



A circular collage of Nairobi's skyline at sunset. The scene includes the Safaricom Tower, several modern skyscrapers, and a mix of traditional and modern buildings. The sky is filled with warm orange and pink hues, and the city lights begin to glow.

# BLACKBOW CONSULT LTD

# COMPANY PROFILE

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2025

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# About Us

At Black Bow Consult Co. Ltd., we believe in empowering African businesses to thrive by providing tailor-made financial solutions that unlock growth and long-term success.

Founded in 2014 and registered in Kenya, we specialize in trade finance, insurance, and investment advisory services designed to address the unique challenges of businesses operating across the continent.

Our deep understanding of local and regional markets enables us to craft innovative, dependable, and timely financial tools—helping our clients bid, perform, and deliver with confidence.

We serve a broad spectrum of industries, including transport, manufacturing, real estate, aviation, ICT, education, and agribusiness. Backed by a team of experienced professionals, our client-first approach ensures that every solution is rooted in strategic insight and a deep commitment to results.

Are you a contractor, entrepreneur, investor and procurement stakeholder?

Let us walk the journey with you. We'll ensure every milestone is met with clarity, professionalism, and excellence.



# Welcome Message

**Arnold Midunga Ngusale**

*CEO, Blackbow Consult  
Company Limited*



"We believe in strong relationships and unmatched client convenience, ensuring that every interaction with us is seamless, efficient, and impactful. Whether you're looking to scale your business, safeguard your assets, or explore new financial opportunities, we are here to guide you every step of the way.

Join us as we unlock new possibilities together. Welcome to a future of financial excellence!"



# Vision & Mission

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*“Empowering growth through smart finance, trusted partnerships, and tailored solutions—because your business deserves more than one-size-fits-all.”*

## Vision

To be the preferred financial consultant in Kenya and Africa by delivering customized, efficient, and reliable solutions.

## Mission

To inspire entrepreneurship and innovation in Kenya and beyond.



### INTEGRITY

We uphold the highest standards of honesty and ethics in all our interactions. Trust is at the heart of our client relationships.



### CLIENT-CENTRICITY

Our clients are our priority. We take time to understand their unique needs and provide personalized solutions that deliver value and drive growth.



### PROFESSIONALISM

We maintain a high level of expertise and accountability in everything we do, ensuring every service is delivered with accuracy, consistency, and excellence.



### EXCELLENCE

We are committed to achieving and exceeding expectations. Our drive for quality is evident in the services we offer and the results we deliver.



# Our Services

*Our services are designed to enhance capacity building, ensure project longevity, and provide continued support to help our clients navigate financial challenges and maximize their investments. These services include:*

## **Trade Finance Solutions**

Includes invoice discounting for serviced contracts/orders awaiting payments, and provision of bank guarantees such as bid securities, performance securities, and advance payment guarantees to enable contractors and suppliers to meet contractual terms.

## **Performance Guarantees**

Legally enforceable documents that ensure the successful completion of awarded projects or contracts.

## **Trade Finance Solutions**

Includes invoice discounting for serviced contracts/orders awaiting payments, and provision of bank guarantees such as bid securities, performance securities, and advance payment guarantees to enable contractors and suppliers to meet contractual terms.





## Contractors' All Risk Insurance

Coverage for work-related risks and injuries, providing protection for contractors during project execution.



## Advance Payment Guarantees (APGs)

Guarantees issued to secure upfront payments for jobs awarded but not yet executed, ensuring the funds are used for the intended purpose.



## Bid Securities

We provide Guarantees to tendering institutions to ensure bidders can undertake the tendered projects if selected.



## Investment Advisory

Professional and customized placement options and advisory services to help you grow your investments progressively across a wide range of asset classes.





## Work With Us

Your success is our pride. We are dedicated to helping businesses thrive by providing customized solutions that adapt to changing market dynamics and government policies.

With a focus on professionalism and customer satisfaction, we ensure our clients maximize their investments and achieve their goals.

We stand unique for our:

-  Expertise in trade finance and investment solutions.
-  A client-centric approach focused on understanding and addressing unique business needs.
-  A dedicated team of seasoned professionals with extensive experience in banking, trade finance, and business development.
-  Strong partnerships with financial institutions and industry stakeholders.



# Meet The Team



## **Arnold Midunga Ngusale** **CEO**

Arnold holds over a decade of experience in investment banking and trade finance, providing strategic leadership. A seasoned microfinance banker, he brings diverse experience in the fast-moving Consumer Goods Industry, Energy, Government services, and Banking



## **Susan Awuor** **Chief Operationg Officer**

A seasoned Banker with over 10 years' experience in SME, Consumer Banking and Trade Finance, Susan is known for her versatility, innovative, and relationship-driven approach to strategic and relationship management.



## **Nelly Yano** **Regional Manager**

Nelly brings on board expertise in agribusiness, credit, and trade finance, overseeing operations in West and Rift regions.





## Ruth Mwihaki

**CEO**

Ruth holds 8+ years in consumer banking, leading efforts in Nairobi, Central, and Eastern regions.



## Allan Juma

**Operations Officer**

Allan specializes in trade finance operations, reconciliations, and data management.





## Contact Us



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