



Federal Democratic Republic of Ethiopia
Ministry of Industry



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



SECOND INTERNATIONAL AGRO-INDUSTRY INVESTMENT FORUM

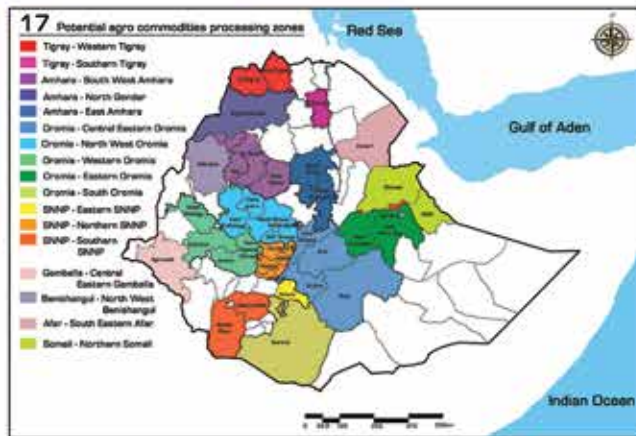
5 to 8 MARCH 2018
ADDIS ABABA | ETHIOPIA

AGRO-PROCESSING – AN EPICENTER FOR THE
TRANSFORMATION OF THE ETHIOPIAN ECONOMY

AIDE-MEMOIRE



17 AGRO INDUSTRY GROWTH CORRIDORS SELECTED



17 agro potential areas (Agro Industrial Growth Corridors) have been identified across the country.



Out of 17 AIGCs, four are selected for pilot development:

INTEGRATED AGRO-INDUSTRIAL PARKS (IAIPs) IN ETHIOPIA





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Background

Ethiopia has one of the fastest growing non-oil producing economies in the world and is quickly becoming a prime investment destination. Increased market liberalization and public investments in infrastructure projects, such as roads, railways and power generation, continue to drive economic growth. In addition, recent government reforms and incentives have unlocked new investment and business opportunities, with a special focus on the industrial sector.

As part of the country's Growth and Transformation Plan, the Government has identified the development of labour-intensive light manufacturing and industrial parks as priorities for accelerating industrialization. Recently established state-of-the-art industrial parks provide high quality industrial infrastructure for enterprises, with additional such parks under development. As a result, many major international companies have opened factories in Ethiopia in sectors such as textiles and garments, leather and leather products, and food and beverages, a trend expected to continue.

Ethiopia offers a favourable investment climate, including:

- A stable political and economic environment;
- Attractive investment incentives and a conducive business environment;
- An abundant labour force;
- A large and diversified natural resource base;
- Cheap and reliable energy access;
- Solid trade and transport infrastructure;
- Access to regional and international markets;
- Openness to trade; and
- A large internal market, with the second largest population in Africa and a rapidly growing middle class.

Building on the country's progress, the Government of Ethiopia and the United Nations Industrial Development Organization (UNIDO) are organizing Ethiopia's Second International Agro-Industry Investment Forum from 5 to 8 March 2018.

The investment forum aims to mobilize additional private investment in light manufacturing, with a particular focus on agro-processing, textiles and garments, and leather and leather products, as well as allied sectors such as packaging and renewable energy. To ensure synergies between private and public investments as well as development programmes, representatives of the United Nations and financial institutions are expected to play a prominent role in the forum.

The forum will present:

- Specific investment opportunities in key agro-industrial and allied sectors, including in integrated agro-industrial parks;
- Investment incentive regimes;
- Experiences of current investors and national business sector actors; and
- Financing opportunities.

In addition, the investment forum will provide participants with an occasion to:

- Create strategic partnerships and expand their network through business-to-business meetings (B2B);
- Meet directly with representatives of the Government of Ethiopia (B2G);
- Participate in an exhibition¹ for national and international companies; and
- Visit potential project sites.

This event builds on the success of the First International Agro-Industry Investment Forum, also co-organized by the Government of Ethiopia and UNIDO, which took place from 5 to 7 October 2016 and gathered more than 1,200 participants.²

Objective

The objective of the forum is to highlight Ethiopia's favourable investment climate in agro-industry and allied sectors, promote specific investment opportunities and facilitate business linkages.

Format

- **Day 1:** An opening ceremony and an introduction on the potential of agriculture, including commercial investments in commodities and input supply;
- **Day 2:** A session on food processing, textile and garments, and leather and leather products, including opportunities in integrated agro-industrial parks, joint ventures and finance;
- **Day 3:** A session on agro-allied sectors, such as packaging, agricultural machinery, renewable energy, logistics and services;
- **Day 4:** A field visit to Bole Lemi industrial park (around Addis Ababa City)
- **Duration of the event:** B2B meetings, B2G ,G2G meetings and exhibition.

B2G

B2G meetings will showcase the work of national institutions and organizations such as the Ethiopian Investment Commission, and government ministries such as the Ministry of Industry, the Ministry of Finance and Economic Cooperation, the Ministry of Agriculture and Natural Resources, and the Ministry of Livestock and Fisheries. B2G meetings will provide an opportunity for government representatives to answer investor queries on investment support services, programmes, incentives and frameworks provided by the different entities.

¹ Exhibitors will include national manufacturers and business sector associations in agro-processing and allied activities, and national and regional investment commissions, among others.

² Visit the event's website: <https://isid.unido.org/aife1.html>

B2B

The B2B segment will link up interested investors with domestic companies operating in the agro-processing, textiles and garments, and leather and leather products sectors, for focused discussion on project investment profiles. In order to facilitate the arrangement of B2B meetings during the Forum, an Investment Opportunities Directory will provide information on domestic companies and their investment projects. Foreign investors and domestic companies interested in participating in the B2B will be contacted during February 2018.

Date and venue

The investment forum will take place from 5 to 8 March 2018 at the Millennium Hall, Addis Ababa, Ethiopia.

Language requirements

The working language of the forum will be English. All documentation and background materials will be available in English only.

Participation

Around 3,000 participants from the public and business sector are expected to join the forum, including representatives of the Government of Ethiopia, current investors, national and international financial institutions, domestic and international enterprises, industry associations and international organizations. The public sector of Ethiopia will be represented by delegates of the Federal Government and regional governments³, as well as national institutions such as the Ethiopian Investment Commission, the Food, Beverage and Pharmaceutical Industry Development Institute, the Meat and Dairy Industry Development Institute, the Federal Cooperative Agency, the Agriculture Transformation Agency, the Textile Industry Development Institute, and the Leather Industry Development Institute.

³ Ethiopia is divided into nine politically autonomous regional states and two chartered cities, the latter being Addis Ababa and Dire Dawa.

Enquires and correspondence

All enquiries and correspondence pertaining to the Government of Ethiopia prior to the investment forum should be addressed to:

H.E. Dr. Mebrahtu Meles

State Minister, Ministry of Industry, Ethiopia

P.O. Box 62810, Addis Ababa, Ethiopia

Telephone: +251 115151373

E-mail: meles.mebrahtu@gmail.com

Fax: +251 115154843

Forum Secretariat in Addis Ababa:

Mr. Tesfaye Worku

Telephone: +251 985458390/+251 115156290

E-mail: agroforum@moin.gov.et

Mr. Sewagegn Atalay

Telephone: +251 942747552/+251 115508963

E-mail: agroforum@moin.gov.et

All enquiries and correspondence pertaining to UNIDO prior to the investment forum should be addressed to:

Contact person at UNIDO Headquarters:

Mr. Ciyong Zou

Director, Department of Partnerships and Results Monitoring

Programme Development and Technical Cooperation

UNIDO

Vienna International Centre, P.O. Box 300, 1400 Vienna, Austria

Telephone: +43-1-26026-3386

E-mail: c.zou@unido.org

Contact person at the UNIDO Field Office in Ethiopia:

Mr. Gustavo Aishemberg

Director and UNIDO Representative in Ethiopia

UNECA Old Building, P.O. Box 14771, Addis Ababa, Ethiopia

Telephone: +251 115514245 or +251 115444013

Fax: +251 115512733

E-mail: office.ethiopia@unido.org

Logistical arrangements

Plane tickets, subsistence allowance and other costs

Participants are expected to cover all costs related to their participation in the investment forum and to make their own travel arrangements.

Accommodation

There are over 70 star-level hotels to choose from in Addis Ababa. Participants are encouraged to do their own booking, but the Forum Secretariat can provide information upon request.

Visas

Citizens of selected countries are eligible for an e-visa. Kindly refer to the official website for more details: <https://www.evisa.gov.et/#/home>

Participants can get a visa on arrival by providing the information listed below in advance to the Forum Secretariat:

1. Full name
2. Nationality
3. Passport number
4. Date of arrival (AA)
5. Date of departure
6. Soft copy of valid passport (as recommended by the Department of Immigration and Citizenship to ensure fast service)

Registration procedure

The investment forum is by registration only. International participants are requested to register electronically through the forum's website: <https://isid.unido.org/aife2.html>. National participants are requested to register through the forum secretariat (see above).

Transport arrangements

Most participants are expected to use hotel shuttle buses to and from the airport. Upon request, the Forum Secretariat can arrange transport for those without hotel bookings. The Forum Secretariat will provide transport for all participants from the hotel to the forum venue, as well as for those wishing to participate in the field visit.

Railway networks will connect the industrial parks to the Port of Djibouti



ETHIOPIAN AIRLINES



State of art cargo service morethan one million ton



Fly to more than 100 international destinations
and 20 domestic destinations.



The biggest Passenger & Cargo Airline in Africa

ROAD INFRASTRUCTURE



- Building 72,000 km of new roads(URRAP), virtually all kebele administrations is underway.39094 km i.e 55% is finished

- Expressway linking Addis Ababa-Adama (key to import-export) become operational

- Construction of > 2300 km Railway line in progress
More than 10,000 km Fiber Optics are constructed.47 million mobile subscribers.50%country coverage.

ENERGY



Hydro : More than 45,000 MW
Number one hydro electric dam is under construction on Nile river with 6250MW capacity
Wind: More than 10,000 MW
Geothermal: More than 5,000 MW
Supply chain opportunities
Engineering & tech. consultancies

TEXTILE & GARMENT



AGRICULTURE



FRUIT & VEGETABLE



Has a comparative advantage due to its favorable climate, proximity to Europe & Middle East markets cheap labor.

COFFEE



Ethiopia is home of coffee Arabica & leading producer
Globally, 5th - 8th top producer for 2009 -2012 (FAOSTAT)
But 99% of the exports is raw coffee
Receives low price



SESAME & CEREALS



World's 3rd largest producer
Accounts 18% of global export share
95% of the exports volume is in raw form

LIVESTOCK



ETHIOPIA IS 1st in Africa and 10th in the world in Livestock Population

53.99 million cattle
25.51 million sheep
24.06 million goats
0.92 million camels
50.38 million poultry
9.01 million Equine
10 million bee colonies with
Potential 550000 ton of honey



LEATHER INDUSTRY



INDUSTRIAL PARKS

With the vision to make Ethiopia a leading manufacturing hub in Africa by 2025, the government places high focus on industrial park development and expansion.

INDUSTRIAL PARKS DEVELOPMENT

- Investment area open for the private sector (domestic and FDI).
- State-of-the art industrial parks under construction.
- Located along key economic corridors, connected to ports by road and electric-powered railwines with close proximity to high labour force pool.
- **ANCHORED ON THE PRINCIPLES OF**
 - Specialized Parks: enhancing economy of scale and efficiency through the development of specialized/clustered industrial parks;
 - Export Promotion: government provision of industrial park incentives targeted at increased export performance and competitiveness;
 - Sustainability: maintaining high environmental standards through the use of renewable energy and zero liquid discharge (ZLD) technology;
 - Vertical Integration: enhancing forward and backward linkages in the economy; and-
 - Skills development and competitiveness: developing workers' skills for enterprise competitiveness.





WHY INVEST IN ETHIOPIA?

Vision 2025: Making Ethiopia the leading manufacturing hub in Africa

Growing economy, abundant & competitive labor, proximity & access to global markets

- **Fastest growing economy:**
 - Annual GDP growth rate of 11% for the last 12 years
- **Africa's 2nd most populous country:**
 - Close to 100 million & growing at 2.3 million annually
 - Active labor force of more than 45 million
- **Geographic & market access advantages:**
 - Proximity to EU, USA, Middle East, & Asia
 - Duty-free market access to USA & EU through AGOA & EBA
 - Preferential duty treatment to markets such as China, India, Japan, Canada & Australia

Competitive infrastructure & skills development

- **New electric-driven railway:** 4-12 hours from industrial parks to Djibouti port
- **Africa's aviation hub:** Ethiopian Airlines serving 98 international destinations
- Current **electricity rate at 3 US cents/kwh:** one of the lowest in the world
- Trainable workforce with competitive wage
- More than 50 Universities with **½ million student population** and >1,300 technical & vocational education and training schools with annual intake of 1 million students



Textile & Apparel

- **State-of-the art industrial parks** that specialize in textile and apparel
- Attracted **leading players in textile and apparel**
- **Affordable and competitive labor force**
- **Cotton Production Potential :** 3 million hectares of land suitable for cotton production
- **Investment Opportunities:** Commercial cotton production, spinning, weaving, garment, etc



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION

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DESIGN & PRINTED BY:
SIVANET Printing +251 930 03 29 85



SECOND INTERNATIONAL AGRO-INDUSTRY INVESTMENT FORUM

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SAVE THE DATE

Please join us for the
SECOND INTERNATIONAL AGRO-INDUSTRY INVESTMENT FORUM
5 to 8 March 2018, Millenium Hall, Addis Ababa, Ethiopia
Hosted by His Excellency Mr. Hailemariam Desalegn,
the Prime Minister of Federal Democratic Republic of Ethiopia.

The high-level International Agro-Industry Investment Forum will focus on Agro-Processing (food & beverage processing), textiles and garments, and leather and leather products, as well as allied sectors such as packaging and renewable energy. It will feature participants from the public and private sector, including current and potential investors, international and domestic companies, industry associations, international organizations and financial institutions, as well as representatives from the Government of Ethiopia.

Why participate?

- Discover concrete investment opportunities in integrated agro-industrial parks.
- Secure a foothold in one of the fastest growing economies in Africa.
- Create strategic partnerships and expand your network through business-to-business meetings.
- Meet directly with policymakers at the ministerial level.
- Learn about the continuously improving business environment and investment climate in Ethiopia.
- Visit industrial infrastructure development projects.

For more information on the event, please visit:
<https://isid.unido.org/aife2.html>

17 AGRO INDUSTRY GROWTH CORRIDORS SELECTED

17 Potential agro-industrial growth corridors

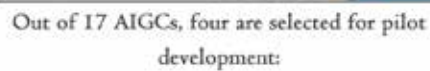
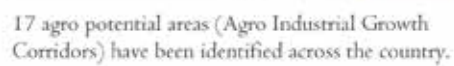
- Tigray - Western Tigray
- Tigray - Southern Tigray
- Afar - South West Afar
- Amhara - North Gondar
- Amhara - East Gondar
- Oromia - Central Western Oromia
- Oromia - North West Oromia
- Oromia - Western Oromia
- Oromia - Eastern Oromia
- Oromia - South Oromia
- SNNPR - Eastern SNNPR
- SNNPR - Western SNNPR
- SNNPR - Southern SNNPR
- Somali - Central
- Somali - Eastern Somali
- Benishangul - North West Benishangul
- Afar - South Eastern Afar
- Gambela - Northern Gambela

17 agro potential areas (Agro Industrial Growth Corridors) have been identified across the country.

Selection of Agro industrial growth corridors

- Oromia
- Amhara
- Tigray
- SNNPR
- Afar

Out of 17 AIGCs, four are selected for pilot development:



INTEGRATED AGRO-INDUSTRIAL PARKS (IAIPs) IN ETHIOPIA

