

# KENYA|UGANDA|RWANDA|TANZANIA

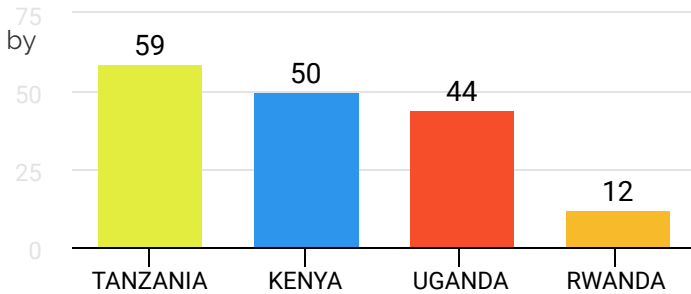
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## OBJECTIVE

1. Enhance East Africa's competitiveness by improving security.
2. Become a reliable supplier of security management solutions.
3. Provide forensic security to regional growing industries.

Total Population of Target Markets: 165 Million



## EAST AFRICAN MARKETS: SECURITY SOLUTIONS IN DEMAND PER INDUSTRY

### TRANSPORTATION



Tanzania port capacity expansion plans creates demand & scope for security.

### OIL & GAS



Discovery of oil & gas in this region has increased demand for security.

### TELECOMS



Growth in this sector results in security challenges as theft & crime risks increase.

### FINANCIAL SERVICES



Forensic marking is more cost effective than current security offered in banks.

### GOVERNMENT



Security impacts government assets, & embassies.

### PHARMACEUTICAL



Challenges include fake drugs & theft of hospital assets making security a lucrative services

### CONSTRUCTION



Fraud & theft is expected to double due to increase in FDI.

### MANUFACTURING



Partnering with manufacturing associations to improve standards.



Economic Crimes: 134%

Breakings: 120%

Thefts: 155%

Robberies: 99%

Opportunity: Provide a unique range of high-tech security products to an untapped market that is growing in purchasing power.

(For a detailed SWOT report contact [www.kenzagroup.co.uk](http://www.kenzagroup.co.uk) ).

### EXPORT PRODUCTS

1. DNA Property Marking Kit
2. DNA Intruder Sprays
3. SelectaDNA Grease
4. DNA gel. SelectaDNA Gel
5. Security Alarms
6. Security labels (RFID barcode)

\*CASE STUDY: UGANDAN POLICE REPORT 2015-6

## TIMELINE OF EVENTS



INVESTIGATION  
& FEASIBILITY  
ASSESSMENT



BREVA LTD  
HIRES UK  
CONSULTANTS



ENGAGE  
SUPPLIERS &  
BUYERS



PROCURE:  
OBTAIN LETTERS  
OF INTENT



PLAN EXPORT  
ROUTES &  
LOGISTICS



TRADE:  
EXPANDING  
MARKETS