

## **DAY 1**

**5 March 2018**

### **Registration and welcoming coffee**

*(Morning)*

### **High-level opening session**

*(Afternoon)*

### **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
- Ms. Vera Songwe, Executive Secretary, United Nations Economic Commission for Africa (TBC)
- Mr. Jim Yong Kim, President, World Bank Group (TBC)
- Mr. Phil Hogan, Commissioner for Agriculture and Rural Development, European Commission (TBC)
- Mr. Neven Mimica, Commissioner for International Cooperation and Development, European Commission (TBC)
- Mr. Akinwumi Adesina, President, African Development Bank (TBC)
- Mr. Werner Hoyer, President, European Investment Bank (TBC)
- Mr. Philippe Le Houérou, Executive Vice President and Chief Executive Officer, International Finance Corporation (TBC)
- Mr. Jean-François Van Boxmeer, Chief Executive Officer, Heineken International (TBC)

### **Keynote speech**

Mr. Li Yong, Director General, UNIDO

### **Keynote and official opening address**

H.E. Mr. Hailemariam Desalegn, Prime Minister, Ethiopia

### **Group photo**

### **Official inauguration of exhibition**

H.E. Mr. Hailemariam Desalegn, Prime Minister of Ethiopia, and Mr. Li Yong, Director General of UNIDO

## **DAY 2**

**6 March 2018**

### **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 (TBC)

**Presentation**

*Investment in Ethiopia – Current status and future prospects*

Mr. Fitsum Arega, Commissioner, Ethiopian Investment Commission (TBC)

**Panellists (TBC)**

- Representatives of the Government of Ethiopia and national institutions
- Representatives of international companies operating in Ethiopia
- Representatives of the national business sector

**Session 2: Financing opportunities for the business sector**

The session will look at financing opportunities 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 (TBC)**

- Representatives of the Government of Ethiopia and national banks
- Representatives of development finance institutions
- Representatives of international financial institutions

**Q&A session****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 (TBC)

**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 (TBC)**

- Representatives of the Government of Ethiopia and national institutions
- Representatives of international companies operating in Ethiopia
- Representatives of the national business sector

#### **Q&A session**

#### **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.

#### **Moderator**

(TBC)

#### **Short introductory video**

#### **Panellists (TBC)**

- Representatives of the Government of Ethiopia and national institutions
- Representatives of international companies operating in Ethiopia
- Representatives of the national business sector

#### **Q&A session**

#### **Session 4 part II: Investment opportunities in agro-processing**

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 investment opportunities in agricultural 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, Managing Partner, Ernst & Young, Ethiopia (TBC)

#### **Presentation**

(TBC)

#### **Panellists (TBC)**

- Representatives of the Government of Ethiopia and national institutions
- Representatives of international companies operating in Ethiopia
- Representatives of the national business sector

#### Q&A session

**7 March 2018**

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

The Government of Ethiopia is undertaking the development of ten new sugar factories across the country, including in regions where the new IAIPIs 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**

(TBC)

#### **Presentation**

(TBC)

#### **Panellists (TBC)**

- Representatives of the Government of Ethiopia and national institutions
- Representatives of international companies operating in Ethiopia
- Representatives of the national business sector

#### Q&A session

#### **Session 5: Investment opportunities in agro-logistics, machinery and packaging**

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**

(TBC)

#### **Presentation**

(TBC)

**Panellists (TBC)**

- Representatives of the Government of Ethiopia and national institutions
- Representatives of international companies operating in Ethiopia
- Representatives of the national business sector

**Q&A session**

**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**

(TBC)

**Presentation**

(TBC)

**Panellists (TBC)**

- Representatives of the Government of Ethiopia, national institutions and sectoral associations
- Representatives of international companies operating in Ethiopia
- Representatives of the national business sector

**Q&A session**

**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**

(TBC)

**Presentation**

(TBC)

**Panellists (TBC)**

- Representatives of the Government of Ethiopia, national institutions and sectoral associations
- Representatives of international companies operating in Ethiopia
- Representatives of the national business sector

**Q&A session**

## **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 to an industrial park

## **For the duration of the event**

Business-to-business (B2B) and business-to-government (B2G) meetings

Exhibition for national and international companies