Manufacturing Africa | UK International Development — Partnership | Progress | Prosperity

April 2025

MANUFACTURING AFRICA – KENYA

Manufacturing Africa (MA) is a UK government (FCDO) funded programme that aims to contribute to Africa's economic transformation by attracting £1.2 billion of Foreign Direct Investment (FDI) into African manufacturing and create 90,000 jobs in the sector by 2026. As of September 2026, we have already helped companies close £2 billion+ of FDI investments and create 150,000+ jobs.





GREEN BUSINESS BUILDING ACCELERATOR

Accelerating the growth of green businesses through strategic support on core business problems, leading to the development of an ecosystem for green manufacturing and green jobs in Kenya

From January 2025 through August 2025, Manufacturing Africa's **Green Business Building** effort in Kenya was designed and implemented with a **startup accelerator,** graduating two cohorts of **7 companies each**

Manufacturing Africa's Green Business Building accelerator is an effort to **rapidly scale up local companies**. The programme identified a cohort of Kenyan companies in green manufacturing and adjacent sectors with high potential to significantly scale up operations, attract investment, and create jobs. Through a "field and forum" approach the program provides **tailored and hands-on strategic and operational support, expert-led and leadership learning, and access to premier business and investor networks.**

THE CHALLENGE

Large private companies contribute significantly to economic transformation: growth, innovation, employment, exports, productivity, taxes. Kenya does not have a significant number of such companies.

While Manufacturing Africa's commercial deal advisory and technical assistance, and the Africa Green Industrialisation Initiative have been supporting established companies attract funding to grow, there is a **market failure around the ability for start-ups to access the support they need to be fundable propositions,** and a **lack of structured way for investors to meet early-stage companies.** A targeted scale up program could address this and develop a high probability pipeline for Manufacturing Africa transactions.

OUR SUPPORT APPROACH

Supported **14 companies**, across a range of sectors and technologies (e.g., batteries, fertilizer production) preparing for investment rounds, increasing production, accelerating sales, etc.

"Field"

Individual advisory

- Tailored **strategic advisory** (e.g., Go-to-market,), individualized market and customer **research** (e.g., market sizing), and hands-on **operational business building support** (e.g. Manufacturing Walkthrough) from expert teams to solve company-specific challenges and accelerate growth
- **Coaching and mentorship** with senior industry experts and business leaders
- **Preparation for investment rounds**

"Forum"

Cohort learning & networking events

- **Expert-led interactive cohort events** on prioritized topics (e.g., Investor's Perspective, Organizational Excellence, Sales Excellence) over a **3-month leadership growth journey**
- **Networking opportunities** with exposure to potential financing partners (e.g., Nairobi 2025 GBB Forum)
- **Access to a network of partners** offering professional services and talent sourcing

PRELIMINARY IMPACT

100% of cohort companies see **clear & meaningful impact** improving / accelerating their business or readiness to raise investments[1]

9.5 /10 avg. score **Highly recommended**[2]

"" *This has been **tailored, targeted and insightful**. The market analysis has been **superior to anything** you'll get at any other accelerator globally*

"" *A standout feature was the **access to need-specific experts**…we now have the **know-how**, a **clear strategic path**, the **right contacts**, and a **strong fundraising plan** to propel our **next phase of growth**. The insights and practical tools acquired are being progressively integrated into our operations, reinforcing **long-term sustainability***

"" *Through the program, we **reduced our operational costs by 43%** and ensured solid market positioning*

1. Based on survey of cohort companies 2. Average score in response to "How likely are you to recommend this program to other founders"

This programme is funded by UK aid from the UK government; however, the views expressed do not necessarily express the UK government's official policies.

CONTACT US

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