



**REMARKS FOR MR. GEOFFREY O. ODUNDO,
CHIEF EXECUTIVE, NAIROBI SECURITIES EXCHANGE,
DURING THE LAUNCH OF THE IBUKA PROGRAMME
ON FRIDAY, DECEMBER 17, 2018**

Mr. Paul Mwai, Chairman, KASIB;

Mr. Dan Githua, CEO, Tuskys;

Mr. Mike Macharia, CEO, Seven Seas Technologies;

Mr. Benjamin Omollo, CEO, Polygon Logistics;

Mr. Luke Ombara, Director, Regulatory Policy and Strategy; Capital Markets Authority;

Members of the Board of NSE present;

Distinguished Guests;

Members of the Media;

Ladies and Gentlemen;

Good Morning.

Over the past few years, the Kenyan Capital Market has experienced a serious challenge in attracting private listings to our market. This comes on the back of a well-structured capital markets ecosystem characterised by quality products, cutting edge technology and enhanced regulations.

The listing drought also comes at a time where there are a growing number of private companies that are ripe for listing and have a strong future outlook. The companies however share a common challenge of lack of detailed information and technical knowhow of the listing journey and opportunities available on the capital markets.

To counter this challenge the NSE designed a platform to unlock the potential of small and medium sized companies and scale up their business. Today we are very proud to launch the ***Ibuka Programme*** that will enable us walk with local companies as they prepare for their next phase of growth. Ibuka is a Kiswahili word that means to emerge. Our desire is for all

local companies to emerge from their current status, stand out from their competition while realizing their true potential.

This innovative programme has been endorsed by the Government, through the Deputy President of the Republic of Kenya who views this as a powerful tool for supporting micro, small and medium enterprises growth, and a variety of socio-economic needs, such as job creation, technology transfer and reviving economic activities from the grass root level. Business incubation programs are uniquely positioned to help entrepreneurs' access resources through the incubator, business community, local colleges and universities, and other business assistance programs to help them develop the skills they need to grow highly successful companies.

Ibuka will enable the NSE host local Kenyan companies on a 10 month incubator programme aimed at enhancing their visibility, offer the companies access to a host of experienced financial advisors and consultants for expert advisory, and exposure to local and international investors. Additionally, the programme will enable companies' enhance their business structure in line with their growth projections and vision. I am very pleased to announce that we have received 10 Expression of Interest (EOI) forms from local companies in different sectors of the economy to join the programme, some of whom are here with us today. Additionally, we have 10 more in the pipeline eager to join the Ibuka Programme. I urge all companies both large and small to jump onto this great platform and catapult their businesses to the next phase.

The Ibuka programme includes a panel of experts called Hosting Introducers, Advisors & Consultants. Their role is to provide guidance services on the benefits of the stock exchange and capital markets to Hostees. They will take a critical look at the business model of the companies offering a myriad of services including; restructuring the company's financial, strategic, commercial, technical, operational and regulatory aspects, completely improving the models of these companies.

The Ibuka programme boasts of a number of benefits. They include;

Visibility and Exposure-The programme will expose companies to both local and international investors in the capital market. This will play a critical role in the event the companies choose to go to market or explore other funding options. The companies will also enjoy considerable media and stakeholder visibility.

Credibility-Admission to the Ibuka programme will mean admission to the largest securities Exchange in the region and one of the largest in Africa. The companies will undergo an evaluation process before being admitted on the programme. Admission will be a sign of confidence in the business and future outlook of select companies. This will be the most coveted incubation platform in the region.

Expert Advisory- Ibuka will bring together some of the country's top financial advisors and consultants who will offer technical expert advisory services to select companies to help improve their structures.

Networks-The programme will offer participants knowledge, experience and technical proficiency through networking with other growth companies that will be selected in the programme.

Conclusion

Aside from the private sector creating jobs, there are other advantages to broadening the base of new and expanding firms: MSMEs reduce levels of economic concentration, ensure higher levels of competition, and increases opportunities for broad-based economic empowerment. We look forward to onboarding more companies to this platform and exposing them to the vast opportunities the Exchange offers.

I would like to take this opportunity to thank the teams who have tirelessly worked to deliver on this programme.

I am optimistic that this programme will revolutionize and democratize access to the market by companies in Kenya.

Asanteni.

GEOFFREY O. ODUNDO

CHIEF EXECUTIVE