**Ethiopian Investment Opportunities**

**Cereals**

**Processing of Wheat Flour, Pasta and Macaroni,** Amhara, Amhara, Ethiopia

The aim of the project is to produce wheat flour, Pasta and Macaroni. The company is currently engaged in the processing of wheat flour serving the local market but, given the large experience of the promoter in the field, he seeks an external support to move the business to a further step by expanding and diversifying the current production by processing Pasta and Macaroni.

Project code: **ETH0121503** Amount of investment: **USD 1.200.000** Type of Business: **Wheat flour processing** Type of collaboration: **Joint Venture, Technology transfer/Supply Services, Market access, Buy-back arrangement, Technical expertise**

**Pasta and fortified wheat flour production start-up** Burayu, Oromia, Ethiopia

Company has years of experience in the sector and is looking to Increase production of wheat flour and start the production of fortified flour (with vitamins, minerals) and of pasta and macaroni. Investors are sought for technological improvement of the overall production. Strength of the project: The Quality of the product Strong market share and leadership

Project code: **ETH100AA** Amount of investment: **USD 6.500.000** Type of Business: **Flour and Pasta production** Type of collaboration: **Joint Venture, Loan, Market access, Sub contracting, Buy-back arrangement, Equipment purchase , Joint R&D**

**Diversification of production from wheat flour to Pasta** Tale Industrial Zone, Ethiopia

The company that is engaged in producing wheat flour in the Ethiopian market. It has a vision of expanding and diversifying its products in the near future while maintaining high quality and reasonable price. The company targets to engage itself in producing long and short pasta as well as biscuit for the markets in Ethiopian and in the neighboring countries. Strength of the project: The presence of a good management and the production of quality product have ensured a dependable and stable market.

Project code: **ETH121AA** Amount of investment: **USD 5.000.000** Type of Business: **Making/producing wheat flour** Type of collaboration: **Joint venture, technical expertise, technology transfer, joint R&D**

**Macaroni and Pasta factory set up** Addis Ababa, Addis Ababa, Ethiopia

The factory has been successfully producing wheat flour from local wheat of the best quality from renewed wheat producing areas of the country. Currently the factory wants to integrate the production forward and start producing, besides pasta and macaroni from wheat, other products from other cereals which are gluten free such as the Teff, and not only for local but mainly for the export market. Strength of the project: - Renowned flour factory with established local market - Long experience management - Contact with Italian manufacturers of Pasta machinery - Quality oriented

Project code: **ETH124AA** Amount of investment: **USD 2.500.000** Type of Business: **Wheat flour production** Type of collaboration: **Equipment purchase**

**Processing of Wheat Flour, Pasta and Macaroni** Amhara, Amhara, Ethiopia

The aim of the project is to produce wheat flour, Pasta and Macaroni. The company is currently engaged in the processing of wheat flour serving the local market but, given the large experience of the promoter in the feld, he seeks an external support to move the business to a further step by expanding and diversifying the current production by processing Pasta and Macaroni.

Project code: **ETH0121503**

Amount of investment: **USD 1.200.000**

Type of Business: **Wheat flour processing**

Type of collaboration: **Joint Venture, Technology transfer/Supply Services, Market access, Buy-back arrangement, Technical expertise**

**Gluten-free, teff-based products** Addis Ababa, Addis Ababa, Ethiopia

Teff (cereal) processing for the production of flour and gluten-free products to be exported abroad. The products will also be certified organic. Strength of the project: Teff cereal is naturally gluten-free and easy to process. The market is in expansion as there is a growing number of healthy consumers and their demand for healthy food products is increasing. The company has already an established market in the US and was one of the firsts to export dry enjera to the Ethiopian community in the US.

Project code: **ETH018AA**

Amount of investment: **USD 2.500.000**

Type of Business: **Agro-processing**

Type of collaboration: **Joint Venture, Market access, Buy-back arrangement, Equipment purchase Management expertise, Technical expertise, Marketing expertise, Technology transfer / Supply Services, Joint R&D**

**Ethiopian Investment opportunities**

**Coffee**

**Expand quality Ethiopian coffee for export markets** Addis Ababa, Addis Ababa, Ethiopia

The company Aster Bunn is engaged in coffee processing, roasting, grinding and distribution in Addis Ababa and other major cities. It is a well known company in the field of coffee processing and distribution. The company has three coffee shops in Addis Ababa. The major challenge the company is currently facing is penetrating international markets. The manager is keen to develop partnerships with companies interested in distributing quality Ethiopian coffee in foreign markets.

Project code: **ETH015AA** Amount of investment: **USD 500.000** Type of Business: **Coffee roasting** Type of collaboration: **Loan, Market access, Equipment purchase**

**Organic coffee production, processing and export** Addis Ababa, SNNPR, Ethiopia

The company is actively investing to expand the business in both upstream and downstream directions of the coffee value chain (from production to grinding). They are planning to start their own organic coffee farm, and to obtain the organic certification. This would allow them to directly produce and export high quality organic coffee both green and specialty and roasted coffee. The company is family owned and was founded in 1971 in Harar. Is the 18th Ethiopian exporter by volume and it is growing by 5% annually. It is managed by the founder's daughter which is an experienced manager, with a very strong knowledge of the market and who is willing to reinforce and expand her business. The company's main focus is quality and it aims to high end markets. She is actively investing in the workforce and in trainings to ensure talents retain and low turnover. The roasting activity is already in operation and they export very high quality coffee, suitable for foreign markets. The coffee plantation is also to be exploited for the production of coffee honey (see project B).

Project code: **ETH082AA** Amount of investment: **USD 1.050.000** Type of Business: **Agri-business, coffee exporter** Type of collaboration: **Market access, Equipment purchase , Management expertise , Technical expertise, Marketing expertise**

**Coffee roasting business expansion/development** Bole, Addis Ababa, Ethiopia

The company has gradually grown to medium scale level by processing coffee intended for both domestic and export markets. Since its establishment the company has been making sound full profits and expanded its working areas, increased its staff, and now is looking for further expand to a big capacity processing plant, modernize and to drastically increase its market share so as to become a prominent market player in the coffee roasting business. PROJECT STRENGTHS: The company is committed for quality with no compromises; it employs efficient and trained workforce with high involvement of women. Limited overhead cost of labor that helped the company to work at a minimum profit margin. A reputation showing progressive growth trend registered by sustained increase in sales value and profit for the last seven years. The trust and goodwill established among the customers for the last seven years had been proven by having customers from international companies. Strong relationship with buying clients, supplying customers and many GOs and NGO stakeholders. Good record carrier performance among the financial institutions/Banks. Planned capacity building tasks for workers and managers with exposure visit, market assessment in foreign countries. Active member of Ethiopian coffee roasting association and Addis Ababa Chamber of commerce and sectorial association. High flexibility of management to look alternative business and fast decision to penetrate new markets.

Project code: **ETH119AA** Amount of investment: **USD 600.000** Type of Business: **Coffee Roaster** Type of collaboration: **Market access, Equipment purchase , Management expertise , Technical expertise, Marketing expertise, Technology transfer / Supply Services, Joint R&D**

**Coffee Roasting, Grinding and Packaging plant establishment** Ketema Sub City, Addis Ababa, Ethiopia

The project profile envisages the establishment of a plant for the production of roasted and milled coffee for export & domestic market with a capacity of 192 tons per annum. The principal raw material are export standard, local washed (LW) & local unwashed (LUW) green coffee available locally. The total investment requirement is estimated at about Birr 8,677,150.00 (or US$ 500,000), out of which Birr 6,838,000.00 (US$ 330,000) is required for plant and machinery. The product can get its market outlet through the existing wholesale and retail network that includes department stores, merchandise shops and supermarkets. The project is financially viable with an internal rate of return (IRR) of 18.90 % and a net present value (NPV) of Birr 10.82 million, discounted at 9.5%. The project will create a backward linkage effect with coffee plantations. The establishment of such plant will have a foreign exchange earning effect by exporting its product to the global market.

Project code: **ETH120AA** Amount of investment: **USD 500.000** Type of Business: **Coffee roasting, grinding & packing.** Type of collaboration: **Joint Venture, Loan, Market access, Technical expertise, Marketing expertise, Technology transfer / Supply Services**

**Ethiopian Investment opportunities**

**Dairy**

**Production and distribution of milk and beef** Bole, SNNPR, Ethiopia

The company is a reference point to Wollaita town for dairy products, in particular for what concerns the provision of unprocessed milk and beef. The owners are willing to expand their production to better fulfill local demand. In order to do that, some investments addressing critical barriers to expansion need to be undertaken, such as electricity generation and product diversification.

Project code: **ETH031AA** Amount of investment: **USD 1.500.000** Type of Business: **Dairy and meat production** Type of collaboration: **Joint Venture, Equipment purchase , Technical expertise, Technology transfer / Supply Services**

**Ethiopian Investment Opportunities**

**Food**

**Cactus jam production** Mekelle, Tigray, Ethiopia

The project aim is to expand the small local production of cactus jam, obtained by processing cactus fruits, and to start to export the product within two years. Cactus is one of the desert fruits growing wild in the marginalized areas of Tigrai. As the production season is very short, more than 80% of the fruit is wasted. The promoter of this project wants so expanding the current production capacity to make cactus jam available all year round and to fully exploit the marketability potential of such a product penetrating foreign markets. In particular the project can count on the assistance of FAO, which is helping the company to find market opportunities in Italy.

Project code: **ETH078AA** Amount of investment: **USD 10.000** Type of Business: **Cactus Processing** Type of collaboration: **Loan, Market access, Management expertise , Technical expertise, Marketing expertise**

**Ethiopian Investment Opportunities**

**Honey**

**Organic honey production from Coffee flowers and other plants** Addis Ababa, Addis Ababa, Ethiopia

The Company is a coffee exporter which is actively investing to diversify the business into the honey and beeswax production and export. They plan to start their own coffee flowers organic honey production by exploiting the coffee plantation, i.e. honey produced from the coffee flowers. Beeswax as a side product will also be produced. Strength of the project: The owner has followed training on honey production. Coffee flowers honey is a special honey, new in its kind and for which buyers’ interest is growing. The Company, currently the 18th Ethiopian exporter by volume and is growing by 5% per year. It is managed by the daughter of the founder which is an experienced manager, willing to reinforce and expand her business. The company main focus is quality and aim to high end and niche markets. They are actively investing in the workforce and in trainings to ensure retain of talents and low turnover. Although Ethiopia’s honey production is very high the country keeps on importing mainly artificial honey, caramel, other sugars (including inverted sugar) and a relatively low portion of natural honey

Project code: **ETH083AA** Amount of investment: **USD 20.000** Type of Business: **Agri-business, coffee exporter and honey** Type of collaboration: **Management expertise , Technical expertise, Technology transfer / Supply Services, Joint R&D**

**Ethiopian Investment Opportunities**

**Cosmetic**

**Ethiopian traditional beauty and skin-care products production** Addis Ababa, Addis Ababa, Ethiopia

The project aims to expand the current level of production and commercialization of Ethiopian traditional beauty and skin-care products both in local and international markets. The promoter seeks, on the one side, to address Ethiopian women production choices toward beauty products such as facial soaps, hair products and similar, and on the other side, to sell locally produced organic beauty products to abroad female customers.

Project code: **ETH003AA** Amount of investment: **USD 50.000** Type of Business: **Skin-care and beauty products** Type of collaboration: **Joint Venture, Market access, Equipment purchase , Management expertise , Technical expertise, Marketing expertise, Technology transfer / Supply Services, Joint R&D**

**Leather & Footwear**

**Mesgana shoes production expansion** Addis Ababa, Subcity Kirkos, Woreda 6, Ethiopia

Manufacturing of men and women shoe, such as sandals and ballerinas, in leather and leather mixed textile for the local and international markets. Soles are made by recycled tyres. Strength of the project: Handmade products of very high quality suitable for European markets and with modern and creative designs. Strong brand recognition as the owner is an EX Ethiopian mannequin. Young owners (1 brother and 2 sisters), hard worker and willing to expand which followed numerous trainings to increase their quality and efficiency.

Project code: **ETH303AL** Amount of investment: **USD 100.000** Type of Business: **Leather Manufacturing** Type of collaboration: **Loan, Market access, Equipment purchase , Management expertise , Technical expertise, Technology transfer / Supply Services**

**Textile**

**Expansion of Traditional Women Ethiopian Textiles** Addis Ababa, Addis Ababa, Ethiopia

The project manufactures garments from traditionally woven Ethiopian textiles. The company is established and already operates in local markets, the founder of the company is a women who is looking for an investment to scale up her production of traditional textile goods in order to enter global markets. Strength of the project: The project’s strength is its renowned quality clothing made of 100% traditional garments.

Project code: **ETH213AT** Amount of investment: **USD 15.000** Type of Business: **Textile** Type of collaboration: **Joint Venture, Market access, Sub contracting, Equipment purchase , Marketing expertise, Technology transfer / Supply Services, Joint R&D**