



FIRST INTERNATIONAL AGRO-INDUSTRY  
INVESTMENT FORUM  
**ETHIOPIA**

UNLEASHING ETHIOPIA'S  
INVESTMENT POTENTIAL

5 to 7 OCTOBER 2016  
UNECA Building  
ADDIS ABABA | ETHIOPIA

**AIDE MEMOIRE**



In partnership with:



**IFC** International  
Finance Corporation  
WORLD BANK GROUP



**THE WORLD BANK**  
IBRD - IDA | WORLD BANK GROUP



ITALIAN AGENCY  
FOR DEVELOPMENT  
COOPERATION



United Nations  
Economic Commission for Africa

# FIRST INTERNATIONAL AGRO-INDUSTRY INVESTMENT FORUM ETHIOPIA

## CO-ORGANIZED BY THE GOVERNMENT OF ETHIOPIA

### AND

## THE UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

### Background

Ethiopia has one of the fastest growing non-oil producing economies in the world and is quickly becoming a prime investment destination. Growth has been driven by increased market liberalization and public investment in infrastructure projects such as roads, railways and power generation. In order to sustain the high economic growth rate, recent government reforms and incentives have unlocked investment and business opportunities, with a special focus on the industrial sector.

As part of the country's Growth and Transformation Plan, the Government has identified the development of labour-intensive light manufacturing and industrial zones as priorities for accelerating industrialization. Ethiopia offers a conducive investment environment, in particular:

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

As a result of recent reforms, several international companies have opened factories in Ethiopia in sectors such as textiles and garments, and leather and leather products. Moreover, industrial zones were recently established to provide high quality industrial infrastructure for investors.

Building on the country's recent progress, the Government of Ethiopia and the United Nations Industrial Development Organization (UNIDO) are organizing the first international agro-industry investment forum in Ethiopia. The investment forum aims to mobilize additional private investment in light manufacturing, with a particular focus on food processing, textiles and garments, and leather and leather products. It will showcase specific investment opportunities and present investment profiles.

Forum organizers have partnered with financial institutions including the African Development Bank, the World Bank Group and the International Finance Corporation, who will outline how the private sector can access financing for projects in Ethiopia. Furthermore, partnerships with the United Nations Economic Commission for Africa, the Food and Agriculture Organization, and the United Nations Development Programme will ensure synergies between private investment in manufacturing and ongoing development programmes aiming at improving agricultural productivity, and technical and managerial skills, among other initiatives.

## Objective

The objective of the forum is to facilitate investment in light manufacturing in Ethiopia. The forum will present:

- Concrete investment opportunities in the food processing, textiles and garments, leather and leather products sectors;
- Financing opportunities;
- Investment incentive regimes; and
- Experiences of current investors and national private sector actors.

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

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

## B2G and B2B events

B2B and B2G events will be held on the sidelines of the investment forum.

### B2G event

- The B2G event will showcase the work of national institutions and organizations – such as the Ethiopian Investment Commission, the Ethiopian Chamber of Commerce and Sectoral Associations, and the Industrial Parks Authority – and various government ministries.
- It will promote various investment support services, programmes, incentives and frameworks provided by the different entities, and offer an opportunity for representatives to answer specific investor queries.

### B2B event

- The B2B segment will link up potential investors with domestic companies operating in the food processing, textiles and garments, and leather and leather products sectors, for focused discussion on project investment profiles.
- The Forum Business Directory will feature basic information on domestic companies and their investment projects.
- In order to facilitate the arrangement of B2B meetings during the Forum, interested foreign investors and domestic companies will be contacted during September 2016.

## Date and venue

The investment forum will take place in Addis Ababa from 5 to 7 October 2016, in the Main Hall of the headquarters of the United Nations Economic Commission for Africa (UNECA).

## Language requirements

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

## Participation

The Forum will feature participants from the public and private sector, including representatives of the Government of Ethiopia, current investors, national and international financial institutions, domestic and international enterprises (mainly from Asia, the European Union and the Gulf region), industry associations and international organizations. The public sector of Ethiopia will be represented by delegates of the federal Government (from all relevant ministries), regional governments, as well as relevant public institutions such as the Ethiopian Investment Commission, the Textile Industry Development Institute, and the Leather Industry Development Institute.

## Enquires and correspondence

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

### **Dr. Mebrahtu Meles**

State Minister, Ministry of Industry, Ethiopia

Phone: +251 115151373

Fax: +251 115154843

E-mail: meles.mebrahtu@gmail.com

P.O. Box - 62810, Addis Ababa, Ethiopia

### **Forum Secretariat (C/O Tsion Dereje)**

Phone: +251 115153722 (Office.); +251911862377 (Mobile)

Fax: +251 115512733

E-mail: tsiondereje24@gmail.com

P.O. Box - 5580, Addis Ababa, Ethiopia

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

### **Contact person at the headquarters of UNIDO:**

#### **Mr. Ciyong ZOU**

*Director*

Department of Partnerships and Results Monitoring

Programme Development and Technical Cooperation

United Nations Industrial Development Organization, Vienna International Centre

P.O. Box 300, 1400 Vienna, Austria

Tel.: +43-1 26026-3386

E-mail: c.zou@unido.org

### **Contact person for UNIDO Field Office in Ethiopia:**

#### **Mr. Jean BAKOLE**

---

<sup>1</sup> Ethiopia is divided into nine politically autonomous regional states and two chartered cities, the latter being Addis Ababa and Dire Dawa.

*Director and UNIDO Representative in Ethiopia*  
United Nations Industrial Development Organization  
UNECA Old Building, P.O. Box 14771, Addis Ababa, Ethiopia  
Tel.: +251 115514245 or +251 115444013  
Fax: +251 115512733  
E-mail: office.ethiopia@unido.org

## Logistical arrangements

### Plane tickets, subsistence allowance and other costs

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

### Accommodation

There are over 70 star-level hotels to choose from in Addis Ababa. Participants are encouraged to do their own booking, but the Forum Secretariat will be available to provide information. Please refer to the Logistics Note for more information on accommodation, including a list of hotels.

### Visa

Tourist visas upon arrival will be issued at Bole International Airport for citizens of countries eligible for such provisions. Participants from countries where such provisions are not available are advised to contact the Forum Secretariat in advance for assistance. Please refer to the Logistics Note for more information on visa procedures.

### Registration procedure

The investment forum is by registration only. Participants are requested to register electronically through the forum's website: <https://isid.unido.org/AIFE1.html>. Registration closes at midnight on Monday, 3 October 2016.

Conference badges will be available at UNECA gate number 2, from 9 am to 5 pm as of 4 October, the day before the forum. Please refer to the Logistics Note for more information.

### Transportation arrangements

Most participants are expected to use hotel shuttle buses to and from the airport. Upon request, the Forum Secretariat can arrange transport for participants. Please refer to the Logistics Note for more information.

## NOTES

---





UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION

Vienna International Centre, P.O. Box 300, 1400 Vienna, Austria  
Telephone: (+43-1) 26026-0, Fax: (+43-1) 26926-69  
E-mail: [unido@unido.org](mailto:unido@unido.org), Internet: [www.unido.org](http://www.unido.org)