



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



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# AGRO-INDUSTRY INVESTMENT OPPORTUNITIES DIRECTORY ETHIOPIA

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INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION

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# **AGRO-INDUSTRY INVESTMENT OPPORTUNITIES DIRECTORY ETHIOPIA**

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# TABLE OF CONTENTS

<b>Foreword</b>	<b>6</b>
<b>1. Introduction</b>	<b>7</b>
<b>2. Food and Beverages</b>	<b>10</b>
2.1 Alcoholic beverages	10
2.2 Tea and coffee	13
2.3 Fish and fish products	19
2.4 Salt, seeds and spices	21
2.5 Edible (soya, palm oil) and related processing	29
2.6 Corn and soya blends	43
2.7 Wheat and flour products	49
2.8 Other food and beverages	90
<b>3. Meat and Dairy</b>	<b>95</b>
3.1 Dairy processing and related products	95
3.2 Honey and beeswax processing	105
3.3 Live animals and animal feed	120
3.4 Meat processing and related products	124
3.5 Poultry	128
<b>4. Other Industry</b>	<b>137</b>

# FOREWORD

This publication is an outcome of the ongoing collaboration established between the United Nations Industrial Development Organization (UNIDO) and the Ministry of Trade and Industry (MOTI) in the ambit of the Programme for Country Partnership (PCP) for Ethiopia. The PCP for Ethiopia brings together development partners, UN agencies, financial institutions and the business sector under the leadership of the national Government to help achieve the goals set out in the country's industrial development strategy and Growth and Transformation Plan II (GTP II, 2015-2020).

It is expected that sector development will continue to act as a springboard for the transformation of Ethiopia's economy from one based on agriculture, to one driven primarily by light manufacturing industry. In this context, the Government of Ethiopia called on UNIDO to support mobilizing international investors through UNIDO's global network as well as to support organizing international investment forums in 2016 and 2018, with the ambition to substantially increase public, private and public-private investments in food, leather and leather products and textile manufacturing and other sectors in Ethiopia.

MOTI is pleased to note that immediate follow-up project activities to the investment forum events have focused on a series of capacity building interventions earmarked to upscale the capacity of Ministry officials in matters related to investment project profiling and enterprise benchmarking assessment, both themes based on UNIDO's established investment promotion methodologies. Following successful implementation of capacity building activities in 2018, officials from the Ethiopian Food and Beverage Industry Development Institute and the Ethiopian Meat and Dairy Industry Development Institute, under the supervision of MOTI, undertook extensive profiling as well as enterprise benchmarking.

This investment opportunities directory has been prepared to be used in various investment promotion efforts in future PCP Ethiopia events, including but not limited to the upcoming 3<sup>rd</sup> edition of the International Agro-Industry Investment

Forum. The directory shows that Ethiopia boasts of business opportunities emanating from a private sector which is ambitious to grow and diversify its products and services. We thank UNIDO for its continued support to MOTI for the promotion of investment opportunities in the targeted sectors.



A handwritten signature in black ink, appearing to read 'Teka Gebreyesus'.

Teka Gebreyesus,  
State Minister, Ministry of Trade and Industry,  
Federal Democratic Republic of Ethiopia



# 1. INTRODUCTION



As one of the fastest growing economies worldwide, Ethiopia has registered impressive GDP growth for the past several years. With a population of roughly 110 million (source: World Bank Group, 2019), Ethiopia is the second most populous country in Sub-Saharan Africa.

To bring about structural economic change and transform Ethiopia into a middle-income country by 2025, the Government of Ethiopia (GoE) follows an integrated 5-year development plan, the Growth and Transformation Plan (GTP) II. The industrial sector, and more precisely agricultural development-led industrialization, is expected to play a catalytic role towards this goal. Finite land and a growing population require that larger amounts of food are produced by fewer people, thereby increasing the importance of off-farm livelihoods. Structural

transformation therefore becomes crucial, if agriculture is to endure as a source of economic growth for Ethiopia.

Agricultural production currently constitutes the backbone of Ethiopia's economy. The agricultural sector directly supports more than 75 per cent of the population. Some 85 per cent of export earnings are derived from it. With diverse agro-climatic zones, a long growing season and water availability for irrigation and arable land, Ethiopia is ideal for commercial farming. The growing demand of agricultural output both locally and internationally makes the agricultural sector particularly attractive to investors. An abundance of raw materials, low wages and low energy costs give it a comparative advantage over other countries.

Agro-industries are the link between agriculture and industry. Agro-industries already account for the largest share of manufactured goods in Ethiopia. Its share in industrial value addition is 46.2 per cent (source: UNIDO INDSTATS 2018). The development of the agro-industrial sector is critical given its economic contribution to Ethiopian livelihoods and the employment opportunities offered by the sector with a share of 33 per cent (source: UNIDO INDSTATS 2018). The strong linkages to other sectors and the use of abundant agricultural products as inputs create a positive climate for the development of agribusiness.

To attract the necessary capital for the desired structural transformation, the Government of Ethiopia is actively improving the current investment climate through the adoption of more efficient bureaucratic processes in the areas of business registration, logistics and tax administration. The country is engaging investors with tax incentives, low-cost labor and improved transport infrastructure. The revised Investment Code of 1996, as well as the Investment Proclamation of 2012 provide incentives for development-related investments and have gradually removed most of the sectorial restrictions on investment. Furthermore, the 2014 amendment to Ethiopia's Investment Proclamation introduced provisions for the establishment of industrial development zones, both state-run and private, with favorable investment, tax and infrastructure incentives. Other measures include the revision of regulations for potential investors, standardization of appropriate accounting practices, increased protection for shareholders, provisions for bankruptcy filings and the modernization of trade and registration processes. The Government of Ethiopia is also implementing measures to further privatize and liberalize the trade regime and, in turn, to create a safer and more attractive investment environment.

These changes have already increased the inflow of foreign direct investment (FDI) into the country. Ethiopia is becoming one of the prime destinations for FDI. The 2017 FDI inflows of USD 3.5 billion have been the largest in the entire Sub-Saharan African region during that year (source: UNCTAD 2019). Ethiopia's inward FDI stock increased from USD 2.8 billion in 2005 to reach 18.5 billion in 2017, an increase by more than 550 per cent (source: UNCTAD 2019). Already 3 per cent of all FDI stocks in Sub-Saharan Africa are based in Ethiopia and this share has been increasing year-by-year, being less

than 1 per cent in 2000. The share of FDI in GDP has increased as well and now stands at 23 per cent.

Ethiopia has been one of the first countries to benefit from UNIDO's Programme for Country Partnership (PCP), initiated in 2014. Directly in line with the GTP II, PCP Ethiopia focuses on three priority sectors: agro-food processing, textiles and apparel, and leather and leather products. The Programme also includes several cross-cutting interventions in the areas of investment and trade facilitation, environment and energy, and institutional capacity-building. Multiple investment promotion projects have been implemented over the past years under the general umbrella of the PCP Ethiopia. Among others, these include the First and Second Agro-Industry Investment Forums, organized in Addis Ababa in 2016<sup>1</sup> and 2018<sup>2</sup>, respectively. Complementary to these events, UNIDO has published a first Investment Opportunities Directory for Ethiopia for the first forum, which was updated by the time of the second forum. Its aim was to provide prospective foreign direct investors with an overview of investment project opportunities linked to domestic enterprises, notably those operating in the agro-food sector.

## Origins of this Directory

This document is the result of a collaboration between the Ministry of Trade and Industry and UNIDO, aiming not only to highlight investment potential in Ethiopia, but also to build the capacity of the Ministry in terms of identifying and assessing investment project opportunities in domestic enterprise and preparing profiles accordingly. It has been prepared in anticipation of the upcoming Third International Agro-Investment Forum as well as ongoing investment promotion activities supported by UNIDO.

During 2017 and 2018, a series of capacity building interventions, based on UNIDO's established investment promotion methodologies, have been implemented to scale-up the capacity of the Ministry of Trade and Industry officials in matters related to investment project profiling and enterprise benchmarking assessment. In this context, capacity

<sup>1</sup> Website for the First International Agro-Industry Investment Forum: <https://www.unido.org/events-agro-industry-investment-forum-ethiopia-aife/aife1-general-information>

<sup>2</sup> Website for the Second International Agro-Industry Investment Forum: <https://www.unido.org/events-agro-industry-investment-forum-ethiopia-aife/aife2-general-information>



building support was provided to Government officials from the Ministry of Trade and Industry, from the Ethiopian Food and Beverage Industry Development Institute, from the Ethiopian Meat and Dairy Industry Development Institute, as well as other representatives from public and private sector investment promotion stakeholders. Capacity building interventions tied in with a service subcontract issued by UNIDO to the Ministry of Trade and Industry relating to the delivery of investment project profiles as well as domestic enterprise benchmarks. As part of the envisaged work plan, by end of June 2019, some 168 investment project profiles and 25 enterprise benchmarks had been prepared by the respective teams.

### How the investment projects are presented and the extensive data available for each project

Following a further round of qualitative assessment, 125 investment projects were selected for presentation in this publication, featuring summarized investment opportunity sheets<sup>3</sup>. These sheets represent a brief summary of more detailed information pertaining to the specific investment opportunity profiles (IOPs) being promoted by respective domestic companies. IOPs include detailed information on the source entity proposing the project as well as important data on the proposed project. IOPs are meant to provide basic information and estimates as basis for discussion with potential partners and serve to provide a picture of the project as it would operate at full production. The information coverage is quite extensive and includes various details on the type of equity and non-equity arrangements requested by the source entity, a summary of the investment project opportunity, reference to company and project strengths, description of future production, availability of markets, material inputs, technology, know-how, infrastructural facilities, human and investment resources, an overview of the estimated total investment costs and details about the stage of development of the project.

### How to find out more about the investment projects

Investors interested to receive more information on the enclosed investment opportunity profiles are strongly encouraged to contact the Team Leaders from the Ethiopian Food and Beverage Industry Development Institute and the Ethiopian Meat and Dairy Industry Development Institute of the Ministry of Trade and Industry; Mr. Yemane Gebrelibanos<sup>4</sup> and Mr. Gebreegzabher Girmay<sup>5</sup>, respectively. In addition to providing specific information on project opportunities, the respective Development Institutes (and associated personnel) can provide extensive details about the sector-wide development and overall investment climate and opportunities, going beyond the micro-level focus of the project presented at the enterprise level<sup>6</sup>.

In collaboration with the Ethiopia Investment Commission, the Ethiopian Food and Beverage Industry Development Institute and the Ethiopian Meat and Dairy Industry Development Institute, are ready to provide investment facilitation services to potential investors interested in investing in the country and in Ethiopia's private sector.

<sup>3</sup> Together with investment opportunity sheets emanating from other countries, these projects will eventually be hosted on an investment project portal currently being developed by UNIDO in the context of its global investment promotion programme interventions.

<sup>4</sup> To be contacted on +251911366366 or on email [yemane-64@yahoo.com](mailto:yemane-64@yahoo.com).

<sup>5</sup> To be contacted on +25190353447 or on emails: [emdi-dizoo6@gmail.com](mailto:emdi-dizoo6@gmail.com) or [geregirmay@gmail.com](mailto:geregirmay@gmail.com).

<sup>6</sup> Please refer to [www.emdidi.org](http://www.emdidi.org) and to <http://www.fbpidi.gov.et/web/guest/welcome>, for more information on the work of both institutes.

## 2. FOOD AND BEVERAGES

### 2.1 ALCOHOLIC BEVERAGES

#### ASNAKE LIQUORS INDUSTRY PLC

ADDRESS	Addis Ababa, Ethiopia
CONTACT	Mr. Samson Phone: +251 911447845 Email: getaane@gmail.com
YEAR OF ESTABLISHMENT	1994
ANNUAL SALES	315,000 USD (2017)
TOTAL EMPLOYMENT	34
MAIN PRODUCTS	Production of alcoholic beverages
PRODUCTION VOLUME	Ouzo and Gin: 96,000 litres (2017)
PRODUCTION FACILITIES	<p>The company has its manufacturing plant at Kotob in Addis Ababa. Total installed production capacity is 2,500 -3,000 Litre/day.</p> <p>The company has distillation technology (distillery) which has a adelhyde column and a stripping column. The spare parts of the distillery are from China.</p>
BACKGROUND	<p>A family owned private limited company, Asnake Liquors Industry PLC was established in 1994 and is producing mostly alcoholic beverages like Gin and Ouzo. The company was established with a capital of 1 million USD. It sells mainly to the domestic market with limited exports in the East African region.</p>
INVESTMENT PROPOSAL	<p>A more than two-decade old company producing alcoholic beverages wants to expand its existing capacity as well as include production of new products such as lemon and super-mint flavoured alcoholic beverages. The expansion project at an estimated investment of 2.5 million USD is expected to double its annual revenue to 700,000 USD. The national investor is looking for joint venture initiative with a foreign partner for equity contribution as well as technical &amp; marketing expertise.</p>

## LIYU ADDIS ALCOHOL AND LIQUOR FACTORY PLC

ADDRESS	Yeka sub-city/Addis Ababa, Ethiopia
CONTACT	Mr. Achamyelsh Tesfahun Phone: +251-911219402 Email: liyuaddis@gmail.com
YEAR OF ESTABLISHMENT	1999
ANNUAL SALES	544,450 USD (2018)
TOTAL EMPLOYMENT	65
MAIN PRODUCTS	Alcoholic liquor production
PRODUCTION VOLUME	Gin- 33,000 bottles (2018) Ouzo- 33,000 bottles (2018) Processed lemon- 25,000 bottles (2018) Processed super-mint- 25,000 bottles (2018) Processed pine-apple- 25,000 bottles (2018)
PRODUCTION FACILITIES	The company has its processing plant for different types of liquor located in Addis Ababa, where a 17 years old processing line from China is installed with production capacities of 174,000 bottles/year. The factory also consists of Raw Material Preparation (Alcohol Treatment and Purification, Water Treatment, Sugar Syrup Preparation), Liquor Preparation (Blending, Filtration) and Bottling (Bottle Filling, Capping and Labelling) units. The company has sufficient facilities and vehicles for transportation and product distribution.
BACKGROUND	<p>Liyu Addis alcohol and liquor factory is a private limited company established in 1999. Currently, the factory produces and distributes pure alcohol and different types of alcoholic drinks to local and export market. The company is currently producing different products such as Gin, Ouzo, Lemon, Super mint, Orange, Pine Apple, Bitter, Brandy, Cognac, Fernet and Aperitif with alcoholic content from 25% up to 40% by volume.</p> <p>The company has an established marketing network in parts of the East African market such as South Sudan, but plans to enter other markets such as Somalia, Djibouti, Kenya etc.</p>
INVESTMENT PROPOSAL	A domestic alcoholic beverages producing company since 1999 with an established brand in the country wants to expand its production capacity by launching a new project. The new project estimated to cost 2.1 million USD, which is already in its construction phase needs capital for its completion. The national investor is looking to partner with an international company who can bring capital, technical and marketing expertise.

# MESKEREM LIQUOR AND SOFT DRINK FACTORY

ADDRESS	Kaliti, Addis Ababa, Ethiopia
CONTACT	Mr. Yonas Hailemariam Email: yonasrom@gmail.com Phone: +251 911 226782
YEAR OF ESTABLISHMENT	1994
ANNUAL SALES	474,026 USD (2018)
TOTAL EMPLOYMENT	65
MAIN PRODUCTS	Various types of alcoholic beverages
PRODUCTION VOLUME	Alcoholic beverages- 11,000 hl ( 2018)
PRODUCTION FACILITIES	Machinery includes Alcohol Treatment and Purification, Water Treatment, Sugar Syrup Preparation, Blanding, Filtration Bottle Filling, Capping and Labelling. The company has two production lines, glass and PET bottle production. The company acquired a certification in ISO 9001:2008, Quality Management System and is in transition for the newly issued ISO 9001:2015 standard. The company acquired 2500 m2 land and has started construction works for the planned expansion in the Modjo area. The company has constant power supply and a backup power generator as well as reliable telecommunication services, water and drainage facilities.
BACKGROUND	The company is a sole proprietor concern established in 1994 with the aim to manufacture and market different alcoholic liquor and soft drinks. The company sells beverages under the brand name “Meskerem” which is well known in the domestic and East African markets. Since 2010, the company is involved in export trading and has a strategy to expand its markets.
INVESTMENT PROPOSAL	The company is interested to expand its production capacities to increase its market share. The company at present is selling both in the domestic and exports markets but wants to increase production capacity to supply new markets. The estimated cost of the expansion project is 1 million USD, which is expected to be covered through equity contribution by an international partner.

## 2.2 TEA AND COFFEE

### AMAROGAYO COFFEE

ADDRESS	1162, Addis Ababa, Ethiopia
CONTACT	Mr. Melaku Abeje Email: amarogayocoffee@gmail.com Phone: +251911-241-255
YEAR OF ESTABLISHMENT	2000
ANNUAL SALES	394,781 USD (2018)
TOTAL EMPLOYMENT	335 (including 300 seasonal)
MAIN PRODUCTS	Production of natural and washed coffee
PRODUCTION VOLUME	Natural Coffee- 108,000 Kg (2018) Washed Coffee- 72,000 Kg (2018)  The Amaro Gayo Coffee plantation is located in Amaro Woreda, SNNPRG, a farm highly suitable for coffee production. The plantation employs the most advanced agricultural technology methods, such as row planting, disease resistance and high yielding varieties etc.
PRODUCTION FACILITIES	The total area of the plantation covers 89+ hectare. The farm has a Wet Coffee Processing Plant and Dry Coffee Cherry Hulling Industry. The machineries are modern of Brazilian origin for the coffee, coffee stores and coffee drying beds.  Amaro Gayo Coffee, founded in 2000, produces washed and sun-dried organically certified Coffea Arabica. The plantations are 13 years old, directly producing and exporting more than 120 metric tons annually.
BACKGROUND	The founder of Amaro Gayo Coffee, Ms. Asnakech Thomas, is the first female coffee producer and exporter in Ethiopia. The enterprise works together with more than 1000 coffee farmers. Coffee is exported to several countries in Europe, USA, and Japan. The company is member of the Ethiopian Coffee Growers, the Producers and Exports Association, the Ethiopian Women Exports' Association and the specialty coffee association of Europe.  The national investor is in the business of coffee production since 2010, producing and selling specialty coffee, both natural and washed, through exports. The company is interested to add value to coffee green beans and introduce roasted washed and natural specialty coffee worldwide. This new project with an estimated cost of 700,000 USD is looking for an international partner, who will provide support in creating and developing new export markets.
INVESTMENT PROPOSAL	



# ASTER BUNNA PLC

ADDRESS	Bole sub-city, Jacros, Addis Ababa, Ethiopia
CONTACT	Mr. Dawit Degu Phone: +(251) 930 035 047 Email: dawit@asterbunna.com
YEAR OF ESTABLISHMENT	1998
ANNUAL SALES	281,480 USD (2017)
TOTAL EMPLOYMENT	31
MAIN PRODUCTS	Roasted Coffee
PRODUCTION VOLUME	Roasted Coffee- 51 Tons (2017)
PRODUCTION FACILITIES	<p>The products of Aster bunna consist of roasted coffee beans and ground coffee. The coffee is available in different types: washed and unwashed coffees, grounded or whole bean coffee, multiple forms of blends, and customized grounding. The company particularly supplies roasted coffee and ground Ethiopian coffee for local consumption, mainly in Addis Ababa. The total production line of the existing production facility is automated except the packaging part, where the filling and weighing of the PP bags are done manually. The production capacity for roasted coffee is 120 tons annually.</p>
BACKGROUND	<p>The company has been in the coffee roasting and distributing business since April 1998. It has developed a well trusted brand name in the business through quality, distribution, and customer service. It currently supplies to the US embassy, Ethiopian Airlines, and well known hotels and restaurants in the country. The company also exports approximately 5% of its total production to the international market.</p>
INVESTMENT PROPOSAL	<p>The company is in the business of coffee roasting and is looking for a foreign investor who is willing to invest in the company in order to build a modern factory for capacity expansion in Addis Ababa. The estimated investment in the expansion project is 2.5 million USD and is expected to produce 250 tons of roasted coffee annually. The international partner is expected to inject capital as well as its technical expertise.</p>

## EAST AFRICAN AGRI-BUSINESS PLC

ADDRESS	Ethiopia, Oromiya, Bishoftu
CONTACT	Mr. Muhammed Arshaduddin, Senior Export Manager Email: muhammed.arshad@eastafricanagri.com Phone: +251915039222
YEAR OF ESTABLISHMENT	2015
ANNUAL SALES	417,000 USD (2017)
TOTAL EMPLOYMENT	25
MAIN PRODUCTS	Roasted Coffee
PRODUCTION VOLUME	210 Tons (2017)
PRODUCTION FACILITIES	<p>The company owns a coffee roasting and grinding business unit located in Oromiya region in Bishoftu town, 40 km away from Addis Ababa, operational since 2015. The factory has a capacity of producing 600 tons of roasted and grounded coffee per year. The production unit has a modern roasting machine, a grinder, and a power generator.</p>
BACKGROUND	<p>East African Agribusiness PLC (EAAB) is one of the 26 companies currently operating under East African Holdings which is one of the largest industrial conglomerates in Ethiopia. The holding company was established as an umbrella company comprising of subsidiary companies, which operate in a variety of sectors such as manufacturing of Fast Moving Consumer Goods (FMCG), Agriculture, Agro Processing (TEA), Printing and Packaging, Transport, Real Estate, Cement Production, and Coal Mining.</p> <p>The company is an agro-processing company engaged in tea production, processing, blending, packing and marketing, as well as coffee roasting and grinding business. The company is presently selling coffee in the domestic market under the brand name of Black Lion. The company exports almost 25% of its premium coffee to the USA, Somaliland, Djibouti, UK, UAE, the Middle East and other international markets.</p>
INVESTMENT PROPOSAL	<p>The national investor is interested to revamp and expand its coffee business. It is looking for a foreign investor who is willing to invest in the company in order to improve its coffee processing facilities, set up new coffee plantation facilities and expand current international market access. The estimated investment for the project is around 600,000 USD.</p>

# EAST AFRICAN AGRI-BUSINESS PLC

ADDRESS	Ethiopia, Oromiya, Bishoftu
CONTACT	Mr. Muhammed Arshaduddin, Senior Export Manager Email: muhammed.arshad@eastafricanagri.com Phone: +251915039222
YEAR OF ESTABLISHMENT	1998
ANNUAL SALES	3.4 million USD ( 2017)
TOTAL EMPLOYMENT	1352 (Incl. 1012 seasonal workers)
MAIN PRODUCTS	Tea plantation and tea processing
PRODUCTION VOLUME	1786 Tons of packed tea ( 2017)
PRODUCTION FACILITIES	<p>The company's tea farm is located in SNNP in Sheka administrative zone, which is 650 km South West of Addis Ababa, whereas the tea blending and packaging factory is located some 40 km away from Addis Ababa. The tea estate with an initial investment of 3 million USD is in a total land area of 870 hectares. To date, the company has managed to plant about 600 hectares of tea and 200 hectares with fire wood plantation. It has also built passable internal roads. In addition, the company has two processing lines in the tea factory which can process daily made tea of 10,000 kg. The plan also consists of tea blending and packaging lines.</p>
BACKGROUND	<p>East African Agribusiness PLC (EAAB) is one of the 26 companies currently operating under the East African Holdings, which is one of the largest industrial conglomerates in Ethiopia. The company is an agro-processing company engaged in tea production, processing, blending, packing and marketing, as well as coffee roasting and grinding business. It supplies both products to the local and overseas markets. The company is the first domestic private investor in establishing tea plantation in the country. It was established in 1998 and is currently organized in three strategic business units namely the Chewaka Tea Estate, the Dukem Tea Packing and Blending Factory and the Coffee Business Unit. It is estimated that the company produces 35-40 % packaged tea market in Ethiopia.</p>
INVESTMENT PROPOSAL	<p>A prominent business chain in the country, the company is in the business of agro-processing since 1998. The company is the first national company in the private sector to have set up tea plantations. The company is producing blended packaged tea from its own plantation to sell both to the domestic and international markets. The national investor is looking for an International partner who would inject capital (either through equity participation or loans) but also bring expertise to its expansion plans whilst providing access to a wider international market. The investment is estimated at around 800,000 USD.</p>

## RAHA COFFEE ROASTING PLC

ADDRESS	P.O.BOX 1169 CODE 1110 ADDIS ABABA ETHIOPIA
CONTACT	Ms. Aziza Seido Email: info@sitcof.com Phone: +251 930011269
YEAR OF ESTABLISHMENT	2012
ANNUAL SALES	36,870 USD ( 2017)
TOTAL EMPLOYMENT	17 (incl. 5 part-time)
MAIN PRODUCTS	Raw Arabica Coffee Export & Roasted Bean and Ground Coffee
PRODUCTION VOLUME	10,000 kg (2017)
PRODUCTION FACILITIES	<p>Currently the company's factory is located in rented premises and the company is in the process of getting a plot from government on lease to expand the production capacity. The company has a branded roasting machine and a grinder for the roasting facility. The promoter of the company is a member of the ECX (Ethiopian Commodity Exchange) through which green coffee is procured. At present the production capacity of roasted coffee is 32 kg/ batch.</p>
BACKGROUND	<p>Founded in 2012 in Addis Ababa, Raha Coffee Roasting company is registered as Private Limited Company (PLC), and engaged in roasting and distributing premium Arabica coffee locally and in neighbouring countries. The company is currently serving the big supermarkets and hotels in Addis Ababa. The company is backed with a management team that has combined direct experience of 50 years in sourcing and exporting green Arabica coffee from Ethiopia.</p>
INVESTMENT PROPOSAL	<p>The company is in the business export of coffee beans since 2012. As an expansion plan, the company plans to increase its production capacity including better retail packaging and access to new markets. The company is looking for a foreign investment partner willing to contribute with equity capital and technical expertise. The project has an estimated investment ticket of 65,000 USD.</p>

## SAFU TRADING PLC

ADDRESS	Sebeta, Oromia, Ethiopia
CONTACT	Mr. Amanuel Sahilemariam Phone: +251-911-233243 Email: safu@ethionet.et
YEAR OF ESTABLISHMENT	2002
ANNUAL SALES	3.6 million USD (2018)
TOTAL EMPLOYMENT	23
MAIN PRODUCTS	Roasted coffee, grinding coffee, spices and baletina processing
PRODUCTION VOLUME	Roasted Coffee- 256 tons (2018) Ground Coffee- 48 tons (2018)
PRODUCTION FACILITIES	<p>The company has its facilities in Sebeta, Oromia region, comprising a plant for coffee roasting, grinding and spices processing.</p> <p>Current production capacity is 282 ton/year of roasted coffee. The company has the following processing equipment: cleaning machine, roasting machine, grinding machine and packaging. It is planning to expand the production capacity to 482 tons. It expects to sell 20% of increased production to the retail market with the rest being exported to the existing export market of South Africa and newer markets in Africa and Europe.</p>
BACKGROUND	<p>The company was established in 2002 as trading business and commenced its roasting business in 2010. It has established itself as a reputable and export oriented business with a comprehensive market network. The company's market strategy is to expand its product offer comprising of different brands of premium coffee with a QMS certification.</p>
INVESTMENT PROPOSAL	<p>The company is planning to expand its production capacity as well as look into the possibility of introducing new products like instant coffee. The project at an estimated investment of 1 million USD is expected to generate revenue of 5.8 million USD once completed. The national investor is looking to partner with an international company who is expected to bring in equity for expansion and diversification as well as provide new market access, technology transfer and market expertise.</p>



## 2.3 Fish and fish products

### ARBAMINCH FISH PROCESSING COMPANY

ADDRESS	Arbaminch, SNNPRS, Ethiopia
CONTACT	Mr. Yalew Ayele Email: nahotsega@gmail.com Phone: +251-0911128337
YEAR OF ESTABLISHMENT	2003
ANNUAL SALES	111,112 USD (2017)
TOTAL EMPLOYMENT	31 (including 12 part-time)
MAIN PRODUCTS	Filleted and whole fish supply
PRODUCTION VOLUME	52,000 kg (2017)
PRODUCTION FACILITIES	<p>The company collects fish from different lakes and rivers (Lake Chamo, Abaya, Turekana and Omo river) in Ethiopia.</p> <p>The company has its own collection sites with fully equipped generators, dip refrigerators, containers, more than 3,600m<sup>2</sup> of land available for fish processing. The company also has its own cold chain vehicle to supply fish to various markets in Ethiopia.</p>
BACKGROUND	<p>Arbaminch fish trading was established in 2003. The activity of the company is collecting whole and fillet fish from fishery associations and fish retailers. The company supplies chilled and fillet fish to the local market, including hotels and restaurants in Addis Ababa and to Ethiopian Airlines.</p>
INVESTMENT PROPOSAL	<p>The company is interested in expanding its business by including a processing line for fish for an estimated investment of 780,000 USD. The company has a strong supply chain including its own production farm. A new processing line will help reduce spoilage and expand its market share. The company is looking for international partnership not only for equity partnership but also to acquire technical expertise in fish processing.</p>

## BERHANU MEBRAHTU TEKLU FISH EXPORTER

ADDRESS	Amhara Regional State, North Gonder Zone, Metema Woreda, 02 Kebele, Ethiopia
CONTACT	Mr. Berhanu mebrahtu , General Manager Phone: +251918469849 Email: berhanm49@gmail.com
YEAR OF ESTABLISHMENT	2007
ANNUAL SALES	163,877 USD (2017)
TOTAL EMPLOYMENT	43 (incl. 25 seasonal)
MAIN PRODUCTS	Different varieties of fresh fish and dry fish both in the domestic and export market
PRODUCTION VOLUME	The company is a trading company
PRODUCTION FACILITIES	<p>The company is presently in the business of trading and the production facilities mentioned here is for the proposed fishery:</p> <ul style="list-style-type: none"> <li>• Total farm land for modern aquaculture development will be 5 ha, of which 3 ha for use in 1st phase and 2 ha in 2nd phase for expansion;</li> <li>• Grow-out pond size will be 2,500 m<sup>2</sup> (50 m x 50 m x 1.6 depth), and there will be 3 growth and 6 fattening ponds;</li> <li>• There will be a total of 9 grow-out ponds with total water area of 22,500 m<sup>3</sup> and holding capacity of 27,000 m<sup>3</sup>.</li> <li>• Provision of refrigerator, car with cold room, storage with cold room, laboratory, marketing centres</li> </ul>
BACKGROUND	<p>Berhanu Mebratu fish exporting firm was established and licensed in 2007 with the objective of exporting agricultural products. The company has developed into one of the leading dry fish exporters in Ethiopia with exports worth 163,000 USD in 2017. The company supplies fish from individual producers to cooperative societies. The company also has a pre-agreement (advance payment) from dry fish importers based in Sudan.</p>
INVESTMENT PROPOSAL	<p>A firm established in 2007 has been in the business of agricultural products export with gradual increased focus on fish exports particularly dry fish. In order to develop its backward linkages, the firm is planning a project on pond construction and bring in modern fishing practices. With an estimated investment of 0.5 million USD, the company plans to construct ponds which can produce 600 tons of fish annually. The company is looking for an international partner to be part of this new project venture.</p>

## 2.4 Salt, seeds and spices

### AFAR SALT PRODUCTION SHARE COMPANY

ADDRESS	Afdera area, Afar Regional Government, Ethiopia
CONTACT	Mr. Sahlle G/Medhin Email: : gmsahle@gmail.com Phone: +251118188248/+251116187068
YEAR OF ESTABLISHMENT	2001
ANNUAL SALES	19.6 million USD (2017)
TOTAL EMPLOYMENT	88
MAIN PRODUCTS	Salt production farm
PRODUCTION VOLUME	Iodized Salt- 100,000 Tons (2017)
PRODUCTION FACILITIES	<p>Afar Salt Production Share Company has its sea salt farming activity based at Afar Regional Government Kadaba area, located some 820 km from Addis Ababa. Production facilities comprise a suitable drainage system for removing effluents and provision of electricity and water. The processing plant consists of a salt iodization and packaging line. The company has just completed a feasibility study to modernize and double current production capacity.</p>
BACKGROUND	<p>Afar Salt Production Share Company was established in 2001 with majority public shareholding. The company started with a salt farm at Afar Regional Government Kadaba area. An Iodized salt production line has been installed recently.</p>
INVESTMENT PROPOSAL	<p>Encouraged by the conducive investment climate and the growing demand for iodized and industrial input salt, the company has decided to double its production of iodized salt and include products like industrial salts. The proposed project, estimated at 25 million USD, is expected to produce common salt, table salt and industrial salt for a volume of 200,000 tons annually. The national investor is looking for an international partner for equity in the project as well as to bring in technical expertise and assist in market growth.</p>

## ASHALIE SALT SUPPLIERS S.C

ADDRESS	Berhale area, Afar Regional Government, Ethiopia
CONTACT	Ms Zewditu Nigussie, CEO Email: saltashalie@gmail.com Cell: +251911220766 Landline: +251911238093
YEAR OF ESTABLISHMENT	1998
ANNUAL SALES	1.38 Million USD (2017)
TOTAL EMPLOYMENT	66
MAIN PRODUCTS	Sea salt production farm
PRODUCTION VOLUME	150,000 Tons (2017)
PRODUCTION FACILITIES	The company is based in the Afar Regional Government Kadaba and has its processing plant and other infrastructural facilities located in the Berhale area. The company has almost completed the construction of a new production factory. The company has a well-constructed drainage system for removing effluents in the project site. The machinery as well as all accessories are imported from China.
BACKGROUND	The company was established in 1998 as a family business. For a long period of time, the company with its salt farm at Afar Regional Government in Kadaba and Berhale area supplied raw sea salt for different iodized salt processing industries. Encouraged by the attractive investment climate and the growing demand for iodized salt, the company has decided to establish an iodized salt manufacturing project in Afar Regional State.
INVESTMENT PROPOSAL	The envisaged project with an estimated investment of 6.5 million USD will have a production capacity of 40 tons of iodized salt per hour. The project aims to enhance the supply of iodized salts for human consumption, licking salts for animal husbandry and industrial salts in the country. The project is in the inception phase with construction activities commencing shortly. The company is looking for a joint venture with international partner for equity shareholding as well as to bring technical and marketing expertise particularly including support in equipment purchase.

## BELESTY AND HIS CHILDREN TRADING PLC

ADDRESS	Tatek Industrial Zone, Oromiya Region, Ethiopia
CONTACT	Mr. Mezgebu Belsty Phone: Email: belstynegessa@yahoo.com
YEAR OF ESTABLISHMENT	2017
ANNUAL SALES	New project
TOTAL EMPLOYMENT	99
MAIN PRODUCTS	Engaged in different businesses including exporting oil seeds
PRODUCTION VOLUME	New project
PRODUCTION FACILITIES	<p>The plant of the new project is located in Oromia region at Tatek Industrial Zone, 20 km away west of Addis Ababa, consisting of 10,000 m<sup>2</sup> of leased land secured by the Government of Oromiya Regional State. The production capacity of this plant is 10 ton/day. The company has its own farmland to produce oil seeds and buildings, vehicles which enable it to operate the business. The company also has experienced manpower in international trading. The plant has a pre-press, refinery and solvent oil extraction process production line which is an advantage for efficiency, quality and high yield.</p>
INVESTMENT PROPOSAL	<p>The proposed project is about establishing an oil seed extraction plan with crushing capacities of 3,120 tons of raw material to produce 3,000 tons of refined bleached and deodorized edible oil per year. The project would generate revenues by processing/selling seed residuals for different commercial purposes. The project, with an estimated investment of 2.8 million USD, is expected to annually produce 3,000 tons of edible oil and 24,000 tons of defatted oil cake. To this end, international investment is sought for equity capital, technical and marketing expertise and new market access.</p>



# DENAKEL INDUSTRY ETHIOPIA PLC

ADDRESS	Berhale area, Afar Regional Government, Ethiopia
CONTACT	Mr. Samuel Kassa Phone: +251115540349 Email: smlkassa@yahoo.com
YEAR OF ESTABLISHMENT	2017
ANNUAL SALES	Commission phase
TOTAL EMPLOYMENT	31
MAIN PRODUCTS	Iodized salt
PRODUCTION VOLUME	Installed production capacity: Iodized Salt: 252,000 Tons per year Animal Salt: 50,000 Tons per year Industrial Input Salt: 58,000 lines per year
PRODUCTION FACILITIES	The project under installation has salt refining and iodization factory at Afar Region Berhale area. The company is completing the construction of the building of the production factory, machine erection and started commissioning of processing line which was procured from China. The factory consists of hydro milling, brine washing, centrifuging, crushing, iodizing, fluidized bed drying, screening and silo and packaging salt processing lines. They designed processing line has production capacities of 50 tons per hour of iodized salt, tablet salt, sea salt and animal salt respectively.
BACKGROUND	Denakel industry Ethiopia PLC was established in 2017 in the form of a private limited industry by four Ethiopian investors. The company is a sister group of TTK soap and detergent factory and Apteryx import export in the country.
INVESTMENT PROPOSAL	The domestic company, encouraged by the attractive investment climate and the growing demand for iodized salt, has decided to establish iodized salt manufacturing project in Afar Regional State. The local investor requires a equity investment from the investors in order to complete the project. The foreign investor can extend support through joint-venture equity participation as well as provide foreign market access. The estimated investment of the project is 5.2 million USD, which is expected to produce Iodized salt, animal salt and industrial input salt.

## OLERA AGRO PROCESSING PLC

ADDRESS	Tatek Industrial Zone, Burayu town , Oromia Region, Ethiopia
CONTACT	Mr. Elias Geneti Phone: +251-116631824 Email: eliasgeneti@gmail.com
YEAR OF ESTABLISHMENT	2008
ANNUAL SALES	882,590 USD (2018)
TOTAL EMPLOYMENT	26
MAIN PRODUCTS	Hulled organic and conventional sesame seed
PRODUCTION VOLUME	Hulled Sesame Seed- 464.8 Tons (2018)
PRODUCTION FACILITIES	<p>The plant is processing a special type of sesame seed called Humera, which contains 50-54% oil depending on production season, with a very specific pleasant aroma making it unique as compared to any other sesame seed. The plant is using state-of-the-art technologies for cleaning, hulling and roasting sesame based on US and European technology. The company has quality requirements like ISO22000:2005 and organic certificates that enabled them to export its product to Europe, USA and other parts of the world market. The company has its own farm land and also works intensively with sesame seed out grower farmers' associations, which enables the company to get traceable organic and conventional sesame seeds.</p>
BACKGROUND	<p>The company is part of the Dipasa Group Company and was established in April 2008 as a joint venture between Dipasa Europe B.V of the Netherlands and Agro Prom International PLC of Ethiopia. The company has established a modern sesame seeds processing factory located in Oromia Regional State at Burayu town which is 15 km to the west of Addis Ababa. The company is engaged in sesame seed processing such as hulling and roasting of sesame seeds for export to various countries of the world, particularly to high value markets of Far East, Middle East, North America and European countries.</p>
INVESTMENT PROPOSAL	<p>A joint venture company with 50% stake-holding of a Netherland based company in the field of agro-processing is presently hulling and producing roasted sesame seeds. The company is interested to diversify its product line by launching a new project of producing Tahini and Humus with 90% of its production dedicated for the export market. The new project at an estimated investment of 1.5 million USD will produce 760 tons of tahini an humus annually. The domestic company is looking to partner with an international company for capital infusion and assistance in purchasing equipment.</p>

# RIB INDUSTRIAL AND COMMERCIAL PLC

ADDRESS	Amahara Region, Gondar city, Azezo Sub city, Kebele 12, Ethiopia
CONTACT	Mr. SISAY ASMARE Phone: +251-911-511631 Email: ribplc2000@gmail.com
YEAR OF ESTABLISHMENT	2007
ANNUAL SALES	USD 4,029,000.00 (2017)
TOTAL EMPLOYMENT	33 (incl. 3 part-time)
MAIN PRODUCTS	Exporter of oil seeds, pulses, and spices, Importer of various industrial inputs, construction machinery.
PRODUCTION VOLUME	Raw sesame cleaning- 2000 MT (2018)
PRODUCTION FACILITIES	For the new project, the company has secured an investment license and one-hectare land to build the factory in Gonder town of Amahara region. The design of the factory measuring 4000 sq.m is already approved and the construction is expected to start in 2019. The company as of now has modern seed cleaning machines, transport facilities and its own customs clearing and forwarding facility.
BACKGROUND	The company was established in 2007 with the major objective of engaging in industrial, commercial, agricultural and service rendering industries. It was established by professionals who have prior experience in business consultancy, banking and accounting fields. The company is presently involved in commercial activities including export of oil seeds, pulses and spices and import of dump trucks, dry cargo trucks, fuel tankers, trailers and their spare parts.
INVESTMENT PROPOSAL	The project promoter is looking for a joint investor to produce and market tahini, hulled sesame and colour sorted natural sesame seeds to a foreign market as well as to the local market in a new project. The project, estimated at 4 million USD. Foreign investor partner equity participation as well as support in sourcing of technology and equipment is envisaged.

## ZERENTOS YEBALTINA PRODUCTS PLC

ADDRESS	Addis Ababa, Ethiopia
CONTACT	Mr Tamenu Abera Phone: +251911374119 Email: tamenuabera@gmail.com
YEAR OF ESTABLISHMENT	2016
ANNUAL SALES	400,000 USD ( 2017)
TOTAL EMPLOYMENT	60 ( incl. 10 part-time)
MAIN PRODUCTS	Injera and spices
PRODUCTION VOLUME	Injera and spices- 250 tons (2017)
PRODUCTION FACILITIES	The Teff Injera production line has a production capacity of 300 ton annually, including milling, dough making, primary and secondary fermentation, and baking machines. Packaging is done manually.
BACKGROUND	Established in 2016, the company's main plant is located in Addis Ababa. It mainly sells its products in export markets principally in the US, targeting Ethiopian diasporas.
INVESTMENT PROPOSAL	The company wants to establish an additional plant that will produce Injera, ground pepper and roasted barley. The new project at an estimated investment of 1 million USD will produce 1,500 tons of Injera and spices annually. The company is looking to partner with an international company as a joint venture initiative for the new project.

## GELILA BALTINA

ADDRESS	Addis Ketema Sub City, Woreda 01, House number 470/1, Addis Ababa, Ethiopia
CONTACT	Mrs. Yeshi Mekonnen Kassa Phone: +251 98 700 6076 Email: gelilabaltina@gmail.com
YEAR OF ESTABLISHMENT	2018
ANNUAL SALES	4,500 USD (just started production in 2018)
TOTAL EMPLOYMENT	8
MAIN PRODUCTS	Spices production and traditional Ethiopian food mixes.
PRODUCTION VOLUME	Spice: 5,800 kg (2018) Ethiopian traditional food: 3,100 kg (2018)
PRODUCTION FACILITIES	Gelila Baltina operates from a 250 m <sup>2</sup> area facility located in Addis Ketema Sub city, in Addis Ababa. Facilities include designated areas for spice processing, packaging, storage of raw material and finished products. The small factory has basic traditional spice processing equipment and raw material and finished product storage shelves as assets.
BACKGROUND	The company is a small start-up firm registered as proprietorship concern set up as an offshoot of an Ethiopian food restaurant in South Africa owned by the same promoter. The establishment in Ethiopia was registered in 2018 focusing on the production of spices and traditional Ethiopian food mixes.
INVESTMENT PROPOSAL	The company is interested in expanding its existing production capacity of various types of ground spices and ground mixes for traditional Ethiopian food items. It wants to do so through the introduction of new machinery and the injection of fresh working capital. The company is looking for an international partner, who not only brings in capital but also technical and marketing expertise. The estimated cost of the project is 87,000 USD which is expected to produce annually 160,000 kg of processed and refined spices and 90,000 kg of mixes for traditional Ethiopian food.



## 2.5 Edible oils (soya, palm oil) and related processing

### AL-SAM PLC

ADDRESS	Addis Ababa, Akaki Kaliti Sub-city Kebele 08, Ethiopia
CONTACT	Mr Sabir Argaw Phone : +251911205807 Email: sabir.argaw@alsamgroup.com
YEAR OF ESTABLISHMENT	2017
TOTAL EMPLOYMENT	121
MAIN PRODUCTS	In different business sectors including edible palm oil imports, real estate, assembly of electronics items etc.
BACKGROUND	Currently, the company is engaged in exporting sesame to the international market, importing palm oil, real estate, assembly of electronic items, logistics and transportation services. The company has ventured to invest in the Agro-Processing industry with an investment capital of USD 13,669,011.47 to extract and refine edible oil using local produced raw material as input. It will produce two types of edible oil namely sunflower (40%) and soya beans (60%) for the local market.
INVESTMENT PROPOSAL	The company has undertaken a new venture project for the production of edible oil. The new project at an estimated investment of 9.7 million USD is already under construction. The company is looking for capital injection from an international partner who can help complete the project. In addition the company would welcome expertise in production and marketing.

# GLOBAL VISION PARTNERS COMMERCIAL AND INDUSTRIAL PLC

ADDRESS	Kebele 14 near Bahir Dar City, Amhara Regional State, Ethiopia
CONTACT	Mr Mesay Fiseha Email: mesayfiseha@yahoo.com Phone: +251912506995
YEAR OF ESTABLISHMENT	2017
TOTAL EMPLOYMENT	207 (incl. 40 seasonal)
MAIN PRODUCTS	Refined Palm Oil
BACKGROUND	<p>Global Vision Partners Commercial and Industrial PLC was established by three domestic investors in 2017 and is engaged in the processing of edible oil from crude palm oil. The project is in the construction phase and the national investors are looking for a partnership to support the completion of the project and its operations. The three domestic investors are high net worth individuals with existing businesses in construction and trading.</p>
INVESTMENT PROPOSAL	<p>The company started with the implementation of the project concerning edible oil processing. Addition capital is needed in order to continue the construction works. The estimated investment cost of the project is 29 million USD which on completion is expected to generate annual revenue of 122 million USD from edible oil production. The investor is looking for an international partner who can inject required capital either through equity or debt and also bring in technical expertise for production.</p>

## JERRY EDIBLE OIL PROCESSING COMPANY

### ADDRESS

Oromiya Regional State, Dukem Town, Kebele 01, Ethiopia

### CONTACT

Mr Temesgen Kefyalew  
Email: jerryplc@gmail.com  
Phone: +251114671713

### YEAR OF ESTABLISHMENT

2017

### TOTAL EMPLOYMENT

33 (Involved in Implementation phase)

### MAIN PRODUCTS

Edible Oil Production

### BACKGROUND

The existing company established in 2017 is primarily focused on the production of edible oil from different seeds. The company wants to engage mainly in extracting and refining edible oil for the local market. To achieve this objective, the company wants to invest in state of the art machinery and equipment capable of running a complete production line of first grade quality edible oil, meeting international standards.

### INVESTMENT PROPOSAL

A newly established company, presently in the business of exporting sesame seeds and other grains has launched a new project for producing edible oil. The new project, estimated at 7.5 million USD is expected to generate 11 million USD revenue in sales of different types of edible oil. The project which is in the initial construction phase needs capital for completion. The national investor is looking for an international partner who can infuse equity in the project as well as support the management of the project.

## KANA EDIBLE OIL PLC

ADDRESS	Arada Sub-City, Addis Ababa, Ethiopia
CONTACT	Mr. Mr. Kebede Merach Phone: :+251 911 204428 Email: Kana@ethionet.com
YEAR OF ESTABLISHMENT	1992
ANNUAL SALES	3,186,525 USD ( 2017)
TOTAL EMPLOYMENT	5
MAIN PRODUCTS	Cotton seed oil extraction
PRODUCTION VOLUME	Cotton seed oil extraction- 15,000 Lt/day (2017)
PRODUCTION FACILITIES	In its existing facilities, the company has a production capacity of 25,000 litres of cotton seed oil extract. The company has placed its sunflower and cotton seed oil extraction and refining processing plant in Addis Ababa town, where a more than two years old extraction and one-year-old refinery machine from India is installed. The designed processing line production capacity is of 30, 000 litre/day for the sunflower and cotton seed oil.
BACKGROUND	The company was established in 1992 focusing on the extraction of cotton seed oil, supplying to local edible oil processing industry for further refining. Given under capacity utilization, it set up a modern refining line, located in a 3,000 m <sup>2</sup> area in Addis Ababa sub-city, earmarked for the further processing of sunflower and cotton seed oil.
INVESTMENT PROPOSAL	The company is in the final stage of implementation of a new project of producing cotton seed oil and sunflower seed oil. The new project with an estimated investment ticket of 2.7 million USD is expected to lead to the production of 30,000 lt./day of cotton seed oil and sunflower seed oil. The company is looking for an international partner to inject capital into the project and provide technical expertise supporting operations.

## KEBIELEMENIE EDIBLE OIL

ADDRESS	Wolte town industry zone, Orormia, Ethiopia
CONTACT	Mr. Wudeu Assen, CEO Phone: :+251 911 215944/+251 930011935 Email: kebielemenie@gmail.com; kebielemenie@yahoo.com
YEAR OF ESTABLISHMENT	1998
ANNUAL SALES	1.7 million USD
TOTAL EMPLOYMENT	53
MAIN PRODUCTS	Production of edible oil from Niger seed, sunflower, peanut and sesame.
PRODUCTION VOLUME	760,000 Lt (2017)
PRODUCTION FACILITIES	<p>The company has its edible oil processing plant in Wolte town, where a twenty years old processing line with machines from Pakistan, China and England is installed. The factory consists of cleaning machines, cooker, mechanical press, filter press, refining and packaging of oil processing line etc. The sunflower, Niger seed, peanut seed and sesame seed crushing line's installed capacity is 1,020,000 litres annually based on three shift operations. The company has its own laboratory to check the oil quality regularly. The company has certificates from Ethiopian Food Quality Authority and Ethiopian Healthcare Authority.</p>
BACKGROUND	<p>Since its establishment in 1990, the company has gradually expanded to house production facilities based within a 2,800 m<sup>2</sup> of land on lease from the government, focusing on the extraction of edible oil at a capacity of 5,000 litres per day. The company sells to the domestic market through own distribution channels.</p>
INVESTMENT PROPOSAL	<p>The company is planning to expand its processing capacity of edible oil by adding new refining and packaging lines to the existing plant. It is looking for international partnership interested in establishing a joint venture, provide technical expertise for equipment purchase and running of business operations. The investment for the project is estimated at 1.7 million USD.</p>

## KEBIELEMENIE EDIBLE OIL

ADDRESS	Wolte town industry zone, Orormia, Ethiopia
CONTACT	Mr. Wudeu Assen, CEO Phone :+251 911 215944/+251 930011935 Email: kebielemenie@gmail.com; kebielemenie@yahoo.com
YEAR OF ESTABLISHMENT	1998
ANNUAL SALES	1.7 million USD
TOTAL EMPLOYMENT	53
MAIN PRODUCTS	Production of edible oil from Niger seed, sunflower, peanut and sesame.
PRODUCTION VOLUME	760,000 Lt (2017)
PRODUCTION FACILITIES	<p>The company has its edible oil processing plant in Wolte town, where a twenty years old processing line with machines from Pakistan, China and England is installed. The factory consists of cleaning machines, cooker, mechanical press, filter press, refining and packaging of oil processing line etc. The sunflower, Niger seed, peanut seed and sesame seed crushing line's installed capacity is 1,020,000 Litres annually based on three shift operation. The company has its own laboratory to check the oil quality regularly. The company has certificate from Ethiopian Food Quality Authority and Ethiopian Healthcare Authority.</p>
BACKGROUND	<p>Since its establishment in 1990, the company has gradually expanded to house production facilities based within a 2,800 sq. m of land on lease from the government, focusing on the extraction of edible oil at a capacity of 5,000 litres per day. The company sells to the domestic market through own distribution channels.</p>
INVESTMENT PROPOSAL	<p>The company is planning to launch a new project that will produce linseed, cottonseed, rapeseed oil. It is looking for international partnership leading to a joint venture agreement aimed to raise capital and benefit from technical expertise for equipment purchase and operations. The investment ticket is estimated at 2.0 million USD.</p>

## PHIBELA INDUSTRIAL PLC

ADDRESS	Ethiopia, Amhara Regional State at Bure Town
CONTACT	Mr. Dereje Atnafu Phone: +251111118740 Email: dereje_ate@yahoo.com
YEAR OF ESTABLISHMENT	2010
ANNUAL SALES	n/a
TOTAL EMPLOYMENT	152 (of which 99 part-time)
MAIN PRODUCTS	Importation of Palm oil, export of sesame seeds
PRODUCTION VOLUME	New project (Edible oil from palm oil, Soya beans, Sunflower and Ground nut)
PRODUCTION FACILITIES	All civil engineering works and parts of the plant procurement have been completed. The land is leased for 80 years from Amhara Regional State at Bure town. The company has already procured a refining processing plant from China. The plant consists of a pre-press, a refinery and solvent oil extraction facilities.
BACKGROUND	<p>The plant was established by two domestic investors in 2010 for the processing of edible oil from palm oil, soya beans, sunflower and ground nut. The company plans to cover an estimated 60 % of the total domestic demand by producing 420,000 tons of refined edible oil. The company has legally registered with the local investment authorities and has a total paid-up capital of 15.8 million dollars already secured. Some of the inputs required for the plant are available locally.</p>
INVESTMENT PROPOSAL	<p>The national investors established the company to produce edible oil for both domestic and export countries. The project is in the inception phase and the national investors are looking for additional capital to complete the project and start production. The estimated investment in the project is 73 million USD and is estimated to generate annual revenue amounting to 753 million USD. The national investor is looking for an international partner who could bring capital either through equity participation or debt and support market expansion.</p>



# RUTHA TEKILEHAIMANOT GENERAL TRADING PLC

ADDRESS	Bole, Addis Ababa, Ethiopia
CONTACT	Mr. Yosef Tekilehaimanot Phone: +251-936-566060 Email: shekalhabesha@gmail.com
YEAR OF ESTABLISHMENT	2018
ANNUAL SALES	2,419, 285 USD (2018)
TOTAL EMPLOYMENT	33 (incl. 5 part-time)
MAIN PRODUCTS	Edible Oil Processing
PRODUCTION VOLUME	Sesame Oil- 120,000 Litre (2018) Cumin Oil- 73,600 Litre (2018) Other Edible Oil- 150,000 Litre (2018)
PRODUCTION FACILITIES	The company has its edible oil processing facilities located in Addis Ababa which include a cleaning machine, four cold press machines and two filter machines. The site of the factory is near to Ethiopia-Djibouti railway and Bole International Airport. The company has a well-constructed drainage system for removing effluents. It has good proximity to water, telecommunications and power supply as it forms part of the Government priority sector of agro-processing.
BACKGROUND	Established in 2018, the company mainly exports agricultural commodities such oilseeds, pulses, cereals and meat products. In addition, it also engages in the production of cold pressed organic edible oil for sale in the domestic market and export markets in the Middle East and Djibouti.
INVESTMENT PROPOSAL	Newly established, the company is interested in expanding its production capacity by installing a new plant with focus on producing cumin and sesame seed oil. At an estimated investment of 3.7 million USD, the new project will increase annual production capacity by an additional 1,000 tons. The national investor is looking for an international partner who can provide expertise in production and support market expansion as well as possibly contributing with equity in a joint venture project.

## SELA GOJA OIL FILTRATION FACTORY

ADDRESS	Sululta town, Oromia, Ethiopia
CONTACT	Ms Asegedech Demlssle Phone: +251 11 1617811 Email: info@sela-goja.com
YEAR OF ESTABLISHMENT	2013
ANNUAL SALES	103,518.5 USD (last seven months of 2018)
TOTAL EMPLOYMENT	33
MAIN PRODUCTS	Production of Niger seed oil and Rape seed oil
PRODUCTION VOLUME	Niger Seed Oil – 8 Tons/day Rapeseed Oil – 8 Tons/day
PRODUCTION FACILITIES	<p>The company's facilities consist of a rape seed and Niger seed oil processing plant located in a 5,000 m<sup>2</sup> of land in Sululta town. The plant has an annual production capacity of 8,784 tons. Factory facilities include cleaning, sorting and grinding of oil-seeds as well as a packaging unit. The company has as its disposal a sufficient number of vehicles for transportation of raw materials and product distribution.</p>
BACKGROUND	<p>The company is a private limited company established by two Ethiopian diaspora members from Germany with the vision to establish a local production of healthy and nutritious edible oil. The company started operations in January 2018 with a production capacity of 24 tons/day. Presently, the company sells processed Niger seed and rape seed oil in the domestic market.</p>
INVESTMENT PROPOSAL	<p>The company is planning to expand its production capacity to 50 tons/day, including the processing of sunflower oil. The investment ticket for the expansion project is estimated at 17 million USD. The national investor is looking for an international partner who can support the expansion plan with equity contribution as well as technology transfer and market expansion.</p>

## SHEMU EDIBLE OIL PLC

ADDRESS	Dire Dawa, Ethiopia
CONTACT	Mr. Mewale Zena Phone: +251254112142 Email: zenamewale@gmail.com
YEAR OF ESTABLISHMENT	2017
ANNUAL SALES	3.5 million USD (2018)
TOTAL EMPLOYMENT	112
MAIN PRODUCTS	Palm Oil Processing
PRODUCTION VOLUME	75 tons/day (2018)
PRODUCTION FACILITIES	The company's facilities consist of a palm oil refining plant based in a 10,000 m <sup>2</sup> of land located in the Dire Dawa town. The capacity of the plant is of 100 tons/day. The factory also consists of neutralization/ washing, bleaching, deodorization, and packaging of palm oil extract lines. The company has an adequate number of vehicles for transportation and product distribution.
BACKGROUND	The company was established in 2017 to produce edible oil from palm crude oil in Dire Dawa town of Ethiopia. The company is part of a well-established local group of companies which is involved in a wide range of manufacturing and business activity. The company mainly sells to the domestic market, primarily in the tourism sector. The basic raw materials are all imported.
INVESTMENT PROPOSAL	The company wants to expand the production capacity of palm oil with the introduction of additional processing unit, up to 300,000 tons annually. The national investor is looking for partnerships in the areas of production and marketing as well as in capital infusion for an estimated investment of 7 million USD.

## TILIKSEW GEDAMU EDIBLE OIL FACTORY

ADDRESS	Gambela Region, Ethiopia
CONTACT	Ms Tiliksew Gedamu Phone: +251911200911 Email: piccoloabay.1@gmail.com
YEAR OF ESTABLISHMENT	2016
ANNUAL SALES	New project
TOTAL EMPLOYMENT	104
MAIN PRODUCTS	Edible oil from Niger seeds, Peanut oil, Sunflower and Sesame seed
PRODUCTION VOLUME	New Project
PRODUCTION FACILITIES	The company's facilities consists of an already installed edible oil processing plant situated in the Gambela Regional State. The production capacity of this plant is 150 tons/day and consists of a pre-press, refinery using solvent oil extraction process facilities. It has started the construction of its new factory facility linked to the investment proposal.
BACKGROUND	Established in 2016, the company caters for both domestic and export markets. The company wants to extract and refine edible oil using local produced raw material input.
INVESTMENT PROPOSAL	The company is working on a project for the production of edible oil, expected to produce 37,000 tons. The project, which is in its initial stages of implementation, is estimated at 36 million USD. Its final completion requires additional capital. The company is looking for an international partner who not only contributes through equity or debt but also could bring in production expertise as well as access to new markets.

## KUNIFRA AGRO PROCESSING PLC (KUNAP)

ADDRESS	Gelan Town Industry Zone, Orormia, Ethiopia
CONTACT	Mr. Kumsa Shanko Email: Kunifira2011@hmail.com Phone: +251 11 471 3560
YEAR OF ESTABLISHMENT	2011
ANNUAL SALES	3.18 million USD (2017)
TOTAL EMPLOYMENT	85 (incl. 5 part-time)
MAIN PRODUCTS	Production of Soybean oil
PRODUCTION VOLUME	Soybean oil – 7458 tons (2017) Soya cake- 4144 tons (2017)
PRODUCTION FACILITIES	KUNAP has set up a plant for processing supplementary food and edible oil products. The factory consists of cleaning, extruding, pressing, refining and packaging soybean oil processing line. The soybean crushing line has production capacities of 6,600 tons/annually in three shift operations resulting an output of 860,000 litre of edible oil and 5,214 tons of defatted feed. The site of the factory in Gelan town is the near to Ethio-Djibouti railway and Bole international airport, which helps in raw material procurement and finished goods sales. The company has a well-constructed drainage system for removing effluents.
BACKGROUND	<p>KUNIFIRA Agro-processing PLC KUNAP was established by a domestic investor in 2011 for the processing and marketing of Soybean Products. The company particularly supplies soybean oil for local consumption and soya cake for animal feed in the country, mainly in Addis Ababa.</p> <p>Being in the edible oil processing and distributing business since 2011, it has developed a well trusted brand name in the business through quality, distribution, and customer service. The extensive experience and knowledge of the food processing sector of the company's promoters is a major asset of the company for the expansion plan.</p>
INVESTMENT PROPOSAL	<p>The national investor is in the business of edible oil and animal feed, which the company produces in its plant and sells in the local market. The company at an estimated investment cost of 2.1 million USD is planning to expand its existing soybean oil and animal feed plant by introducing newer equipment as well as including products like shortening and margarine in its product portfolio. The local investor requires equity investment from foreign investors for the capital expenditure as well as working capital needs. The foreign investor can extend support through equity participation in the joint venture, technical advisory in purchase of modern machineries (production lines) as well as assist in market access.</p>

## KUNIFRA AGRO PROCESSING PLC (KUNAP)

ADDRESS	Gelan town industry zone, Orormia, Ethiopia
CONTACT	Mr. Mr. Kumsa Shanko Email: Kunifira2011@hmail.com Phone: +251 11 471 3560
YEAR OF ESTABLISHMENT	2011
ANNUAL SALES	3.18 million USD (2017)
TOTAL EMPLOYMENT	85 (incl. 5 part-time)
MAIN PRODUCTS	Production of Soybean oil
PRODUCTION VOLUME	Soybean oil – 7458 tons (2017) Soya cake- 4144 tons (2017)
PRODUCTION FACILITIES	<p>KUNAP has set up a plant for processing supplementary food and edible oil products. The factory consists of cleaning, extruding, pressing, refining and packaging soybean oil processing line. The soybean crushing line has production capacity of 6,600 tons/annually, based on three shift operation resulting in an output of 860,000 litre of edible oil and 5,214 tons of de-fatted feed. The site of the factory in Gelan town is located near the Ethio-Djibouti railway and Bole international airport, which helps in raw material procurement and finished goods sales. The company has well-constructed drainage system for removing effluents.</p>
BACKGROUND	<p>KUNIFIRA Agro-processing PLC (KUNAP) was established in 2011. It is engaged in the processing and marketing of soya bean products. The company particularly supplies soybean oil for local consumption and soya cake for animal feed in the country, mainly in Addis Ababa. The company has developed a well trusted brand name in the business through focus on quality, extensive distribution, and customer service. In particular, the extensive experience and knowledge of the food processing sector by the owners constitutes a major asset of the company in view of the foreseen future expansion plan.</p>
INVESTMENT PROPOSAL	<p>The national investor is in the business of edible oil and animal feed production which the company produces in its plant and sells mainly to the domestic market. The company is planning to expand its existing soybean oil production capacity, at an estimated investment cost of 1 million USD. The company is looking for equity investment for capital expenditure and as well as working capital needs. Foreign partner could extend support through equity participation in the Joint-venture, technical advisory in purchase of modern machineries (production line) as well as assist in market access.</p>







## 2.6 Corn and soya blends

### ABAY INTERNATIONAL PLC

ADDRESS	Addis Ababa, Ethiopia
CONTACT	Mr. Luelseged Temesgen Phone: +251-911-207156 Email: temleul@yahoo.com
YEAR OF ESTABLISHMENT	1991
ANNUAL SALES	4,231,964.63 USD (2018)
TOTAL EMPLOYMENT	194 (incl. 58 part-time)
MAIN PRODUCTS	Production of Corn Soy Blends and FAMIX
PRODUCTION VOLUME	CSB+ - 6529.3 Tons (2018) FAMIX- 14340 Tons (2018)
PRODUCTION FACILITIES	<p>The company has a processing plant for the production of CSB+ and FAMIX located in Addis Ababa. The company has two lines of production using double extrusion. The current capacity of the extrusion machine is 240 tons/day and the roasting machine by 80 tons/day. The existing plant has the following processing equipment; cleaning machine, mixer, milling machine, extrusion machine, drying machine, cooling machine, weighing and packaging machine for extrusion plant and cleaning machine, roasting machine.</p> <p>The factory site is located in Addis Ababa, near to Ethiopia-Djibouti railway and Bole international airport. The company has a well-constructed drainage system for the removal of effluent. The water supply, telecommunication and power supply is also sufficiently serviced. The company has the requisite certification for CSB+ and FAMIX processing including HACCP and ISO 22000:500.</p>
BACKGROUND	<p>Abay International PLC is a profit making company established in 1991. The former name of the company Tadel and Luelseged brothers PLC was registered with initial capital of 2.6 million USD and was primarily involved in export and import. Later, the company changed its name to Abay international PLC and expanded into the business of producing CSB+ and FAMIX. The company's current paid up capital is worth 140 million USD. The company is presently active in domestic and East African markets.</p>
INVESTMENT PROPOSAL	<p>The company wants to expand its production capacity as well as include new product CSB++ and baby food products with a focus to expand the domestic retail market and extend its presence in the East African market. The expansion project is estimated cost to 2.8 million USD. The national investor is looking for an International partner who can inject equity in a joint venture and bring in its expertise, both at the technical and marketing level.</p>

# BAHERAN TRADING PLC

ADDRESS	Baheran Trading PLC, Addis Ababa-Ethiopia P.O.Box -13404
CONTACT	Mr. Dessie Alemu Email: baheranetrading@yahoo.com Phone: +25111566299
YEAR OF ESTABLISHMENT	2009
ANNUAL SALES	9.1 million USD (2017)
TOTAL EMPLOYMENT	142
MAIN PRODUCTS	Raw Sesame and Soybean Seeds Export
PRODUCTION VOLUME	Sesame cleaning seeds: 4009 Tons (2017) Soybean cleaning: 11374 Tons (2017)
PRODUCTION FACILITIES	The company has well developed production facilities including its cleaning processing plant located in Tatek Industrial Zone, Addis Ababa. Other facilities include seed cleaning machines, transportation, own customs clearance and forwarding facilities and trained manpower.
BACKGROUND	The company was established in 2009 to undertake business in the import and export of various items including oil seeds and pulses. Legally licensed by the Ministry of Trade, the company is certified by the Ethiopian Standardization and Quality Authority to clean and process sesame seeds. The company is also a member of the Ethiopian Commodity Exchange (ECX) and the Addis Ababa Chamber of Commerce and Sectoral Association. The company's owners have various other well established business groups in the dry cargo fleet transportation services, heavy duty machinery rental services, processing and cleaning services etc.
INVESTMENT PROPOSAL	The company wants to diversify its activities with the establishment of a processing facility able to produce edible oil from sesame, soybean and linseed. The investment, estimated at 6 million USD, is expected to produce 25,000 tons of oil annually. The company is looking for international partners for equity participation, technology transfer and potential access to new markets. The company has already secured an investment licensee and 20,000 m <sup>2</sup> of land where it will set up new production facilities. The design of the factory is already approved and currently the company is progressing with the construction of new facilities.

## BAHIR DAR AGRO PROCESSING PLC

ADDRESS	Bahir Dar, Amhara National Regional State, Ethiopia
CONTACT	Mr. Shimelies Belachew Phone: +251928958319 Email: gbap2015@gmail.com
YEAR OF ESTABLISHMENT	2015
ANNUAL SALES	New project
TOTAL EXPECTED EMPLOYMENT	359 (incl. 200 seasonal)
MAIN PRODUCTS TO BE PRODUCED	Production of corn starch, glucose and maltose, high fructose corn syrup (F42) and dextrin
PRODUCTION FACILITIES	The location of the project will be Bahir Dar City, the capital of Amhara region and is surrounded by Maize growing areas. The input capacity of the plant is planned at 165 tons of cleaned corn per day (49,500 tons per year in 300 working days).
INVESTMENT PROPOSAL	The company proposing this project is domestic-owned, promoted by an endowment fund and private sector enterprise. The project which is still in its inception phase, requires an international partnership to directly run the production line, contribute on a turn-key basis or provide technology and management expertise. The investment ticket of this project is estimated at 30 million USD.

## BERHAN FARM

ADDRESS	Wolkete, SNNPR Gurage Zone, Ethiopia
CONTACT	Mr. Berhanu W/Giorgis Phone: +251913907979 Email: nigibane@gmail.com
YEAR OF ESTABLISHMENT	2017
ANNUAL SALES	55,500 USD ( 2018)
TOTAL EMPLOYMENT	40 (incl. 30 part-time)
MAIN PRODUCTS TO BE PRODUCED	Turmeric farming
PRODUCTION VOLUME	New project
PRODUCTION FACILITIES	<p>The company is presently cultivating turmeric from farm facilities situated in a 20,000-hectare area and plans to launch a processing plant for turmeric products. The company has secured land in Gubere town of SNNPR Gurage Zone, where it plans to build its production facilities. The company has already completed the building of adjacent facilities. As per project design, the processing line will have production capacity of 1,000 ton/year of polished turmeric, 500 ton/year of turmeric powder and 500 ton/year of oleoresin.</p>
BACKGROUND	<p>The holding company was established in 2017 and is a family owned business. The promoter of this investment has business interests in various other sectors and has extensive experience in the management of large projects.</p>
INVESTMENT PROPOSAL	<p>Encouraged by the attractive investment climate and the growing demand for turmeric and other spices, the company has decided to establish a turmeric processing plant, estimated to cost 1.5 million USD and aimed to reach a production capacity of 2,000 tons of turmeric products per year. Production is expected to be sold in both domestic and export markets. The foreign investor can extend support through joint venture modality, through the purchase of modern technology and machinery as well as support in market expansion.</p>

## KIDAN INDUSTRIAL PRIVATE LIMITED COMPANY

ADDRESS	Kality, Addis Ababa, Ethiopia
CONTACT	Mr Tadele Temesgen Phone: +251911207097 Email: kidanindustrial@gmail.com
YEAR OF ESTABLISHMENT	2010
ANNUAL SALES	13,885,714 USD (2017)
TOTAL EMPLOYMENT	57
MAIN PRODUCTS	Producing Corn Soy Blends (CSBs)
PRODUCTION VOLUME	Corn Soy Blends (CSB)- 21600 Tons (2017)
PRODUCTION FACILITIES	The company is producing corn soy blend from corn, soya bean and other raw materials using automated production line with capacities of 24,000 tons/annually and covering functions such as pre-cleaning, cleaning, roasting, milling and mixing. The factory operates from a 10,000 m2 space situated in Addis Ababa town.
BACKGROUND	The company was established in 2010 with an initial capital of 3.9 million USD. Its major clients include the Ethiopian Government, the WFP and UNICEF.
INVESTMENT PROPOSAL	The company plans to expand its production capacity to increase its market share. The investment is estimated at 3.6 million USD which should enable the company to produce 45,000 tons of various types of CSB products. The company is looking for foreign investment as equity partnership as a means to support new market expansion.

# PAKANA FOOD PROCESSING INDUSTRY PLC

ADDRESS	Oromiya Region, Bishoftu(DebreZeit) Town, Ethiopia
CONTACT	Mr. Wube Demelash Email: KifleG.mariyam@gmail.com Phone: +251-911218501
YEAR OF ESTABLISHMENT	2010
ANNUAL SALES	1.86 Million USD (2016)
TOTAL EMPLOYMENT	116
MAIN PRODUCTS	Corn Soy Blends
PRODUCTION VOLUME	32,000 Tons ( 2017)
PRODUCTION FACILITIES	<p>The company's existing production facility has a production line extruder machine with installed capacity of production equivalent to 1,200 quintals/day, of which current utilization capacity is around 90 %. The age of the machine line used to produce CSB, CSB+ and CSB++products is around nine years. The industry has installed physicochemical analysis and microbiological laboratory equipment in the plant.</p>
BACKGROUND	<p>The company is one of largest producers of blended corn products in the country. Its main product is CSB+ corn, soybean blended food, some of which are especially produced for emergency relief and drought affected emergencies. The company's ownership has extensive experience in exporting and importing of different commodities such as oil seed (sesame) maize and vitamins and minerals.</p>
INVESTMENT PROPOSAL	<p>The company has decided to strengthen its product line by diversifying production adding more value added products like CSB+ and CSB++ and with new production range of biscuits and wheat flour. The company is seeking foreign investment capable of securing international market access, bringing innovative practices in addition to equity as a joint venture partner. The project is estimated to cost 11 million USD.</p>

## 2.7 Wheat and flour products

### ABAT AND MAHARI AGRO PROCESSING INDUSTRY PLC

ADDRESS	Debermarkos, Amhara Regional State, Ethiopia
CONTACT	Mr. Mehari Adane , General Manager Phone: +251918341078 & +251930352543 Email: Mehariadane@Yahoo.com
YEAR OF ESTABLISHMENT	2015
ANNUAL SALES	3.3 million USD (2017)
TOTAL EMPLOYMENT	50
MAIN PRODUCTS	Wheat flour
PRODUCTION VOLUME	15,000 Tons (2017)
PRODUCTION FACILITIES	The company is producing flour from wheat using automated production with a capacity of 100 ton per day. The factory has two production lines. Presently, product packaging is done manually. Its facilities consist of a processing unit located 300 km to the north of Addis Ababa, in Debremerkos town of Amhara Region.
BACKGROUND	Established in 2015, the company has been in the business of flour milling for more than three years producing wheat flour which is sold to supermarkets, bakeries and from directly-owned retail outlets.
INVESTMENT PROPOSAL	The company wants to diversify into the production of pasta and is planning for an investment of 10 million USD. The national investor is interested to partner with a foreign investor who can bring in technical expertise as well as equity and market access, targeting the domestic as well as the export market. The national investor has already procured dedicated land for the project and will leverage its strengths in procurement of durum wheat and use of its existing marketing channels for wheat flour for the marketing and sales of pasta.



## ABAY AND TANA FOOD COMPLEX

ADDRESS	Bahir Dar Town, Amhara Regional State, Ethiopia
CONTACT	Mr Suluman Ahmed Email: muhammedoumer@gmail.com Phone: +251918340705
YEAR OF ESTABLISHMENT	2015
ANNUAL SALES	4,821,428 million USD (2017)
TOTAL EMPLOYMENT	74 (incl. 15 seasonal)
MAIN PRODUCTS	Wheat flour
PRODUCTION VOLUME	Wheat flour- 7,500 tons (2017)
PRODUCTION FACILITIES	The factory has two production lines located at Bahir Dar town, 550 km in the north of Addis Ababa having an aggregate nominal design capacity of 82 tons/day of wheat flour. Production facilities have all necessary amenities which require further upgrading.
BACKGROUND	The company was established in 2015 and recently acquired an existing wheat mill facility covering a 10,000 m2 area. The company is in the business of flour milling and has gradually strengthened its domestic market. Flour is mainly sold to supermarkets, retail shops and bakeries.
INVESTMENT PROPOSAL	The company is interested in diversifying its business to include pasta production, made of its own wheat flour. The diversification project has an investment ticket of 2.3 million USD, expected to produce 8,000 tons of pasta annually. The company is interested to enter into a joint venture agreement to launch the new project.

## ABEBA FLOUR AND BISCUIT FACTORY

ADDRESS	Amhara Region, Bahir Dar Town North of Addis Ababa.
CONTACT	Mr. Kindie Fentaw Phone: +251918769211 Email: Kindie.fentaw@yahoo.com
YEAR OF ESTABLISHMENT	2018
ANNUAL SALES	7.7 million USD ( 2017)
TOTAL EMPLOYMENT	133 (incl. 15 seasonal)
MAIN PRODUCTS	Wheat flour production
PRODUCTION VOLUME	Wheat Flour – 12,000 Tons (2017)
PRODUCTION FACILITIES	The food complex is situated some 550 km, north of Addis Ababa. The factory has one production line for wheat flour production, with the packaging process undertaken manually. The production facilities also include a packaging material store, a raw material store, finished products store, office buildings and large parking space, all housed within a 6,000 m <sup>2</sup> factory space.
BACKGROUND	The company is newly established after acquiring an existing wheat flour production factory installed in 2012.
INVESTMENT PROPOSAL	The company is planning to diversify its production, venturing in the production of biscuits of different flavours. The project has an estimated investment ticket of 1 million USD will produce and is forecasted to generate an annual revenue of 5 million USD. The company is looking for a joint venture with an international partner.

# ADDIS KETEMA SWEETS FACTORY PLC

ADDRESS	Kolfe Keranyo Sub City, Woreda 11, House No. 395h, Addis Ababa, Ethiopia
CONTACT	Mr. Berhanu Tulu (GM) Phone: 00251 911 506075/ 00251 911 209461 Email: bruberhanu@gmail.com; aksf@ethionet.et
YEAR OF ESTABLISHMENT	1956
ANNUAL SALES	620,000 USD (2016)
TOTAL EMPLOYMENT	146 (incl. 44 seasonal or part-time)
MAIN PRODUCTS	Hard boiled candies in different shapes, colours and flavours in double and single twist wrapping
PRODUCTION VOLUME	160 Tons (2016)
PRODUCTION FACILITIES	The company operates a semi-automatic plant in its 3,000 m2 leasehold land, within which facilities occupy a third of the area. The factory has three lines of machinery, each with a capacity of 2.5 tons per shift per line.
BACKGROUND	<p>Addis Ketema Sweets Factory PLC was established in 1956 by an Italian entrepreneur. The factory started with the production of small scale confectionery in the 1970's and the marketing of its brand "<u>MENTA</u>" candies. In 2008, the owners of the company expanded with a semi-automatic plant to manufacture candies and toffees by the brand name of "<u>MENTA</u>", "<u>BALEWOFF</u>", "<u>ZEBIB</u>", "<u>CONGO</u>" and "<u>NANA</u>". In the last 10 years, Addis Ketema Sweets Factory has established itself as a reputable manufacturer of candies and toffees in Ethiopia based on the characteristics of quality and reliability.</p>
INVESTMENT PROPOSAL	The company is planning to expand its production by introducing new products in its portfolio. The expansion plan, with an investment ticket of 2.5 million USD will introduce additional ranges of sweets and candy in different shapes and flavours. The expansion plan looks at the neighbouring markets while consolidating the domestic market. The company is looking for international partnership that can bring in technical expertise as well as capital.

## ADDIS DALLAS INDUSTRIES PLC

ADDRESS	Awash Melkasa, Oromia Region, Ethiopia
CONTACT	Mr. Bekure Yitna Email: bekureo2@yahoo.com Phone: +251922750984
YEAR OF ESTABLISHMENT	2011
ANNUAL SALES	5,785,714 USD (2017)
TOTAL EMPLOYMENT	311 (incl. 55 seasonal)
MAIN PRODUCTS	Wheat flour and Biscuits
PRODUCTION VOLUME	Biscuits - 5,400 tons (2017)
PRODUCTION FACILITIES	<p>The factory is located 120 km from Addis Ababa. Production facilities include a wheat flour mill and biscuit production plant, as well as a packaging material store, a raw material store, finished products store, large flour factory, three distinct biscuit factories, and office buildings. The factory has one production line. The company is producing biscuit from wheat flour using automated production 5,400 tons/annual.</p>
BACKGROUND	<p>The company was established in December 2011 and since then the owners have invested around 3.4 million USD in the business leading to the production of high quality flour and a biscuits variety under a common brand which is widely available across the country.</p>
INVESTMENT PROPOSAL	<p>The company wants to expand its existing business to increase its annual production volume to 19,000 tons. This would require an investment of 4.5 million USD. The company is looking for an international partner who can support this new project by providing technical expertise as well as to strengthen marketing efforts.</p>

## ADMAS TESFA PLC

ADDRESS	South Nation Regional State Capital City in Hawassa, Ethiopia
CONTACT	Mr. Zekaryas Abebe Email: <a href="mailto:Zeku2011@gmail.com">Zeku2011@gmail.com</a> Phone: +25191183249
YEAR OF ESTABLISHMENT	2005
ANNUAL SALES	4.82 million USD
TOTAL EMPLOYMENT	133
MAIN PRODUCTS	Wheat Flour
PRODUCTION VOLUME	34,440 Tons (2017)
PRODUCTION FACILITIES	The company is producing flour from wheat using two automated production lines. Packaging is done manually. Chinese machinery, purchased along with the factory in 2005, is now 13 years old. Nominal aggregate design capacity of both production lines is 164 tons/day.
BACKGROUND	In the wheat flour production and distributing business since 2005, the company has developed a well trusted brand name in the market based on quality, distribution, and customer service. The flour produced by the factory is sold to supermarkets, directly-owned retail outlets and bakeries.
INVESTMENT PROPOSAL	The company wants to diversify its product line to include production of pasta. The project with an estimated investment ticket of 5.7 million USD is envisaged to produce 744 quintals of wheat, to be mostly exported to neighbouring markets but also sold in the domestic market. The company is looking for an international partner(s) that can bring capital, technical expertise and market know-how. The company will take responsibility of marketing the new products to the local high-end market through its existing marketing channels.

## AFIA FOOD COMPLEX PLC

ADDRESS	Burayu Town, Oromia Region, Ethiopia
CONTACT	Mr. Taha Hasse Phone: +251-911-205271 Email: goldenafia614@gmail.com
YEAR OF ESTABLISHMENT	2004
ANNUAL SALES	5,446,428 USD (2017)
TOTAL EMPLOYMENT	211- (incl. 40 seasonal)
MAIN PRODUCTS	Wheat Flour
PRODUCTION VOLUME	Wheat Flour- 37,500 Tons (2017)
PRODUCTION FACILITIES	The factory uses automated methods in its production. The production facility also includes 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 25% capacity.
BACKGROUND	The company has been in the wheat flour production and distributing business since 2004. The company is currently engaged in the processing of wheat flour for the local market.
INVESTMENT PROPOSAL	Given its long established experience in the sector, the company is now seeking to diversify its current production line by introducing biscuits as additional derived product. At an estimated investment of 3.5 million USD, the project is expected to annually produce 9,000 tons of biscuits. The size of the plant preferred will be sufficient enough to tap into the existing flour mill output with high extraction rate. The company is looking for a partnership with an international company that will contribute through capital infusion and bring in technical and marketing expertise.

## AFRICA PLC

ADDRESS	Jomo, Addis Ababa, Ethiopia
CONTACT	Mr. Sadam Hussien Mohamed Phone: +251 911 202402 Email: Sadam_huss@ymail.com
YEAR OF ESTABLISHMENT	1998
ANNUAL SALES	14 million USD (2017)
TOTAL EMPLOYMENT	1140
MAIN PRODUCTS	Production of wheat flour, Long and short pasta Bread
PRODUCTION FACILITIES	The company runs two production sites: one site is located in Adama City within an area of 12,000 m <sup>2</sup> and is dedicated to flour production and a long and short cut pasta production. The other production site in Addis Ababa, within an area of 11,200 m <sup>2</sup> , includes production houses for long cut pasta and of bread. Machinery and equipment is modern and is sourced from different countries. The company has 70 different kinds of trucks.
BACKGROUND	The company established in 1998 as private limited company with a registered capital of 400,000 USD, is a prominent name in Ethiopia in the field of food processing. The company is producing and marketing wheat flour and pasta in the domestic market. By it has been able to expand and increase its net worth to 15 million USD. At present, the company is also involved in cotton production and mango farming.
INVESTMENT PROPOSAL	The company wants to diversify into production of mango pulp concentrate and juice. With an estimated investment of 12 million USD, the company is seeking an international equity partner to support its endeavours in both the international and domestic markets, particularly the Middle East and Saudi Arabia. For the proposed new project, the company has already procured 124 hectares where 25,000 mango plants are available to supply raw mango for processing.



## AKLILU BERGA TEFF INJERA PRODUCTION

ADDRESS	Addis Ababa, Ethiopia
CONTACT	Mr Aklilu Berga Phone: +251911217376 Email: Akliluberga27@gmail.com
YEAR OF ESTABLISHMENT	2015
ANNUAL SALES	300,000 USD ( 2017)
TOTAL EMPLOYMENT	25
MAIN PRODUCTS	Teff-based injera
PRODUCTION VOLUME	Injera- 1,332 tons (2017)
PRODUCTION FACILITIES	<p>The company factory facilities are located in Addis Ababa, from where it annually produces 300 tons of teff as injera. The existing production facilities can undertake all the operations such milling, dough making, fermentation, baking and packing. The new expansion project will also include a modern oven for baking. The project site is accessible by road, has well connected water supply and electricity.</p>
BACKGROUND	<p>Established in 2015, the company has since become established in the sector and has been successfully targeting both domestic and export markets, particularly in the United States.</p>
INVESTMENT PROPOSAL	<p>The company is looking for international partner(s) that would enable it to increase production capacity through an estimated investment of 1.2 million USD. This project would enable the company to undertake investment in new machinery and equipment, receive technical expertise in production as well as benefit from access to new markets. The expansion project is estimated to generate annual revenue of 1.6 million USD.</p>

# ANJONUS FRUIT AND VEGETABLE PROCESSING COMPANY

ADDRESS	SNNPR Arba Minch, Ethiopia
CONTACT	Mr. John Kedir (General Manager) Email: anjonus.org@yahoo.com Phone: +251919379339
YEAR OF ESTABLISHMENT	2016
ANNUAL SALES	3637 USD (from piloting in last two months of 2018)
TOTAL EMPLOYMENT	111 (79 part-time or seasonal)
MAIN PRODUCTS	Banana flour, Coco baby food and dried fruits
PRODUCTION VOLUME	Only piloted production
PRODUCTION FACILITIES	<p>The company is a start-up engaged in the forthcoming production of banana flour, coco baby food and dried fruits. This project is a result of academic research of one of its promoters, to which an extensive research on potential commercialization followed. The company has established a laboratory where continuous experimentation on developing quality product and blending additional materials is undertaken. At this stage, the company has completed almost all required technical studies and has finalised full feasibility study. At present, production is focused on piloting the business idea and testing the production process. To date, limited equipment has been purchased or leased. Current factory facilities include a milling machine, solar drier, cropping and sanitary materials.</p>
BACKGROUND	<p>The company is a start-up enterprise engaged in the fruit and vegetable processing sector. It is one of the pioneers in the banana processing industry in Ethiopia. Three promoters established the company in October 2016 and have since piloted the production of green banana powder/ flour for which the company received financial assistance through a micro loan. In addition, the start-up received manufacturing equipment on lease worth 35,000 USD and additional grants from Mercy Corp to roll out the production. The promoters have received a utility model certificate from the Ethiopian Intellectual Property Office.</p>
INVESTMENT PROPOSAL	<p>The company is looking for funds to stabilize the existing production lines as well as start the dried fruits production. The company is seeking international partner(s) who can contribute in equity to cover the shortfall in project funding but also work together with the current owners in joint Research and Development. The total project cost is 2.8 million USD and at present the remaining requirement for additional investment amounts to 2 million USD.</p>

## AYAAN FOOD AND MINERAL WATER FACTORY

ADDRESS	Diredawa, Ethiopia
CONTACT	Mr. Hassan Farah, General Manager Phone: +251915734560 Email: Hassanfarah400@gmail.com
YEAR OF ESTABLISHMENT	1996
ANNUAL SALES	5,667,752 USD
TOTAL EMPLOYMENT	231 (incl. 20)
MAIN PRODUCTS	Wheat flour and macaroni production
PRODUCTION VOLUME	Wheat flour- 8700 tons/year (2017) Macaroni- 28800 tons/ year (2017)
PRODUCTION FACILITIES	<p>The factory has two production lines. The machinery was purchased along-with the factory in 1996. The nominal design capacity of both lines together is 68 tons/day, although the actual production is around 29 tons/day. The proposed site for the construction of the pasta production plant has commercial electricity connection, though a separate transformer will be required. The site also has its ground water availability which will be sufficient for pasta production.</p>
BACKGROUND	<p>The company is well established and the national investor is in the business of flour milling for more than 14 years. The flour produced by the factory is sold to supermarkets, retail shops and bakeries. The company has its own marketing channels with a sales team for selling the wheat flour produced.</p>
INVESTMENT PROPOSAL	<p>The company is proposing an estimated investment of 2.6 million USD for a diversification project aimed to annually produce 48,000 tons of pasta. The national investor is interested to partner with a foreign investor, who can bring in technical expertise as well as equity and who can support market access targeting the domestic and export market.</p>

# BROTHERS FLOUR BISCUIT PRIVATE LIMITED COMPANY

ADDRESS	Adama, Oromia Regional State, Ethiopia
CONTACT	Mr. Mohammed Seid, General Manager Phone: +251911213820 Email: bwbs07@yahoo.com bwff@ethionet.et
YEAR OF ESTABLISHMENT	2000
ANNUAL SALES	20.1 million USD (2017)
TOTAL EMPLOYMENT	1572
MAIN PRODUCTS	Wheat flour and Biscuit production
PRODUCTION VOLUME	35,000 Tons (2017)
PRODUCTION FACILITIES	<p>The firm is engaged in the production and sales of flour and eighteen varieties of biscuits, sold by the local market. It has a production capacity of 30–40 tons of wheat flour per day and 25–30 tons of biscuits per day. The wheat flour production is undertaken through five production lines. Biscuit production roughly translates to an annual capacity of 4,5000 tons utilizing state-of-the-art baking oven.</p>
BACKGROUND	<p>The company is a sole proprietary firm established in 2000 and is well promoted by a well-established family group of two brothers having a proven track record in the field of food manufacturing sector. The factory is engaged in the business of milling of wheat flour and biscuits. The company produces some of the most popular brands of biscuits in Ethiopia such as Fegegta Hard Cracker, Glory Cream, which enjoy a considerable market share. The firm is located in Adama, about 100 km from Addis Ababa. Over the past 15 years, the company has registered growth and now enjoys considerable reputation in the market.</p>
INVESTMENT PROPOSAL	<p>The company wants to expand its biscuit production capacity, introduce newer biscuit varieties whilst modernising productive set-up to secure more efficiency in operations. At an estimated investment ticket of 8.6 million USD, the project is looking for international partners who can bring in equity as well as technical expertise in equipment purchase and management expertise.</p>

## CHILALO FOOD COMPLEX PLC

ADDRESS	Assela Town – Arsi Zone, Oromia Region, Ethiopia
CONTACT	Ms. Tedila Georgies Phone: +251 223 318 181 Email: info@chilalofc.com
YEAR OF ESTABLISHMENT	2011
ANNUAL SALES	7.7 million USD (2017)
TOTAL EMPLOYMENT	1109
MAIN PRODUCTS	Wheat flour, macaroni and biscuits
PRODUCTION VOLUME	Wheat flour- 322,560 tons (2017) Macaroni- 15,360 tons (2017) Biscuits- 19,968 tons (2017)
PRODUCTION FACILITIES	<p>The complex where the factories are located is situated 161 km away from the city capital Addis Ababa, called Arsi Zone – Assela. The company runs its food complex in an area of 15,000 m<sup>2</sup> taken on lease from Oromia Regional Authority in 2011. The food complex is composed of various units, including a wheat flour factory, three separate biscuit factories, a modern macaroni producing factory and in addition new facilities composed of packaging materials store, a raw material store, finished products store, office buildings, and a heavy duty weigh-bridge. The company has a large fleet of trucks used in the distribution network. Production of biscuits is derived from the wheat flour produced in the food complex using automated production lines with installed capacity of 60.4 ton/day. The production capacity of the wheat flour factory and the macaroni unit is 1,008 ton/day and 48 tons/day respectively.</p>
BACKGROUND	<p>The company produces high quality flour and a variety of biscuits under a common brand ‘OK’ which is widely available across the country.</p>
INVESTMENT PROPOSAL	<p>The company wants to expand its biscuit production capacity to be able to tap the ever-growing domestic market as well as enter the export market in the neighbouring regions and countries. The company is proposing a project with an estimated investment ticket of 7.2 million USD and is looking for an international partner(s) who could provide equity as well as technical expertise and market linkages support.</p>

## DHGEDA FLOUR FACTORY PLC

ADDRESS	Addis Ababa Bole Sub-City, Ethiopia
CONTACT	Mr. Million Degfu Phone: +251116638161 Email: d.h.ged@telecom.net.et
YEAR OF ESTABLISHMENT	1996
ANNUAL SALES	5.63 million USD
TOTAL EMPLOYMENT	79 (incl. 12 part-time)
MAIN PRODUCTS	Wheat flour production
PRODUCTION VOLUME	18,900 Tons (2017)
PRODUCTION FACILITIES	<p>The project is situated in Addis Ababa, at Bole Sub City. The factory has one production line. The nominal design capacity of the line is 100 tons/day; but the actual production is around 63 tons/day. The packaging is done manually. The project site has access to an asphalt road, water is sufficient and reliable, but sometimes there is shortage of electricity which is covered through own back-up generators.</p>
BACKGROUND	<p>The company has been in the business of flour milling for more than a decade. The company has its own well established marketing channels with a sales team entrusted with the selling of the wheat flour produced. Production is mainly sold to bakeries, food processing factories and retail consumers.</p>
INVESTMENT PROPOSAL	<p>In view of expansion of the business, the enterprise is establishing the new factory on the same compound. It plans to diversify its product portfolio with the introduction of macaroni production linked to its present final product of wheat flour. Macaroni to be produced will be in the pack size of 500 gm to 25 kg and is to be sold fully in the domestic market. With an estimated investment of 4.5 million USD, the company plans to annually produce 14,400 tons of pasta. The company is looking to partner with an international company for technical expertise as well as to gain support in its endeavour to gain further market access.</p>

## ENRICH AGRO INDUSTRY PLC

ADDRESS	Legetafo Industrial Zone, Addis Ababa, Ethiopia
CONTACT	Mr. Ededeya Assefa Phone: +251118959895/ +251911525857 Email: ededyaa@gmail.com
YEAR OF ESTABLISHMENT	2011
ANNUAL SALES	1.82 million USD (2017)
TOTAL EMPLOYMENT	65
MAIN PRODUCTS	Production of breakfast cereals, gluten free cereals, snacks and baby food
PRODUCTION VOLUME	578 Tons (2017)
PRODUCTION FACILITIES	<p>The factory is located at the outskirts of Addis Ababa in Legetafo Industrial Zone within a total area of over 6,000 m<sup>2</sup> and comprising state-of-the-art production facilities situated in a plot of 2,000 m<sup>2</sup>. The current production capacity of the factory is 2.6 tons daily, fed by two concurrent lines manufacturing teff flakes, corn flakes and various snacks. The factory houses medium scale concurrent lines of extruder machines and other machineries for coating, cooking, mixing, oven drying and packaging.</p>
BACKGROUND	<p>Enrich Agro Industry was established in the year 2011 as a private limited company with an aim to manufacture various food products such as breakfast cereals, snacks, baby food processed from home grown organic agricultural products such as Teff, Maize, Wheat, Sesame, Oats, Chickpeas, Sorghum, Barley, Peanuts, Potatoes and others. Today, the company's products are available at thousands of retail outlets across the country and receive a wide recognition throughout Ethiopia.</p>
INVESTMENT PROPOSAL	<p>The company is proposing to expand its production capacity and introduce additional products to its current line through a project estimated at 7.4 million USD. To this end, the company owners are looking for an international partnership which is expected to bring in capital as well as management and technical expertise.</p>

# ESTEFANOS MEKASHA IMPORT AND EXPORT FOOD PROCESSING COMPANY

ADDRESS	Kombolcha, South Wollo, Amhara Region, Ethiopia
CONTACT	Mr. Estefanos Mekasha Phone: +251911516829 Email: Estifanos.importexport@gmail.com
YEAR OF ESTABLISHMENT	2015
ANNUAL SALES	11,351,791 USD (2017)
TOTAL EMPLOYMENT	305 (incl. 200 seasonal)
MAIN PRODUCTS	Wheat Flour
PRODUCTION VOLUME	Wheat Flour – 18,450 tons (2017)
PRODUCTION FACILITIES	The existing project of wheat flour milling is located at about 400 km to the north east of Addis Ababa. The flour milling machine has a production capacity of 82 tons/day and packaging is done manually.
BACKGROUND	The company has been in the wheat flour production and distributing business since 2015.
INVESTMENT PROPOSAL	The company wants to diversify its business by planning the launch of a new project for biscuit production. The project estimated at 7 million USD, will have the capacity of annually producing 8,500 tons of biscuits. The national investor is looking for an international partnership which would serve to raise capital through a joint venture initiative as well as draw in expertise in technical and marketing of the company. The new project will be located in the existing compound housing of current production.



## ETHIOGREEN PRODUCTION & INDUSTRY PLC

ADDRESS	Bole Bulbula, Woreda 12, Addis Ababa, Ethiopia
CONTACT	Mr. Gemechis Ejeta Hambesa Email: egemechis@gmail.com Phone: +251-941-142529
YEAR OF ESTABLISHMENT	2012
ANNUAL SALES	1.2 million USD (2017)
TOTAL EMPLOYMENT	93
MAIN PRODUCTS	Injera and Teff flour
PRODUCTION VOLUME	Injera - 1,00,000 pc (2017) Teff flour - 200,000 kg (2017)
PRODUCTION FACILITIES	Currently, EthioGreen operates at a rental facility and the total size of the factory is about 640 m <sup>2</sup> . The factory has storage and milling facilities, dough making, baking and packing rooms. At present, the baking of Injera is made with locally sourced and manufactured equipment.
BACKGROUND	The company was established in 2012 to produce Ethiopian flat bread for both local and export market. Some 95% of its production is directed to export markets with the USA being the major destination and increasingly some Gulf states. As the company's production centre is on rental, it has initiated discussions with relevant government bodies to be granted new factory facilities.
INVESTMENT PROPOSAL	The company wants to consolidate and strengthen its market by introducing newer products made from Teff and bring in higher automation to make the production more cost effective. In order to make the products more competitive in foreign markets, the company wants to ensure that its products become organically certified. The company foresees an expansion project at an estimated investment of 2.5 million USD to start the production of bread, bran, flour, injera, crackers etc. The national investor is looking to partner with international companies for capital, technical expertise and access to new markets.

# FAFFA FOOD SHARE COMPANY

ADDRESS	Kality Road Addis Ababa ,Ethiopia
CONTACT	Mr. Mohammed Bedri Phone: +251114421755 Email: info@fafafafood.et-com
YEAR OF ESTABLISHMENT	1969
ANNUAL SALES	14.5 million USD
TOTAL EMPLOYMENT	250
MAIN PRODUCTS	Baby foods, CSB, Breakfast Cereals, Bread, Macaroni
PRODUCTION VOLUME	16000 Tons (2017)
PRODUCTION FACILITIES	In addition to its factory for baby food, the company's facilities located within a 10,000 m2 compound comprise stores for packaging and raw material, for finished products, a flour factory, three distinct biscuit factories, one macaroni factory, office buildings, heavy duty weigh-bridge and large parking space. The company has a fleet of transportation vehicles used in their distribution network. The company also has implemented food safety and quality management systems (ISO 22,000-2005) certified by RSA SABS.
BACKGROUND	The company is more than 50 years old and it has been and continues to be a pioneer of the food processing industry in Ethiopia. Faffa is one of the top suppliers of baby foods for Ethiopian children, including fortified foods and breakfast cereals. While its commercial products provide the needed nutrition for children to be mentally and physically healthy, it is also one of the main suppliers of relief products to areas afflicted by malnutrition and in severe cases of famine. Although, the company started as an Ethio-Swedish joint venture in 1969, it was privatized in August 2009 and is now owned by Petram Private Limited Company. Under the new ownership, Fafa Foods Company has expanded its capacity, diversified and introduced new products. Its current production capacity is 23,000 tons/annum.
INVESTMENT PROPOSAL	The company plans to increase its product portfolio by introducing the production of noodles. The project is estimated to cost 2.5 million USD and will have an installed annual capacity of 6,300 tons targeting both domestic and export markets. The national investor is interested to partner with a foreign company for support in equipment purchase, technical expertise in operations and provide new market access to the company.

## FIKER FOOD PROCESSING COMPANY

ADDRESS	Adama City, Oromia Region, Ethiopia
CONTACT	Mr. Fikru Gardew Phone: +251911491816 Email: fikerfoodprocessing@yahoo.com
YEAR OF ESTABLISHMENT	2011
ANNUAL SALES	10.9 million USD (2017)
TOTAL EMPLOYMENT	117
MAIN PRODUCTS	Wheat flour production
PRODUCTION VOLUME	32,4480 Tons (2017)
PRODUCTION FACILITIES	The existing flour mill plant produces wheat flour at a capacity of 1,040 tons/day that is used for bakeries, food processing factories and private consumers. The factory has one production line. The machinery was purchased along-with the factory in 2011. The packaging is done manually.
BACKGROUND	Established in 2011, the company is located at about 100 km in the North-East of Addis Ababa, in Adama town of North-East, Oromia Region. The company received the factory land with a size of 9,000 m <sup>2</sup> , on lease for 80 years from the Ethiopian Government. The promoter of the company has been in the business of flour milling for more than eight years and is well known in the industry. The company has its own marketing channels with an in-house sales team.
INVESTMENT PROPOSAL	The company wants to diversify its production by facilitating forward linkages to its wheat flour production and produce hard biscuits. The project, estimated at 5.8 million USD aims to produce hard biscuits of different flavours for an annual installed capacity of 18,640 Tons. The promoter of the project is looking for an international partner who will bring technical and managerial expertise as well as participate as equity partner.

## FURI GENERAL TRADING PLC

ADDRESS	Amhara Regional State Bahir Dar Town, Ethiopia
CONTACT	Mr. Segid Fentie Email: Segid Fentie51@gmail.com Phone: +251925181818
YEAR OF ESTABLISHMENT	2017
ANNUAL SALES	0.4 million USD (2017)
TOTAL EMPLOYMENT	74 (incl. 20 seasonal)
MAIN PRODUCTS	Wheat flour
PRODUCTION VOLUME	Wheat flour: 6300 tons (2017)
PRODUCTION FACILITIES	The factory has two production lines with installed capacity of 42 tons/day. The machinery was purchased along with the factory in 2017. The company's facilities are located in Bahir Dar Town spread over an area of 10,000 m2 leased land.
BACKGROUND	The company was established in 2017 and has been in the business of production of flour since then. The flour produced by the factory is sold to supermarkets, retail shops and bakeries. The company has its own distribution and marketing network.
INVESTMENT PROPOSAL	The company wants to expand its business by introducing a new production line for pasta manufacturing. For the project, estimated at 1 million USD, the company is looking for a joint venture partnership with an international company expected to bring in equity and assist in market access. The company already owns land earmarked for the construction of the new production plant.

## GEYON FLOUR FACTORY

ADDRESS	Amhara Regional State Bahir Dar town, Ethiopia
CONTACT	Mr. Minyichel Baye Phone: +251913914349 Email: mybtradingplc@gmail.com
YEAR OF ESTABLISHMENT	2017
ANNUAL SALES	0.6 million USD
TOTAL EMPLOYMENT	91 (incl. 30 seasonal)
MAIN PRODUCTS	Wheat Flour
PRODUCTION VOLUME	Wheat Flour – 6,300 Tons (2017)
PRODUCTION FACILITIES	The factory has two production lines. The machinery was purchased along with the factory in 2017. Packaging is done manually. The installed annual capacity of the plant is 12,600 tons. The flour produced by the factory is sold to supermarkets, retail shops and bakeries. The company has its own marketing channels.
BACKGROUND	The company was established in 2017 and is located at Bahir Dar town in the North of Addis Ababa.
INVESTMENT PROPOSAL	The company plans to diversify its business by setting up a pasta production plant. The new project will produce short and long cut pasta from wheat to be packaged for the retail market. The project cost is estimated at 4.3 million USD. The national investor is looking to partner with an international company in the proposed new project. The company already has land available for the proposed site, where the new production plant will be constructed.

# GONDE ADAMA PP BAG, FLOUR AND MACARONI FACTORY

ADDRESS	Adama, Oromia Region, Ethiopia
CONTACT	Mr. Masresha Alemu Phone: +251911205943 Email: gondeppfact@gmail.com
YEAR OF ESTABLISHMENT	2005
ANNUAL SALES	6.16 million USD ( 2017)
TOTAL EMPLOYMENT	374
MAIN PRODUCTS	Wheat flour and macaroni production
PRODUCTION VOLUME	Wheat flour- 15,368.8 ton (2017) Macaroni- 12,480 ton (2017)
PRODUCTION FACILITIES	<p>The location of the factory is at about 100 km to the north east of Addis Ababa, in Adama town of Oromia Region. The company has its own marketing channels with a sales team for selling the wheat flour produced. The existing flour mill plant produces wheat flour at a capacity of 124 tons/day and which is marketed to bakeries, food processing factories and private consumers. The factory has one production line for wheat flour production. The machinery was purchased along with the factory in 2005, and the origin of the machinery is from China. The company has a plant in the same premises for production of macaroni with installed capacity of 40 tons/year.</p>
BACKGROUND	<p>The company has been in the wheat flour production and distributing business since 2005. It has developed a well trusted brand name in the business through quality, distribution, and customer service.</p>
INVESTMENT PROPOSAL	<p>In view of expanding the business, the enterprise is establishing the new biscuit factory on the same compound to produce different types of hard biscuits with a total estimated capacity of 6,200 tons annually. The total investment cost of the project including working capital is estimated at 3.6 million USD. The enterprise aims to capitalize opportunities by creating forward linkages to utilize the wheat flour production of the company as the principal input for the biscuit factory. The national investor is interested to sign a joint venture agreement with an international partner for equity injection as well as to bring in technical expertise in machine procurement and factory operations.</p>

## JEMAL AGRO PROCESSING INDUSTRY P.L.C

ADDRESS	SNNPR Regional State Dilla, Ethiopia
CONTACT	Mr. Abdu Minwer, General Manager Phone: +251-911753995
YEAR OF ESTABLISHMENT	2015
ANNUAL SALES	9.2 million USD
TOTAL EMPLOYMENT	70 (incl. 20 seasonal)
MAIN PRODUCTS	Wheat flour production
PRODUCTION VOLUME	15,000 Tons (2017)
PRODUCTION FACILITIES	The factory has two production lines housed within a 9,000 m <sup>2</sup> production facility. The machinery was purchased along with the factory in 2015 from Turkey. Installed capacity for both lines is 144 tons/day.
BACKGROUND	Established in 2015 by two partners, the company has been operating for three years. The company is producing wheat flour in SNNPR Regional State and selling to the domestic market, primarily supermarkets, retail shops and bakeries. The company has its own marketing and distribution channels.
INVESTMENT PROPOSAL	The company is planning to diversify its product portfolio. The new project, estimated with an investment of 5 million USD, foresees the production of long and short pasta with an annual capacity of 18,000 tons. The company is looking to partner with an international company for technical expertise as well as equity partnership through a joint venture initiative. In addition, the international partner is expected to provide access to new markets or operate the plant on a turn-key basis.

# KIYA FOOD COMPLEX

ADDRESS	Oromia Region Adama, Ethiopia
CONTACT	Mr. Mr Elias Masresha Bekele Phone: +251-912-22-47-47 Email: Tkassa33@gmail.com
YEAR OF ESTABLISHMENT	2012
ANNUAL SALES	24 million USD
TOTAL EMPLOYMENT	172 (incl. 40 part-time)
MAIN PRODUCTS	Wheat flour production
PRODUCTION VOLUME	37,200 Tons (2017)
PRODUCTION FACILITIES	The factory has one production line. The machinery was purchased along with the factory in 2012 by the flour milling process is automated with a production capacity of 244 tons/day. The packaging is done manually. The factory complex is situated at about 100 km in the north east of Addis Ababa, in Adama town, Oromia Region. The project site is located within an area measuring 40,000 m <sup>2</sup> .
BACKGROUND	Established in 2012, the company produces wheat flour that is used for bakeries, food processing factories and retail consumers. The company has its own marketing channels with a sales team.
INVESTMENT PROPOSAL	The company is planning to diversify into macaroni production in view of high market demand. At an estimated investment of 6.5 million USD, the new project plans to produce 7,000 tons of macaroni annually. The company is looking for international partnerships that can bring operational expertise as well as provide access to new markets.



## LOVE GRASS AGRO PROCESSING PLC

ADDRESS	Kasanchis, Enat Tower, 5 <sup>th</sup> Floor, Office No.505, P.O.Box 10262
CONTACT	Mr. Eyob Tesfaye, Deputy Managing Director Email: eyob@hornfinance.com Phone: +251-966-216817
YEAR OF ESTABLISHMENT	2015
ANNUAL SALES	Yet to be operational
TOTAL EMPLOYMENT	170 (incl. 20 part-time)
MAIN PRODUCTS	Gluten Free Pasta, Energy Drinks, Gluten Free Snacks, Breakfast Cereals
PRODUCTION VOLUME	<p>Nominal Capacity:</p> <ul style="list-style-type: none"> <li>• Gluten Free Pasta- 1 Ton /hr</li> <li>• Energy Drinks- 250 Kg/hr</li> <li>• Gluten Free Snacks- 300 Kg/hr</li> <li>• Breakfast Cereals- 100 Kg/hr</li> </ul>
PRODUCTION FACILITIES	<p>All the machinery from milling, processing, packing and testing are state of the art to ensure the maximum food quality and safety with zero rate error. The company already procured machinery from Italy, Germany, USA &amp; India. As the project is targeting the European market which is known for stringent food safety policies, the warehousing, processing, packing and shipping systems to be in place will be based on European standards. The project will have storage silos, a milling plant, food processing machinery and packaging plants. Production facilities will be HACCP, BRC and IFS certified. The location of the plant is just 25 Km from Addis Ababa, and 1 km from the main road with proper access road and all the necessary utilities. The plant is served with installed high capacity 2MW electric supply (2000 KVA), with own underground water.</p>
BACKGROUND	<p>This is a start-up company based in Ethiopia with a UK based sales and marketing network for the European Union. It plans to produce and market gluten-free products like pasta, energy drinks, bakery products, granola cereals and bars from ancient and whole grains mainly found in Ethiopia such as Teff.</p>
INVESTMENT PROPOSAL	<p>The company has started implementing the project focused on the production of gluten free products. The project is yet to be operational with plant and machinery procured and facilities prepared. The company is now looking for an international partner interested in establishing a joint venture. The estimated investment cost is 11.5 million USD, where part equity is already invested by the existing project promoters.</p>

## MAKELIT FOD COMPLEX

ADDRESS	Assela Town – Arsi Zone, Oromia Region, Ethiopia
CONTACT	Mr. Mesfin Agezew E-mail: makilitfoodcomplex19@gmail.com Phone: +251 223 314696
YEAR OF ESTABLISHMENT	2005
ANNUAL SALES	2.04 million USD ( 2017)
TOTAL EMPLOYMENT	510
MAIN PRODUCTS	Wheat flour and biscuits
PRODUCTION VOLUME	Biscuits – 6,919 tons ( 2017) Wheat Flour- 12600 tons ( 2017)
PRODUCTION FACILITIES	The plant is composed of packaging materials, raw materials and finished products stores, a large flour factory, three distinct biscuit factories, one macaroni factory, office buildings, heavy duty weigh-bridge and large parking space; all located within a 15,000 m2 compound.
BACKGROUND	The company is a privately owned food factory established in Asella town of Oromia region of Ethiopia. Since 2005, it has been producing and selling wheat flour from its production facility. In 2015, it stepped into value added items from wheat flour and started producing biscuits under the brand name “Tempo”. Since then, the company have been enlarging its biscuits portfolio with different flavours and mixes.
INVESTMENT PROPOSAL	The company plans to expand its biscuit production capacity by introducing new lines which will lead to annual production of 9,360 tons of different types and flavours of biscuits. At an estimated cost of 2.1 million USD, the national investor is looking for international partners for equity participation, new markets access and expertise in technology management.

## MERXY TRADING PLC

ADDRESS	Bole Medihanealem, Addis Ababa, Ethiopia. Bole Sub-City, Woreda 3 BL 821 <sup>st</sup> Ethiopia
CONTACT	Mr. Hailegiorgis Mehrate, General Manager, Phone: +251932977676, +251913890992 Email: hailegiorgism@gmail.com
YEAR OF ESTABLISHMENT	2014
ANNUAL SALES	50,000 USD
TOTAL EMPLOYMENT	55 (incl. 5 part-time)
MAIN PRODUCTS	Teff based gluten free pancakes and crackers
PRODUCTION VOLUME	60 Tons
PRODUCTION FACILITIES	The company has acquired land on lease, 5,000 m <sup>2</sup> in size and is currently constructing the plant building as per requirements of the new project. The current facility comprises of a small scale line of equipment from teff screening machine to a teff milling stone mill and a baking oven and mixer. The project is still in its implementation phase which will lead to a production capacity of 1T/hr capacity. The project is expected to be operational by August, 2019. The company facilities are located in Addis Ababa, near Bole area.
BACKGROUND	The company works on the development of healthy and nutritious food products from the ancient grain TEFF. The company is planning to establish a state of the art teff milling and mixing factory in Debre Birhan Town, some 120 km north of the capital Addis Ababa, where the best variety of high land teff is grown, for processing teff into a variety of value added products earmarked for the local as well as for export markets.
INVESTMENT PROPOSAL	The company plans to expand its small scale unit to a modern plant with larger capacities of production to produce teff flour, baking mixes and crackers. At an estimated investment of 1.8 million USD, the national investor of the company is looking for an international partner for equity participation in the joint venture, technical expertise and market access.

# MIRONA INDUSTRIES PLC

ADDRESS	Rural Finifine Special Zone, Woreda Berak, Kebele -Lega Bolo Lega Bari, Oromia, Ethiopia
CONTACT	Ms. Anchinesh Tesfaye Email: Anchinesh.tesfaye@gmail.com Phone: +251 911202168
YEAR OF ESTABLISHMENT	2010
ANNUAL SALES	3.4 million USD (2017)
TOTAL EMPLOYMENT	330 (incl. 14 part-time)
MAIN PRODUCTS	Production of Candies and Chewing gum
PRODUCTION VOLUME	Candy- 1,876 tons (2017) Chewing gum- 330 tons (2017)  The company has five different production lines for chewing gum production and two for candy (hard boiled and lollipop). This includes <ul style="list-style-type: none"> <li>• Candy/chewing gum packing /wrapping machine</li> <li>• Chewing gum extruder machines</li> <li>• Boiling machine</li> <li>• Mixers</li> <li>• Lollipop rapper</li> <li>• Electric generator</li> <li>• Simple quality assessment laboratory</li> <li>• Employee personal equipment protection facilities</li> </ul>
PRODUCTION FACILITIES	
BACKGROUND	A woman led business initiative, Mirona Industry PLC was established in 2010 as a family business. The promoter has over a decade of experience in the confectionary business in the importation of candies, chocolates and other products before deciding to embark on production in 2010. The company owns its production facility, located on a 10,000 m <sup>2</sup> lease land on the outskirts of Addis Ababa with a total built up area of 4000 m <sup>2</sup> .
INVESTMENT PROPOSAL	The company is looking to expand its production capacity to include modern machineries to tap export markets in the neighbouring countries. The proposed project at an estimated cost of 7.5 million USD will target an annual sales of 40 million USD with 40% sales through exports. The national investor is interested in an international partnership in the form of a joint venture and willing to invest own equity into the project.

## MOYA FOODS PLC

ADDRESS	Finfine Area Especial Zone, Dukem town, Oromia, Ethiopia
CONTACT	Mr. Samuel Zemui Email: szemui@moyafood.com Phone: +251911505151
YEAR OF ESTABLISHMENT	2012
ANNUAL SALES	1.4 million USD (2017)
TOTAL EMPLOYMENT	415
MAIN PRODUCTS	Production of biscuits
PRODUCTION VOLUME	Biscuits – 155,135 Cartons (2017)
PRODUCTION FACILITIES	<p>The existing factory has four storey buildings for office and production facility on 1,500 m<sup>2</sup> land. The plant has semi-automated machineries procured from Italy and Germany, covering the following functions:</p> <ul style="list-style-type: none"> <li>• Cream mixing</li> <li>• Dough mixing</li> <li>• Moulding</li> <li>• Cooking machine or ovens</li> <li>• Creaming /decorating</li> <li>• Packing and labelling</li> </ul>
BACKGROUND	<p>The company has its own distribution vans. It is based in Addis Ababa.</p> <p>The company is one of the few biscuit producing factories which supply high quality biscuits at a competitive price to local customers. The promoters are well-known business men in the area of flour milling, bread and cake production and have been in the bakery business more than forty years with well-organized management and production systems.</p>
INVESTMENT PROPOSAL	<p>The company is interested to launch a new project for biscuit production where the target market will be lower income groups to be provided with quality biscuits at competitive pricing. The new project, with an estimated investment cost of 4 million USD, is expected to generate annual revenue of 1.5 million USD. The national investor is looking for international partnerships where equity infusion and market access will be the primary requirements in the joint venture.</p>

## NETSANET ASSEFA GEBREMARIAM PLC

ADDRESS	Kotebe , Addis Ababa, Ethiopia
CONTACT	Ms. Netsanet Asefa Phone: +251-911-678187 Email: edadembaleтина@yahoo.com
YEAR OF ESTABLISHMENT	2010
ANNUAL SALES	1,549,130 USD (2017)
TOTAL EMPLOYMENT	169 (incl. 10 part-time)
MAIN PRODUCTS	Injera production
PRODUCTION VOLUME	Injera- 750 tons (2017)
PRODUCTION FACILITIES	The Teff injera production line has an annual production capacity of 1,000 tons annually. The production process includes machinery for milling, dough-making, oven for baking and packaging. The production process is ISO certified. The project plant is located in Addis Ababa in factory land of 700 m².
BACKGROUND	The company was established in 2010. The company is producing Injera and other Ethiopian food items from teff. The national investor is in the business of Injera production for more than 8 years. The existing Injera production plant produces 1,000 tons annually, sold mostly in the export market. The company has its own marketing channels.
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. The project, at a cost of 1.5 million USD is expected to generate annual revenue of 3 million USD. The national investor is looking for international partnerships that can bring in expert support in equipment purchase and technical expertise in the production process.

## NIB CANDY FACTORY

ADDRESS	Tatek Industrial Zone, Oromia Ethiopia
CONTACT	Mr. Elias Teshome, Deputy Manager Phone: +251-911204023 Email: mailnet@ethionet.et
YEAR OF ESTABLISHMENT	2008
ANNUAL SALES	3 million USD (2017)
TOTAL EMPLOYMENT	189 (incl. 55 part-time)
MAIN PRODUCTS	Candy and chocolate production
PRODUCTION VOLUME	1,800 Tons (2017)
PRODUCTION FACILITIES	<p>The production facility established in the total land area of 15,000 m2 in which different buildings cover an area of 7,500 m2, including offices, a production room, raw material and final product storehouses.</p> <p><b>Machineries available</b></p> <ul style="list-style-type: none"> <li>• Candy and chocolate packing/wrapping machine</li> <li>• Chocolate processing machine</li> <li>• Lollipop stick preparation machine</li> <li>• 380Kv electric power and 400kv stand by generator</li> <li>• Quality assessment laboratory</li> <li>• Employee personal equipment protection facilities</li> </ul>
BACKGROUND	<p>The promoter of the company started production of different kind of candies at household level in 1970. After 2008, the company expanded and built the new production facility in Tatek Industrial Zone in the outskirt of Addis Ababa, where new varieties at an increased capacity of production are produced. The company has developed a well trusted brand name in the business through quality, distribution, and customer service.</p>
INVESTMENT PROPOSAL	<p>The company wants to expand in both production capacity and in accessing new markets. The company wants to benefit from the changing life style market demand of and increasing demand for quality products of growing middle class in the country. The envisaged project is intended to produce high quality candy and chocolate with fully automated production line with an estimated investment of 720,000 USD. The national investor is looking for a foreign partner, who is willing to cooperate to find international markets especially in the Middle East either through subcontract basis or providing marketing licenses.</p>



# SANATE FOOD PROCESSING COMPANY

ADDRESS	Oromia Region; Shashemene Town, Ethiopia
CONTACT	Mr. Mohmedsani Kadir Phone: +251911490744 Email: Sanatefood15@gmail.com
YEAR OF ESTABLISHMENT	2011
ANNUAL SALES	2.2 million USD (2017)
TOTAL EMPLOYMENT	160
MAIN PRODUCTS	Wheat flour production
PRODUCTION VOLUME	22776 Tons (2017)
PRODUCTION FACILITIES	The factory has one production line. The machinery was purchased along with the factory in 2011, which is now eight years old. The flour milling machine has a production capacity of 104 tons/day but presently running at 78 tons/day. The project site is accessible by asphalt road, supply of power and water is sufficient and reliable. To overcome any electricity shortage, the enterprise uses its own mitigation measure by providing a generator.
BACKGROUND	Sanate Food Processing Company was established in 2011, in Shashemene Area of Oromia region. The promoter of the company has been in the business of flour milling for last eight years. The company has its own marketing channels with a sales team. The existing flour mill plant produces 104 tons of wheat flour a day that is used for bakeries, food processing factories and private consumers.
INVESTMENT PROPOSAL	A prominent company in the business of wheat flour milling in Ethiopia and catering to the domestic market is interested to diversify its product portfolio by setting up a plant for macaroni production. The estimated investment in the new venture is 1.9 million USD, which is expected to produce 7,500 tons of macaroni annually. The company is looking for international partnerships which can bring in expertise in equipment sourcing, providing market access and management support.

## SEMIRA INJERA PROCESSING

ADDRESS	Addis Ababa, Ethiopia
CONTACT	Mr. Ali Usman Phone: +251911875713 Email: jimaster@emirates.Aet.com
YEAR OF ESTABLISHMENT	2011
ANNUAL SALES	979,690 USD (2017)
TOTAL EMPLOYMENT	45
MAIN PRODUCTS	Teff Injera
PRODUCTION VOLUME	Teff Injera – 607 Tons (2017)
PRODUCTION FACILITIES	The Teff injera production line has a production capacity of 682 ton annually. The production process includes machinery such as a milling machine, dough-making machine, oven for baking and packaging machine. The company is based in Addis Ababa and its facilities are housed within a 1,000 m <sup>2</sup> land taken on rent.
BACKGROUND	Established in 2011, the company is 100% export-oriented, mainly to the United Arab Emirates.
INVESTMENT PROPOSAL	The company plans to expand its annual production capacity to 1,500 tons with the introduction of new machinery requiring an investment of 1 million USD. The national investor wants to establish a partnership with a foreign company to access required technical and international marketing expertise.

## T.M. FOOD COMPLEX PLC

ADDRESS	Adama Town, Oromia Regional State, Ethiopia
CONTACT	Mr. Testi Mohammed Email: ikhltesty@gmail.com Phone: +251221118176
YEAR OF ESTABLISHMENT	2005
ANNUAL SALES	2.6 million USD (2017)
TOTAL EMPLOYMENT	330 (including 20 seasonal)
MAIN PRODUCTS	Wheat flour and Biscuits
PRODUCTION VOLUME	Wheat flour – 36,000 tons (2017) Biscuits – 17,800 tons (2017)
PRODUCTION FACILITIES	Production facilities for both wheat mill and biscuit production is hosted in a land area of 10,000 m <sup>2</sup> . The company is producing biscuit and wheat flour using automated production lines with a capacity of 200 tons/day and 300 tons/day, respectively. Machinery based on Turkish technology was purchased along with the factory facilities in 2005. The company is located in Adama town, about 100 km in the East of Addis Ababa.
BACKGROUND	The company is in the business of wheat flour milling and biscuit production. The company has been able to sell the produce in the supermarkets, retail shops and bakeries.
INVESTMENT PROPOSAL	The company wants to diversify its current business by including the production of macaroni. The new project at an estimated cost of 6.2 million USD will produce 10,800 tons of macaroni annually. The national investor is interested to partner with international counterparts who could contribute with technical and marketing expertise as well as the provision of capital for the new project.

## TANA HAYIK FOOD PROCESSING PLC

ADDRESS	Bahirdar Town, Amhara Region, Ethiopia
CONTACT	Mr Abebe Wuletaw Phone: +251918341534
YEAR OF ESTABLISHMENT	2015
ANNUAL SALES	2,052,117 USD (2017)
TOTAL EMPLOYMENT	126
MAIN PRODUCTS	Wheat flour
PRODUCTION VOLUME	Wheat flour – 3,150 Tons (2017)
PRODUCTION FACILITIES	The factory has one production line for wheat flour production. Machinery from Turkey was purchased along with the factory. The packaging process is done manually. The plant is located at about 550 km, north of Addis Ababa, in Bahirdar Town, Amhara Region. Company facilities are housed within a 6,500 m <sup>2</sup> land area leased for 50 years.
BACKGROUND	The company is currently engaged in the production of wheat flour serving the local market.
INVESTMENT PROPOSAL	The company plans to expand and diversify its current production with the production of biscuits and macaroni. The estimated investment of the project is 3m million USD, which is expected to produce 9,000 tons of macaroni and 2,970 tons of biscuits annually. The project promoters are looking for international partners to establish a joint venture initiative based on equity participation and technical and marketing expertise contribution.

## TAPU PREPARED FOOD INC

ADDRESS	Addis Ababa, Ethiopia
CONTACT	Mr. Markos T. Gizaw Phone: +251 921914059 Email: info@tapusfoods.com
YEAR OF ESTABLISHMENT	2010
ANNUAL SALES	948,081USD (2017)
TOTAL EMPLOYMENT	130
MAIN PRODUCTS	Production of bakery items, steam bread, cultural food, Injera and balitena
PRODUCTION VOLUME	Bakery Items- 196,372 Kg Bread- 134,044 Kg Doro Wot- 2,172 Kg Injera- 489,664 Kg Balitena- 1,492 Kg (2017-18)
PRODUCTION FACILITIES	Production facilities located in Addis Ababa Town, consist of bread, steam bread, cultural food, Injera and balitena processing equipment. Equipment includes bread making, dough mixing, small processing and packaging machines. The company has a vehicle fleet for the transportation of both finished and raw material products.
BACKGROUND	The company caters for the domestic and export markets. The main domestic market segments include supermarket chains and retail shops. The company is fully compliant with various standards issued by the Ethiopian Nutrition Institute, the Addis Ababa Bureau of Health etc.
INVESTMENT PROPOSAL	The company plans to expand its production capacities to consolidate its market presence. The expansion project at an estimated cost of 600,000 USD is expected to generate annual revenue of 3.8 million USD. The national investor is looking for an international partner for equity infusion as well as provide access to new markets.

## TEWODROSE ASERSE TEFF INJERA PLC

ADDRESS	Addis Ababa, Ethiopia
CONTACT	Mr. Tewodrose Aserse Phone: +251911618615 Email: teddybyy@gmail.com
YEAR OF ESTABLISHMENT	2012
ANNUAL SALES	517,000 USD (2017)
TOTAL EMPLOYMENT	42 (incl. 10 part-time)
MAIN PRODUCTS	Teff Injera
PRODUCTION VOLUME	Teff Injera – 250 tons (2017)
PRODUCTION FACILITIES	The production plant is located in Addis Ababa within an area of 850 m <sup>2</sup> land. The Teff Injera production line has a production capacity of 357 tons annually including milling, dough making, primary and secondary fermentation, and baking machines. The packaging is done manually.
BACKGROUND	The company is an established business with a strong foothold in domestic and export markets (mainly to the USA).
INVESTMENT PROPOSAL	The company plans to expand its annual production capacity to reach 550 tons annually with an estimated investment of 1.8 million USD. The national investor is looking for international partnerships that will provide access to new markets and bring in operational expertise.

# THBM INDUSTRY PLC

ADDRESS	Amhara Region; East Gojjam Zone; D/Mareqos, Ethiopia
CONTACT	Mr. Hailemichael Tessema Mekonen Phone: +251934641109 Email: hailutessema@yahoo.com
YEAR OF ESTABLISHMENT	2015
ANNUAL SALES	8.9 million USD
TOTAL EMPLOYMENT	140
MAIN PRODUCTS	Wheat Flour
PRODUCTION VOLUME	13, 230 Tons (2017)
PRODUCTION FACILITIES	The company's factory facilities are situated at about 300 km, in the North of Addis Ababa, in Debremarekos Town, Amhara Region. The factory is located in a land received on a 80 year lease. The existing production facility of wheat milling is located within a land area measuring 15,000 m <sup>2</sup> . The flour milling machine is originally purchased from China.
BACKGROUND	The company is a family owned business mainly engaged in flour milling. The existing flour mill plant produces wheat flour that is used for bakeries, food processing factories and private consumers. The company has its own marketing channels with a sales team.
INVESTMENT PROPOSAL	The company is planning to diversify its business into production of hard biscuits. With an estimated investment of 3.2 million USD, the company plans to produce hard biscuits with an annual production capacity of 2,980 tons. In addition to capturing more of the domestic market, the company would like to step up its export orientation, tapping neighbouring country markets such as Somalia and South Sudan. The national investor is looking for foreign investment not only to bring in equity but also management and technical expertise.



## UNIQUE FLOUR AND MACARONI FACTORY

ADDRESS	Amhara Regional state, Bahir Dar City, Ethiopia
CONTACT	Mr. Birhanu Adugna Phone: +251918353939 Email: uniquemacaroni@gmail.com
YEAR OF ESTABLISHMENT	2017
ANNUAL SALES	3.2 million USD (2017)
TOTAL EMPLOYMENT	70 (incl. 20 seasonal)
MAIN PRODUCTS	Wheat flour - 13,950 tons (2017) Macaroni - 4320 tons (2017)
PRODUCTION VOLUME	Wheat flour and macaroni production 14.4 tons/day and 46.5 tons/day respectively.
PRODUCTION FACILITIES	The company is producing macaroni and wheat flour using automated production of capacities. Machinery and equipment is relatively new and it was sourced from Turkey. The factory is located in Bahir Dar City, about 550 km, in the North of Addis Ababa, Amhara Region.
BACKGROUND	The company has just recently commenced operations and the flour and macaroni produced by the factory is sold to supermarkets, retail shops and bakeries.
INVESTMENT PROPOSAL	The company is interested to expand its production with an additional line of pasta production. The cost of the new project is estimated at 9 million USD. The company is interested in establishing a joint venture with international partner(s) to provide technical expertise in pasta production and support its plans for international market access.

## ZLN GENERAL BUSINESS PLC

ADDRESS	Addis Ababa, Ethiopia
CONTACT	Mr. Fisha Phone: +251913547621 Email: danmulu2011@gmail.com
YEAR OF ESTABLISHMENT	2010
ANNUAL SALES	2,147,930 USD (2017)
TOTAL EMPLOYMENT	137 (incl. 15)
MAIN PRODUCTS	Teff Injera
PRODUCTION VOLUME	Teff Injera - 1332 ton (2017)
PRODUCTION FACILITIES	The Teff Injera production line has an annual production capacity of 2,000 tons. The production process includes milling, dough-making machines, an oven for baking and packaging facilities. The factory is situated in Addis Ababa within a 20,000 m <sup>2</sup> area taken on 40 years lease.
BACKGROUND	The company has been in the business of Injera production for the past 8 years and production is predominantly geared to the export market.
INVESTMENT PROPOSAL	The company plans to expand its annual production capacity from the current 2,000 to 3,500 tons through an estimated investment of 2 million USD. The national investor is looking for an international partnership that will bring in expertise in equipment sourcing as well as provide access to new international markets.

## YONI INTERNATIONAL PLC

ADDRESS	Addis Ababa, Ethiopia
CONTACT	Mr. Hashim Abidukee Email: yoniinternationalplc@gmail.com Phone: +251 911518050
YEAR OF ESTABLISHMENT	1998
ANNUAL SALES	2,747,640 USD (2017)
TOTAL EMPLOYMENT	152
MAIN PRODUCTS	Injera fresh and packed
PRODUCTION VOLUME	Teff Injera - 1703 gtons (2017)
PRODUCTION FACILITIES	The company's factory is located in Addis Ababa and consists of production facilities with annual installed capacity of 2,500 tons of Injera powder from Teff. Other facilities include milling and dough making machinery, a fermentation unit, baking oven and packaging units.
BACKGROUND	For the past 20 years, the company has been successfully running a fully integrated Injera production. It produces exclusively for export markets with strong presence in diverse countries such as Kuwait, Bahrain, the United Kingdom, the United States, the United Arab Emirates and Canada.
INVESTMENT PROPOSAL	The company wants to strengthen its market-share by increasing its production capacity and widening its marketing channels. The proposed project foresees an estimated investment of 1 million USD aimed at increasing annual production capacities to reach 3,000 tons. The company is looking for international investor(s) who can bring technical expertise in production

## 2.8 Other Food and Beverages

### JARA AGRO INDUSTRY

ADDRESS	Wolyeta Zone, SNNPR, Ethiopia
CONTACT	Mr. Tadle Jara Email: araagro@gmail.com Phone: +251911-207758
YEAR OF ESTABLISHMENT	2014
ANNUAL SALES	370,000 USD (2018)
TOTAL EMPLOYMENT	1,532 (including 1500 seasonal)
MAIN PRODUCTS	Fruit and Vegetable farm
PRODUCTION VOLUME	Production yet to start
PRODUCTION FACILITIES	<p>The company has available investment land, located in Wolyeta Zone, SNNPR for which it has completed a full site building plan. The company has storage facilities in the farm and farm equipment such as tractors, dozers, vehicles, etc. The factory is located near Hawassa-Addis Ababa express road and international airport. Land has fully functioning drainage systems for removing effluents. Given the sector of operation falls under Government priority, water, telecommunication and power supply are adequately addressed.</p>
BACKGROUND	<p>The company's present business line concerns the production of agricultural commodities such as fruit and vegetables earmarked for the local market. The company now wants to expand the business by integrating farm cultivation to processing and exporting with the establishment of a new tomato processing plant in the Belatie area, adjacent to its own farm.</p>
INVESTMENT PROPOSAL	<p>The company has designed a new processing line for the production of tomato ketchup and paste which is expected to have an annual capacity of 5,400 and 30,600 tons respectively. The proposed project is estimated to cost 5.8 million USD and production is expected to be sold in both domestic and export markets, especially the East African market. The company is looking for equity investment from abroad to enable it to match its estimated capital requirements and as a contribution of technical expertise in machinery procurement and support in market access.</p>

## KUNIS BARI GENERAL TRADING PLC

ADDRESS	Sabbata City Administration, Sebeta Town Finfinne Special Zone, Oromia Regional State, Ethiopia
CONTACT	Mrs. Fatuma Phone: +251-0930 07 07 67 Email: kunisbaritrading@gmail.com
YEAR OF ESTABLISHMENT	2011
ANNUAL SALES	New project
TOTAL EMPLOYMENT	200
MAIN PRODUCTS	Production of medical fluids and medication
PRODUCTION FACILITIES	The owners of the company are in possession of a 100,000 m <sup>2</sup> land area which comprises two large warehouses ready to host machinery installation. Electricity power, up to 2MW, is secured on site.
BACKGROUND	The company, originally engaged in spring water processing, produces 200 hectolitre of water per day at its spring water processing plant.
INVESTMENT PROPOSAL	The project will enable the company to diversify its product offering by initiating the production of medical fluids and medicinals. The investment ticket for this project is estimated at 23 million USD and once operational it is forecasted to generate additional annual revenue of 15 million USD. The promoters of the project are looking for an international partnership that will provide technical expertise in the procurement of machinery and equipment as well as contribute to market expansion.

## THEDAY AGRO INDUSTRY PLC

ADDRESS	Kefele/Ketema Bole, Woreda 03 House No 255/28-8 Bole Road, Addis Ababa, Ethiopia
CONTACT	Mr. Yezichalem Kassa Phone: +251911203831 Email: Yezich@thedayjam.com
YEAR OF ESTABLISHMENT	2011
ANNUAL SALES	146,000 USD (2017)
TOTAL EMPLOYMENT	65
MAIN PRODUCTS	Fruit jam processing
PRODUCTION VOLUME	Fruit Jam – 65 Tons (2017)
PRODUCTION FACILITIES	<p>The company has a well established factory located in Oromiya Region in Finefine Zuria Zone near Addis Ababa. The factory includes the following facilities include available at the project site: fruit reception, preparation room, cold room, mixing room, processing, serializing, filling, cooling, labelling, cartooning hall, laboratory or quality control room, stores, changing rooms including rest and shower room, staff cafeteria, office and other facilities.</p>
BACKGROUND	<p>Since its conception, the company has become a pioneer in the market with its household brands well-known in the domestic market. The owner is a woman entrepreneur with the distinction of 70% of its employees being female.</p>
INVESTMENT PROPOSAL	<p>The company is interested in diversifying its product line by producing tomato ketchup and sauce using its established brand name. The project has an estimated investment ticket of 3.5 million USD. The company is looking to partner with an international company which can contribute with capital (through equity or debt), bring in technical expertise and assist in the penetration of new markets.</p>

## YESUF PEANUT BUTTER PROCESSING INDUSTRY

ADDRESS	Amhara Region, Ethiopia
CONTACT	Mr. Yesuf Mohammed Phone: +251-0918042410 Email: Indudev2009@gmail.com
YEAR OF ESTABLISHMENT	2004
ANNUAL SALES	137,000 USD (2017)
TOTAL EMPLOYMENT	37 (incl. 7 part-time)
MAIN PRODUCTS	Peanut butter
PRODUCTION VOLUME	Peanut butter - 1350 quintal (2017)
PRODUCTION FACILITIES	<p>The company has a peanut butter processing plant located in Gondar. The annual production capacity of this plant is 2,510 quintals. The plant has quality standard certification of the Ethiopian standardized Agency (ESA) as well as a fair trade certification. The company sources the peanut by either procuring directly from farmers or through designated traders.</p> <p>The site of the factory in Amhara has the required drainage system for removing effluents. The water is made available by the Government and the company has applied for commercial electricity connection, which is under process.</p>
BACKGROUND	<p>The company is a private agro-processing company established in September 2004. The company processes roasted peanut, producing peanut butter for the domestic market.</p>
INVESTMENT PROPOSAL	<p>The company wants to modernize its processing capabilities to produce bottled peanut butter and nuts in cans. The project is estimated at 0.4 million USD which will cover new machinery and the working capital requirements. The company is looking for an international partnership which can contribute financially and technically to the project.</p>





# 3. MEAT AND DAIRY

## 3.1 Dairy processing and related products

### 7 D FOOD FACTORY

ADDRESS	N. Lafto, Addis Ababa, Ethiopia
CONTACT	Mr. Nahusenay Mamo Phone: +251 911 50 52 52 Email: ccbg2006@gmail.com
YEAR OF ESTABLISHMENT	2013
ANNUAL SALES	313,000 USD (2017)
TOTAL EMPLOYMENT	28
MAIN PRODUCTS	Plain and flavoured Yoghurts
PRODUCTION VOLUME	Yoghurts- 333 cups of 300 ml size per day
PRODUCTION FACILITIES	<p>Production facilities and assets includes:</p> <ul style="list-style-type: none"> <li>• Reception tank 500 liter</li> <li>• Small tank 1 &amp; 2 (5000 and 2000 lt resp.)</li> <li>• Cream separator (3000 lt per hr)</li> <li>• Standardization tank (1000 lt)</li> <li>• Homogenizer (300 lt per hr)</li> <li>• Pasteurizer 1 &amp; 2 (1000 lt each)</li> <li>• Incubation tank (1000 lt )</li> <li>• Incubator (1000 lt )</li> <li>• Filler machine (40 lt per min)</li> <li>• Manual fill and packaging machine</li> <li>• Ultra filtratin</li> <li>• Cream pasteurizer</li> <li>• Butter churner</li> <li>• Butter mold</li> <li>• Cheese vat (2000 lit)</li> <li>• Cheese stretching machine</li> <li>• Cold room</li> <li>• Incubation room</li> <li>• Refrigerator</li> <li>• CIP tank</li> <li>• Chiller</li> <li>• Boiler</li> </ul>

## BACKGROUND

The company, established in 2013, is located in N. Lafto, Addis Ababa, and is engaged in the manufacturing of diversified processed food products. The company initially started with production of snack food items but gradually shifted to the production of diversified dairy products. Primarily, the product distribution is targeted to the domestic market, with some exports directed to the neighbouring country of Djibouti.

## INVESTMENT PROPOSAL

The company is proposing a new project which will enable it to produce pasteurised milk (normal and flavoured), and expand capacity for cheese and cream products in addition to various types of yoghurts. The foreseen investment is estimated at 0.5 million USD and the company would like to partner with international investor(s) who can contribute with equity and technical expertise.

## ADA MILK PROCESSING COOPERATIVE

ADDRESS	Bishoftu, Oromia, Ethiopia
CONTACT	Mr. Kassu Abebe Phone: +251 906 34 89 37 Email: Kabebe545@gmail.com
YEAR OF ESTABLISHMENT	1996
ANNUAL SALES	695,000 USD (2017)
TOTAL EMPLOYMENT	54
MAIN PRODUCTS	Production of dairy products like pasteurized milk, yogurt, butter and cream.
PRODUCTION VOLUME	2,300 Lt/day (2017)
PRODUCTION FACILITIES	The milk processing plant has a processing capacity of 15,000 liters per day. Components of this plant include units for milk reception, milk heat treatment, liquid milk packaging, yoghurt cup filling, butter churning, cream pasteurizing, incubation room and cold store facilities. Other facilities include an ice builder machine, air compressor, electricity generator and standard electricity power and water supplies. The cooperative has the knowledge and facility for milk quality checks in its microbiology and chemistry laboratory test facilities.
BACKGROUND	The business entity was established in 1996 in the form of a cooperative for the production of dairy products such as pasteurized milk, yoghurt, butter and cream under the brand name of Ada Milk. The cooperative is composed of 421 farmers. Ada has 0.5 million USD investment capital in form of land, buildings and milk processing plant.
INVESTMENT PROPOSAL	In a bid to increase competitiveness, the Union is planning to expand its processing capacity as well as diversify into animal feed production, as a result providing backward linkages to the needs of its members. The Union is looking for an international investor who could partner with the Union to infuse capital for the machinery and enhanced working capital. The estimated investment cost of the project will be around 220,000 USD.

## DOBI & ITS SURROUNDING AREA AGRO INDUSTRY (CAMEL MILK PROCESSING) PLC

ADDRESS	Semera, Afar, Ethiopia
CONTACT	Dr. Endris Feki Ahmed Phone: +251-911-07-28-76 Email: endrisf@yahoo.com
YEAR OF ESTABLISHMENT	2010
ANNUAL SALES	1.5 million USD (2017)
TOTAL EMPLOYMENT	200 (incl. 60 part-time)
MAIN PRODUCTS	Raw Camel Milk
PRODUCTION VOLUME	Raw Camel milk- 15,000 Litre (2017)
PRODUCTION FACILITIES	The company owns a dairy farm consisting of 1,500 camels and 300 milking cows which are of domestic breed at 80 % calving rate. Average yield per cow is estimated at 5 litres per day. Overall daily total production of milk is about 1,500 litres. Moreover, the company also has fodder (alfalfa), silage (maize) and hay (pasture) production units on its own farm. The factory also collects raw milk from local milk traders, and pastoralists from various farmers in the Afar Region.
BACKGROUND	The newly established company runs a cattle and camel farm producing raw milk. The owner has varied business interests ranging from salt processing, camel husbandry, hotel & restaurant business and related activities.
INVESTMENT PROPOSAL	The company has just started with the camel cattle farm business which aims to produce pasteurised milk and other dairy products. The processing plant is to be set up with an estimated investment of 10 million USD which is expected to generate annual revenue amounting to 5 million USD. The company is seeking a partnership with an experienced foreign investor who can join as equity partner and support business development through know-how and technology transfer for dairy production and processing, as well as a market for finished products. The local investor already operates a milk processing factory, 2,800 m <sup>2</sup> which houses numerous state-of-the-art facilities.



## ENDALKACHEW DAIRY FARM AND MILK PROCESSING

ADDRESS	Adama City, East Shoa Oromia Region, Ethiopia
CONTACT	Mr. Endalkachew Nigatu Phone: +251 911 25 30 99 Email: mirafendalkachew@gmail.com
YEAR OF ESTABLISHMENT	2016
ANNUAL SALES	Commercial production yet to start
TOTAL EMPLOYMENT	16
MAIN PRODUCTS	Milk processing
PRODUCTION VOLUME	Commercial production yet to start
PRODUCTION FACILITIES	<p>The company has imported machinery and equipment for its milk processing unit – with a daily production capacity of 5,000 litres – as well as laboratory equipment to control the quality of production. The company has undertaken investment in the following production facilities:</p> <ul style="list-style-type: none"> <li>• Building and civil works (production room, milk reception area, laboratory room, dressing room, offices, etc)</li> <li>• Milk dumping unit /Reception/ Filter</li> <li>• Raw Milk tank (Collection)</li> <li>• Continuous type pasteurizer</li> <li>• Cold store</li> <li>• Electrical Steam boiler</li> <li>• Refrigeration Section/ Water chiller with tank</li> <li>• Generator (200 KW)</li> <li>• Vehicles (cold chain truck and dump truck)</li> </ul>
BACKGROUND	<p>The company is currently in the pre-production phase having newly installed machinery and equipment in its factory. The owner has extensive experience in dairy sector business as well as running various other business activities such as dairy farming, edible oil processing and hospitality.</p>
INVESTMENT PROPOSAL	<p>The company which is still in its pre-production phase, wants to expand its existing milk processing plant capacity to handle 5,000 litres per day so as to produce additional products such as yoghurt, cheese and butter. The proposed project foresees an investment of 3.2 million USD and the national investor is looking to establish an international partnership for equity arrangement and knowledge transfer.</p>

# LASALLE AGRO PROCESSING

ADDRESS	Meki Town, Oromia State, Ethiopia
CONTACT	Mr. Fikru Bundasie Phone: +251 920 08 64 64 Email: Fikruieng2012@gmail.com
YEAR OF ESTABLISHMENT	2008
ANNUAL SALES	90,909 USD (2017)
TOTAL EMPLOYMENT	203
MAIN PRODUCTS	Agro processing business focused on dairy products like cheese, wine farming and production of wine beverage.
PRODUCTION VOLUME	Cheese – 10 kg/daily (2018)
PRODUCTION FACILITIES	<p>Production facilities and assets</p> <ul style="list-style-type: none"> <li>• Reception tank 600 liter</li> <li>• Plain Yogurt packaging machine (500 liter per hr)</li> <li>• Flavoured Yogurt packaging machine (50 liter per hr)</li> <li>• Vacuum packaging (5,000 kg per day)</li> <li>• Cream separator</li> <li>• Vat Pasteurizer (600 liter per day)</li> <li>• Incubator (500 liter per hr)</li> <li>• Ice Cream machine</li> <li>• Butter churner (25 liter per 0.5hr)</li> <li>• Milk storage tank (1,000 liter per hr)</li> <li>• Cheese vat</li> <li>• Cold room</li> <li>• Refrigerator</li> </ul>
BACKGROUND	<p>Established in 2008, the company is engaged in the manufacturing of various processed food items as well as a winery. The company is presently producing three different types of cheese such as Caciotta, Lactica and Parlina.</p>
INVESTMENT PROPOSAL	<p>The company plans to expand its existing business by including concentric diversification to produce pasteurised milk, yoghurt and butter. At an estimated investment cost of 0.72 million USD, the new project will produce daily 10,000 litres of milk, 500 kg of yoghurt and 20 kg of butter. The company is looking to partner with an international company for infusion of equity investment, technical expertise in production technology and support in market access.</p>

## LIFE AGRO INDUSTRY PLC

ADDRESS	Sululta, Oromia State, Ethiopia
CONTACT	Mr. G/Egziabher, Phone: +251-911-408218 Email: lifeagroindustry@gmail.com
YEAR OF ESTABLISHMENT	2009
ANNUAL SALES	600,000 USD (2017)
TOTAL EMPLOYMENT	65 (incl. 15 seasonal)
MAIN PRODUCTS	Production of milk and milk products
PRODUCTION VOLUME	Pasteurised Milk: 898,000 Lt (2017) Processed Cheese: 110 Kg (2017) Animal feed: 200 Tons (2017)
PRODUCTION FACILITIES	The company collects its high-grade raw milk directly from its own farming facilities, through linkages with farmers' unions and agricultural research centres as well as through designated traders (fully trained by the company) who procure from the local market. The company has a processing plant for cheese, animal feed and pasteurized fresh milk located in Sululta, 25 km away from Addis Ababa. The processing lines are nine years old, based on Chinese technology.
BACKGROUND	The company 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.
INVESTMENT PROPOSAL	The company is interested to expand its production capacities including developing backward linkages of cattle farming. The company is looking for international partners who will infuse equity in the project as well as bring in expertise to assist the company in retail branding. The total cost of the project is 6 million USD, which will focus on expanded capacity in processed milk, cheese and animal feed.



# MOJO MILK PROCESSING ENTERPRISE

ADDRESS	Modjo Town, Oromia Regional State, Ethiopia
CONTACT	Mr. Tena Sebsbie Phone: +251 930 10 97 15 Email: Shimeta1972@gmail.com
YEAR OF ESTABLISHMENT	2003
ANNUAL SALES	421,876 (USD) (2017)
TOTAL EMPLOYMENT	36
MAIN PRODUCTS	Pasteurized Milk
PRODUCTION VOLUME	Pasteurised Milk – 1,500 Lt/day (2017)
PRODUCTION FACILITIES	<p>The company has the following assets in the plant:</p> <ul style="list-style-type: none"> <li>• Milk boilers, Deep freezers, Homogenizer, Incubator, Lacto flash, Packing machines etc.</li> <li>• Production facilities such as cold rooms Laminar air flow/Micro biological Laboratory, Laboratory rooms with full equipment, Milk Collecting rooms, quarantine room</li> <li>• Transportation facilities like cooler tanker, product distribution truck, raw material collection truck, other vehicles.</li> <li>• In addition, the plant has dressing rooms, guard rooms, office rooms with full furniture, cafeteria, generator</li> </ul>
BACKGROUND	<p>Mojo milk processing enterprise was established in 2003. The factory is located at Mojo town in Oromia Region. The promoter started the business with a very humble beginning by rearing few cows at her own home in Addis Ababa, which was gradually developed into a full-fledged dairy farm and milk processing enterprise. Currently the company has a processing facility with the capacity to process more than 5,000 litres of milk per day, which is sold mostly in Addis Ababa, Adama, Bishoftu and Modjo towns.</p>
INVESTMENT PROPOSAL	<p>The company plans to diversify its production by introducing value added items in form of yoghurt, cheese and butter as well as serve to quadruple the processing capacity of pasteurized milk. The project at an estimated investment of 1 million USD will be able to generate 8 million annual revenues. The domestic company is looking for an international partner for capital infusion as well as support in equipment purchase.</p>

## RUT AND HIRUT MILK COWS BREEDING AND DAIRY PRODUCTION & PROCESSING

ADDRESS	Chacha Town, Amhara Region, Ethiopia
CONTACT	Mr. Hirut Yohannes Phone: +251 115 51 91 54 Email: hderare@yahoo.com
YEAR OF ESTABLISHMENT	2011
ANNUAL SALES	300,000.00 USD (2017)
TOTAL EMPLOYMENT	85
MAIN PRODUCTS	Dairy product processing (milk and milk product processing)
PRODUCTION VOLUME	Pasteurized milk - 3500 Lt/day (2017) Cheese - 50 Kg/day (2017) Yogurt - 1000 Lt/day (2017) Cream - 250 Kg/day (2017)
PRODUCTION FACILITIES	The production facility includes a reception area for raw milk followed by filtration units. The milk passes through cream separators for cream and butter while another production line takes care of pasteurisation using a pasteurizer from where either liquid is packaged or goes for cheese production. The plant has its cold storage units and quality testing facilities.
BACKGROUND	The company was established in 2011 at Chacha District, North West Shoa Zone of Amhara Region. Currently, the company produces a variety of dairy products such as pasteurized milk, yoghurt, cheese, cream and butter. Its sales mainly derive from the consumer market in and around the Ethiopian capital Addis Ababa. The company procures raw milk from 450 women cow owners thus contributing to their livelihood.
INVESTMENT PROPOSAL	The company wants to expand its production capacity and foresees an investment project of around 1 million USD for which the national promoter is looking for international partnership to contribute in equity as well technical expertise.

## M.E.H AGRO INDUSTRY

ADDRESS	P.O.Box: 181054 Sululta, Ethiopia
CONTACT	Mr. Melkam Endale Tel : + 251 930098730, +251 911685516 Email: melkam_3894@yahoo.com
YEAR OF ESTABLISHMENT	2011
ANNUAL SALES	0.48 million USD (2017)
TOTAL EMPLOYMENT	46
MAIN PRODUCTS	Processing raw milk to different products such as pasteurized milk, full cream, natural yoghurt, flavoured yoghurt, cheeses, table butter, and cooking butter.
PRODUCTION VOLUME	1,800,000 litre (2017)
PRODUCTION FACILITIES	<p>The dairy farm component of the company comprises of free stall barns for milking cows, heifers, and calves with concentrate feed and hay store buildings. Sufficient water supply system from 147 meters' deep well water source is available. Barns are designed as per the biological engineering requirement of the herds composition. Feed of the dairy cows are prepared in the farm itself using feed machines installed in the farm. The plant has a milk processing capacity of 24,000 liters per day. Components of this plant include units for milk reception, milk heat treatment, liquid milk packing, yoghurt cup filling, butter churning and cream pasteurizing units, as well as an incubation room and a cold store. The facility unit of this factory includes an ice builder machine, air compressor machine, generator, electric power and water supplies.</p>
BACKGROUND	<p>The company, located in Oromiya Region of Ethiopia, started with a dairy farm consisting 30 low milk yielding indigenous cows. Later, the farm expanded with the introduction of 130 high milk yielding breed dairy cows. In 2017, the company established a milk processing plant with state-of-the-art technologies imported from the Netherlands. Products are sold in Addis Ababa city market with the brand name Zagol.</p>
INVESTMENT PROPOSAL	<p>The company is planning to expand its business to manufacture UHT milk and consolidate its existing business of producing milk and milk products. At an estimated investment of 15 million USD, the national investor would like to tap the domestic and Middle Eastern market demand for UHT milk. The company is looking for an international partner who could assist in equipment purchase, provide technical expertise in operations and infuse capital through equity.</p>

## 3.2 Honey and beeswax processing

### AMBA PLC

ADDRESS	Mekelle, Ethiopia
CONTACT	Mr. Yemane Gebremeskel, GM Email: ambapl@gmail.com Ph. +251914704080, +251930520072
YEAR OF ESTABLISHMENT	2010
ANNUAL SALES	110,000 USD (2017)
TOTAL EMPLOYMENT	56 (incl. 44 part-time or seasonal)
MAIN PRODUCTS	Production of crude honey
PRODUCTION VOLUME	12,000 Kg (2017)
PRODUCTION FACILITIES	Amba PLC has two bee ranches located in the Southern (Endamohoni district) and the South Eastern (Degua Tembiem District) Zone of Tigray. The total area is about 15 hectares of land. Major achievements of the company include establishment of these bee ranches with a total colony of 450 hives, training of 660 beekeeper farmers and the provision of embedded services to small beekeepers.
BACKGROUND	The company was established in 2010 under the name of DebreNathreith Honey and Beeswax production in Tigray region, Northern Ethiopia. In October 2017, the company renamed itself to Amba PLC with the objective of apicultural production and honey processing.
INVESTMENT PROPOSAL	The company plans to process its honey production by setting up a processing plant producing 600 tons of refined honey and 75 tons of beeswax per annum at full capacity. In addition to the processing plant, the project aims to increase the number of beehives in its ranches to cover its crude honey requirements. The project is estimated to cost 1.6 million USD and aims to sell 70% of production through exports. The national investor is looking for a foreign partner who can bring in technical and marketing expertise as well as contribute through equity participation. The company has already secured land within which the foreseen processing plant would be established.

## BENCH MAJI INTEGRATED COFFEE AND BEE PRODUCTS UNION

ADDRESS	SNNPR Bench Maji Zone-Bench, Ethiopia
CONTACT	Mr. Abebe Haylemariam Phone: +251916566125 Email: ahailemariam629@gmail.com
YEAR OF ESTABLISHMENT	2012
ANNUAL SALES	90,000 USD
TOTAL EMPLOYMENT	11
MAIN PRODUCTS	Honey and beeswax processing
PRODUCTION VOLUME	Honey – 30 Tons (2017) Beeswax – 10 Tons (2017)
PRODUCTION FACILITIES	<p>The company rents honey storage and processing house facilities at Bench Maji town which includes a mini honey processing machine. It supplies honey handling materials, manual honey extracting machines and also provides training to cooperatives and small holder farmers and beekeepers. Beekeepers produce honey from the integrated forest coffee production area of Bench Maji zone. Products produced from this area are completely organic and free from any chemicals since they are derived from a wide forest area. Small holder beekeepers produce honey and supply to their cooperatives and the cooperatives bring the product to the Union.</p>
BACKGROUND	<p>The Bench Maji Union was established in 2012, organized as community based organization in Bench Maji Zone of SNNPR where farmer cooperatives around the area united as a business entity. The union has about 63 organized cooperatives that supply coffee, spice and honey and beeswax with approximate 13,000 small holder farmers as members. Five organized cooperatives are working in particular on production and supply of honey and beeswax. The company is located within a geographical area which has major potential for the cultivation of coffee and honey.</p>
INVESTMENT PROPOSAL	<p>The cooperative is involved in honey collection and crude processing of honey. In order to improve the quality of honey processed and expand the existing line of business, the Union is proposing to install equipment and machineries for modern honey processing and bottling the processed honey for both domestic and export market. The project cost of 300,000 USD will produce annually 50 tons of honey and 18 tons of beeswax. The Union is looking to partner with an international company for the new project, and expects the international partner to bring in equity and technical expertise.</p>

## BEZA MAR AGRO INDUSTRY

ADDRESS	P O Box 42787, Addis Ababa Ethiopia
CONTACT	Mr. Haile Giorgis Demissie, General Manager Phone: +251-911-201686 Email: bezamarh@gmail.com
YEAR OF ESTABLISHMENT	2003
ANNUAL SALES	1.7 million USD (2015)
TOTAL EMPLOYMENT	70 (incl. 7 part-time)
MAIN PRODUCTS	Processed honey
PRODUCTION VOLUME	300 Tons (2015)
PRODUCTION FACILITIES	<p>The company's processing plant is located in Adama (Nazareth), a town located in the heart of East African Great Rift Valley- 100 km away from Addis Ababa. The annual production capacity of the plant is 600 tons. The company has almost completed another production plant with an annual capacity of 500 tons located in Gimma, Oromiya Region. The company has a number of certifications including, an organic certification from the EU, HACCP and ISO certifications (for its Adama plant), as well as fair trade certification. The company collects its high grade organic natural honey crops for processing from the highland areas of South West and South East parts of Ethiopia dominantly known for the existence of a variety of natural floral species free from the use of chemical and pesticide components. The company sources the honey either procuring directly from farmer cooperatives or through designated traders - fully trained by the company - who procure from the market.</p>
BACKGROUND	<p>Established in 2003 as a private agro industry, the company processes table honey and beeswax for the domestic and international market, mainly to European countries such as the UK, Germany, Norway but also to Japan. More recently, the company successfully launched its Beza Mar brand in USA market.</p>
INVESTMENT PROPOSAL	<p>The company plans to expand its processing capacity by establishing a new plant in the Amhara Region with a focus to tap the domestic and East African retail market. The company is planning an investment of 1.5 million USD and is looking to partner with an international company who is expected to bring in equity for expansion as well as marketing expertise in branding the retail products.</p>

## DEBUBE FEDERATION OF HONEY, BEESWAX AND COFFEE PROCESSORS AND EXPORTER

ADDRESS	Adama town, SNNPR, Ethiopia
CONTACT	Mr. Kindehun Mammo Phone: +251934738699 Email: wmkkebe@gmail.com
YEAR OF ESTABLISHMENT	2012
ANNUAL SALES	340,000 USD (2017)
TOTAL EMPLOYMENT	15
MAIN PRODUCTS	Honey and beeswax processing and export
PRODUCTION VOLUME	Processed honey – 80 Tons – (2017) Purified beeswax block – 10 Ton (2017)
PRODUCTION FACILITIES	The federation provides all necessary equipment and tools such as honey handling tools, manual processing equipment to the farmers as well as technical assistance and training to cooperatives, unions and individual farmers. The federation has a small scale honey and beeswax processing plant that includes honey heating/boiler, filtering machine, settling tanks, honey storage drums, beeswax block. The existing plant has the capacity to produce 100 tons of honey and 20 tons of beeswax.
BACKGROUND	Debube Federation was established as a platform of representatives of Cooperatives and Unions of farmers that produce coffee. Presently it includes farmers producing honey. The Federation is located in the SNNPR area which is nationally known for its honey availability and potential. The Federation is collecting honey from an integrated natural forest coffee production area of sheka, benchi maji, kefa etc. It not only sells coffee beans but also processes honey which is sold mostly on the export market.
INVESTMENT PROPOSAL	The Federation is interested to strengthen its production capacity by introducing modern honey processing technology in the framework of a new project. The foreseen investment of 320,000 USD for the expansion plan is estimated to generate revenue to the tune of 2.7 million USD. The federation is looking for an international partner(s) who can contribute to the expansion plan with technical expertise and capital.

## GENALE MIGS BEESWAX PROCESSORS AND EXPORTER

ADDRESS	Oromia Regional State, East Shewa – Adama, Ethiopia
CONTACT	Mr. Gezahegn Phone: +251911252952 Email: genalemigs@yahoo.com
YEAR OF ESTABLISHMENT	2005
ANNUAL SALES	1.4 million USD (2017)
TOTAL EMPLOYMENT	20
MAIN PRODUCTS	Production of beeswax
PRODUCTION VOLUME	Beeswax - 160 tons (2017)
PRODUCTION FACILITIES	The existing processing line has outdated technology including boiler fired by wood. The existing production capacity is 230 tons annually though it is able to produce only 160 tons. The factory has its own building for processing line, storage, quality testing, office etc.
BACKGROUND	The company is the leading beeswax exporter of the country and which in addition also exports incense. Initially it used to sell its products to traders who in turn sold the products to the export market. Gradually, the company began to directly export its products to consolidate this as the main market. The company has a wide network of suppliers of crude beeswax and semi-refined beeswax across the country.
INVESTMENT PROPOSAL	In a bid to increase the production efficiency and capacity, the promoters are planning to introduce modern machineries to their production process. The estimated investment foreseen in this project amounts to 530,000 USD which is expected to allow the company to annually produce 260 MT of refined beeswax. The national investors are looking for capital and expert guidance for equipment purchase.



## GOLLA BEE PRODUCTS PLC

ADDRESS	Golla Bee Products PLC, P.O. Box 21619, Addis Ababa, Ethiopia
CONTACT	Mr. Biruk Hailu Phone: +251 911 215934 Email: birukhailu@gollabee.com
YEAR OF ESTABLISHMENT	1970
ANNUAL SALES	490,000 USD
TOTAL EMPLOYMENT	23
MAIN PRODUCTS	Beeswax
PRODUCTION VOLUME	Beeswax – 50 MT (2017)
PRODUCTION FACILITIES	<p>The company has constructed a modern beeswax processing plant with required units like storage, quality testing, office, standby generator etc. In the new expansion project, beeswax refining is undertaken through the so-called pulverization technique. The processing machinery includes a purified beeswax moulder, a crude beeswax storage facilities, a steam boiler, melt and refine machine.</p>
BACKGROUND	<p>During the last 40 years, the company has been engaged in the production of export quality crude beeswax to Europe, Japan and the US. In the earlier years, the company used to sell its product to traders who eventually sold it in the export market. With gradual acceptance of the product in the international market, the company began to tap the export market directly.</p>
INVESTMENT PROPOSAL	<p>The company is working on an expansion project which is in the final stages of completion. The project foresees an estimated investment of 600,000 USD. The company is looking for capital infusion that will help the investor to complete the project. In addition, international partner(s) are expected to contribute with technical expertise.</p>

## GORJE PAPIYO BEESWAX PLC

ADDRESS	Gore, Oromia- Ethiopia
CONTACT	Mr. Gorje Papiyo Eftim Email: eftimi-papa@gmail.com Phone: +251-911236982
YEAR OF ESTABLISHMENT	1976
BACANNUAL SALES	530,000 USD (2017)
TOTAL EMPLOYMENT	20
MAIN PRODUCTS	Producing and exporting of beeswax
PRODUCTION VOLUME	45 tons (2017)
PRODUCTION FACILITIES	<p>The factory has a large, rather outdated processing machine, which uses boiler fired by wood. Within the factory facilities, the following production assets are available:</p> <ul style="list-style-type: none"> <li>• Processing machines</li> <li>• Investment land for product diversification</li> <li>• Purified beeswax moulder</li> <li>• Crude beeswax storage facilities</li> <li>• Finished product storage,</li> <li>• Steam boiler</li> <li>• Quality testing lab</li> </ul>
BACKGROUND	<p>For the last 41 years, the company has been engaged in the production of export quality crude beeswax. Over the years, the company has developed an organized network with the crude beeswax and semi-refined beeswax producers across the country. In the earlier years, the company used to sell its product to traders who eventually sold in the export market. The company at present directly export its product, and it has been operating for more than a decade in the export business. The company has an established domestic market and currently also exports its product to Japan, U.S. and Europe.</p>
INVESTMENT PROPOSAL	<p>The company wants to expand its production capacity by upgrading machinery and equipment. The project foresees an investment of 520,000 USD and is expected to result in the production of 280 tons of refined beeswax. The company is looking for an international partner willing to participate in a joint venture through equity participation and to contribute in technology sourcing.</p>

## KATA MUDUGA UNION

ADDRESS	Agaro, Jima, Oromia, Ethiopia
CONTACT	Mr. Asnke Negatu Email: katamudugaa@gmail.com Phone: +251472214123
YEAR OF ESTABLISHMENT	2016
ANNUAL SALES	120,000 USD (2017)
TOTAL EMPLOYMENT	23 (incl. 10 seasonal worker)
MAIN PRODUCTS	Honey and beeswax processing
PRODUCTION VOLUME	Honey – 20 Ton (2017) Beeswax – 10 Ton (2017)
PRODUCTION FACILITIES	The beekeepers produce honey within an integrated forest coffee production area located in the Jima Zone. The raw honey produced in this area is completely organic and free from any chemicals. Individual producers produce the honey, which they supply to their cooperative and who in turn supplies it to the Union. The Union is responsible for the basic processing and sales.
BACKGROUND	The Kata Muduga Union was established in 2016 and organized as community based organization based on the cooperative principle with the objective to provide better market opportunity to small beekeepers. The Union is composed of five organized cooperatives with 30,000 small holder farmers supplying good quality honey.
INVESTMENT PROPOSAL	The Union is interested to modernise its honey processing facilities and increase the volume of processed honey. With an investment of 350,000 USD, the Union is looking for an international partner(s) expected to invest in the processing facility by bringing in modern machineries, injection of working capital and management of the technology introduced.

## MEKAEAL KEBED HONEY EXPORTER

ADDRESS	Humera-Tigraye Regional State, Ethiopia
CONTACT	Mr. Kebede Mikaeal Email: kebed@yahoo.com Phone: +251 0614248490
YEAR OF ESTABLISHMENT	2012
ANNUAL SALES	45000 USD (2017)
TOTAL EMPLOYMENT	10
MAIN PRODUCTS	Processing and exporting honey
PRODUCTION VOLUME	15 Tons (2017)
PRODUCTION FACILITIES	<p>The company's production facility is situated in a 1,000 m<sup>2</sup>. factory land located in Humera. The firm has manual honey extracting machines that are used to produce semi-processed honey. It has developed practical skills on manual honey processing techniques that are designed to handle honey locally. It has constructed infrastructure for honey processing and storage. The firm supplies honey handling materials, manual honey extracting machines and also provides training to cooperatives and small holder farmers and beekeepers.</p>
BACKGROUND	<p>A sole proprietorship firm established in 2012 is in the business of honey processing and primarily exports to neighbouring countries as well as Germany. The company has a well-organized network of crude honey suppliers located in the areas of Amhara and Benishagul. In addition, the national investor is also involved in exporting oilseeds.</p>
INVESTMENT PROPOSAL	<p>With the aim of increasing its export market share, the national investor has proposed a project to completely revamp its production capacity by introducing modern honey processing machineries with the aim to improve the quality of production as well as increase the capacity of the processing. International partner(s) are being sought to contribute with equity participation as well as strengthen export market access and technical expertise. The investment foreseen amounts to 220,000 USD and is expected to result in the annual production of 20 tons of bottled honey.</p>

# MONDIAL BEESWAX PROCESSING AND EXPORT COMPANY

ADDRESS	Sululta ,ETHIOPIA
CONTACT	Mr. Mhari Amlesom Email: sales@ mondialproduction.com Phone: +251973917448
YEAR OF ESTABLISHMENT	2015
ANNUAL SALES	850,000 USD (2017-18)
TOTAL EMPLOYMENT	25 (incl. 15 part-time)
MAIN PRODUCTS	Producing purified beeswax blocks
PRODUCTION VOLUME	65 tons (2017-18)  The company established in 2015, only started its test production in 2017 and with actual commercial production initiated in 2018. The company has built a beeswax processing plant and have installed modern equipment and standardized processing technologies that have been imported from Germany. The company operates standard beeswax processing facilities namely:
PRODUCTION FACILITIES	<ul style="list-style-type: none"> <li>• Steam boiler</li> <li>• Melter and Refine machine</li> <li>• Hydraulic beeswax boiler and processing machines that set with -two line, both lines process at a time with capacity of 2 tons per a day</li> <li>• Sterilizer machine</li> <li>• Purified beeswax moulder</li> <li>• Crude beeswax storage facilities</li> <li>• Finished product storage</li> </ul>
BACKGROUND	The company is an emerging export-oriented player in beeswax processing in the country. The company has already an established market in Germany, Austria and Belgium. The company has signed some agreements to send 650 quintals of beeswax to Austria and Germany, where the certification process for exports is currently in process.
INVESTMENT PROPOSAL	The company is planning to consolidate its presence by increasing its product portfolio by including production of shoe creams and candles. The expansion project foresees an investment of 400,000 USD, which will not only cover capital for value added products but also address working capital needs related to beeswax production. To this end, the company is looking for an international partner(s) for equity participation as a joint venture in the project.

## SHEKA NORDIC HONEY AND BEES WAX DEV. IND

ADDRESS	South Nations Nationalities Peoples Regional State, Sheka Zone, Masha Woreda, Masha town,
CONTACT	Mr. Haileselassie Yohannes Email: Sheka.nordic@gmail.com Phone: +251912649620
YEAR OF ESTABLISHMENT	2012
ANNUAL SALES	450,000 USD (2017)
TOTAL EMPLOYMENT	23
MAIN PRODUCTS	Production of Honey and Beeswax
PRODUCTION VOLUME	Honey - 36 Tons (2017) Beeswax - 10 Tons (2017)
PRODUCTION FACILITIES	Sheka Nordic plant was established in October 2012 and is located within a 6,000 m <sup>2</sup> land acquired by lease from the local SNPPR Government. Currently, the processing capacity of the company is 1.5 ton of honey per day. The processing facilities include a beeswax processing unit, honey processing machineries (incl. a heating machine, filtering, settling tank, packaging, a laboratory unit and facilities to test the quality of honey and beeswax. The company has an integrated modern wood work workshop to produce modern beekeeping tools including hives for the farmers.
BACKGROUND	The company was established in 2012 by a Norwegian diaspora group. The plant is situated at the periphery of Sheka Biosphere Reserve (Southern Nations, Nationalities & Peoples Regional State) and collects its raw honey and beeswax from indigenous beekeepers through outsourcing schemes which is mostly organic in nature. The company brand name ShekaNordic is geo tagged to denote the intention of bringing Organic honey from Sheka biosphere in Ethiopia to the Nordic countries in Europe.
INVESTMENT PROPOSAL	The company wants to expand its production capacity to tap new markets. At an estimated investment of 450,000 USD, the company plans to double its capacity and introduce modern machinery in the production line. The national investor is looking for international partners to infuse capital as debt as well as bring in technical expertise to support operations.

## SHEKA BEE PRODUCT DEVELOPMENT AND MARKET COOPERATIVE UNION

ADDRESS	Masha, Sheka, SNNPR region, Ethiopia
CONTACT	Mr. Endalkachew Lolasa Phone: + 251-475580307 Email: endalku2014@gmail.com
YEAR OF ESTABLISHMENT	2005
ANNUAL SALES	120,000 USD (2017)
TOTAL EMPLOYMENT	23 (incl. 10 seasonal)
MAIN PRODUCTS	Honey and Beeswax
PRODUCTION VOLUME	Honey - 30 Tons (2017) Beeswax - 10 Tons (2017)
PRODUCTION FACILITIES	The Union has own land in Masha town where honey processing storage unit is available. The Union supplies honey handling materials, manual honey extracting machines and also provide training to cooperatives and small holder farmers and beekeepers. The products produced from this area are completely organic and chemical free. Small holder beekeepers produce honey and supply to their cooperatives and the cooperatives bring the product to the Union.
BACKGROUND	The Sheka Union was established in 2005, organized as community based organization in Sheka zone of SNNPR where farmer cooperatives around the area united as a business entity. The union has about 24 organized cooperatives that supply honey and beeswax with approximate 2,600 small holder farmers as members. The location of the company is within an area offering great potential for coffee and honey growing.
INVESTMENT PROPOSAL	In a bid to improve the quality of honey processed and expand the existing line of business, the Union is proposing to install equipment and machineries for modern honey processing and bottling the processed honey for both domestic and export markets. The project foresees an investment of 420,000 USD and is estimated to annually produce 80 and 30 tons of honey and beeswax, respectively. The Union is looking to partner with international business entities for equity arrangements and technical expertise.

## TESFU AND EMBET BEESWAX PROCESSING PLC

ADDRESS	Sendafa, Addis Ababa, Ethiopia
CONTACT	Mr. Embete Gibrselase Phone: + 2510911726166 Email: tyeshitila2004@yahoo.com
YEAR OF ESTABLISHMENT	2004
ANNUAL SALES	20,642 USD (2016)
TOTAL EMPLOYMENT	10
MAIN PRODUCTS	Beeswax blocks
PRODUCTION VOLUME	Beeswax blocks - 34 Tons (2016)
PRODUCTION FACILITIES	The company has installed locally made manual beeswax processing facilities such as a steam boiler and manual press for beeswax purification with the capacity of 0.5 tons per day, a melting and refining machine, purified beeswax moulder and crude beeswax storage facilities
BACKGROUND	<p>The company was established at Sendafa, which is about 40 km away from Addis Ababa. Currently, the company collects and processes beeswax with the locally made manual pressing processing machines. The company is supplying the finished beeswax products to the exporting companies. The owner and the manager of the company have more than 20 years of technical experience of beeswax handling, quality management and processing. The company has a good network with the major crude beeswax suppliers, which enables it to secure a sustainable crude wax supply for processing.</p>
INVESTMENT PROPOSAL	<p>The company wants to modernize and expand its production capacity to improve the quality and quantity of the produce for the export market. The expansion project at an estimated investment of 200,000 USD will create capacity to process 5 tons a day. The national investor is looking for international partners for equity participation and to facilitate technical and marketing support. The company already has land, available for the expansion project.</p>



## YERKISHO HONEY AND BEESWAX PROCESSING AND EXPORTER

ADDRESS	Jima Ethiopia
CONTACT	Mr. Samuel woldekidan Email: Yerkisho@gmail.com Phone: +2510911812832
YEAR OF ESTABLISHMENT	2013
ANNUAL SALES	50,000 USD (2017)
TOTAL EMPLOYMENT	15
MAIN PRODUCTS	Crude honey collection, processing & marketing table honey & processed beeswax.
PRODUCTION VOLUME	Honey - 12.4 Tons (2017)
PRODUCTION FACILITIES	The company has a basic honey processing plant that is installed in rented facilities. It includes a heating machine, a filtering stand, a settling tank, packaging, beeswax processing machine etc. The company has 640 organized partners of beekeepers in Gomma, Gera and Geisha districts of Ethiopia catering for supply of raw honey.
BACKGROUND	<p>The company is located in Jima, West Ethiopia, in a location noteworthy for the regular supply of honey. Though established in 2013, the company started honey exports to EU countries in 2016 after preparing a comprehensive market study on potential markets.</p> <p>The company works closely with small beekeepers and raw honey suppliers, providing them with modern tools and inputs for apiculture, facilitating capacity building training and awareness creation exchanges focusing on modern honey production.</p>
INVESTMENT PROPOSAL	<p>In order to improve quality and volume, the company wants to strengthen and expand its business through modernizing the production facilities. The estimated investment cost for the expansion plan ranges between 300,000 to 400,000 USD. The national investor is interested to partner with an international investor for equity infusion to the project as well as to provide inputs on equipment purchase and technology management.</p>

## ZEMBABA UNION HONEY AND BEESWAX PROCESSING AND EXPORTER

ADDRESS	Bahirdar Town, Amhara Regional State, Ethiopia
CONTACT	Mr. Fanta Nesh Email: zenbabaunion@gmail.com Phone: + 251918016966
YEAR OF ESTABLISHMENT	2010
ANNUAL SALES	40,000 USD (2017)
TOTAL EMPLOYMENT	23
MAIN PRODUCTS	Processed honey & beeswax
PRODUCTION VOLUME	Processed honey - 40 Tons (2017) Beeswax - 5 Tons (2017)
PRODUCTION FACILITIES	The Union has its processing facility in the Amhara Regional State at Bahirdar town. The Union's existing processing facilities are mostly based on outdated technology and consist of a heating machine, filtering, settling tank, packaging machines, standard drums to export bulk honey, beeswax processing machine and beeswax moulds. Gradually, the company is providing modern beekeeping tools to farmers and capacity building training to have sustainable supply of raw honey.
BACKGROUND	The company was officially registered in 2006 and is owned by nine cooperatives with almost 3,500 members of which 21% are women. Presently, the Union is producing crude honey and beeswax. It has a brand for its honey: 'AMAR' (i.e. "Amhara Mar" or "Honey from Amhara"). Recently, the company has partnered with Ambrosia plc (a foreign-owned French company which is the largest honey processing plant in Ethiopia) with whom it has agreed to supply a percentage of its production.
INVESTMENT PROPOSAL	The company wants to modernize its production facilities and expand its production of quality honey and beeswax for exports to the European market. The estimated investment in the expansion plan amounts to 310,000 USD. The Union is looking to partner with international investor(s) seeking equity capital and technical expertise.

## 3.3 Live animals and animal feed

### ADDIS ALEM AGRICULTURAL DEVELOPMENT PLC

ADDRESS	Mojo Town, Oromia; Ethiopia
CONTACT	Mr. Seid Nuguse Phone: ++251- 011-656-9121
YEAR OF ESTABLISHMENT	2005
ANNUAL SALES	0.31 million USD (2017)
TOTAL EMPLOYMENT	40
MAIN PRODUCTS	Production of Animal feed
PRODUCTION VOLUME	1,354 Tons (2017)
PRODUCTION FACILITIES	The company's facilities, established in Mojo Town, 73 km from Addis Ababa, are hosted within a total area of 29,729 m <sup>2</sup> . Facilities include production capacity for both chicken and livestock feeds, including a raw material receiving room, a raw and finished product weighing machine, grinding machine, mixing machine, packaging end –product material, labelling material and a storage room
BACKGROUND	The company was established in 2005 by three local investors. For the past 12 years, the company has been selling its products in the domestic market for livestock fattening as well as for poultry rearing cooperatives, private limited companies and surrounding farmers.
INVESTMENT PROPOSAL	The company is looking for revamping its operations by introducing new machineries that will increase the productive efficiency and ability to compete in the market and expand existing market shares. The expansion project plans to increase the capacity of production to 7,500 tons annually with an investment of 0.0078 million USD and is looking for an international partner to contribute financially in the procurement of machineries and the working capital needs in the expansion.

## ALEMA KOUDIJS FEED PLC (AKF)

ADDRESS	Bishoftu Town, East Shewa zone, Oromia Region, Ethiopia
CONTACT	Mr. Nega Getachew Phone: +251- 09 30291795 Email: nega@alemakoudijs.com
YEAR OF ESTABLISHMENT	2009
ANNUAL SALES	3.08 Million USD (2016)
TOTAL EMPLOYMENT	300 (incl. 170 seasonal)
MAIN PRODUCTS	Animal feed
PRODUCTION VOLUME	Animal feed - 3000 Quintal (2016)
PRODUCTION FACILITIES	<p>The company has the following production facilities and assets in its plant:</p> <ul style="list-style-type: none"> <li>• Raw material receiving room</li> <li>• Raw and finished product weighing machine</li> <li>• Grinding machine</li> <li>• Mixing machine</li> <li>• Pelletizing line</li> <li>• Packaging end –product material</li> <li>• Labelling material</li> <li>• Storage room</li> <li>• Transportation vehicles</li> <li>• Grain storage silos</li> </ul>
BACKGROUND	<p>Alema Koudijs Feed PLC (AKF) is a company with a deep knowledge of Ethiopian farming. The company's main products are dairy, cattle, layer, broiler feed and concentrates. The company was established in 2009 as a joint venture between Alema Farms the parent company in the business of poultry and De Heus Animal Nutrition. The joint venture was the result of the need for supplying quality feed to the poultry farms located in Alema. Expansions have been made during successive years, such as a pelletizing line introduced in 2013 and grain storage silos and handling in 2016. Production is mainly geared to the domestic market but the company is actively searching for the overseas market opportunities.</p>
INVESTMENT PROPOSAL	<p>The company wants to expand its production capacity and strengthen its market share in the country. The proposed expansion project, estimated for an investment of 3 million USD, will increase the existing annual capacity of production from 5,000 quintals to 10,000 quintals. The national investor is looking for an international partnership that will infuse capital as well as bring in technical and marketing expertise.</p>

## ALFOZ PLC

### ADDRESS

Adamitulu, Oromia State, Ethiopia

### CONTACT

Mr. Ali Hussein Mohammed  
Phone: +251-911-201017  
Email: alfoz1998@gmail.com

### YEAR OF ESTABLISHMENT

1998

### ANNUAL SALES

9.175 million USD (2017)

### TOTAL EMPLOYMENT

100

### MAIN PRODUCTS

Live Animal (Cattle, Sheep, Camel) Export and Animal Feed Production

### PRODUCTION VOLUME

Animal Feed Production - 3,500 Tons (2017)  
Live Animal (Cattle, Sheep, Camel) Export - 70,000 head

### PRODUCTION FACILITIES

Though the company is involved in diverse business activities, the line of business of animal feed production is in line with the proposed project of a slaughterhouse. The company processes and produces its own animal feed for its animal population and also supplies to other animal fattening centres. The company was the pioneer in establishing the first international accredited private animal quarantine centre in Ethiopia. Currently the company has license for exports of animals and is constructing a slaughterhouse and Meat Processing Project.

### 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 wants to diversify its business to establish an abattoir for animal slaughter and processing meat products. The project which is already in the initial stage requires investment of 30 million USD. The company is looking for a joint venture with an international partner who will not only infuse equity but also provide support in machinery procurement, expertise in production and access to new markets.

## DOGOMOTE FARMS PLC

ADDRESS	Gamogofa Zone, Mirab Abaya Woreda, Southern Ethiopia
CONTACT	Mr. Firew Mengistu Mekuria Phone: +251 977942112, +251 966690023 Email: firewdit@gmail.com
YEAR OF ESTABLISHMENT	2017
ANNUAL SALES	Expected Annual Sales- 550,000 USD
TOTAL EMPLOYMENT	53 (incl. 26 part-time)
MAIN PRODUCTS	Animal Feed and Cattle and Goats after fattening
PRODUCTION VOLUME	Expected annual production volume: Animal Feed (2,500 Tons) and Cattle (3000 Nos.) and Goats (10,000-25,000 nos.) after fattening.
PRODUCTION FACILITIES	Dogomote Farms PLC owns 30 hectare of farming plot earmarked for animal production and animal feed processing, based in Gamogofa Zone, SNNPR Region. Its production facilities include: an animal feed processing plant (Dogomote farm has its own mini animal feed processing machine in Arbaminch that can be used for its cattle, goat and sheep fattening and for the surrounding market, a flour milling plant (the project has a flour milling machine, which is mainly for maize milling and has a capacity of 100 Q per day, which helps to get enough maize bran that can be the input for the animal feed processing), other equipment and machineries available include, Mower & Baler, Crop Thresher, Maize Sheller, Hammer Crusher and Tractors with its accessories.
BACKGROUND	Established in 2017 as a private limited company, Dogomote Farms PLC is an entrepreneurial venture of a couple having experience in the field of business both nationally and internationally. The project area is located in Southern Ethiopia near Gamogofa Zone Mirab Abaya Woreda. The animals for fattening will be coming from the Arbaminch areas and its vicinities. As part of its source for animal feed, Dogomote Farms has secured 30 hectare of commercial forage farming land, which is hope/supposed to alleviate the basic of a lack of feed in the area as well as in the farm.
INVESTMENT PROPOSAL	The national investor has a project which is in the execution phase focusing on cattle rearing and animal feed production. The equipment purchase and installation for the animal feed line is in the completion phase. The national investor is looking for a foreign partnership to financially contribute to the downstream part of the project through the financing of a slaughterhouse and cover partial working capital needs, together with expertise in production and management of the project.

## 3.4 Meat processing and related products

### ABYSSINIA SLAUGHTERING HOUSE

ADDRESS	Bole Sub-City, Addis Ababa, Ethiopia
CONTACT	Mr. Ato Tewdros Taddesse Phone: +251- 0911214896, +251-09115544313/10 Email: abyssinyaslaughter@gmail.com
YEAR OF ESTABLISHMENT	2013
ANNUAL SALES	3.99 Million USD (2017)
TOTAL EMPLOYMENT	89
MAIN PRODUCTS	Chilled and Frozen Mutton, Goat Meat Chilled, Veal and Beef Meat, Camel Meat, Edible Offals and other processed meat products.
PRODUCTION VOLUME	10,064 Tons (2017)
PRODUCTION FACILITIES	<p>The factory is located in an area of 40,000 m<sup>2</sup> with the production capacity of 10,500 tons per year. All facilities are meticulously and professionally arranged following proper hazard analysis and critical control points {HACCP} and certified with ISO 22.000:2005 food safety certificates. The production line of the company s equipped with the latest meat processing technologies having two production lines, freezers, cold storage and packaging lines. The plant is well equipped with stainless steel slaughtering machines, which have been directly imported from Germany, Turkey and Italy with daily slaughtering capacity of 5000 nos. of sheep and goat and 500 nos. of cattle's.</p>
BACKGROUND	<p>Abyssinia Export Abattoir is a PLC established in 2013 with a total investment of Birr 120 Million. The company head office is located in Addis Ababa, Bole Sub City, whereas the Abattoir's location is in Bishoftu City just 47 km away from the Bole International Airport, Addis Ababa, Ethiopia. The company is mostly exporting the processed meat products made in their plant in Oromia region to the Middle East countries.</p>
INVESTMENT PROPOSAL	<p>The company is planning to expand its production capacity in its existing plant to produce goat and sheep carcass products and beef products. The expected increase in sales through this expansion is 4.33 million USD with 90% target accomplished by exports. The company is looking for an international partner who can bring in equity to the expansion plan as well as new markets and expertise in equipment purchase.</p>

## ALNUJUM GENERAL BUSINESS PLC

ADDRESS	Durkem Town, Oromia, Ethiopia
CONTACT	Mr. Haji Wihib Sherif Phone: ++251- 091121 6874 Email: alnujum@yahoo.com
YEAR OF ESTABLISHMENT	2016
ANNUAL SALES	0.107 million USD
TOTAL EMPLOYMENT	85
MAIN PRODUCTS	Processed meat
PRODUCTION VOLUME	Processed meat – 18.5 Tons (2017)
PRODUCTION FACILITIES	<p>The company's factory facilities are located in an area of 40,000 m<sup>2</sup>. All facilities are installed following proper hazard analysis and critical control points {HACCP} and certified with ISO 22.000:2005 food safety certificates. The production line of the company is equipped with the latest meat processing technologies with two production lines, freezers, cold stores and packaging lines. The plant is well equipped with stainless steel slaughtering machines imported from Germany, Turkey and Italy with a daily slaughtering capacity of 5,000 sheep and goat and 500 cattle, respectively.</p>
BACKGROUND	<p>The company was established in 2016 in Bishoftu town of Oromia region of Ethiopia, with an initial capital of 27.3 million USD.</p>
INVESTMENT PROPOSAL	<p>The company has launched the abattoir project for the production of sheep and goat meat. The project, estimated at 7.5 million USD, is currently in its completion phase with an ongoing pilot production phase. The national investor is looking for an international partner who can contribute by capital as well as provide access to new markets. The investor is looking for capital injection (to complete the construction and meet the working capital needs) as well as technical support.</p>



# HALAL FOOD INDUSTRIES MEAT EXPORT PLC

ADDRESS	Modjo, Oromia State, Ethiopia
CONTACT	Mr. Mubashir Jalili Phone: +251 9 30 00 38 34 Email: Halalfoodindustries@outlook.com
YEAR OF ESTABLISHMENT	2014
ANNUAL SALES	170 million USD (2017)
TOTAL EMPLOYMENT	156
MAIN PRODUCTS	Export quality beef and meat from goat
PRODUCTION VOLUME	Carcass Meat – 720 Tons (2017)
PRODUCTION FACILITIES	Halal Food Industries PLC plant (HFI) is fully equipped with state-of-the-art Italian machinery and equipment. The plant features a slaughterline for sheep and goat as well as cattle. The installed facilities and assets available comprise: premises, sheep and goat meat processing line, seven chilling rooms, standby generators, ground water and municipal line water, waste water treatment plant, two meat transportation cold track and two FSR vehicles for input supply. Present production capacity is over 3,000 head of goat/sheep per day which can be extended, by adding more chilling rooms. The skin removing machines are used for better quality and fast production, which are available only at HFI Ethiopia. HFI is HACCP/ Food Safety Management System (FSMS) certified based on ISO 22000:2005 standard by ISOQAR.
BACKGROUND	Established in 2014, the company is one of the largest private meat exporting companies in the country. The company is vertically integrated and delivers fresh, hygienic and organic quality red meat to Middle Eastern countries such as UAE, Saudi Arabia, Qatar, Bahrain and Oman. The major market at present is the Kingdom of Saudi Arabia and UAE. The plant of HFI is located in Mojo, Oromia region, 73 km east of Addis Ababa. This location enables livestock to be easily sourced for the abattoir. Goat, sheep and cattle for the abattoir are purchased from low land grazing areas under the supervision of veterinary experts. The majority of live stock is purchased directly from farmers and pastorals. HFI has created long term relationships with pastoral associations and livestock agents to procure best quality healthy animals.
INVESTMENT PROPOSAL	The company is planning to strengthen its existing production capacity by introducing a new cattle slaughtering line, a rendering plant, as well as build a new production facility for vacuum packed, MRE – Meal for Ready to Eat and Beef Meat Cubes and Soup Packs. The total envisaged investment amounts to USD 40 million. The national investor is looking for an international partnership through a joint venture which will include equity contribution.

## PRIME MEAT AND FOOD PRODUCTS

ADDRESS	Head Office: Ethiopia, Addis Ababa, Bole Sub-City, Wereda 8, Rim Seven Building 2nd Floor, in front of Civil Service College
CONTACT	Dr. Kassahun Abberus General Manager Phone: 251-1-116 676131 Email: info@primemeat-et.com
YEAR OF ESTABLISHMENT	1983
ANNUAL SALES	1.2 million USD (2017)
TOTAL EMPLOYMENT	185 (incl. 8 part-time)
MAIN PRODUCTS	Variety of processed and fresh cut beef, pork and chicken products.
PRODUCTION VOLUME	Variety of meat products – 1,300 Kg/day (2017)  The plant has separated the two abattoirs so that two separate processing plants for beef, pork and chicken could be placed. The processing plant consists of three main work stations: <ul style="list-style-type: none"> <li>• Deboning unit: currently the unit possesses twelve skilled workers, though the space and facility could accommodate more. With the existing staff, deboning of more than 20 beef Caracas per day takes place. The workers use a very special knife which is imported from Europe, cutting board, sharpener and stainless hooks.</li> <li>• Processing unit: the unit is equipped with modern and huge machines that process Mortadella and sausages such as Mincing M/c, cutter, filler, steam boilers, tumbler, injector and chopping M/c. Many of the machines are of European origin. These machines have a capacity of producing 10,000 kg of processed products per day.</li> <li>• Packaging: this unit packs all products which are made both by deboning and processing units. The unit uses vacuum machines to pack the products.</li> </ul>
PRODUCTION FACILITIES	
BACKGROUND	The company was established in 1953 by an individual from Armenia, nationalized in 1973. In 2007 the current “Ethiopian Privatization & Public Enterprises Supervising Agency” initiated a bid and privatized DZSF to the current owners. The new owners invested 600,000 USD to renew and refurbish activities transforming the company into a highly functional and productive firm. Currently, the company has a multi-million dollar meat processing plant with state of the art machinery mainly sourced from Europe. The company sells over 50 types of products, namely, salami, sausages, bacon, pork meat, beef, chicken meat etc, to the public, as well as international hotels and restaurants including main hotels in Addis Ababa.
INVESTMENT PROPOSAL	The company is planning to strengthen its processing capability for poultry, beef and pork meat by phasing out some of the obsolete machines and also expanding some of the existing production facilities. The company is primarily looking to expand markets in neighbouring countries and in the Middle East and is earmarking an investment of 2.0 million USD, based on debt funding arrangement.

## 3.5 Poultry

### BORA INTEGRATED COMMERCIAL FARMS PLC

ADDRESS	Bishoftu Town, East Shewa Zone, Oromia Region, Ethiopia,
CONTACT	Mr. Ephrem Delessa Phone: +251-911-83-33-09 Email: Efrem_40@yahoo.com
YEAR OF ESTABLISHMENT	1994
ANNUAL SALES	USD 380,000 (2017)
TOTAL EMPLOYMENT	200 (incl. 110 seasonal)
MAIN PRODUCTS	Day Old Chicken (Broilers), Table eggs and Chicken feed
PRODUCTION VOLUME	Day Old Chicken (Broilers) - 100,000 (2017) Chicken feed - 2000 quintal ( 2017)
PRODUCTION FACILITIES	Currently the major products of the plant are day old chicken (broilers), table eggs and chicken feed. The major assets and facilities of the company consist of a total land area of 0.7 hectares, where a broiler farm, parent stock farm, a hatchery and a feed mill are located. The feed mill has a feed plant, hammer mill and mixer, pelletizing machine. Other facilities include a hatchery-incubator and hatcher, a broiler farm and parent farm ( about 12,000 broiler and layers), a stand by generator, a septic tank and vehicles.
BACKGROUND	The company was established in 1994 and is located in the Oromia Region of East Shewa Zone in the town of Bishoftu. The production is mainly geared towards the domestic market.
INVESTMENT PROPOSAL	The company plans to have a concentric diversification to include a slaughterhouse to have end- to- end integration. The estimated investment of 1.3 million USD will result in a production of 300 tons of chicken meat. The national investor is looking for an international partner to join as equity partner in the joint venture initiative.

## BASMIN MODERN POULTRY FARM AND PROCESSING

ADDRESS	Ejere Werda/Addis Alem, around Addis Ababa, Ethiopia
CONTACT	Mr. Assfa Abagaze Phone: +251-0911222546 Email: pbasmin@gmail.com
YEAR OF ESTABLISHMENT	2010
ANNUAL SALES	164,122 USD (2017)
TOTAL EMPLOYMENT	21
MAIN PRODUCTS	Commercial Broiler production
PRODUCTION VOLUME	Broiler meat- 0.8 Tons/day (2017)
PRODUCTION FACILITIES	The company has its own land area, about 1.2 hectare, where the poultry production house is located. The poultry production is equipped with the required materials and equipment to process 15,000 hens annually. It has a mini slaughtering line, an incubator and a hatcher. The factory has installed a stand by generator of 28 KW.
BACKGROUND	Basmin modern poultry farm and processing is a private PLC. The company was established in 2010 as an integrated poultry farm producing table eggs and chicken broiler meat. The promoter of the company is a graduate in animal sciences and the farm manager has comprehensive technical knowledge in agro-processing industry and veterinary sciences.
INVESTMENT PROPOSAL	The domestic company is in the business of poultry farming, hatchery and chicken meat processing. In order to consolidate and improve the efficiency of processing, the company plans to revamp its slaughtering component by introduction of new machinery. The project cost of the expansion plan is estimated to be around 800,000 USD. The national investor is looking for capital infusion from an international partner through either equity contribution or loan.

## ELERE FARMS PLC

ADDRESS	Oromia Region, East Shewa Zone, Adea, Ethiopia
CONTACT	Mr. Fanta Terefe Phone: +251-911-491049 Email: Fanta_elere@yahoo.com
YEAR OF ESTABLISHMENT	2008
ANNUAL SALES	613,000 USD (2017)
TOTAL EMPLOYMENT	49
MAIN PRODUCTS	Day old chicken production, Egg production
PRODUCTION VOLUME	Hatching Day Old Chick (DOC) - USD 613,000
PRODUCTION FACILITIES	The farm is currently involved in feed preparation, hatching and chicken rearing (parent stock and broiler). The company's facilities include a hatchery and a feed processing unit.
BACKGROUND	<p>The company was established in 2008 by Mr. Fanta Terefe, an agriculturalist with over 30 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.</p>
INVESTMENT PROPOSAL	<p>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 at an estimated cost of 2.5 million USD is to integrate the farm from the hatchery, feed to dressed chicken and, as such, enables 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.</p>

## FW AGRO PRODUCTION PROCESSING

ADDRESS	Oromia State/Modjo, Ethiopia
CONTACT	Mr. Fassil Tessema Phone: +251 929 337 291 Email: ftwossen@yahoo.com
YEAR OF ESTABLISHMENT	2018
ANNUAL SALES	Production yet to start.
TOTAL EMPLOYMENT	42 (incl. 18 seasonal)
MAIN PRODUCTS	Poultry Farm and Slaughterhouse
PRODUCTION VOLUME	Production yet to start.
PRODUCTION FACILITIES	The existing production facility will take DOC (day old chick) from chick incubator and rear the broiler chicken to be slaughtered and sold in the domestic and export market. The production facility currently has two commercial broiler poultry houses and a modern slaughterhouse with 5,000 per day including cooling capacities. The company also has a cooling truck to transport fresh chicken to different markets.
BACKGROUND	FW Agro started production with an initial commercial broiler house capacity of 84,000 broilers per year and 5,000 slaughterings per day in May 2018. FW is in the process of expanding its farming capacity to 250,000 broilers a year. The farm buys day old chicken from SW Poultry and raises them to a broiler. SW Poultry Farm has been in the business since 2011 and is known in the industry as a good quality DOC producer and supplier.
INVESTMENT PROPOSAL	A start-up firm in the business of rearing broiler chicken and running a slaughterhouse is planning to consolidate its business by increasing its broiler production capacity with new technology intervention. The national investor is looking to partner with an international company which will provide market access and bring on board its technical expertise in transferring production technology. The proposed project with a cost of 1 million USD will take its production capacity to 250,000 broilers annually.

# GOLDEN POULTRY PLC

ADDRESS	SNNPRS Gurage Zone, Sodo Woreda, Ethiopia
CONTACT	Mr. Abiy Tsemru Email: goldenpoultryplc@yahoo.com Phone: +251911 206266
YEAR OF ESTABLISHMENT	2007
ANNUAL SALES	755,382 USD (2017)
TOTAL EMPLOYMENT	60 (incl. 38 seasonal)
MAIN PRODUCTS	Day old chicken production, pullet production, broilers and animal feed production.
PRODUCTION VOLUME	Day Old Chicks (DOC) - 34700 (2017)
PRODUCTION FACILITIES	<p>Production facility assets include the following facilities:</p> <ul style="list-style-type: none"> <li>• Hatchery and setter</li> <li>• Pass reform setter for 57600 egg and 19200 hatchery (Netherland)</li> <li>• Victoria 10200, setter and 4500 hatchery (made in Italy)</li> <li>• China4500 setter and Hatchery</li> <li>• 80KV Generator</li> <li>• 50kV Transformer</li> <li>• Brooding facility equipment with automatic feeding and drinking for 28600 do c</li> <li>• Delivery Creator for day old chicken and adult chicken</li> <li>• Submersible water pump for water well</li> <li>• 400,000 litter water reservoir</li> <li>• Chicken cage for 20,000 chicken</li> <li>• Full machinery for feed production fourthly all facility one (feed mill)</li> <li>• Office equipment and all equipment for finance and management officers</li> <li>• Vehicles</li> </ul>
BACKGROUND	<p>The company is a private limited entity established in 2007 with the primary objective of operating a poultry farm. The plant is located at SNNPRS at Gurage Zone SodoWoreda within an area of 1.5 hectare of land. The farm is engaged in different types of poultry production including table egg, pullet production, broilers (chicken for meat), day old chicken (DOC) for egg layers and broilers, all types of chicken feed starter, growers, layers as pullet, broilers and also other livestock feed.</p>
INVESTMENT PROPOSAL	<p>The company wants to expand its production capacity which includes expanding the current capacity of broiler chicken production, and its associated chicken holding capacity and as well as set up 50-hectare crop production farm for feed. The expansion project is estimated to cost 1.2 million USD and is expected to generate annual revenue of 3.5 million USD. The company is looking for an international partner to inject equity as well as bring in technical expertise.</p>

## HAGE POULTRY FARM & MEAT PROCESSING PLC

ADDRESS	Modjo, East Shewa Zone, Oromia Region, Ethiopia
CONTACT	Mr. Fantahun Kidane Phone: +251-911-49-10-68 Email: faregawi@yahoo.com
YEAR OF ESTABLISHMENT	2007
ANNUAL SALES	USD 1,930,000 (2017)
TOTAL EMPLOYMENT	115 (incl. 15 seasonal)
MAIN PRODUCTS	Broilers and Table Egg Production and Feed
PRODUCTION VOLUME	Day Old Chicken - 207, 143 Pc (2017) Table Eggs - 308, 571 Pc (2017) Feed- 1414 Tons (2017)
PRODUCTION FACILITIES	<p>The integrated poultry farm has the following production facilities and assets:</p> <ul style="list-style-type: none"> <li>• Total land area 5 hectare</li> <li>• Built-up area 3,645 m<sup>2</sup></li> <li>• Poultry production equipment-</li> <li>• Incubator and Hatcher</li> <li>• Feed plant, hammer mill and pellet mixer</li> <li>• Septic tank</li> <li>• Vehicles</li> <li>• Electric power transformer</li> </ul>
BACKGROUND	<p>Located in Oromia region in a 50,000 m<sup>2</sup> area, the company is engaged in poultry production, processing, feed production, and hatchery. The major products of the company are day old chicken broilers table eggs and chicken feed. Production is mainly geared to the domestic market by the means of contractual agreements with hotels and supermarkets.</p>
INVESTMENT PROPOSAL	<p>The company was established in 2007 with an integrated poultry farm which includes poultry production, processing, feed processing, parent rearing and hatchery. The company is in the process of establishing a chicken slaughterplant for which preliminary feasibility studies and relevant preparatory work have been initiated. The new project with an estimated investment of 2 million USD will target the domestic market. The national investor is looking for an international partner for capital injection, technology transfer and market access.</p>



## HIGH LAND POULTRY PROCESSING PLC

ADDRESS	Oromia Region, West Shoa, Ejere Wereda, Near Addis Ababa Ethiopia
CONTACT	Mr. Tedela Aberecha, Phone: +251-912089111 E-mail: eyobpoultry2010@gmail .com
YEAR OF ESTABLISHMENT	2015
ANNUAL SALES	Expected Sales- 18 million USD
TOTAL EMPLOYMENT	19
MAIN PRODUCTS	Broiler chicken meat and table eggs
PRODUCTION VOLUME	Expected production volume annually- 647 Tons (Broiler Chicken meat) and 125,000 (Table eggs)
PRODUCTION FACILITIES	<p>The company has a well-constructed poultry /chicken house in 1320 m<sup>2</sup> of land with required poultry management equipment. The company has the installed integrated poultry feed processing plant that is built on 200 m<sup>2</sup> of land. The feed processing unit has a feed grinder/miller with mixer of capacity of 10 quintals per hour and a hammer mill of 20 quintals per hour. The existing production facility can produce 20000 chickens at a time.</p>
BACKGROUND	<p>High land poultry production and processing company is a private PLC. The company established in 2015 owns 10 hectare of land taken on 80 years of lease. The intended objective of the company is to run integrated modern poultry production and slaughter/processing business.</p>
INVESTMENT PROPOSAL	<p>The company has established a poultry farm and processing unit, which is to be operational soon with an annual capacity of 647 tons of broiler meat and 125,000 table eggs. The project which is in the inception face is looking for completion support by the introduction of a modern slaughterhouse and equipment for the hatchery. The company is interested to partner with a foreign company, who can take equity shareholding as well as bring in their technical expertise in operations and equipment purchase.</p>









# 4. OTHER INDUSTRY

## THREE Y FLEXIBLE PACKAGING PLC

ADDRESS	Nifas Silk Lafto Sub-City, Wereda 09, Addis Ababa, Ethiopia
CONTACT	Mrs. Senait Araya Email: threey.packaging@yahoo.com Phone: +251114431353
YEAR OF ESTABLISHMENT	2012
ANNUAL SALES	3,871,107 USD (2017)
TOTAL EMPLOYMENT	63
MAIN PRODUCTS	Production of different types of flexible food packaging materials.
PRODUCTION VOLUME	Flexible packaging material- 817 Tons ( 2017)
PRODUCTION FACILITIES	<p>The existing manufacturing unit is located in Nifas Silk Lafto Sub-City, Addis Ababa, within a factory area of 1,000 m<sup>2</sup>. The company's production facilities include machines for high speed roto gravure printing, solvent base lamination, slitting, core cutting, label gluing, label cutting, three side and centre seal etc. The company has an overall annual production capacity of 1,500 Tons. The major packaging raw materials used are BOPP films, metalized BOPP films, CPP films, polyester films, polyethylene films and shrink PVC films.</p>
BACKGROUND	<p>The company is engaged in the manufacturing of packaging materials used for pasta and macaroni, biscuits, milk, snack packaging, soap and detergent, cosmetics, juice, water and soft drinks bottle labels etc. The company boasts of a dedicated customer base, including international companies such as Unilever, New Zealand Milk Products as well as Anchor Milk.</p>
INVESTMENT PROPOSAL	<p>The company wants to expand its production capacity of food grade flexible packaging material in order to consolidate its market share. The expansion project foresees an investment of 3.7 million USD, which is expected to generate additional revenue to the tune of 4.6 million USD. The national investor is looking for an international partner(s) who can bring capital and technical expertise to the venture.</p>

## ADDIS ABABA BOTTLE AND GLASS SHARE COMPANY

ADDRESS	Saries-Kality , Addis Ababa
CONTACT	Mr. Zhun Jun Xiao Email: botgla@yahoo.com Phone: 011-2-70-26-28; 011-2-70-11-84
YEAR OF ESTABLISHMENT	1973
ANNUAL SALES	9.215 Million USD
TOTAL EMPLOYMENT	597 (incl. 208 Part-time)
MAIN PRODUCTS	Beer Bottles, Wine Bottles, Soft Drink Bottles, Liquor Bottles, Cosmetics Bottles
PRODUCTION VOLUME	14,600 Tons (2017)
PRODUCTION FACILITIES	<p>The company currently has two factories at the same project site. Factory 1 is the old plant seating on 3,640 m<sup>2</sup> with a capacity of 35 tons per day while the Factory 2 is the new plant on 5,082 m<sup>2</sup> of land built under the expansion project for three lines; one 50 tons and two for 80 tons a day. Phase I has already been completed and has started operations in July 2016. Phase I was the construction of a whole plant and batch house for three additional lines with the completion off one 50-ton production line.</p>
BACKGROUND	<p>The company is the oldest glass manufacturing company in the country and is located about 8.5 km from the city center of Addis Ababa along the road to Ambo. It was established in 1967 and became operational in 1973. In 2010, the company was purchased by Bazeto Industry and Trading PLC and in 2012, Addis Glass became a share company. In 2015, the company undertook a joint venture with Top-view Asian Pacific Ltd. The company is licensed to manufacture glass containers and table-ware and has extensive forward linkages with notable domestic manufacturing companies operating in the beverages and cosmetic sectors.</p>
INVESTMENT PROPOSAL	<p>In view of the growing market for glass containers, the company is planning to expand its production capacity. The company undertook a feasibility study for establishment of three additional production lines – one of 50 tons/day and two of 80 Tons/day - to increase its capacity to 245 Tons/day. The company has been able to complete phase I of the project of 1 50-ton line and needs additional investment for the 80 Tons lines and working capital to run the total operations. The foreign company is expected to contribute through equity though the company is tying up for bank loans to compensate a part of the amount required.</p>

## CHAMBER PRINTING HOUSE PLC

ADDRESS	Lideta, Wereda 02, #442, Ethiopia
CONTACT	Mr. Tsegaye Asfaw Teferra – General Manager Email: chamberprinting@ethionet.et Phone: +251-11 320 4245/46
YEAR OF ESTABLISHMENT	1965
ANNUAL SALES	1.7 million USD (2017)
TOTAL EMPLOYMENT	112
MAIN PRODUCTS	Printing on Packaging materials
PRODUCTION VOLUME	Paper packaging – 300 Tons (2018) Film packaging – 150 Tons (2018)
PRODUCTION FACILITIES	<p>Packaging materials are purchased from both local and international sources as per the client's requirement. Once goods are delivered to the store they are distributed to each department according to the job orders. The production manager follows each and every job order until it is fully done according to the specification ordered by the client. The machineries available in the production facility include the letter pressing systems, offset printing and the latest gravure printing. The letter pressing department is outdated and is able to deliver only 2,000 copies per hour where the offset presses produce about 10,000 copies per hour.</p>
BACKGROUND	<p>The company was established 53 years ago as a family business doing basic printing services on few letter press machines. Later, the company was able to acquire offset machines and in the past ten years a gravure technology based printing section was added. Over time, the company with time has been able to convert from a service provider firm to supplier of printed labels and packaging materials. The company is well trained and experienced about the technology involved in food packaging materials.</p>
INVESTMENT PROPOSAL	<p>Due to very high demand and a very short turnaround time required from customers, an investment on modern machineries and stocking of raw materials is required. The company has prepared its business plan with an estimated investment of 2.5 million USD that will serve to expand its present capacity by introducing a series of machines including gravure machine, extrusion, speed master machines etc. The company hopes that the project will serve to step up its presence in export markets. The company is looking for an international partner(s) interested in providing debt financing in foreign currency that can ease the foreign exchange shortage for the domestic company.</p>

# AGRO-INDUSTRY INVESTMENT OPPORTUNITIES DIRECTORY ETHIOPIA

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UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION

Vienna International Centre, P.O. Box 300, 1400 Vienna, Austria  
Telephone: (+43-1) 26026-0 • Email: [tii@unido.org](mailto:tii@unido.org)  
Internet: [www.unido.org](http://www.unido.org)