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INVESTMENT FORUM  
ETHIOPIA



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# INVESTMENT OPPORTUNITIES DIRECTORY ETHIOPIA



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# INVESTMENT OPPORTUNITIES DIRECTORY

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## **ETHIOPIA**



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# ETHIOPIA'S INVESTMENT ATTRACTIVENESS AND COMPARATIVE ADVANTAGES

Ethiopia is one of the fastest growing economies in the world. It has registered impressive GDP growth for several years and the World Bank and IMF forecast continuous average growth of 7 to 7.5 per cent over the 2015-2018 period. With a population of roughly 90 million, Ethiopia is the second most populous country in sub-Saharan Africa, after Nigeria. The Government of Ethiopia follows an integrated 5-year development plan, the Growth and Transformation Plan (GTPI and II), which aims to achieve 11.2 – 14.9 per cent GDP growth annually and attain middle-class income status by 2025. To realize these goals, the Government is investing heavily in large-scale social, infrastructural and energy projects. It is also actively improving the current investment climate through the adoption of more efficient bureaucratic processes in the areas of business registration, logistics, and tax administration. Improvements in the investment environment and the general attractiveness of incentives have increased the inflow of foreign direct investment (FDI) especially in the manufacturing sector.

Ethiopia is becoming one of the prime destinations for foreign direct investment. The country is attracting investors with tax incentives, low-cost labour, strategic location for trade, and improved transport infrastructure. In recent years, the Government of Ethiopia has made considerable efforts to improve the country's business and investment climate through the issuance of targeted legislative measures. The revised Investment Code of 1996, as well as the Investment Proclamation, provide incentives for development-related investments and have gradually removed most of the sectorial restrictions on investment. Furthermore, the 2012 amendment to Ethiopia's Investment Proclamation introduced provisions for the establishment of industrial development zones, both state-run and private, with favourable investment, tax and infrastructure incentives. Other measures include the revision of regulations for potential investors, standardization of appropriate accounting practices (to more accurately assess tax and other operating liabilities), increased protection for shareholders, provisions for bankruptcy filings, and the modernization of trade and registration processes. The country's inward FDI stock increased from USD 165 million in 1995 to reach 10,692 million in 2015, with the corresponding percentage share of gross domestic product (GDP) increasing from 2.0 per cent to 17.3 per cent over the same period. The sectors that have attracted the most FDI are floriculture, horticulture, textiles and leather. Recently, commercial farming has attracted Indian, Saudi, European, and U.S. investors. The private sector and foreign investors are playing an increasingly important role in the economy. Through regular business meetings and dialogues, the Government, the private sector and foreign investors can exchange views on legislative issues. The Government is also implementing measures to further privatize and liberalize the trade regime and, in turn, create a safer and more attractive investment environment. With the aim to encourage more investment opportunities, the Government of Ethiopia is trying to increase investment in a wide array of sectors where the country has comparative advantages such as in agriculture, agro-processing, leather and leather products, and textiles and garments.

With diverse agro-climatic zones, a long growing season and water availability for irrigation and arable land, Ethiopia is ideal for farming. Agricultural crops with government incentives include: tea, sugarcane, cotton, spices and herbs, coffee, livestock, and horticulture. The growing demand of agricultural output both locally and internationally makes the agriculture sector particularly attractive to investors. Ethiopia is the second largest flower exporting country in Africa and the fourth in the world. It is also an ideal location for the cultivation of highland and lowland world class flowers. In fact, the flower industry is one of the fastest growing sub-sectors in the country. Ethiopia is also Africa's leading producer of Arabica coffee.

Ethiopia also has a comparative advantage in the production and processing of textile fabrics and garments. This includes the spinning, weaving and finishing of textile fabrics and, with regards to garments, the manufacture of knitted and crocheted fabrics, carpets, sport wears, etc. An abundance of raw materials, low wages and low energy costs give it a comparative advantage over other countries and regions. Ethiopia also grows some of the world's finest cotton and has a rich spinning and weaving history.





With an annual production of 5 million tons of hides, 8.1 million tons of sheepskins and 7.5 million tons of goatskins, Ethiopia has a comparative advantage in the leather industry. There are ample opportunities for investment in tanning, up to the finishing and manufacturing of luggage items, handbags, saddlery and harness items, footwear, garments and other leather goods. The Government of Ethiopia, together with stakeholders such as UNIDO, the Food and Agricultural Organization, the United Nations Development Programme and the Italian Development Cooperation, is currently piloting cluster-based agri-development through integrated agro-industrial parks (IAIPs). The IAIPs aim to coordinate and integrate dispersed value chain components by clustering and creating linkages between farmers, processors and consumers. The IAIPs will be spread across the country and linked to each other through agro-industry growth corridors (AIGCs). A total of 17 AIGCs were selected in different parts of the country, from which four areas were identified for pilot projects.



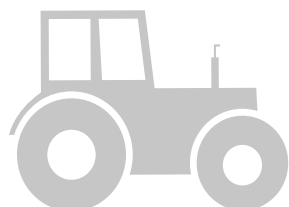


# AGRO-INDUSTRY

Agriculture is the backbone of Ethiopia's economy. A central objective of the Government of Ethiopia is the structural transformation of the economy from low-productivity agriculture to more productive manufacturing and industry. The agricultural sector directly supports more than 75 per cent of the population, and 85 per cent of export earnings are derived from it. Smallholder farmers are the main producers of agricultural outputs. They are largely supply-driven and farming plots are often scattered over large areas, leaving production highly fragmented and with large post-harvest losses. Finite land and a growing population (of workers and consumers) require that larger amounts of food are produced by fewer people thereby increasing the importance of off-farm livelihoods. If agriculture is to endure as a source of economic growth for Ethiopia, structural transformation is needed.

Agro-industries are the link between agriculture and industry and present an opportunity for Ethiopia to take a further step in its economic development, moving from agriculture toward light industry. Agro-industries already account for the largest share of manufactured goods in Ethiopia and its development is crucial given its close connection with the agricultural basis of the Ethiopian economy. The strong linkages to the rest of the economy and the use of abundant agricultural products as inputs create a positive climate for the development of agribusiness.

Integrated agro-industrial parks (IAIPs) are one option to transform Ethiopian agricultural production from being fragmented and supply-driven to becoming organized, safe, demand-led and quality-oriented. IAIPs are accompanied by rural transformation centres (RTCs) that act as nodal points, connecting farmers to the IAIPs. The RTCs will also establish primary processing facilities, cold and dry storage facilities, and improved agro-logistics systems.





# ABBAY INTERNATIONAL PLC

**ADDRESS** Addis Ababa, Kality

**CONTACT** Ato Leulseged, General Manager  
Email: leul@yahoo.com, Phone: +251-911-207156

**YEAR OF ESTABLISHMENT** 2006

**ANNUAL SALES** USD 3.6 million (domestic-oriented)

**TOTAL EMPLOYMENT** 44

**MAIN PRODUCT(S)** Producing supplementary food items such as corn-soya blends (CSB)

**PRODUCTION VOLUME (2015)** 128 tons/day

**PRODUCTION FACILITIES** The company has two production lines of different ages, procured from China. The older production line is seven years old, while the new one was recently installed. Total installed production capacity is 320 tons/day, with older equipment operating at 80% capacity and new equipment yet to commence production.

**BACKGROUND** The company is involved in various ongoing business operations in Ethiopia. Apart from manufacturing and exporting of corn-soya blend (CSB+), domestic investors own the pulses and oil seed business mainly earmarked for export markets.

**INVESTMENT PROPOSAL** The company has been producing CSB+ for the last nine years and has recently decided to strengthen its production line by diversifying into more value added products such as CSB ++ and baby food. The company is seeking foreign investment to facilitate international market access for its products, bring in innovative production practices, in addition to equity as a joint venture partnership. The investment foreseen amounts to USD 6.3 million.

# ADDIS BERRY TEA PACKING AND WHOLESALE TRADE ENTERPRISE



**ADDRESS** Sub City: Ns/L, Woreda 01, HN.B150-155 (Jemo 1), Addis Ababa

**CONTACT** Abiy Teka, General Manager | Email: [info@moringaethiopia.com](mailto:info@moringaethiopia.com),  
Phone: +251-911-871561 | [www.moringaethiopia.com](http://www.moringaethiopia.com)

**YEAR OF ESTABLISHMENT** 2013

**ANNUAL SALES** USD 2.1 million (48% export-oriented)

**TOTAL EMPLOYMENT** 27 (including part-time employees)

**MAIN PRODUCT(S)** Processed moringa powder

**PRODUCTION VOLUME (2015)** 5 tons

**PRODUCTION FACILITIES** The company has a three-year-old processing plant sourced from China, located in the Addis Ababa plant which is used for moringa powder production. The production capacity of this plant is 5 tons per year. Moringa powder tea is commonly used for its positive effect on weight reduction. The company has an ongoing application for ISO certification of its manufacturing plant and is also in possession of national “Fair Trade” certification. The Government of Ethiopia recently allocated 120 m<sup>2</sup> of shades to the company, comprising full infrastructure facilities (water, three-phase electric power) to be utilized in its Addis Ababa plant.

**BACKGROUND** The company, operating since 2013, is one of the main food product processors and suppliers in the Addis region. It produces high-quality moringa stenopetala powder that can be primarily consumed in the form of tea or as a food additive when cooking (i.e. blended as a spice). While mainly domestic market-oriented, the company also exports to East Africa and Europe.

**INVESTMENT PROPOSAL** The company proposes to expand its business to include the extraction of oil from moringa stenopetala for its usage as a pharmaceutical oil. It envisages an investment of USD 1.2 million and aims to secure an equity partnership with a foreign investor to support the increase of export of new products.



# ADDIS MODJO EDIBLE OIL COMPLEX S.CO.

## ADDRESS

Nifas Silk Lafto sub City Woreda 7 House N<sup>o</sup>. 282

## CONTACT

Khalid Beshir, Executive Director | Email: [khalid2munir@yahoo.com](mailto:khalid2munir@yahoo.com),  
Phone: +251-911-514835 | [www.addismodjo.net](http://www.addismodjo.net)

## YEAR OF ESTABLISHMENT

1996

## ANNUAL SALES

USD 11.1 million (domestic-oriented)

## TOTAL EMPLOYMENT

146

## MAIN PRODUCT(S)

Refined & edible oil, vegetable ghee & margarine, animal feed

## PRODUCTION VOLUME (2015)

Refined & edible oil: 50 tons/day, vegetable ghee & margarine: 15 tons/day, animal feed: 45 tons/day

## PRODUCTION FACILITIES

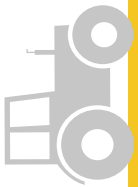
The company has two plant sites, one in Modjo City and the other in Addis Ababa. At the Modjo City plant, the company undertakes the crushing of oil seeds (mainly cotton seeds) with an annual capacity of 16,000-20,000 tons. At the Addis Ababa plant, the company runs its refining and packaging activities with a capacity of 40-50 tons of refined and packed oil per day. Although the company possesses an extensive plant as well as equipment, the age and technology of these facilities is rather dated (between 16 to 35 years old) with a deteriorating overall productive efficiency. The company has HACCP certification, received in November 2006, and ISO 22000:2005, Food Safety Management System certification since September 2008.

## BACKGROUND

Addis Modjo Edible Oil Complex Share Company is one of Ethiopia's most prominent manufacturers and the largest edible oil factory. Originally a state-owned enterprise, the company privatized in 2007. The parent company, Amibara Agricultural Development PLC., is engaged in commercial farming and agribusiness. The promoters have excellent knowledge and experience in the edible oil business. The company owns around 110,000 m<sup>2</sup> of land foreseen as a project site.

## INVESTMENT PROPOSAL

The company is locally well-known and has the potential to enlarge its market share. It has not been able to realize its full potential due to the obsolete technology of existing plants and machinery deployed. The company plans to expand and modernize its production lines of edible oil, vegetable margarine and animal feed processes. The company expects foreign direct investment to bring in know-how and funds for new equipment. An investment of around USD 4.7 million is foreseen.



# AFIA FOOD COMPLEX PLC

**ADDRESS** Burayu Town, Oromia Region

**CONTACT** Taha Hasse, Owner and General Manager  
Email: goldenafia614@gmail.com, Phone: +251-911-205271

**YEAR OF ESTABLISHMENT** 2004

**ANNUAL SALES** USD 7 million (domestic-oriented)

**TOTAL EMPLOYMENT** 250

**MAIN PRODUCT(S)** Grade 1 and grade 2 wheat flour

**PRODUCTION VOLUME (2015)** 500 tons/day

**PRODUCTION FACILITIES** The factory uses automated methods in its production. The production facility also has a quality assessment laboratory to check wheat and flour composition. The current production line used by the flour mill is eight years old and based on Chinese technology. The productive capacity of the line is 500 tons/day and the plant is running at full capacity.

**BACKGROUND** The company is one of the largest flour mill enterprises in East Africa. Prior to commencing activities in Ethiopia, the owner undertook business management studies and conducted business in the United States. Since his return to Ethiopia, some 11 years ago, he has worked on a flour mill project and has been involved in the supply of wheat for his own flour mill. The company has a dedicated sales team available which could be used for selling pasta products.

**INVESTMENT PROPOSAL** The company is looking to diversify into long and short pasta production. It is looking for international pasta producers who would be interested in shifting their production base to Ethiopia by bringing in refurbished production lines. The national investor will contribute through land and the construction of facilities, as well as through initial working capital. The size of the plant preferred will be sufficient enough to tap into the existing flour mill output of 500 tons of wheat/day, with a 72% extraction rate. The investment envisaged is of USD 3.5 million, mainly covering joint venture, equipment purchase and technical expertise possibilities.



# AGMAS MANUFACTURING PLC

## ADDRESS

Ayer Tena, Addis Ababa

## CONTACT

Tesfaye Temesgen, General Manager | Email: tesfayetemesgen@yahoo.com,  
Phone: +251-920-581179 | [www.agmas.net](http://www.agmas.net)

## YEAR OF ESTABLISHMENT

2014

## ANNUAL SALES

USD 3 million (domestic-oriented)

## TOTAL EMPLOYMENT

185

## MAIN PRODUCT(S)

Purified bottled water

## PRODUCTION VOLUME (2015)

133,600 hectolitres

## PRODUCTION FACILITIES

Agmas has a state-of-the-art bottling and manufacturing facility located close to the source (i.e. several rich underground wells in Ayer Tena, a mountainous region in the east of Addis Ababa, Ethiopia). The company has an extensive production system, comprising a complete system of machinery and equipment used in the processing of bottled water, in addition to other facilities required to support production. The water plant can produce 300,000 (600 ml) bottles per day. The company has a laboratory which is equipped with an ultra-modern monitoring system able to track and control production activities and water sources. The company has the ISO 22000:2005 Food Safety Management System Certificate, Patent certificate for all its bottle designs, as well as related Ethiopian Standards Certificates.

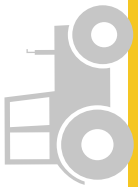
## BACKGROUND

Agmas Manufacturing PLC was established as a water bottling company under the brand name of Agmas Spring. The parent company AGMAS Trading, which has been operating in the trade sector since 1991, has now shifted its focus to the manufacturing sector and agricultural investment.

## INVESTMENT PROPOSAL

The company proposes to expand its existing processing capacity by improving the injection moulding machine capacity and establishing a new bottled water processing plant in Kombolcha in the Amhara region of Ethiopia. The company is looking to consolidate its current domestic market share and to increase its market share in East Africa and the Middle East. The company is looking to partner with a foreign counterpart to establish an equity joint venture, to be complemented with shared technical and marketing expertise. The total investment foreseen amounts to USD 6.5 million.





## AL KEMER PLC

### ADDRESS

Oromiya Region, Finfine Special Zone, Burayu

### CONTACT

Mohdin Yasin, Owner

Email: alqemerplc@gmail.com, Phone: +251-911-204689

### YEAR OF ESTABLISHMENT

2001

### ANNUAL SALES

USD 3.8 million (domestic-oriented)

### TOTAL EMPLOYMENT

143

### MAIN PRODUCT(S)

Wheat flour

### PRODUCTION VOLUME (2015)

92 tons/day

### PRODUCTION FACILITIES

The company produces flour from wheat by use of semi-automated production lines. It operates nine-year old plants and equipment.

### BACKGROUND

The company is a prominent flour-milling enterprise. Before establishing the wheat mill in 2007, the company owners worked in the import-export business, in particular in the trading of wheat, pulses and oil seeds. The company currently procures 50% of its wheat requirement from the Government, with the rest coming from the open market. It also has an existing network of wholesalers/distributors for its flour sales that can be tapped into as a marketing channel for pasta products.

### INVESTMENT PROPOSAL

The company is looking to diversify its product line-up with the production of short pasta. The company owns land close to its existing flour mill and has started constructing the building for hosting the production line. Based on the recommendations of a feasibility study, a 48 tons/day capacity short pasta production line is proposed. The business owner has over two decades of experience in flour trading with a marketing network in the flour business, which can be leveraged for pasta production. The national investor is looking for a foreign equity partner who can bring in technical expertise in pasta production. The expected investment amounts to USD 3.5 million.



## ALFOZ PLC

### ADDRESS

[www. alfoz-et.com](http://www.alfoz-et.com)

### CONTACT

Ato Ali Hussein Mohammed, Managing Director  
Email: [alfozet@hotmail.com](mailto:alfozet@hotmail.com), Phone: +251-911-201017

### YEAR OF ESTABLISHMENT

1998

### ANNUAL SALES

USD 7.5 million (85% export-oriented)

### TOTAL EMPLOYMENT

316 (incl. seasonal employees)

### MAIN PRODUCT(S)

Kality coffee and DD coffee

### PRODUCTION VOLUME (2015)

Kality coffee: 1,600 tons, DD coffee: 750 tons

### PRODUCTION FACILITIES

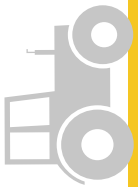
The company has two high-tech coffee processing plants in Addis Ababa and Dire Dawa with well-capacitated warehouses and shades at both locations. The plant in Addis Ababa is located at the outskirts of the city and covers the processing of sun-dried and washed coffees. The facility in Dire Dawa comprises the processing of Harar coffee only. Both plants are fitted with color sorters and have a processing capacity of 30,000 tons per year. The company has a coffee farm of 110 hectares near Jimma town, known as the birth place of coffee, which is a pilot project focusing on coffee production aimed at specialty markets. It also has a ranch at Admitulu established on 700 hectares of land. The company's plant and equipment are mainly sourced from Germany and Brazil.

### BACKGROUND

The company is a family-owned enterprise operating for over three generations. The enterprise initially focused on coffee farming and trading. After acquiring more experience, the company expanded to the export of live animals and meat, followed by coffee, oil seeds, pulses and spices. The company is considered one of the major coffee exporters in the country.

### INVESTMENT PROPOSAL

The company is planning to diversify its business beyond the coffee industry. It is planning to establish a state-of-the-art cattle farm and slaughterhouse to produce high quality meat and animal by-products (bone, milk dairy, meat processing) aimed at local and international markets. The company owns 700 hectares of land and is actively interacting with surrounding farmers to increase the exploitable land to feed cattle. In order to increase its productivity and quality, the company also plans to import foreign breeds of cows. The company is seeking a partnership with an experienced foreign investor who can join and support business development by bringing in know-how and technology for meat and dairy production and processing, as well as a market for finished products. The foreseen investment amounts to USD 20 million.



# ASTER BUNNA PLC

## ADDRESS

Kirkos Sub City, Woreda 1, Addis Ababa

## CONTACT

Aster Mengesha, Owner | Email: [info@asterbunna.com](mailto:info@asterbunna.com),  
Phone: +251-911-218908 | [www.asterbunna.com](http://www.asterbunna.com)

## YEAR OF ESTABLISHMENT

1998

## ANNUAL SALES

USD 400,000 (domestic-oriented)

## TOTAL EMPLOYMENT

17

## MAIN PRODUCT(S)

Roasted coffee (ground or whole beans)

## PRODUCTION VOLUME (2015)

51 tons

## PRODUCTION FACILITIES

The company's production facilities include typical mainstream machinery and equipment for coffee roasting. The company also has adequate building facilities, power generators and an extensive fleet of vehicles used for product distribution.

## BACKGROUND

The company is in the business of coffee roasting, grinding and distribution. Coffee is available in different types: washed and unwashed, ground or whole bean, multiple forms of blends, and customized grinding. The company is predominantly domestic-oriented but efforts are being put in place to increase exports to Europe and China.

## INVESTMENT PROPOSAL

The company is looking for foreign direct investment through a joint venture partnership to modernize and expand its current production facilities on a 3,000 m<sup>2</sup> tract of land acquired near Addis Ababa. The local investor requires equity investment from investors to enable the company to achieve its goals. The foreign investor can extend its support through long-term loans (or grants) for the land and building, by purchasing of modern machinery (production line), bringing in technical expertise and facilitating market access. The total investment is estimated at USD 2 million.



# BEZA MAR AGRO INDUSTRY

## ADDRESS

P.O. Box 42787, Addis Ababa

## CONTACT

Haile Giorgis Demissie, General Manager

Email: bezamarh@gmail.com, Phone: +251-911-201686

## YEAR OF ESTABLISHMENT

2003

## ANNUAL SALES

USD 1.7 million (100% export-oriented)

## TOTAL EMPLOYMENT

63

## MAIN PRODUCT(S)

Processed honey

## PRODUCTION VOLUME (2015)

300 tons

## PRODUCTION FACILITIES

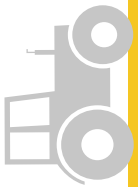
The company's processing plant is located in Adama (Nazareth), 100 km away from Addis Ababa. The installed processing line is 11 years old and is based on technology from India. The production capacity of this plant is 600 tons/year. The company has just completed another plant in the Amhara region with an annual capacity of 1,200 tons. The company has organic certification from Germany, and HACCP and ISO certifications for its Adama plant.

## BACKGROUND

The company processes table honey and beeswax. It currently sells processed honey in bulk to the European market (mostly to the United Kingdom, Germany and Norway) and to Japan. The company has also successfully launched its products in the United States. The company sources honey by either procuring directly from farmers (cooperatives) or through designated traders (fully trained by the company) who procure from the market.

## INVESTMENT PROPOSAL

The company would like to enter into an equity partnership with an international counterpart to help expand its business as well as to improve its marketing expertise. The estimated investment amounts to USD 1.5 million.



# BRUWHAY AGRO-PROCESSING PLC

**ADDRESS** Bole sub city, Kebele 07, House No.517, Addis Ababa

**CONTACT** Hiwot Yemane, General Manager | Phone: +251-912-506751 | [www.bruhway.com](http://www.bruhway.com)

**YEAR OF ESTABLISHMENT** 2011

**ANNUAL SALES** USD 0.4 million (domestic-oriented)

**TOTAL EMPLOYMENT** 43 (excl. 350 seasonal employees)

**MAIN PRODUCT(S)** Cotton, sesame, soya bean

**PRODUCTION VOLUME (2015)** Cotton: 500 metric tons, Sesame: 20 metric tons,  
Soya bean: 150 metric tons

**PRODUCTION FACILITIES** The company is engaged in farming and owns 5,000 hectares of land in the Banshangul Gumuz region, growing different types of crops such as cotton, sesame and soya bean. The company is located in an area which is delineated and proposed for agriculture.

**BACKGROUND** The company was established with the purpose to tap in the opportunities emerging from farming and agro-processing industries in Ethiopia. The objective of the company is to be engaged in farming, agro- processing, and agricultural development.

**INVESTMENT PROPOSAL** The company plans to modernize its agricultural production system and shift to value addition of agricultural crops based on research and development by establishing new plant facilities. Under its subsidiary company, two agro-processing plants in the Bahir Dar and Addis Ababa city administrations will be established. For this purpose, the company received 30,000 m<sup>2</sup> of land from the Bahir Dar city administration. The aim of the plant is to gin and press cotton from its own farm and surrounding farmers. The cotton will serve as input to the textile industries nearby and the cotton seeds will be used as raw material for the edible oil factory. The company plans to establish an oil crushing plant in the Bahir Dar city administration. The plant will extract edible oil from oilseeds, cotton seeds and vegetables. The national investor is looking to partner with an international investor who can contribute equity as well as provide technical support to finalize the study and design of the two projects. The investment proposed amounts to USD 15 million. The project is underpinned by several factors including the possession of 5,000 hectares of land for agricultural production, which would enable vertical integration between the farm and the agro-process plant.



## COMEL PLC

### ADDRESS

Guna Street, Kebelle 16, P.O Box 0038, Mekelle

### CONTACT

Daniel Gebremeskel, Managing Director | Email: [comelplc@gmail.com](mailto:comelplc@gmail.com),  
Phone: +251-914-300060 | [www.welele.bloombiz.com](http://www.welele.bloombiz.com)

### YEAR OF ESTABLISHMENT

2004

### ANNUAL SALES

USD 200,000 (52% export-oriented)

### TOTAL EMPLOYMENT

33

### MAIN PRODUCT(S)

Honey, beeswax

### PRODUCTION VOLUME (2015)

1,000 kg/day

### PRODUCTION FACILITIES

On its 4,886 m<sup>2</sup> of land, the company constructed a raw material storage and processing unit where the processing of honey and beeswax are undertaken. The land also hosts the office works and finished goods storage. The company introduced state-of-the-art machinery for honey processing procured from Germany. It is also the first company in Ethiopia to apply automated foundation sheet processing machines for beeswax. The company is ISO 9001:2008 (Quality Management System) and ISO 22000:2005 (Food Safety Management System) certified.

### BACKGROUND

The company, initially established as a sole proprietorship in 2004, was converted into a private limited company. The factory, which is located in the region of Tigray (780 km north of Addis Ababa), produces products in different sizes of packages for the local as well as international markets.

### INVESTMENT PROPOSAL

The company proposes to expand its production capacity in order to achieve economies of scale and to develop backward linkages by establishing a farm for honey production. In addition, it will bring in other value added products such as honey wine, and sell propolis and pollens. The company is looking to partner with a foreign investor to not only bring in equity but also technical and commercial expertise. The envisaged investment amounts to USD 2 million.



# DIPASA AGRO PLC

**ADDRESS** Dipasa Agro PLC, Oromia Region, Burayu Tatek Industrial Zone

**CONTACT** Elias Geneti, shareholder | Email: [eliasgeneti@gmail.com](mailto:eliasgeneti@gmail.com),  
Phone: +251-911-223619 | [www.dipasaagro.com](http://www.dipasaagro.com)

**YEAR OF ESTABLISHMENT** 2008

**ANNUAL SALES** USD 1.87 million (100% export-oriented)

**TOTAL EMPLOYMENT** 25

**MAIN PRODUCT(S)** Processed hulling sesame seeds

**PRODUCTION VOLUME (2015)** 304 tons

**PRODUCTION FACILITIES** The company produces hulled organic and conventional sesame seeds. Its existing hulling plant facility is based on European technology. The company has various international certificates such as ISO 22000:2005 and organic certificates that enable it to produce quality products to meet customer requirements. Apart from its own farming facilities located in the town of Humera, 976 km away from Addis Ababa, the company maintains strong cooperation with local farmers for organic sesame production. The company has received organic certification from the German organic certifier BCS ÖKO-GARANTIE.

**BACKGROUND** Dipasa Agro PLC. is one of the subsidiary companies of the Dipasa group of companies. It was established in 2008 as a joint venture company between Dipasa Europe B.V. of the Netherlands and Agro Prom International PLC. of Ethiopia. The company has a modern sesame seed processing factory that meets quality requirements of high-value markets. The company is engaged in sesame seed processing, such as hulling and roasting, earmarked for export to various countries in the Far East, Middle East, North America and Europe. Currently, the company is working in collaboration with smallholder farmers' cooperatives in Humera to secure the availability of raw materials as a way to enhance product traceability, especially for customers looking for organic products.

**INVESTMENT PROPOSAL** The company wants to expand its existing hulling sesame seed processing activity with the production of tahini and humus as a way to diversify its production line and generate additional income. Since the implementation of the project requires a major capital investment, the national investor is looking for a joint venture partner who is interested to contribute equity. The foreseen investment amounts to USD 1.5 million.



ecopia 

## ECOPIA PLC

### ADDRESS

Addis Ababa, P.O. Box 1072

### CONTACT

Mitslal Kifleyesus-Matschie, CEO | Email: [mkm@ecopia.de](mailto:mkm@ecopia.de),  
Phone: +251-913-421625 | [www.ecopia.de](http://www.ecopia.de)

### YEAR OF ESTABLISHMENT

2006

### ANNUAL SALES

USD 800,000 (5% export-oriented)

### TOTAL EMPLOYMENT

100 (incl. part-time and seasonal employees)

### MAIN PRODUCT(S)

Herbal medicinal plants, fruits, vegetables, pickles, condiments, fruit juice, jams, wine, coffee, tea, soups, cosmetics, honey, dried fruits

### PRODUCTION VOLUME (2015)

Food: 10,000 kg, Cosmetics: 30,000 pieces,  
Herbal medicinal plants: 5,000 kg

### PRODUCTION FACILITIES

The company is active across 14 geographical areas in Ethiopia and is linked to more than 10,000 supplying farmers in its production network. The processing of agricultural commodities is done at local processing centres, in turn contributing to the development of communities and minimizing transport requirements. The company's cosmetics branch has more than 300 hectares of land and three processing facilities.

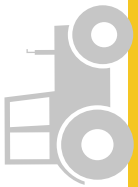
### BACKGROUND

The company's core activities comprise the processing and distribution of agricultural commodities, natural cosmetics and herbal medicinal plant products. Ecopia Plc. is also active in other areas, such as socially responsible ecotourism. Over the last ten years, Ecopia Plc. has added value to natural products by establishing small processing plants across various rural locations in Ethiopia. The company sells over a hundred different products under its brand name, at present mostly in the domestic market.

### INVESTMENT PROPOSAL

The company intends to expand and optimize the current food processing and packaging operations in order to increase its market reach and to satisfy increasing consumer demand. Currently, most products are processed manually, using simple intermediate technology at cottage industry-level. So far, it has only been able to gain a national market share of 5%, notwithstanding demand is very high. The company aims to increase its productivity, product range and shelf life by using improved processing and packaging techniques. For this, the company is looking for a partner interested in developing the business together and expanding the outreach to regional and international markets. The investment proposed amounts to USD 1.5 million over a three-year period.





# EDEN BUSINESS SHARE COMPANY

## ADDRESS

Sendafa Oromiya Lyu Zone

## CONTACT

Firew Kifle, Business Development Manager

Email: fkgodisgood@gmail.com, Phone: +251-911-395642/912-439290

## YEAR OF ESTABLISHMENT

2014

## ANNUAL SALES

USD 6.1 million (domestic-oriented)

## TOTAL EMPLOYMENT

164

## MAIN PRODUCT(S)

Packed mineral water

## PRODUCTION VOLUME (2015)

600 ml packed mineral water: 16,295,784 bottles

1000 ml packed mineral water: 8,213,184 bottles

2000 ml packed mineral water: 3,477,084 bottles

## PRODUCTION FACILITIES

The company has a well-established spring water packaging facility and more than 30 hectares of land available for operations. Its assets include a main factory, an office building, a distribution vehicle fleet, and packaging, blowing and filling machines used in mineral water production. The company is in the process of installing new machinery and facilities expected to increase current production capacity.

## BACKGROUND

The company was established in 2014 and has since then become successful in the mineral water sector.

## INVESTMENT PROPOSAL

The company is looking to diversify its product portfolio beyond bottled water packaging by producing and distributing high-quality dairy products. The total investment cost of the dairy business segment is expected at around USD 2.8 million spread over a period of eight years. The company is looking to partner with an international equity investor contributing also technical and marketing expertise.



# EDMEALEM EJIGU IMPORT & EXPORT

## ADDRESS

Arat Kilo, Addis Ababa, P.O. Box 21931

## CONTACT

Edmealem Ejigu, Owner and General Manager  
Email: eeie@ethionet.et, Phone: +251-111-566579

## YEAR OF ESTABLISHMENT

1992

## ANNUAL SALES

USD 17 million (70% export-oriented)

## TOTAL EMPLOYMENT

62

## MAIN PRODUCT(S)

Sesame, grains, oil-seeds, pulses

## PRODUCTION VOLUME (2015)

400 containers

## PRODUCTION FACILITIES

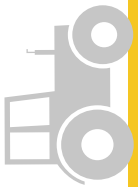
The production facility currently consists of a cleaning and packaging line, including machinery for colour sorting, cleaning and packing of seeds. The company is equipped with machinery based on Swedish technology and has a production capacity of 100 metric tons per day. The facility is strategically located in Gelan, with good transportation links between Addis Ababa, the port of Djibouti and the upcoming railroad network. The company has recently received technical assistance from the Netherlands for better standard compliance for export to the European Union. The company has an affiliated business which takes care of all transportation requirements, moving products from farmers to the cleaning plant and then to the export market.

## BACKGROUND

The owner and manager of this company has been in business since 1992, starting as a low profile trader and local supplier to government institutions, moving on to become one of the main exporters in Ethiopia. The company is currently engaged in buying seeds from local markets and farmers which are then cleaned and sold in bulk to local government companies or exported. The company recently commenced an expansion project and plans to set up a polypropylene bag factory for manufacturing packaging bags in the near future.

## INVESTMENT PROPOSAL

The company has a series of investment projects planned in both downstream and upstream fields of its current line of business, including: a sesame de-hulling and packing factory; an oil seeds, pulses and spices cleaning; a sorting, processing and packing plant; a castor oil extracting plant; and a jatropha oil extracting plant. This company is seeking a joint venture partnership with a foreign company looking to invest through equity and able to provide the required technology transfer and know-how within the framework of an investment proposed of USD 39.5 million.



# ENDALK EDIBLE OIL PROCESSING PLC

**ADDRESS** Adama, Nazerat

**CONTACT** Endalkachew Negatu, General Manager  
Phone: +251-911-253099

**YEAR OF ESTABLISHMENT** 2005

**ANNUAL SALES** USD 1.1 million (domestic-oriented)

**TOTAL EMPLOYMENT** 149

**MAIN PRODUCT(S)** Processed Niger seed oil

**PRODUCTION VOLUME (2015)** 150 tons

**PRODUCTION FACILITIES** The company has an existing processing plant for extracting edible oil from Niger seed in Adama, where a 10-year-old processing line with technology from India is installed. Production capacity is low due to production inefficiencies.

**BACKGROUND** The company was established in February 2005. The company's processing plant is located in Adama (Nazareth) 100 km away from Addis Ababa. The company currently sells processed Niger seed oil to the domestic market.

**INVESTMENT PROPOSAL** The company wants to expand from its existing Niger oil extraction to other oilseeds such as soya bean and sunflower to fulfill the high edible oil demand within the country. At the same time, it provides an opportunity to substitute the imported edible oil coming to the country. The company is not only targeting the domestic market but also plans to enter East African markets. A foreign equity partnership is sought, in addition to technical and marketing expertise. The expected investment amounts to USD 4.0 million.



## ELERE FARMS

### ADDRESS

Oromia Region, East Shewa zone Adea

### CONTACT

Fanta Terefe, Owner and General Manager | Email: [Fanta\\_elere@yahoo.com](mailto:Fanta_elere@yahoo.com),  
Phone: +251-911-491049 | [www.elerefarms.com](http://www.elerefarms.com)

### YEAR OF ESTABLISHMENT

2008

### ANNUAL SALES

USD 500,000 (domestic-oriented)

### TOTAL EMPLOYMENT

45

### MAIN PRODUCT(S)

Hatching day old chicks

### PRODUCTION VOLUME (2015)

620,000 chicks

### PRODUCTION FACILITIES

The farm is currently involved in feed preparation, hatching and chicken rearing (parent stock and broiler). Among others, the company's facilities include a hatchery and a feed processing unit.

### BACKGROUND

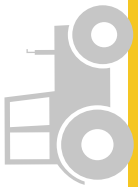
The company was established in 2008 by Mr. Fanta Terefe, an agriculturalist with over 28 years of work experience in the field of agriculture and rural development. The farm is located in the Oromia Region, East Shewa Zone of Adea (Bishoftu town) District. Production is mainly geared to the domestic market.

### INVESTMENT PROPOSAL

The company is in the process of establishing a chicken slaughter plant for which preliminary feasibility studies and relevant preparatory work have been initiated. The proposed project is to integrate the farm from the hatchery, feed to dressed chicken and, as such, enable the company to become a major player in the poultry sector. The company is looking to partner with a foreign direct investor who can bring in equity in the expansion plan as well as assist in purchasing equipment. The total envisaged investment amounts to USD 1.9 million.



# ETHIOGREEN PRODUCTION & INDUSTRY PLC



## ADDRESS

Bole Bulbula, Woreda 12

## CONTACT

Rahel Moges Beyene, Managing Director  
Email: rahel@ethiogreen.com, Phone: +251-912-639000

## YEAR OF ESTABLISHMENT

2012

## ANNUAL SALES

USD 400,000 (75% export-oriented)

## TOTAL EMPLOYMENT

40 (incl. seasonal employees)

## MAIN PRODUCT(S)

Injera

## PRODUCTION VOLUME (2015)

650,000 pieces

## PRODUCTION FACILITIES

The company operates from a facility of 640 m<sup>2</sup> located close to Bole International Airport, comprising storage, milling, dough making, baking and packaging room facilities. Production facilities are mainly locally-manufactured, including clay ovens, stainless steel dough barrels and electrical double chamber boilers for the final baking. There is also a stone milling machine to mill teff flour for baking.

## BACKGROUND

Ethiogreen Production & Industry PLC. is an extension of a company established in 2008 in Washington D.C. as a pioneer in the import of Fresh Baked Injera (Ethiopian bread). Established in Ethiopia in 2012, Ethiogreen Production & Industry PLC. began exporting in 2013, mainly to the United States and predominantly to Ethiopian diaspora customers. The owner of the company is an Ethiopian-born entrepreneur educated in the U.S. and the winner of several entrepreneurship prizes in Ethiopia and abroad.

## INVESTMENT PROPOSAL

The investment proposal aims to increase production of fresh teff injera and other teff-based products to the growing urban population in Addis Ababa and other neighboring cities, in addition to increasing the current product portfolio earmarked for export. The increase in production will be underpinned by a comprehensive investment in the automation of the production process, as well as the introduction of production, packaging and distribution systems and facilities that meet the sanitation and health standards of a modern food processing plant according to international standards. The expected investment is USD 2.8 million. The company is looking for a joint venture arrangement that can facilitate greater market access, as well as enable managerial and technical knowledge transfer.



# ETHIOPIAN SPICE EXTRACTION FACTORY PLC (ESEF)

**ADDRESS** Kality, Addis Ababa

**CONTACT** Akalu Geleta, Managing Director/Owner | Email: [akalug32@gmail.com](mailto:akalug32@gmail.com),  
Phone: +251-911-224490 | [www.ethiopiaspiceextraction.com](http://www.ethiopiaspiceextraction.com)

**YEAR OF ESTABLISHMENT** 1971

**ANNUAL SALES** USD 4 million (25% export-oriented)

**TOTAL EMPLOYMENT** 145 (incl. part-time employees)

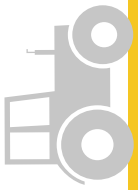
**MAIN PRODUCT(S)** Defatted soya beans, biscuits, flour

**PRODUCTION VOLUME (2015)** Soya beans: 20 tons/day, biscuit: 7 tons/day, flour: 62 tons/day

**PRODUCTION FACILITIES** The company's production line in Addis and in Welaita comprise various production facilities procured from the US and China. The factory has a well-equipped laboratory including UV- spectrophotometer, gas chromatography and high performance liquid chromatography (HPLC), which serve in quality control and research activities.

**BACKGROUND** The company was established in 1971 by Kalsec International from Kalamazoo, Michigan, USA. The plant was designed primarily to extract Oleoresin paprika from red pepper grown in the southern part of Ethiopia. In 2008, the company was privatized and as a result of which the current owners undertook a major rehabilitation and diversification process to restructure the activity to the current state of a well- diversified food and chemical factory.

**INVESTMENT PROPOSAL** The company wants to expand its existing factory facilities to produce sliced dry ginger, whole-washed ginger and dry turmeric finger. To complement its substantial experience in spice processing, the company is looking for international partners who can bring state-of-the-art technical and management practices as well as contribute through equity amounting to USD 4 million.



# FASICA SPICE AND BALETINA PLC

**ADDRESS** P.O. Box 57591, Saris, Nifas Silik Lafto Subcity, Addis Ababa

**CONTACT** Elsa Habte, General Manager | Email: [Fasica.spices@yahoo.com](mailto:Fasica.spices@yahoo.com),  
Phone: +251-972-597041 | [www.fasicaspiceandbaltina.com](http://www.fasicaspiceandbaltina.com)

**YEAR OF ESTABLISHMENT** 2003

**ANNUAL SALES** USD 100,000 (50% export-oriented)

**TOTAL EMPLOYMENT** 49

**MAIN PRODUCT(S)** Spice processing

**PRODUCTION VOLUME (2015)** Spice processing: 160 tons, baletina processing: 190 tons

**PRODUCTION FACILITIES** The company undertakes the following manufacturing process: Ungrounded spices are cleaned manually to remove impurities such as mud and stones and are then washed in water. After drying in sunlight, they are graded and ground with the help of grinding machines that convert them into powder form. In order to obtain a uniform mesh size, a disintegrator is used for cases of solid materials like turmeric. Spices in powder form are then weighed as per the contemplated packing quantities and packed in printed polythene bags, which are automatically sealed with machines. The company has the following processing equipment: disintegrator, spice grinding machine, plastic sealing machine, roasting machine and baletina grinding machine.

**BACKGROUND** At its processing plant which is located in Addis Ababa, the company produces spice and baletina flour for both the domestic and export market, mainly geared towards European countries such as the United Kingdom, Switzerland, Norway, the Netherlands and Italy.

**INVESTMENT PROPOSAL** The company wishes to expand its processing capacity by establishing a new plant in Addis Ababa, with a specific focus on increasing domestic and international (mainly European) market access. It plans to sell 60% of the increased capacity internationally. The company is looking to undertake an investment of USD 2.4 million and is willing to partner with a foreign investor who is expected to bring in equity for expansion, as well as marketing and technical expertise.



## GIRUM FOOD COMPLEX PLC

**ADDRESS** Oromia Region, Adama City Kebele 14, Wereda 3, P.O Box: 9523

**CONTACT** Abeba Tesfaye, Co-owner and Managing Director  
Phone: +251-911-207480

**YEAR OF ESTABLISHMENT** 2008

**ANNUAL SALES** USD 4.6 million (domestic-oriented)

**TOTAL EMPLOYMENT** 315

**MAIN PRODUCT(S)** Wheat flour, biscuits

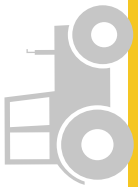
**PRODUCTION VOLUME (2015)** Wheat flour: 4,000 tons, biscuits: 1,552 tons

**PRODUCTION FACILITIES** The company has two production facilities, one for wheat flour and the other for biscuit manufacturing, both established in 2008. The company also installed a biscuit production line which has an annual capacity of 2,680 tons.

**BACKGROUND** Established in 2008, the company is headquartered in Addis Ababa with its factory and primary base of operations in Adama (Nazret). Wheat flour currently accounts for approximately 32% of sales and the biscuit line, with three product lines that include Happy Biscuits, Milkano Biscuits and Glucose Biscuits, accounts for approximately 68% of sales. In addition, the investors have another company called MOAB PLC. that produces paper envelopes, tea-blending and packing and other fabric-based sanitary products. Girum's highly developed supply chain management system has a substantial effect on its competitiveness by reducing its total cost, ensuring continuity of production, improving quality, promoting innovation and allowing it to respond quickly to changes in market demand.

**INVESTMENT PROPOSAL** The company seeks to diversify as well as to expand its product line. The national investors are looking at two areas of expansion: the introduction of a new production line for producing nutritionally-enriched food, and the expansion of the existing biscuit production line to introduce high-energy biscuits. The company is looking for an international investor who not only brings in equity to the expansion plan but also the technical know-how and market access. The proposed investment amounts to USD 1 million.





# GOH FLOUR FACTORY

**ADDRESS** N/L Sub-city, W-07, House No. 1477, Addis Ababa

**CONTACT** Ermias Teshome Gebretsadik, Director  
Email: ermiasgtsadik@yahoo.com, Phone: +251-911-207736

**YEAR OF ESTABLISHMENT** 2008

**ANNUAL SALES** USD 8 million (domestic-oriented)

**TOTAL EMPLOYMENT** 65

**MAIN PRODUCT(S)** Wheat flour

**PRODUCTION VOLUME (2015)** 35 tons/day

**PRODUCTION FACILITIES** The company produces flour from wheat using a semi-automated production line with packaging done manually. The factory has two production lines. One was purchased along with the factory in 2008 and is now 16 years old and of Chinese origin. The company purchased another production line two years ago from China. The company is currently operating below its installed capacity.

**BACKGROUND** The company has been in the business of flour milling for more than 21 years. The owner purchased the existing factory equipment and infrastructure from another business in 2008. The flour produced by the factory is sold to supermarkets, small retailers and bakeries. The company produces for two different target groups: 1) bakeries that are part of the government subsidy scheme; and 2) bakeries, restaurants, supermarkets and retailers as well as to household consumers.

**INVESTMENT PROPOSAL** The company wants to diversify into the production of gluten-free pasta made of Teff. Teff is a fine grain, typical to Ethiopia and Eritrea, and is gluten-free. It can be used for various food products for people with Celiac Disease and the health-conscious population. The company is interested in a foreign equity partnership that can bring in technical expertise as well as equity and market access. The required investment is estimated at USD 4.2 million.



# GUDER AGRO INDUSTRY PLC

**ADDRESS** Bahir Dar city, Tana Kebele

**CONTACT** Lakew Bashahder, General Manager  
Email: lakewbasha@yahoo.com, Phone: +251-918-340052

**YEAR OF ESTABLISHMENT** 1998

**ANNUAL SALES** USD 500,000 (100% domestic-oriented)

**TOTAL EMPLOYMENT** 256 (incl. 200 seasonal employees)

**MAIN PRODUCT(S)** Wheat flour, biscuits, maize, dietary supplementary food

**PRODUCTION VOLUME (2015)** 7,000 tons

**PRODUCTION FACILITIES** The wheat processing plant mainly produces first grade wheat flour used for bread and cake, second grade wheat flour and wheat for animal feed. All plant equipment, sourced from China, is fully functional with some integral parts requiring replacement.

**BACKGROUND** Established in 1998, the company is family-owned. It has a current investment portfolio of over USD 3 million in various food processing plants, as well as in storage capacity and office buildings.

**INVESTMENT PROPOSAL** Since its establishment in 1998, the company has been producing wheat flour, biscuit and corn outputs. All its products are targeted for the local market. The company plans to improve product quality and increase quantity for penetrating export markets. The company proposes to go ahead with its existing production lines, albeit with minor additions/replacements. It is seeking foreign partnerships to augment the expansion capital needed and to bring in managerial and technical expertise. The foreseen investment amounts to USD 3 million.



# GUTS AGRO

## ADDRESS

Kirkos Sub City, Woreda 02, House no.59, Addis Ababa

## CONTACT

Engidu Legesse Yesuneh, General Manager

Email: [engidu@gutsagroindustry.com](mailto:engidu@gutsagroindustry.com), Phone: +251-916-581288

[www.gutsagroindustry.com](http://www.gutsagroindustry.com)

## YEAR OF ESTABLISHMENT

2005

## ANNUAL SALES

USD 1.7 million (domestic-oriented)

## TOTAL EMPLOYMENT

150

## MAIN PRODUCT(S)

Production of complimentary food, snacks, iodized salt

## PRODUCTION VOLUME (2015)

CSB food products: 2,000 metric tons

## PRODUCTION FACILITIES

In its facilities located in Awassa and in Bishoftu, the company has established nutritional food processing plants producing iodized table salts, shiro powder, dried chickpea powder, corn chips, cereal and baby food. The company implements ISO 22000-2005 food safety management systems throughout its production lines. Machinery and equipment for processing lines are imported, installed 6-8 years ago and in good working conditions.

## BACKGROUND

The company is a nutritional food processing company founded in 2005 by two Ethiopian entrepreneurs. Its headquarters are in Addis Ababa, while the manufacturing facilities are located in the industrial zones of Bishoftu town and Hawassa City, about 45 km and 260 km away from Addis Ababa respectively. Being a registered supplier for the United Nations World Food Programme (WFP) since 2008, GUTS has produced several thousands of quintals of corn-soya-blend (CSB) food products for WFP orders. This has benefited local farmers with an annual procurement of nearly 100 metric tons of maize, soya beans and chickpeas directly from cooperative unions. The company is installing an animal feed machine to enable production of powdered and pelletized feed products in order to recycle and use 15% of rejected raw materials.

## INVESTMENT PROPOSAL

The company wants to diversify and introduce related products that will be processed using an integrated line. It is looking for a foreign equity partnership to uphold the company's track record of growth by enhancing its financial capability and marketing expertise. The expected investment amounts to USD 4.6 million.



# HAMARESSA EDIBLE OIL SHARE COMPANY

**ADDRESS** Harari Region, Hamaressa

**CONTACT** Derege Abebe, Executive Director  
Email: derege a@hameressa.com, Phone: +251-915-330075

**YEAR OF ESTABLISHMENT** 1992

**ANNUAL SALES** USD 3.7 million (domestic-oriented)

**TOTAL EMPLOYMENT** 212

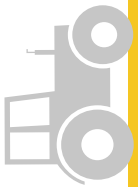
**MAIN PRODUCT(S)** Edible oil, animal feed

**PRODUCTION VOLUME (2015)** Edible oil: 4,500 litres/day, animal feed: 9,000 tons/year

**PRODUCTION FACILITIES** The company comprises factory facilities with three production lines (pressing, blow packaging machines) procured from the United Kingdom, the United States and China. The plant is currently running below full capacity due to challenges in the availability of raw material. The company has secured 1,000-5,000 hectares of farming land for edible oil farming. 1,000 hectares are allotted for the development of Phase 1, then based on performance, the remaining 4,000 hectares will be used.

**BACKGROUND** Hamaressa Edible Oil Share Company was established in 1995 as a public enterprise mainly to supply edible oil to the domestic market. Animal feed, as a by-product, is also produced. The company was privatized in 2014, and is today the largest edible oil company in Ethiopia.

**INVESTMENT PROPOSAL** The company wants to modernize and expand its production capacity to increase productive efficiency and profitability. The company plans to produce quality edible oil for middle and high-end markets through innovative packaging formats. It is looking for foreign equity partnership that can bring in technical know-how for producing quality edible oil and animal feed products. The investment proposed amounts to USD 7.3 million.



# HURUTA FLOUR MILL

**ADDRESS** House 1618, Wereda 15, Sub-City- Kolfe Keranyo, Addis Ababa

**CONTACT** Fessehaye Ghebr Gezche, General Manager  
Email: fgezehey@gmail.com, Phone: +251-930-101154/912-622119

**YEAR OF ESTABLISHMENT** 2014

**ANNUAL SALES** USD 5 million (domestic-oriented)

**TOTAL EMPLOYMENT** 69

**MAIN PRODUCT(S)** 1st grade and 2nd grade wheat flour and refined flour

**PRODUCTION VOLUME (2015)** 40 tons/day

**PRODUCTION FACILITIES** The company's production line is fully automated, including the packaging process which is facilitated by manual inputs. The factory has a well-equipped laboratory to check the quality of wheat grains used as well as the flour produced. Flour is tested at regular intervals to check the quality of bread through automated baking ovens. The factory has a 28-year-old production line, but it has only been in operation for the past six years. The line is based on Italian technology. The company also has several quality assurance certificates from the national quality compliance authority.

**BACKGROUND** The national investor purchased the existing factory in 2014. Since then, the company has been working extensively in wheat flour milling using both government import wheat to supply bakeries under the food security programme and local wheat to produce flour for the domestic market. In addition to the flour milling business, the national investor has other business interests in the dairy, trading and cattle fattening sectors.

**INVESTMENT PROPOSAL** The company wants to diversify into the business of pasta production, both short and long pasta. It is looking for an international investment which not only brings in equity to the expansion plan, but also the technical know-how for the production of pasta products. The company undertook a preliminary feasibility study to establish the recommended production capacities for both production lines. A total investment of USD 11 million is envisaged to implement the diversification project. Foreign collaboration is specifically sought for joint venture, equipment purchases, technical expertise and technology transfer purposes.



## KIDAN INDUSTRIAL PLC

### ADDRESS

Addis Ababa, Akaki Kaliti sub-city

### CONTACT

Ato Tadele Temesgen, General Manager

Email: kidanindustrial@gmail.com, Phone: +251-911-207097

### YEAR OF ESTABLISHMENT

2011

### ANNUAL SALES

USD 900,000 (domestic- oriented)

### TOTAL EMPLOYMENT

49 (incl. 34 seasonal employees)

### MAIN PRODUCT(S)

Corn and soya-bean (CSB)

### PRODUCTION VOLUME (2015)

1,500 tons

### PRODUCTION FACILITIES

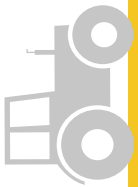
The current production capacity of the company is 80 tons CSB/day. The machines, mostly imported from Japan, Germany and Italy, are considered to be relatively efficient.

### BACKGROUND

The company was established in 2011 with the primary objective to produce corn and soya bean for distribution in the local and international markets.

### INVESTMENT PROPOSAL

The company wants to expand and diversify into value addition of CSB-related products, including the production of CSB++ and baby food. The company is interested in an equity partnership with a foreign direct investor ready to support its proposed expansion and diversification plan. The company also seeks to benefit from technology and knowledge transfer. In addition to the domestic market, the company wants to sell the produced CSB, CSB++ and baby food in selected export markets. The investment foreseen amounts to USD 17 million.



# LIFE AGRO INDUSTRY PLC

## ADDRESS

Sululta, Oromia, Addis Ababa

## CONTACT

G. Egzehber, G. Mekael, General Manager  
Phone: +251-911-408218

## YEAR OF ESTABLISHMENT

2009

## ANNUAL SALES

USD 400,000 (domestic- oriented)

## TOTAL EMPLOYMENT

47

## MAIN PRODUCT(S)

Processed milk, processed cheese, animal feed

## PRODUCTION VOLUME (2015)

Processed milk: 898,000 litres, processed cheese: 90 tons,  
animal feed: 155 tons

## PRODUCTION FACILITIES

The company has a processing plant for cheese, animal feed and pasteurized fresh milk located in Sululta, 25 km away from Addis Ababa. It has a seven-year-old processing line installed, based on Chinese technology. The company currently operates below full capacity because of constraints related to working capital and the lack of productive plant and equipment. The company collects its high-grade raw milk directly from its own farming facilities, through linkages with farmers' unions and agricultural research centres, or through designated traders (fully trained by the company) who procure from the local market.

## BACKGROUND

Life Agro-Industry is a private agro-industry company established in March 2009. The company primarily sells processed milk products, such as pasteurized milk, different cheese products and animal feed to the domestic market. The company also owns a strawberry farm.

## INVESTMENT PROPOSAL

The national investor is looking to partner with an international company that brings in equity to assist in the expansion of productive facilities as well as to facilitate technology transfer to local operations, especially with regard to technical expertise in the branding of retail products. The company sells milk and milk products and animal feed to the local market, but wants to expand its processing capacity with focus on penetrating the domestic and the East African market. The company is also planning to strengthen its milk production by establishing a cattle farm with imported cows from the Netherlands. The total envisaged investment amounts to USD 4 million.



# LIYU ADDIS ALCOHOL AND LIQUOR FACTORY PLC

## ADDRESS

Yeka Sub City, Addis Ababa

## CONTACT

Achamyelsh Tesfahun, Plant Manager

Email: liyuaddis@gmail.com, Phone: +251-911-219402

## YEAR OF ESTABLISHMENT

1999

## ANNUAL SALES

USD 400,000 (domestic-oriented)

## TOTAL EMPLOYMENT

65

## MAIN PRODUCT(S)

Alcohol and liquor

## PRODUCTION VOLUME (2015)

Gin: 33,000 bottles, Ouzo: 33,000 bottles, Mint liquor: 33,000 bottles, Lemon liquor: 25,000 bottles, Orange liquor: 25,000 bottles, Pineapple liquor: 25,000 bottles

## PRODUCTION FACILITIES

The company's processing plant for different brand liquor is located in Addis Ababa, where a 17 years old processing line from China is operational. Recently, the company has acquired additional 20,000 sq. m of land for the planned expansion.

## BACKGROUND

Established in 1999, the company possesses the "Liyu Addis" trade mark. Its production processes are heavily based on resource efficiency credentials as well as high sanitary standards. These criteria have greatly assisted in the various aspects of the company's operations, including purchasing, processing and marketing. The company is predominantly domestic oriented, with recent proposals to step up export market penetration.

## INVESTMENT PROPOSAL

The company plans to produce and market different alcoholic beverages to the East African market, including Djibouti, Uganda, Somalia, Kenya, Sudan and Tanzania. Based on feasibility studies on market opportunities as well as the local availability of raw materials, the company plans to widen its production capacity by bringing in newer technology and equipment. The company is looking to partner with a foreign counterpart interested in investing in the Ethiopian beverage industry and is seeking technological expertise and market access. The foreseen investment amounts to USD 2.7 million.



# MSA OIL SEED AND CEREAL PROCESSING AND EXPORTING PLC



**ADDRESS** Southern Wollo Zone, Combolcha Town, Kebele 04

**CONTACT** Mulualem Alene, General Manager | Email: musemone@gmail.com,  
Phone: +251-914-313187 | [www.msaexportingplc.com](http://www.msaexportingplc.com)

**YEAR OF ESTABLISHMENT** 2007

**ANNUAL SALES** USD 17.4 million (88% export-oriented)

**TOTAL EMPLOYMENT** 80 full-time, 65 part-time, 830 seasonal employees

**MAIN PRODUCT(S)** White pea beans, light brown pea beans, cereals

**PRODUCTION VOLUME (2015)** White pea beans: 11,705 metric tons, light brown pea beans: 8,709 metric tons, cereals: 2,308 metric tons

**PRODUCTION FACILITIES** The company has two processing plants in the Amhara region. The company possesses ten trucks for transport of products to the port of Djibouti. The company has a newly installed colour-sorting processing machine, in addition to digital weighing machines and an underground digital calibrated weighing machine.

**BACKGROUND** Established in 2007 with an initial capital of 1.25 million Ethiopian Birr, the company currently exports semi-processed cereals and oil seeds, such as white and black pea beans, chick peas, sesame seeds, Niger seeds and green mung. On average, the company exports more oilseeds and cereals to Europe, the United States, the United Arab Emirates and South Africa, among others.

**INVESTMENT PROPOSAL** The company plans to expand its production facilities to processed food items, machine cleaned oil seeds and cereals, and handpicked oil seeds and cereals. Accordingly, it wants to partner with a foreign company to bring in technical and marketing expertise to penetrate new international markets. The envisaged investment amounts to USD 11 million.



# MESKEREM LIQUOR AND SOFT DRINK FACTORY

**ADDRESS** AK-07-2240 St B254-23 , Addis Ababa

**CONTACT** Yonas Hailemariam, General Manager| Email: yonasrom@gmail.com, Phone: +251-911-226782 | [www.meskeremliquor.com](http://www.meskeremliquor.com)

**YEAR OF ESTABLISHMENT** 1994

**ANNUAL SALES** USD 1.8 million (domestic-oriented)

**TOTAL EMPLOYMENT** 91 (incl. 25 seasonal employees)

**MAIN PRODUCT(S)** Liquors in glass and PET bottles

**PRODUCTION VOLUME (2015)** Glass: 7,608,000 bottles, PET: 22,824,000 bottles

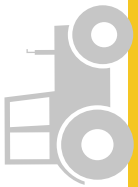
**PRODUCTION FACILITIES** The company has a 21-year-old manufacturing processing plant used to produce different brand liquor. It has two production lines, one for glass bottling and the other for PET bottling. The company acquired certification in ISO 9001:2008 Quality Management Systems and is currently transiting to the newly issued ISO 9001:2015 standard. The company recently acquired 2,500 m2 of land earmarked for the construction of the planned Modjo area expansion.

**BACKGROUND** Founded in 1994, Meskerem Liquor and Soft Drink Factory is headquartered in Akaki Kality Sub City, Addis Ababa, Ethiopia. With the trade mark “Meskerem”, the company has been relying on resource utilization efficiency and high sanitation standards. It has continuously increased its domestic market shares. Since 2010, the company has been stepping up its export trade as part of a strategy to further expand and diversify its market share.

**INVESTMENT PROPOSAL** The foreseen investment proposal aims to increase and expand the production and marketing of alcoholic beverages under the brand name “Meskere”, namely Ouzo, Gin, Brandy, Cognac, Aperitif, Vodka and other kinds of flavoured liquors, such as lemon, pineapple, super mint and coffee. The company plans to sell 80% of its products to the East African region. The company is looking to partner with an international company that will bring in equity for capacity expansion, as well as contribute through technical expertise and international market access. The total investment foreseen amounts to USD 1 million.



## METAD PLC



### ADDRESS

BAWA Center, 3rd Floor (Gerji) , PO Box 4695, Addis Ababa

### CONTACT

Aman Adinew, CEO | Email: [aman.adinew@metadplc.com](mailto:aman.adinew@metadplc.com),  
Phone: +251-911-519196 | [www.metadplc.com](http://www.metadplc.com)

### YEAR OF ESTABLISHMENT

2012

### ANNUAL SALES

USD 4.3 million (90% export-oriented)

### TOTAL EMPLOYMENT

38 (excl. 300-900 seasonal employees)

### MAIN PRODUCT(S)

Green coffee beans

### PRODUCTION VOLUME (2015)

760 tons

### PRODUCTION FACILITIES

The company has two farms: one in the Guji zone and one in the Gedio zone. The processing plant is in Legetafo, where its head office and laboratory facilities are also located. METAD owns and operates a state-of-the-art coffee quality control laboratory certified by the Specialty Coffee Association of the US. Equipped with advanced coffee-tasting technology, the laboratory allows international buyers to roast, taste and calibrate coffee according to their standards and needs. The company also trains domestic and international coffee professionals. The company's highly trained quality assurance staff includes Q-certified coffee cuppers/graders from around the globe. METAD is the Ethiopian partner of the Californian-based Coffee Quality Institute.

### BACKGROUND

The company grows and processes green Arabica coffee for export to importers and roasters worldwide. The company is involved in all aspects of the coffee value chain, ranging from the nursery to the retail of consumer brands, in particular Kabu and Hambela Coffees. It has secured rights to farmlands in the fertile Oromia and Southern regions. The company sells coffee to other Ethiopian exporters and/or buys coffee from other growers and providers via the Ethiopia Commodity Exchange. The company integrates corporate social responsibility practices into its business model, reinvesting a proportion of its profits into local community development

### INVESTMENT PROPOSAL

The company intends to expand its operations by introducing production lines for roasted coffee, while continuing with green coffee production and roasting. Approximately 70% of roasted coffee and 90% of green coffee are foreseen for export markets, mainly to the Middle East, Europe, the United States, Japan, the Republic of Korea and Australia. The company is looking for a foreign partner who brings in equity as well as a market network. The investment proposed amounts to USD 6 million.



# MSGZ IMPORT EXPORT AND AGRICULTURAL PRODUCTS PRODUCER PLC

**ADDRESS** Burayu, Oromia Region

**CONTACT** Mesele Getachew, Owner  
Email: muna\_ahimad@yahoo.com, Phone: +251-911708973

**YEAR OF ESTABLISHMENT** 2003

**ANNUAL SALES** USD 2 million (domestic-oriented)

**TOTAL EMPLOYMENT** 70

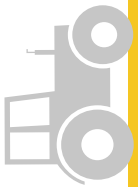
**MAIN PRODUCT(S)** Wheat flour

**PRODUCTION VOLUME (2015)** 520 kg/day

**PRODUCTION FACILITIES** The total production lines are automated except the packaging part, where the filling and weighing of the polypropylene bags are done manually. The factory runs a single production line of Chinese origin purchased in 2003. Presently, the company is running at full capacity.

**BACKGROUND** The company owners are a young couple who commenced business operations in 1998 with the production of seed oil for local market consumption. Later, they also began importing palm oil to be exclusively sold to the local market and, in 2009, started producing wheat flour. Currently the company is one of the largest flour factories in Ethiopia. It owns an existing flour mill where it mills durum wheat to be procured locally. The company also has an existing network of farmers and traders for its wheat procurement, and an extensive network of wholesalers/distributors for its flour sales.

**INVESTMENT PROPOSAL** The company plans to diversify its business and start producing short pasta aimed at the domestic market. Preliminary studies have been undertaken and the company believes it can produce 260 quintal/day of short pasta. The company is looking for international investment, which not only brings in equity to the expansion plan but also the technical know-how and expertise required for producing quality pasta. A total investment of USD 4 million is envisaged.



# NETSANET EXPORT

**ADDRESS** Addis Ababa

**CONTACT** Netsanet Asefa, General Manager | Email: edadembalelina@yahoo.com,  
Phone: +251-911-678187 | [www.productsofethiopia.com](http://www.productsofethiopia.com)

**YEAR OF ESTABLISHMENT** 2003

**ANNUAL SALES** USD 4.4 million (100% export-oriented)

**TOTAL EMPLOYMENT** 159 (incl. 10 seasonal employees)

**MAIN PRODUCT(S)** Enjera, spices and baletina

**PRODUCTION VOLUME (2015)** Enjera: 2.4 million pieces, spices: 10 tons, baletina: 10 tons

**PRODUCTION FACILITIES** The company currently processes injera, spices and baletina in a traditional way through a processing plant situated in Addis Ababa. As part of its plant and equipment, the company has 84 ovens for injera, in addition to dough making and packing machines and distribution trucks.

**BACKGROUND** The company is mainly an export-oriented company producing and selling injera, spices, and baletina to diverse countries, including Australia, Norway, Canada, Switzerland, Sweden, Bahrain, Finland, the United Arab Emirates, the United Kingdom and the United States, targeting mainly Ethiopian communities residing abroad.

**INVESTMENT PROPOSAL** The company seeks to expand its processing capacity by establishing a new production line for injera and replacing the old production line by a new production plant for spices and baletina. In addition to expansion, the company wants to diversify into the production of gluten-free bread from teff flour with the installation of a new production plant. The company plans to sell 10% of the production from the new plant to the local market. The company is looking to partner with an international company which brings in equity for expansion and diversification of the project. The envisaged investment amounts to USD 1 million.



# NUREDIN HASSEN MARMALADE AND MILK PROCESSING PLC

## ADDRESS

Labu, Nefassilk Lafeto Sub City, Addis Ababa

## CONTACT

Nuredin Hassen, General Manager | Email: [rahanufa@yahoo.com.uk](mailto:rahanufa@yahoo.com.uk),  
Phone: +251-911-221155 | [www.nurhagroup.com](http://www.nurhagroup.com)

## YEAR OF ESTABLISHMENT

2006

## ANNUAL SALES

USD 1.2 million (domestic-oriented)

## TOTAL EMPLOYMENT

210 (incl. 65 part-time employees)

## MAIN PRODUCT(S)

Processed marmalade, milk

## PRODUCTION VOLUME (2015)

Processed marmalade: 100 tons, processed milk: 120 tons

## PRODUCTION FACILITIES

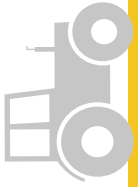
The company's processing plant for marmalade, yoghurt and fresh milk production is located in Addis Ababa. It uses 10-year-old processing lines with technology from Germany, Italy and the United Arab Emirates. The company also has farm plantation facilities in the towns of Adama and Ambo. The company has no internationally-recognized certification, such as HACCP and ISO, but is fully compliant with national health conformity assessments and "Fair Trade" certification requirements. The company collects high-grade strawberry crops for processing from its own land in the Ethiopian Rift Valley (in Adama and Ambo). For its dairy products, the company sources raw milk directly from farmers, unions, agricultural research centres or through designated traders (fully trained by the company).

## BACKGROUND

Established in 2006, the company processes marmalade, flavoured yoghurt and fresh milk for sale on the domestic market. It also sells strawberries (in bulk) to Saudi Arabia.

## INVESTMENT PROPOSAL

The company wants to modernize and expand its production capacity of strawberries to target export markets. Furthermore, it is looking to consolidate its domestic market share of dairy products and marmalade with better quality and more variety. The company is looking to partner with an international company that brings in equity for expansion, as well as technical and market expertise. The investment foreseen amounts to USD 4.5 million.



# PETRAM MAAZA MANGO JUICE PLC

**ADDRESS** Sebeta, Oromia

**CONTACT** Abiot Tesfaye, Plant Manager | Email: [abiottesfaye@ymail.com](mailto:abiottesfaye@ymail.com),  
Phone: +251-912-078973 | [www.petram.com](http://www.petram.com)

**YEAR OF ESTABLISHMENT** 2014

**ANNUAL SALES** USD 1.2 million (domestic-oriented)

**TOTAL EMPLOYMENT** 111

**MAIN PRODUCT(S)** Processed mango juice

**PRODUCTION VOLUME (2015)** 1,920 bottles/hour

**PRODUCTION FACILITIES** The company's mango juice processing plant is located in Sebeta Town, where a two-year-old processing line with technology from Italy is installed. The production capacity of this plant is 4,000 bottles/hour. The company has no international certification, such as HACCP and ISO, but the production processes is based on ISO and HACCP principles. The company has health, conformity assessment and "Fair Trade" certification at the national-level. The company procures raw materials such as mango pulp, in addition to citric acid, potassium meta bisulphate, mango concentrate and glass bottles from India and UAE.

**BACKGROUND** PETRAM Ethiopia established a sister company called PETRAM Maaza Mango Juice PLC and Water Bottling Company in 2014. The factory took the name of a Dubai-based industrial company, Maaza International Plc. The company's processing plant is located in a small town called Dima, near the town of Sebeta, Southwest Shewa, region of Oromia . The company currently sells processed mango juice to the domestic market.

**INVESTMENT PROPOSAL** The company is looking to expand its current mango juice production and, at the same time, establish a mineral water processing line. The company would like to consolidate its growing domestic market share and extend its outreach in East Africa. The company is looking for a partnership with an international investor bringing in equity, technical expertise and market access. The total investment foreseen amounts to USD 7.9 million.



# RUT AND HIRUT MILK COW BREEDING, DAIRY PRODUCTION, AND PROCESSING PLC

## ADDRESS

Amhara, North Shewa, Chacha

## CONTACT

Hirut Yohannes, General Manager

Email: hderare@yahoo.com, Phone:+251-911-547495

## YEAR OF ESTABLISHMENT

2013

## ANNUAL SALES

USD 100,000 (domestic-oriented)

## TOTAL EMPLOYMENT

33

## MAIN PRODUCT(S)

Pasteurized milk, butter, cheese, yoghurt

## PRODUCTION VOLUME (2015)

Pasteurized milk: 2,000 litres/day; Butter: 120 kg/day,  
Cheese: 100 kg/day; Yoghurt: 1,000 litres/day

## PRODUCTION FACILITIES

As part of its various machinery and equipment, the company owns a dairy processing plant, a chilling tank, milk utensils and distribution vehicles.

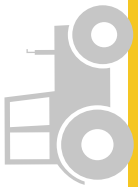
## BACKGROUND

The company was established in 2013 by Hirut Yohannes, the current General Manager of the company. Operations started with the sourcing of raw milk from a handful of farmers and with the possession of only two cows producing homemade milk products. The company is now able to collect and process 3,000 liters of milk per day which has led to a sustainable market for 450 dairy smallholder farmers. Through a loan facility from the Commercial Bank of Ethiopia (CBE), the company established a dairy processing plant in 2013, at full capacity capable of processing 12,000 liters of milk per day.

## INVESTMENT PROPOSAL

The company is planning to have substantial increase in its production capacity with the ability to produce 1.2 million litres of pasteurized milk with an extended shelf life, 18,000 kg of butter, 45,000 kg of cheeses and 150,000 litres of flavoured yoghurt annually. The company is looking for foreign partnerships for equity contribution towards the realization of the expansion plan which is budgeted at USD 700,000.





# SAFU TRADING PLC

**ADDRESS** Sebeta, Oromya

**CONTACT** Amanuel Sahilemariam, General Manager  
Email: safu@ethionet.et, Phone: +251-911-233243

**YEAR OF ESTABLISHMENT** 2002

**ANNUAL SALES** USD 2.3 million (domestic-oriented)

**TOTAL EMPLOYMENT** 23

**MAIN PRODUCT(S)** Roasted coffee, grinded coffee, spices, baletina

**PRODUCTION VOLUME (2015)** Roasted coffee: 226 tons, grinded coffee: 45 tons,  
spices: 160 tons, baletina: 190 tons

**PRODUCTION FACILITIES** The company's processing plant for roasted coffee, grinding coffee and spices is located in Sebeta area, West of Addis Ababa in the Oromia region. Plant and equipment include a coffee bean cleaning machine, a roasting machine, a grinding machine and packaging equipment for all the product lines.

**BACKGROUND** The company was established in 2002 as a trading operation and in 2010 production of roasted coffee started. Since commencing production, the company has been gradually but consistently increasing its market share and now plans to further expand its production capacity. The company has established itself as a medium-scale producer of roasted coffee and has developed solid relationships with niche specialty markets, domestically and abroad.

**INVESTMENT PROPOSAL** The company wants to expand its processing capacity by increasing the existing installed machinery capacity. It also wants to diversify its product line by introducing instant coffee products aimed to enter retail markets both at the local and export level, primarily the South African market. The company is looking for a foreign equity partner expected to bring in capital for expansion and diversification but also market and technological expertise. A total of USD 1 million is foreseen as investment.



## SBG INDUSTRY PLC

### ADDRESS

SA Building 6th Floor, 610-611, Addis Ababa

### CONTACT

Henok Mulatu, CEO | Email: [henok.mulatu@arkiwater.com](mailto:henok.mulatu@arkiwater.com),  
Phone: +251-911-245090 | [www.arkiwater.com](http://www.arkiwater.com)

### YEAR OF ESTABLISHMENT

2008

### ANNUAL SALES

USD 3.1 million (domestic-oriented)

### TOTAL EMPLOYMENT

141 (incl. 34 part-time employees)

### MAIN PRODUCT(S)

Mineral water

### PRODUCTION VOLUME (2015)

350 ml: 245,220 bottles, 600 ml: 5,078,760 bottles, 1 litre: 4,639,296 bottles, 1.5 litre: 9,349,998 bottles, 2 litre: 4,415,448 bottles

### PRODUCTION FACILITIES

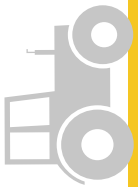
The company's relatively new, Chinese sourced, mineral water processing plant, is located in Suluta Town. Even though the company has no international certifications for its facilities, its production processes are based on ISO and HACCP principles. The company uses nanofiltration technologies to filter unwanted minerals, thereby avoiding chemical treatment processes. This technology has the unique advantage of retaining an optimal total concentration of dissolved substances in water, which has an added benefit of making the water free from after-taste and being smooth on the palate. The facilities available in the factory premises consist of a bore-hole with water treatment facilities -ozone treatment, pro-forma blowing, filling, production date engraving, body labeling, light labeling, shrink wrapping equipment, a warehouse and office buildings.

### BACKGROUND

SBG Industry Plc was established in 2008 and forms part of a wide conglomerate having numerous business interests including real estate, steel, banking and hospitality industry.

### INVESTMENT PROPOSAL

The company is geared to expand the current production of bottled water to diversify into juice and carbonated soft drink manufacturing and to primarily target the lucrative and growing domestic market as well as other Middle Eastern countries. The company is looking into a joint venture partnership with a foreign counterpart to assist in access to capital, to share marketing expertise and to meet technical upgrading needs of the newly diversified product portfolio. An investment of USD 23 million is being foreseen.



# SEKA AGRO-PROCESSING PLC

**ADDRESS** Kalifa Business Centre, Sub City Arada, Addis Ababa, P.O. Box: 29404

**CONTACT** Seifu Welde Michael, Managing Director  
Email: seifu45@gmail.com, Phone:+251-911-204373

**YEAR OF ESTABLISHMENT** 2007

**ANNUAL SALES** USD 1.7 million (domestic-oriented)

**TOTAL EMPLOYMENT** 170

**MAIN PRODUCT(S)** Farming of mango, rice, coffee and maize (no processing)

**PRODUCTION VOLUME (2015)** Mango: 18,540 tons, coffee: 1,200 tons, rice: 2,400 tons,  
corn: 3,640 tons

**PRODUCTION FACILITIES** The company is currently engaged in the farming and selling of unprocessed mangos (fresh fruit), rice (cleaned and packaged) and coffee (green beans, sundried). It also produces maize which is given as a benefit to the employees for own consumption. The farm extends over some 2,714 hectares of which approximately 1,379 hectares are dedicated to mango production, 172 hectares for coffee and 400 hectares for other crops (rice & corn). The rest of the land is occupied by the buildings, offices and facilities, water streams and uncultivated land. The company is currently engaged in the drying and cleaning of coffee at a third party facility taken on rent. The rice is cleaned using Chinese technology.

**BACKGROUND** The company was established in 2007 and is engaged in the growing, processing and exporting of agricultural crops such as mango and coffee. The company has a sister concern called Seka General Trading PLC which does trading on behalf of the parent company.

**INVESTMENT PROPOSAL** The company wants to expand its production capacity as well as produce mango puree from cultivated mangoes. Gradually, the company plans to increase exports to neighbouring countries. Foreign equity participation as well as knowledge and expertise is being sought with an expected investment amounting to USD 28 million.



# SHADA COFFEE & SPICES PLANTATION DEVELOPMENT PLC

**ADDRESS** Kirkos KK Wereda 03, House no 1022, 8th Floor, Addis Ababa

**CONTACT** Yacob Kahsai, Director | Email: shadacoffee@gmail.com,  
Phone: +251-911-203294 | [www.shadacoffee.com](http://www.shadacoffee.com)

**YEAR OF ESTABLISHMENT** 2008

**ANNUAL SALES** USD 240,000 (100% export-oriented)

**TOTAL EMPLOYMENT** 92

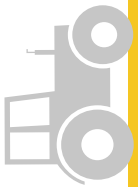
**MAIN PRODUCT(S)** Green coffee

**PRODUCTION VOLUME (2015)** 36 metric tons

**PRODUCTION FACILITIES** The company owns a 110 hectare farm in the Southern Nations, Nationalities, and Peoples' Region (SNNPR) of Ethiopia producing organic coffee. The company is planning to acquire an additional 60 hectares of land to increase its cultivation area.

**BACKGROUND** The company, established in 2008, has two shareholders with a registered capital of 10 million birrs. The company cultivates Arabica coffee and cardamom. The company has two offices, one at the farm in SNNP region and its Head Office in Addis Ababa. The company is exporting mainly to European markets and plans to double its exports by ensuring better farm practices as well as by increasing the area of cultivation. In addition, the company owns 2 hectares of land dedicated to cultivation of cardamom which is sold in the local market. The company has an organic certification from Germany.

**INVESTMENT PROPOSAL** The investment proposal is to develop and to run a single blend roasting facility. The company will use its existing marketing channels in Europe to market the product and is looking for a foreign investor to contribute with equity investment to the expansion plan as well as facilitate market access and technology transfer. In successive stages, the company is planning to integrate its existing farming facilities with additional income-generating activities like honey production, fishery, cattle fattening and coffee eco-tourism. The company has conducted a feasibility study for the mentioned product and the overall investment amounts to USD 2 million.



# SOSI AGRO INDUSTRY

## ADDRESS

Butajira, Guragie Zone, SNNPR

## CONTACT

Dawit Ergicho Fanta, General Manager

Email: dawitergicho@gmail.com, Phone: +251-930-033875

## YEAR OF ESTABLISHMENT

2010

## ANNUAL SALES

USD 100,000 (domestic-oriented)

## TOTAL EMPLOYMENT

6 full-time, 11, part time, 10 seasonal employees

## MAIN PRODUCT(S)

Pasteurized milk

## PRODUCTION VOLUME (2015)

500 litres/day

## PRODUCTION FACILITIES

The company operates from 1.4 hectare of land including a 600 m<sup>2</sup> bar, a 300 m<sup>2</sup> hay and feed store and a 600 m<sup>2</sup> processing area. The current herd size is of 50 cross bred Holstein cows. In addition, the company has a milking machine purchased in 2015, a locally produced hammer mill mixer, a pasteurized milk processing line with cooling tanks, cream separator and other facilities. The company also possesses delivery trucks for distribution.

## BACKGROUND

Sosi Agro Industry is an integrated dairy and animal feed processing facility rearing its own dairy cows and processing milk in its 1.4 hectare plot of land. Recently the company has launched a number of test-products, including pasteurized milk, yoghurt, cheese (mozzarella and provolone) along with butter and Ethiopian Ayib cheese with its brand name "Sosi".

## INVESTMENT PROPOSAL

The company wants to embark on an expansion project to overcome the shortage of raw milk input, with the aim to increase its herd size to 200 cows. It also aims to encourage local farmers in the vicinity to sell their excess raw milk as input to the mainstream production. It also plans to produce animal feed for the cow herd. Enhanced production of milk and milk products is expected to be supported by a foreign investment partnership. The proposed investment amounts to USD 1 million.



# TAKELE BOSHE AGRO- PROCESSING PLANT COMPANY

**ADDRESS** Marekato Sub City, Kera Kebele House, Wolaita Sodo City

**CONTACT** Takele Boshe Gobena, Owner, Founder and Executive Manager  
Email: takeleboshe@yahoo.com, Phone: +251-911-474906

**YEAR OF ESTABLISHMENT** 2013

**ANNUAL SALES** USD 15 million (domestic-oriented)

**TOTAL EMPLOYMENT** 200

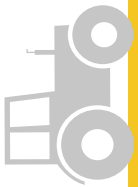
**MAIN PRODUCT(S)** Wheat flour, bran

**PRODUCTION VOLUME (2015)** Wheat flour: 40 tons, bran: 2 tons

**PRODUCTION FACILITIES** Apart from the production facilities for wheat flouring, the company also has a quality assessment laboratory which ensures the careful checking of the wheat contents as well as flour. Currently the company has a flour milling machine, imported from China, used for the processing of flour from wheat with a production capacity of 42 tons/year. The mill is running at full capacity.

**BACKGROUND** Established in 2013, the company produces wheat flour targeting the domestic market. In addition to producing and selling wheat flour, the company sells bran to farms and individual farmers. The production line is operating at full capacity and the company sees now the opportunity to expand the existing production capacity as well as introduce new value added products.

**INVESTMENT PROPOSAL** The company plans to expand its production capacity as well as introduce new production lines for value added items such as pasta and biscuits. To this end, it is looking to partner with a foreign investor to bring in equity in the proposed project as well technical and marketing expertise. The envisaged investment amounts to around USD 2 million.



# TAMAZ FOOD PROCESSING COMPLEX PLC

**ADDRESS** Nefas Silk Lafto Sub-city, Woreda 3 House no.1073, Addis Abeba

**CONTACT** Tamirat Shitta Zemedkun, General Manager  
Email: tamaz.fpc@gmail.com, Phone: +251-911-206545

**YEAR OF ESTABLISHMENT** 2011

**ANNUAL SALES** USD 1.1 million (domestic-oriented)

**TOTAL EMPLOYMENT** 34

**MAIN PRODUCT(S)** Wheat flour, maize flour

**PRODUCTION VOLUME (2015)** Wheat flour: 2,200 tons, maize flour: 105 tons

**PRODUCTION FACILITIES** Currently the company operates a wheat flour mill with a capacity of 40 tons/day, a maize mill with a capacity of 30 tons/day and a pre-cooked flour production line with a capacity of 10 tons/day. The wheat flour mill and the maize mill are in operation since 2013. The pre-cooked flour production line is installed but not yet operational.

**BACKGROUND** The company was established in 2011 and is located at Sululta town, 20 km north of Addis Ababa. It is a shareholding company owned by seven owners, of which six come from one family having 90% of the shareholding. The current shareholders have a good experience in the food-processing sector and they are also familiar with project management and operations management.

**INVESTMENT PROPOSAL** The company would like to diversify its product portfolio by activating the pre-cooked enriched flour production line and by introducing a new production line for instant baby food using the output coming from its existing flour mills. The company owners believe that the local production of instant baby food will be cost-competitive vis-à-vis imported products. Foreign investment is being sought and is expected to bring in equity and technology know-how. The proposed investment amounts to USD 2.2 million.



## T.M. FOOD COMPLEX PLC

### ADDRESS

P.O. Box 511, Adama

### CONTACT

Testi Mohammed, General Manager | Email: [ikhlastesty@gmail.com](mailto:ikhlastesty@gmail.com),  
Phone: +251-911-253882 | [www.tmfoodcomplex.com](http://www.tmfoodcomplex.com)

### YEAR OF ESTABLISHMENT

2005

### ANNUAL SALES

USD 2.6 million (domestic-oriented)

### TOTAL EMPLOYMENT

311

### MAIN PRODUCT(S)

Processed wheat flour and processed cream biscuits

### PRODUCTION VOLUME (2015)

Wheat flour: 300 tons, cream biscuits: 2,000 tons

### PRODUCTION FACILITIES

The production process used in biscuit manufacturing involves unit operations like raw materials preparation, dough mixing, laminating, cutting/molding, baking, cooling, stacking and packing.

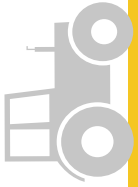
### BACKGROUND

The company's processing plant which is used for different brand cream biscuit production is situated in Adama. The company is ISO 22000 certified for its biscuit manufacturing plant and owns a national fair trade certification.

### INVESTMENT PROPOSAL

The company wants to diversify its product line towards fortified food and baby food. The company is looking for a foreign equity partner who is expected to bring in working capital as well as facilitate technology transfer and market access. The expected investment amounts to USD 2.6 million.





# UNIVERSAL FOOD COMPLEX

## ADDRESS

P.O. Box 27677 cod 1000, Addis Ababa

## CONTACT

Fitsum Abera, General Manager | Email: fitsunaberao2g@gmail.com,  
Phone: +251-935-985683 | [www.universalfood.com](http://www.universalfood.com)

## YEAR OF ESTABLISHMENT

2005

## ANNUAL SALES

USD 4.3 million (domestic-oriented)

## TOTAL EMPLOYMENT

190

## MAIN PRODUCT(S)

Processed wheat flour, macaroni, pasta, biscuit manufacturing

## PRODUCTION VOLUME (2015)

Wheat flour: 45,625 tons, macaroni: 10,512 tons, pasta: 13,140 tons

## PRODUCTION FACILITIES

The company is equipped with European food processing and flour milling technology, first established eleven years ago. The company has a production capacity of 125 tons/day for wheat flour, 36 tons/day for spaghetti and 28.8 tons/day for macaroni. The company has no international certification such as ISO and HACCP certifications for its plant but efforts are ongoing to secure certification in the near future.

## BACKGROUND

Since 2005, the company has been a leading player in the food industry producing pasta, macaroni, pastini and wheat flour. The company produces well-known, local market brands, including Mondial Pasta and Macaroni, Bravo Pasta and Macaroni and Universal flour. Currently the company is distributing its products through wholesalers and supermarkets in all regional states in Ethiopia.

## INVESTMENT PROPOSAL

The company is planning to expand the existing line of macaroni and pasta and to start production of biscuit products with a proposed investment of USD 10 million. The national investor is looking to partner with an international company which is expected to bring mainly equity for expansion as well as technical and marketing expertise. The company which is selling currently in the domestic market, plans to increase domestic market sales by 65% with the rest of market penetration going to the specific East African market.



## WAKENE FOOD COMPLEX PLC

### ADDRESS

Tatek Industry Zone, Burayu, Outskirt of Addis Ababa

### CONTACT

Muluneh Lem, General Manager  
Email: Mulunehlem95@gmail.com, Phone: +251-911-230972

### YEAR OF ESTABLISHMENT

2009

### ANNUAL SALES

USD 7.5 million (domestic-oriented)

### TOTAL EMPLOYMENT

150

### MAIN PRODUCT(S)

Wheat flour

### PRODUCTION VOLUME (2015)

1,162 quintals/day

### PRODUCTION FACILITIES

The total production lines are automated except the packaging part, where the filling and weighing of the polypropylene bags are done manually. The factory has three production lines of varying ages all procured from China. The oldest of the lines is six years, while the newest one is two months old. The total installed capacity of the production is 1,660 quintals/day of wheat to be processed.

### BACKGROUND

The company is part of a family business with a wide range of economic interests in Ethiopia, as well as manufacturing and trading interests in Asia. In addition to flour milling, the national investor owns a plastic raw material producing company which manufactures PVC compounds for shoe and sole applications. The company also has an existing network of farmers and traders for wheat procurement as well as an extensive network of wholesalers/distributors for its flour sales. Furthermore, the company owners have experience in import-export which can greatly benefit the proposed project.

### INVESTMENT PROPOSAL

The company wants to diversify into value addition of wheat flour by producing short and long pasta. The preliminary production capacity for both lines is estimated at 300 kg/hour. The company is looking for an international investor who not only brings in equity to the expansion plan, but also the technical know-how in pasta production. The company wants to increase its domestic market share by targeting high-end markets with cellophane packed long pasta, as well as the mass market with loosely available short pasta, such as macaroni. The foreseen investment amounts to USD 3.6 million (short pasta) and USD 4.7 million (long pasta).





# TEXTILES AND APPAREL

With its job creation potential, the textile sector is a great starting point for economic and social development. An abundance of raw materials, low wages and low energy costs give the Ethiopian textile sector a competitive advantage over other countries and regions. Ethiopia grows some of the world's finest cotton and has a rich spinning and weaving history. The Textile Industry Development Institute, established by the Ministry of Industry, provides investment promotion, consultancy, training, and research and marketing services in an effort to boost the sector's competitiveness. In collaboration with its partners, UNIDO supports the Government of Ethiopia and the private sector to promote investment, increase the supply of quality raw materials, improve the skills of the workforce, build the capacity of support institutions, and significantly improve trade logistics.

Overall, the textiles and apparel sector exhibits the following main advantages for investment:

- Abundant available workforce at very competitive costs presenting a fine balance between quality and productivity;
- A privileged geographic location since Ethiopia is centrally located with easy access to international value chains, and has access to a state-of-the-art container port (Djibouti).
- Potential to develop a competitive cotton or textiles industry due to good climatic and soil conditions together with cheap hydro-energy (textile factories pay between USD 0.78 and USD 0.002 per KW).
- Duty-free access to the European Union and U.S. markets through the African Growth and Opportunity Act.
- A strong export performance base with the Ethiopian garment and apparel industry growing at an average of 51% per annum over the past six years, with the European market taking the lion's share of sectoral exports; and
- Since 1922, over 65 textile investment projects from international investors have been licensed in Ethiopia, with global retailers such as H&M and Primark already sourcing clothing from Ethiopia





# ADAMA DEVELOPMENT PLC, ADAMA SPINNING FACTORY

**ADDRESS** HQ: Addis Ababa, factory: Oromia region East Shoa, Adama

**CONTACT** Ato Worku Chekol, General Manager  
E-mail: worku.chekol@yahoo.com, Phone: +251-911-490503

**YEAR OF ESTABLISHMENT** 2008

**ANNUAL SALES** USD 1.2 million (domestic-oriented)

**TOTAL EMPLOYMENT** 340

**MAIN PRODUCT(S)** Open ended yarn, sing spun yarn, socks

**PRODUCTION VOLUME (2015)** Open ended yarn: 1,368,700 kg, ring spun yarn: 1,049,497 kg

**PRODUCTION FACILITIES** The factory produces 100% cotton carded and combed yarn suitable for weaving and knitting. Its range of production includes Open End spun Ne 6/1-Ne 24/1, Ring Frame spun Ne 20/1-Ne 40/1 carded yarn and Ne 20/1-60/1 combed spun yarn. Adama Spinning Factory owns 18,000 hectares of land for cotton plantation around the Omo river, as well as 44,000 m<sup>2</sup> of land aimed at setting up a cotton ginning plant. The construction of this plant is in progress. For exporting, each cone of yarn (2.5 kg) is individually wrapped in a plastic poly bag. The factory has two production lines: open-end and ring frame. It is conveniently located in proximity to cotton growing areas and benefits from the availability of inexpensive electric power supply, relatively cheap labour and basic infrastructure.

**BACKGROUND** The company uses machines supplied by M/s Rieter AG Switzerland with a nominal production capacity of 10 tons/day installed in the blow-room, ring frame, open end spinning. M/s Rieter machines are also deployed for the combing process. The nominal capacity of combed yarn production is 5 tons per day. The winding machines are from Muratec, equipped with Uster Quantum 2 & 3 yarn clearers. The factory has also 1,088 spindles of Two-For-One twister machines from Italy. The factory is a one-stop solution for customers providing 100% cotton yarn according to various requirements for weaving and knitting products.

**INVESTMENT PROPOSAL** The company is looking for foreign investment for the expansion and diversification of existing production capacities and for boosting exports. The foreseen investment amounts to USD 48 million.



# AKAKI SHARE COMPANY

**ADDRESS** Akaki—kality, Addis Ababa

**CONTACT** Getachewu Biratu, Managing Director  
Email: Akakig.sc@ethionet.et, Phone: +251-911-211135

**YEAR OF ESTABLISHMENT** 1971

**ANNUAL SALES** USD 1.4 million (domestic-oriented)

**TOTAL EMPLOYMENT** 195

**MAIN PRODUCT(S)** Shirts and similar items

**PRODUCTION VOLUME (2015)** 183,412 pieces

**PRODUCTION FACILITIES** The company has different types of Japanese-made machines such as Juki, Brothers, Daewoo and Pegasus all operating with high production capacity. In addition, the company has cloth spreading, cutting and ironing machines available. The company has 500 sewing machines running at different lines according to product types. The arrangement of line layout machines, workers and other resources is flexible and systematically organized. It has a heavy-duty generator for power backup and experienced and qualified workers for all types of work. The factory has the possibility to further expand utilizing available land, working relationships with various stakeholders and has the potential to attract new customers.

**BACKGROUND** The factory is located in the industrial zone of Akaki town 25 km south from Addis Ababa. The company occupies an area of approximately 45,000 m<sup>2</sup>. The company was founded in 1971 with Japanese and Ethiopian shareholding with the objective of producing different garments for the domestic and export market. Privatized in 1998, the company is currently fully owned by Ethiopian shareholders.

**INVESTMENT PROPOSAL** The purpose of the proposed project is to expand the product range, increase capacity utilization and improve the quality of all products. An investment of USD 500,000 is earmarked to help improve the company's competitiveness on the market, both local and international. Foreign investment is being sought for technology and capital requirements tenable to the objective of the company's long-term market penetration strategy.



# ALMEDA TEXTILE

**ADDRESS** Adawa, Tigray

**CONTACT** Tekilemariam Tesfu, General Manager | Email: gm@almedatextiles.com,  
Phone: +251-911-516534 | [www.almedatextile.com](http://www.almedatextile.com)

**YEAR OF ESTABLISHMENT** 1994

**ANNUAL SALES** USD 14.7 million (domestic-oriented)

**TOTAL EMPLOYMENT** 5,159

**MAIN PRODUCT(S)** Knit garments, woven garments, fabric

**PRODUCTION VOLUME (2015)** Knit garment: 97,477,723 pieces, woven garment: 179,200,036 pieces,  
fabric: 67,157,684 pieces

**PRODUCTION FACILITIES** The company utilizes state-of-the-art machinery and equipment for spinning, knitting and weaving, processing and air conditioning, mainly with technology from Europe. In the garment line, the company has additional facilities comprising washing, drying and printing embroidery. The company also has numerous workshop facilities.

**BACKGROUND** The company was formally established in 1994, with the installation of the machinery and facilities occurring soon after. Yarn and gray cloth have been in production since 1998. The company's processing department was formed in 1999.

**INVESTMENT PROPOSAL** The company seeks to undertake an investment project of USD 16.8 million aimed to increase profits by stepping up exports, to increase production capacity as well as to increase employment opportunities. Foreign investment equity partnership is being sought for capital and technology transfer purposes.





# AMBASSADOR GARMENT & TRADE PLC

## ADDRESS

Bole Sub city, Woreda 07, Addis Ababa, P.O.Box: 11801

## CONTACT

Ezana Shiferaw, General Manager | Email: ezana2009@gmail.com,  
Phone: +251-911-954272 | [www.ambassadorgarment.com](http://www.ambassadorgarment.com)

## YEAR OF ESTABLISHMENT

1997

## ANNUAL SALES

USD 8.8 million (domestic-oriented)

## TOTAL EMPLOYMENT

675

## MAIN PRODUCT(S)

Man suits

## PRODUCTION VOLUME (2015)

98,738 pieces

## PRODUCTION FACILITIES

The company has over 350 machines for cutting, sewing, pressing, ironing and utility processes, ranging from 3 to 10 years of age. Machinery is sourced from Japan, Germany and Italy. Comparatively, the company uses more advanced and modern machines than other garment factories in the country.

## BACKGROUND

Ambassador Garment & Trade PLC started operations as a small business in the early 1980s and was established as a formal company in 1997. The company's mission is to produce fashionable and quality suits. The company has a solid reputation and recognizable brand due to the quality of its fashionable men's suits. It uses imported quality raw materials and accessories in accordance with international standards. The products fall mainly in three categories: exclusive, poly wool and poly viscous.

## INVESTMENT PROPOSAL

The purpose of the proposed project is to expand production capacity to meet large local market demand and to penetrate regional export markets of Eastern and Southern African countries. The company has a chain of retail outlets throughout the country, a well-known national brand, relatively skilled technical staff complemented by a highly productive workforce. A total investment of USD 16.8 million is required in terms of joint venture equity arrangements, technology and knowledge transfer.



# FELEKE GARMENT PLC

## ADDRESS

A.A Lebu/Nifas Silk Lafto sub-city

## CONTACT

Matsento Feleke, Managing Director

Phone: +251-911-203033 | [www.felekegarment.com](http://www.felekegarment.com)

## YEAR OF ESTABLISHMENT

2006

## ANNUAL SALES

USD 200,000 (27% export-oriented)

## TOTAL EMPLOYMENT

227

## MAIN PRODUCT(S)

T-shirts, polo shirts, overalls, sports-wear, trousers, work-wear

## PRODUCTION VOLUME (2015)

1.7 million pieces

## PRODUCTION FACILITIES

The company has a mixture of production equipment, recently installed cutting, sewing and finishing machines and a large number of outdated sewing machines that require replacement. The factory has seven production lines: two lines for manufacturing products for export and five lines for the domestic market. The production process includes fabric inspection, pattern making, marker planning, sewing and ironing, packing and finishing.

## BACKGROUND

Feleke Garment PLC is one of the most successful clothing manufactures in Ethiopia. Since its establishment in 2006, the company has experienced continuous growth in terms of production volume and employment. The product range includes t-shirts, polo shirts, sportswear, casual wear, jogging trousers and work wear.

## INVESTMENT PROPOSAL

The main objective of this investment project is to widen the product range; to increase competitiveness and to expand market shares in both domestic and export markets. The proposed investment would enable the company to increase export earnings in hard currencies as well as to increase employment opportunities. A partnership with a foreign direct investor would help the company attain the objectives of continuous production growth underpinned by new equipment and technology as well as trained and qualified technical staff. The foreign partner is expected to contribute by providing new advanced sewing machines as well as expertise and resources for the upgrading of local staff skills. A total investment of USD 1.8 million is envisaged.



# GG SUPER GARMENT FACTORY PLC

**ADDRESS** Oromia Region, Bishoftu

**CONTACT** Yosef Eliso, General Manager  
Phone: +251-911-785718

**YEAR OF ESTABLISHMENT** 2006

**ANNUAL SALES** USD 75,300 (100% export-oriented)

**TOTAL EMPLOYMENT** 90

**MAIN PRODUCT(S)** T-shirts (polo shirts)

**PRODUCTION VOLUME (2015)** 475,000 pieces

**PRODUCTION FACILITIES** The factory occupies 10,000 m<sup>2</sup> of land of which 1,500 m<sup>2</sup> are used for production. Assets include buildings for production and storage as well as about 200 sewing machines deployed in 10 production lines. The factory possesses relatively advanced equipment to produce products of internationally accepted quality.

**BACKGROUND** GG Supper Garment Factory Plc. was established in 2006 by private shareholders. It is one of Ethiopia's major exporting companies. The factory is situated in the sub-city of Bishoftu town, some 45 km southeast of Addis Ababa and 700 km away from the port of Djibouti. The company produces different readymade garments for the foreign market, including for well-known brands such as H&M. It also takes advantage of duty-free and quota-free entry into the United States under the Africa Growth and Opportunity Act (AGOA).

**INVESTMENT PROPOSAL** The company is looking to establish a partnership with a foreign partner to expand and modernize its current production capacities and produce quality products to be competitive on international markets. A total investment of USD 9.5 million is envisaged.



# GULLELE SHARE GARMENT COMPANY

## ADDRESS

Kolfe Keranyo Sub-city, Kebele 14/16, House No. 335, Addis Ababa

## CONTACT

Berihu Leake, Managing Director,  
Email: Gulelegarmentsh@gmail.com, Phone: +251-911-216759/760

## YEAR OF ESTABLISHMENT

Established as a parastatal company in 1993 and privatized in 2006

## ANNUAL SALES

USD 117,000 (domestic-oriented)

## TOTAL EMPLOYMENT

76

## MAIN PRODUCT(S)

Shirts

## PRODUCTION VOLUME (2015)

135,000 pieces

## PRODUCTION FACILITIES

The company has around 450 sewing machines and auxiliary equipment, heavy duty washing machines, office equipment and furniture, together with adjacent office buildings and related plant infrastructure. The equipment and machinery are in good condition. Vendors include: JUKI, Brother, Pegasus and others. The technological process needs to be upgraded to reflect international best practices. New equipment is to be purchased accordingly.

## BACKGROUND

Gulele Garment Share Company produces high-quality woven garments. It has been in the garment business for the past 33 years and has been continuously improving its technological base by purchasing modern sewing machines from Japan, the Republic of Korea and Italy. The factory manufactures different garment workwear, kids wear, women's wear, shirts, trousers, etc. It also provides services such as "cut and make", "cut, make and trim" and "cut, make, trim and quota".

## INVESTMENT PROPOSAL

The purpose of the proposed project is to search for and establish a partnership with a foreign partner so as to expand the existing market share and capacity, as well as to modernize the existing technology in order to increase profits. This objective will be achieved by capitalizing on the company's strengths and experience. In particular, the company has access to local production inputs, a good reputation in the local market, advanced equipment, developed technological capabilities and has all necessary infrastructure in place at its central premises in Addis Ababa. The potential foreign partner is expected to contribute with technology, equipment, expertise, as well as cash resources for purchasing raw materials. The proposed investment amounts to USD 7.3 million.





# LEATHER AND FOOTWEAR

The Ethiopian leather industry enjoys significant comparative advantages. The country has one of the world largest livestock population making the country rank the 1<sup>st</sup> in Africa. Twenty-nine tanneries are processing and producing finished leather in different sites with a total of installed capacity of 500 million square feet per year. About 48% of the existing tanneries in Ethiopia are operating in Oromia region, due to availability of raw materials and water supply as well as skilled manpower generated from a long leather processing tradition in the area. The Government of Ethiopia plans to utilize these resources through the development of its leather and leather products sector in an effort to create more jobs and boost exports. The leather and leather products sector is already one of the most successful of Ethiopia's economy due to its strong backward linkages to the rural economy and its labour intensive nature. To assist the Government of Ethiopia in developing a leather cluster on the basis of the existing concentration of tanneries in the town of Modjo, UNIDO finalized a feasibility study regarding the establishment of the Modjo Leather City as well as provide support to the Government in the mobilization of resources. This represents an opportunity to establish an environmental friendly leather tanning district driven by a network of tanneries. The construction of a common Waste Water Treatment Plant is considered as a priority, in order to reduce the environmental impact of the leather processing. UNIDO is also helping with the establishment of footwear and leather goods clusters, as well as strengthen the fashion design and training capabilities of the Leather Industry Development Institute.

Overall, the sector exhibits the following main advantages for direct investment:

- Among Ethiopia's abundant resources is a large cattle population whose skins and hides are the basis for some of the world's best leather;
- Since 1992, over 40 international investors have established leather and leather product companies in Ethiopia supplying to some of the most important international brands;
- Average Ethiopian salaries in leather factories are internationally competitive;
- Exports of leather, which were practically non-existent in 2003, were worth USD 23 million in 2012.





# ELICO-ABYSSINIA TANNERY

## ADDRESS

Behere Tsige Park, Akaki/Kaliti Sub-City, P.O.Box 3973, Addis Ababa

## CONTACT

Ato Mesaye Getachew, Manager | Email: [abyssiniatannery@elicopl.com.et](mailto:abyssiniatannery@elicopl.com.et),  
Phone: +251-911-790497 | [www.elicopl.com.et](http://www.elicopl.com.et)

## YEAR OF ESTABLISHMENT

1997

## ANNUAL SALES

USD 1.5 million (domestic-oriented)

## TOTAL EMPLOYMENT

240

## MAIN PRODUCT(S)

Finished goat and sheep leather

## PRODUCTION VOLUME (2015)

Goat leather: 1,238,738 sq.ft, sheep leather: 518,009 sq.ft

## PRODUCTION FACILITIES

The company is engaged in the production of superior quality suede for the export market as well as sheep Napa upper for the local market. The company is the only suede producer in Ethiopia. It has the required production facilities and assets for the production of various leather products. The majority of machinery and equipment is modern, but there is ongoing demand to procure new technology as a means to replace obsolete, unproductive equipment.

## BACKGROUND

Abyssinia Tannery is owned by a prominent investor and businessman Sheikh Mohammed H. Al-Amoudi. The factory was transferred to MIDROC Group during the country's recent privatization programme. The objective of the company is to manufacture high-quality finished leather for the global leather market.

## INVESTMENT PROPOSAL

The company is looking to add production lines in order to diversify its current product portfolio. The company plans to introduce new spray finished leather products, sheep shoe upper, finished hide products, as well as perforated products from sheep, goat and hide. A total investment of USD 500,000 is foreseen in order to upgrade machinery and equipment, as well as to introduce new production lines.





# FONTANINA SHOE FACTORY PLC

## ADDRESS

Near Kality (Addis Ababa) Customs Agency, P.O. Box 1268, Addis Ababa

## CONTACT

Yared Yilma, Manager | Email: [Fontaninashoe@elicopl.com.et](mailto:Fontaninashoe@elicopl.com.et),  
Phone: 0911-502668 | [www.elicopl.com.et](http://www.elicopl.com.et)

## YEAR OF ESTABLISHMENT

2013

## ANNUAL SALES

USD 375,053 (domestic-oriented)

## TOTAL EMPLOYMENT

156

## MAIN PRODUCT(S)

Shoes

## PRODUCTION VOLUME (2015)

17,372 pairs

## PRODUCTION FACILITIES

The company currently employs the most up-to-date technologies available for the production of shoes with cemented construction, in conformity to the envisaged quality expected from the market.

## BACKGROUND

Established in 2013, the company was set up to produce men and women footwear for the international and domestic market. The parent company of Fontanina, Ethio-Leather Industry Plc. (ELICO), is one of Ethiopia's leading leather companies and the country's only leather industrial establishment that produces finished sheep skin and goat skin leather. Its founder, Sheikh Mohammed H. Al-Amoudi, is a well-known industrialist and philanthropist in the country.

## INVESTMENT PROPOSAL

Fontanina Shoe Factory Plc. has a strong parent company in the leather wear sector able to provide the necessary support for expansion plans. It is looking to expand its existing manufacturing capability by introducing new production lines for men's and women's shoes targeted at the export market, so as to capitalize on Ethiopia's various trade agreements. The company is looking for international investors who can bring in equity as well as market access and technical expertise. The investment foreseen amounts to USD 9.5 million.



## OK JAMAICA

### ADDRESS

Addis Ababa , Nifas Silk Lafto Sub-City, Wereda 9 Kebele 12/13

### CONTACT

Tesfaye Beyene, Managing Director | Email: [tesfayejamaica@gmail.com](mailto:tesfayejamaica@gmail.com),  
Phone: +251-091-1204524 | [www.okjamaicashoes.com](http://www.okjamaicashoes.com)

### YEAR OF ESTABLISHMENT

2008

### ANNUAL SALES

USD 800,000 (domestic-oriented)

### TOTAL EMPLOYMENT

96

### MAIN PRODUCT(S)

Shoes

### PRODUCTION VOLUME (2015)

800 pairs/day

### PRODUCTION FACILITIES

The company's production facilities use modern equipment with tools and machinery currently in very good condition. Equipment was installed in 2009 and procured from KRINAS in Italy. It includes 8 cutting machines, 4 squaring machines, 24 stitching machines and 10 casting machines.

### BACKGROUND

Established in 2008, OK Jamaica possesses assets currently worth USD 2.8 million. The factory is located in Addis Ababa covering 2,451 m<sup>2</sup> of land facilities. Solid export market linkages with Djibouti, Kenya and Japan have allowed the company to increase its presence in international markets.

### INVESTMENT PROPOSAL

The company is looking to expand its production capacity by 50% in order to increase its competitiveness and market shares in domestic and foreign markets, in particular in COMESA countries and Japan. To this end, the company is looking for a foreign equity partnership to bring in capital, but also assistance in technology sourcing and marketing expertise. The total investment foreseen amounts to USD 700,000.



# PEACOCK SHOE FACTORY

**ADDRESS** Addis Ababa, Nifas Silk Lafto Sub-City, Wereda 9, Kebele 12/13

**CONTACT** Elias Bedada , Managing Director  
Email: eliasdip@ethionet.et, Phone: +251 -094-7851700

**YEAR OF ESTABLISHMENT** 1994

**ANNUAL SALES** USD 3.5 million (domestic-oriented)

**TOTAL EMPLOYMENT** 284

**MAIN PRODUCT(S)** Shoes

**PRODUCTION VOLUME (2015)** Men: 1275 pairs/day, Women: 112 pairs/day, Kids: 113 pairs/day

**PRODUCTION FACILITIES** The company's production facilities are equipped with modern technologies and the current status of tools and machinery is optimal.

**BACKGROUND** Peacock Shoe Factory is a privately owned footwear manufacturing company established in 1994. It is a sister company of Dire Industries Plc., a family-owned company engaged in multi-business activities including import/export, trading, real estate and logistics. The company is also stepping up its export capacity to better access European and African markets.

**INVESTMENT PROPOSAL** The company plans to expand its production capacity by 70% by introducing modern machinery with the aim to increase productivity gains and achieve cost reductions. The company is looking to enter into a joint venture partnership with a foreign counterpart with the aim to bring in equity, technical expertise, support the sourcing of technology and secure market access, so as to fulfill the proposed expansion plan. The proposed investment amounts to USD 11.8 million.

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- 22 ELERE FARMS
- 23 ETHIOGREEN PRODUCTION & INDUSTRY PLC
- 24 ETHIOPIAN SPICE EXTRACTION FACTORY PLC (ESEF)
- 25 FASICA SPICE AND BALETINA PLC
- 26 GIRUM FOOD COMPLEX PLC
- 27 GOH FLOUR FACTORY
- 28 GUDER AGRO INDUSTRY PLC
- 29 GUTS AGRO
- 30 HAMARESSA EDIBLE OIL SHARE COMPANY
- 31 HURUTA FLOUR MILL
- 32 KIDAN INDUSTRIAL PLC
- 33 LIFE AGRO INDUSTRY PLC
- 34 LIYU ADDIS ALCOHOL AND LIQUOR FACTORY PLC
- 35 MSA OIL SEED AND CEREAL PROCESSING AND EXPORTING PLC
- 36 MESKEREM LIQUOR AND SOFT DRINK FACTORY
- 37 METAD PLC
- 38 MSGZ IMPORT EXPORT AND AGRICULTURAL PRODUCTS PRODUCER PLC
- 39 NETSANET EXPORT
- 40 NUREDIN HASSEN MARMALADE AND MILK PROCESSING PLC
- 41 PETRAM MAAZA MANGO JUICE PLC
- 42 RUT AND HIRUT MILK COW BREEDING, DAIRY PRODUCTION AND PROCESSING PLC
- 43 SAFU TRADING PLC
- 44 SBG INDUSTRY PLC
- 45 SEKA AGRO-PROCESSING PLC
- 46 SHADA COFFEE & SPICES PLANTATION DEVELOPMENT PLC
- 47 SOSI AGRO INDUSTRY
- 48 TAKELE BOSHE AGRO-PROCESSING PLANT COMPANY
- 49 TAMAZ FOOD PROCESSING COMPLEX PLC
- 50 T.M. FOOD COMPLEX PLC
- 51 UNIVERSAL FOOD COMPLEX
- 52 WAKENE FOOD COMPLEX PLC

## 55 TEXTILES AND APPAREL

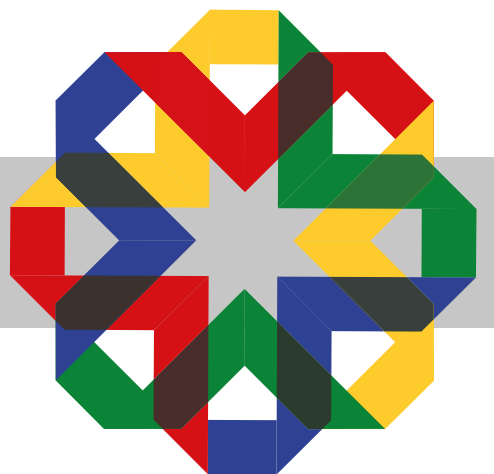
- 56 ADAMA DEVELOPMENT PLC, ADAMA SPINNING FACTORY
- 57 AKAKI SHARE COMPANY
- 58 ALMEDA TEXTILE
- 59 AMBASSADOR GARMENT & TRADE PLC
- 60 FELEKE GARMENT PLC
- 61 GG SUPER GARMENT FACTORY PLC
- 62 GULLELE SHARE GARMENT COMPANY

## 65 LEATHER AND FOOTWEAR

- 66 ELICO-ABYSSINIA TANNERY
- 67 FONTANINA SHOE FACTORY PLC
- 68 OK JAMAICA
- 69 PEACOCK SHOE FACTORY









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