



LISTE DES PROJETS DE PARTENARIAT INDUSTRIEL

PAYS : ETHIOPIE

Agroalimentaire - Agro-industrie

ETH/002/V/10-01 : ABATTAGE & TRANSFORMATION DE VIANDES

Abattoir et atelier de découpe privé situé à Metehara (200 km d'Addis Abeba) recherche partenaire technique et financier pour améliorer ses capacités d'abattage (moutons, chèvres et boeufs) et créer, sous forme de filiale, une unité de transformation (boeuf en morceaux congelés, viande en conserves) pour les marchés national et d'exportation dans la sous-région Investissement total estimé : 0,6 million(s) US \$

ETH/004/V/10-01 : Biscuits production

The sponsors intend to diversify their activities adding a biscuit producing plant to the existing flour mill plant. The project envisages to integrate the flour mill facilities with biscuit production. The demand for hard biscuits in Ethiopia is estimated at 10,000 tonnes per year and for sandwich biscuits 1200 tonnes per year. The sponsors plan to initially supply 10% share of the market and gradually increase their market share to 30%. The total initial investment cost is estimated at US\$ 730 000. Local partner contributes 380 000 in kind and in cash and the foreign partner is expected to provide 350 000 USD for machinery equipment and technical expertise. Investissement total estimé : million(s) US \$

ETH/005/V/10-01 : PRODUITS LAITIERS

Importante ferme (400 ha, 310 employés permanents, CA : 5 millions US \$) spécialisée dans les cultures de rente (blé, maïs), l'élevage (350 têtes) et la production d'aliments pour animaux cherche partenaire technique et financier pour créer une laiterie-fromagerie. Capacités : lait pasteurisé (1,470 000 l/an), beurre (24 t/an), fromage (5,6 t/an), crème (17 000 l/an), yaourts (108 000 l/an). Le promoteur éthiopien apportera le tiers du financement de l'investissement Investissement total estimé : 2,2 million(s) US \$

ETH/009/V/07-02 : Cattle Fattening & Meat Processing

The project sponsor is already operating a cattle fattening and trading project. The company is seeking a partner for an expansion and upgrade of the current operations located at Dire Dawa. New slaughter house and meat processing plant is planned. This is an export oriented project and it envisages annual export of live cattle, - 1000 heads, live sheep/goats - 7,200 heads, fresh/chilled meat -1000 tonnes to the Middle East countries via Djibouti. The total investment cost of the project is USD 4 million, and the proposed financing scheme foresees local and foreign partners contribution of USD 1,2 million each. The remaining USD 1,6 million will be financed through loans jointly taken by the partners. Local sponsors are flexible to negotiate other financial schemes. Investissement total estimé : million(s) US \$

ETH/010/V/10-02 : Organic Durum Wheat Flour, Pasta and Biscuits Production

The Ethiopian sponsor proposes to establish a new flour mill and flour processing complex with annual capacities of 36,000 tonnes of flour from "organic" durum wheat. It will be further processed into pasta, macaroni and biscuits, while some 13,000 tonnes will be sold to consumers. Mekiya Enterprises PLC is one of the most dynamic Ethiopian companies with a long lasting experience in grain sector (farming, processing, harvest mechanization). It has developed a system of organic durum wheat cultivation, under close supervision of a certifying agency, on farms owned by the company as well as through farmers having contractual agreements with it. Thus, there is a secure source of a high quality organic wheat for the project estimated at 68 000 tonnes of wheat per year. The total investment cost of the project is USD 9.5 million. The proposal foresees USD 4.0 million capital contribution from local and foreign partner, while a loan for the remaining USD 1,5 million is to be arranged. The Ethiopian sponsors are flexible to negotiate other financial arrangements for the project. Investissement total estimé : 9,5 million(s) US \$

PAYS : ETHIOPIE

[ETH/011/V/07-02 : Leaf Tobacco Production & Processing](#)

Biyo Agricultural Development PLC would like to invest jointly with a foreign partner in tobacco processing factory of annual capacity 100 tonnes. The Virginia type "cured" tobacco will be sold to the Addis Ababa cigarette factory, the only cigarette making plant in Ethiopia. The tobacco will be grown in Benshangul Gumuz Region, on a farm already developed by the local sponsor, located ca.430 kms West of Addis Ababa. The quality of the Virginia type tobacco leaf grown on the area on a few hectares of land has been proved in tests. Import substitution is a significant advantage of the project. The total investment cost is USD 680,000, and the foreign partner is expected to contribute contribute USD 355,000 in cash or in technology and know how. Investissement total estimé : million(s) US \$

[ETH/026/V/07-01 : Production of flour, biscuits and pasta](#)

Muzein and His Children PLC is seeking a foreign partner willing to participate in financing the expansion and modernization of a flour and biscuits making Mars Food Factory, operated as its subsidiary company. The annual output of Mars Food Factory is 12,000 tonnes of flour and 3,600 tonnes of biscuits from soft wheat. After the expansion and modernization is completed, the factory will have an additional output of 15,000 tonnes of hard wheat flour for direct sales, and 10,200 tonnes of pasta. The total investment required is USD 9,557,000, and the foreign counterpart is expected to contribute USD 4.7 million, mainly for financing of the machinery and equipment. The local partner will contribute existing assets comprising of machinery, equipment, buildings and land in kind as well as cash to finance part of working capital - total valued at USD 1,033,000. The plant is located at Sebeta, some 20 kms from Addis Ababa, on the main road leading to the South Western part of the country. Investissement total estimé : million(s) US \$

[ETH/027/V/07-02 : Coffee Cleaning & Grading](#)

The project envisages establishment of a new coffee plant in Addis Ababa . The plant will have an annual processing capacity of 1,200 and 1,800 tonnes of washed and sun-dried "organic" coffee beans for export respectively. The total investment required is USD 6.2 million, out which the share of the local and foreign partners would be USD 3.1 million each. The local partner is a well know coffee exporter with an annual turnover of USD 2.5 million. Investissement total estimé : million(s) US \$

Chimie - Pharmacie

[ETH/012/V/07-02 : Safety matches manufacturing](#)

The project envisages establishment of a modern safety matches factory. In Ethiopia, the consumption of matches has greatly increased since 1982. The import statistics of matches for the year 1997 indicates a value of about USD 2.4 million. From this gross total, the company seeks to capture at least 75% market share, which is USD 2 million. The annual production envisaged is 6,000,000 boxes and the investment required is USD 2,5 million. Local partner contributes USD 1 million in cash and in kind, and a foreign partner is also expected to contribute USD 1 million. Loan financing will be jointly arranged for the remaining USD 0.5 million. Investissement total estimé : million(s) US \$

[ETH/024/V/07-02 : PVC pellets production](#)

The project envisages an expansion/modernization of the existing flexible PVC pelletizing plant with a capacity of 1150 tonnes per year. New machines will be installed to increase production capacity up to 2830 tonnes of flexible and rigid PVC pellets including: flexible PVC pellets for shoes (1410 tonnes) and transparent hoses (470 tonnes), rigid PVC pellets for conduits (200 tonnes) and pipes (750 tonnes). New technologies for testing and quality control will allow to improve products' quality. The total investment required is USD 1,380,000, out of which the local and foreign partners would contribute USD 835,000 and 545,000 respectively. The project is located in a prime industrial zone in the outskirts of Addis Ababa, about 15 kms south on the main highway to Djibouti port. Investissement total estimé : million(s) US \$

PAYS : ETHIOPIE

Mécanique

ETH/003/V/10-01 : Manufacturing of solar heaters and stoves

An experienced engineering company wants to introduce solar heaters and domestic stoves in local market. Simple, energy saving and environmentally friendly products will be offered at an affordable price to medium income groups of consumers. The sponsors plan to establish new production facilities for new products. Initial annual output is 1000 units of water heaters and 1000 stoves for baking of "Injera bread", local staple food. The local promoter has completed the necessary ground work to set up the manufacturing plant, and is currently seeking a foreign partner with whom to jointly implement the project. Total investment is estimated at US\$ 440 000 and foreign partner is expected to contribute US\$ 300 000 for financing of machinery and equipment and initial stock of raw materials. Financial structure of the proposed joint venture is to be negotiable and foreign partner may also bring in technical know how. Investissement total estimé : million(s) US \$

ETH/006/V/10-01 : Hospital furniture manufacturing

IACONA Engineering is one of the leading furniture factories in Ethiopia, manufacturer of office, hospital, school and household furniture. The factory is built on 6,000 sq. meters of land, and is located in Addis Ababa, Ethiopia. The aim of the project is to expand the current production facilities of the factory and to improve the quality of its products. Foreign partner is expected to contribute US\$ 1 million to finance expansion of facilities, product development, marketing expenses and some of working capital. Existing factory is evaluated by sponsors at US\$ 6,5 million. Investissement total estimé : million(s) US \$

ETH/029/V/07-02 : House hold utensils manufacturing

Miki Household Utensils is seeking joint venture with a foreign partner willing to invest in expansion and modernization of an existing household utensils manufacturing plant in Addis Ababa, Ethiopia. The factory to be expanded has been in operation for over 8 years. The quality of the current products needs to be improved and the output increased to meet the growing demand for household utensils. Import substitution is an important element of the project strategy.

The annual output of the factory is 50 tonnes and after the expansion and modernization will double. The major products would be cooking pans 2.5 million, kettles 25,000, wash basins 20,000, frying pans 6,000 and laddles 500,000.

The total investment cost required is USD 706,000, and the foreign partner is expected to contribute USD 353,000, to finance the purchase of the machinery and equipment and cover part of the initial working capital required. Investissement total estimé : million(s) US \$

Services

ETH/001/V/10-01 : Software services

The project is proposed by Cybersoft, a private software company producing a high quality software solutions ranging from desktop applications to industrial server systems operating in various platforms including the Internet. The company

was established in 1998 and has a remarkable track record of providing integrated software systems to governmental and non-governmental institutions in Ethiopia.

Cybersoft seeks a foreign partner who will be capable to invest approx. 0,55 million US\$ but also to assist in R&D, software development and its marketing in Ethiopia and in African countries. Cybersoft estimates value of their company as approx. 0.95 million US\$ and is open to negotiate different forms of co-operation including establishment of joint venture. Investissement total estimé : 1,5 million(s) US \$

PAYS : ETHIOPIE

Textile - Habillement - Cuir

ETH/007/V/07-02 : Production of ready made suits

The project sponsor seeks to establish a modern factory for making structured garments, in cooperation with a foreign partner. High quality products will be destined for local and foreign markets. The sponsor is a well known manufacturer of ready made suits enjoying a strong market position in Ethiopia. The total investment cost of the project is USD 2,715,000. The contribution of the local and the foreign partners is proposed to be USD 900,000, and the remaining USD 915,000 to be financed through a local or foreign loan taken jointly by proposed JV. The project sponsors are flexible to negotiate other financial options. Investissement total estimé : million(s) US \$

ETH/008/V/07-02 : Production of ready made shirts

The project sponsors want to establish a medium size garment factory, with annual production capacities of ready-made basic style shirts app. 1,25 million pieces. The project may be further developed in jeans manufacturing. The sponsors are flexible to consider various modalities of project operation, including subcontracting for foreign manufacturers or a joint venture enterprise. The total investment costs of setting up the factory is USD 1,300,000. The local sponsor is ready to contribute a total of USD 775,000, and foreign partner is expected to contribute USD 525,000. Investissement total estimé : million(s) US \$

ETH/013/V/07-02 : Manufacture of leather belts

An Ethiopian investor wishes to develop a sub-contracting agreement with a leading belt manufacturer in western markets. The purpose of the project is to start up a manufacturing facility on a sub contract basis to manufacture belts for the international market. The foreign partner should preferably be a leather belt manufacturer who has a trade name and is willing to sub-contract and assist in technology transfer. Investissement total estimé : million(s) US \$

ETH/014/V/07-02 : Leather garment manufacturing

The project sponsors a marketing company is moving down stream into manufacturing to secure its source of leather garments to provide better service to clients by controlling the supply line. By ownership of the manufacturing plant the whole supply chain is controlled. Possibilities for foreign partner participation include: A. FINANCE. 70 % of working capital (\$223,033) or supply of equipment, B. TECHNOLOGY TRANSFER. In exchange for purchase of machinery. C. MARKETING. Preferential supply arrangements for guaranteed volumes of business. Investissement total estimé : million(s) US \$

ETH/015/V/07-02 : Leather garments and products manufacturing

The purpose of the project is to increase production capacity to the level of 7,000 pieces of leather garments annually by acquiring 12 new modern sewing machines. Company wants to invest in new equipment to increase capacity, particularly for leather garments, and therefore enter the export market in a formalised way. Some 50% of new products will be exported. Foreign partner is expected to provide market access for 50 % of the production capacity of leather garments, 3,500 pieces per year and to assist in the purchase of machinery. Investissement total estimé : 0.11 million(s) US \$

ETH/016/V/07-02 : Expansion of shoe factory

With an increasing demand in the local market, the company plans to increase production pairs from 200 pairs per day to 875 pairs per day and export 10-15% of this. Potential foreign partner is expected to supply machines and technology in return for the supply of footwear at preferential rates. Investissement total estimé : 0,2 million(s) US \$

PAYS : ETHIOPIE

ETH/017/V/07-02 : Production of leather garments and goods

Genuine Leather Craft PLC (GLC) seeks a foreign partner willing to join hands for the expansion of its modern leather garment factory to increase and diversify its current range of products. GLC was established in 1992 (turnover : 675 000 \$, exports : 26%). The factory is capable of producing close to 25,000 units annually under four product categories (Leather garments, bags &- document cases, car seat covers, home & office furniture covers). To meet the increasing demand for Ethiopian leather products in the local and international markets, the project foresees to increase the output fourfold and to introduce new products. The project will be located in Addis Ababa, Investissement total estimé : 0,92 million(s) US \$

ETH/018/V/07-02 : Leather uppers

The company has been manufacturing shoes for the top end of the local market for over 8 years, supported by leather supply from its sister tannery (Dire Group). It now wants to expand to international upper market. The company wishes to establish a relationship with an importer of quality leather uppers in Europe . Potential foreign partner is expected to help with market access and introduction to international customers in return for preferential supply arrangement and financial incentives. Investissement total estimé : 0 million(s) US \$

ETH/019/V/07-02 : Leather garments manufacturing

An established leather garment and goods making factory wishing to forge a profit sharing marketing arrangement. Potential foreign partner is expected to supply of fully specified orders on a negotiated annual quantity basis in the exchange of a mutually agreed profit share of the enterprise. Investissement total estimé : million(s) US \$

ETH/020/V/07-02 : Production of crust leather

Dessie Tannery currently produces wet blue and pickled leather only and intends to extend this to crust for added value benefits. Products to be produced : Wet blue goat skin 375,000.00 pieces, Pickled sheep skin 125,000.00 pieces, Crust goat skins 375,000.00 pieces, Crust sheep skins 125,000.00 pieces. The foreign partner would provide machines and chemicals for the establishment of the crust production line under an agreed technical and commercial arrangement. Investissement total estimé : 0.63 million(s) US \$

ETH/021/V/07-02 : Crust and finished leather

Having successfully exported wet blue hides and skins for the past 20 years the Dire Tannery wishes to upgrade to producing crust and finished leather for local and export markets by installing modern technology. Products to be produced: Pickled sheep skins per annum 1,200,000 pieces, Wet blue goat skins 850,000 pieces, Crust leather skins 500,000.sq.ft, Finished leather hides 500,000 sq.ft, Wet blue hides 150,000 sq.ft, Crust leather hides 750,000 sq.ft, Finished leather skins 450,000.00 sq. Potential foreign partner are invited to assist in :

1. Technology transfer for manufacture of crust and finished leather in return for machinery purchase. Technician(s) to stay on site for at least 6 months with possible extension to 1 year.
2. Market access for finished leather on mutually agreed contract basis. Investissement total estimé : million(s) US \$

ETH/022/V/07-02 : Tannery upgrade

Project summary:

Tannery is presently producing semi processed leather in the form of pickled sheep skins and wet blue goat skins for export. These are then finished overseas. The company wants to do the finishing operations in house for the added value it brings.

Foreign partner is sought to provide:

1. Market access for finished leather (and crust) working as a joint venture with an agreed shareholding in the company with equal rights.
2. In return for the purchase of machinery, supply technical expertise in the form of a technician to train staff in the production of finished leather. Investissement total estimé : million(s) US \$

PAYS : ETHIOPIE

ETH/023/V/07-02 : Production of crust and finished leather

The project purpose is to increase tannery throughputs from present 4,000 skins per day to 8,000 and to take the upstream production from the wet stage to the crust stage ready for finishing as well as to install a plant for finishing leather and to update and improve present effluent treatment facility.

Foreign partner is expected to assist in :

1. The purchase of modern plant for effluent treatment in exchange for implementation and technical assistance on site.
2. The acquisition of finishing machinery and plant on an agreed basis leading to equity participation up to 20% in the company. Investissement total estimé : million(s) US \$

ETH/025/V/07-02 : Blanket manufacturing

K.K PLC has been engaged in import and marketing of acrylic yarn for a number of years with annual sales close to USD 12.8 million. It also operates a blanket factory producing 270,000 blankets annually. The total annual turnover of the company reaches USD 15 million. The company has started an expansion and modernization of its blanket factory at a cost of USD 4.3 million, which is expected to start operation by the end of 2002. The company offers up to 50% equity share for a foreign partner willing to handle all operations related to the management, technical, marketing and raw material supply aspects. The total investment cost on the expansion and modernization programme is USD 4.3 million, and the production capacity will increase from 0.27 to 1.3 million blankets per year. The company is also interested to find partners for acrylic yarn dyeing and production projects (data available directly from sponsors).

Investissement total estimé : million(s) US \$

ETH/028/V/07-02 : Surgical dressings and disinfectants production

ASMI Industry PLC. is seeking a joint venture partner for the expansion and modernization of its existing plant having a capacity of 10,000 kgs of bandages and gauze, and 82,000 liters of disinfectants. After expansion the annual output will be three times as much for the dressings and for the disinfectants.

Additionally, the

production of 120,000 kg of absorbent wool and the introduction of a bleaching device will also be introduced as part of the expansion and product diversification.

The total investment required is USD 1,244,000 out of which the foreign partner is expected to contribute USD 622,000 to finance the purchase of the new machinery and equipment, and to cover part of the required working capital.

The demand for the dressing materials is estimated at USD 2.5 million, and is covered 100% through import. The project

aims at substituting at least 50% of this demand during the first phase of its operation. Investissement total estimé : million(s) US \$

ETH/030/V/07-02 : Manufacture of apparel, uniforms and textile items

Spectrum Business Group seeks a joint venture partner for the expansion and product diversification of its existing garment factory located in Addis Ababa.

The existing factory was set up three years ago, and it is managed by its owner, who previously operated his own garment business in the US. The factory started its operation three years ago, and is now capable of producing 75,000 pieces of diversified textile products for the local market. After expansion its output will be upgraded to one million pieces per annum of new products such as woven boxers, crop tops, shirts and shorts; knitwears, baseball caps, uniforms, flags, aprons and various kinds of promotional items, and about 30% are destined for the US market.

The total investment cost required is USD 620,000, out of which the foreign partner will contribute USD 310,000 to finance

the purchase of the machinery, equipment and raw materials needed.

The project will be located in Addis Ababa in an area designated as an industrial zone by the Government.

Investissement total estimé : million(s) US \$

PAYS : ETHIOPIE

Tourisme

ETH/031/V/10-02 : Agro and Eco Tourism Lodges

General Business Development Group (GBD) Plc. are seeking a foreign partner for the establishment of Agro and Eco tourism lodges at three important loctions in Ethiopia. The locations selected for the first phase are Addis Ababa, Lake Langano, and Bahir Dar. These locations have registered the highest tourist turnovers in the country. The investment cost needed for each site is USD 609,000, 481,750 and 409,250 respectively. There is a possibility of implementing the project in phases.

The local and foreign partners will have a 50% share, and this is open for further negotiation.

Investissement total estimé : 1,5 million(s) US \$