

Recover & Protect Your Exports When Exporting to the UAE

Presented by: Chairperson of Kenya Chamber Chapter – Dubai
Mr Salat Ali

In Partnership with: Kenya Exporters and All Export Associations

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Presentation Objectives



Export Risks & Solutions

Understand the key challenges facing Kenyan exporters in the UAE market and discover practical solutions to mitigate these risks.



Trade Protection Tools

Explore the Chamber's comprehensive suite of trade protection services designed specifically for Kenyan exporters.



Market Opportunities

Discover lucrative export opportunities available for Kenyan businesses in the thriving UAE and Gulf markets.



Join Our Network

Learn how to become part of the Kenya Chamber Dubai network and access exclusive member benefits and support services.

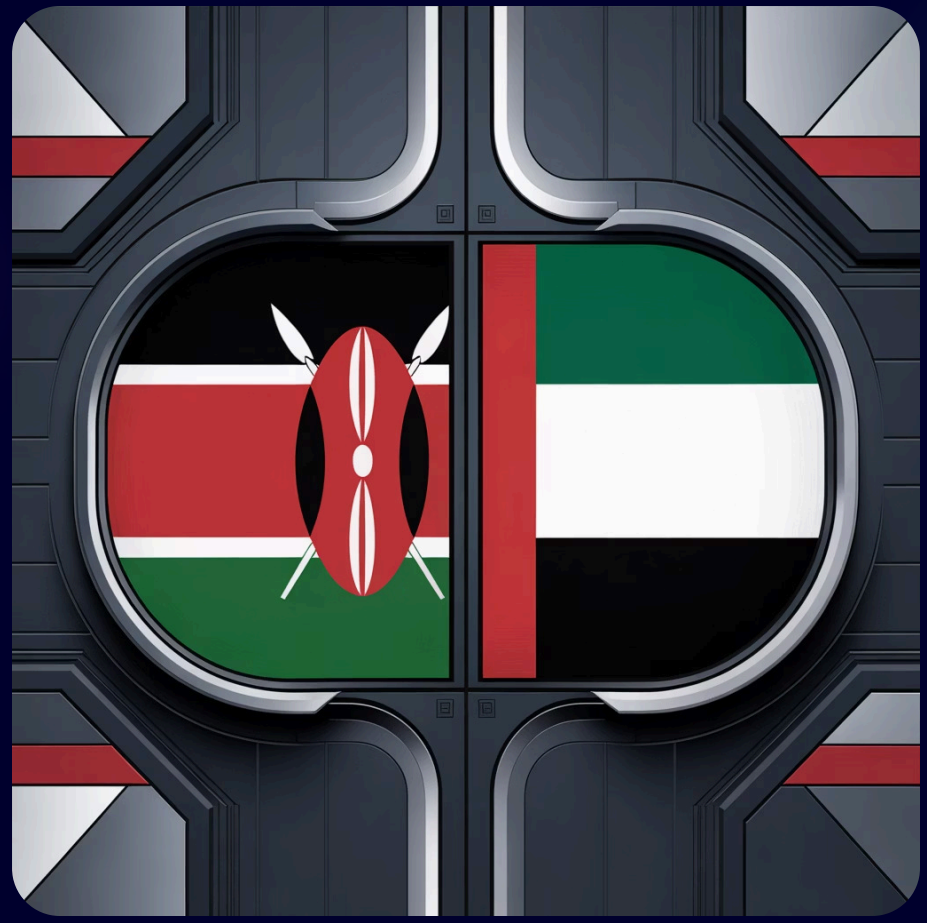
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Welcome to a New Era of Protected Trade

Good morning. Thank you for joining this important session on securing Kenya's export future in the UAE market.

Today, we'll discuss how Kenyan exporters can access the UAE market safely, recover trade proceeds efficiently, and protect their commercial interests through proven systems and partnerships.

We're working closely with the Kenya Meat Association and UAE partners to provide Kenya with a strong, sustainable footprint in Dubai and across the entire Gulf region.



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Key Export Risks in the UAE Market

Fraudulent Transactions

Fake orders from non-existent or dishonest buyers who disappear after receiving goods, leaving exporters with significant financial losses.

Payment Defaults

Delayed payments or complete non-payment by buyers, creating cash flow problems and threatening business sustainability.

Limited Legal Recourse

Absence of local legal representation or support structures to pursue claims or resolve disputes in foreign jurisdictions.

Compliance Challenges

Complex export documentation requirements, customs regulations, and certification standards that can delay or block shipments.

Market Intelligence Gaps

Insufficient knowledge about market conditions, buyer reputations, pricing trends, and competitive landscape in the UAE.

Supply Chain Visibility

Lack of transparency and tracking capabilities once goods leave Kenya, creating uncertainty and risk of product diversion.

Exporting to the UAE is profitable, but without proper systems, exporters can lose goods, money, or both. Our mission is to eliminate those risks for Kenyan businesses.

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Our Comprehensive Trade Protection Solutions

01

Buyer Verification & Approval

Export only to thoroughly vetted companies through our Kenya Chamber Dubai verification service, ensuring buyer legitimacy before transactions commence.

02

Secure Advance Payments

Advance payment protection for exporters supplying to genuine buyers authorised by our Dubai Chapter, eliminating payment risk.

03

Trade Dispute Support

Comprehensive legal support and professional dispute mediation services, including active payment recovery assistance when needed.

04

Documentation & Compliance Support

Expert guidance on customs procedures, health certificates, halal certification requirements, and logistics planning to ensure smooth transactions.



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Traceability & Transparency System



End-to-End Digital Tracking

Advanced monitoring from origin in Kenya through to final delivery in the UAE, providing complete supply chain visibility.

Product Integrity Guarantee

Ensures authenticity and quality standards are maintained throughout the journey, protecting both exporters and buyers.

Sector-Specific Solutions

Specially designed for meat and agricultural exporters, meeting international traceability standards and requirements.

Enhanced Market Credibility

Builds international confidence in Kenyan products through transparent documentation and verified authenticity.

We are implementing a cutting-edge traceability system to guarantee product authenticity and transparency, especially for meat and agricultural products. This protects exporters whilst significantly increasing market credibility and buyer confidence.

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Kenya Pavilion in Dubai

Your Gateway to Gulf Markets

Permanent Trade Presence

A dedicated trade desk and professional display centre representing Kenyan exporters year-round in the heart of Dubai's commercial district.

Direct Buyer Connections

Facilitates direct meetings between UAE buyers and Kenyan exporters, streamlining the business development process and building lasting relationships.

Trade Missions & Events

Regular B2B meetings, trade missions, and networking events designed to create opportunities and foster partnerships.

Multi-Sector Showcase

Highlights Kenya's diverse export offerings including agriculture, premium meat products, horticulture, textiles, and professional services.

> Our Kenya Pavilion positions all Kenyan products under one strong, unified brand — helping exporters build visibility, establish credibility, and secure deals faster in competitive Gulf markets.

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Market Intelligence & Strategic Research

On-Ground UAE Data

Real-time market information gathered directly from Dubai and UAE markets, providing accurate, actionable intelligence.

Commercial Analytics

Comprehensive price trends analysis, competitor mapping, and detailed demand profiles across key sectors.

Sector Reports & Buyer Lists

Industry-specific research reports and verified buyer databases to accelerate market entry and business development.

Strategic Business Support

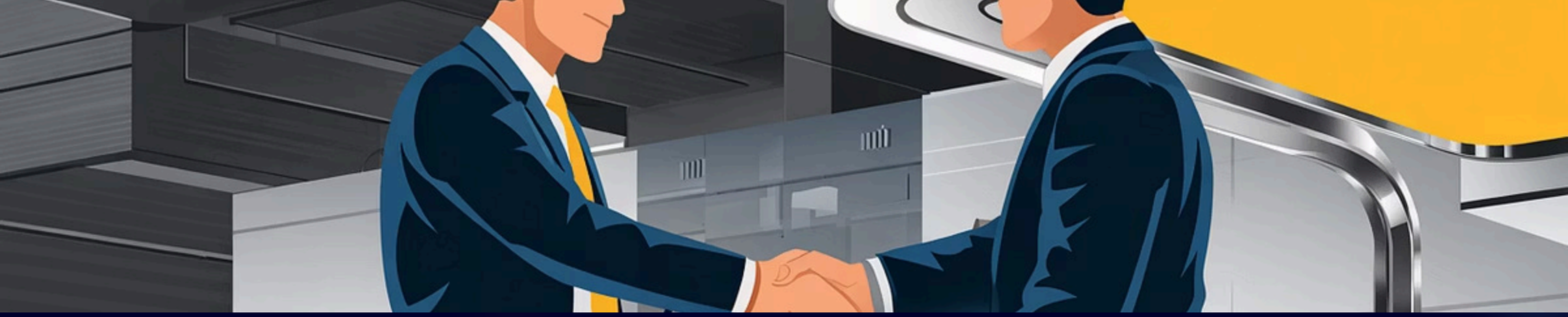
Consultative support for developing effective export strategies, market positioning, and competitive advantage.



Why Join the Kenya Chamber Dubai Chapter

Market Entry Support	Professional buyer connection services and facilitated market visits to establish your presence
Payment Protection	Export security through verified transactions and pre-financing options for qualifying members
Advocacy & Representation	Strong voice representing Kenyan exporters' interests in UAE business and government forums
Networking Opportunities	Access to exclusive trade events, B2B matchmaking programmes, and industry connections
Training & Development	Comprehensive market readiness programmes and expert compliance guidance
Brand Advantage	Representation under the respected Kenya trade mission banner, enhancing credibility

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Your Next Steps: Join Us Today

Register as a Member

Complete your membership registration to begin accessing our network and protection services.

Submit Export Profile

Provide details about your products, capacity, and export objectives for optimal matching.

Access Verified Buyers

Connect with pre-vetted buyers and secure contracts with confidence and protection.

This is your opportunity to export confidently to the UAE. We invite all Kenyan exporters, trade associations, SMEs, and cooperatives to join us in strengthening Kenya's footprint in the lucrative Gulf market. Together, we're building sustainable international trade pathways.

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Together, We Build Trust



Our Commitment to Kenyan Exporters

Together, we protect Kenyan exporters, build unwavering trust in our products, and open sustainable global trade pathways that benefit businesses across Kenya.

Let us work together to make Kenya a strong, reliable, and respected global supplier in the UAE and beyond.

Join the Kenya Chamber Dubai Export Network

Enjoy secure buyer connections, guaranteed payments, comprehensive market intelligence, and dedicated advocacy to grow your exports in the UAE and GCC markets.

Your success is our mission. Your growth is our goal.

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