



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

PROVISIONAL AGENDA

In partnership with:



Food and Agriculture
Organization of the
United Nations





DAY 1
5 March 2018

8:00 am

Registration

2:00-5:00 pm

High-level opening session

Welcoming remarks

H.E. Mr. Ahmed Abtew, Minister of Industry, Ethiopia

Statements by high-level dignitaries

H.E. Mr. Péter Szijjártó, Minister, Ministry of Foreign Affairs and Trade, Hungary (tbc)

H.E. Mr. Tan Jian, Ambassador of the People's Republic of China, Ethiopia (tbc)

Mr. Abdalla Hamdok, Deputy Executive Secretary, United Nations Economic Commission for Africa

Mr. Phil Hogan, Commissioner for Agriculture and Rural Development, European Commission (tbc)

Mr. Akinwumi Adesina, President, African Development Bank (tbc)

Mr. Werner Hoyer, President, European Investment Bank (tbc)

Mr. Sindiso Ndema Ngwenya, Secretary-General, Common Market for Eastern and Southern Africa (tbc)

Mr. Aliko Dangote, Chief Executive Officer, Dangote Group (tbc)

Keynote speech

Mr. LI Yong, Director General, UNIDO

Keynote and official opening address

H.E. Dr. Mulatu Teshome, President, Ethiopia

Group photo

Official inauguration of exhibition

H.E. Dr. Mulatu Teshome, President of Ethiopia, and Mr. LI Yong, Director General of UNIDO

8:30-10:30 am

Session 1: Investment climate and growth of the private sector in Ethiopia

In order to sustain Ethiopia's high economic growth rate, recent government reforms and incentives have created new investment and business opportunities in the industrial sector. The session will introduce Ethiopia's business environment and investment climate, including government efforts to attract leading global firms through the establishment of state-of-the-art industrial parks and the development of related investment incentives. Representatives of international companies operating in the country will talk about their respective experiences of investing in Ethiopia.

Moderator

Mr. Henok Assefa, Chief Executive Officer, Precise Consult International, Ethiopia

Presentation

Investment in Ethiopia – Current status and future prospects

Mr. Fitsum Arega, Commissioner, Ethiopian Investment Commission

Panellists

H.E. Dr. Arkebe Oqubay, Minister and Special Advisor to the Prime Minister of Ethiopia (tbc)

Engineer Melaku Ezezew, President, Ethiopian Chamber of Commerce and Sectoral Associations

Mr. Irfam Abdul Razak Allana, Chairman, Allana Group, India

Mr. Zemedeneh Negatu, Global Chairman, Fairfax Africa Fund, United States of America

Dr. Arega Yirdaw, Chief Executive Officer, MIDROC Technology Group, Ethiopia (tbc)

Ms. Francesca Secondari, BonelliErede, Italy

10:30-11:00 am

Coffee break

11:00-12:30 am

Session 2: Financing opportunities for the business sector

The session will look at opportunities for accessing finance for investment in agro-industry and allied sectors. The government will present incentives for investing in existing and new industrial parks. A panel discussion featuring representatives of development finance institutions, international financial institutions and national banks will further elaborate on financing possibilities for the business sector.

Moderator

H.E. Mr. Admasu Nebebe, State Minister, Ministry of Finance and Economic Cooperation, Ethiopia

Panellists

H.E. Dr. Abrham Tekesete, Minister, Ministry of Finance and Economic Cooperation, Ethiopia (tbc)

Mr. Admassu Tadesse, President and Chief Executive Officer, Trade and Development Bank

Mr. Getahun Nana, President, Development Bank of Ethiopia

Mr. Gabriel Negatu, Director General, Director General, East Africa Regional Development and Business Delivery Office, African Development Bank (tbc)

Dr. Ulac Han Demirag, Representative and Country Director for Ethiopia and South Sudan, International Fund for Agricultural Development

Dr. Yohannes Ayalew, Vice-Governor, National Bank of Ethiopia

Mr. Adamou Labara, Country Manager for Ethiopia, International Finance Corporation

Q&A session

2:00-3:30 pm

Session 3: An introduction to Ethiopia's agricultural potential

This session will introduce government initiatives that promote agricultural commercialization and incentives that support private sector engagement in the agricultural sector, focusing on sub-sectors with comparatively high growth and investment potential. In particular, the session will highlight untapped investment opportunities in the following sub-sectors: livestock (e.g. beef and dairy sectors, small ruminant production and marketing, apiculture and fisheries), horticulture (flowers, fruits, vegetables, spices, aromatic and medicinal plants), including the 5,000 ha of land designated for the development of horticulture clusters; oil and plantation crops including sesame, cotton, coffee and tea; and industrial crops such as sugarcane, durum wheat and malt barley.

Moderator

Dr. Teshome Wale, Senior Director, Agricultural Transformation Agency, Ethiopia

Presentation

The crop sub-sector - Current status and future prospects

H.E. Mr. Tesfaye Mengiste, State Minister, Ministry of Agriculture and Natural Resources, Ethiopia

The livestock sub-sector – Current status and future prospects

H.E. Dr. Gebregziabher Gebreyohannes, State Minister, Ministry of Livestock and Fishery, Ethiopia

Panellists

H.E. Dr. Eyasu Abreha, Minister, Ministry of Agriculture and Natural Resources, Ethiopia

H.E. Prof. Fekadu Beyene, Minister, Ministry of Livestock and Fishery, Ethiopia

Mr. Kalid Bomba, Chief Executive Officer, Agricultural Transformation Agency, Ethiopia

Mr. Jemal Ahmed, Managing Director, Horizon Plantations Plc., Ethiopia

Q&A session

3:30-4:00 pm

Coffee break

4:00-5:30 pm

Session 4 part I: Investment opportunities in integrated agro-industrial parks

In order to support the growth of the agro-processing sector, the government plans to establish integrated agro-industrial parks (IAIPs) across 17 zones in the country. These parks will focus on adding value to locally sourced agricultural products, and provide firms with access to infrastructure, utilities and business services, thus addressing many constraints related to private sector development. The concentration of activities and services in one area is expected to facilitate economies of scale for the transformation of agricultural products for export or further commercialization.

This session will present current progress in the establishment of the first four pilot IAIPs. It will also highlight specific investment opportunities and incentives offered for companies interested in operating within these parks. The session will also present different opportunities for private sector involvement in the development of the remaining 13 IAIPs.

Short introductory video

Presentation

H.E. Dr. Mebrahtu Meles, State Minister, Ministry of Industry, Ethiopia

Moderator

Mr. Khalid Bomba, Chief Executive Officer, Agricultural Transformation Agency, Ethiopia

Panellists

Mr. Usman Surur, Director General, Ethiopian Cooperative Agency

Dr. Shirish Anant Shirsat, Chief Executive Officer, Allana, Ethiopia

Mr. Elias Genete, Chief Executive Officer, Agro Prom, Ethiopia

Mr. Gao Lei, General Manager of CGC Overseas Construction Ethiopia Ltd., Managing Director of CGCOC East Africa, Assistant President of CGCOC GROUP CO. Ltd., China

Mr. Dong Xiao Yang, Chief Executive Officer, Valle Verde Foods Plc., Ethiopia

Mr. Joost Heij, General Manager, Selet Hulling Plc., Ethiopia

Q&A session

DAY 3

7 March 2018

8:30-9:45 am

Session 4 part II: Investment incentives in the agro-processing industry

While Ethiopia has penetrated international markets for various food products, imports continue to grow: food imports in 2010 accounted for US\$ 959 million and in 2015 reached US\$ 1.69 billion. Given the agriculture potential of Ethiopia, combined with state-of-the-art industrial infrastructure, the country could drastically reduce its food imports with additional processing capacity.

This session will look into specific agro-processing opportunities and associated investment incentives in sub-sectors such as coffee, oilseeds, cereals, dairy, honey, and fruits and vegetables, aimed at the country's large internal market as well as international markets.

Moderator

Mr. Zemedeneh Negatu, Global Chairman, Fairfax Africa Fund, United States of America

Presentation

Dr. Aduugna Debella, Deputy Chief Executive Officer, Ethiopian Horticulture and Agricultural Authority

Panellists

Dr. Belachew Mekuria, Deputy Commissioner, Ethiopian Investment Commission

Mr. Gerrit Van Loo, Managing Director, Heineken Breweries, Ethiopia (tbc)

Q&A session

9:45-11:00 am

Session 4 part III: Investment opportunities in downstream products of the sugar industry

The Government of Ethiopia has undertaken the development of ten new sugar factories across the country, including regions where the new IAIPs are being established. This session will present specific investment opportunities in downstream products of the sugar industry, including paper, renewable energy, ethylene and animal feed. Joint venture opportunities in sugar factories will also be presented.

Moderator

Dr. Zebene Kifle, Addis Ababa University, Institute of Technology (tbc)

Presentation

Mr. Endawek Abite, Chief Executive Officer, Ethiopian Sugar Corporation

Panellists

H.E. Dr. Girma Amente, Minister, Ministry of Public Enterprises, Ethiopia
Mr. Adam Iskounen, Managing Director, Cevital International, Algeria
Mr. Endawek Abite, Chief Executive Officer, Ethiopian Sugar Corporation

Q&A session

11:00-11:30 am

Coffee break

11:30-12:30 pm

Session 5: Investment opportunities in agro-logistics and services

There is increasing demand and opportunity for investment in machinery and equipment related to the processing of food and beverages in Ethiopia. This includes meat, fish, fruits and vegetables, dairy products, sugar and sugar products, brewery, winery, soft drinks, and the bottling of mineral water, among others. There is also growing demand for firms specialized in agro-logistics that provide integrated cold chain solutions, from cold storage facilities to refrigerated transport of fresh and frozen food products.

The production and distribution of packaging materials and related technology also offers ample opportunities for investment, given that almost all Ethiopian food processing companies import ready-made packaging for products such as biscuits, pasta, flour, cooking oil, milk, water, juice, coffee and tea, among others.

This session will focus on investment opportunities in: the provision of machinery for processing of food and beverages (targeting Ethiopian food processors); local production and supply of primary, secondary and tertiary packaging materials for perishable and non-perishable food products; and the provision of integrated cold chain solutions and bulk transportation.

Moderator

H.E. Mr. Ahmed Shide, Minister, Ministry of Transport, Ethiopia

Presentation

Mr. Fitsum Abay, Cargo Division, Ethiopian Airlines

Panellists

Mr. Roba Megersa, Chief Executive Officer, Ethiopian Shipping and Logistics Corporation
Mr. Vandan Rughani, General Manager Region East Africa, Bosch Group (tbc)
Mr. Wang Bo, President, Chinese Academy of Agricultural Mechanization Sciences
Dr. Eng. Berhanu Beshah, Chief Executive Officer, Ethiopian Railway Corporation (tbc)
Mr. Abraham Tadesse, Chairperson, Goda Bottle and Glass Share Company, Ethiopia

Q&A session

1:30-2:45 pm

Session 6: The Ethiopian textile and garment sector

An abundance of raw materials, a vast labour force and low energy costs give the Ethiopian textile and garment sector a comparative advantage over other countries and regions. This includes processes from the spinning, weaving and finishing of textile fabrics to the manufacturing of knitted and crocheted fabrics, carpets and sportswear. In this session, representatives of the government, sector specific institutes and associations, and the international business sector will discuss investment opportunities in the production of cotton fibers, textiles and garments.

Moderator

H.E. Mr. Tadesse Haile, State Minister in the office of the Prime Minister, Ethiopia

Presentation

Mr. Seleshi Lemma, Director General, Textile Industry Development Institute, Ethiopia

Panellists

H.E. Mr. Bogale Feleke, State Minister, Ministry of Industry, Ethiopia

Mr. Abebe Abebayehu, Deputy Commissioner, Ethiopian Investment Commission

Mr. Yusuf Aydeniz, Chief Executive Officer, AYKA Addis, Ethiopia

Ms. Erica van Schaik, Managing Director, Velocity Apparelz Companies Plc., Ethiopia

Mr. Ashish Agrawal, General Manager and Group Chief Executive Officer, Kanoria Africa Textile Plc., Ethiopia

Q&A session

2:45-4:00 pm

Session 7: The Ethiopian leather and leather products sector

With an annual production of 5 million tons of hides, 8.1 million tons of sheepskin and 7.5 million tons of goatskin, Ethiopia's leather industry offers immense investment potential. In this session, representatives of the government, sector specific institutes and associations, and the international business sector will discuss investment opportunities from tanning to the finishing and manufacturing of luggage items, handbags, saddlery and harness, footwear, garments and other leather goods.

Moderator

Prof. Dr. Mwinyikiona Mwinyihija, Executive Director, COMESA Leather and Leather Products Institute

Presentation

Mr. Wonda Legesse, Director General, Leather Industry Development Institute, Ethiopia

Panellists

H.E. Mr. Bogale Feleke, State Minister, Ministry of Industry, Ethiopia
Ms. Zhang Yunqi, Deputy President, Huajian Group, China
Mr. Kumar Kaul, General Manager, George Shoe Ethiopia Plc., Ethiopia
Mr. Israr Meccha Ahmed, Owner and General Manager, Farida Tannery, India
Mr. Tatek Yirga, President, Ethiopian Leather Industry Association

Q&A session

4:00-4:30 pm

Coffee break

4:30-6:00 pm

Closing session

Key takeaways and the way ahead

Mr. LI Yong, Director General, UNIDO

Vote of thanks and official closing

H.E. Mr. Ahmed Abteu, Minister, Ministry of Industry, Ethiopia

DAY 4

8 March 2018

Field visit

Participants can choose between three different visits around Addis Ababa:

- **Option I:** Bole Lemi industrial park
- **Option II:** Ethiopian Airlines cargo and railway substation
- **Option III:** Dukem Eastern Industrial Zone

Busses will depart from the Millennium Hall at 8:00 am and the visits will be concluded around 12:00 pm.

Duration of the event

Business-to-business (B2B) and business-to-government (B2G) meetings
Exhibition for national and international companies



**SECOND INTERNATIONAL
AGRO-INDUSTRY
INVESTMENT FORUM**

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