

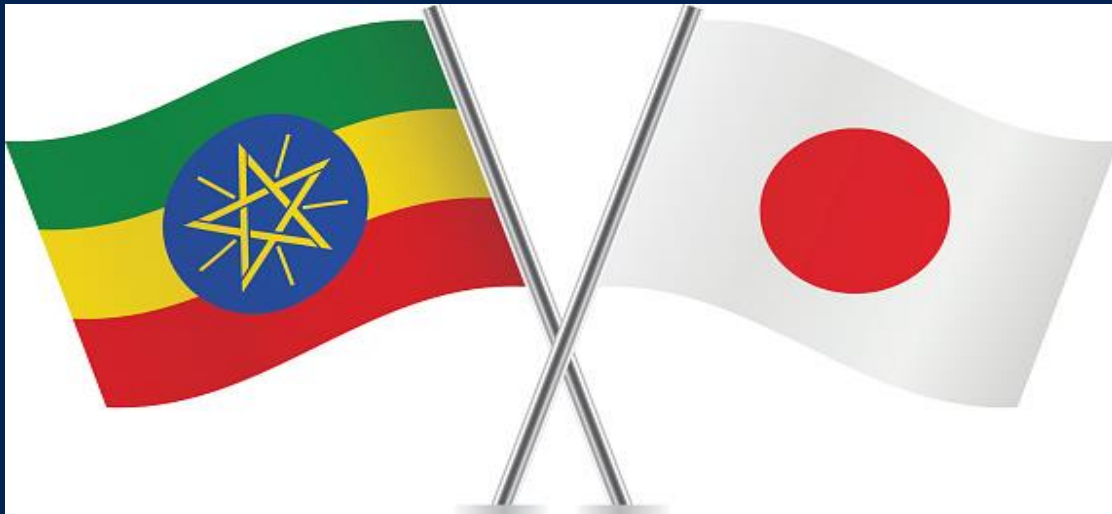


ETHIOPIAN INVESTMENT COMMISSION

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Ethiopia

A New Horizon of Hope



Ethiopia Investment Seminar

June 27, 2023, Tokyo

01

Ethiopia's Rising economic outlook

02

National Reform initiatives
and government commitment

03

Priority sectors: New growth
potentials

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Investment Incentives

05

Sustainable National
Infrastructures

06

Investment Administration
and Services at EIC

1

ETHIOPIA: AT A GLANCE



> 116 million population, 21% living in urban cities, 60% young and productive



The 3th largest economy in SSA Africa—GDP reached \$127.6 Billion in 2022



The third fastest growing economy of the millennium—10% av. growth since 2010



49% literate population

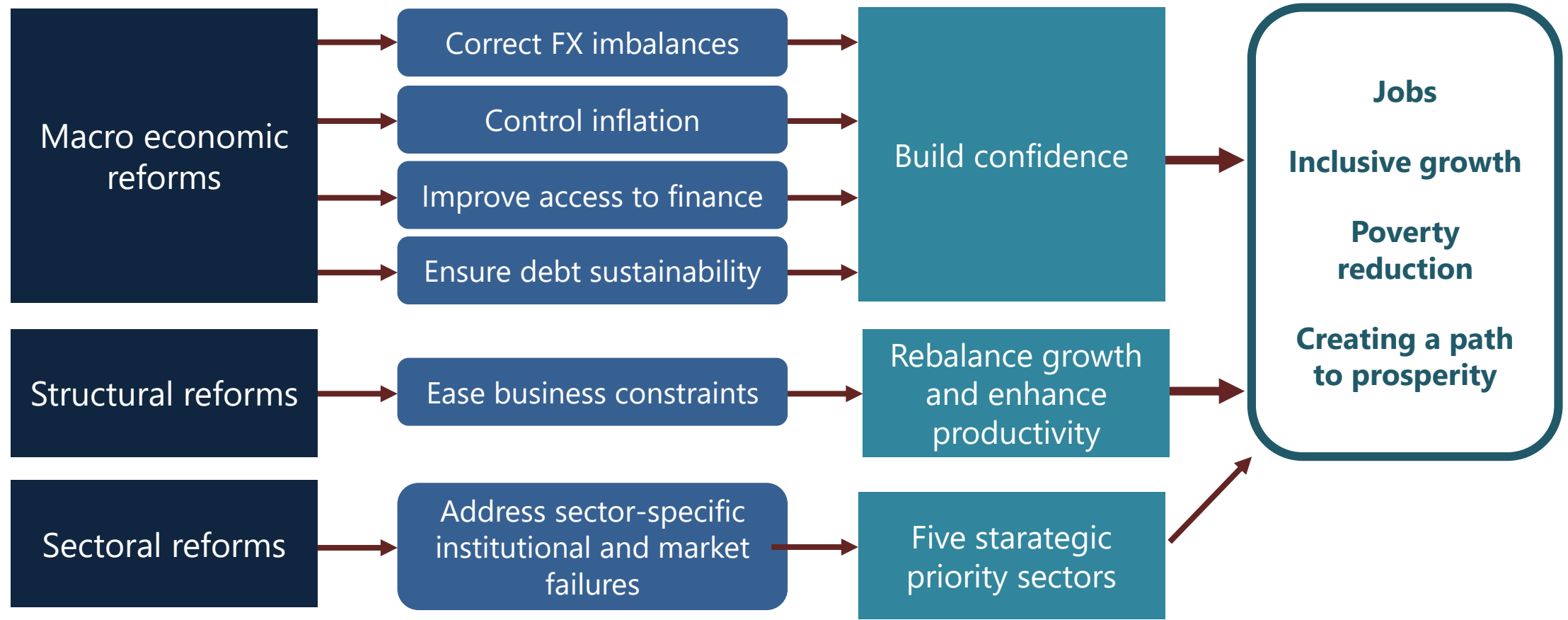


Top/favorable FDI destination in East Africa—USD 4.3 billion in 2021

ECONOMIC AND INVESTMENT REFORMS

2

To sustain the success of the past decade, address emerging challenges and create new opportunities created for private sector development





Governance: Economic and investment reforms

Reform and investment committees

Macroeconomic committees

Economic reform steering committee

Private Sector and Investment Reform Sub-Committee

Aimed to identify the enabling conditions necessary for the private sector to take a lead role in driving the growth and transformation agenda of the country in the coming years

Job Creation and Investment Reform National Steering Committee

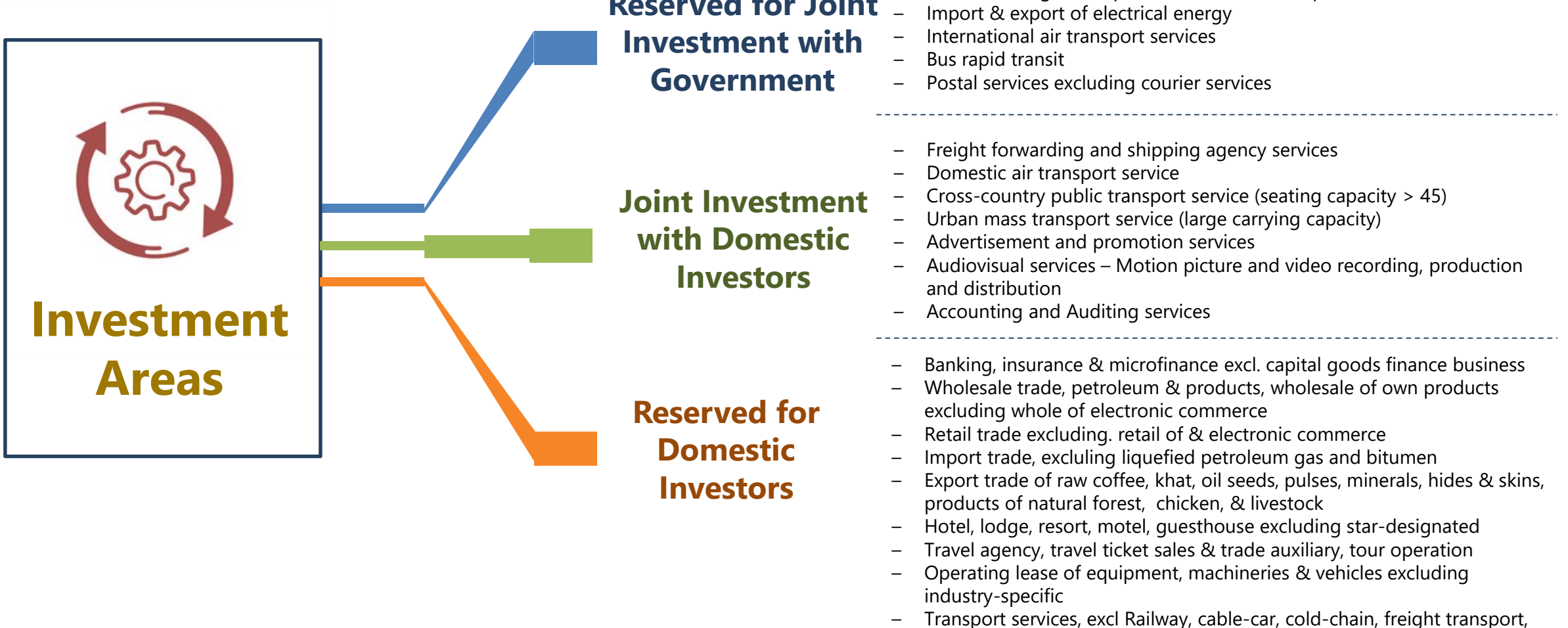
Aimed at facilitating policy and institutional coordination and alignment to create sustainable and decent job creation

National Doing Business Steering Committee

Aimed at identifying and implementing structural reforms to be address challenges of time, cost and procedural hurdles businesses face in their lifecycle



Investment Policy and legal reforms: *From positive to negative listing*





Investment climate reforms

National initiative to improve ease of doing business launched

Starting a Business

Registering Property

Dealing with construction permit

Getting Electricity

Getting Credit

Protecting Minority Investors

Paying Taxes

Resolving Insolvency

Trading Across Borders

Enforcing Contracts

Cross Cutting Reforms: Multi-Agency



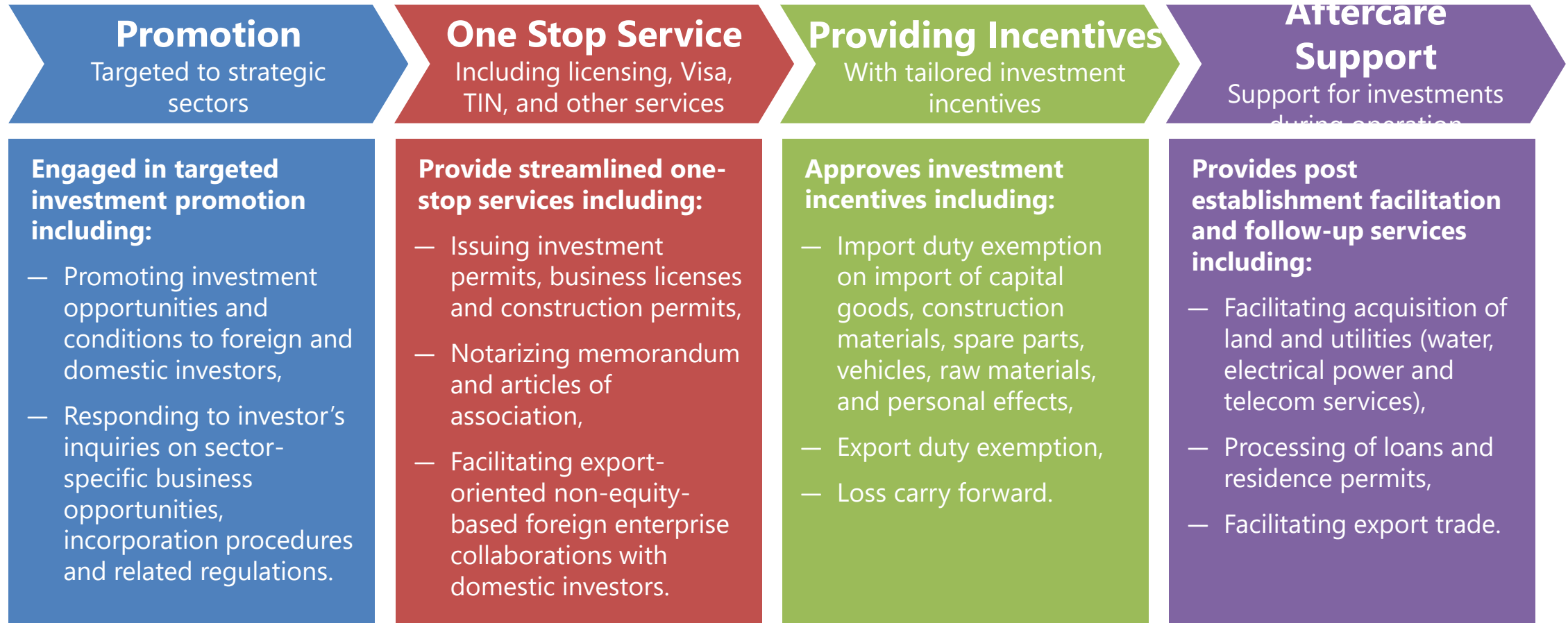
80 reforms undertaken
In various areas including:

- Elimination of requirements of newspaper publications of trade name
- Lease agreement for business registration and licensing removed
- Implementation of an OSS service delivery at the Ministry of Trade & Industry;
- Expansion of credit registry information
- Introduction of modern and web-based customs clearance and tax administration systems;
- Online permit application launched, statutory time limit for construction permit set,
- Electronic single window on pilot; new web-based customs management system implemented; service delivery on main dry ports extended from hours to 16 hours a day; e-certificate of origin implemented



Investment Administration Reforms

Broadened EIC responsibilities





Regional Integration Reforms

African Continental Free Trade Area (AfCFTA)

World Trade Organization



African Continental Free Trade Area (AfCFTA)

- Aim to create a single continental market for goods and services, with free movement of business persons and investments, while accelerating the establishment of a continental-wide customs union
- Signature and ratification of the AfCFTA
- Unlocks market access potential of 1.2 billion people

World Trade Organization

- Re-initiate the negotiation for accession Join WTO accession
- Key points:
 - Bilateral market access/negotiations (goods and services)
 - Multilateral negotiations

Home Grown Economic Reform Agenda 2.0

As the COVID 19 pandemic and economic downturn subsides, and the domestic conflict ends with a peace agreement the GOE is introducing a new phase of reforms HGER 2.0 -2023-2026



3

PRIORITY SECTORS

Reforms are further supplemented with sectoral interventions focused on key productive sectors that Ethiopia has great potentials



1. Agriculture and Agro-processing

Abundant natural resources (land, fertile soil, water and forests)

1st in Africa & 6th in the world in coffee production

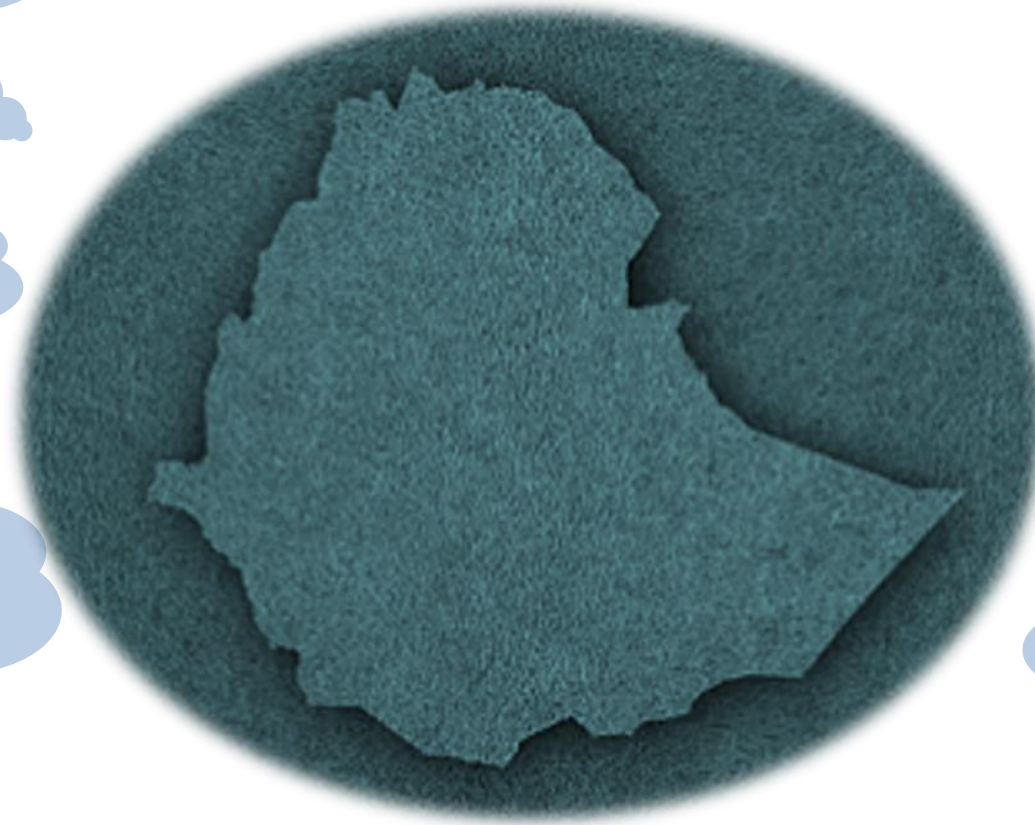
2nd largest exporter of flowers

Diversified agro-ecologies

> 60% young working age population

One of the first places where agriculture started

85% population depending on Agriculture



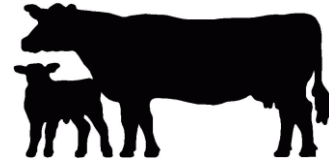
1.1. Agriculture: Product Opportunities

Sesame



- Ethiopia is the **9th top producer** of Sesame globally (FAO, 2019). Niger seed, Sesame, Ground nuts, Linseed and soybeans are the top five products by volume
- There is 204,000 ha of land suitable for sesame production
- The sector benefits from a **strong support from the GoE** that has set an ambitious target for the sector
 - Short term to medium term: increase local production of oilseed for end to end processing, replace imports
 - Long term: become a *net exporter* of edible oil

Dairy



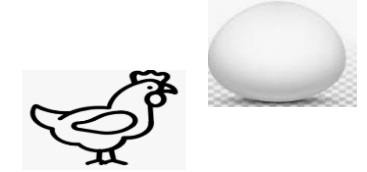
- Over the past 15 years, volume of cow milk production increased modestly from 1 billion to 4 billion liters
- Total milk production in Ethiopia is 4.3 billion liters and per-capita milk consumption is 19 L/Year, compared to required 22 billion total production and 200 L per capita consumption to meet WHO and FAO Standards
- There is 2.5mn ha of suitable land for dairy production and three public ranches that are soon to be privatized

Animal Feed



- Ethiopia has an attractive market for animal feed production, with unmet domestic demand estimated at USD 150mn and immense export potential
- An estimate of 91 million tons of dried feed is annually produced; equivalent to 1.3 tons per year for the estimated 70 million cattle in the country (an average weight of 250 kg)
- An estimated USD 8M in import-substitution opportunity
- Potential to tap into USD 2.9B market in East and North Africa

Poultry



- The average per capita poultry consumption of Ethiopia is 0.5k. It is significantly lower than the Sub-Saharan Africa average of 2.3 kg
- Imports of chicken meat increased by nearly 60% in a period of 10 years and risen by 32% between 2008-2013
- There is a shortage of day-old chick (DOC) supply

Apart from the above areas, there are other lucrative businesses in which foreign investors can get involved such as production of wheat, floriculture, vegetables and fruits

1.2. Cotton opportunities



- 3 million hectares of land suitable + available (and currently unused) for cotton with 8 cotton growing corridors
- No restrictions on foreign operation of ginneries or cotton farming since September 2020
- Mix of small-holding and commercial farming with mechanical and hand-picking
- Short to long staple - average middling 28-30
- Mix of rain, bore and basin fed
- Most farming – effectively organic
- Easily trainable workforce
- Enabling training and educational centres helping to boost productivity
- High government commitment supported by the sector specific stakeholders.

1.3. Agro-Processing



ACCESS TO A ~\$33 BN DOMESTIC MARKET AND A ~\$313 BN SSA MARKET

- Growing middle income base and increasing consumer spending.
- Increasing productivity in the sector



STRONG GOVERNMENT SUPPORT & COMPETITIVE TAX BENEFITS

- Enabling policies, government reforms
- A priority sector for the GoE, 10 year perspective plan drafted by Ministry of Agriculture (MoA) in line with the Home Grown Economic Reform agenda
- Integrated agro-industrial parks



A COMPETITIVE & SKILLED-LABOR POOL

- Abundant workforce with 28mn of the country's population aged between 15-29 years
- More than 300,000 university and 367,000 TVET graduates every year



ABUNDANT NATURAL RESOURCES AND INFRASTRUCTURE

- Ethiopia has abundant natural resources
- The widest African air connectivity through Ethiopian Airlines
- Well-developed train network includes 752 km transnational Ethiopia-Djibouti Railway
- A well developed road network



Agro-processing: Government Attention

Committed stakeholders collaboration in IAIPs investment facilitation

Flagship components of the IAIPs program

1. Research and extension
2. Public extension services
3. Small scale irrigation
4. Agriculture marketing
5. Quality input supply
6. Mechanisation services
7. Marketing
8. Targeted support to VC
9. Farmers' organization

Private sector investments focus on the agribusinesses at the national level

Horticulture: 130 investors, 21 fruit and vegetable industries (USD 300 000 000 export and 68 million small-holding farmers employed)

Honey: 49,000 tonnes produced annually, 18 million beekeepers

Meat and leather: 15 export-oriented abattoirs and 23 commercial tanneries and 1000 SMEs in the production of footwear

Dairy: 35 dairy processors with excess capacity, zero export, domestic market constrained by animal products fasting

Coffee: major export commodity (USD 800 000 000 annually) and primary foreign currency earner (Annual production – USD 2 000 000 000)

Cereals: 231 million tons annually produced by >14 million farmers

Malt barley: 4 internationally known companies cover 60% of the market needs using locally produced malt barley

Integrated Agro Industrial Parks (IAIP)

KEY PRINCIPLES

- ☞ Sector specialization focused
- ☞ Vertically integrated
- ☞ Export oriented
- ☞ Sustainability driven
- ☞ Skill development oriented

Baeker IAIP

Bure IAIP

263.36 Ha

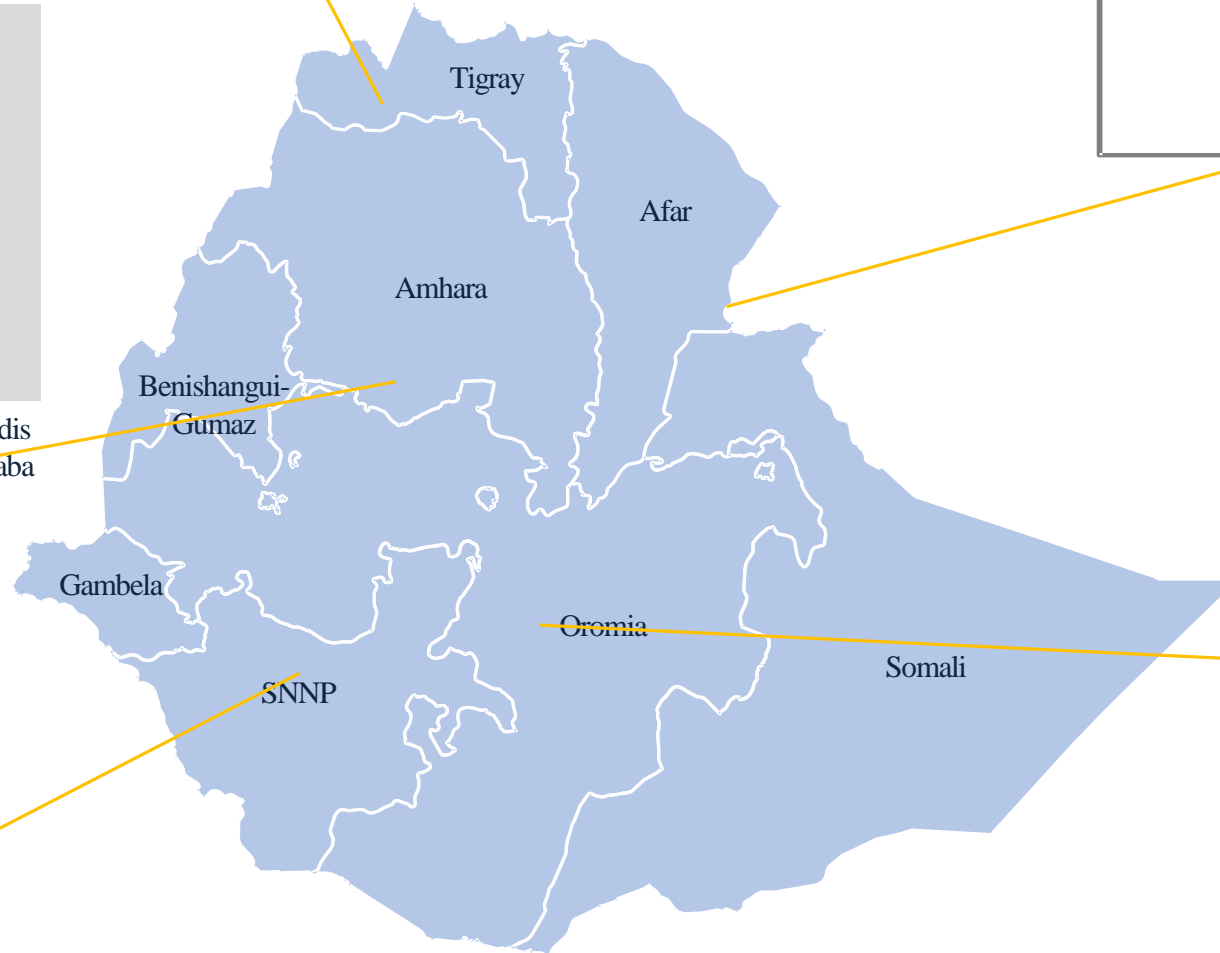
Yirgaem IAIP

294.5 Ha

Bulbula IAIP

263.09 Ha

4-Agro-processing Parks
3-OPERATIONAL



2. Manufacturing

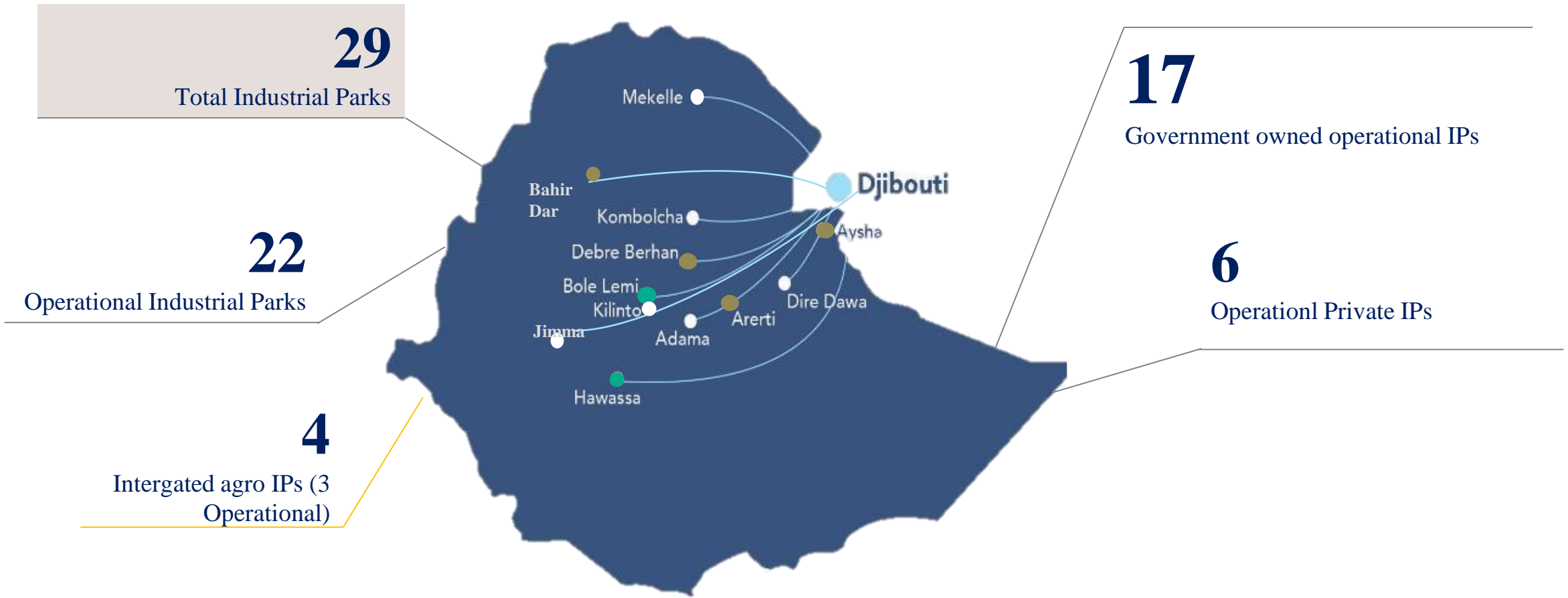
2.1. Textile and Apparel

- Endowed with needed industrial inputs.
- A vast labour force and low energy costs give the Ethiopian textile and garment sector a comparative advantage over other countries and regions.
- Ideal for
 - Ginneries
 - Spinning
 - Integrated Textile Mills
 - Handloom
 - Garment
 - Blanket
 - Weaving and/or Knitting

Geographical Proximity for Europe and Middle east market



Textile & Apparel specialized IPs



7: IPs (State and private) under process

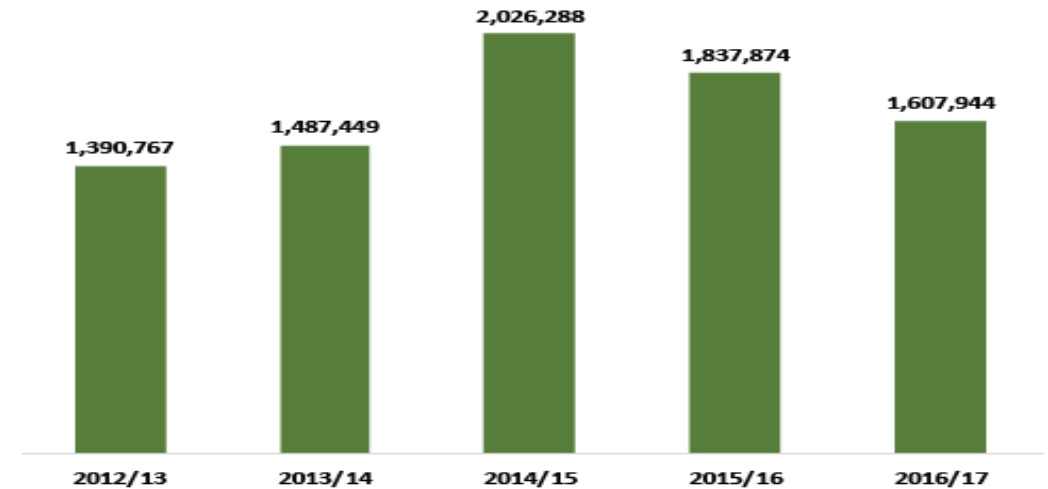


13: IPs have expansion plan with

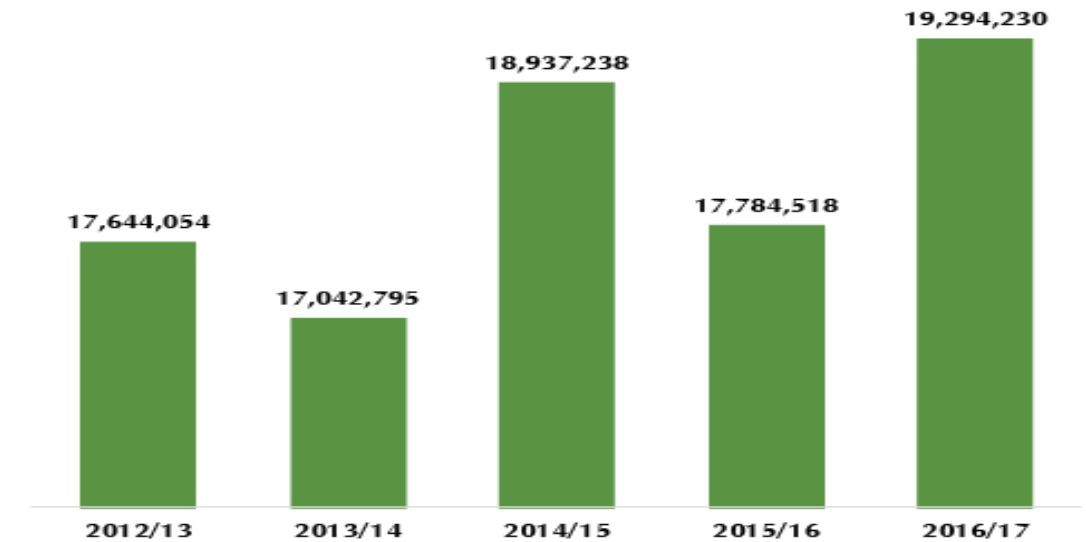
2.2. Leather & leather Products

- A fine and globally demanded quality leather
- Strong value chain
- The Leather sector gets 44% of hides and 94% of skins produced in Ethiopia.
- RHS production is estimated at 3.6 million cattle hides, 9.7 million sheep skins and 10.7 million goatskins in 2016 (FAO's offtake rate)
- Serviced industrial zones for leather products manufacturing
- Low power costs
- Abundant livestock resources
- A reputable leather availability with goodwill to the global market
- Competitive labour costs
- An enhanced legal framework.
- Coordinated government services
- Enabling stakeholders coordination
- Identified industrial clusters

Raw hide supply to tanneries in pieces

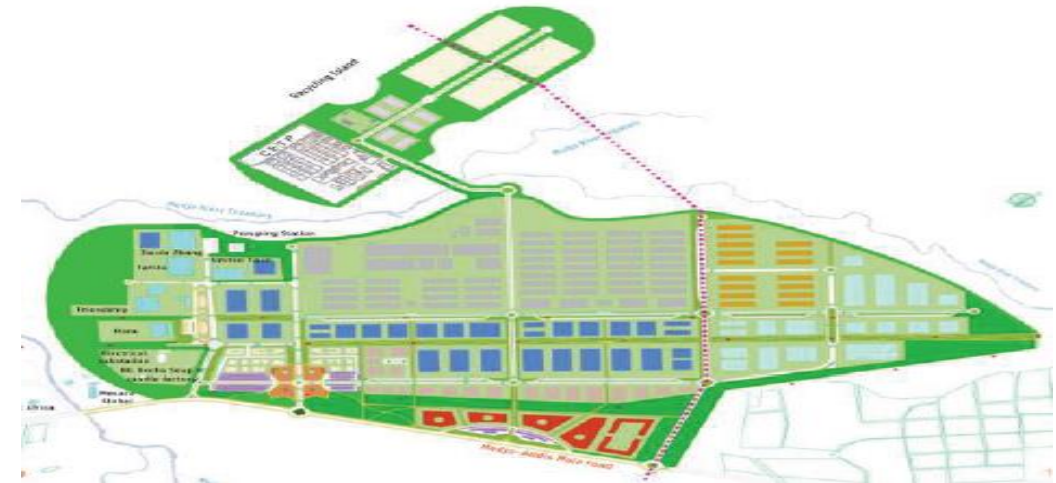


Raw skin supply to tanneries in pieces



Leather: Sustainable Infrastructures

- National focus on infrastructure development.
 - Industrial Parks
 - Modjo leather city specialization: aims to upgrade leather processing by reducing the heavy pollution footprint and requiring environmentally friendly processing



Envisioned Modjo Leather City (MLC)

Basic Information

- **Location:** Modjo
- **Size:** 29,000ha
- **Composition:**
 - Common Effluent Treatment Plant (CETP)
 - Central Chrome Recovery Plant (CCRP)
 - Tanneries (~11% relocation of existing) and footwear factories (81% Domestic, 19% FDI)
 - Currently no space allocated to other finished products or accessories manufacturers

Amenities and supportive structures

- Centralized service centres (banks, post offices, training schools), 8% of total area.
- Maintenance shops, chemical storage (3% of total area)
- Green area (25% of total area)
- Land fill (3.5% of total area)

Planned implementation and status

- Phase 1: relocation of existing tanneries, waste treatment plant establishment, by product processing development. Currently, unclear status.
- Phase 2: tannery expansion; relocation of existing footwear factories and introduction new investments; recycling capacity upgrade. Currently, unclear status.

There are two private leather industry parks:

1. Huajian International Light Industry City and
2. George Shoe Industry Park

These two private industrial parks dedicated wholly to production of leather and leather products.

2.3 Pharmaceutical manufacturing



Ethiopia's
pharmaceutical
sector market
size



Mainly driven by:



Import



12% of GDP to health (75% on essential medicines & services)



Out of pocket expenditure (46% of total expenditure)



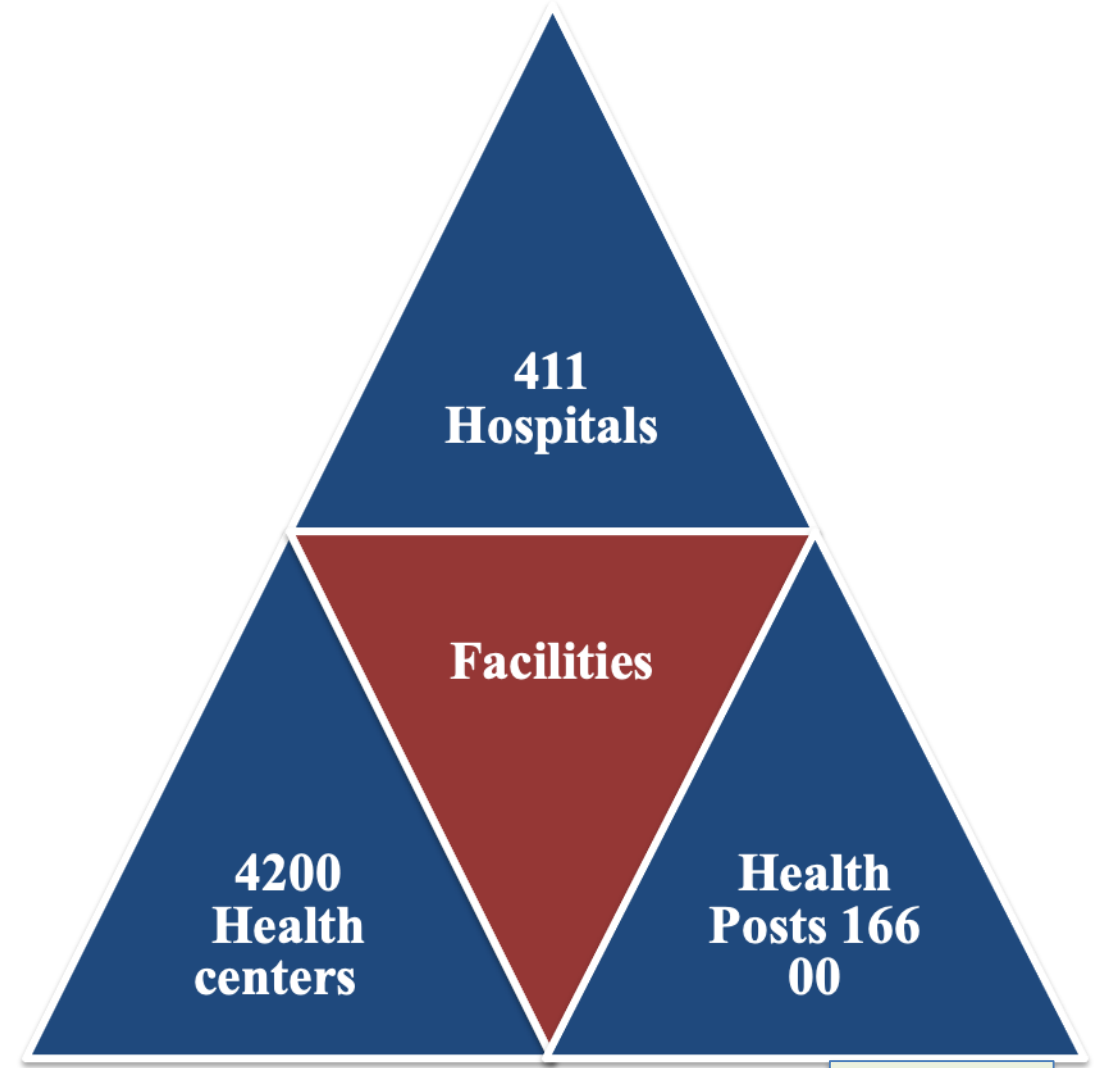
Government 10 years expenditure for the sector (15B USD)



- **One of the first African countries** to develop a national strategy for pharmaceutical manufacturing
- **Strong investment policy focused on pharmaceuticals** including tax exemptions, one-stop-shop services and price preference in public procurement
- Potential to serve **>\$20 billion** pharmaceutical market in Africa

Major highly demanded medical Products include:

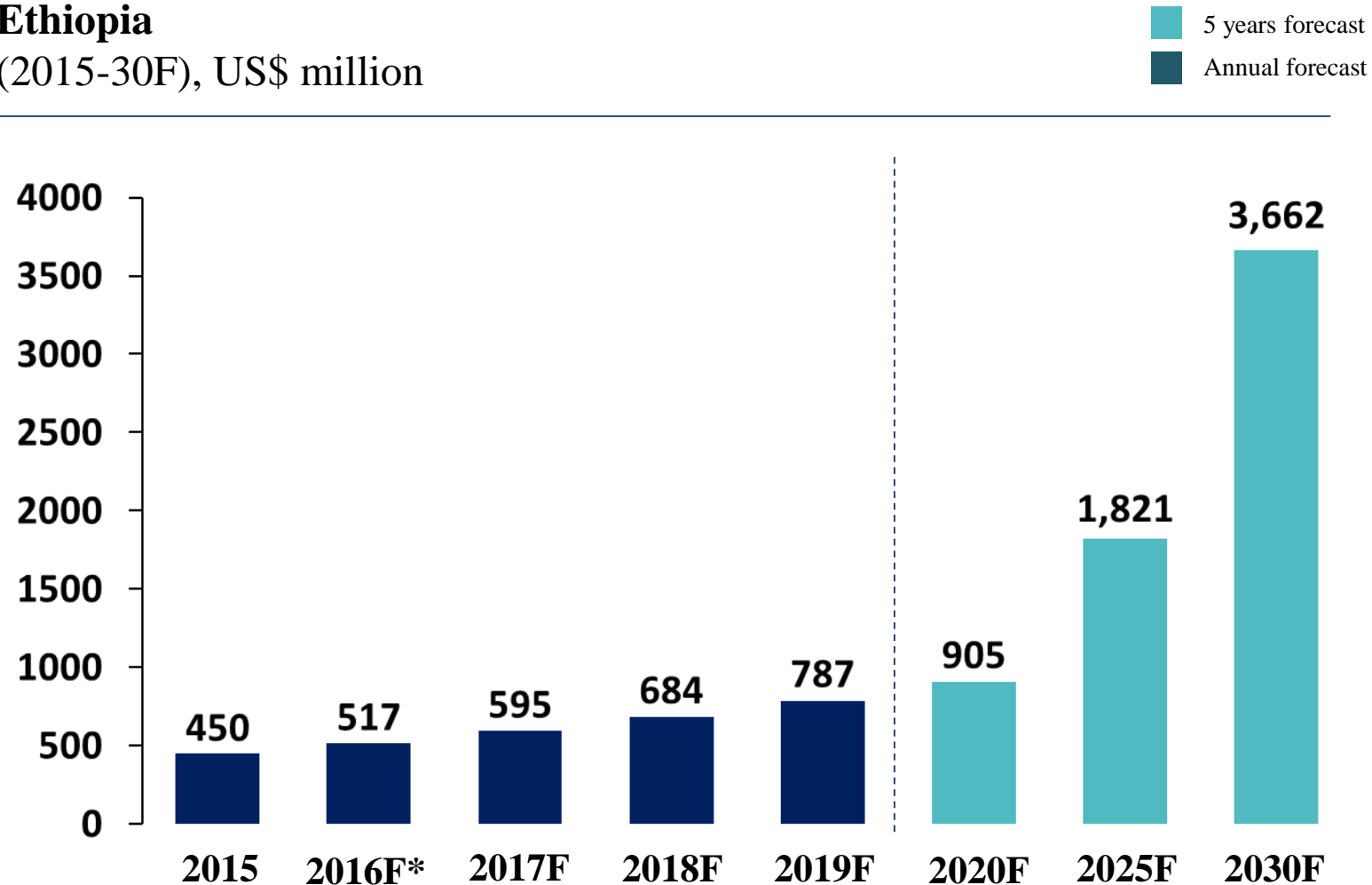
- Pharmaceuticals
 - Biological products
 - Vaccines
 - Diagnostics & laboratory instruments
 - Medical supplies
 - Medical equipment
 - Contract research organizations-Eg. Bioequivalent centers
-
- Ethiopia is currently importing **~85% of its pharmaceutical needs** – a big gap that is yet to be fulfilled by manufacturing locally



MoH, 2021

Ethiopian Pharmaceutical Market

Pharmaceutical market in Ethiopia (2015-30F), US\$ million



- Local market has been **growing steadily at an average of 15% per year**
- With growing population, **increased access to health services** and a **growing middle-class**, demand is projected to grow exponentially & reach >3.6 billion by 2030

Note: *Forecast

Source: Frost & Sullivan, World Bank, National Strategy and Plan of Action for Pharmaceutical Manufacturing



Kilinto Industrial Park is the first IP specializing in pharmaceuticals



Location

- Addis Ababa; 25 km from city center, 863 Km from Djibouti port and 10 minutes drive from Bole International Airport



Population and employment

- +4 million people live in the city
- Accessible to skilled labour



Industrial park area

- Established on 279 ha of land
- 177 ha service land for manufacturing
- Land is available at reasonable lease prices



Industrial park facilities

- Health Center
- Police Station
- One-Stop Shop Services
- Commercial Building
- Fire Brigade & 24/7 Security Services
- Waste Treatment Facilities

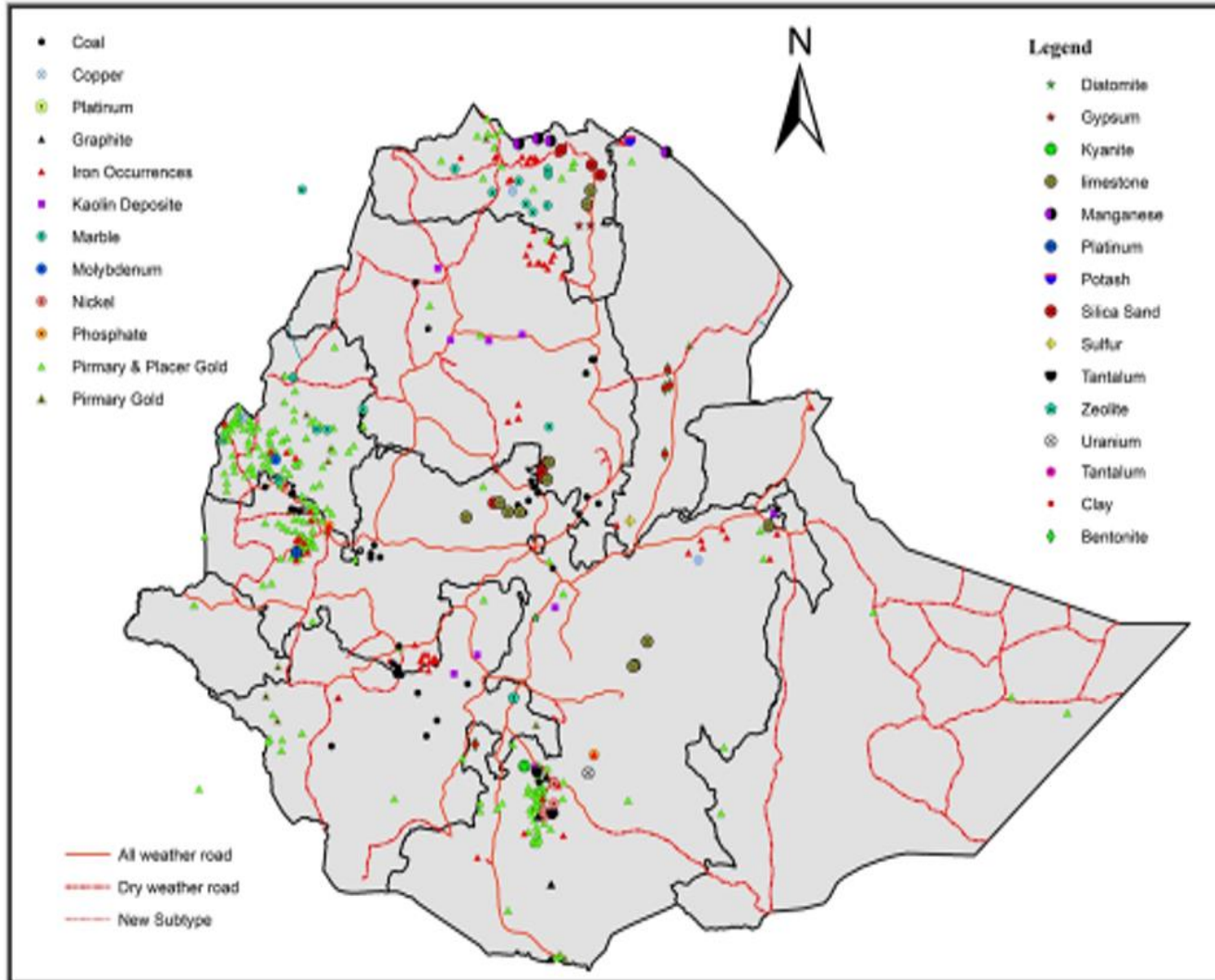


Cluster based product factories zoning



3. Mining

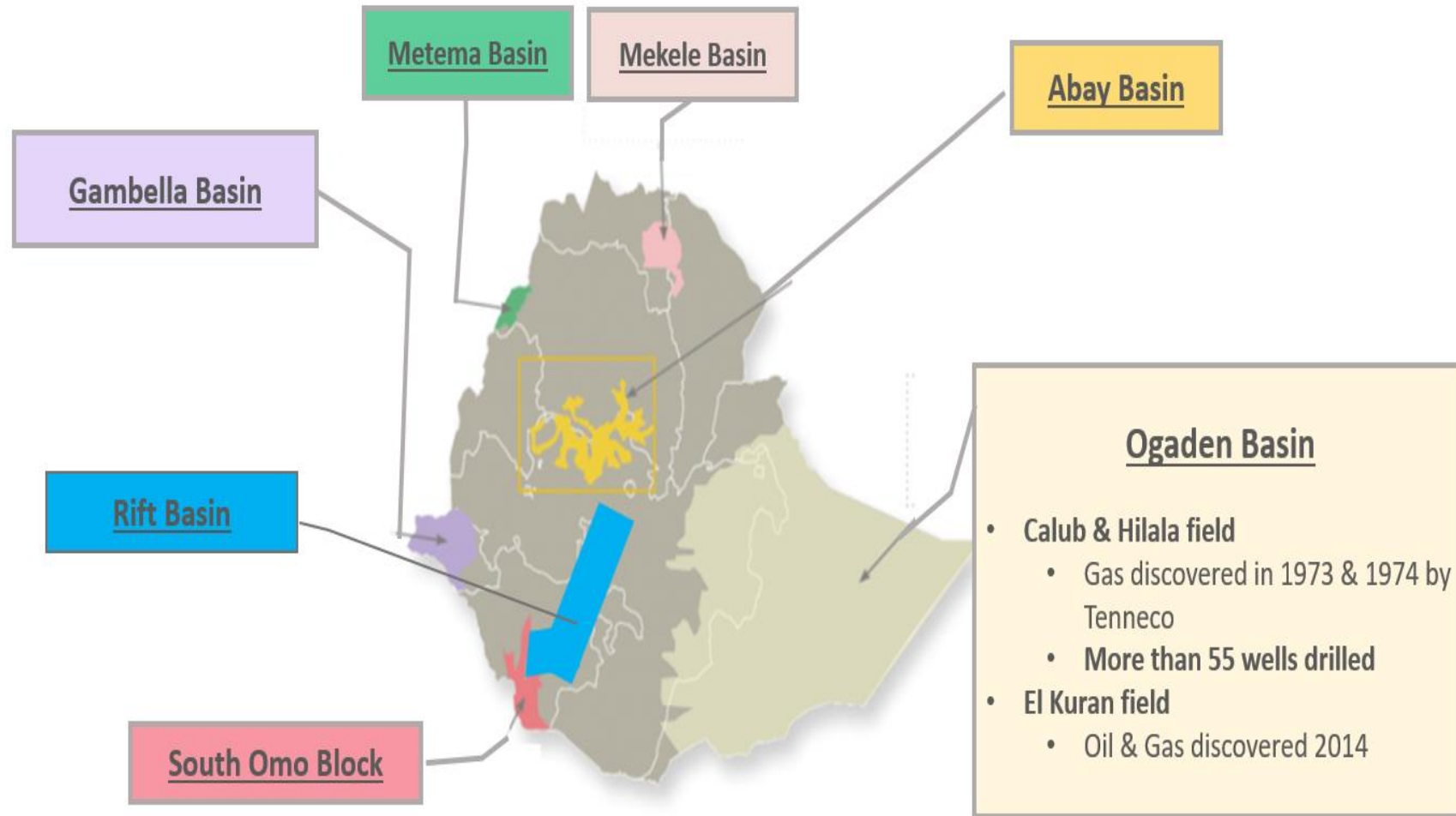
Ethiopia offers multi mineral extraction and processing opportunities



- **GDP Contribution**
 - 1.94 % (2021) , for the next ten years it is projected 14%
- **Employment**
 - 7. M people ,projected to hire 16.5M
- **Investment**
 - National and International Companies
- **Export share 20% , projected 37%**

3.1 Oil and Gas Potential Basins

Identified basins for oil and gas mining activities



3.2 Fertilizer



Natural Gas

- Reserves Certification

Potash

- 350 Billion Tones
- Production will start 2025

Phosphate

- 1.85B Tones

Sulphur Minerals

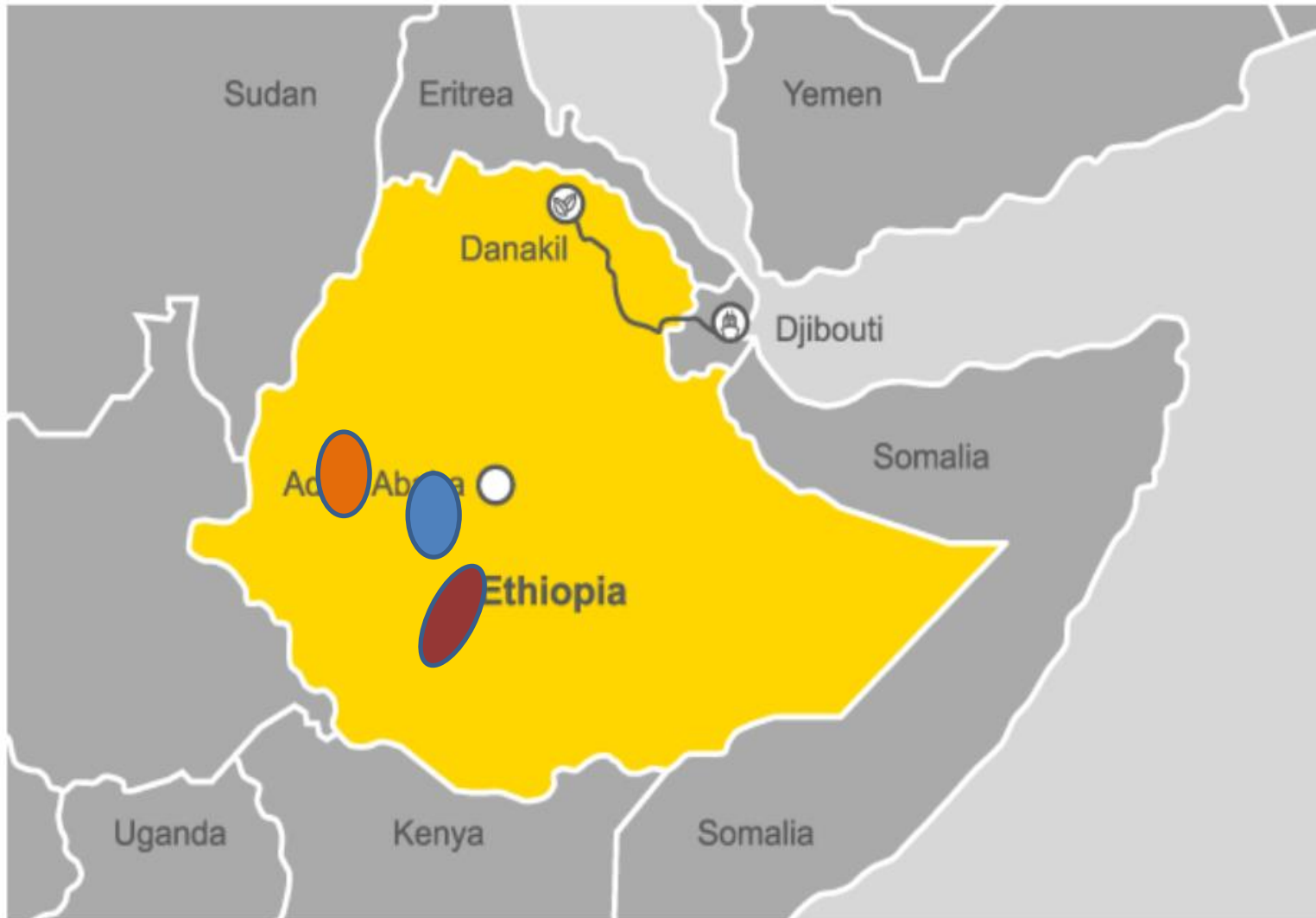
- Over 2.54B Tones

3.3. Iron and Steel Making



- 1.1 Billion Tones of Iron Ore reserves estimated.
- Plan to produce 3MTPY Million Tones annually

3.4. Construction Inputs



- Cement : Currently We produce 8.8MTPY
- National demand is 17MTPY, & Projections in 10 year is 100MTPY

Mining: Demand Gap

High government focus for existing companies.

High government support with active private sector engagement. Currently, companies are working on:

- ⌘ **Iron ore (16)**
- ⌘ **Steel making (80 +)**
- ⌘ **Basic CHEMICAL and Petrochemical (50)**
- ⌘ **Cement producing companies (14)**
- ⌘ **Coal (4)**
- ⌘ **Geothermal (2)**
- ⌘ **Petroleum (1)**

Despite various existing companies, import is still significant and increasing.

Major Imports

1. Coal	\$ 500M /yr.
2. Iron/ steel	\$1.5B/yr.
3. Fertilizer	\$2.1B/yr.
4. Marble & Granite	\$100M/yr.
5. Chlor-alkali Products	\$750MUSD/yr.
6. Ceramics	\$225 M/yr.
7. Petroleum Products	\$ 3 .6B/yr.

4. Tourism



Tourism

- **Origin of mankind and one of the oldest civilizations**
- Home to several **cultural and historical heritages** included in the UNESCO list of world heritage
- **As political capital of Africa, Addis Ababa** hosts many international and regional organizations

- GoE focus on building a pervasive digital economy
- Key in creating an enabling environment for creative industries and innovation
- **Opportunity:** IT applications, e-commerce, IT infrastructure, IT equipment manufacturing

6. Energy

Indigenous Energy Resources

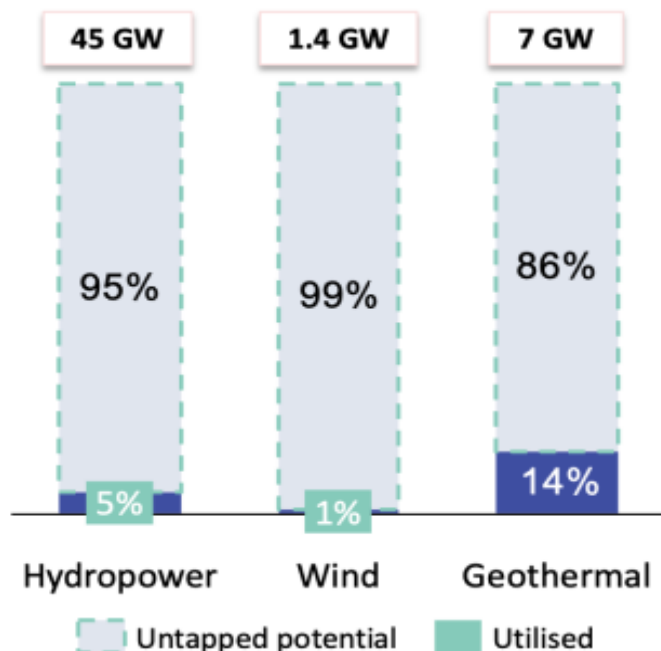
- High priority to RE Development
- Hydropower is considered as the backbone of the country's energy sector development
- Wind, geothermal and solar, and bio-mas being developed to increase the RE mix.
- Exploration for natural gas and other hydrocarbon fuels
- Bio-fuels for transport and household use
- The supply of various household fuels
- Energy efficiency and conservation
- Environmental sustainability, gender mainstreaming.
- Capacity building and technology transfer

Resource	Unit	Exploitable Reserve	Exploited Percent
Hydropower	MW	45,000	<5%
Solar/day	kWh/m2	Avg. 5.5	<1%
Wind: Power	GW	1,350	<1%
Speed	m/s	> 6.5	
Geothermal	MW	7000	<1%
Wood	Million tons	1120	50%
Agricultural waste	Million tons	15-20	30%
Natural gas	Billion m3	113	0%
Coal	Million tons	300	0%
Oil shale	Million tons	253	0%

Ethiopia is yet to utilize more than 95% of it's power generation potential from it's indigenous renewable energy sources

More than 95% of hydro, wind and geothermal sources have not been utilised

Indigenous renewable energy power generation potential (GW) and their exploitation to date (%)



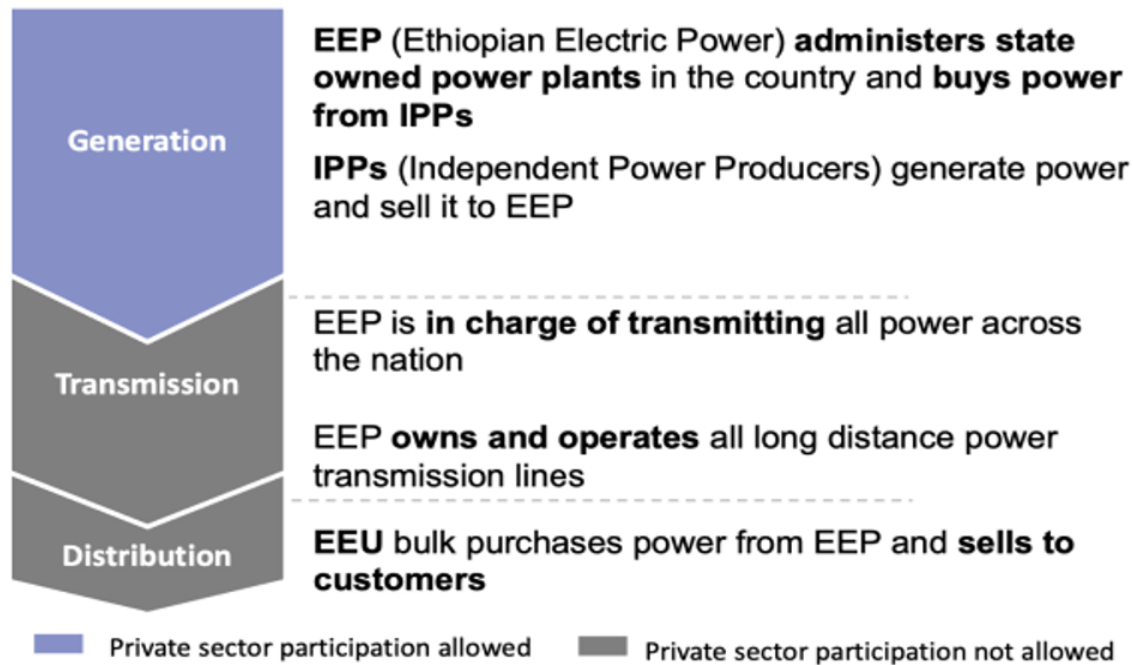
- >90% of power generation in Ethiopia is based on hydropower resources
- Hydropower serves an ideal base load mix for investment in wind and solar power generation
- High untapped potentials of renewables and the complementary energy mix makes Ethiopia **uniquely suited for wind and solar power generation**

Ethiopia is usually referred to as the Power House of Africa because of it's power generation potential.

Private sector is only allowed in the generation of power sector this is oversee by MOWE and regulated by EEA

Private sector participation is allowed for on-grid power generation, but not transmission and distribution

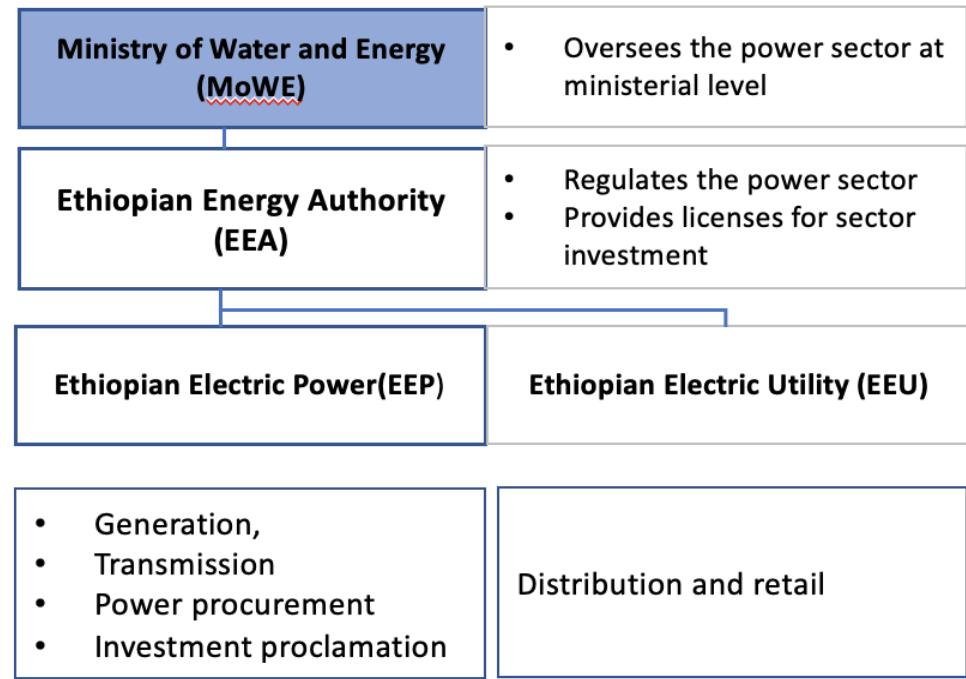
Overview of actors and respective duties along the power supply value chain in Ethiopia



Off-grid transmission and distribution are open for private investors

MOWE oversees the power sector and EEA services as the regulator

Institutional framework of the Ethiopian power sector



MOF- develops detailed project pipelines for power generation plants through PPP project teams

Competitive Advantages of Ethiopia in the Power Sector

Untapped Renewable Energy Potential	Growing Electricity Demand	Workforce Availability	Logistics & Stability
More than 95% of renewable energy potential is yet to be deployed	Ever growing domestic and regional demand due to industrialization	More than 1 million workforce with electrical, mechanical and civil engineering background	Relatively politically stable country
Attractive basin and the great rift valley	Plan to export power to neighboring countries	More than 60 million young and trainable workforce	Competitive infrastructure – Ethiopian Airways and railways that extend to Djibouti

National Focus

The 25 years Power Sector Master Plan

- Ethiopian Electric Power has developed has finalized In 2014
- The master plan has incorporated
 - Load Forecast
 - Generation Planning
 - Transmission Planning
 - In the master plan Target, Moderate and low case scenarios are considered

Investor Engagements

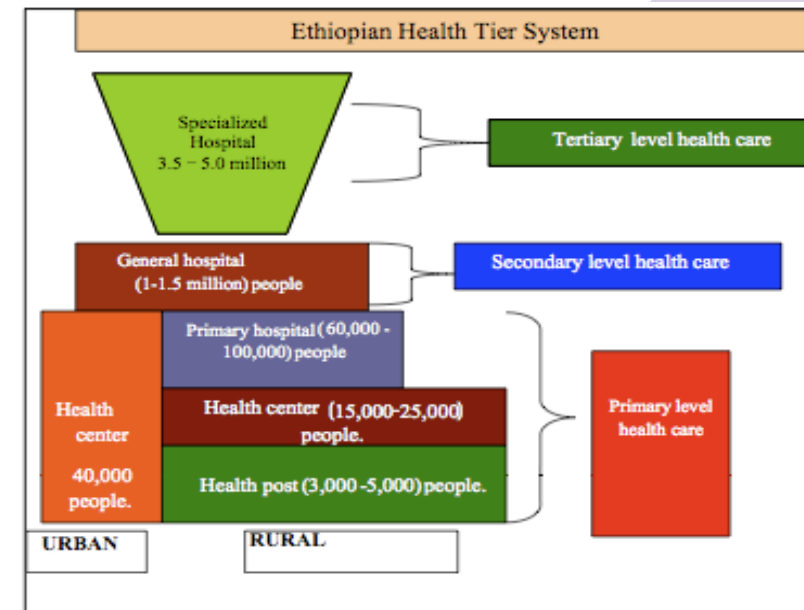
There are two ways for investors to participate in the power sector:

- ❖ The interested investor approach ministry of Water and Energy and EEP-EEA
- ❖ EEA will also float on various means of communication, IPP developers.
- ❑ Enabling environment is created for both Public and Private sector.

7. Health care services

Why Invest in the Health Sector in Ethiopia?

- Government commitment to Universal Health Coverage (UHC) and global commitments such as SDGs
- An epidemiologic shift with high morbidity and mortality from the triple burden of diseases.
 - *Data from the GBD study shows that 52% of the total mortality is due to NCDs while it comprises of 15% share from the national health expenditure (NHA-7, 2016/17).*
- Increasing demand from the community for high quality healthcare
 - High political commitment to improving health infrastructure.
 - Large population with high need for services and products
 - Increased number of health professionals' training institutions (public and private sectors) and programs
 - Introduction of insurance schemes (e.g., Community Based Health Insurance system (55%) , third-party road accident)
 - Efforts to introduce Social Based Health Insurance system



Why Invest in the Healthcare Sector in Ethiopia?

Because Ethiopian hospitals do not have enough capacity for specialty services – both in terms of facilities and healthcare professionals - >6,000 patients seeks overseas treatment per year

Reasons for overseas treatment include:

1. Advanced Cardiac Surgeries / interventional cardiac procedures
2. Organ transplant (Renal and Liver)
3. Fertility treatment - IVF (In Vitro Fertilization)
4. Advanced orthopedics procedures
5. Oncology services (Diagnostic , radiotherapy and chemotherapies)
6. Ophthalmologic
7. Neurosurgery
8. Rehabilitation Medical Services

Ethiopians spend **>USD 100 million annually** for overseas treatment – presenting **a great opportunity to capture this growing market segment**

Modalities of Private Sector Investment

- Foreign or local direct investment
- Public Private Partnership (PPP)
- Joint venture
- Outsourcing

Priority investment areas in the health sector



**Tertiary Health
care services**



**Advanced
Diagnostic
Services**



**Medical Product
Manufacturing**



**Human Resource
Development**



**Pre-Hospital
Emergency Care**



**Healthcare
Technologies &
Innovation**

8. Logistics sector

Why invest in Ethiopia's Logistics sector?

Ethiopia has key competitive advantages in Logistics



Wide array of lucrative investment opportunities

- **Eight major logistics investment areas** prioritized by government
- **18 lucrative investment opportunities/projects** with various implementation modalities; **JV, PPP, concessions**



Strategic clarity and strong government backing

- National Transport Policy & National Logistics Policy ratified
- National Logistics Strategy recently approved
- Strong institutional framework- Ministry of Transport & accountable institutions
- More room opened up for foreign and domestic investors through updated investment regulation scheme



Strategic location and important logistics epicentre

- Ethiopia is located at **equidistance** from the world and close to the middle-east market
- **Ethiopian Airlines** is a leading player with expanding **reach and influence on the industry**
- Ethiopia has emerged as a leading African country in **infrastructure connectivity**



A competitive and skilled-labor pool

- Abundant workforce with **28mn of the country's population** aged between 15-29 years
- More than **300,000 university** and **367,000 TVET** graduates every year

Sectoral Inefficiencies and Opportunities for Private Investment

Value-Chain Challenges and Opportunities

Dry Port Operational Inefficiency

Poor Truck Accessibility

Inadequate Customs Brokerage

Congested Storage & Warehousing

Poor quality & provision of Infrastructure

Revision underway

Requires Joint Venture with Government

Requires Joint Venture with Domestic Investor

Open to Foreign Investors

PPP & JV with government

Investment openness for dry port construction

International air Transport

Fright forwarding

Cold Chain

Railway

Warehousing

Logistics city

Investment openness for shipping lines operations

Mass public and private transport

Postal services excluding couriers

Road freight transport

Oil pipe line

Contract Logistics Services

Road infrastructure

4

INVESTMENT INCENTIVES & SUSTAINABLE INFRASTRUCTURES

Tailored Incentives and Support

Non-Fiscal

- Guarantee against expropriation
- Guarantee for repatriation of funds
- Customs facilitation through bonded export factory and similar other schemes
- Relaxed Industrial park land regime
- One-Stop Shop Service
- Expedited procedure for securing visa, work permit & certificate of residency
- Facilitation of market linkages



Fiscal

- Corporate Income Tax exemptions
- Custom tax exemptions
- Loss carry forward
- Full export duty exemption
- Expatriates' income tax exemption

Companies looking to engage in expansions are further eligible for tax holiday up to 100% on the additional income generated for the period that equals 50% of their initial tax holiday incentive

AIR

**Largest cargo
network and
terminal in Africa**

**Destinations
>125 – International
59 – Cargo**



ROAD

**All-weather roads
nation-wide**

**Currently expanding
all corridors**



RAILWAY

Djibouti to Modjo (dry port city 70 kms from the capital city) cut from **84 hours** to under **10 hours**

Cargo trains operating with capacity of **3500 - 4000 tons of freight per day**



ELECTRICITY

Low cost green electricity rate at **4 US cents/KWH** – among the cheapest in the world

Country power generation potential

- ❑ Non Hydro-electric power capacity: **> 17,000 MW**
- ❑ Hydro power: **45,000 MW**
- ❑ GERD: generating power



6

INVESTMENT SERVICES AT THE EIC-OSS



Role	Promotion	Facilitation	Registration	Licensing	Aftercare
Activities	<ul style="list-style-type: none"> - Identify potential investor bases/ leads, organize promotional events and pitch investment opportunities inc. facilitating business trips 	<ul style="list-style-type: none"> - Hand-holding investors through their investment exploration phase (e.g., feasibility) including setting up meeting with key stakeholders - Facilitating negotiations - Leveraging the Ethiopian Investment Board to resolve deal-breakers 	<ul style="list-style-type: none"> - Providing the required registration inc. commercial reg. and investment permits 	<ul style="list-style-type: none"> - Provide a license that allows investors to carryout their project per their contract 	<ul style="list-style-type: none"> - Provide aftercare services to investors when needed - Create FDI linkages

The EIC is mandated with providing end-to-end services to investors, per proclamation no. 1180/2020



- **OSS:** Key trade/business license issuance, registration, renewal related services are now offered by EIC end to end (entry to exit);
- **All work permit issuance**, transfer of knowledge and skills, renewal, cancellation
- **Visa Facilitation and Visa Benefits:**
- **Coordination with Regional Investment Bureaus:** facilitate the efficient provision of pre- and post-investment facilitation services
- **Establishment of an Inter-Regional Council (Council):** facilitating the establishment and functioning of a high level inter-regional council that will coordinate federal and regional state administrations in the area of investment
- **Regulating Brownfield Investments:** All foreign investors, entering Ethiopia either through greenfield or brownfield investments (acquisition or buying of shares of existing enterprises) are now serviced and regulated by EIC end to end (entry to exit)
- **Provision of Investment Land:** regions respond to investors' request for land within a maximum of 60 days (for the manufacturing sector) and a maximum of 90 days for other sectors.

Aftercare Strategy:-IRP/IDP/TC/SC

1	Developing an aftercare strategy and implementation plan	Supporting development of the aftercare strategy work (including several consultation and iterations), and developing a full step-by-step guide implementation plan was developed
2	Assessing existing aftercare resources (tools, systems, etc.)	Eight key aftercare interventions [1] were identified based on a stock-taking exercise, and later developed to improve aftercare services
3	Identify investors' base and their needs	Over 5,700 investors data are recorded on the FDI tracking tool. 100 top-tier companies and VIP services are identified. 3 surveys conducted to assess investors' needs.
4	Develop Key Performance Indicators (KPIs)	> 150 investors' problems resolution tracked through the TC (>60% resolved). Investors Development Program launched with 100+ companies, targets set and monitored.
5	Developing tools and procedures	Developed >25 tools, SOPs and procedures to guide implementation, facilitate aftercare services and create consistency in the team
6	Building implementation capacity	Half-day training on aftercare services, joint monthly planning, on-the-job coaching and additional refresher training provided to 27 staff in the aftercare directorate
7	Implementation	Implementing the aftercare strategy, adopting best practices, using tools and procedures, applying learnings, capturing and monitoring results, etc.
8	Monitoring and evaluation	Monthly performance reviews against goals, checking investors' pulses through surveys to ensure results are being achieved, etc.

Committed and strong government





THANK YOU!

Time to Invest in Ethiopia!

CONTACT US FOR FURTHER INFORMATION!

We can help you set-up your company in Ethiopia. You can get guidance from Ethiopian Investment Commission regarding your investment project in Ethiopia.

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ETHIOPIAN INVESTMENT COMMISSION

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