



Business Delegation to Kenya and Tanzania

Affordable Housing Sector

20th-26th March 2017

Access2Innovation and Quercus Group invite your company to be part of the delegation to Kenya and Tanzania, targeting the affordable housing sector.

Opportunities in Kenya and Tanzania

Housing shortage is a huge problem throughout the East African region. As a result, the market for affordable, quality housing in the East African region represents an enormous untapped potential for housing development. The governments of Tanzania & Kenya are actively seeking new ways to meet the growing demand for housing that is within the financial reach for the majority of the growing population. Therefore, solutions that are critically needed as part of the low-cost housing ecosystem includes affordable building materials-and technologies, renewable energy products, slum upgrading solutions and water-and sanitation solutions among others.

Objective of the Delegation

The objective of the delegation trip is to identify opportunities for Danish companies on the Kenyan and Tanzanian market within affordable housing, which has a great need for knowhow and transfer of technology as well as investments in sectors, where Denmark has strong skills.

Why Join:

- You will get a deeper insight into the needs and market opportunities within affordable housing in Kenya and Tanzania.
- You will take part in site visits that will expose you to on-the-ground knowledge about different projects being implemented.
- Explore possibilities of establishing partnerships for investing in and exporting to Kenya and Tanzania within the affordable housing- and related segments.

- Establish contacts with potential partners on the two markets.
- Meet relevant officials, decision-makers and other key stakeholders within affordable housing in the two countries.

Who Should Join

The affordable housing sector involves different services and areas of interest and includes, but not limited to:

- Water and sanitation
- Solar energy
- Construction
- Roofing
- Interior and lighting
- Waste handling
- ICT solutions
- Climate Adaptation Solutions, e.g. for handling heavy rainfall



Kenya

Kenyan economy is currently growing at a rate of 5-6% and the demand for housing that ordinary or poor Kenyans can afford is constantly rising. It is estimated that Kenya has a housing shortage of about 2 million units, a figure which annually increases by around 200,000. Not only due to an annual growth in population of around 2.8% and increased urbanization of 4.8%; but also because a part of the 54.8% of Kenyans, who today are living in slum, will be looking for better housing-and living conditions as the economic development in the country continues.

Tanzania

The Tanzanian economy has since 2009 grown by an impressive 6-7% annually, and today approximately 31% of the country's population lives in urban areas - of which approximately 65% in slum areas. The increase in population in the urban areas has resulted in an increased demand for both housing and related mortgage loans. Tanzania has at present a housing shortage of about 3 million units; however high interest rates of up to 22% makes it difficult for many people to be able to afford a house.

Practical Information

Date

20th – 26th March 2017

Cities

Dar es Salaam, Tanzania and Nairobi, Kenya

Price

DKK 11.400 VAT exempt for one person per company. A minimum of 10 participating companies is required. Price will be reduced with more participants.

The price includes flight, hotel, networking events mentioned in the program and local transportation. Not included i.e. meals, visa (2x50 USD), vaccines and medicine.

Extra participant from your company can join the delegation at full cost. Please contact us about this.

Registration Deadline

22nd February 2017

Contact

For more information and how you can register, contact Ole Stein at os@access2innovation.com and 2660 4701 or Misha Njeri Madsen at misha@quercus-group.com and 3148 2353.



Draft Program - March

Monday 20th

- Depart Denmark, morning
- Arrive in Dar es Salaam, Tanzania

Tuesday 21st – Wednesday 22nd

- Introduction to the programme
- Meeting with housing corporations constructing and financing low-cost and affordable housing projects, totaling more than 5.000 houses yearly
- Introduction to opportunities and updates in affordable housing
- Site visit to housing projects
- Meeting with Royal Danish Embassy
- Meeting with local companies – Danish and Tanzanian
- Individual meetings
- Networking dinner

Wednesday 22nd

- Travel to Kenya
- Network meeting

Thursday 23rd – Friday 24th

- Meeting with housing corporations constructing and financing low-cost and affordable housing projects, totaling more than 2.000 houses yearly
- Introduction to opportunities and updates in affordable housing
- Site visit to housing projects
- Meeting with local companies – Danish and Kenyan
- Individual meetings
- Networking dinner

Saturday 25th

- Site visit to housing project
- Wrap up

Sunday 26th

- Arrival Denmark, noon