnover of Sh320 million, has partnered with companies and organisations such as the Bill and Melinda Gates Foundation, UK's Department for International Development, Nation Media Group, Safaricom, and Coca-Cola.

Well Told Story also sponsors youth workshops and education and seeks to inspire other companies to include the youth in their workforce. It now has 40 employees, all in their 20s.

It, likewise, offers training opportunities and academic sponsorships for its

employees, as part of its quest to advance learning, new skills, and experience.

"The company is very ready to sponsor its employees who wish to attend workshops, seminars and other learning programmes," said Mr Burnet.

In recognition of its success, Well Told Story was ranked 11th in this year's Top 100 Mid-sized Companies: something that the company received with much delight.

"Well Told Story is delighted to have been ranked among the best mid-sized companies impacting society. It is, indeed, a recognition of the investment made so far in bringing positive social sustainability," said Mr Burnet.

The company has won awards, including the 2012 International Digital Emmy Award for children and young people for *Shujaaz*, and the same awards in 2013 for *Jongo Love*.

Other tributes have been the One World Media Awards for Peace Building Africa for Youth Radio in 2011, and the same awards for gender in the same year.

-AFRICAN LAUGHTER

Tech firm seeks change in attitude towards SMEs

16 COMPULYNX



INDUSTRY TECHNOLOGY

BY CHRISTINE MBOYA

CompuLynx was founded in 1994, at a time when there was a big gap and great need for a locally available software solutions company in Kenya. Businesses, at that time, had to source outside the country, meaning the new enterprise came as a sigh of relief.

"Why should Kenya go across the border to look for technologies we could locally develop and provide? That is the question we asked ourselves. We were ready to fill this gap. Even better, was that we were intending to not just provide these solutions, but ensure each service was customised to suit the unique needs of each business," said Sailesh Savani, CompuLynx CEO.

With only two people running the company at the time, CompuLynx was able to get traction immediately after take-off, with local retailers quickly warming up to the company.

"We were keen on becoming long-term innovation partners to our customers, and so we invested in building client trust, and maintaining brand credibility to ensure firm rooting in



CompuLynx Limited representatives at the Top 100 Mid-Sized Companies gala dinner. DIANA NGILA

the market. I believe that if you take care of your people, your people will take care of you," said Mr Savani.

By 1996, CompuLynx had gained 35 per cent market share in Kenya, and expanded its staff from just the founders, Mehul Savani and Sailesh Savani, to five more people running its operations.

CompuLynx now operates around two distinct areas of business. One is providing end-to-end solutions for big and small retailers, from high-end stores like Nakumatt to smaller outlets like Solar Kiosk. It also offers software solutions for identity management, fraud and loss prevention using biometric technology.

This includes face recognition technologies for banks, NGOs, government and educational institutions. The company has also now gone global, serving over 400 customers in more than 30 countries across the world, with key partners in East Africa including Equity Bank, World Food Programme, CRDB Bank Tanzania, Orient Bank Uganda, and University of Dar-es-Salaam.

"We also partner with local technology provid-

ers where we see synergy in providing our mutual customers with solutions that are complementary to each other and that eventually end up delivering business to our customers," said Savani.

Savani cites the biggest challenge for SMEs in Kenya as the tough competition against big firms, in a situation where the government as well as many potential customers hold more trust for the big players in the field.

"We need to encourage SMEs by consuming the services and products they are offering. It is important, especially for the government, to partner more with small enterprises. Otherwise, growth of these small businesses takes place at a very slow pace," said Mr Savani.

CompuLynx now has a total of 160 employees across East Africa, with 60 per cent of its total workforce in Kenya aged between 26 to 35. With a group turnover of close to \$10 million (Sh1 billion), and 76 per cent annual growth rate, the company has established itself as a strong force in the market, currently holding 70 per cent market share in East Africa. -AFRICAN LAUGHTER




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Thika Cloth Mills thrives on quality in tough textile market

Thika Cloth Mills Ltd is a manufacturer of woven fabrics. It currently makes materials for the corporates, school and security uniforms. It also makes promotional khangas, kitenges and curtains. Its latest development is Canvas Materials.

It produces 100 per cent cotton, polyester cotton and polyester viscose blends of fabric. The main raw material for Thika Cloth Mills is cotton which is then converted to yarn, fabric and then dyed or printed as per customers' requirement. It takes up to three weeks to convert cotton to fabric, passing through more than 25 processes.

Thika Cloth Mills employs 650 skilled and unskilled workers and it supports 22,000 small-scale cotton farmers in Kitui, Mpeketoni, Nyanza, Meru, Makueni and Taita Taveta. The firm is committed to buying and building Kenya.

Although the textile market is faced with heavy competition from cheap imports from

China and second-hand clothes, Thika Cloth Mills products remain popular with its customers because of its focus on quality, consistency and fast deliveries.



Mr Narendra, Mr Iyer, Mr Sammy and Mr Nguni of Thika Cloth Mills Management Team.

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Sells text books and stationeries, wholesale and retail

30 SOFTWARE TECHNOLOGIES LTD



INDUSTRY

ICT

Software development

31 TRIDENT PLUMBERS



INDUSTRY

PLUMBING

Plumbing and drainage, installation of

fire fighting systems, instals boilers and compressed air systems.

32 SUPERIOR HOMES KENYA



INDUSTRY **REAL ESTATE DEVELOPMENT**

33 PATHCARE KENYA LTD



INDUSTRY **HEALTH**

PathCare Kenya is at the cutting edge of medical diagnostic services, delivering a world class service that ensures the highest quality of medical testing and the very best in medical support.

34 AMEX AUTO & INDUSTRIAL HARDWARE



INDUSTRY **RETAIL**

Established in 1988, AMEX Auto & Industrial Hardware Limited deals in a wide range of vehicle spare parts. From suspension arms, body parts, side mirrors, headlamps to service parts we are your one-stop-shop for vehicle spares.

35 RUSHAB PETROLEUM LIMITED

INDUSTRY **OIL & GAS (DOWNSTREAM - INCLUDES MARKETING AND DISTRIBUTION)**

Retailing of fuel, gas, lubricants to industries & individuals.

SUPERIOR HOMES LIMITED



Superior Homes Kenya staff after being awarded with a trophy at the Top 100 Mid-Sized Companies Gala Dinner.

DIANANGILA

36 PHAT! MUSIC & ENTERTAINMENT LIMITED



INDUSTRY **ENTERTAINMENT**

Phat! Music & entertainment limited's principal activites are : music entertainment; including media, events, advertising, intellectual property and provision of content.

37 NATIONWIDE ELECTRICAL INDUSTRY LTD



INDUSTRY **MANUFACTURING**

Manufacturers and importers of flourescent luminaries and other electrical equipment

38 UNIQUE OFFERS LIMITED



INDUSTRY **ICT**

Dealer in ict and communication equipment

39 PRAFULCHANDRA & BROTHERS LTD



INDUSTRY **WHOLESALE**

Import, retail and wholesale of electrical items, hardware, kitchens, tiles and flooring.

40 SPECICOM TECHNOLOGIES LIMITED



INDUSTRY **ICT**

Sales and supply of ict equipments,net working,security solutions

41 KISIMA DRILING EA



INDUSTRY **INFRASTRUCTURE/ CONSTRUCTION**

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SMART BRANDS LIMITED



Smart Brands Limited team being awarded with a trophy by NMG advertising director Michael Ngugi (right) at the Top 100 Mid-Sized Companies Gala Dinner.

DIANANGILA



SPECIAL ADVERTISING SECTION

Superior Homes Kenya



Superior Homes Kenya aims high after Top 100 Club entry

By EVANS ONGWAE >>> eongwae@ke.nationmedia.com

Real estate titan Superior Homes Kenya (SHK), recognised as a Top 100 mid-size firm, is aiming higher. It plans to list in the Growth Enterprise Market Segment (GEMS) at the Nairobi Securities Exchange (NSE), expand its operations and meet the unmet demand for houses.

Greenpark Lifestyle Estate, SHK's flagship project located in Athi River, is currently in its fifth phase, with over 450 houses completed and sold to date. Plans are also in place to put up a commercial establishment that shall take care of all the residents' shopping needs by 2017.

The estate is connected to the MAVWASCO water supply and trunk sewer line, two boreholes, two schools within the estate – a kindergarten and a primary school. The Sundowner Bar & Restaurant is now up and running, offering a gym, swimming pool, multi-purpose pitch, indoor gaming, and food

and accommodation. A community-owned estate management company collects and appropriates the service charge.

Over the period, SHK has developed new products and incorporated buyer feedback to enable it make improvements on new houses.

The firm is currently working on a tourism and hospitality establishment in Naivasha's Lake Elementaita region. The 52-cottage Elementaita Mountain Lodge shall offer both local and international holidaymakers an experience of what the country has to offer in hospitality.

SHK also plans to replicate the Greenpark model in other counties.

The firm's officials say they are excited and proud of making it to the coveted Top 100 Club.

Its participation in this competition is a clear demonstration of its progressive drive towards providing quality value-for-money homes. It is also an



(Seated) Judith Maroko (General Manager), (Standing from Left) Daniel Kungu (Finance Manager), Esther Njiru (Board) and Reginald Okumu (Board).

indicator of the firm's sound financial stability, compliance to tax regulations and financial discipline. Current and potential clients can therefore invest in

Superior Homes Kenya products and be rest assured to get their money's worth.

The firm's officials say that the real estate industry in which they are key players can rise to new heights if the authorities reform the licensing regime. They note that licensing and seeking relevant approvals is a major challenge. Slow registration at the lands offices also impacts on property development businesses. It would be good if the government can consider more incentives which would reduce developers' costs of production and ensure fairer pricing for houses. SHK, together with industry players such as the Kenya Property Developers' Association (KPDA), are engaging the concerned parties to see how to alleviate these hindrances.

The government, they say, should formulate developer-friendly policies, measures and incentives that ensure efficiency of operations and reduced cost of production. The benefits from this would be immense, and would

be passed on to others – suppliers, financiers, and aspiring homebuyers.

SHK was established in 2004 with a vision "to become the largest, the most respected and trusted provider of new houses in East Africa while engaging positively and to the mutual benefit of customers, staff, contractors, suppliers and wider community". It is guided by a mission "to innovate, improve and inspire".

SHK is driven by the commitment to provide quality and above-standards houses, and this is the greatest contributor towards its success. It also boasts innovative products such as 'BOLT – Buy Over Long Term' that allows instalment payments towards a house, and 'TBYB – Try Before You Buy' which allows you to 'test-drive' SHK houses before buying. A Covenant of Rules and Regulations executed and adopted by homeowners during purchase also ensures the sustainability of the estate, protecting the property from undesired changes and distortions.



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MIC Global Risks (Insurance Brokers) Limited
&
MIC Global Risks (Tanzania) Limited***



MIC Global Risks

About EHS

Executive Healthcare Solutions (EHS) is a well-established Medical Insurance provider based in Kenya regulated by the Insurance Regulatory Authority.

Aetna International and Executive Healthcare Solutions (EHS) bring together local expertise and global strength to deliver health plans perfectly positioned to meet the needs of the African Market.

EHS are the principal representatives of Aetna International for the Executive Healthcare Plan in 11 African

Countries namely; Kenya, Tanzania, Uganda, Malawi, Mozambique, Zambia, Zimbabwe, Botswana, Angola, Ghana and DRC.

Executive Healthcare Plan offers 4 different coverage options namely Major Medical, Major Medical Plus, Foundation and Lifestyle. Members can choose to be covered in Africa only or worldwide. The range of plan options is aimed at keeping them healthy and well-protected.

Please visit our website www.executive-healthcare.com for further information.



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About Aetna International

As one of the largest and most prominent international health benefits providers, Aetna supports approximately 700,000 international members. Our global vision is to empower people to live healthier lives. Our history of more than 150 years

of experience and nearly 40 years of international experience is what sets us apart. We use our extraordinary depth of health care knowledge and practice to design benefits solutions that work for you.

About Aetna

Aetna is one of the leading diversified health care benefits companies in the United States, serving approximately 36.8 million people with information and resources to help them make better informed decisions about their health care. Aetna offers a broad range of traditional and consumer-directed health insurance products and related services, including medical, pharmacy, dental, behavioral health, group life and disability plans, and medical management capabilities and health care management services for Medicaid

plans. Our customers include employer groups, individuals, college students, part-time and hourly workers, health plans, governmental units, government-sponsored plans, labor groups and expatriates. For more information, visit www.aetna.com

Over the past 17 years, Executive Healthcare Solutions and Aetna have partnered to offer innovative international healthcare solutions in Africa.



About MIC

- Insurance brokerage business was established in Tanzania in 1942;
- In 1971, headquarters moved to London in order to develop international connections;
- Over time, several strategic partnerships have been established with international firms in order to strengthen our technical expertise and offering to clients in this region;
- Today with a dedicated team of nearly 100, we advise clients across several countries in East and Central Africa in varied roles and capacities. This is further enhanced through our decade-long partnership with Marsh, a global leader in insurance broking and risk management;
- We now have well established offices in Nairobi and Dar es Salaam
- Our client base spans all industry sectors and we pride ourselves in our ability to provide excellent service regardless of client size, complexity of profile, industry or geography. This is evidenced by our exceptional client retention records.

Core Business: We specialise in major hotel, industrial and commercial accounts offering Insurance Broking and Risk Management Services covering GENERAL Insurance products (such as Motor Insurance, Marine, Aviation, Property, Liability etc) and Medical, Life & Group Life (Local and International products).

Our key services include:

- Provision of corporate insurance broking and advisory services across all sectors and industries. This includes all general classes of insurance and medical / employee benefit solutions;
- We work with top tier insurers in the countries where we offer our services;
- We are proud of our particular strength in the hotel, leisure and hospitality sector;
- Risk management support ;
- Claims management services;

MIC Marsh Strategic partnership

- Strategic relationship spanning over a decade as Appointed Representatives and Correspondent office of Marsh in Kenya and Tanzania;
- This provides access to Marsh resources worldwide including access to specialist markets and reinsurance capital;
- Equally, the partnership allows Marsh to provide seamless service to its global clients in the region through the presence of MIC both in Kenya and Tanzania;
- This partnership is a major force in East Africa and across Sub-Saharan Africa.

About Marsh

- A global leader in insurance broking and risk management services;
- Presence in more than 130 countries with more than 30,000 employees and experts helping clients to anticipate, quantify, and understand the risks they face;
- Specialists in the design and delivery of innovative solutions to better quantify and manage risk through industry-specific expertise, global experience, and collaboration;
- Amongst the key services offered are risk management, risk consulting, insurance broking, alternative risk financing, and

insurance programme management services;

- As a group, Marsh is a wholly owned subsidiary of Marsh & McLennan Companies (NYSE: MMC), a global professional services firm offering clients advice and solutions in the areas of risk, strategy, and people;
- Marsh & McLennan Companies also include global leaders Guy Carpenter (Reinsurance Broking Services), Mercer (Human Capital Consulting), and Oliver Wyman (Management Consultants).



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42 PATHCARE KENYA LTD



INDUSTRY **HEALTH**

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43 LOGISTIC SOLUTIONS LTD



INDUSTRY **TRANSPORT**

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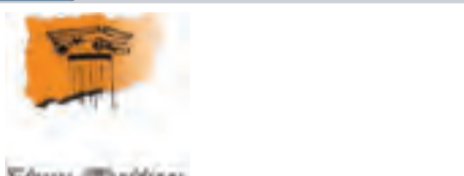
44 ALPHA FINE FOODS LIMITED



INDUSTRY **FOOD MANUFACTURING**

"ALPHA" is a readily recognized brand name in the East African market. Its products include premium Kenyan highland lamb and beef, poultry, Norwegian smoked and fresh salmon, a wide range of marine and lake products, frozen breaded products, ready to cook meals and quick snacks including; Sausages, Burgers, Kebabs, Meat Balls, Beef Macon and Smoked beef.

45 CLASSIC MOULDINGS



INDUSTRY **CONSTRUCTION**

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46 LOGISTICS LINK LIMITED



INDUSTRY **TRANSPORT**

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47 WATERMAN DRILLING AFRICA LTD

INDUSTRY **INFRASTRUCTURE**

Drill and equip boreholes, water extraction.

48 SPECIALIZED ALLUMINIUM RENOVATORS LTD



INDUSTRY **MANUFACTURING**

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First-time entrant hopes to build on brand recognition



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49 CHESTER INSURANCE BROKERS

INDUSTRY **FINANCIAL SERVICES**

BY JAMES KARIUKI

Chester Insurance Brokers Limited's entry into the Top 100 Business Daily-KPMG survey was a significant step towards realisation of their planned national and regional growth.

"Top 100 Survey is a respected brand in East Africa where business people use it to gauge a company's trustworthiness as a business partner, integrity in business practices and compliance as a corporate citizen when it comes to paying taxes," the firm's chairman, S. R Shah, told the *Business Daily*.

Saying it was their first attempt at opening their business to scrutiny on their systems and processes, governance structure and audited accounts, managing director Yatin Shah acknowledged that clinching position 49 was an exciting challenge in an increasingly competitive market place.

"Top 100 gave us better brand recognition, built value and provided us with a platform to market our wide range of products and services to a larger geographi-



Mr. A.S Chandrasekaran, technical director at Chester Insurance Brokers Limited, with the trophy awarded to the company.COURTESY

cal market and creating economies of scale, said Mr Shah.

The MD revealed that the 18-year-old firm's secret to success lay in its board of directors 135 years of combined experience in the insurance industry, their education as well as hands-on involvement in the day to day running of the business.

"We followed successful approaches in enhancing synergy among employees for better clients' service and heavily invested in IT infrastructure, enabling our customers to directly engage us on a 24-hour basis," he said.

The company with offices in Nairobi and Mombasa is the sole representative of UNiBA, a global brokerage organisation, in Kenya which gives it an upper hand in meeting the needs for insur-

ance brokerage, consulting and risk management services of their clients in Kenya.

"Though we are a mid-sized company, it is big enough to offer any type of insurance cover for domestic companies, both commercial and industrial, to large international firms," said the company's technical director, A. S. Chandrasekaran.

Finance director Pomesh Shah added that the sector needs several reforms to encourage development of professional brokerage institutions.

He called for a clear differentiation of brokerage firms from bankassurance and insurance agents, saying this would help streamline operations and planned expansions across the Comesa region.



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Diamond Trust Bank (DTB), a leading regional bank continues to play a vital role in the growth of the East African economy through its continued focus on the small and medium enterprises (SME) sector, allowing more small and mid-sized businesses to come under financial inclusion by serving these institutions with a full range of banking, investing, asset management and other financial products and services.

Designed to function ultimately as a one-stop financing and business development center in East Africa, DTB is dedicated to the accelerated growth of SMEs through better segmentation of financial and non-financial needs of SMEs by industry, stage of growth, product and market potential.

The bank strives to hasten the finance processing of eligible SMEs to meet their needs as well as support their business growth

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requirements through the provision of timely advisory services provided by DTB's SME Toolkit Kenya.

The SME Toolkit Kenya is a project of the International Finance Corporation's SME Solutions Center in Kenya that offers free business management information and training for small and medium enterprises on accounting and finance, business planning, human resources (HR), marketing and sales, operations, and information technology (IT).

The resourceful toolkit therefore provides information and communication technologies to help managers, entrepreneurs and small-business owners start, formalize and grow their businesses in sustainable ways.

For the third year in a row, DTB has been the lead sponsor of the Top 100 Mid-sized company's survey. The survey not only seeks

to appreciate SMEs and their strengths, but also their passion and ability to grow in a constant changing economy.

Through this partnership, DTB continues to show its strong commitment to small and medium enterprises by giving back and appreciating this particular segment of the region's business community.

The bank's support in small business growth is seen through its participation in forums and discussion panels, where the various challenges that small businesses face are discussed with a view to generate practical solutions.

SME owners and entrepreneurs are encouraged to visit any DTB branch countrywide and get information on how they can be on boarded onto DTB sponsored programmes catering for the business community or visit the DTB website <https://www.dtbk.dtbAfrica.com> for more information.

ORANGE PHARMA LIMITED



Orange Pharma Limited staff pose with their trophy during the Top 100 Mid-Sized Companies gala dinner. DIANA NGILA

50 KANDIA FRESH PRODUCE AND SUPPLIERS



INDUSTRY **AGRICULTURE**

Incorporated in 2001, Kandia fps Ltd is the provider of choice for clients looking for quality horticultural produce. Kandia fps Ltd is built on a heritage of quality, delivery, excellence, industry knowledge and the expertise of its people.

51 SIGMA FEEDS LTD



INDUSTRY **MANUFACTURING**

Manufacturer of animal feeds and dairy feeds

52 KENYA BUS SERVICES



INDUSTRY **TRANSPORT**

Kenya Bus Service Management Ltd is a Transport Management Company

in Kenya that was established in 2006 .We offer public transport services through a bus Franchising and Commercialization Model.

53 EMMERDALE LTD



INDUSTRY **WHOLESALE**

We are part of the Basma Group, which is an international company with offices in Nairobi and Mombasa, Kenya. The group was born out of a long history of family-owned businesses dating back to 1981. The group of companies has a total workforce of more than 100 employees and has interests in various Holdings and Investments. EMMERDALE IS AGENT OF EGYPTIAN MANUFATURERS SELLING Area Rugs, Wall to Wall carpets, Doormats, Curtain material and Rattan furniture among others.

54 MIC GLOBAL RISKS INSURANCE BROKERS LTD

INDUSTRY **FINANCIAL SERVICES**

Insurance brokers & medical insurance providers

55 TOTAL SOUTIONS LTD



INDUSTRY **ICT**

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56 BLUEKEY SOFTWARE SOLUTION K LTD



INDUSTRY **ICT**

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57 MURANGA FORWARDERS LTD



INDUSTRY **LOGISTICS**

Providing logistics solutions from Mombasa to JKIA, Nairobi

58 IMPAX BUSINESS SOLUTION



INDUSTRY **ICT**

Impax Business Solutions Limited (Impax) is an information systems consultancy company based in Nairobi, Kenya with operations across Africa. We provide business solutions and consultancy services in the areas of financial & accounting systems, business process automation and mobile solutions.

59 WARREN CONCRETE LTD



INDUSTRY **INFRASTRUCTURE**

Manufacture of concrete blocks,sewage and drainage pipes

Focus on quality, pricing spurs company's regional expansion

BY CYNTHIA AWUOR

Mukesh Naran Hirani, founder of Master Power Systems Limited (MPSL), settled in Kenya in 1999 and was quickly inspired to start his own electrical installation company.

He consulted a few friends and partnered with three of them to start the company in 2001.

MPSL is now a leading engineering and contracting company specialising in designing and executing electrical works, with the main focus being quality service to the corporate market, across ICT and telecommunication installations, structural cabling, fibre active devices, fibre optic cabling, PABX, intercom and telephone wiring, security surveillance systems (CCTV), intruder alarms and access control, fire alarms, generators, video conferencing and information display systems.

The company now works on electrical installation projects across Kenya

and Uganda and is currently spreading across East and Central Africa.

Starting out with only four staff, MPSL now employs some 240 workers and up to 400 casual employees, in providing services to industrial developments, commercial developments, residential facilities, academic institutions, healthcare facilities, hotels and retail stores.

In Kenya, these include many of the country's most prominent names, such as Garden City Mall, Nairobi National Museum and, in 2008, the Coca-Cola East African headquarters. MPSL is currently working on Two Rivers Mall, the College of Insurance, and the Arboretum Furnished Suites, among other projects.

"Business so far has been great," said Mr Mukesh. But the company is always looking for new ideas and concepts in a field that is constantly changing due to the high number of creative minds interested in the electrical field.

MPSL advocates sustainable energy and has embraced modern technology, adding values for its clients through recommendation of green technology and appropriate materials.

The major challenge in this has lain in spending too much time on research work and obtaining back up information with practical applications, to support some of the new concepts to be incorporated into some of its projects.

However, the research effort has enabled the company to keep ahead, said Mr Mukesh.

MPSL has also strategically partnered with a number of leading engineering firms and through them has been able to deliver top-notch services of excellent quality.

MPSL has also continuously expanded geographically, with offices now opened in Mombasa and Kampala, Uganda, and plans under way to open in Dar es Salaam, Tanzania.

The company has won numerous awards over the years and has been proud to be ranked among the top mid-

MASTER POWER SYSTEMS LIMITED



Master Power Systems Limited officials receive an award from Industrialisation secretary Adan Mohamed after the company graduated into Club 101 of firms with an annual turnover of more than Sh1 billion. Looking on are Nation Media Group CEO Joe Muganda (left), KPMG East Africa CEO Josphat Mwaura (second right) and Diamond Trust Bank chief executive Nasim Devji. DIANA NGILA

sized companies in Kenya for the last seven years from 2008 to 2014, before qualifying, this year, for the higher level of the Club 101.

In this entire journey, MPSL's progress has been the result of hard work and dedication, said Mr Mukesh, with the company's guiding principle

being the provision of quality service coupled with competitive pricing.

The company's mission remains to provide first class installations regionally and to expand its services to major towns and cities across East and Central Africa by the year 2020.

-AFRICAN LAUGHTER

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61 KENBRO LIMITED



INDUSTRY

MANUFACTURING

We are one of the largest suppliers of a variety of construction materials which include roofing and flooring products plus adhesives for the building industry, concrete paving blocks, cement interlocking tiles, wooden parquets, bitumen primers and paints. Over the years, vast experience has been acquired in the field of roofing & flooring; specializing in water proofing of any concrete structures and are a leading name in this field.

62 POWERPOINT SYSTEMS



INDUSTRY **RENEWABLE ENERGY**

Our core business is to offer an alternative and reliable power solutions for business entites and domestic use through harnessing renewable energy especially solar energy.

63 SMART BRANDS LIMITED



INDUSTRY

WHOLESALE

Importation and distribution of different fmcg brands

TROPICAL HEAT



Tropical Heat Limited staff celebrate after the firm graduated into Club 101. With them are KPMG East Africa CEO Josphat Mwaura and Nation Media Group CEO Joe Muganda (second right). DIANA NGILA

Food company navigates hurdles on path to success

BY IRENE OBUYA

Started 42 years ago in a home in Thika town, Tropical Heat has grown to become a household name in Kenya, making every kind of snack from rice cakes to fried peas, as well as traditional spices, herbs, and spice mixes.

The current owners took over the business in 1984 and have since nurtured it into now a Club 101 business, following several years as a Top 100 business.

Previously Deepa Industries Limited, Tropical Heat has moved on from its Thika town base into a 5,000 square-meter manufacturing plant in Nairobi's Industrial Area, with 250 employees across 10 departments.

Its snacks range includes popcorn, rice cakes, peanuts, and fried peas as well as potato crisps, chevda and masala sticks. It also processes all the traditional spices, such as turmeric, ginger, chillies; while its herbs include basil and thyme; and it also makes a range of masala for chicken, fish and beef.

"Continuous improvement, a thirst for innovation, attention to detail, a focus on quality, self-

evaluation and, most of all, an excellent team with a great attitude are some of the attributes that have brought the brand this far," said Mr Sawan Shah, a director at Tropical Heat.

The company sources its raw materials from the regions and countries where they are best grown, for instance some of the spices are imported from Egypt, India, Malaysia and Thailand.

It has also recently beefed up its packaging through a partnership with an Australian based company, which has installed new packaging equipment to bag potato crisps, taking them from the conveyor belt, filling, and then sealing the foil packets.

These efforts have seen Tropical Heat gain ground in several international markets including the UK and the USA. In Africa, its biggest export sales, across the 14 African countries it sells to, are to Uganda and Tanzania.

"We are proud of the strides we've made so far and the growth we've achieved by breaking into several export markets, where the regulations for food products are very strict," said Mr Sawan. However, even with such success, the company has faced

challenges. Mr Sawan explains that one of the key challenges has been the inconsistent supply of raw materials such as spices and potatoes. Maintaining low prices for consumers is also a challenge, as a result of rising wages and agricultural commodity prices.

However, "we are constantly engaging with farmers and setting up out grower schemes with the aim of providing an outlet for them and a constant supply for the company. We also constantly review our processes and look for efficiencies to counter the rising costs of inputs," said Mr Sawan.

Achieving consumer loyalty against the backdrop of ever intensifying competition has also been a challenge. "We strive to differentiate ourselves and take a forward-looking approach when it comes to product innovation and development. In addition, we're constantly engaging with our consumers and trying to provide good service levels as part of our mission."

Currently, the company's expansion strategy is to improve processes, continue to deliver quality products to consumers, increase capacity and build the brands. But "above all, we hope to enjoy the ride ahead," said Mr Sawan.

-AFRICAN LAUGHTER

64 EUROCON TILES PRODUCTS LIMITED



INDUSTRY **MANUFACTURING**

Manufacture of designer cement concrete tiles

65 UNEEK FREIGHT SERVICES LIMITED



INDUSTRY **TRANSPORT/ LOGISTICS**

International freight forwarding

66 OFFICE DYNAMICS LIMITED



INDUSTRY **WHOLESALE**

Selling and support of office equipments

67 JOGIAN INTERLINK LIMITED



INDUSTRY **ICT**

We are an ict company offering solutions in hardware and software infrastructure and related services.

68 KISIMA DRILING EA



INDUSTRY **ICT**

Dataguard distribution deals with importation and value added distribution of leading and global it hardware, software and accessory brands and travel goods.

69 SUPER-BROOM SERVICES



INDUSTRY **PROFESSIONAL SERVICES**

General cleaning of offices, homes, gardening services, garbage collection and disposal

70 KENCONT LOGISTICS SERVICES LTD



INDUSTRY **TRANSPORT**

We are a container freight station which is an extension of the Kenya ports authority (k.P.A). We are a customs bonded warehouse licensed by the Kenya revenue authority to store cargo awaiting customs clearance and customer collection

71 MILLBROOK GARMENT



INDUSTRY **MANUFACTURING**

Manufacturers and leading suppliers of industrial safety wear/gear, shirts, garments, ppe's and promotional give away and gift items

72 PALMHOUSE DIARIES



INDUSTRY **MANUFACTURING**

Production and distribution of milk and milk products in Nairobi and Kenya.

73 EDUCATE YOURSELF LIMITED



INDUSTRY

MANUFACTURING

We are the leading suppliers of books and educational resources in East Africa. We import and distribute educational material to various educational

institutions from nursery to universities.

74 ORBIT ENGINEERING LIMITED



INDUSTRY **MANUFACTURING**

We deal with vehicle body building and branding

75 KISIMA ELECTROMECHANICALS LTD



INDUSTRY **INFRASTRUCTURE/ CONSTRUCTION**

Doing borehole installation services both to private individuals and companies.

76 RILEY FALCON SECURITY SERVICES



INDUSTRY **SECURITY**

Professional security guard services.

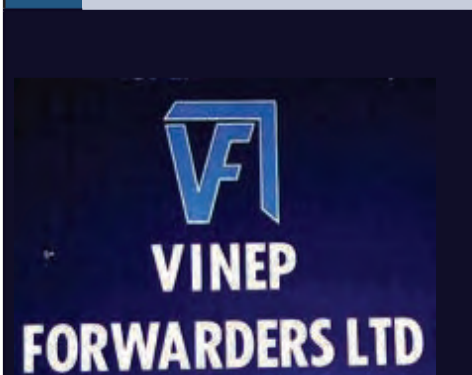
77 BAGDA'S AUTO SPARES LTD



INDUSTRY **WHOLESALE**

Appointed parts distributor of general motors East Africa Ltd of genuine spare parts for Isuzu, Chevrolet, Opel, and Hummer brand of vehicles as well as AC Delco automotive products

78 VINEP FORWARDERS LIMITED



INDUSTRY **CLEARING / FORWARDING**

SATGURU TRAVEL AND TOURS SERVICES LIMITED



Satguru Travel and Tours Services Limited officials pose with their award after the company graduated into Club 101. Looking on are Nation Media Group CEO Joe Muganda (left), KPMG East Africa CEO Josphat Mwaure (right), Industrialisation secretary Adan Mohamed and Diamond Trust Bank CEO Nasim Devji. DIANANGILA

Hassle-free travel solutions drive Satguru to elite club

BY ZABLON OYUGI

When global travel company Satguru Travel and Tours Services launched its business in Kenya in 2005, it began with a capital of just Sh3 million.

Today, the international car and travel agency has joined Kenya's Club 101, having achieved an annual turnover of more than Sh1 billion, thanks to a business model that concentrates on taking the hassle out of travel.

In this, the decision to include plane packages in its travel services has been key in penetrating Kenya's crowded tourism

services industry, said East Africa regional manager Harish Samtani.

From its launch, the company moved quickly to work with Kenya Airways and other airlines in the region in organising smooth connections for customers flying to other destinations.

"The main urge of the founder of Satguru, Mr Chandirani, was to create organised travel services beyond customers' satisfaction. That has been the model applied across its

branches in the more than 140 countries where Satguru is now represented," he said.

If an international passenger wants to go on holiday to the Masai Mara Game Reserve, the company organises the logistics involved from the time they arrive at the airport, until they leave the country.

Its car services in Mombasa and Nairobi are also available for hire and rentals, and are handled by 50 employees.

"Satguru has managed to expand rapidly because the company believes in highly talented and proficient professionals in Kenya," said Mr Samtani.

Globally, the company has 1,600 employees and manages 14 airlines' general sales agents in 30 locations, with its subsidiary Euro World now the leading airline representation group across South, Central and West Africa. It also has a number of business airline partners, among them Kenya Airways.

The group's African headquarters are in Kigali, Rwanda, and its global head office in Dubai.

From this base, it moved to be the first travel service provid-

er in Ivory Coast, Togo, Burundi and Niger, which has further strengthened its travel offerings across Africa that seek to promote the unique and extensive nature of the continent.

In all its engagements, now through 27 agencies worldwide, the company provides 360-degree travel packages, organising air travel, accommodation, corporate travel, visas and insurance.

For adventurous travellers, it offers tours to a range of popular cities, as well as to off-beat destinations.

"The holiday packages are made according to the customers' preferences and needs," said Mr Samtani.

"This is by ensuring we have enough packages in our portfolio and tailor-make them to suit our esteemed customers." Such holidays include wild life tours, honeymoons, luxury holidays, cruises and backpackers' holiday packages.

Being among the Club 101 this year is something the company has received with humility. "We feel great, yet humbled, as the efforts of all these years and the staff have made it possible to help us achieve the TOP 100 milestone," said Samtani.

-AFRICAN LAUGHTER

79 ECONOMIC INDUSTRIES LIMITED



INDUSTRY **MANUFACTURING**

We are manufacturers of exercise books stationary products both for schools and offices.

80 FAYAZ BAKERS LIMITED



INDUSTRY **FOOD MANUFACTURING**

We are in the core business of baking bread and confectionery items. We manufacture over 100 different types of cakes, biscuits, pastries, lollies, ice creams and many more. We aim to deliver excellent quality products to our valued customers at a fair price and to be the leading bakery in Mombasa and Kenya.

81 SPENOMATIC KENYA LTD



INDUSTRY **SUPPLIES**

WE PROVIDE POWER PLANT ENERGY SUPPLY SERVICES. We consult, provide technology options, supply equipment from industry majors across the globe and undertake turnkey projects. Later, we support our customers fully with a team of after-sales engineers who provide technical services, spares, chemical consumables and training. Based in Nairobi, our operations span 14 countries. Our solutions find applications in Breweries, Bakeries, Bottling, Packaging, Chemicals, Cement, Confectionery, Dairy, Edible Oil, Food & Beverages, Garments & Textiles, Hotels, Hospitals, Leather, Soaps & Detergents, Rubber Products, Paints, Paper, Pharmaceuticals, Rose Farms, Steel, Sugar, Tea and other demanding sectors.

LANEEB PLASTICS



Nation Media Group CEO Joe Muganda (left) and KPMG East Africa CEO Josphat Mwaaura assist a Laneeb Plastics official to wear a gown after the firm graduated into Club 101 of companies with an annual turnover of more than Sh1 billion. Looking on is Industrialisation secretary Adan Mohamed. DIANA NGILA

Plastic firm breaks into big boys' club

BY STEVE ODINGA

The mid 1990s were an exciting time for young entrepreneur Dipak Shah with a business idea that would later turn out to be a prolific endeavour. Laneeb Plastics Industries Ltd, founded in 1995 by Mr Shah, manufactures, supplies and exports polythene bags and packing tapes.

For over 20 years, the company has been committed to innovation, constantly developing new products to meet customer needs. This has seen it develop from its humble beginnings manufacturing polythene bags, tubing and carry bag, to become a household name in the regional market, now selling 80 per cent of its products as exports across East and Central Africa, with major export markets in Burundi and Congo.

Leveraging on technological expertise and streamlined

facilities, the company has been able to meet all the market's demands and keep pace with ever-changing needs, with its greatest challenge coming in 2008, when the economy took a turn for the worse fuelled by political violence in the country.

It was a period that made Laneeb realise it needed a more economical way to reach customers and

to focus on client needs to stay in business.

As part of this focus, it achieved a

noteworthy milestone in 2012, when it started production of masking tapes, packing tapes, clear tapes, printed tapes and strapping rolls, in which it has also now carved a niche in the regional market.

"As an entrepreneur focused on scaling the business heights, I realised that determination, hard work and resilience were key to staying afloat in the demanding business world. Over time, I have managed to trans-

form the organisation from a small enterprise to a medium sized company with a capacity of 900 tonnes per month for polythene bags and related products," said the Laneeb Plastics Industries CEO.

Its rising presence has also created substantial employment, led by young and dynamic professionals.

"I started with just 20 employees to now employing a workforce of 380 employees who work in two shifts for 24 hours and seven days a week," said Dipak.

The company has won Club 101 awards in both 2014/15 and 2016/17 and the KPMG top 100 mid-sized company award in Kenya, which Dipak said have further galvanized it in diversifying its product lines to include the customisation of products for customers' specific needs.

Laneeb Plastics has also been selected by the Kenya Revenue Authority as a pilot project company for new export online systems, which are under the guidance of KRA officials.

-AFRICAN LAUGHTER

82 MAROO POLYMERS LIMITED



INDUSTRY **MANUFACTURING**

Manufacturing of paints and adhesives

83 NORDA INDUSTRIES LIMITED



INDUSTRY **FOOD MANUFACTURING**

84 SKYPEX SUPPLIES LIMITED



INDUSTRY **MANUFACTURING**

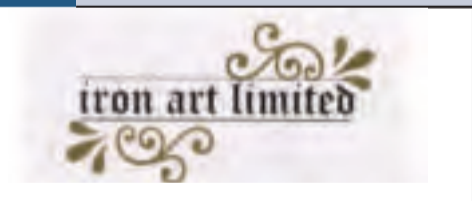
85 MASTER FABRICATORS LTD



INDUSTRY **MANUFACTURING**

Bus fabrication and engineering services

86 IRONART LIMITED



INDUSTRY **ICT**

Iron Art Ltd. was established in 1996 and for the past 15 years; Iron Art Limited has brought to Kenya and the whole of East Africa Wrought Iron Craftsmanship for both domestic and commercial purposes. We manufacture individual pieces of artifacts where one can venture into endless forms of designs of furniture, burglar-proofing grills, lamp fittings, handrails, chandeliers, fireplace accessories, stainless steel railing, Curtain rods with accessories and other fabrications, stained glass panels etc., In which we have a reputation for our supreme quality and unrivalled craftsmanship.

87 STATPRINT LIMITED



INDUSTRY **WHOLESALE**

Supply of local and imported stationery and office supplies

88 IDEAL MANUFACTURING CO. LIMITED

INDUSTRY **MANUFACTURING**

We manufacture paints and sell to wholesalers and retailers.

89 OIL SEALS AND BEARING CENTRE LTD



INDUSTRY **SUPPLIES**

Deals in industrial spares, bearings, oil seals and accessories

90 VARSANI BRAKELININGS LTD



INDUSTRY **MANUFACTURING**

Manufacture / import / export / servicing of motor vehicle spare parts (friction parts).

91 SYNERGY GASES



INDUSTRY **ENERGY**

92 RIFTVALLEY MACHINERY SERVICES



INDUSTRY **MANUFACTURING**

Selling of generators and engines.



Varsani Brakelinings Limited team being awarded with a trophy at the Top 100 Mid-Sized Companies Gala Dinner DIANA NGILA

93 DE RUITER EAST AFRICA LIMITED



INDUSTRY **HORTICULTURE**

Flower /rose breeding. We are focused on development and improvement of breeding with multi-destination and versatile variety portfolio ensuring we continue to support the industry globally.

BELOW: Nation Media Group marketing director Rose Lutta awards representatives of Vivek Investments Limited with a trophy at the Top 100 Mid-Sized Companies Gala Dinner DIANA NGILA



94 NEWLINE



INDUSTRY **MANUFACTURING**

Manufacturer of office furniture, kitchen, bedroom products

95 R&R PLASTICS LIMITED



INDUSTRY **MANUFACTURING**

We manufacture containers for paints, ink and grease..

96 VIVEK INVESTMENTS



INDUSTRY **MANUFACTURING**

Market leader in the importation and distribution of household products in the East African Region. We have a wide range of products that include Stainless steel Kitchenware/Table ware, Plastic ware, Glassware, PVC Flooring Carpets, Household Furniture, and Consumer Glass Bottles for Distillers and over the counter Pharmaceutical Drugs.

97 NDUGU TRANSPORT COMPANY



INDUSTRY **TRANSPORT**

Founded in October 1972, Ndugu Transport Co. Ltd is a leading player in the Quarry and Transport business in East Africa with quarry premises and head offices situated in Kisumu City, Kenya. It is also a registered building

contractor with the Ministry of Public Works and has carried out various building projects throughout the country. With a history spanning 40yrs in the Transport and Mining industry, Ndugu Transport Co. Ltd. is what it is today because of hard work, dedication and sound business practice.

98 CIRCUIT BUSINESS SYSTEMS



INDUSTRY **ICT**

Providing network infrastructure cabling which includes lan and wan, including cctv security equipment. Solutions and services to corporates. Building and maintaining networks for clients.

99 THIKA CLOTHING MILLS



INDUSTRY **MANUFACTURING**

100 HOTEL WATERBUCK LTD



INDUSTRY **HOSPITALITY**

Customers are hiding in your data.

Do you have the insight
to uncover them?

Using analytics you can trust, KPMG can help you identify new opportunities that will accelerate growth for your company. Learn more at KPMG.com/data

Anticipate tomorrow. Deliver today.

Contact: akamande@kpmg.co.ke





ENTREPRENEURS IN EAST AFRICA HAVE A HOME IN BUSINESS PARTNERS

In a clear vote of confidence in the entrepreneurial future of East Africa and the strength of the region's owner-managed businesses, a leading risk financier of formal small and medium enterprises on the continent has established a permanent operation in the region.

With a country office now operating permanently in each of Kenya, Rwanda and Uganda's capitals, Business Partners International East Africa (BPI EA) has come a long way from the small, temporary fund that was set up in Nairobi in 2007 aimed at piloting the unique small business finance methodology which the parent company, Business Partners Limited, had pioneered in South Africa.

"Whereas most financiers prefer the safe space of collateral-based lending, BPI EA is prepared to extend finance based on the potential of a business rather than on the strength of its balance sheet. We look at the viability of the business idea, at the market in which the business is operating, and, not least, at the energy, integrity and track record of the entrepreneur behind the business," says Sally Gitonga, BPI Kenya country manager.

The BPI methodology developed over 35 years in South Africa was based on the reality that the finance needs of a growing small or medium business are not the same as

that of a well-resourced corporate entity.

The question was: could the model be replicated in other parts of Africa?

So successful were the pilot funds, started in 2007 in Kenya and 2012 in Rwanda with support from the IFC (International Finance Corporation, the World Bank Group private lending arm), that BPI had decided to replace them with permanent, ongoing operations in each country, with the most recent addition of BPI Uganda, launched in April 2016. To date BPI Kenya has lent \$20,9m to 125 businesses and BPI Rwanda \$7,9m to 34 businesses.

Not surprisingly, the success stories are starting to stack up.

One example is a Kenyan farming operation that wanted to expand into the manufacturing of butter and cheese. After a thorough due diligence investigation into the viability of the plan, BPI Kenya financed the venture, and helped to bring in Swiss cheese production experts to advise on operations and production standards. Today, their cheese is served on Kenya Airways.

BPI EA, which gives loans of between \$50 000 and \$1m, does not usually finance primary agricultural projects, except if the produce is grown under very controlled

conditions, but secondary agricultural ventures like the cheese factory fall squarely within its ambit. While BPI EA's emphasis falls mainly on manufacturing and service orientated businesses, retail operations are sometimes also considered.

Business owners who approach BPI EA for finance will find themselves dealing with their own countrymen. "If you want to find the right businesses to invest in, you have to have that local presence and local knowledge, and if you want to do an accurate due diligence assessment, local investment officers will know what to look for," explains Gitonga.

BPI EA provides finance for any number of business needs, including working capital, expansions and equipment. Finance usually comes in the form of term loans over a five- to ten-year period.

About Business Partners International:

Business Partners is a specialist risk finance company for formal small and medium enterprises (SMEs) in select African countries. The company actively supports entrepreneurial growth by providing financing, specialist sector knowledge and added-value services for viable small and medium business.