

Market Brief on Ethiopia

Location



The Federal Democratic Republic of Ethiopia is located in the Horn of Africa. It is bordered by Eritrea to the north, Djibouti and Somalia to the east, Sudan and South Sudan to the west, and Kenya to the south.

Ethiopia is one of the fastest growing economies in the world. With growth largely driven by industrial activities and investments in infrastructure and manufacturing sector.

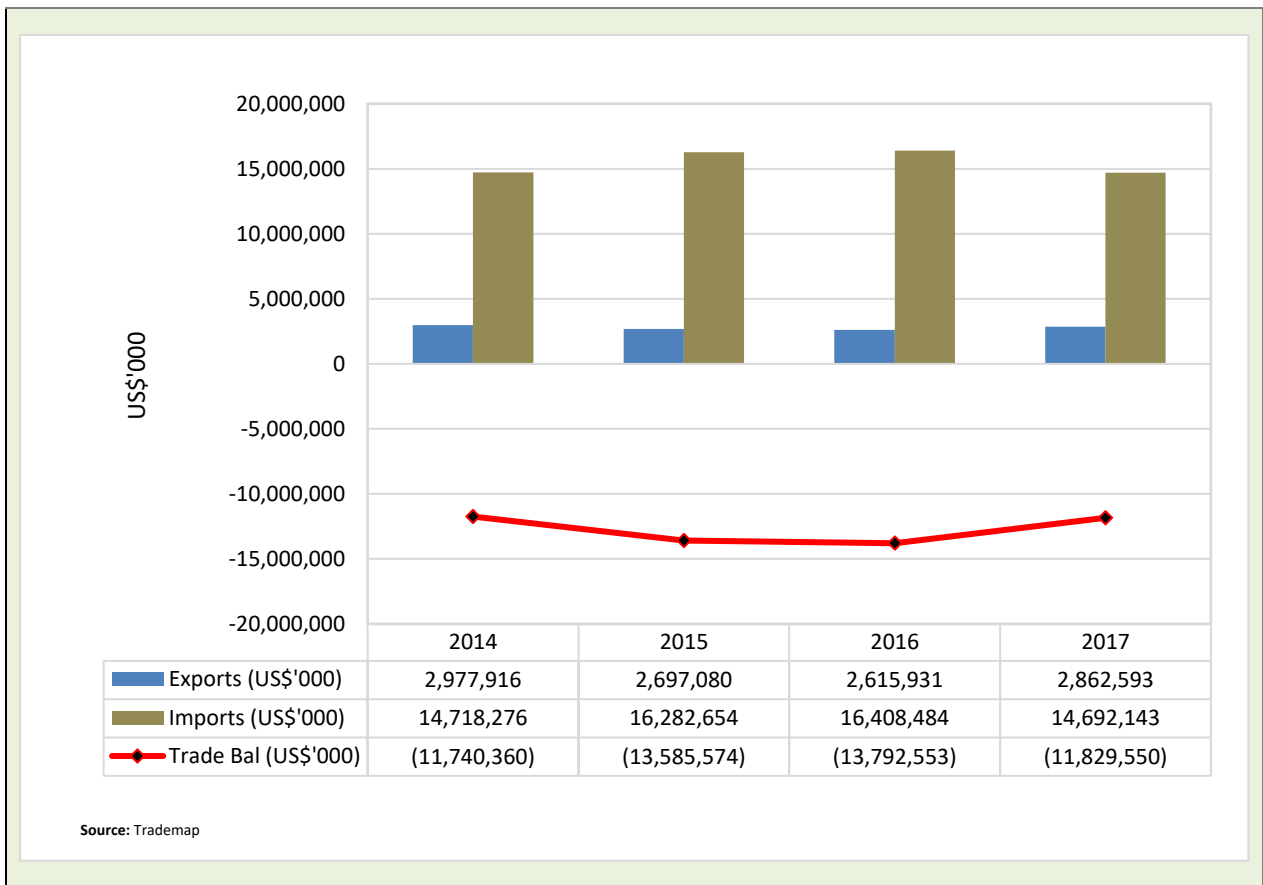
Facts and Figures



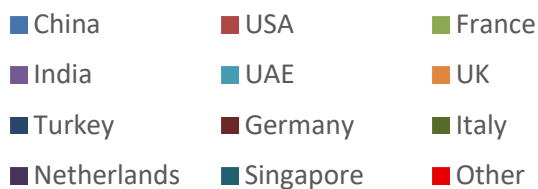
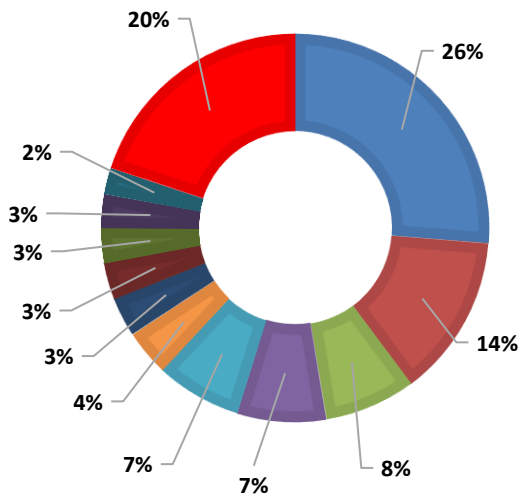
Total Population	109 Million
Area	1,100,000 km ²
Time Zone	UTC+3
Capital City	Addis Ababa
International Telephone Code	+251
Currency	Ethiopian Birr (ETB)
Exchange Rate	1 US\$ = 29.5 ETB
GDP (2018)	US\$ 84.35 billion
GDP per capita (2017 est.)	US\$ 772
GDP Growth Rate (2018)	7.5%
Ease of Doing Business (World Bank 2020)	159 out of 190
Inflation Rate (2018 est.)	9%
Interest Rates	9 %
Language(s)	Ethiopia is a multi-ethnic state with 83 languages and 200 dialects. Amharic is the working language of the Federal Democratic Republic of Ethiopia, while Oromiffa, Tigrigna and Guragina are widely spoken.
Important International Participation	UN, AU, ACP, G77, WTFU, COMESA, WTO, AfDB, IGAD

City	Population (est.)
Addis Ababa	2,757,729
Dire Dawa	252,279
Mek'elē	215,546
Nazrēt	213,995
Bahir Dar	168,899
Gonder	153,914
Dessie	136,056
Awasa	133,097
Jīma	128,306
Bishoftu	104,215

Ethiopia Trade with the World

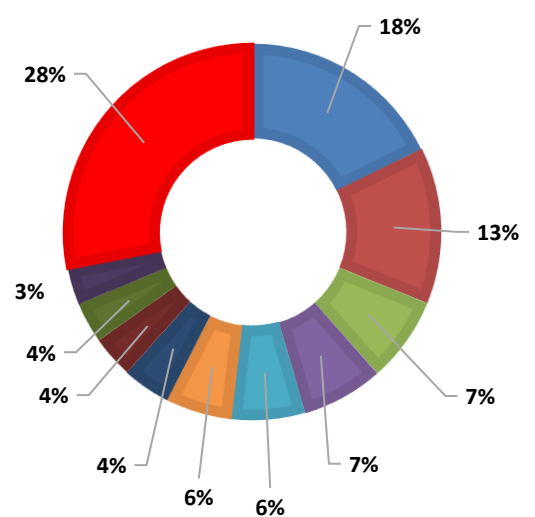


Major import sources of Ethiopia (2018)



Source: Trademap

Major export destinations of Ethiopia (2018)



Source: Trademap

Major import products of Ethiopia (2018)

- Powered aircraft
- Turbojets
- Medicaments
- Telephone sets
- Men's or boys' suits
- Petroleum oils
- Wheat and meslin
- Bars and rods, of iron or non-alloy steel
- Motor cars
- Parts of aircraft and spacecraft
- Palm oil and its fractions
- Structures and parts of structures
- Motor vehicles for the transport of goods
- Machinery
- Women's or girls' overcoats

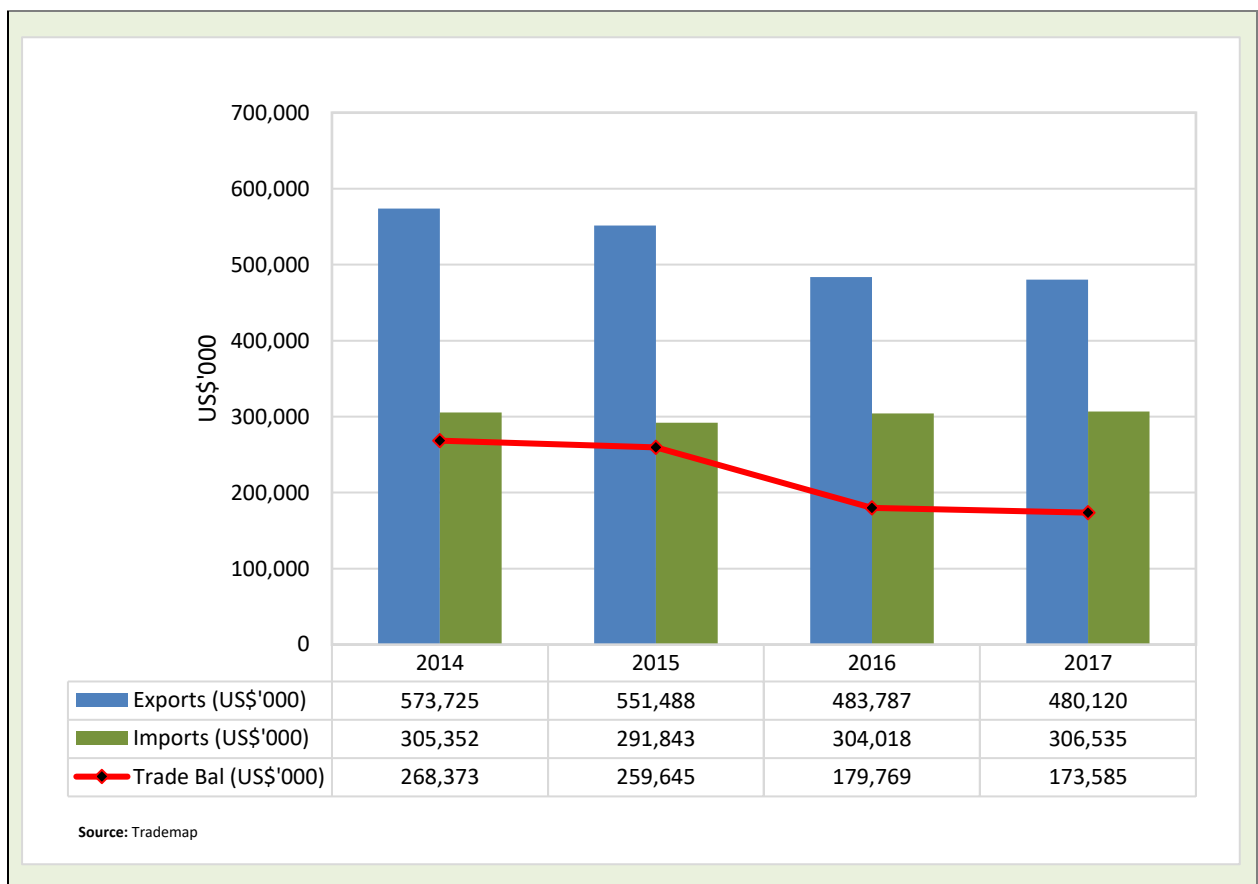
Source: Trademap

Major export products of Ethiopia (2018)

- Coffee
- Other oil seeds and oleaginous fruits
- Cut flowers and flower buds
- Dried leguminous vegetables
- Meat of sheep or goats, fresh, chilled or frozen
- Gold
- Turbojets
- Footwear
- Soya beans
- Live plants incl. their roots, cuttings
- Leather further prepared after tanning
- Men's or boys' suits
- Spark-ignition reciprocating or rotary internal combustion piston engine
- Babies' garments and clothing accessories, knitted or crocheted (excluding hats)

Source: Trademap

Ethiopia Trade with COMESA



Ethiopia import products from COMESA (2018) Ethiopia Export products to COMESA (2018)

- Petroleum oils
- Wheat
- Onions and shallots
- Sunflower seed
- Electricity
- Soap
- Sorghum seed for sowing
- Ballpoint pens
- Pneumatic tyres
- Wire of refined copper
- Yeast
- Toilet/facial tissue
- Fabricated building
- Soups and broths
- Televisions
- Medicaments
- Urea resins
- Raw cane sugar
- Sanitary towels

Source: Trademap

- Fresh vegetables
- Coffee
- Kidney beans
- Live cattle
- Fresh or chilled potatoes
- Maize seed
- Telephone sets
- Broad beans
- Portland cement
- Tomatoes
- Pepper
- Cane molasses
- Live camels
- Fresh or chilled onions and shallots
- Cement clinkers
- Nuts and other seeds
- Live sheep
- Cane sugar
- Millet seed for sowing

Source: Trademap

Ethiopia import sources from COMESA (2018) Ethiopia Export markets to COMESA (2018)

- Egypt
- Sudan
- Kenya
- Eswatini
- Tunisia
- Somalia
- Zambia
- Mauritius
- Malawi
- Uganda
- Madagascar

Source: Trademap

- Somalia
- Djibouti
- Kenya
- Sudan
- Egypt
- Rwanda
- Libya
- Tunisia
- Zambia
- Eswatini
- Burundi

Source: Trademap

Markets which Ethiopia can target and supply in COMESA

	Market	Products with potential
1.	Egypt	Seeds, coffee, sesamum seeds, turmeric, broad beans, kidney beans, woven fabrics, vegetable seeds.
2.	Sudan	Coffee, broad beans, pepper, tropical wood, chickpeas, clothing accessories, hop cones, women dresses, spices, liqueurs & cordials, garlic, beer made from malt, hard rubber, natural honey, sasemum seeds, vaccines, women fabrics, footwear, soya bean flour, pepper, dried fish, fruits.
3.	Kenya	Kidney beans, maize seed, telephone sets, cane sugar, millet seed, footwear, optical fibre, woven fabric, grain sorghum, fruits, toilet linen, undenatured alcohol, dried vegetables, soya bean, zinc powders.
4.	Eswatini	Cotton, coffee, pastry, pepper.
5.	Tunisia	Lac, cotton, dried vegetables, sesamum seeds.

International Markets Ethiopia can target and supply products

The markets with greatest potential for Ethiopia's exports of all products are China, Somalia and Netherlands. China shows the largest absolute difference between potential and actual exports in value terms.

	Market	Products with potential
1)	China	Sesamum seeds, soya beans, leather, coffee, soya beans, footwear, oil seeds, cotton yarn, natural gums, chromium ores and concentrates
2)	Somalia	Fresh vegetables (fresh potatoes, lettuce, tomatoes, carrots, kidney beans), live bovine animals, live sheep, Portland cement
3)	Netherlands	Cut flowers & buds, coffee, sesamum seeds, fresh or chilled beans
4)	USA	Coffee, footwear, oil seeds, biscuits, babies' garments, gloves, t-shirts, flowers, leather handbags, jerseys, precious stones, beeswax, kidney beans
5)	Saudi Arabia	Coffee, goat meat, sesamum seeds, fresh cut roses, live sheep, fresh strawberries, pepper, kidney beans, chickpeas, live camels, live cattle, oil seeds, spices, guavas, toilet linen, fresh lettuce, avocados, peas
6)	Germany	Coffee, textiles, men's shirts, oil seeds, kidney beans, bee wax, babies' garments, pepper, fresh cut flowers, dried mixed vegetables, cotton waste, natural honey

COMESA Countries can supply the following products to Ethiopia:

- Petroleum oils
- Wheat
- Onions and shallots
- Sunflower seed
- Electricity
- Soap
- Sorghum seed for sowing
- Ballpoint pens
- Pneumatic tyres
- Wire of refined copper
- Yeast
- Toilet/facial tissue
- Fabricated building
- Soups and broths
- Televisions
- Medicaments
- Urea resins
- Raw cane sugar
- Sanitary towels

Source: Trademap

Useful Addresses

Ethiopian Chamber of Commerce and Sectorial Association

P.O. Box 517
Mexico Square
Addis Ababa
Tel: +251 1 5513765
E-mail: ethchamb@ethionet.et
Website: www.ethiopianchamber.com

Ethiopian Investment Commission

P.O. Box 2313
Addis Ababa
Tel: +251 11 551 0033
Fax: +251 11 551 4396
E-mail: ethioinvest@investethiopia.gov.et
Website: www.investethiopia.gov.et

Preferential Trade Agreements

COMESA Free Trade Area

The Common Market for Eastern and Southern Africa (**COMESA**) is a regional integration grouping of African States which have agreed to promote regional integration through trade development and to develop their natural and human resources for the mutual benefit of all their peoples.

Qualifying products enjoy duty-free/preferential treatment to other COMESA member states.