

Ethiopian Business Development Services Network (EBDSN)

Investment Guide for Ethiopia

**Business Environment - Investment Policy
Investment Areas - Incentives/Guarantees
Taxation - Investment Opportunities
Investment Procedures**

Addis Ababa 2/2004



EBDSN

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German Technical Cooperation

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Investment Procedures

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1. Country Info and Business Environment

Geography and People

Ethiopia is strategically located on the Horn of Africa at the crossroads between Africa, the Middle East and Asia. It has a population of 70 million people (2003), ranking the third most populous country in Africa after Nigeria and Egypt. It covers an area of 1.14 million square kilometres (445,000 square miles) with a population density of 58.9 inhabitants per km² (2002). It is bordered by Djibouti and Somalia to the east, Eritrea to the north, the Sudan to the west as well as Kenya to the south. It is situated within easy reach of the Horn's major ports, which connect it with the Middle East and Europe. Access to these ports has played a prominent role in enhancing the country's international trade.

Geographically, Ethiopia is a country of immense contrasts. High mountains, which in the Semen (in the north) and Bale Mountain Ranges (in the south east) tower over 4,000 meters (13,120 feet) above sea level, give way to flat lowlands, 180 meters below sea level in the Dankal Depression, the lowest depression in the world. The Great Rift Valley divides the country into western and eastern highlands and is a further fascinating geographical feature of the country.

Besides the aforementioned diverse physical features, Ethiopia is also endowed with canyons, gorges and rivers. The major river basins include the Abay (Blue Nile), Awash, Baro, Omo, Tekeze and Wabe Shebele.

Ethiopia enjoys a pleasant climate varying from cold to temperate and from sub-tropical to tropical. Much of the country, however, has a climate tempered by the high altitude, although it lies just within 15⁰ north of the Equator. There are two rainy seasons in the country: the "small" rains in February and March, and the "big" rains from June to September.

Alpine vegetation marks the highlands, while the lowlands have woodlands, bush lands, savannah and semi-arid shrubs. About 45 % of Ethiopian's landmass is rated as being arable, but only 15% of this area is presently being cultivated. Only about one percent of the 10 million hectares of potentially irrigable land is being cultivated.

The people are ethnically, linguistically and culturally diverse. So, there are about eighty languages spoken in the country, which corresponds to the number of ethnic groups. These languages fall into four main language families, namely Semetic, Cushitic, Omotic and Nilotic. Amharic is the working language of the Federal Government. English is the medium of instruction in secondary schools and higher education institutions, and it is widely used in business transactions, particularly in the banking and insurance sectors.

History

Ethiopia, the land that was once known as Abyssinia, being once one of the great kingdoms of the ancient world is old beyond what most people can imagine. Its culture and tradition dates back to over 3,000 years. In fact, Lucy, the oldest hominid that was found in the Afar Region makes the country the oldest home of mankind on the planet.

Moreover, the country is one of and has perhaps the richest histories on the African continent and has a wealth of castles, palaces, ancient churches and monasteries as well as unique wild life, bird life and breath-taking vistas.

Government

The Federal Democratic Republic of Ethiopia (FDRE) was established under a new Constitution as of 21st of August 1995. The Constitution provides for a federal State system, which is structurally based on the Federal Government, nine autonomous States and two chartered cities (Addis Ababa and Dire Dawa). The States and chartered cities are vested with powers of self-administration. They also have legislative, executive and judicial powers, regarding all matters that fall under their respective jurisdictions, except for those exclusively given by the Constitution to the Federal Government, such as national defence, foreign affairs, macroeconomic policy and the printing of currency.

The country has a parliamentary form of government with a bicameral parliament, which is comprised of the House of Peoples' Representatives and the House of the Federation. The House of Peoples' Representatives is the highest authority of the Federal Government and its members are elected by the people for a term of five years on the bases of direct universal suffrage. The House of the Federation is composed of representatives of Nations, Nationalities and Peoples elected by the State Councils for a five-year term.

The Head of the Federal Government is the President who is elected by a joint session of the House of Peoples' Representatives and the House of the Federation for a six-year term. The executive power is vested in the Prime Minister and the Council of Ministers. The Prime Minister is elected from among and by members of the House of Peoples' Representatives and accountable to the same. The Prime Minister is the Chief Executive of the Federal Government, the Chairman of the Council of Ministers, and the Commander-in-Chief of the National armed forces. He forms the Council of Ministers after the approval of the nominees he submitted to the House of Peoples' Representatives.

The Economy

The Ethiopian economy is predominantly of agricultural nature and the production in such a sector constitutes a major part of the country's economy, contributing about 45 % to the country's gross domestic product (GDP) and about 62 % to total exports. It accounts for 85 % of total employment. Coffee, a major cash crop, is of high quality and contributes about 62 % of total agricultural exports. So, it is a major source of foreign currency earnings. Manufacturing, mining, trade, tourism, construction, services, etc., which make up the remaining 55 % of GDP, all supplement the agricultural sector. Industrial activities contribute only 11 % to GDP and 16 % to total exports.

Agriculture is predominantly in the hands of small farmers, all-working on individual smallholdings and mainly for household consumption. So, the sector has remained fragmented and inefficient up-to-date. This is a vivid indication that Ethiopia's agriculture is characterised by its low level of mechanisation and makes the sector receptive to technological adaptation and attractive to investments of both foreign and domestic nature.

Varieties of crops are grown in different parts of the country on a seasonal basis. The main crops are cereals (teff, barely, maize, wheat, sorghum, and millet), pulses (horse beans, vetch and lentils) and oil seeds (Niger seed, flax, rape seed, sesame, castor beans and Soya beans). The main cash and industrial crops are coffee, oil seeds, pulses, cotton, sisal, tobacco, fruits and sugar cane.

As aforementioned, 10.9 % of the GDP comes from the industrial sector that supplies important consumer goods to the domestic market. The major manufactured export products include clothing and apparel, canned and frozen meat, semi-processed hides and skins, sugar and molasses, footwear, tobacco, beverages, oil cakes and bees wax.

Although less than 3 % of the GDP currently comes from the mining sector, there are proven reserves of minerals such as gold, platinum, tantalum, nickel iron-ore, coal, marble, potash, copper, silica, limestone, diatomite, etc., as well as oil and natural gas. These all await exploitation and make the country a destination for business and investments from both foreign as well as domestic investors.

Economic Liberalisation

Since 1992, the Government has successfully implemented a series of reform programs, in order to transform the economy from a command to a market economy, to speed up the integration of the economy into the world economy and encourage the wider participation of the private sector in developing the national economy. Such reforms include, among others, the

following short-term economic stabilisation and structural adjustment measures:

- deregulation of domestic prices;
- liberalisation of foreign trade;
- privatisation of public enterprises;
- abolition of all export taxes and subsidies;
- devaluation of the exchange rate followed by the introduction of an inter-bank foreign currency market and the determination of exchange rates based on market forces;
- enhancing private sector development and private-public partnerships through providing effective industry associations; and creating a forum for consultation between the private sector and the Government;
- promulgation of a liberal investment law for the promotion and encouragement of private investment from both foreign and domestic sources;
- issuance of a new labour law;
- strengthening and enhancing institutional support for the export sector by strengthening/revitalising existing institutions and establishing new institutions, such as :
 - the Ethiopian Livestock Marketing Authority;
 - the Ethiopian Leather and Leather Products Technology Institute, and
 - the Ethiopian Export Promotion Agency;

As a result, a great deal has been achieved since 1992 in moving away from a highly centralised economy to a more liberal market economy. Particularly, as a result of such a liberalisation, the economy has shown a marked growth improvement, growing at annual average rate of 6.4 % in the last several years. The rate of inflation declined from around 20 % in 1992 to an annual average rate of below 4 % for the last ten years. The country's foreign exchange has improved, the budget deficit has declined to acceptable levels, and above all private investment activities have flourished.

Education and Health

Ethiopia's education system produces well-trained skilled and semi-skilled technical and business personnel. The country's universities, colleges and technical institutions turn out professionals, semi-professionals and a technically skilled workforce necessary for the business sector. Thousands of primary and secondary schools lay the foundation for human resources development.

The Ministry of Education has recently been trying to increase the intake capacity of higher institutions at both graduate and post-graduate levels. Private universities and colleges are also flourishing in Addis Ababa and in the regional cities. The graduates of these colleges and universities are believed to meet the demands of skilled manpower in the economy. The New Education and Training Policy also aims at providing skilled and productive workforce that contributes to the country's economic development. To this effect, the Government has given high priority for technical and vocational education and training (TVET) program, and now there are 151 TVET schools in the country that are run by the Ministry of Education, Ministry of Agriculture and non-governmental organisations (2001/02).

Currently, there are various foreign community schools offering kindergarten, elementary, junior high school, and secondary education at international standards; among these are English, French, German, Italian, Greek and Indian community schools.

Most urban centres have a reasonable number of hospitals, health centres and clinics as Regional Governments have increased their budgets substantially.

Financial Services

Efficient banking and other financial services are available in Ethiopia. While the National Bank of Ethiopia (NBE) serves as the Central Bank, commercial banking functions are performed by the Commercial Bank of Ethiopia (CBE) and by a number of private commercial banks. The CBE and private commercial banks offer savings and check accounts, extended short-term loans, deal with foreign exchange transactions, provide mail and cable money transfer services, participate in equity investments, provide guarantee services and perform all other commercial banking activities.

The two specialised banks are the Development Bank of Ethiopia (DBE) and the Construction and Business Bank (CBB). The DBE extends short-, medium- and long-term loans for viable development projects, including industrial and agricultural projects. It also provides other banking services, such as check and savings accounts to its clients. It has 32 branches in different parts of the country. CBB provides long-term loans for the construction of plants, which produce housing construction materials, such as concrete blocks, roofing materials and other related products, for construction of private schools, hotels, clinics, hospitals, for acquisition or maintenance of dwellings, and for real estate development. Other than its specialised services, CBB offers all other commercial banking services to businesses.

In conformity with the relevant laws of the country, foreign enterprises (companies formally registered/ established and operating in Ethiopia) are

entitled to access domestic credit borrowing on the same terms and conditions applicable to Ethiopian companies.

The Ethiopian Insurance Corporation (EIC) was the only insurance company that offered all classes of insurance services some years ago. But to up-to-date a number of private insurance companies, which can offer all these services, have joined the business. Consequently, a competitive business environment has been created in the sector.

Cities and Towns

Addis Ababa, the Federal Capital, lies in the central plateau at an altitude of 2,400 meters, 9⁰ north of the Equator. Its average annual temperature is 16⁰C (60⁰F) and the average annual rainfall lies at 122.1 millimetres.

As young as a city can be, Addis Ababa was founded in 1887, and has a population of about 3 million. It is the seat of the Federal Government, the African Union (AU), and the United Nations Economic Commission for Africa (UNECA). Several other regional and international organisations have their headquarters and branch offices in the capital. It is also the centre of commercial activities and industry. Manufacturing plants for steel fabrication, wool, tanneries, textiles, cement, tyres, leather goods and breweries are some of the factory types located in and around the capital.

Resort centres with hot springs and lakes as well as national parks, which lie to the south and east of Addis Ababa, are easily accessible by road. Among those resort areas are Sodere, Langano, Awassa, Wondo Genet and Awash Park. They are adorned and frequented by both locals and foreigners.

The other important centres of trade and industry in the country are: Awassa, Dire Dawa, Gonder, Dessie, Nazareth, Jimma, Harar, Bahir Dar, Mekele, Debre Markos and Kombolcha, just to mention a few. They are connected to Addis Ababa by asphalt and gravel roads. All of them have good infrastructural facilities, such as water, electricity, telephone, Internet services, first class hotels, with most of them also having access to airports.

Infrastructure and Utilities

The provision of good quality infrastructure services is the key to an efficient operation of the private sector and the integration into the global market as well as for attracting foreign direct investment. Therefore, the Government has been and is still engaged in comprehensive infrastructure development programs in roads, telecommunications, energy and others.

Road Transport

Road transport is by far the most dominant means of transport in Ethiopia providing for over 90 % of passenger and freight carriage. Therefore, the Government has singled out this area as being a top priority for public

investment and has made concerted efforts and progress in the expansion of the country's road network.

Both asphalt and gravel roads radiate from Addis Ababa to main cities, towns and centres of commercial, industrial and agricultural activities. Work of asphaltting the gravel roads to and from most of these centres to Addis Ababa is under way and most of them are near to completion. International highways link Addis Ababa with neighbouring countries: Djibouti, Eritrea, Kenya and the Sudan. As part of the extensive infrastructure development program, the Ethiopian Government has earmarked some USD 2.02 billion for the road sector in the next five years. Under the Road Sector Development Program II (RSDP II) it is envisaged to rehabilitate and upgrade trunk roads, upgrade and construct link roads and construct a substantial amount of rural roads in the coming three years.

Air Transport

The Ethiopian Airlines that has managed to achieve a very good reputation for itself in its 57 years of service, offers excellent passenger and cargo air transport services. The airline and all its technical and training activities provide an opportunity for building Addis Ababa as a regional hub for air transport.

Ethiopia has three international and 18 domestic airports. Its international flights link the country with over 45 cities in four continents: 26 in Africa, 12 in Asia, five in Europe and two in North America. It is also expanding its intercontinental services to realise its motto of being "Africa's Link to the World." Its extensive domestic network serves 26 destinations. Its modern fleet includes Boeing 767, 757 and 737 jets for international flights. Five Fokker 50s, two ATR42s and three DHC6s serve the domestic market. In addition, two Lockheed L100s and one Boeing 757s operate cargo and non-scheduled services.

Ethiopia has already secured two modern aircrafts and will soon secure a further 10 B737-700s and B767-300s, which will replace the existing B737-200s and B767-200s and significantly modernise and enlarge Ethiopian's medium and long-range fleet. The purchase also includes a 777 fleet. The Ethiopian Airlines is renowned for its services and has an outstanding safety record, as confirmed by periodic checks of international regulatory bodies such as the U.S. Federal Aviation Administration (FAA), the International Civil Aviation Organisation (ICAO) and Ethiopian Civil Aviation Authority (ECAA).

At the Addis Ababa Bole International Airport, with its new passenger terminal and facilities, could match the growth in operation and fleet. The construction of an ultra-modern cargo terminal and maintenance hanger will soon begin. The civil aviation sector in Ethiopia has been liberalised under Investment Proclamation No. 280/2002 (as amended). The air transport

services using aircraft with a seating capacity of up to 20 passengers are exclusively reserved for Ethiopian Nationals. Air cargo service is, however, open to foreign investors without any restrictions on capacity. To this end, private airline companies have already started to emerge. Abyssinia Air Transport Company has already joined the business. Besides, many other private air transport companies have acquired a permit to operate in the sector and are expected to be soon operational.

Railways and Ports

In contrast to air transport, Ethiopia has a limited rail service that stretches 780 km, linking Addis Ababa with the port of Djibouti via the eastern Ethiopian cities of Dire Dawa and Nazareth. The port of Djibouti, located on the Red Sea coast serves Ethiopia for import-export trade. Port Sudan is another external trade route at present in the western part of the country. Other ports accessible to Ethiopia in the future, as may be necessary, include Berbera in the east and Mombassa in the south. The Ethiopian Shipping Lines provides import-export and coastal carrier services on its vessels.

Maritime and Transit Services Corporation provide cargo handling, harbour facilities and services. Private transit companies also render these services.

Telecommunications

Ethiopia's telecommunications facilities, which are relatively efficient by Sub-Saharan African standards, are showing marked improvement.

Direct microwave links connect all regional cities and a number of smaller towns have automatic telephone services. Excellent international communications links are maintained by means of two satellite earth stations, providing telephone, telex, fax, internet and television services, digital data network, pre-and post-paid mobile telephone and coin box international telecommunication services. Microwave links exist with Kenya, Djibouti and the Sudan. Moreover, digital telephone exchanges have been installed.

In recognition of the Government's commitment to attract foreign direct investment, the Ethiopian Telecommunications Corporation (ETC) has taken a number of measures to foster an enabling investment climate. In its Eighth Development Program (2001-2005), it has plans to increase the telephone penetration rate from 0.3 % (3 to 1000 people) to a minimum of 1.0 % (1 to 100 people) and thus meet all pending demands of both the urban and rural population. The corporation is also planning to enhance its capacity in terms of capital, technology and management by creating a strategic partnership by means of transferring partial ownership of the public operator to an international company or a consortium.

The Ethiopian Postal Service and private courier agencies operate postal services, including sky-pack facilities, domestically and for international contacts.

Power Supply

Ethiopia has vast hydropower and promising geothermal energy resources. Its hydropower potential is estimated at being around 15,000-30,000 MW. The topographic features of the country allow at least 20 - 25 % of this potential to be utilised economically.

Up-to-date the aggregated electricity generation is a mere two billion kwh/a, which is much less than two % of the actual potential. The present regional distribution system of electric services is carried out mainly via the Inter-Connected System (ICS) and via a self-contained system to a certain degree. The main industrial towns are all connected into the national grid. Almost the entire ICS capability is provided by the seven hydroelectric power plants at Finchaa, Koka, Awash II, Awash III, Melka Wakena, Tis Abay I and Tis Abay II. An eighth and a ninth hydropower plant, at Gilgel Gibe and Tekeze with installed capacities of 180 MW and 312 MW are scheduled to become operational in the year 2003 and 2007 respectively. Electric energy is supplied at 380/220 volts and 50 Hz AC at low level; the high voltage transmission facilities are 230KV, 132KV, 66KV and 45 KV, while the medium voltage distribution is in 33 KV and 15 KV.

Electricity in Ethiopia, generated mostly from hydropower, is relatively cheap. It is supplied by the Ethiopian Electric Power Corporation (EETPCO).

The Government has liberalised the sector allowing foreign investors to participate in generating electric power by setting up hydroelectric power plants. The only restriction is, however, on the transmission and distribution of electrical energy through the Integrated National Grid System, which is exclusively reserved for the Government. Therefore, foreign investors can generate the bulk of hydropower and finalise a power-purchase agreement with the Ethiopian Electric Power Corporation (EETPCO) for transmission and distribution.

2. Investment Policy

Ethiopia's market-oriented economic development strategy embraces a wide range of reforms with inducements to both domestic and foreign private investments. The private sector is encouraged to invest in almost all areas of the economy.

2.1 Market Access

Domestic Market

With a population of about 69.1 million (2003), Ethiopia provides a steady and growing domestic market, which is one of the largest in Africa.

Regional Market

Ethiopia is a member of the Common Market for Eastern and Southern Africa (COMESA) agreement embracing 20 countries in Eastern and Southern Africa with a population of approximately 380 million. Exports and imports with member countries enjoy preferential tariff rates.

Everything but Arms of the European Union (EBA)

Ethiopia is a beneficiary of Everything But Arms (EBA) of the European Union. Hence, all Ethiopian export products, except arms, can enter the European Union market free of duty and without any quota restriction.

African Growth and Opportunity Act (AGOA) and the Generalised System of Preference (GSP)

Under the African Growth and Opportunity Act (AGOA) program, Ethiopia is entitled to duty-free and quota-free U.S. market access. Ethiopia has already been eligible for duty and quota free treatment for its wide range of manufactured products in many countries including the U.S., Canada, Japan, Australia and most European Union countries under the Generalised System of Preference (GSP) program. Under the African Growth and Opportunity Act (AGOA), however, essentially all export products of Ethiopia are eligible for duty-free and quota-free U.S. market access.

Ethiopia's Export Performance and Future Prospects

Exports from Ethiopia have continued to be narrow with about 84 % of total exports valued at Birr 3.7 billion in 2000/01 being shared among five products: coffee (39.5 %), semi-processed hides and skins and leather (16.8 %), chat (13.9 %), oil seeds (7.0 %) and gold (6.4 %). The strategy is, therefore, to enlarge and diversify these products via the increased

production of non-traditional exportable items, such as manufactured and processed goods, horticultural products, fruits, mineral products and other exportable goods and services.

Ethiopia has continued to export its products to Europe (45.9 %), Japan (11.7 %), Saudi Arabia (8.0 %), and the United States of America (3.7 %), whereas the bulk of its imports totalling Birr 10.2 billion in 2000 were from Europe (34.4 %), Saudi Arabia, (1.9 %), the United States of America (4.5 %) and Japan (6.0 %). In the same year Ethiopia's exports to and imports from African countries were 19.0 % and 6.1 % respectively. Therefore, the objective is to expand existing market shares and to diversify into new markets, particularly to Africa and the Middle Eastern countries.

2.2 Labour

Ethiopia has an abundant, hard-working, inexpensive, disciplined and easily trainable workforce. The minimum wage in Government institutions lies at Birr 200 (about USD 23) a month. The market, however, determines wages and salaries in the private sector. Wages for unskilled labour vary from region to region as well as over time. They generally range from Birr 6 to Birr 10 (about USD 1) a day. In any case, the cost of labour is very low by any standards.

Universities, engineering colleges and technical and vocational training schools annually produce trained personnel in business, management, economics, accounting law, engineering and technical disciplines in fairly large numbers. The Government has recently increased the intake capacity of colleges and universities tremendously at both undergraduate and graduate levels. The number of private colleges and universities is also rising. The skilled labour force in Ethiopia speaks and writes English.

Salaries of fresh graduates normally range from Birr 700 (about USD 83) to 895 (about USD 106) per month, all depending on the level of education. Generally, salaries paid to skilled labour are determined by the entering of a contract by both the employer and the employee. The new labour law of Ethiopia, prepared in conformity with recognised international labour norms and standards, provides adequate provisions to begin and terminate employment with safeguards that do not allow the infringement of investor rights.

An investor who wants to recruit expatriate employees for top management positions of an enterprise, of which he/she/it is the sole or major owner or shareholder, has the right to do so if he/she/it obtains prior consent from the Ethiopian Investment Commission. Furthermore, the investor can duly employ qualified expatriate experts required for the business provided that the investor arranges training programs for the replacement of such expatriate personnel by Ethiopians within a limited period of time.

If a 100 % export-oriented non-equity contractual agreement between a domestic investor and foreign enterprise in certain foreign collaboration areas is in place, then the EIC issues work permits to expatriate staff. These collaboration areas include, among others, all or some of the following:

- guaranteed external market access,
- export product and production know-how,
- exports marketing know-how,
- export business management know-how,
- and raw materials and intermediate inputs needed for export production.

2.3 Initial Investment Capital and Investment Areas

A foreign investor who intends to invest on his/her own, except in consultancy services and publishing, is required to invest not less than USD 100,000 in cash and/or in kind as an initial investment capital per project. The minimum capital required of a wholly foreign investor investing in consultancy services or publishing is USD 50,000, which may be in cash and/or in kind. A foreign investor reinvesting his/her profit or dividends, or exporting 75 % of his/her outputs, however, is not required to allocate a minimum capital.

A foreign investor is allowed to invest in all areas of investment except those reserved for the Government, Ethiopian nationals and other domestic investors.

See table next page

Areas of Investment Reserved for Domestic Investors

The following areas are exclusively reserved for domestic investors:

- retail trade and brokerage;
- wholesale trade (excluding supply of petroleum and its by-products as well as wholesale by foreign investors of their products locally produced);
- import trade (excluding LPG, bitumen and on the approval of the Council of Ministers; materials used as inputs for export products);
- export trade of raw coffee, chat, oil seeds, pulses, hides and skins bought from the market and live sheep, goats and cattle not raised or fattened by the investor;
- construction companies excluding those designated as grade 1;
- tanning of hides and skins up to crust level;
- hotels other than those star-designated, motels, pensions, tea rooms, coffee shops, bars, night clubs and restaurants excluding international and specialised restaurants;
- travel agency, trade auxiliary and ticket selling services;
- car-hire and taxi-cabs transport services;
- commercial road transport and inland water transport services;
- bakery products and pastries for the domestic market;
- grinding mills;
- barber shops, beauty saloons, and provision of smith workshops and tailoring services except garment factories;
- building maintenance and repair and maintenance of vehicles;
- saw milling and timber making products;
- customs clearance services;
- museums, theatres and cinema hall operations;
- printing industries.

Notwithstanding the provision of paragraph 1 of this schedule, the following areas of investment are exclusively reserved for Ethiopian nationals:

- banking, insurance and micro credit and saving services;
- travel and shipping agency services;
- broadcasting services; and
- air transport services using aircraft with a seating capacity of up to 20 passengers.

2.4 Major Investment Incentives

To encourage private investment and promote the inflow of foreign capital and technology into Ethiopia, the following incentives are granted to both domestic and foreign investors engaged in areas eligible for investment incentives:

Customs Import Duty

- 100 % exemption from the payment of import customs duties, and other taxes levied on imports is granted to an investor to import all investment capital goods, such as plant machinery and equipment, construction materials, as well as spare parts worth up to 15% of the value of the imported investment capital goods, provided that the goods are not produced locally in comparable quantity, quality and price.
- Investment capital goods imported without the payment of import customs duties and other taxes levied on imports may be transferred to a further investor enjoying similar privileges.
- Some investment areas such as hotels (other than star designated), wholesale, retail and import trade, maintenance service, etc. are not eligible for exemption from customs duty. (Please see schedule two)
- Exemptions from customs duties or other taxes levied on imports are granted for raw materials that are necessary for the production of export goods. In accordance with the Proclamation No. 249/2001, three duty incentive schemes are available for exporters. They are the Duty Draw-Back Scheme, Voucher Scheme and Bonded Manufacturing Warehouse Scheme. Taxes and duties paid on raw materials are drawn back at the time of exporting finished products. The duty draw back scheme applies to all taxes at the time of importation and those paid on local purchases.

Exemption from Payment of Export Customs Duties

Ethiopian products and services destined for export are exempted from the payment of any export tax and other taxes levied on exports.

Areas of Investment not eligible for Exemption from the Payment of Customs Duty

- hotels (other than those star-designated), motels, tea rooms, coffee shops, bars, night club and restaurants that do not have international standards;
- wholesale, retail and import trade;
- maintenance services;
- commercial road transport and car-hire services;
- postal and courier services;
- real estate development ;
- business and management consultancy services;
- advertisement services;
- cinematography and similar activities;
- radio and television broadcasting services;
- theatre and cinema hall operations;
- customs clearance services;
- laundry services;
- travel agency, trade auxiliary and ticket-selling services;
- lottery and games of similar nature

If it is found appropriate, the Board may issue directives providing for additional areas of investment, which may not be eligible for exemption from the payment of customs duty.

Income Tax Holiday

- Any income derived from an approved new manufacturing and agro-industry investment or investment made in agriculture shall be exempted from the payment of income tax for the periods depicted in the following table, all depending on the area of investment, the volume of export, and the location in which the investment is undertaken.
- Profit tax holiday is granted subject to Council of Ministers Regulation No.84/2003 issued on the basis of the Investment Proclamation No. 280/2002 as follows:

Areas and Periods of Tax Exemption		
Conditions for Profit Tax eligibility	Profit Tax exemption	Profit Tax exemption for investments made in underdeveloped regions
An investor engaged in a new manufacturing or agro-industry activity:		
If he exports at least 50% of its products	5 years	6 years
If he supplies at least 75% of its products, to an investor, as an input for the production of export items	5	6
If it exports less than 50% of its products	2	3
If the project is evaluated under a special circumstance by the BOI	up to 7	up to 8
If the production is for the local market	2	3
If the production mentioned-above in (c) is considered by the BOI to be special	5	6
Expansion or upgrading of the above projects:		
If the expansion or upgrading increases the existing production by 25% in value and 50% of the production is to be exported	2	3

Board of Investment

Moreover, the Council of Ministers may also award profit tax holiday for a period longer than seven years. However, the Board may issue a directive to deny income tax exemption rights granted to investors producing only for the local market, as may be necessary in some cases. The period of exemption from profit tax begins from the date of production commencement or provision of services, as the case may be.

Loss Carried Forward

Business enterprises that suffer losses during the tax holiday period can carry forward such losses for half of the income tax exemption period following the expiry of the exemption period.

2.5 Guarantees to Investors

Ethiopia provides the following guarantees to foreign investors:

Repatriation of Capital and Profits

Capital repatriation and remittance of dividends and interest is guaranteed to foreign investors under the Investment Proclamation. Any foreign investor has the right, in respect of an approved investment, to make the following remittances out of Ethiopia in convertible currency at the prevailing exchange rate on the date of remittance:

- profits and dividends accruing from an investment;
- principal and interest payments on external loans;
- payments related to technology transfers or management agreements;
- proceeds from the sale or liquidation of an enterprise;
- proceeds from the sale or transfer of shares or of partial ownership of an enterprise to a domestic investor;
- compensation paid to a foreign investor;
- expatriates employed in an enterprise may remit, in convertible foreign currency, salaries and other payments accruing from their employment in accordance with the foreign exchange regulations or directives of the country.

Guarantee Against Expropriation

The constitution of the Federal Democratic Republic of Ethiopia protects private property. The Investment Proclamation also provides investment guarantee against measures of expropriation and nationalisation that may only occur for public interest and in compliance with the requirements constituted by law. Where such expropriations are made, the Government guarantees to provide adequate compensation, corresponding to the prevailing market value of property and such payment shall be effected promptly.

Other Guarantees

Ethiopia is a member of the World Bank-affiliated Multilateral Investment Guarantee Agency (MIGA), which issues guarantees against non-commercial risks to enterprises that invest in signatory countries. Ethiopia is currently concluding bilateral investment promotion and protection agreements with a number of developed and developing countries, and it is ready to conclude such treaties with any country at any time. Ethiopia has also signed the World Bank treaty, "the International Convention on Settlement of Investment Disputes between States and Nationals of other States (ICSID)".

2.6 Taxation

The principal taxes currently in place in Ethiopia are profit tax, turnover tax (TOT), value-added tax (VAT), excise tax, customs duty and income tax from employment. VAT has replaced sales tax. TOT and withholding taxes have been introduced recently. Other taxes include corporate tax, dividend income tax, royalties and stamp duties.

The Government has recently been introducing a series of measures to reform the tax system, with a view to encouraging investment and foreign trade. On the whole, the reform process will not only be to reduce the rates, but also broaden the base.

Corporate Income Tax

The corporate income tax (tax on profit) in Ethiopia lies at 30 %.

Turn Over Tax (TOT)

A 2 % tax is payable on supplying goods to the local market and rendering of construction, grain mill, tractor, combine harvesting services undertaken in the country. A 10 % tax is payable on other sectors excluding the above-mentioned services.

Excise Tax

Excise tax is levied on selected items, when produced locally or imported from abroad. The tax rate ranges from 10 % to 100 %.

Customs Duties

Customs duties are payable on imports by all persons and entities that do not have duty-free privileges. The main regulation on customs duty has introduced a harmonised system of classification of goods and the rate of customs duty ranges from 0 % to 35 %.

Income Tax from Employment

Personal income tax is payable as per Proclamation No.286/2002. According to this law, the first Birr 150 of monthly personal income is exempted from payment of income tax. For a monthly income of Birr 151 and above the marginal tax rates range from 10 % to 35 % with seven income brackets as shown below.

Income tax from employment	
Monthly income (Birr)	Tax rate(%)
Up to 150	Null
151-650	10
651-1400	15
1401-2350	20
2351-3550	25
3551-5000	30
Above 5000	35

Export Taxes

No taxes are levied on export products and services from Ethiopia.

Withholding Tax

Withholding tax is payable on import of goods and is set at 3 % of the same cost, insurance and freight. In the case of organisations having a legal personality, government agencies, private non-profit institutions, and non-governmental organisations (NGOs), the amount withheld lies at 2 % of the gross payment amount.

Value Added Tax

Value added tax is levied on those businesses whose turnover is over and above Birr 500,000 annually. They are expected to pay 15 % VAT. All export goods and basic services, however, are exempted from VAT

Principal Taxes	Tax Rate
Corporate Income Tax	30%
Turn Over Tax (TOT)	2% and 10%
Excise Tax	10% up to 100%
Customs Duties	0% up to 35%
Income Tax from Employment	0% up to 35%
Export Taxes	---
With holding Taxes	2%
Value Added Tax	15%

Tax Treaties

Ethiopia has concluded tax treaties with a number of countries and is also ready to conclude similar treaties with other countries for the purpose of avoiding double taxation.

3. Investment Opportunities

Privatisation Program

The Ethiopian Government launched a program for the privatisation of state-owned enterprises in early 1995. Accordingly, the Ethiopian Privatisation Agency (EPA) was established to implement the privatisation program in the same year.

The Government has laid the ground to privatise most of the state-owned enterprises to the private sector. Accordingly, EPA has received a stock of 113 state-owned enterprises from the Government for privatisation in the years lying ahead. As indicated in EPA's work schedule, of these enterprises a total of 43 state-owned enterprises are in the pipeline for privatisation in the near future. Most of these enterprises fall under manufacturing, construction, agriculture and agro-industry, hotels, transport, trade and mining sectors.

There is a strong commitment from the Government's side to fully privatise state enterprises in the coming in few years.

Detailed information on the process of privatisation can be obtained from the Ethiopian Privatisation Agency.

Agriculture

Agriculture is the main stay of Ethiopia's economy providing employment to 85 % of the population. The sector contributes about 45 % of the GDP and 62 % of total exports with coffee alone accounting for 39.4 % of total exports in 2001/2002. Furthermore, agriculture plays a crucial role in providing raw material inputs for the local industry.

Endowed with wide ranging agro-ecological zones and diversified resources, Ethiopia grows all types of cereals, fibre crops, oil seeds, coffee, tea, flowers, fruits and vegetables. The potentially irrigable land is estimated at being 10 million hectares.

Ethiopia has the largest livestock population in Africa. Fishery and forestry resources are also significant.

Considerable opportunities exist for new private investment in the production and processing of the above-mentioned agricultural crops and resources. The following areas have particularly been identified to offer a multitude of opportunities to private investors.

Food Crops

The food crops grown in Ethiopia include teff, wheat, maize, beans, peas, lentils, Soya beans, chickpeas etc. In 1992/2000, Ethiopia produced 11.4 million tons of these food crops on about 8.9 million hectares of land. This is far short of the country's demand for these crops. Therefore, great opportunities exist for the commercial production and processing of these food crops. Some pulses can also be produced or processed for the export market.

Oil crops such as rapeseed, linseed, groundnuts, sunflower, ginger seed and cottonseed serve as raw material inputs for the edible oil industry. Some oilseeds, including sesame, are important export crops. Favourable agro-climatic conditions also exist in the southwestern parts of the country for introducing coconut trees for the production and processing of palm oil and ghee.

Besides, Ethiopia has a huge potential for producing and processing of maize. It is widely grown in various agro-ecological zones. The total annual average production is 250 thousand metric tones in an area of about 1.4 million hectares.

As part of the Government's initiative to efficiently tap the available potential, detailed project profiles have already been prepared for the processing of coffee and corn.

Beverage Crops

Coffee is Ethiopia's gift to the world. The country is Africa's leading producer of Coffee Arabica. Coffee remains the single most important cash crop. The volume of coffee exports lay at just over 110 thousand tons in 2001/2002. The potential for private production and processing of coffee is significant.

Tea is also another potential for production, processing and export activities. Ethiopia's tea is of an excellent quality. The total tea export for the year 2001/02 was 153 tons. The favourable agro-climatic conditions in the country offer excellent opportunities for production and processing of tea for both export and domestic consumption.

Cotton

Cotton provides significant opportunities for export. A portion of existing textile industry demand of lint cotton is met from domestic production, the remaining being covered by imports. In addition, there are good prospects for exporting lint. Opportunities for production and processing of cotton in Ethiopia are significant.

Horticulture

Ethiopia's diversified agro-climatic conditions makes it suitable for the production of a broad range of fruits, vegetables and flowers, including citrus, banana, mango, papaya, avocado, guava, grapes, pineapple, passion fruit, apples, potatoes, cabbages cauliflower, okra, egg plants, tomatoes, celery, cucumbers, peppers, onions, asparagus, water melons, sweet melons, carrots, green beans and cut flowers. Ethiopia is believed to be a centre of diversity and centre of origin for various flowering plants. Cut flower and vegetable production are fast growing export businesses; in the 2001/02 production year over 29,000 tons of fruits and vegetables and 10 tons of flowers were exported. The agro-processing of fruits and vegetables can be vertically integrated with production. There are already some integrated agro-industrial processing plants run by a state enterprise. The horticulture sub-sector in general holds great potential for private investment.

Livestock

Ethiopia is one of the top ranking countries in Africa and among the first ten in the world in terms of livestock resources. The country's livestock resources include 35 million cattle, 11.4 million sheep and 9.6 million goats. Traditional methods of animal husbandry render a current output per unit of domestic breed of livestock that is too low. Therefore, investment opportunities are potentially attractive for modern commercial livestock breeding, production and processing of meat, milk and eggs.

Investment opportunities of significant potential are also available in ostrich, civet cat and crocodile farming.

Fishery

Opportunities exist for fresh water fish production and processing using artificial ponds. In addition, the country's fresh water bodies have an estimated annual fish production capacity of 30,000 - 40,000 tons, of which less than 10 % is presently being exploited.

Forestry and Apiculture

An estimated 2.5 million hectares of natural forest presently remains in 58 designated National Forest Priority Areas (NFPA). Of these, 13 are managed under integrated forest management systems, with about 80,000 hectares of industrial forest having been established for limited sustainable exploitation. Investors are welcome to invest in integrated commercial production of structural timber, pulpwood, matchwood or even fuel wood. Production of rubber and natural gum also offers exciting opportunities for private investment.

With some 3.3 million beehives, Ethiopia is the leading honey and bees wax producing and exporting nation in Africa. This offers excellent prospects for private investment in apiculture.

Agricultural Services

Investment in the provision of agricultural support services such as pest and disease control, technical consultancy, agricultural machinery, cold storage, transport and marketing services offer considerable scope.

Manufacturing

Manufacturing is now at an early stage of development and currently accounts for about seven % of GDP and 5.3 % of employment. It covers about 145 state-owned and 643 private manufacturing industries of all sizes. These industries are mainly engaged in the production of food products and beverages, tobacco products, textiles, wearing apparel, tanning and leather dressing footwear, luggage and handbags, manufacturing of wood and its products, manufacturing of rubber and plastic products, manufacturing of chemicals and chemical products, manufacturing of other non-metallic mineral products, manufacturing of basic iron and steel, manufacturing of fabricated metal products, assembling of motor vehicles, trailers and semi trailers.

As part of the Government's effort to re-invigorates and revitalise the manufacturing sector, a new Industrialisation Development Strategy has been recently adopted. The strategy clearly identifies the priority areas of the manufacturing sub-sectors and puts strategies in place that insure the development of vibrant industries in the country.

Major manufacturing opportunities offering attractive potential benefits to prospective investors exist in the textile and garment, food and beverage, leather and electronic, building materials and non-metallic mineral and metallic industrial sub-sectors. These investment opportunities include:

Food and Beverages: processing and preserving of meat products; integrated production, processing and preserving of fish and fish products; processing and preserving of fruits and vegetables; integrated production and processing of dairy products; manufacturing of sugar; brewery, winery, soft drinks, processing and bottling of mineral water, etc.

Tannery, Leather Goods and Articles: tanning up to the finished product; manufacturing of luggage items, handbags, saddlery and harness items, foot-wear, garment and integrated tanning and leather goods.

Textile: spinning, weaving and finishing of textile fabrics and production of garments.

Glass and Ceramics: tableware and sanitary ware, sheet glass and manufacturing of containers.

Chemicals, and Chemical Products: manufacture of basic chemicals based on local raw materials, including PVC granules from ethyl alcohol, formaldehyde from methanol, manufacture of caustic soda and chlorine-based chemicals, carbon black; activated carbon; precipitated calcium carbonate and ball-point ink.

Drugs and Pharmaceuticals: manufacturing of pharmaceutical, medicinal, chemical and botanical products in the form of tablets, capsules, syrups and injectables.

Paper and Paper Products: pulp from indigenous raw materials, paper and paper products.

Building Materials: manufacture of cement, lime, gypsum, marble, granite, limestone, ceramics, roofing tiles, corrugated sheets, tubes, pipes and fittings.

Electrical and Electronic products: manufacture of office, accounting and computing machinery; manufacture of electric motors, generators, transformers, capacitors, resistors, switch gears, electrical fittings and integrated circuit boards; manufacture of radio, television, VCRs, printers, floppy-disc drives, communication and other equipment and apparatus for the domestic and export market.

Metallurgy: manufacture of basic iron and steel, operation of blast furnaces, steel converters, rolling and finishing mills. Recycling of metal waste and scrap. Manufacture of basic precious and non-ferrous metal; mechanical working, heat treatment, pleating of ferrous and non-ferrous metals.

Structural Products: manufacture of structural metal products, reservoirs and steam generators.

Machinery and Equipment: assembly and manufacture of agricultural machinery and equipment, industrial, transport and mining machinery and parts, construction machinery, machine tools and accessories, miscellaneous light engineering products, components and parts.

Mining

Ethiopia offers excellent opportunities for mineral prospecting and development. According to the Ministry of Mines and Energy, "Ethiopia's green stone belts offer one of the finest areas for gold mineralization anywhere in the world," and already more than 500 metric tons of gold deposits have been identified by Government exploration efforts. Additional gold reserves are expected to be identified in at least seven regions of the country.

In addition to gold, Ethiopia is blessed with good deposits of tantalum, platinum, nickel, potash and soda ash. Included in the construction and industrial minerals are marble, granite, limestone, clay, gypsum, gemstone, iron ore, coal, copper, silica, diatomite, bentonite, etc. With regard to fossil energy resources, there are significant opportunities for oil and natural gas in the four major sedimentary basins, namely the Ogaden, the Gambella, the Blue Nile and the Southern Rift Valley. Details of the mineral resources have been published by the Ministry of Mines in a two-volume prospectus.

Tourism

Tourists and writers who have been to Ethiopia wonder why Ethiopia's tourism potential is still so little known. According to December 12, 2002 edition of *Our World*, "Those who have discovered Ethiopia would probably like to keep the secret to themselves." In any case, the message is starting to filter through. Tourism in Ethiopia is growing slowly, but surely.

The country has a lot to offer to tourists. Visitors will find landscapes comparable to its neighbouring countries, Kenya or Tanzania, and awe-inspiring historical sites and monuments similar to its other neighbour, Egypt.

The highlands of Ethiopia have an attractive landscape, scenery and wildlife. In the African Rift Valley system, a wide variety of wildlife and numerous bird species, both endemic and common, are found and a substantial volume of traffic is directed to this area. The magnificent Tis Issat Falls on the Blue Nile (Abay) river the endemic wildlife in Semien Mountains, the Sof Omar Cave in the southeast are some of the interesting sites. The rock-hewn churches at Lalibela, the ancient buildings of Yeha and the obelisks at Axum, the medieval palaces at Gondar and the monasteries of Lake Tana, Debre Damo and Debre Libanos are the main tourist attractions.

Given its unique cultural heritage, magnificent scenery, pleasant climate, rich flora and fauna, important archaeological sites, friendly and hospitable people and the recent growth in the inflow of tourists, Ethiopia's potential puts it among the leading tourist destinations in Africa. Tourism infrastructure, which is still inadequate, should be developed in order to cope with the growing traffic. There are therefore great opportunities for private investment in hotels, lodges and international restaurants.

Infrastructure

The Ethiopian Government recognises that the delivery of infrastructural services, such as transport (road, rail and air), telecommunications and postal services, energy and water have a long way to go before they meet the demand of investors. Therefore, it is making heavy investments in the development of Ethiopia's infrastructure through on-going power, telecommunications and road sector development programs to relieve

supply constraints and improve quality of services. Furthermore, it is widening the opportunities for private sector participation in the development of infrastructural facilities.

The Government is planning to assign 40 % of road maintenance works to the private sector contractors in the short-term and increase the level to 100 % in 10 years. The power sector program has a plan to increase power generation capacity from 327 MW to 663 MW by 2004/05. The private sector has a role to play by involving itself in generation and off-grid transmission and distribution of electrical energy as well as generation of electricity to supply the national grid based on power purchase agreement with the Government.

In recognition of the huge investment capital required to develop infrastructural facilities that are crucial for economic development, the Government is considering viable options in the short- to medium-term. The short- and medium-term alternatives include finding a strategic partner in the operation and development of telecommunication infrastructure.

Services

Opportunities exist for private investment in the following services:

- exporting the country's various products except traditional export products like raw coffee, oil seeds, pulses, etc. by means of undertaking market promotion, quality improvement or packaging;
- construction, comprising first grade contracting and rental of construction machinery as well as real estate development;
- social services, such as health, education and sports facilities.

Other projects in these sectors are to be identified by potential investors.

4. Investment Administration and Procedures

4.1 The Ethiopian Investment Commission (EIC)

The Ethiopian Investment Commission (EIC) is the principal government organ responsible for promoting, coordinating and facilitating foreign investment in Ethiopia. EIC is accountable to the Board of Investment (BOI). The BOI has seven members and a secretariat. The Commissioner of EIC is a member of the Board.

Regional Investment Offices (RIOs) have also been established to promote and handle local investments in their respective regions. There is a strong linkage between EIC and RIOs with respect to technical assistance, the exchange of information and provision of investment facilities.

EIC is a truly one-stop-shop for all foreign investment in Ethiopia. It:

- provides the necessary information required by investors;
- receives investment applications;
- approves and issues investment permits to foreign investors;
- provides registration services to newly incorporated business organisations;
- issues trade and operating licenses to approved foreign investments;
- notarises memorandum of association and articles of association;
- grades construction contractors;
- approves and registers technology transfer agreements;
- registers export-oriented non-equity based foreign enterprise collaborations;
- provides advisory and aftercare services to investors;
- approves expatriate posts and issues work permits to foreign employees;
- facilitates the acquisition of land by foreign investors in accordance with the relevant laws of the Federal and Regional Governments; and
- renders other pre- and post investment approval services.

As part of the Government's commitment to insure efficient service delivery and create an enabling investment environment:

- the cumbersome bureaucratic procedures have been significantly simplified;

- the EIC has been organised as a true one-stop-shop that renders all services in a single window system.

4.2 Investment Approval Procedures

Under the Investment Proclamation No.280/2002, Article 12, foreign investors, foreign nationals (excluding Ethiopians by birth) taken for domestic investors, domestic investors investing in areas eligible for incentives and domestic and foreign investors making investments in partnerships are required to obtain investment permits from the Ethiopian Investment Commission.

Documents to be submitted

To obtain an investment permit, an investor is required to submit the following documents to the EIC:

- a completed application form obtained from EIC;
- a draft memorandum of association and articles of association, in the case of a business organisation;
- in case of planned employment of expatriate staff, with the exception of top management positions, a statement on the time and schedule for their replacement by Ethiopians and the training program designed for such replacement;
- a photocopy of the power of attorney, in case the application is signed by an agent, and other relevant information relating to the particulars of the project;
- a foreign investor who intends to conclude a technology transfer agreement related to his investment is required to submit a draft agreement together with a completed application form, which is prepared for this purpose, to the Commission for approval and registration together with the application for investment permit;
- EIC approves and gives an investment permit within a period of five days, if the above-stated documents are received.

How to do business in Ethiopia

Investment in Ethiopia can be effected in one of the following forms:

- sole proprietorship;
- business organisations incorporated in Ethiopia or abroad;
- public enterprises established in accordance with the relevant law;
- co-operatives formed in accordance with the relevant law.

Joint Ventures

A foreign investor may team up with a domestic investor or company for a joint investment, usually in the form of a partnership, or private limited company or share company. Under the Investment Proclamation No. 280/2002, a minimum capital of USD 60,000, except in consultancy services and publishing, is required from a foreign investor who intends to enter into a joint venture partnership with a domestic investor. There is no restriction at all involved in shared ownership in a joint venture. A foreign investor who wishes to invest in a partnership with domestic investor/s in areas of engineering, architecture, accounting and auditing services, project studies or business and management consultancy services or publishing is required to invest only USD 25,000 per project. The foreign partner can satisfy this minimum equity capital either in cash and/or in kind.

Company Registration

All foreign companies intending to invest in Ethiopia must be registered in accordance with the Commercial Code of Ethiopia. The EIC representing the Ministry of Trade and Industry carries out such company registrations.

Companies are required to submit a draft memorandum and articles of association to the Commission. The Commission, after examining these documents, notarises the memorandum and articles of association and subsequently issues a certificate of incorporation, which evidences the registration of the company.

Opening a Branch Office of an overseas Company

An overseas company wishing to invest via a branch office is required to submit the following documents to the Ethiopian Investment Commission:

- certificate of incorporation in the country of establishment;
- a certified and notarised copy of the statutes or memorandum of association of the company;
- a resolution passed by the owners of the mother company, authorising the establishment of a branch office in Ethiopia. The authorised capital of the branch, the activity to be undertaken, and the branch manager vested with the authority to become the legal representative in Ethiopia, should be indicated in the resolution;
- a certified and notarised three specimen signatures of the legal representative;

- the Ethiopian Investment Commission shall upon receipt of the above documents issue a certificate of registration evidencing the formation of a branch of an overseas company;
- foreign companies wishing to open liaison offices must submit their application to the Ministry of Trade and Industry.

Access to Land

In Ethiopia, land is public property. Both rural and urban lands are made available to investors at competitive prices on a leasehold basis. Leaseholders have the usage rights over urban land for periods ranging from 50 to 99 years. Lease rights over land can be transferred together with on-built facilities.

Each Regional Government delivers, based on the Federal Law and its own laws, the required land to an investor within 60 days after receiving an application for land allocation for an approved investment.

The Ethiopian Investment Commission in cooperation with the concerned Regional Government entities facilitates and follows up the allocation of land for approved foreign investments.

Investors who intend to invest in export-oriented projects are given priority to acquire land at reduced lease prices.

Other Business Information

Visa Requirements

Visas are required for all foreign visitors to Ethiopia, with the exception of nationals of Kenya and the Sudan. Visa applications may be obtained at Ethiopia's diplomatic missions overseas. However, nationals of 33 countries are now allowed to receive their tourist visas on arrival in Ethiopia at the regular charge. The list includes Argentina, Australia, Austria, Belgium, Brazil, Canada, China, Denmark, Finland, France, Germany, Greece, Ireland, Israel, Italy, Japan, Republic of Korea, Kuwait, Luxembourg, Mexico, The Netherlands, New Zealand, Norway, Poland, Portugal, Russian Federation, South Africa, Spain, Sweden, Switzerland, Taiwan, United Kingdom and United States. However, visas are readily available at Ethiopian's diplomatic missions abroad.

Residence Permit

The Main Department for Immigration and Nationality Affairs issues a residence permit to a foreign investor, upon submission of an Investment Permit issued in his/her name. A foreign investor who is a shareholder of a

company or branch company and an expatriate staff who has a work permit, is also entitled to a residence permit.

Currency (2003)

The currency of Ethiopia is based on the decimal system. The units of currency are the Birr and cents. The Birr is divided into 100 cents. The average exchange rate at the time of publication is: Birr 8.61= USD 1.00

Time

Ethiopia is in line with the GMT = 3 time zone. It follows the Julian calendar, which consists of twelve months with 30 days each, and a thirteenth month of five or six days (on a leap year).

Working Hours

The Government offices have 39 working hours a week. The office hours are 8:30 a.m. to 12:30 p.m. and 1:30 p.m. to 5:30 p.m., from Monday through to Thursday. Working hours on Friday are 8:30 a.m. to 11:30 a.m. and 1:30p.m. to 5:30 p.m. Private and public businesses are often open on Saturdays too.

Customs

Personal effects, unexposed film, cameras and accessories may be imported free of duty. Duty free items include 250 grams of tobacco or 200 cigarettes or 50 cigars, two litres of alcohol and half a litre of perfume. Visitors may export souvenirs with a value not exceeding Birr 500.

Airport Service Charge

An embarkation fee of USD 20 per person is payable when leaving Ethiopia. The embarkation fee can be paid either at the Exit Airport or any Airline Ticket Office.

5. List of Institutions related to Private Sector Development

- Ethiopian Investment Commission (EIC)
- Chambers of Commerce and Industry
- Commercial Banks and Micro Finance Institutions
- Commercial Service Providers
- Non-Governmental Organisations (NGO)
- Governmental Business Development Agencies
- Investment, Export-Import, Standards and Quality
- Taxation and Customs
- Ministries
- Vocational Training and Education
- Others

Ethiopian Investment Commission (EIC)

P.O. Box 2313 Addis Ababa

Tel. 251-1-539474/ 251-1-510033

Fax: 251-1-514396

E-mail: ethiopian.invest.@telecom.net.et

Web site: www.investinethiopia.org

Chambers of Commerce and Industry

Ethiopian Chamber of Commerce

P.O. Box 517, Addis Ababa,

Tel. 00251-1- 514005,

Fax. 00251-1-517699

Addis Ababa Chamber of Commerce

P.O. BOX 2458, Addis Ababa

Tel. 00251-1- 518055/515989, Telex:
21231

Fax. 00251-1-511479, E-mail:

aachamber1@telecom.net.et

www.addischamber.com

Mekelle Chamber of Commerce

P. O. Box 503, Tigray,

Tel. 00251- 04-402529,

Fax. 00251-04-408914

Assela Chamber of Commerce

P.O. Box 278, Assela,

Tel. 00251-02-311397(311974)

Nazereth Chamber of Commerce

Region – Oromia, P.O. Box 36,

Adama, Tel. 00251- 02-112083, Fax.

00251- 02-122699

Bahir Dar Chamber of Commerce
Region-Amhara, P.O. Box 48, Bahir
Dar, Tel. 00251- 08-203210,
Fax. 00251-08-201787

Gondar Chamber of Commerce
Region- Amhara, P.O. Box 50,
Gonder, Tel. 00251- 08-110320, Fax.
00251-08-115656

Dessie Chamber of Commerce
Box 86 Dessie
Tel. 00251-03-112333,
Fax. 00251-03-111824, P.O.

Jimma Chamber of Commerce
Tel. 00251-07-111140, Fax. 00251-
07-116134, P.O. Box 143 Jimma

Diredawa Chamber of Commerce
P.O. Box 198, Diredawa, Tel. 00251-
05-113082/117672,
Fax. 00251-05-111152

**Shashamane Chamber of
Commerce**
P.O. Box 201, Shashamane
Tel: 251-06-101193

Business Associations

**Ethiopian Private Industries
Association**
P.O. Box 8739 Addis Ababa
Tel. 251 1 512 834
Fax 251 1 552 633

Ethiopian Basic Metals Industry
P.O. Box 1180, Addis Ababa
Tel. 00251-1- 293386
Fax. 00251-1-293474/294127

Commercial Banks and Micro Finance Institutions

Commercial Banks

Commercial Bank of Ethiopia
P.O. Box: 255 Addis Ababa
Tel.: +251-1-515004/ 515000
Fax: +251-1-514522
[cbe-v/p.mkt&corptpeng
@telecom.net.et](mailto:cbe-v/p.mkt&corptpeng@telecom.net.et)

Construction and Business Bank
P.O. Box: 3480 Addis Ababa
Tel.: +251-1-512300
Fax: +251-1-515103

Development Bank of Ethiopia
P.O. Box: 1900 Addis Ababa
Tel.: +251-1-511188/89
Fax: +251-1-511606
[dbе@telecom.net.et](mailto:dbे@telecom.net.et)

Nib Bank
P.O. Box 2439 Addis Ababa
Tel.: +251-1-503288/ 502909
Fax: +251-1-504349/527213
nibbank@telecom.net.et

Hibret Bank
P.O. Box: 19963 Addis Ababa
Tel.: +251-1-655222/ 40/42
Fax: +251-1-655243/45
hibretbank@telecom.net.et

Wegagen Bank
P.O. Box: 1018 Addis Ababa
Tel.: +251-1-523800
Fax: +251-1-523520
Wegagen@telecom.net.et

Awash International Bank

P.O. Box: 12638 Addis Ababa
Tel.: +251-1-614482/ 83/84/85
Fax: +251-1-614477
awash.bank@telecom.net.et

Dashen Bank

P.O. Box: 12752 Addis Ababa
Tel.: +251-1-661380
Fax: +251-1-853037
DASHEN.BANK@telecom.net.et

Abyssinia Bank

P.O. Box: 12947 Addis Ababa
Tel.: +251-1-514130/ 530663
Fax: +251-1-511575/510409
abyssinia@telecom.net.et

National Bank of Ethiopia

P.O. Box 5550 Addis Ababa,
Tel. 251 1 517 430
Fax 251 1 514 588
nbe.excd@telecom.net.et

Micro Finance Institutions**Association of Ethiopian Micro Finance Institutions (AEMFI)**

P.O. Box 338 code 1110, Addis Ababa
Tel. 00251-1-503829/536231
Fax: 00251-1-503830
E-mail: aemfi@telecom.net.et

Addis Ababa Credit & Saving Institution S.C.

P.O. Box: 1074 Addis Ababa
Tel., +251-1-572720
Fax +251-1-513124
E-mail: adcsi@telecom.net.et

Africa Village Micro Finance Institution (AVFS) S.C.

P.O. Box: 70099 Addis Ababa
Tel. +251-1-204732
E-mail: kisama@telecom.net.et

Amhara Credit & Saving Institution (ACSI) S.C.

P.O. Box: 417 Bahir Dar
Tel.+251-08- 201652, +251-1-08-204840, Fax +251-08-201733
acsi@telecom.net.et

Meklit Micro Finance Institution (MMFI) S.C.

P.O. Box: 27634 code 1000 Addis Ababa
Tel. +251-1-533509
Fax +251-1-504941
mmfi@telecom.net.et

Metemamen Micro Finance Institution S.C.

P.O. Box: 21304 code 1000 Addis Ababa, Ethiopia
Tel. +251-1-635801
Fax +251-1-611146
MMFISC@telecom.net.et

Omo Micro Finance Institution (OMFI) S.C.

P.O. Box: 353 Awassa
Tel. +251-06-201395, +251-06-204947, Fax +251-06-204947

Oromiya Credit and Saving Share Company (OCSSCO) S.C.

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Tel. +251-1-534872/73,
Fax +251-1-534871,
OCSSCO@telecom.net.et

Asser Micro Finance Institution

P.O. Box: 5683 Addis Ababa
Tel. +251-1-431134
Fax +251-1-431135,
wondim@telecom.net.et

Benishangul-Gumuz Micro Finance Institution (BGMFI) S.C.

P.O. Box: 191 Assosa
Tel. +251-07-750666,
Fax +251-07-750618
bgmf@telecom.net.et

Bussa Gonofa Micro Finance Institution S.C.

P.O. Box: 24850 code 1000 Addis Ababa
Tel. +251-1-653283, +251-1-654155,
Fax +251-1-654045
bgmfi@telecom.net.et

Dedebit Credit and Saving Institution (DECSI) S.C.

P.O. Box: 1074 Mekele
Tel. +251-04-409306,
Fax +251-04-406099
decsi@telecom.net.et

Diredawa Micro Finance Institution

Tel. +251-05-119247/120246
dire@telecom.net.et

Eshet Micro Finance Institution

P.O. Box: 23923 code 1000 Addis Ababa, Ethiopia
Tel. +251-1-661491,
Fax +251-1-661492
eshet@telecom.net.et

Gasha Micro Finance Institution

P.O. Box: 29249 Addis Ababa
Tel. +251-1-131891,
Fax +251-1-756399
[gmfi@telecom.net.et](mailto:gmf@telecom.net.et)

Meket Micro Finance Institution

P.O. Box: 608 Bahir Dar
Tel.: +251-1-620067

Poverty Eradication and Community Empowerment (PEACE) MFI S.C.

P.O. Box: 5743 Addis Ababa
Tel. +251-1-663280/81,
Fax +251-1-654088
mpeace@telecom.net.et

Shashemene Iddirs Yelimat Agar Micro Finance Institution

P.O. Box: 451 Shashemene
Tel. +251-06-105263,
Fax +251-06-102051
acordsha@telecom.net.et

Sidama Micro Finance Institution

P.O. Box: 565 Addis Ababa
Tel. +251-06-204704/200850
Fax +251-06-204704
Sdc10@yahoo.com

Specialised Financial & Promotional Institution (SFPI) S.C.

P.O. Box: 10689 Addis Ababa
Tel. +251-1-622780, +251-1-614804,
Fax +251-1-614804
sfpi@telecom.net.et

Wassasa Micro Finance Institution S.C.

P.O. Box: 13283 Addis Ababa
Tel. +251-1-669978/668510
Fax +251-1-661348
wbekele@telecom.net.et

Wisdom Micro Finance Institution

P.O. Box: 31487 Addis Ababa
Tel. +251-1-627744/293368
Fax +251-1-293346
Worku_Tsega@wvi.org

Mekdela MFI

P.O. Box 3155, Addis Ababa
Tel. 00251-1-400205
Fax. 00251-1-533323
Mekdela@telecom.net.et

Commercial Service Providers

ABGAK Hotel

Skill Training Centre

P.O. Box 10872, Addis Ababa,
Tel. 00251-1-155371

Addis Beauty

Work Training Centre

Tel. 00251-1-113089

Bekelech Beauty

Work Training Centre

P.O. Box 23204, Addis Ababa,
Tel. 00251-1-155373

EDIT - Ethiopian Designers and Information Technology

Bole road, beside Fantu
Supermarket, Tel. 635173,
Fax 635193

Florida Cloth Design, Tailoring and Embroidery School

P.O. Box 30323, Addis Ababa,
Tel. 00251-1-151154

Sheba Info-Tec and Business College

P.O. Box 362, Mekelle
Tel. 00251-04-408620,
Fax. 00251-04-408621

<http://www.shebacollege.com>

New Millennium College

P.O. Box 1320, Mekelle
Tel. 00251-04-406144
Fax. 00251-04-406088
Email: nmisco@telecom.net.et

Global

Tel.00251- 08-205060

Global Food Preparation and Catering Training Institution

P.O. Box 31257, Addis Ababa,
Tel. 00251- 1-614010

Gudina Tumsa Foundation

P.O. Box 4003, Addis Ababa, Tel.
00251- 1-615708

Lovely Beauty

Work Training Centre

Tel. 00251-1-750345

Maria Roverto Captune Denagel Cloth Design, Tailoring and Embroidery Work

P.O. Box 8850, Addis Ababa,
Tel. 00251- 1- 614371

Saint Mary Beauty

Work Training Centre

P.O. Box 1952, Addis Ababa,
Tel. 00251-1-122329

Tesfa Hotel Skill Training Centre

P.O. Box 62677, Addis Ababa,
Tel. 00251-1-152117

Corporate Computer Centre

Tel. 00251-08-204949

PUT

Tel. 00251-08-204491

Universe

Tel.00251- 08-206671

Alfa Home

Management Training Centre

Tel.00251- 08-206455

HOP Enterprise

Tel. 00251-03-114419,
00251-03-11785

Non-Governmental Organisations (NGO)

ACORD (NGO)

P.O. Box 12377, Addis Ababa
Tel. 00251-1-613931
e-mail: acord.eth@telecom.net.et

Action Aid Ethiopia

P.O. Box 1261, Addis Ababa,
Tel. 00251-1-654671,
Fax. 00251-1-653420

Child Care and Education

P.O. Box 24998, Addis Ababa,
Tel. 00251-1-127372,
Fax. 00251-1-550152

Care International Ethiopia

P.O. Box 4710, Addis Ababa,
Tel. 00251-1-463422,
Fax. 00251-1-461969

Christian Assistance Organisation

P.O. Box 20172, Addis Ababa,
Tel. 00251-1-615812,
Fax. 00251-1-615812

Christian Foundation Ethiopia Enterprise Ethiopia

P.O. Box: 1674 Code 1110 Addis
Ababa, Tel. 625533-35, 624563
E-mail. enter-ethio@telecom.net.et

Concern (NGO)

P.O. Box 2434, Addis Ababa
Tel. 00251-1- 611730
Fax. 00251-1-611544
concern.ethiopia@telecom.net.et

Youth Development Assistance Ethiopian Evangelical Church Mekane Yesus

P.O. Box 5749, Addis Ababa,
Tel. 00251-1-128550,
Fax. 00251-1-550370

Meserete Kiristos

P.O. Box 24227, Addis Ababa,
Tel. 00251-1-506133,
Fax. 00251-1-513310

Red Barna Ethiopia

Tel. 00251-1-711401
Focus on mothers and children:

SOS

P.O. Box 3506, Addis Ababa,
Tel. 00251-1-185764

Selam Technical Skill Training

P.O. Box 8577, Addis Ababa, Tel.
00251-1-161060

Integrated Basic Development Town Project

P.O. Box 6889, Addis Ababa,
Tel. 00251-1-714671,
Fax. 00251-1-512177

AIC

Concern Ethiopia

P.O. Box 2434, Addis Ababa,
Tel. 00251- 1-611730,
Fax. 00251- 1-61154

Ethiopian Women Assistance

P.O. Box 12644, Addis Ababa,
Tel. 00251-1-651114

Farm Africa

P.O. Box 5746, Addis Ababa,
Tel. 00251-1-550154

Mary Joy Development

P.O. Box 12939, Addis Ababa,
Tel. 00251- 09-208518

Plan International

P.O. Box 12677, Addis Ababa,
Tel. 00251-1-652067

German Agro Action

P.O. Box 1866, Addis Ababa,
Tel. 00251-1-624765,
Fax. 00251-1-624731

Goal Ethiopia

P.O. Box 6552, Addis Ababa,
Tel. 00251-1-531882,
Fax. 00251-1-515822

Help Age International

P.O. Box 3384, Addis Ababa,
Tel. 00251-1-611580,
Fax. 00251-1-161563

Hope Organisation

P.O. Box 55546, Addis Ababa

Ethiopian**Women Development Project**

Tel.00251- 03-115721,
00251-03-111639

Oxford Institute

Tel. 00251-08-201790

Catholic Church**Women Training Centre**

Tel. 08-201072

**Plansher Women Hand Craft
Training Centre**

Tel. 00251-08-111604

Progynist

P.O. Box 34069, Addis Ababa,
Tel. 00251-1-504579

Propride

P.O. Box 13047, Addis Ababa,
Tel. 00251-1- 560249

Ethiopian Catholic Secretariat

P.O. Box 2454, Addis Ababa,
Tel. 00251-1-550300

**Brihan Development Organisation
and Co-ordination**

P.O. Box 9310, Addis Ababa,
Tel. 00251-1-125971

Don Bonsco Technical School

Tel. 00251-04-400333
Fax. 00251-04-402682
P.O. Box 08, Mekelle

Relief Society of Tigray

P.O. Box 20, Mekelle
Tel. 00251-04-406300
Fax. 00251-04-406714

**Wukro Saint Mary Vocational
School for Agriculture
and Commerce**

P.O. Box 12, Wukro
Tel. 00251-04-407877
Fax. 00251-04-407877

Governmental Business Development Agencies / Administration

Federal Micro and Small Enterprises Agency (FeMSEDA)

P.O. Box 1463 Addis,
Tel. 00251-1-511122, Fax 518435,
femseda@telecom.net.et

Addis Ababa Regional Micro and Small Enterprise Development Agency

Tel. 00251-1-562486/553761
Fax: 00251-1-553755

Addis Trade and Industry Bureau

P.O. Box 5212/8697 Addis,
Tel. 00251-1-550161
Fax 553755 aatitb@telecom.net.et

Amhara MSEIDB

P.O. Box: 1274, Bahir Dar
Tel. 08/20-62-76, 20-62-77/78/79,
Fax: 08/20-62-79,
aremseda@telecom.net.et

Tigray ReMSEDA

P.O. Box 406, Mekelle,
Tel. 00251-04-408972,
Fax. 00251-04-408764,
tmse@tel-ecom.net.et

Tigray Bureau of Trade and Industry

P.O. Box 46, Mekelle
Tel. 00251-04-406735
Fax. 00251-04-406736

Hotel and Tourism Work Institution

P.O. Box 4350, Addis Ababa,
Tel. 00251-1-513144

Trade, Industry and Urban Development Bureau

P.O. Box 408, Bahir Dar
Tel.00251- 08-200920,
0251-08-201063

Amhara Development Association

Tel. 00251-08-200984

Tigray Works and Urban Development Office

Tel. 00251-04-408773
Fax. 00251-04-408769
P.O. Box 225, Mekelle

Tigray Co-operatives Organisation and Promotion Bureau

P.O. Box 1200, Mekelle
Tel. 00251-04-406964
Fax. 00251-04-406962

Addis Ababa Municipality

P.O. Box 356, Addis Ababa
Tel. 00251-1-550111
Fax. 00251-1-553688

Oromia ReMSEDA

Head office Adama
P.O. Box: 7979 Addis Ababa
Tel: 00251-02-111649 Fax. 00251-02-111649

Southern Region Trade and Industry Bureau

P.O. Box 1150 Awassa,
Tel. 00251-06-206089/205898,
Fax 06-204655
snnpr-mseda@telecom.net.et

**Investment, Export-Import,
Privatisation, Customs, Standards and Quality**

**Ethiopian Investment
Commission (EIC)**

P.O. Box 2313 Addis Ababa
Tel. 251-1-539474/ 251-1-510033
Fax: 251-1-514396
ethiopian.invest.@telecom.net.et

Tigray Investment Office

P.O. Box 947, Mekelle
Tel. 00251-04-408522
Fax. 00251-04-408403

Inland Revenue Authority

P.O. Box 3087
Addis Ababa, Ethiopia
Tel. 251 1 518 200
Telex 21989

Export Promotion Agency

P.O. Box 6495, Addis Ababa
Tel. 00251-1-504158
Fax. 505192
tpaddis@telecom.net.et
Website: www.ethioexport.org

Privatisation Agency

P.O. Box 11835 Addis Ababa
Tel. 251-1-152716/ 510014
Fax: 251-1-513955
epa@telecom.net.et

**Ethiopian Quality
and Standards Authority**

P.O. Box 2310, Addis Ababa
Tel. 00251-1-460683
Fax. 00251-1-460880

Customs Authority

P.O. Box 3248, Addis Ababa
Tel. 00251-1- 513100
Fax. 00251-1- 518355
e-mail: customs@telecom.net.et

Ministries

Ministry of Revenue

P.O. Box 2559, Addis Ababa
Tel.00251-1- 667466
e-mail: mor@telecom.net.et

**Ministry of Finance
and Economic Development**

P.O. Box 1905 Addis Ababa
Tel. 55 24 00 / 56 01 22
Fax 55 13 55

Ministry of Trade and Industry

P.O. Box 704
Addis Ababa, Ethiopia
Tel. 251 1 513 990
Fax 251 1 515 411

Ministry of Infrastructure

P.O. Box 1238 Addis
Tel. 251-1-516166
Fax: 251-1-515665

Ministry of Agriculture

P.O. Box 62347 Addis Ababa
Tel. 251 1 518 040
Fax 251 1 512 984
e-mail: moa.v.m@telecom.net.et

Ministry of Federal Affairs

P.O. Box 5608
Tel. 00251-1-510000
Fax. 00251-1-159089
e-mail: mofa@telecom.net.et

Ministry of Education

P.O. Box 1367, Addis Ababa
Tel. 00251-1- 552922
Fax. 00251-1-550299
e-mail: moe@telecom.net.et

Ministry of Mines

P.O. Box 486 Addis
Tel. 251-1-463364
Fax: 251-1-463454
e-mail-mme@telecom.net.et

Public Vocational Training and Education**Addis Ababa Education Bureau**

P.O. Box 356/2445, Addis Ababa, Tel.
00251-1-550111

Addis Ababa Commercial College

P.O. Box 2458, Addis Ababa,
Tel. 00251-1-518055

Addis Ababa City**Administration Skill****Training Co-ordination Office**

P.O. Box 3328, Addis Ababa,
Tel. 00251-1-550244/45

Addis Ababa Regional**Administration Education Bureau**

P.O. Box 744, Addis Ababa
Tel. 00251-1-550077
Fax. 00251-1-562860

Amhara Education Bureau

P.O. Box 764, Bahir Dar
Tel. 00251-08-201300
Fax. 00251-08-201666

Tigray Education Bureau

P.O. Box 19, Mekelle
Tel. 00251-04-406988
Fax. 00251-04-402509

Addis Ababa Commercial College

P.O. Box 3131, Addis Ababa
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Fax. 00251-1-515786
aacomm.college@telecom.net.et

Southern Region**Education Bureau**

P.O. Box 506, Awassa
Tel. 00251-06-201357
Fax. 00251-06-205144

Ethiopian Science and**Technology Commission**

P.O. Box 2490, Addis Ababa
Tel. 00251-1-520618/19
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e-mail: estc@telecom.net.et
Website: www.telecom.net.et/~estc

Ethiopian Management Institute

P.O. Box 51, Addis Ababa
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Fax. 00251-1-453611
e-mail: emi@telecom.net.et

Addis Ababa Technical School

P.O. Box 40223, Addis Ababa
Tel. 00251-1-512562

Oromia Education Bureau
P.O. Box 8728, Addis Ababa
Tel. 00251-1-423851
Fax. 00251-1-403573

**Southern Region
Education Bureau**
P.O. Box 506, Addis Ababa
Tel. 00251-06-201357
Fax. 00251-06-205144

**Ethiopian Science and
Technology Commission**
P.O. Box 2490, Addis Ababa
Tel. 00251-1-520618/19
Fax. 00251-1-533368
e-mail: estc@telecom.net.et
Website: www.telecom.net.et/~estc

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**Bahir Dar University
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00251-08-202027

**Bahir Dar Primary Skill
Development Centre**
Tel. 00251- 08-201082

**Messa Primary
Skill Training Centre**
Tel. 00251-03-310326

**Debre Markos Primary
Skill Training Centre**
Tel. 00251-08-711449

**Gondar Primary
Skill Training Centre**
Tel. 00251-08-11190

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P.O. Box 3131, Addis Ababa
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aacomm.college@telecom.net.et

TVET Mekelle
P.O. Box 120, Mekelle
Tel. 00251-04-407469

**Mekelle University Faculty of
Business and Economics**
P.O. Box 451, Mekelle
Tel. 00251-04-407600
Fax. 00251-04-407610
E-mail: MBC@telcom.net.et

**Merawi Primary
Skill Training Centre**
Tel. 00251-08-200918

**Deneba Primary
Skill Training Centre**
Tel. 00251-01-811880

**Kuta Ber Primary
Skill Training Centre**
Tel. 00251-03-111083

**Kola Diba Primary
Skill Training Centre**
Tel. 00251-08-110684

**Tigray Development Association
Skill Training Centre**
Tel. 00251-04-406944
Fax. 00251-04-407977
Email: Mekelle@telecom.net.et
P.O. Box 469, Mekelle

**Merha Tibeb
Technical Training Centre**
P.O. Box 398, Mekelle
Tel. 00251-04-403551
E-mail: esimret@telecom.net.et

Addis Ababa Technical School
P.O. Box 40223, Addis Ababa
Tel. 00251-1-512562

Other Institutions

Central Statistics Authority

P.O. Box 1143
Addis Ababa, Ethiopia
Tel. 251 1 553 011
Fax 251 1 550 334

Ethiopian Airlines

P.O. Box 1755 Addis Ababa
Tel. 251 1 612 222
Fax 251 1 611 474
e-mail: eal@telecom.net.et

Ethiopian Electric Power Corporation

P.O. Box 1233 Addis Ababa
Tel. 251 1 550 811
Fax 251 1 551 324

Environmental Protection Authority

P.O. Box 3248 Addis Ababa
Tel. 251 1 186 197
Fax 251 1 610 077
e-mail: envpa@telecom.net.et

Ethiopian Customs Authority

P.O. Box 3248 Addis Ababa
Tel. 251 1 513 100
Fax 251 1 518 355

Ethiopian Shipping Lines

P.O. Box 2572 Addis Ababa
Tel. 251 1 514 204
Fax 251 1 519 525
e-mail: ESL@telecom.net.et

Ethiopian Privatisation Agency

P.O. Box 11835
Addis Ababa, Ethiopia
Tel. 251 1 150 370
Fax 251 1 513 955
e-mail: epa@telecom.net.et

Ethiopian

Electric Power Corporation

P.O. Box 1233 Addis
Tel. 559567/ 550811
Fax 251-1-560289
eeip@telecom.net.et

Ethiopian Civil Aviation Authority

P.O. Box 978 Addis Ababa
Tel. 251-1-610277
Fax: 251-1-612533
civilaviation@telecom.net.et

Ethiopian Electric Agency

P.O. Box 2554 Addis
Tel. 251-1-507734/35
Fax: 251-1-507734
electric.agency@telecom.net.et

Ethiopian Tourism Commission

P.O. Box 2183 Addis Ababa
Tel. 251 1 517 470
Fax 251 1 517 533

Ethiopian

Telecommunication Corporation

P.O. Box 1047 Addis Ababa
Tel. 251 1 510 500
Fax 251 1 515 777
internet-mark@telecom.net.et

Ethiopian Business Development Services Network (EBDSN)

List of Publications for Business Development

Start and Improve your Business (this volume will be published in 6/2004)

Identification of viable business ideas, market and supply analysis, write a business plan, organise business management, evaluate sales, improve and diversify products.

Marketing Strategies for Micro, Small and Medium Enterprises

Marketing problems faced by Ethiopian businesses, marketing strategies, managing prices, product development and promotion.

Trade Fair Participation and Export Guide

Trade Fair participation, export procedures, export business registration and licensing, Ethiopian trade statistics, quality export products information.

Business Planning

Business planning for micro, small and medium enterprises: personal data, equipment owned and to be purchased, work premises at the disposal of the operator, production/service plan, raw material requirement, yearly sales plan, operating expenses, profit and loss statement.

Accounting and Cost Calculation Manual

Manual and electronic cash book formats, records on maintenance services, receipt, sales on credit, raw material inventory, cash flow statement, accounting software and software providers in Ethiopia, cost calculation, identify cost components, calculate variable and fixed costs, calculate total cost per unit, how cost calculating improves your business.

Loan Conditions of Commercial Banks and Micro-Finance Institutions

Loan conditions in Ethiopia: loan types, loan term, lending rate, re-payment schedule, type of collateral, loan criteria, eligibility.

Improve your Business Association

Needs assessment of your members, situation analysis, action planning, services, fundraising, membership fees and accounting.

Standards and Quality in Ethiopia

How are Ethiopian standards developed, conformity assessment, testing, product certification, metrology.

Investment Guide

Business environment, investment opportunities and conditions, taxation and incentives, investment protection.

On sale by Mega Book Store and Chambers of Commerce