

Investing in Ethiopia's Leasing Sector

A potential \$1 billion market
waiting to be tapped



WORLD BANK GROUP

IFC

International
Finance Corporation



ETHIOPIAN INVESTMENT COMMISSION

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US\$1 billion market potential

For the past 10 consecutive years, Ethiopia has been identified as one of the fastest growing economies in the world. During that same period, it registered consecutive GDP growth rates of over 10.5% and is expected to sustain this course over the next three years.

The government has made considerable inroads to attract foreign direct investment into the country to help develop key sectors, namely its agri, health and transports sectors, as well as to promote growth of small and medium sized businesses. It also plans to increase its number of industrial parks to 12 aimed at creating employment and a skilled workforce to help it become an international light manufacturing hub.

Ethiopia's key growth sectors require substantial equipment and machinery not readily available without substantial capital, lacking by most small and medium sized enterprises. Leasing provides a mechanism to support them to acquire equipment.

The Ethiopia Investment Commission issued investment licenses to 275 foreign projects with a combined capital of over US\$ 5 billion during the 2017/18 fiscal year. That same time period saw an increase in job opportunities for 133,000 citizens in the newly built industrial parks and other investment ventures.

The leasing market has grown to \$153.7 million by end of December 2017, serving tens of thousands MSME's. With an estimated potential market value of more than \$1 billion and the only financial sector open to foreign investment, Ethiopia's equipment leasing sector is ripe for investment.

We welcome you to join us.



The 2017 Equipment Leasing in Africa Handbook states that the 2017 leasing market for movables was US\$153.7 million, out of an estimated \$1.052 billion market potential.* This ranks Ethiopia as the 9th potential largest leasing market on the continent.

** Estimate based upon the calculated average of three commonly accepted methodologies for estimating national leasing market potential: percentage relative to GDP, percentage of gross fixed capital formation, and percentage of capital goods imports. This is typically considered a conservative estimate.*

Reasons to Invest

MARKET POTENTIAL

One of the fastest growing economies in the world, at an average rate of 10.2% in 2006–2016, with an equipment leasing potential of US\$ 1 billion

ACCESS TO MARKETS

A regional hub with access to a wide market, internally its infrastructure spending, as a percentage of GDP, is the highest in Africa

INVESTOR PROTECTION

Finance leasing in Ethiopia is well regulated; foreign owned leasing companies are allowed to finance up to 15-25% of the minimum paid up capital to a single lessee

COMPETITIVE INCENTIVE PACKAGE

Duty free tax benefits for leasing in agri, manufacturing, etc.; opportunity to leverage single exposure up to 25% of the paid up capital

FAVORABLE ENTRY REQUIREMENTS

Only financial sector open to foreign investment

ABUNDANT & AFFORDABLE LABOR

With over 50 million workers, Ethiopia has the second largest labor force in Africa

MARKET DEMAND

Equipment needed in all gov't-supported key growth sectors, i.e. agri, manufacturing, health and transport

BUSINESS FOCUSED GOV'T

New transformative government highly supportive of private sector and leasing sector development

Ethiopia's leasing market today

In Ethiopia, leasing institutions are referred to as Capital Goods Finance Companies.

At present, there are seven leasing companies licensed to do leasing in Ethiopia. The Development Bank of Ethiopia, known as DBE, and the five regional leasing companies: Addis CGFC, Oromia CGFC, Waliya CGFC, Debub CGFC, and Kaza CGFC. In August 2019, New York-based African Asset Finance Company became the first foreign and privately owned company licensed to lease equipment in Ethiopia. As of end March 2019, these leasing companies have disbursed over ETB 4 billion (\$US 140 million) through more than 9,000 leases to local MSMEs.

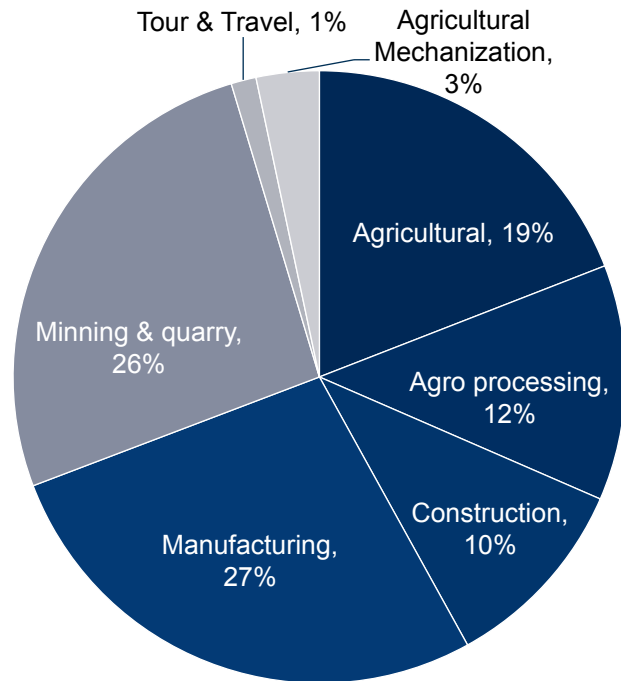
The aggregate sum of capital goods finance granted to and outstanding at any one time to a single lessee shall not exceed 2.5% of the total capital of the company.

Those intending to serve lessees having met the Br 400,000,000 minimum paid-up capital requirement, the single borrower limit to SME's and large businesses shall not exceed 15% and 25% of the total capital of their companies respectively.

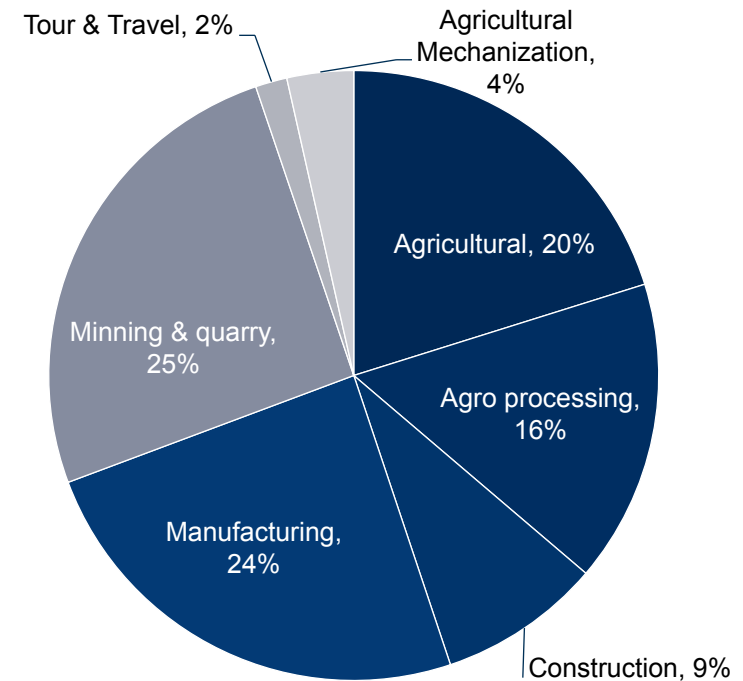
IFC, a member of the World Bank Group, has provided global knowledge and expertise to help strengthen the country's operational side of leasing.

Distribution of applications vs. approvals

Distribution of lease applications by sector by DBE, March 2019



Distribution of lease approvals by sector, March 2019



Source: Development Bank of Ethiopia

Ethiopia's financial sector

According to the National Bank of Ethiopia's latest Annual Report for 2017/2018:

“The Ethiopian financial sector has remained safe, sound, well capitalized and profitable. As a result, commercial banks opened 500 new branches in 2017/18 alone which increased the total number of branches to 4,757 from 4,257 a year ago. The banks also increased their deposit mobilization by 23.6 percent, loan collection by 14.9 percent and loan disbursement by 5.9 percent. Their non-performing loan was within the required ceiling of 5 percent. Similarly, insurance companies and microfinance institutions have scaled up their services by expanding their network and product diversification. Capital goods finance companies have also stepped up their operations showing visible signs of improvement.”



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NATIONAL BANK of ETHIOPIA

Key Sectors



Agribusiness

The agricultural sector employs 85% of Ethiopia's population, contributes 39% of GDP, and generates 90% of foreign currency.



Healthcare

Currently, more than 16,600 healthcare centers deliver health services in Ethiopia.



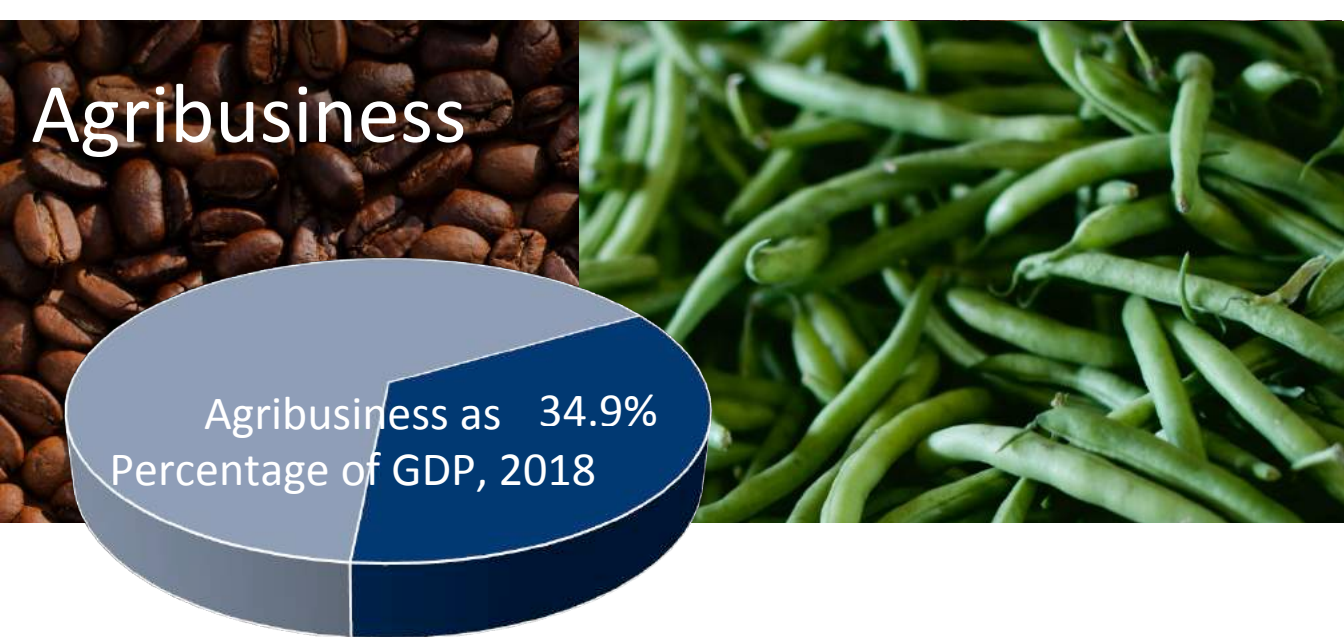
Infrastructure

The government is pushing ahead with road and railway expansion.



Manufacturing

Ethiopia currently has 15 parks that enhance the development, transfer and commercialization of technology, and global knowledge.



Crop	Number of Holders	Area in Hectares	% Distribution	Production in Quintals	% Distribution
Grain Crops	15,670,567	12,677,882.27	100	306,126,383.06	100
Cereals	15,051,667	10,232,582.23	80.71	267,789,764.02	87.48
Pulses	8,320,621	1,598,806.51	12.61	29,785,880.89	9.73
Oilseeds	3,350,070	846,493.53	6.68	8,550,738.16	2.79
Vegetables	6,671,187	208,985.91	100	7,391,544.84	100
Root Crops	6,208,185	233,290.13	100	45,609,822.12	100
Fruit Crops	4,777,677	104,421.80	100	7,774,306.92	100
Chat	2,892,146	262,071.88	-	2,354,538.01	-
Coffee	5,019,513	725,961.24	-	4,492,298.08	-

The agricultural sector employs 85% of Ethiopia's population, contributes 34.9% of GDP, and generates 90% of foreign currency. Agricultural exports are primarily unprocessed commodities, i.e. coffee, oilseeds, sugar, pulses, live plants, and cut-flowers. Ethiopia possesses a wide range of agro-ecological zones, arable land, and access to labor, which allow for a wide range of agricultural systems. In Africa, Ethiopia is the leading producer of coffee (fourth in world) and barley. Additionally, Ethiopian production ranks second in sorghum, third in maize, third in wheat, and fourth in coarse grains. Finally, Ethiopia maintains the largest number of livestock in Africa. By regional standards, Ethiopia can confidently enjoy a comparative advantage by exporting value added agro-industrial products to neighboring countries. As for the international market, Ethiopia has many bilateral and other trade agreements which makes the country an interesting investment destination.

Opportunities: In addition to traditional farming equipment, also needed are: machineries for coffee roasting and processing, dairy milk processing, chicken processing cattle fattening and abattoirs, juice extraction and processing, tomato and potato processing, technology and machineries for flour processing, bakery, pasta and macaroni manufacturing, edible oil extraction, filtration and processing, provision of cold chain, post-harvest technology, mobile preservative technology and storage facilities, and sugar processing technology and various machineries.

Agribusiness



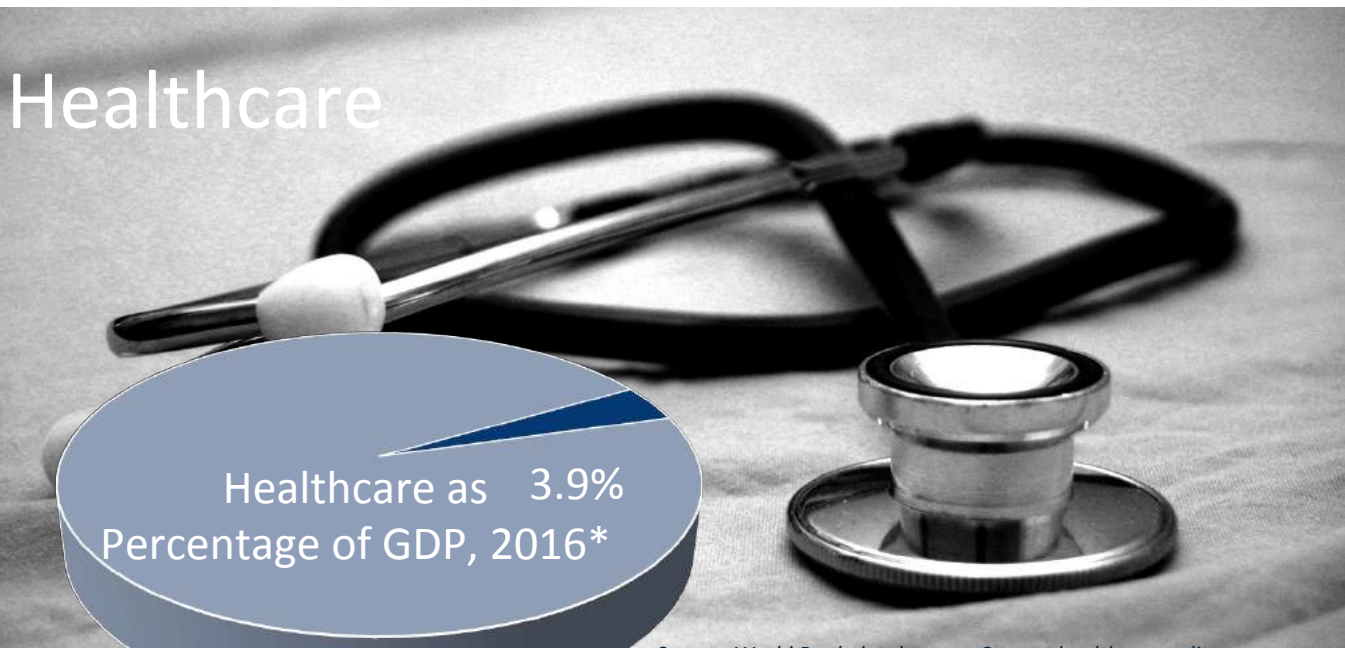
Challenges: Of the 36 million hectares of agricultural land, only 35% is cultivated at present. Over 90% of farmers are smallholders cultivating one hectare or less of land. Farming techniques have changed little over the centuries, yielding low outputs. This also impacts the growth of other sectors of the economy.

Incentives: Eighteen major agro-ecological zones have been identified in the country, and over 3 million hectares of land has been made available for investment. Ethiopia offers one of the largest and most diverse agricultural investment opportunities on the continent.

Key players in sector:
Ministry of Agriculture
Ethiopian Agricultural Transformation Agency (ATA)

Suppliers:
Gedeb Engineering PLC
Astunet Business Enterprises PLC
Abulkhase PLC
Bruh tesfa Irrigation and Water Technology PLC
Esfre Trading

Healthcare



Source: World Bank database on Current health expenditure (% of GDP).

Currently, more than 16,600 healthcare centers deliver health services in Ethiopia. The government encourages private sector participation in quality of care and service. The government is also working with the private sector to build advanced tertiary care hospitals to meet domestic demand that would otherwise be met through outbound medical tourism, and ultimately to attract medical tourism to Ethiopia.

Opportunities: The government is keen to acquire service, equipment, supplies, information management systems, and knowledge and skill transfers to improve the quality of the healthcare system. This is an opportunity for international companies that can provide medical equipment (i.e. MRIs, CT Scans, radiation therapy machines, and supplies, hospital furniture, ambulances, etc.) .

Regions	Public Health Facility			Private Health Facility			
	Health Posts	Health Centers	Hospitals	Primary Clinic	Medium Clinic	Specialty	Hospital
Tigray	716	212	37	8	99	61	3
Afar	325	105	6	0	0	0	0
Amhara	3345	848	76	746	188	48	10
Oromia	7090	1699	71	3020	129	5	8
Somali	1139	195	9	40	50	10	1
Ben-Gumuz	402	49	5	105	29	2	0
SNNPR	3874	723	67	1200	274	29	8
Gambella	128	31	4	87	25	0	0
Harari	32	8	2	8	18	17	2
Addis Ababa	N/A	97	11	179	458	361	25
Dire Dawa	35	15	2	8	38	3	5
National	17086	3982	290	5401	1308	536	62

Healthcare



Challenges: The shortage of foreign currency hinders timely procurement of equipment, supplies and pharmaceuticals and also results in payment delays. In addition, there is a lack of transparent and accountable pharmaceutical and logistics management system, delays in the bidding process, poor data management and reporting for proper decision making, and lack of capacity. All which can however be remedied with proper investment and instruction.

Incentives: The health sector is one of the few sectors which is open for foreign competition. The country's trade and investment policies and strategies aim to create a competitive economy driven by the private sector. In the new GTP of Ethiopia, it is envisaged that necessary incentive packages such as tax exemption for heavy machines and some medical equipment as well as importing of vehicles for ambulance services will be made available to the private sector. The government implemented opportunities to funnel FDI to help both the country and ultimately investors to benefit from the untapped resources. Building hospitals, clinics and pharmaceutical companies are areas of interest for those who would like to invest in Ethiopia.

Key players in sector:

Ministry of Health
Food, Medicine and Health Care Administration and Control
Authority provides
Pharmaceutical Fund and Supply Agency

Suppliers:

Agmas Medical Equipment Importer and Distributor
MedTech Ethiopia
Spot Pharmaceuticals
WMG Biomedical Engineering PLC

Infrastructure



Source: Deloitte. Africa Construction Trends 2018 based upon Gross fixed capital formation (GFCF) as a percentage of GDP, which includes land improvements and the construction of infrastructure by both the private and public sector, is indicative of infrastructure spend of countries.

Road Network

Year	Federal Road		Rural Road	Subcity Road	Urban Roads			Total
	Asphalt	Gravel			Paved	Cobble	Unpaved	
	Length	Length			Length	Length	Length	
2013/14	12,640	14,217	33,609	39,056	NA	NA	NA	99,522
2014/15	13,551	14,055	30,641	46,810	1,693	850	2,814	110,414
2015/16	14,632	13,400	31,620	48,057	1,693	NA	3,664	113,066
2016/17	15,886	12,813	33,367	52,748	1,693	NA	3,664	120,171
2017/18	15,886	12,813	35,985	56,732	1,693	2,814	850	126,773

Ethiopia has consistently spent over 30% of GDP on gross fixed capital formation in recent years, with the highest percentage spent on the continent. As of the end of FY 2017/18, Ethiopia had 120,171 km (74,670 miles) of all-weather roads – about 32% of the required road network in the country. In FY 2017/18, the government invested 33.9 billion Birr (\$1.24 billion) in road construction. The Ethiopian Roads Authority plans to build an additional 10,000 km of roads at a cost of 41 billion Birr (\$1.5 billion) during the coming year. The gov’t anticipates a further expansion of the country’s road network to 220,000 km (136,701 miles).

At the same time, the government is implementing a \$2 billion National Logistics Development strategy to alleviate trade logistic hurdles, which seeks to further expand its railway network to roughly 1,545 km (960 miles) linking all seven of Ethiopia’s major dry ports and towns.

Opportunities: Construction machinery, chemicals, locomotives, railway machinery and equipment, and building materials.

Infrastructure



Challenges: The rapidly urbanizing and modernizing population has placed heavy demand for services on the respective City Administrations, which have not been able to deal with the rapidly increasing demand for services. Therefore, there is an inadequate supply of water and electricity and there are major concerns over poor sanitation access.

Incentives:

1. Rapidly growing electricity demand at 30-35% annually
2. More than 80 GW of exploitable renewable energy reserves
3. Low electricity access provides opportunity for off-grid solutions to thrive
4. Trainable workforce with competitive wages

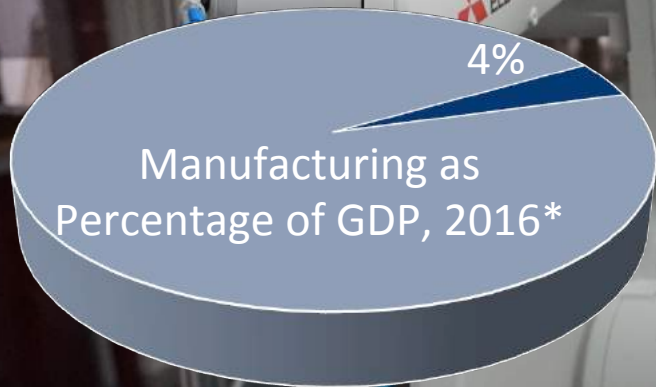
Key players in sector:

Ministry of Transport
Ethiopian Road Authority
Ethiopian Railway Corporation
Ethiopian Electric Power
Ethiopian Energy Authority

Suppliers:

Afro-Tsion Construction PLC
Bermog Construction PLC
Diriba Defersha General Contractor
Ethiopian Construction Works Corporation
Ethiopian Road Construction Corporation
Tesfaye Legesse Construction
Yirgalem Construction PLC

Light Manufacturing



Source: Ministry of Industry , Investment Opportunity in Manufacturing Industry 2017

Sample Products	Exported value in 2014	Exported value in 2015	Exported value in 2016	Exported value in 2017	Exported value in 2018
Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches . . .	776	1,494	3,677	5,384	28,468
Babies' garments and clothing accessories, knitted or crocheted (excluding hats)	462	831	1,334	4,112	23,061
T-shirts, singlet's and other vests, knitted or crocheted	8,855	7,817	8,730	11,508	18,028
Men's or boys' shirts (excluding knitted or crocheted, nightshirts, singlet's and other vests)	787	828	488	1,989	15,734
Women's or girls' suits, ensembles, jackets, blazers, dresses, skirts, divided skirts, trousers, . . .	3,314	2,126	6,594	12,257	15,498
Jerseys, pullovers, cardigans, waistcoats and similar articles, knitted or crocheted	3,202	5,617	2,614	3,275	14,368
Women's or girls' suits, ensembles, jackets, blazers, dresses, skirts, divided skirts, trousers, . . .	3,144	1,814	2,069	3,002	12,616
Women's or girls' slips, petticoats, briefs, panties, nightdresses, pyjamas, négligés, bathrobes, . . .	977	3,056	2,485	2,016	8,963
Men's or boys' shirts, knitted or crocheted (excluding nightshirts, T-shirts...)	2,837	3,608	3,271	5,215	7,565
Special garments for professional, sporting or other purposes, n.e.s., knitted or crocheted	289	272	122	7	6,610

Ethiopia currently has 15 industrial parks that enhance the development, transfer and commercialization of technology, and global knowledge aimed at supporting Ethiopia to become an international light manufacturing hub. The government has prioritized the development of textile and garments and has designated policies and strategies to promote FDI into the sector.

Opportunity: Ethiopia has a receptive labor force capable of being trained to produce quality and standardized products. The textile and garment sector requires the latest technology, vendors of raw materials, chemical laboratory equipment, digital textile printing machines and waste processing technologies. Among other things, Ethiopia has affordable labor, cheap electricity, a conducive investment climate and duty free custom services. Due to these and other incentives, Chinese and Indian textile manufacturers are shifting their plants to Ethiopia.

UNIT: US Dollar Thousand



Light Manufacturing

Challenges: To sustain businesses, the textile industry needs to be leaning on export and ready-made garments with cost-efficiency by using the latest technology. Existing capacities to ensure quality and standardized production of goods must be improved in the sector.

Incentives: There is 100% custom duty exemption on import of all granted capital goods, such as plants, machinery equipment and construction materials. Spare parts at up to 15% of the total value of imported investment capital goods are exempted from customs duty.

Those exporting 50% of their products or services, or supplying 75% of their products or services as production or services input to an exporter are exempted from income tax for five years.

Key players:
Ministry of Industry

Suppliers:

Equatorial Business Group PLC
Paul Ries & Sons (Ethiopia) Ltd
N.A Metal Industry & Engineering
CGF WAFA Vehicles Manufacturing PLC
TGT Enterprise

Entry requirements for new lessors



MINIMUM PAID UP CAPITAL

The minimum paid up capital required to obtain a capital goods finance business license to establish a company that targets lessors with a capital goods finance requirement of up to 2.5% of the paid up capital is 200M ETB to a single lessee. Those seeking to target lessors with a capital goods finance requirement of less than 15-25% is 400M ETB.



FOREIGN CURRENCY

A foreign company may directly access and use its foreign currency invested capital for the purpose of financing THE import of capital goods. A foreign company shall not borrow funds from domestic financial system in any manner.



TARGET MARKET

For investors meeting the 400 ETB minimum capital requirement, a minimum of 60% of the outstanding CGFC portfolio must at any time be allocated to SMEs (firms employing between 6 and 100 persons with capital between ETB 500,000 to 7,500,000/approx. USD 17,000 to 260,000) and 65% to the manufacturing sector.



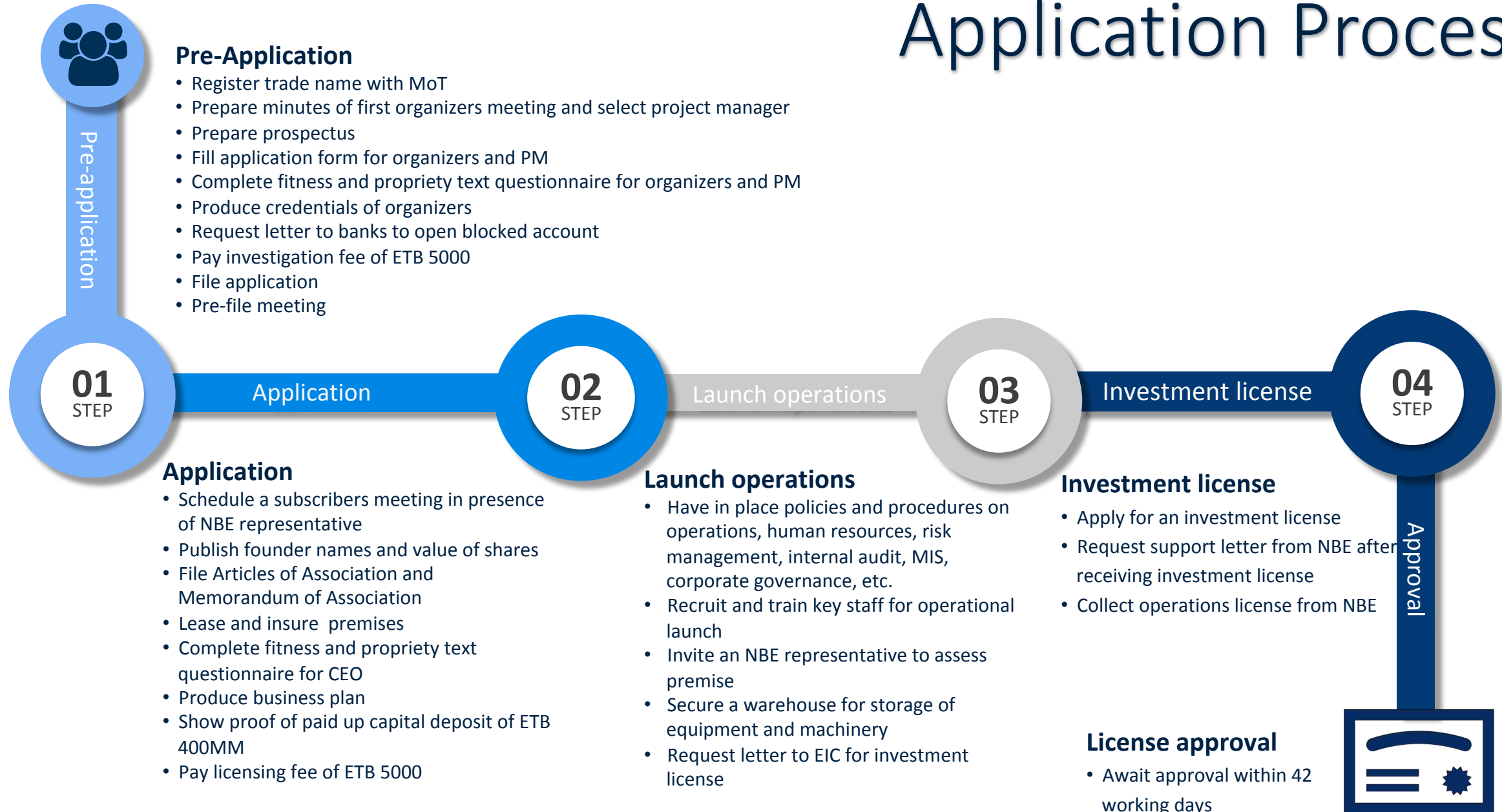
NO LOCAL PARTNERSHIP REQUIREMENT

Foreign investors are not required to partner with local investors, should they not wish to do so.

Additional FYIs for investors

- Local borrowing is not permitted.
- There is a limit on raising funds from foreign debtors, which includes a debt to equity ratio of 60:40.
- Non-resident foreign nationals who earn profits or dividends from recognized foreign investments shall be entitled to have a reasonable share of their profit or a reasonable return on their capital, as deemed necessary and applicable, remitted abroad following submission of the necessary documentation, i.e. board minutes, audited financial statements, tax receipts, etc.

Application Process



For more information

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Ethiopia

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(+251) 11 551 4396

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www.investethiopia.gov.et

Annex

- National statistics
- Equipment suppliers
- Equipment imports

About Ethiopian Investment Commission

EIC promotes investment opportunities and conditions to foreign and domestic investors. It is responsible for issuing investment permits, business licenses and construction permits; notarizing memorandum and articles of association and amendments; issuing commercial registration certificates as well as renewals, amendments, replacements or cancellations; effecting registration of trade or firm name and amendment, as well as replacements or cancellations; and issuing work permits, including renewals, replacements, suspensions or cancellations.

EIC registers technology transfer agreements and export-oriented non-equity-based foreign enterprise collaborations with domestic investors; negotiates and, upon government approval, signs bilateral investment promotion and protection treaties with other countries; and advises the government on policy measures needed to create an attractive investment climate for investors.

In addition, the EIC provides the following free and customized services to investors:

- Provision, through its website, various publications, or through direct response to investor's inquiries, of information on sector-specific business opportunities, business incorporation procedures and related regulations, employment regulations; and
- Support to investors during the acquisition of land and utilities (water, electrical power and telecom services); the processing of loans and residence permit applications; the approval of environmental impact assessments studies for investment projects; and the issuance of a tax identification number.

Snapshot Statistics

World View	1990	2000	2010	2017
Population (millions)	48.09	66.54	87.70	104.96
Population Growth (annual %)	3.4	2.9	2.6	2.5
Surface area (sq. km) (thousands)	1,104.3	1,104.3	1,104.3	1,104.3
Forest area (sq. km) (thousands)	167,350.0	137.1	123.0	125.4
Annual freshwater withdrawals, total (% of internal resources)	..	4.6	6.4	..
Urban population growth (annual %)	5.4	4.2	5.0	4.7
Electric power consumption (kWh per capita)	23	23	48	70
GDP (current US\$) (billions)	12.18	8.24	29.93	80.56
GDP growth (annual %)	2.7	6.1	12.6	10.2
Inflation, GDP deflator (annual %)	3.3	9.5	1.4	6.3
Agriculture, forestry, and fishing, value added (% of GDP)	49	45	41	34
Industry (including construction), value added (% of GDP)	9	11	9	23
Exports of goods and services (% of GDP)	17	8
Imports of goods and services (% of GDP)	32	24
Revenue, excluding grants (% of GDP)	12.3	11.8	10.8	..
Time required to start a business (days)	..	47	20	33
Domestic credit provided by financial sector (% of GDP)	39.2	48.6	36.9	..
High--technology exports (% of manufactured exports)	..	0	3	17
Merchandise trade (% of GDP)	11	21	37	24
Total debt service (% of exports of goods, services and primary income)	39.0	13.7	3.8	20.8
Personal remittances, received (current US\$) (millions)	5	53	345	393
Foreign direct investment, net inflows (BoP, current US\$) (Millions)	0	135	288	4,017
Net official development assistance received (current US\$) (millions)	1,009.3	687.8	3,455.2	4,117.5



Source: World Development Indicators database (Last Updated:01/30/2019)

Sample of equipment suppliers in Ethiopia

Abdosh International Trading Company PLC

An Ethiopian importer, agent, sole distributor, trader and marketer, partnered with industry leaders to offer quality products that exceed expectations. The company offers an extensive range of products including, chemicals, raw materials, construction equipment, generators, pumps, welding equipment, tools etc.

Tel: +251911201150

Abget General Trading PLC

A transport, machinery rental, liquid petroleum gas distributor and multidisciplinary company of engineers, designers, marketing specialists and technicians in the field of construction machinery trading, construction materials sales, and transportation with its office in Ethiopia, Addis Ababa.

Tel: +251911224788

Abulkhase PLC

An Ethiopian importer and distributor of construction and agricultural machineries. Also the sole agent in Ethiopia for Fiori Self-propelled Mixing Systems.

Tel: +251112756471 / +251116546768

AGRO-VET PLC

An importer and distributor of dairy (milk processing, butter churners, premixes, cream separator, small milk pasteurizer, filling and packing machines), beekeeping (honey extractors, pressers) equipment, veterinary and artificial insemination, poultry (incubators, poultry drinkers, feeders) and laboratory equipment, in addition to chemicals, reagents, scientific and educational equipment.

Tel: +251115544749 / +251116462681

Astunet Business Enterprises PLC

Helping businesses support the challenges of rising food and water resource needs for the ever-expanding population by introducing modern irrigation systems and household family drip systems.

Tel: +251116627967

CGF WAFA Vehicles Manufacturing PLC

CGF WAFA Vehicles Manufacturing PLC - The factory products including trucks, two axles & three axles flat bed semi trailer, full trailer, liquid tank truck, etc.

Tel: +251114700174 / +251962383838

CT-technologies via Splenor Technology PLC

Offers world-class total solutions packages for industrial refrigeration and food processing plants around the world, i.e. engineering and design, supply of components to complete turnkey plants, spare parts, installation, service and training, etc.)

Tel: +251911733485

Dante Trade Assistant

Specializes in Ethiopian manufacturing, most notably, plastics, to supply a variety of machines, such as injection molding, injection blow molding, PVC/ HD pipe production line, recycling, film blowing, crusher, mixer, chiller, feeder machines and associated products.

Tel: +251911459705

Equatorial Business Group PLC

Authorized distributor of Volvo construction and power equipment in Ethiopia – a major international company that develops, manufactures and markets equipment for construction and related industries. It also imports Mazda Pick ups, Chery Tiggos, OTIS Escalators and Lifts, and open and closed Cummins Generators.

Tel: +251911200239

Equipment suppliers cont.

Exotec Engineering PLC

An import and manufacture of heavy construction machinery, such as crusher, block, fixed block, movable block (import), and fixed large block machines (import) in Ethiopia.
Tel: +251114421601

Goggle Trading PLC

Engaged in the supply of agricultural equipment (poultry, bee keeping and dairy equipment), laboratory equipment and chemicals and educational or teaching aid equipment for Biology, Chemistry and Physics laboratories.
Tel: +251911304297

Omicron Engineering

Offers electrical solutions for the manufacturing and construction industries and is engaged in the import and distribution of electrical materials, i.e. transmission and distribution equipment, electrical appliances including wall switches, sockets, and lighting. It is also the sole agent for distribution, installation, and providing turnkey solutions on behalf of CHINT Group Electrics.
Tel: +251936010614/15

Filimon Import and Export International

Importer of machinery and equipment related to food processing, raw material production, baked and confectionary goods, agriculture and agro-processing, milling and storage, metal and wood work engineering, sanitary materials, chicken incubators, broilers, slaughtering, coffee roasting, grinding and packaging, and extrusion lines. Also engaged in the export of beans and oil seeds.
Tel: +251912670520 / +251983771145

Hagbes PLC

Supplier of mining, construction, compressor and rig, road construction, agricultural machinery, motorcycle and outboard engines, surveying equipment, pump and generators, and tools and machines.
Tel: +251911214485

SD Business Group

Engaged in different businesses in Ethiopia such as import and export, tour and travel, machinery rent and sale, printing, building materials supply, car rental and sale, stationary material supplies and service, and freight transport services.
Tel: +251911231264

GEDEB Engineering PLC

Dealer offering a wide range of tractors, seeders and planters, sprayers, combine harvesters, loaders, trailers, generators and other quality farming equipment for sale in Ethiopia. It is also the exclusive distributor of the John Deere product line country—one of the world's leading brands of agricultural machinery. It also distributes Rivulis Irrigation, T-L Irrigation and Ocmis irrigator products.
Tel: +251911207218

MOAG Engineering & Trading PLC

Specializes in import and distribution of pumps, generators, boilers, water and waste water treatment plants, electrical items, construction equipment, industrial machinery and spare parts, installation and commissioning of water treatment plants and waste water treatment plants. It also supports installation, commissioning, maintenance, training of technicians on said products.
Tel: +251930106530 / +251911249627

SINTEC Ethiopia PLC

Engaged in mechanical/electrical engineering projects, fabrication and construction of metallic products for general use or special requirements, contracting the installation, supervision, commissioning and maintenance of industrial plants, workshops, specialized plants, etc. It is also engaged in the import business and commission agency to foreign suppliers.
Tel: +251911216667 / +251911215092

Equipment suppliers cont.

Total Tools Ethiopia

Stocks a wide range of the world's biggest professional tool brands to supply power tools, bench tools, power tools accessories, generators, welding machines, air tools, light construction equipment and water pumps.

Tel: +251911201592 / +251911220746

Detailed products in the following category: Agriculture, Horticulture, Forestry, Poultry-keeping, Bee-keeping machinery, including germination plant fitted with mechanical or thermal equipment; poultry incubators and brooders; parts thereof

Unit: US Dollar thousand

Product Label	Imported value in 2014	Imported value in 2015	Imported value in 2016	Imported value in 2017	Imported value in 2018
Agricultural, horticultural, forestry or bee-keeping machinery	786	1,019	4,480	823	1,135
Poultry incubators and brooders	607	1,004	980	289	658
Parts of agricultural, horticultural, forestry or bee-keeping machinery	756	293	916	277	466
Machinery for preparing animal feeding stuffs in agricultural holdings and similar undertakings	29	106	453	254	398
Parts of poultry-keeping machinery or poultry incubators and brooders	458	336	109	172	173
Poultry-keeping machinery (excluding machines for sorting or grading eggs, poultry pickers...	166	1,033	1,572	622	129

Detailed products in the following category: Machinery for the industrial preparation or manufacture of food or drink (other than machinery for the extraction or preparation of animal or fixed vegetables fats or oils); parts thereof
Unit: US Dollar thousand

Product Label	Imported value in 2014	Imported value in 2015	Imported value in 2016	Imported value in 2017	Imported value in 2018
Machinery for sugar manufacture (excluding centrifuges and filtering, heating or refrigerating equipment)	31,752	19,039	42,825	50,302	38,268
Machinery for the industrial preparation or manufacture of food or drink	10,747	4,542	9,880	6,005	29,294
Parts of machinery for the industrial preparation or manufacture of food/drink	38,736	15,275	31,062	18,823	17,382
Brewery machinery (excluding centrifuges and filtering, heating or refrigerating equipment)	80,163	6,370	42,700	9,718	11,022
Bakery machinery and machinery for the industrial preparation or manufacture of macaroni, spaghetti...	19,380	23,340	6,665	11,145	9,734
Machinery for the industrial preparation of fruits, nuts or vegetables	520	296	2,052	3,183	1,709
Machinery for the industrial preparation or manufacture of confectionery, cocoa or chocolate...	859	800	919	1,295	604
Machinery for the industrial preparation of meat or poultry	1,731	3,378	1,699	985	467

Detailed products in the following category: Machining centers, unit construction machines “single station” and multi-station transfer machines for working metal

Unit: US Dollar thousand

Product Label	Imported value in 2014	Imported value in 2015	Imported value in 2016	Imported value in 2017	Imported value in 2018
Machining centers for working metal	174	410	1,676	527	126
Unit construction machines “single-station”, for working metal	3	305	10	2	60
Multi-station transfer machines for working capital	37	13	4,196	768	9

Detailed products in the following category: Machinery for lifting, handling, loading or unloading

Unit: US Dollar thousand

Product Label	Imported value in 2014	Imported value in 2015	Imported value in 2016	Imported value in 2017	Imported value in 2018
Machinery for lifting, handling, loading or unloading, n.e.s	11,348	1,903	2,984	4,799	2,982

Detailed products in the following category: Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof

Unit: US Dollar thousand

Source: ITC calculations based on Ethiopian Revenues and Customs Authority statistics since January 2012.

ITC calculations based on UN COMTRADE statistics until January 2012

ITC calculations based on Ethiopian Revenues and Customs Authority statistics since January 2008 and until January 2009.

ITC calculations based on UN COMTRADE statistics until January 2008

Product Label	Imported value in 2014	Imported value in 2015	Imported value in 2016	Imported value in 2017	Imported value in 2018
Turbojets, turbo-propellers and other gas turbines	136,568	443,200	331,559	263,490	419,900
Machinery...	183,888	73,040	137,801	101,455	108,479
Centrifuges, including centrifugal dryers	59,952	72,213	114,137	85,939	85,854
Machinery, plant or laboratory equipment whether or not electrically heated	22,937	34,529	49,437	43,415	76,779
Pumps or liquids, whether or not fitted with a measuring device	82,919	47,710	80,699	56,742	55,819
Dishwashing machines; machinery for cleaning or drying bottles or other containers; machinery...	74,217	37,399	33,729	36,754	49,034
Machines and mechanical appliances having individual functions	38,881	65,926	57,061	52,358	43,888
Machinery for working rubber or plastics or for the manufacture or products from these materials...	48,978	50,212	50,264	72,078	41,883
Machinery for sorting, screening, separating, washing, crushing, grinding, mixing or kneading	106,801	93,239	81,370	78,855	41,053
Automatic data-processing machines and units thereof; magnetic or optical readers	110,219	109,668	150,632	170,265	37,291
Air vacuum pumps	43,389	34,289	42,043	43,944	36,745

Self-propelled bulldozers, angledozzers, graders, levelers, scrapers, mechanical shovels, excavators...	239,332	209,221	156,882	182,882	35,689
Refrigerators, freezers and other refrigerating or freezing equipment electric or other; heat...	61,316	43,417	59,778	82,890	31,644
Lifting, handling, loading or unloading machinery, e.g. lifts, escalators, conveyors, teleferics...	24,032	37,135	60,904	37,129	28,668
Taps, cocks, valves and similar appliances for pipes, boiler shells, tanks, vats or the like...	36,718	33,924	61,720	83,304	28,338
Sewing machines; furniture, bases and covers...	12,030	22,320	25,622	40,240	26,483
Industrial or laboratory furnaces and ovens; non-electric, including incinerators (excluding drying...	3,628	24,333	7,533	23,630	25,872
Machines for cleaning, sorting or grading seed, grain or dried leguminous vegetables; machinery...	13,722	21,936	21,006	18,263	24,043
Parts suitable for use solely or principally with the machinery of heading...	64,028	43,227	48,917	40,384	22,852
Engines and motors (excluding steam turbines, internal combustion piston engine...	66,232	195,148	111,618	69,528	17,399
Mechanical appliances, whether or not hand-operated, for projecting, dispersing or spraying...	18,675	24,867	19,571	20,742	16,543

Air conditioning machines comprising a motor-driven fan and elements for changing the temperature...	11,208	9,697	13,432	17,926	15,822
Auxiliary plant for use with boilers	1,608	10,836	14,657	16,628	14,715
Printing machinery used for printing by means of plates, cylinders and other printing components	54,065	50,333	54,902	54,969	13,690
Molding boxes for metal foundry; molding patterns; molds for metal	11,355	17,320	23,794	15,507	12,489
Ships' derricks; cranes, including cable cranes	34,205	30,778	36,087	40,851	11,955
Machinery for washing, cleaning, wringing, drying, ironing, pressing...	16,175	19,815	15,823	34,324	11,061
Machines for assembling electric or electronic lamps, tubes or valves or flashbulbs...	287	375	1,842	585	10,716
Fork-lift trucks; other work trucks fitted with lifting or handling equipment	12,554	8,949	13,168	18,086	10,542
Transmission shafts, including camshafts and crankshafts, and cranks	26,661	22,894	25,130	28,698	10,226
Compression-ignition internal combustion piston engine "diesel or semi-diesel engine"	19,459	10,962	15,633	32,312	8,569
Machinery for preparing for making up tobacco	2,828	682	1,558	409	7,962
Steam or other vapor generating boilers	54,229	25,377	59,369	27,922	7,671
Office machines, e.g. hectograph or stencil duplicating machines, addressing machines...	11,966	8,296	8,942	8,553	7,559

Machinery for preparing, tanning or working hides, skins or leather...	8,159	18,125	13,264	8,791	7,195
Machinery for making up paper pulp, paper or paperboard, including cutting machines of all kinds	9,193	6,988	6,677	22,801	6,546
Machine tools, including presses, for working metal by forging, hammering or die-stamping...	15,395	17,160	17,597	20,486	6,246
Parts suitable for use solely or principally with internal combustion piston engine or heading...	11,183	13,271	14,962	9,925	5,773
Moving, grading, leveling, scraping, excavating, tamping, compacting, extracting	17,560	20,907	14,552	13,401	5,742
Machinery for making pulp of fibrous cellulosic material or for making of finishing paper	3,816	991	1,345	2,815	5,680
Milking machines and dairy machinery (excluding refrigerating or heat treatment equipment)	444	1,932	1,078	3,030	5,634
Parts and accessories (other than covers, carrying cases and the like) suitable for use solely ...	6,742	5,857	3,640	6,224	5,475
Steam turbines and other vapor turbines; parts thereof	10,952	16,625	12,724	14,516	5,396
Hydraulic turbines, water wheels, and regulators thereof	55,916	83,244	36,181	61,909	4,916
Metal-rolling mills and rolls thereof; parts of metal-rolling mills	14,139	15,259	41,310	43,656	4,594

Bookbinding machinery, including book-sewing machines	1,422	1,064	475	4,165	4,587
Weighing machinery, including weight-operated counting or checking machines	6,148	5,952	7,337	10,645	4,558
Machines for preparing textile fibers; spinning, doubling or twisting machines and other machinery	14,493	17,847	5,092	8,186	4,543
Agricultural, horticultural or forestry machinery for soil preparation or cultivation	9,996	6,648	6,839	4,525	4,163
Ball or roller bearings; parts thereof	13,204	11,948	13,937	15,496	3,933
Knitting machines, stitch-bonding machines and machines for making gimped yarn, tulle lace...	4,311	5,656	12,054	13,238	3,730
Auxiliary machinery...	7,942	11,511	4,757	5,009	3,501
Tools for working in the hand, pneumatic, hydraulic or with self-contained electric and non-electric ...	7,950	9,995	8,852	9,377	3,180
Harvesting or threshing machinery, including straw or fodder balers; grass or hay mowers	6,854	10,409	9,379	15,830	3,050
Agricultural, horticultural, forestry, poultry-keeping or bee-keeping machinery	2,801	3,792	8,509	2,438	2,958
Machine tools for working stone, ceramics, concrete, asbestos-cement or like mineral materials	5,593	8,200	5,187	7,517	2,842
Pulley tackle and hoists (other than skip hoists); winches and capstans; jacks	4,098	5,634	9,574	6,538	2,828
Machine tools, including machines for nailing, stapling, gluing or otherwise assembling	7,784	5,890	15,440	11,243	2,721
Weaving machines "looms"	13,425	6,315	10,698	4,547	2,699
Household or laundry-type washing machines, including machines which both wash and dry; parts thereof	7,616	8,107	5,618	14,965	2,487
Producer gas or water gas generators, with or without their purifiers; acetylene gas generators...	834	2,197	1,978	1,748	2,426
Gaskets and similar joints of metal sheeting combined with other material(s)	3,971	3,073	3,885	2,488	2,292

Source: ITC calculations based on Ethiopian Revenues and Customs Authority statistics since January 2012.

ITC calculations based on UN COMTRADE statistics until January 2012

ITC calculations based on Ethiopian Revenues and Customs Authority statistics since January 2008 and until January 2009.

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