



Government of Ethiopia



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



## SECOND INTERNATIONAL AGRO-INDUSTRY INVESTMENT FORUM

5 to 8 MARCH 2018  
ADDIS ABABA | ETHIOPIA

### AGRO-PROCESSING – AN EPICENTER FOR THE TRANSFORMATION OF THE ETHIOPIAN ECONOMY

# AIDE-MEMOIRE

In partnership with:



Food and Agriculture  
Organization of the  
United Nations





## Background

Ethiopia has one of the fastest growing non-oil producing economies in the world and is quickly becoming a prime investment destination. Increased market liberalization and public investments in infrastructure projects, such as roads, railways and power generation, continue to drive economic growth. In addition, recent government reforms and incentives have unlocked new 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 parks as priorities for accelerating industrialization. Recently established state-of-the-art industrial parks provide high quality industrial infrastructure for enterprises, with additional such parks under development. As a result, many major international companies have opened factories in Ethiopia in sectors such as textiles and garments, leather and leather products, and food and beverages, a trend expected to continue.

Ethiopia offers a favourable investment climate, including:

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

Building on the country's progress, the Government of Ethiopia and the United Nations Industrial Development Organization (UNIDO) are organizing Ethiopia's Second International Agro-Industry Investment Forum from 5 to 8 March 2018.

The investment forum aims to mobilize additional private investment in light manufacturing, with a particular focus on agro-processing, textiles and garments, and leather and leather products, as well as allied sectors such as packaging and renewable energy. To ensure synergies between private and public investments as well as development programmes, representatives of the United Nations and financial institutions are expected to play a prominent role in the forum.

The forum will present:

- Specific investment opportunities in key agro-industrial and allied sectors, including in integrated agro-industrial parks;
- Investment incentive regimes;
- Experiences of current investors and national business sector actors; and
- Financing opportunities.

In addition, the investment forum will provide participants with an occasion 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<sup>1</sup> for national and international companies; and
- Visit potential project sites.

This event builds on the success of the First International Agro-Industry Investment Forum, also co-organized by the Government of Ethiopia and UNIDO, which took place from 5 to 7 October 2016 and gathered more than 1,200 participants.<sup>2</sup>

## Objective

The objective of the forum is to highlight Ethiopia's favourable investment climate in agro-industry and allied sectors, promote specific investment opportunities and facilitate business linkages.

## Format

- **Day 1:** High-level opening ceremony and inauguration of exhibition.
- **Day 2:** Sessions on Ethiopia's investment climate and agricultural potential, financing options for the business sector and investment opportunities in agro-processing, including within integrated agro-industrial parks.
- **Day 3:** Sessions on investment opportunities in downstream products of the sugar industry, agrolistics, textiles and leather.
- **Day 4:** A field visit to an industrial park.
- **Duration of the event:** B2B meetings, B2G meetings and exhibition.

## B2G

B2G meetings will showcase the work of national institutions and organizations such as the Ethiopian Investment Commission, and government ministries such as the Ministry of Industry, the Ministry of Finance and Economic Cooperation, the Ministry of Agriculture and Natural Resources, and the Ministry of Livestock and Fisheries. B2G meetings will provide an opportunity for government representatives to answer investor queries on investment support services, programmes, incentives and frameworks provided by the different entities.

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1 Exhibitors will include national manufacturers and business sector associations in agro-processing and allied activities, and national and regional investment commissions, among others.

2 Visit the event's website: <https://isid.unido.org/aife1.html>

## **B2B**

The B2B segment will link up interested investors with domestic companies operating in the agro-processing, textiles and garments, and leather and leather products sectors, for focused discussion on project investment profiles. In order to facilitate the arrangement of B2B meetings during the Forum, an Investment Opportunities Directory will provide information on domestic companies and their investment projects. Foreign investors and domestic companies interested in participating in the B2B will be contacted during February 2018.

## **Date and venue**

The investment forum will take place from 5 to 8 March 2018 at the Millennium Hall, Addis Ababa, Ethiopia.

## **Language requirements**

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

## **Participation**

Around 3,000 participants from the public and business sector are expected to join the forum, including representatives of the Government of Ethiopia, current investors, national and international financial institutions, domestic and international enterprises, industry associations and international organizations. The public sector of Ethiopia will be represented by delegates of the Federal Government and regional governments<sup>3</sup>, as well as national institutions such as the Ethiopian Investment Commission, the Food, Beverage and Pharmaceutical Industry Development Institute, the Meat and Dairy Industry Development Institute, the Federal Cooperative Agency, the Agriculture Transformation Agency, the Textile Industry Development Institute, and the Leather Industry Development Institute.

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<sup>3</sup> Ethiopia is divided into nine politically autonomous regional states and two chartered cities, the latter being Addis Ababa and Dire Dawa.

## Logistical arrangements

### Registration procedure

The investment forum is by registration only. Participants are requested to register electronically through the forum's website: <https://isid.unido.org/aife2.html>. Registration closes at midnight on Monday, **26 February 2018**.

### 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.

### Passport and visa requirements

**Each participant is responsible for providing a valid passport to enter Ethiopia. Your passport must be valid for at least 6 months from the date you intend to enter Ethiopia. All foreigners (except nationals of Djibouti and Kenya) require a visa to enter Ethiopia.**

Forum organizers will facilitate visas upon arrival at Addis Ababa Bole International Airport. Participants who would like to benefit from this service are requested to submit their passport number and expiry date through the online registration process, and send a copy of their passport's biodata page to [agroforum@moin.gov.et](mailto:agroforum@moin.gov.et) **before 19 February 2018**. Forum organizers will issue visa invitation letters to participants in order to further ease their boarding and visa upon arrival.

Please note that a conference visa costs USD 32 per person. Payment must be made in either US dollars or in Euros at the time of issuance. Holders of diplomatic and service passports or a United Nations Laissez-Passer will receive visas gratis.

For any additional enquires regarding visa requirements, please contact [agroforum@moin.gov.et](mailto:agroforum@moin.gov.et).

### 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 can provide information upon request.

### Transport arrangements

Most participants are expected to use hotel shuttle buses to and from the airport. Upon request, the Forum Secretariat can arrange transport for those without hotel bookings. The Forum Secretariat will provide transport for all participants from the hotel to the forum venue, as well as for those wishing to participate in the field visit.

## Enquires and correspondence

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

### H.E. Dr. Mebrahtu Meles

State Minister, Ministry of Industry, Ethiopia

P.O. Box 62810, Addis Ababa, Ethiopia

Telephone: +251 115151373

E-mail: [meles.mebrahtu@gmail.com](mailto:meles.mebrahtu@gmail.com)

Fax: +251 115154843

### Forum Secretariat in Addis Ababa:

#### Mr. Tesfaye Worku

Telephone: +251 985458390/+251 115156290

E-mail: [agroforum@moin.gov.et](mailto:agroforum@moin.gov.et)

#### Mr. Sewagegn Atalay

Telephone: +251 942747552/+251 115508963

E-mail: [agroforum@moin.gov.et](mailto:agroforum@moin.gov.et)

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

### Contact person at UNIDO Headquarters:

#### Mr. Ciyong Zou

Director, Department of Partnerships and Results Monitoring

Programme Development and Technical Cooperation

UNIDO

Vienna International Centre, P.O. Box 300, 1400 Vienna, Austria

Telephone: +43-1-26026-3386

E-mail: [c.zou@unido.org](mailto:c.zou@unido.org)

### Contact person at the UNIDO Field Office in Ethiopia:

#### Mr. Gustavo Aishemberg

Director and UNIDO Representative in Ethiopia

UNECA Old Building, P.O. Box 14771, Addis Ababa, Ethiopia

Telephone: +251 115514245 OR +251 115444013

Fax: +251 115512733

E-mail: [office.ethiopia@unido.org](mailto:office.ethiopia@unido.org)



**SECOND INTERNATIONAL  
AGRO-INDUSTRY  
INVESTMENT FORUM**

**Forum Secretariat  
E-mail: [agroforum@moin.gov.et](mailto:agroforum@moin.gov.et)**