



ETHIOPIA TAMRIT EXPO 2024

A LANDMARK EVENT SHOWCASING ETHIOPIA'S
MANUFACTURING EXCELLENCE

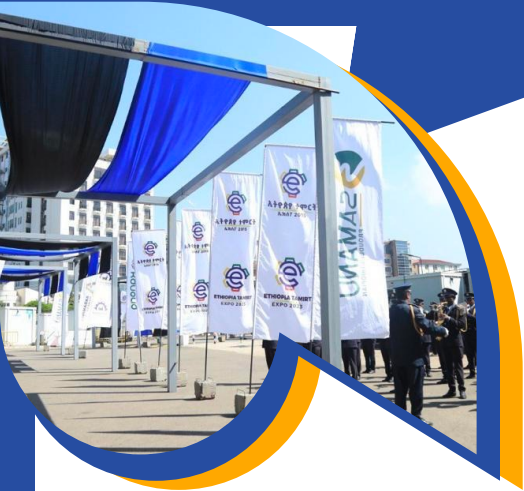
MAY 9-13, 2024
Millennium Hall,
Addis Ababa



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MINISTRY OF INDUSTRY



The Ethiopia Tamrit Expo returns in 2024 for its momentous second edition, symbolizing a significant leap forward in Ethiopia's ambitious manufacturing and economic development journey. Initiated by the Federal Republic of Ethiopia, this landmark event is a vibrant celebration of the national "Tamrit" movement - a clarion call to "Let Ethiopia Produce."

EVENT DETAILS

Scheduled from May 9-13, 2024, at the prestigious Millennium Hall in Addis Ababa, the Ethiopia Tamrit Expo 2024 is set against the backdrop of a venue celebrated for its world-class facilities. This five-day extravaganza is a focal point for Ethiopia's industrial creativity, ingenuity, and entrepreneurial spirit, drawing together a diverse tapestry of participants from across the globe.



LAST YEAR'S HIGHLIGHTS

- ▶ The Expo was visited by a total of 53,040 participants over the five days.
- ▶ 450 invited guests and business delegations
- ▶ More than 125 trade agreements have been reached between industries and more than 2 billion birr of product sales have been made.

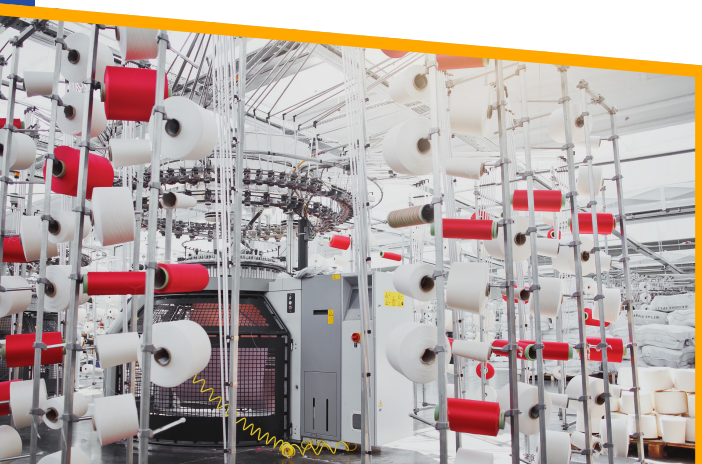
THIS YEAR'S PLAN

- ▶ Achieving a transaction of **2 billion** birr by creating up to 600 buyers and product partnership opportunities
- ▶ Some **100,000 visitors**
- ▶ The participation of no less than **230 manufacturers** in the expo
- ▶ No less than **10,000** Ethiopia Tamrit 2024 Expo Run participation
- ▶ The organization of six (6) consultation forums with up to 230 participants in each



DIVERSE PARTICIPATION AT ETHIOPIA TAMRIT EXPO 2024: A CONVERGENCE OF INDUSTRIAL INNOVATORS

The Ethiopia Tamrit Expo 2024 stands as a beacon of industrial progress and innovation, attracting a wide array of participants from various sectors. This convergence of companies and organizations is a testament to the Expo's comprehensive nature, designed to cater to the broad spectrum of the manufacturing industry and beyond. Here's a glimpse into the types of companies that attend, each bringing unique insights, products, and services to the forefront of Ethiopia's manufacturing evolution.



Manufacturing Giants and SMEs:

From large-scale manufacturing behemoths to dynamic small and medium-sized enterprises (SMEs), the Expo welcomes participants across the spectrum. These companies showcase advancements in textiles, agro-processing, pharmaceuticals, machinery, and more, highlighting the diversity and capability of Ethiopia's manufacturing sector.

Tech Innovators and Startups:

Tech companies, particularly those focusing on manufacturing innovations, automation, and digital solutions, find the Expo an invaluable platform for unveiling their latest developments. Startups pioneering new technologies and business models also gravitate towards the event, seeking opportunities for visibility, investment, and partnerships.



Sustainable and Eco-friendly Solutions Providers:

With sustainability at the heart of global conversations, companies specializing in green technologies, renewable energy solutions, and sustainable manufacturing processes are key participants. Their presence underscores the sector's shift towards environmentally friendly and socially responsible practices.

Agribusiness and Food Processing Companies:

Agribusinesses, including food processing companies, play a crucial role in Ethiopia's economy. These entities display advancements in processing, packaging, and distribution technologies, emphasizing innovation in food security and value addition.



Textile and Apparel Manufacturers:

Ethiopia's burgeoning textile and apparel sector is well represented, showcasing the country's growing reputation as a hub for quality and sustainable textile production. Participants from this sector highlight their products, designs, and sustainable manufacturing practices.



Leather Industry Leaders and Innovators:

The Expo is a prime venue for leather goods manufacturers, including those specializing in footwear, accessories, and apparel, to display their high-quality products and craftsmanship. Companies engaged in the production of leather and leather products will demonstrate innovations in tanning processes, sustainable practices, and fashion-forward designs, showcasing Ethiopia's competitive edge in the global leather market.

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Bilateral Partners and International Collaborators:

The Expo is an important convergence point for Ethiopia's bilateral partners, including countries and international organizations actively engaged in fostering economic development, trade, and investment within the country. These partners play a pivotal role in facilitating international trade, providing technical assistance, and supporting capacity-building initiatives.

Construction and Building Materials Firms:

As the construction sector in Ethiopia continues to grow, companies involved in the production of building materials, construction equipment, and related technologies find the Expo an essential platform for demonstrating their contributions to infrastructure development.





Healthcare and Pharmaceutical Companies:

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Educational Institutions and Research Organizations:

Universities, technical institutes, and research organizations participate to showcase their contributions to industrial innovation, workforce development, and research collaborations. They play a crucial role in bridging the gap between academia and industry.

Financial Institutions and Investors:

Banks, microfinance institutions, and investors keen on exploring new ventures and providing financial support to promising industries are regular attendees. Their presence is critical for facilitating discussions around investment, funding opportunities, and financial services tailored to the manufacturing sector.

Government and Policy Makers:

Government agencies, policy makers, and regulatory bodies attend to engage with industry stakeholders, understand their challenges, and discuss policies that support industrial growth and development.

The ***Ethiopia Tamrit Expo 2024*** is not just an event; it's a melting pot of ***ideas, innovations, and collaborations***. It offers a unique opportunity for all participants to engage with the entirety of the manufacturing ecosystem, from ground-breaking startups to established industry leaders, all under one roof, working together towards a common goal of advancing Ethiopia's industrial capabilities and economic growth.





WHY ETHIOPIA NOW?

in Africa. It has been among the fastest-growing economies in the region, with an expected increase of 6.4% in FY 2021/22, with a per capita gross national income of \$1,020. In 2022, industrial production reached **\$5.38 billion**, marking a 4.92% increase from the previous year. The manufacturing sector accounted for about 4% of the GDP in 2022, underscoring its growing significance.

Ethiopia also offers access to a wide market which includes a large domestic market, Common Market for **Eastern and Southern Africa (COMESA)**, **African Continental Free Trade Area (AfCFTA)**, the **EU's Everything But Arms (EBA)** opportunities, and other markets.

The attractiveness of Ethiopia's manufacturing sector to investors is evident from its development of eighteen industrial parks, including thirteen government-run parks and five privately built parks. These parks have attracted over 60 international investors, thanks to \$740 million in foreign direct investment, demonstrating a robust interest in Ethiopia's industrial potential.

POTENTIAL INVESTMENT OPPORTUNITIES IN ETHIOPIA'S MANUFACTURING INDUSTRY

Ethiopia has a large and diverse population, rich natural resources, and a strong agricultural base. It has the potential to develop into a significant manufacturing hub in Africa and play a significant role in the global manufacturing sector by utilizing its assets and strategic location. Additionally, the country's sizeable young labor force and competitive wages appeal to those looking to establish manufacturing operations. Some profitable investment opportunities available include:

Agro-processing:

Ethiopia, a global leader in agro-processing, produces a variety of raw materials for this sector, dominated by food and beverage. Major investment areas include dairy production, juice extraction, edible oil extraction, poultry, beekeeping, and tomato processing. The sector is expanding with the introduction of 3 Integrated Agro Industry Parks, offering opportunities for industrialization, value addition, and agricultural product packaging.

Leather and skin products:

Ethiopia's leather industry has a competitive edge due to its annual production of 5 million tons of hides, 8.1 million tons of sheepskins, and 7.5 million tons of goatskins, a highly disciplined workforce, and competitive business costs, offering numerous investment opportunities in tanning and leather goods.

Textiles and Apparel:

Ethiopia has a significant advantage in textile production and processing, including spinning, weaving, finishing, knitted and crocheted fabrics, carpets, and athletic wear. This is due to abundant raw materials, competitive wages, and affordable energy. Ethiopia also produces one of the world's finest cotton and has a long history of weaving and spinning.



Construction, and Finishing products:

Ethiopia's cement sector is thriving due to a growing population and increased building activity. The country's limestone reserve, estimated at 171 million tons, contains 57 million tons of gypsum and 47 million tons of pumice. Opportunities exist in glass production due to Ethiopia's lack of self-sufficiency. However, import substitution of insulators, sanitary ware, and tiles is significant.

Pulp, Paper, and Packaging:

Ethiopia, with its largest bamboo resource in Africa, is aiming to increase its bamboo stock by 14% by 2030. Bamboo, seen as environmentally friendly, is suitable for various products, including personal care items like tissues. The Ethiopian government plans to process the abundant local supply of bamboo pulp, which can be transported to international markets due to its convenience.



Engineering and Metal Works:



Ethiopia's metal industry is a significant contributor to the country's economy, producing a variety of downstream goods from domestic and imported steel scrap, billets, and coils. The country has a large metal product industry, including independent engineering, foundry, and metalworking workshops. Opportunities exist for growth in a core foundry producing precision castings and components. The market for motor vehicle components is expanding, offering opportunities for local assemblers to produce parts for domestic and regional markets.

Electronics:

Ethiopia's electronic industry is still in its infancy, but businesses are expanding their operations to meet growing demands for electronic products. Opportunities for direct investments, joint ventures, and subcontracting exist in consumer electronics, smart phones, and home entertainment industries. Ethiopia's potential lies in a skilled labor force, affordable electricity, a business-friendly environment, and large domestic and regional export markets, making it an attractive location for production and assembly.

Plastics and Chemicals:

Ethiopia has a well-developed plastics industry that produces goods made of polyvinyl chloride (PVC), polyethylene, polystyrene, and polypropylene. Most materials inputs are imported in granule form. The polyvinyl chloride (PVC), polyethylene, polystyrene, and polypropylene industries are well-developed in Ethiopia and produce a variety of products. Granulated materials are imported for all purposes.



Pharmaceuticals:

Currently the local market for pharmaceuticals is around one billion USD of which more than 80% is met by imported products. Ethiopia has some manufacturers that produce tablets, syrups, capsules, and injectables. The pharmaceutical industry has room for more investment especially with the introduction of the Kilinto Industry Park.

Wood and Wood Products:

Investment opportunities exist for the production of high-end, hand-carved furniture for export, the high-density board made from sawdust for the domestic market, high-end veneers, wooden toys, sporting goods like cricket bats and rackets for export, and other specialty items using renewable resources. The local and regional market for wood and wood products has been growing which indicates a big opportunity for investment.



TOP REASONS WHY YOU SHOULD INVEST IN ETHIOPIA

- ▶ High-level political commitment for investment promotion and protection; investment policymaking is led by the Ethiopian Investment Board chaired by the Prime Minister.
- ▶ Improving socio-economic governance with better business practices.
- ▶ Stable and conducive macroeconomic environment. Ethiopia's workforce is young with vast untapped natural resources and a range of investment opportunities.
- ▶ The Government has created a conducive environment through incentive packages and policies while further committing through investments in infrastructures.

PRIORITY SECTORS

Ethiopia offers vast investment opportunities that include the areas:

Agro-processing

Pharmaceuticals

Textile and Apparel

Leather

Chemicals and Construction

Metal and engineering



EXISTING INFRASTRUCTURE

- ✔ Developed transportation infrastructure including air, rail, and road
- ✔ Abundant renewable energy supply at a competitive price
- ✔ Strong Railway connectivity from Djibouti to Modjo (dry port city 70 km from the capital city)
- ✔ The biggest passenger & cargo Airline in Africa: Ethiopian Airlines provides domestic flights services through 22 destinations across the country and links the country with over 127 destinations worldwide and gives Preferential price for exporters.
- ✔ Ethiopian Shipping line, the biggest Sub-Saharan African line, is ready for your Import - Export cargo needs and gives preferential prices for the manufacturing industry.
- ✔ Industrial parks offer sheds, power, and water to ease market entry
- ✔ Expansion of telecommunication services and networks

ATTRACTIVE FINANCING OPTIONS

- ✔ Local investors applying for new project financing, except those housed inside already built sheds in IPs owned by the Government: 75% bank, 25% by investor.
- ✔ Local investors applying for new projects that are housed inside by Government owned in already built sheds IPs: 85% bank, 15% by investor
- ✔ For local existing projects applying for expansion loan: 60% bank, 40% investor. But for existing projects engaged in export business in textile, garment, leather and leather products that apply for expansion loan through a backward or forward linkage: 70% bank, 30% investor.
- ✔ Regional governments owned integrated agro-industrial parks backed with unconditional guarantee: 75% bank, 25% investor.
- ✔ Foreign investors applying for new expansion loans (excluding those projects operating inside industrial parks): 50% bank, 50% investor



GENERAL INCENTIVES:

- Non-financial incentives: Ethiopia is a member of the Multilateral Investment Guarantee Agency (MIGA) and the World Intellectual Property Organization (WIPO) ensuring that intellectual property rights are protected.
- Guarantees for repatriation of profits, dividends, principal, and interest payments on external loans.
- The right to employ expatriate experts and management staff.
- Discount lease rate for IP enterprises
- One-stop shop service under the Ethiopian Investment Commission and the Ministry of Industry.
- The right to open and operate foreign currency accounts.



ABOUT THE VENUE

Millennium Hall is one of the largest venues in Ethiopia. It spreads across 87,000 square meters of landscape with an indoor space of 19,000 sqm offering a huge expo hall stretching up to 5000 square meters, four conference rooms, parking facilities, and round-the-clock security. The hall is located at the heart of Africa's diplomatic hub Addis Ababa, just ten minutes away from Bole International Airport.





ETHIOPIA TAMIRT
EXPO 2024



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MINISTRY OF INDUSTRY



Number Our

+251-974060606

+1 667 803 0856

+251-948748951



Email Our

info@ethiopiatamrit.et



Website Our

www.ethiopiatamrit.et



Location Our

Addis Ababa, Ethiopia