



# 13<sup>th</sup> ETHIO - CHAMBER INTERNATIONAL TRADE FAIR

Addis Ababa Exhibition Center

Worth Experiencing Opportunity



## Invest in Ethiopia



April 27- May1, 2023



### Contact Information

For Local Companies Participation

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For Foreign Companies Participation

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## Ethiopia

Ethiopia, officially the Federal Democratic Republic of Ethiopia, is a country in the Horn of Africa. It shares borders with Eritrea to the north, Djibouti to the northeast, Somalia to the east and northeast, Kenya to the south, South Sudan to the west, and Sudan to the northwest. Ethiopia has a total area of 1,100,000 square kilometres (420,000 square miles), as of 2022,

Ethiopia is the second most populous country in Africa and thus potentially one of the largest domestic markets on the continent. By virtue of its membership to the Common Market for Eastern and Southern Africa (COMESA) embracing 19 countries with a population of about 400 million, Ethiopia enjoys competitive market access to these countries.

The country moreover qualifies for preferential access to European Union market under the EU's Everything-But-Arms (EBA) initiative. Furthermore, a broad range of manufactured goods from Ethiopia are entitled to preferential access under the Generalized System of Preference (GSP) in the USA, most countries of the EU and other developed countries. No quota restrictions are placed on Ethiopian exports falling under the 4,800 products currently eligible for GSP treatment. Ethiopia's proximity to the Middle East and Asian markets also offers further potential market opportunities.

(source Wikipedia )

## Major Export Items

Includes coffee, oil seeds, cereals, spices, natural gum incense, fruits & vegetables, Cut-flowers, livestock and meat, cotton. Agro-processed products including bees wax, honey, hides and skins, Leather and Leather products, textiles, wool, building materials, granite and traditional handcrafts, beverages etc.

## Main Import Commodities

1. Investment goods
2. Mechanical appliances; parts thereof
3. Vehicles other than railway or tramway rolling stock, and parts and accessories thereof
4. Petroleum oils, Mineral fuels, mineral oils ,Palm oil
5. Machinery and equipment and parts thereof
6. Fertilizers, veterinary drug and animal feeds
7. Tractors and agricultural implements
8. Technology and the like

## VISITOR PROFILE

- Home textile & furniture
- Manufacturing
- Imports
- Exports
- Textile & ready-to-wear & footwear
- Food & beverages
- Food processing machinery & packaging
- Machinery & Machinery equipment
- Agriculture & agriculture machinery
- Construction & building materials
- Marble & ceramics
- Electricity & energy
- Health & oral and dental & Medical equipment
- Cosmetics & personal care products
- Hygiene & cleaning products
- Kitchen, bathroom equipment
- Tourism & hotel equipment
- Logistics & foreign trade
- Education & stationery

## EXHIBITORS PROFILES

- Wholesalers
- Distributors
- Exporters
- Importers
- State Economic Enterprises
- Agencies
- Governmental Institutions
- Other

## TARGET VISITORS

- 1 Africa
- 2 Asia
- 3 Europe
- 4 North America
- 5 South America
- 6 Australia/Oceania





# Invest in Ethiopia



ECCSA

## The 13<sup>th</sup> Ethio-Chamber International Trade Fair Application form (Foreign Participants)

1. Company/Organization			
2. Name of Representative			
3. Responsibility			
4. Address			
P.O.Box	Country /District		
Tel	Mobile	Fax	
E-mail	Website		
5. Exhibitor's Business:			
Type of business (Please tick as appropriate)			
<input type="checkbox"/> Manufacturing	<input type="checkbox"/> Export	<input type="checkbox"/> Import	<input type="checkbox"/> Wholesale
<input type="checkbox"/> Retail	<input type="checkbox"/> Service	<input type="checkbox"/> Government/Trade Commission Organization	
<input type="checkbox"/> Other (Please specify: _____)			
6. Required space: minimum space required is 9m <sup>2</sup> .			
Indoor space: _____ sq.m x USD 36/m <sup>2</sup> x 5 Days = _____			
Outdoor space: _____ sq.m x USD 30/m <sup>2</sup> x 5 Days = _____			
Registration Fee	USD 500		
15% VAT			
Total Fees:-	_____		
7. Exhibit type:	_____		
I/we the undersigned hereby apply to participate in "The 13 <sup>th</sup> Ethio-Chamber International Trade Fair" accepting the financial obligations & other provisions indicated in this application form.			
Name and Title	Signature and Seal	Date	
Intention of Business Matching (Please tick as appropriate)			
Mfg/Producer	Service	Partnership/Joint Venture	Investment Project
Other			
Seeking	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Offering	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Detail Information About the company:-			

Name of ECCSA' s Focal Person \_\_\_\_\_ Signature \_\_\_\_\_

**Attestation by witnesses**  
We, the undersigned, witness that the service seeker has consented to accept the terms of agreement mentioned here in above and that the transaction is to be done through the above stated ECCSA's Focal Persons.

1. Name \_\_\_\_\_ Signature \_\_\_\_\_

2. Name \_\_\_\_\_ Signature \_\_\_\_\_

Name of ECCSA' Finance Officer \_\_\_\_\_ Signature \_\_\_\_\_

Name of ECCSA' Marketing Officer \_\_\_\_\_ Signature \_\_\_\_\_

**Note:-**

- ✦ By virtue of submitting this duly and fully completed form, signed by your company/organization, the witnesses, the focal person and other representatives of ECCSA, note that you have submitted a contract agreement accepted by the organizer and all other stakeholders and that you have entered into a contractually binding legal agreement with the organizer.
- ✦ 50% advance payment should be made upon registration. The remaining 50% should be settled 30 days before the opening of the Exhibition.
- ✦ Payment should be effected to "Ethiopian Chamber of Commerce and Sectoral Associations (ECCSA)" in cash, Cheque/CPO at ECCSA building 1<sup>st</sup> floor office No. 14



# The 13<sup>th</sup> Ethio-Chamber International Trade Fair Sponsorship Pledge form

Company's Name \_\_\_\_\_

Address:- \_\_\_\_\_

Region/Country \_\_\_\_\_ City \_\_\_\_\_

Sub-city \_\_\_\_\_ Street/Wereda \_\_\_\_\_ House No \_\_\_\_\_

Tel \_\_\_\_\_ Mobile \_\_\_\_\_

Fax \_\_\_\_\_ E-mail \_\_\_\_\_ P.O.Box \_\_\_\_\_

I, the aforementioned sponsoring organization head/representative/ having accepted the rules & regulations affirm to be the \_\_\_\_\_ rank/level sponsor amounted to Eth. Birr/USD \_\_\_\_\_

The terms & conditions of the payment would be 50% in advance and the remaining 50% shall be paid upon the receipt of the published megazine.

**Authorized Person**

Name \_\_\_\_\_

Responsibility \_\_\_\_\_

Signature \_\_\_\_\_

Date \_\_\_\_\_

**SEAL**

**Note:-**

- ✚ By virtue of submitting this duly completed form signed both by your company and witnesses representing the organizer note that you have entered into a contractually binding legal agreement with the organizer.
- ✚ Payment should be effected to "Ethiopian Chamber of Commerce and Sectoral Associations (ECCSA)" in cash or Cheque/CPO at ECCSA building 1<sup>st</sup> floor office No. 14

Name of ECCSA's Focal Person \_\_\_\_\_ Signature \_\_\_\_\_

Name of ECCSA' Finance Officer \_\_\_\_\_ Signature \_\_\_\_\_

Name of ECCSA' Marketing Officer \_\_\_\_\_ Signature \_\_\_\_\_

**Attestation by witnesses**

We, the undersigned, witness that the Sponsor has pledge to pay the sum amount mentioned here in above in compliance with other terms there to.

1 Name \_\_\_\_\_ Signature \_\_\_\_\_

2. Name \_\_\_\_\_ Signature \_\_\_\_\_

	Benefits	Platinum	Gold	Silver
		ETB 400,000	ETB 300,000	ETB 200,000
1	Complimentary Exhibition free space per request	27 m <sup>2</sup>	18 m <sup>2</sup>	9m <sup>2</sup>
2	Banner Placement in Meeting hall program	Yes		
3	Front special Pages on the Magazine	Yes		
4	You will be given priority to participate in international trade fairs held difference countries	2 times	1 times	
5	No Magazine Copy	15	10	5
6	Back Special Pages on the Magazine		Yes	
7	Full inside page on the Magazine.			Yes
8	Logo on front Page. on the Magazine	Yes	Yes	Yes
9	Brochures will be distributed during the opening closing Ceremony of the event	Yes	Yes	Yes
10	Media Placement web site social media	Yes	Yes	Yes
11	Verbal acknowledgement of sponsorship during the opening closing ceremony and conference sessions.	Yes	Yes	Yes
12	Logo placement on Chamber website with a link to your company/org. website	Yes	Yes	Yes
13	VIP seating in the B2B & Panel discussion Sessions	6	4	2
14	Sponsorship level acknowledgment during press release	Yes	Yes	Yes
15	Logo on different badges	Yes	Yes	Yes
16	Logo on the press release program	Yes	Yes	Yes
17	Logo on the main event signage inside and outside the exhibition Hall	Yes	Yes	Yes
18	Logo placement all newspaper advertisements	Yes	Yes	Yes
19	Logo on banners that will be placed at selected places in the city	Yes	Yes	Yes
20	Logo on all social media companies	Yes	Yes	Yes
21	Logo placement on all invitation cards of the event	Yes	Yes	Yes
22	Banner placement in the exhibition center	Yes	Yes	Yes
23	Recognition awards during the Closing Ceremony	Yes	Yes	Yes

# African Union & UN Economic Commission for Africa Opportunities

The African Union (AU), headquartered in Addis Ababa, Ethiopia, serves as the region's prominent intergovernmental organization, representing Africa's 55 member states.




**AMU**  
Arab Maghreb Union  
TOTAL POPULATION: 94.2 MILLION




TOTAL IMPORTS: \$ 150.9 BILLION  
GDP: \$ 425.7 BILLION

**CEN-SAD**  
The Community of Sahel-Saharan States  
TOTAL POPULATION: 553 MILLION




TOTAL IMPORTS: \$ 312.1 BILLION  
GDP: \$ 1,350.7 BILLION

**COMESA**  
Common Market for Eastern and Southern Africa  
TOTAL POPULATION: 492.5 MILLION




TOTAL IMPORTS: \$ 183 BILLION  
GDP: \$ 657.4 BILLION

**EAC**  
East African Community  
TOTAL POPULATION: 168.5 MILLION




TOTAL IMPORTS: \$ 40.2 BILLION  
GDP: \$ 159.5 BILLION

**ECCAS**  
Economic Community of Central African States  
TOTAL POPULATION: 158.3 MILLION




TOTAL IMPORTS: \$ 63.7 BILLION  
GDP: \$ 257.8 BILLION

**ECOWAS**  
Economic Community of West African States  
TOTAL POPULATION: 339.8 MILLION



TOTAL IMPORTS: \$ 113.2 BILLION  
GDP: \$ 716.7 BILLION

**IGAD**  
Intergovernmental Authority on Development  
TOTAL POPULATION: 247.4 MILLION



TOTAL IMPORTS: \$ 55.9 BILLION  
GDP: \$ 218.2 BILLION

**SADC**  
Southern African Development Community  
TOTAL POPULATION: 312.7 MILLION



TOTAL IMPORTS: \$ 202.2 BILLION  
GDP: \$ 678.8 BILLION

\*Source: United Nations Economic Commission for Africa

# Important Information about The 13<sup>th</sup> Ethio-chamber International Trade Fair

The following information as well as the terms and condition stated in the registration forms are the contractual basis for participation in the 13<sup>th</sup> Ethio-Chamber International Trade Fair.

## 01. Venue

Addis Ababa Exhibition Centre & Market Development Enterprise.

## 02. Duration of Trade Fair

Thursday, April 27, 2023 to Monday, May 1, 2023 from 09 am to 06pm  
During the event, exhibitors can enter the exhibition halls half an hour before opening time every day.

## 03. Orientation and Distribution of Exhibitors Passes

Orientation Session will be held on April 24, 2023, at 03:00 pm  
Exhibitors pass along with a welcome Packs will be distributed after the session

Three (3 exhibitor) pass for nine (9) sq. m. area each (e.g. 27 sq.m booth = 9 exhibitor pass) will be given to exhibitors.

### Deliver Exhibiting Materials and Organization of Individual stands

All exhibitin materials should be brought in the Addis Ababa Exhibition Center and displayed on individual Stands on April. 24, 2023 from 9am to 6:00pm

The morning of April.26, 2023 is reserved to give your stand a last touch and for delivery of perishable items (like cut-flowers) only.

There will be no delivery of exhibiting materials during the opening Ceremony on April. 27, 2023 starting 01:00 Pm

Please clearly label any materials that you would like to be delivered to the halls with the following address (for foreign participants only)

The 13<sup>th</sup> Ethio-Chamber International Trade Fair (April 27- May 1, 2023)

Addis Ababa Exhibition Center (Exhibition Venue)

Exhibitor (Company) Name + Stand Number

Masqal Square, Addis Ababa

## 04. Installation Date

April.25 and April 26, 2023 from 9am – 6pm

## 05. Allocation and Handover of Booths

The requested size of booths will be allocated. Stands will be allocated on first comes first served basis.

All booths will be handad over to exhibitors on April 25, 2023 at 04:00 Pm

## 05. Opening Date & Hour

**April 27, 2023 3:00pm**

The Business Community, higher Government officials, foreigners residing in Addis Ababa, Ambassadors, invited guests, Journalists and Participating companies & visitors will attend the colorful Opening Ceremony at the Exhibition Center on April 27, 2023 3:00pm at Addis Ababa Exhibition Center

## 06. Closing Date & Hour

**May 1, 2023 at 4 p.m.**

Exhibitin materials should not be removed from individual stands before the closing date of the Trade Fair. Taking out exhibiting materials before the closing date requires the permission of the Organizer

## 07. Dismantling Dates

Dismantling May 2, 2023 starting from 9: am.

*Alike the Past consecutive successfull Trade Shows, in the Past the 13<sup>th</sup> edition of the Ethio Chamber International Trade is properly designed to provide an opportunity for business linkage, experience sharing, knowledge and technology transfer between producers, manufactures and service providers.*

## Side Events

### 1. Special Business to Business Forum:

A B2B meeting will be arranged in the presence of Business Council from different countries April 30, 2023 at 4:00pm

### 3. Entertainment

For April 27- May 1, 2023 9:00 am - 6:00pm there will be an entertainment program at the Addis Ababa Exhibition Center.

### 4. Exhibitors Night for Networking

On April 30, 2023 at 7:00pm the organizer will award Certificate of Participation to all participants of the 13<sup>th</sup> Ethio-Chamber International Trade Fair. Best Awards will go to best Exhibitors selected by an independent body. Sponsorship Awards will also be given to sponsors & partners. The Exhibitors Night will bring a conducive environment to create strengthening business networking & partnership development.

### 5. Business Conference

\* This Business Conference is a plat form planned to provide the opportunity for government Financial Sector & Private Companies foreign Direct Investment .

\* Access to finance for Manufacturers, Service Providers and Construction Sector

\* Provision of Lease Finance by Ethiopian Development Banks and other banks

\* International access to finance by AFDB, WB, Group-IFC

### 07. Visa Regulation

For information on visa regulation, please contact the Ethiopian Embassy in your Country or Ethiopia Chamber of Commerce & Sectoral Associations.(organizer)

## 08. Hotels Information

### 1. Hilton Hotel

+251 11 517 0000

Email:reservations.addisababa@hilton.com

### 2. Hyatt regency Hotel

+251 11 517 1234

Email:addisababa.regency@hyatt.com

### Interluxury Hotel

+251 11-518-0444 Fax 251 11-554

Email :reservationsaddisethiopia@luxurycollection.com

### sheraton-Addis Hotel

+251 11-517-1717

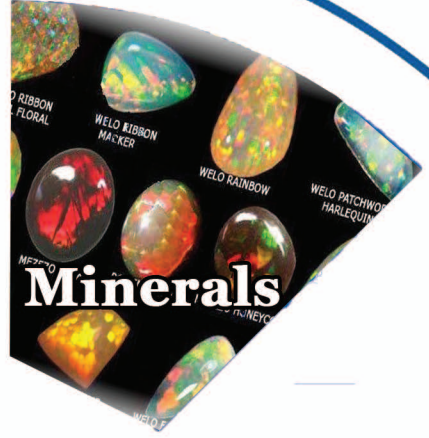
Email:reservationsaddisethiopia@luxurycollection.com



**AGRI & FOOD PRODUCTS**



**TEXTILES**



**Minerals**

**Invest in Ethiopia**

**Buy Ethiopian**



**CONSTRUCTION**

**IT & SERVICES**

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April 27- May 1, 2023 ሚያዝያ 19-23, 2015

Addis Ababa Exhibition Center

“የኢትዮጵያን ይግዙ”

**Contact Information**

Ethiopian Chamber of Commerce and Sectoral Associations (ECCSA)  
Physical Address: Mexico Square in front of Federal Police Addis Ababa, Ethiopia

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+251115540993  
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