

 **Global  
Gateway**



# **EU - Ethiopia Business Forum: Unlocking the Global Gateway Potential**

**Location: Hilton Hotel, Addis Ababa**  
**20 - 22 April 2026**



# Agenda

- Business Forum Introduction
- Preview of selected projects
- Introduction to the Investment Wall
- Business perspectives from the field
- Practical next steps

# Business forum – Some key features

- Stakeholders:**
- Private sector: EU + local/regional
  - Public sector : EU + local/regional
  - Other: financial institutions, chambers of commerce, etc.
  - Financing opportunities

---

**Objectives:**



Dialogue involving  
public and private actors



Mobilise  
private investment



Facilitate business  
relations

---

**Activities:**

- Dialogue/engagement
  - B2B / B2G / Networking
  - Business deals / New project launch
  - Showcase (projects, field visits, etc.)
  - Field visits
  - Etc.
- 

# EU-Ethiopia Business Forum

## In a nutshell



20-22 April 2025



Addis Ababa, Hilton  
Hotel  
(in-person)



~500 people



**Website:** <https://community.eu-africabusinessforum.eu/event/eu-ethiopia-business-forum>



**Registrations** opened on **February 11, 2026**, on the website



**Questions** can be addressed to:

- [Adrian.cano-guerrero@eeas.europa.eu](mailto:Adrian.cano-guerrero@eeas.europa.eu)

Scan the QR code  
to Register



# Digital & Health Companies/ Projects



**ChipChip** (E-commerce & Fintech – Agri-food)

- Investment size: €2.0m
- Partners sought: Equity, Debt, Grants, PPPs
- Status: Growth stage, expansion of logistics & fintech services



**Linkpharm PLC** (Pharmaceutical Procurement Platform)

- Investment size: €0.2–0.7m
- Partners sought: Equity, Grants
- Status: Growth stage, national scale-up of digital healthcare supply chains

# Energy & Agri-Business Companies/Projects



**Metalot** – Blue Sustainable Energy Ethiopia  
(Clean Energy)

- Investment size: €11.45m
- Partners sought: Debt, Grants, PPPs
- Status: Growth stage, greenfield pilot (2 MW Iron Energy Hub)



**KAFFEE PURA GmbH** (Cattle Farming)

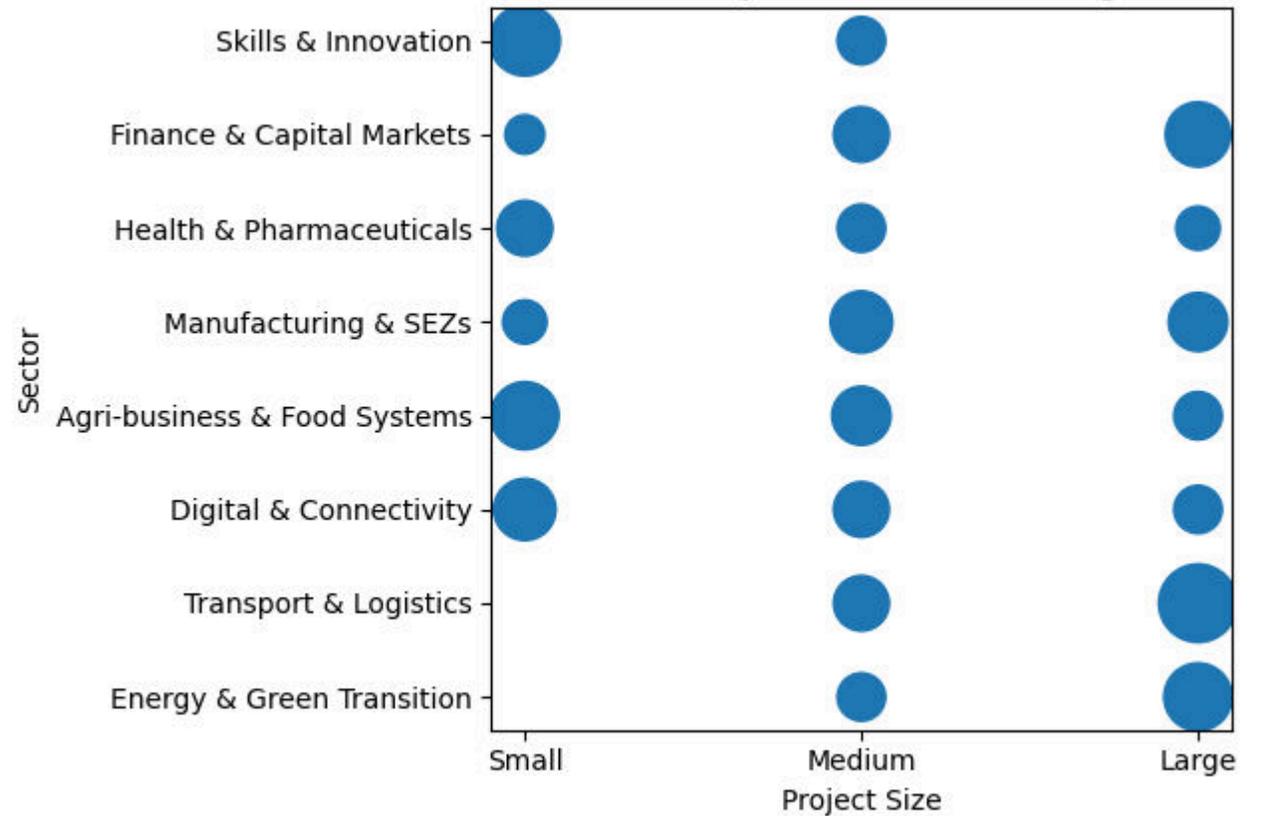
- Investment size: €30.4K; more than €1 million in annual revenue
- Partners sought: Debt; Equity; Grant
- Status: Early venture, greenfield

# Investment Wall

- Opportunity to showcase early, growing, and mature companies and initiatives to a broad audience, to spur investment before, during and after the EU-ETH Business Forum
- Activities like the Business Speed-Dating or the Business Pitches will rely strongly on it
- There is still the chance to feature in it, filling out this form:

<https://www.research.net/r/DHSR83D>

Composition matrix of EU-Ethiopia Investment Wall



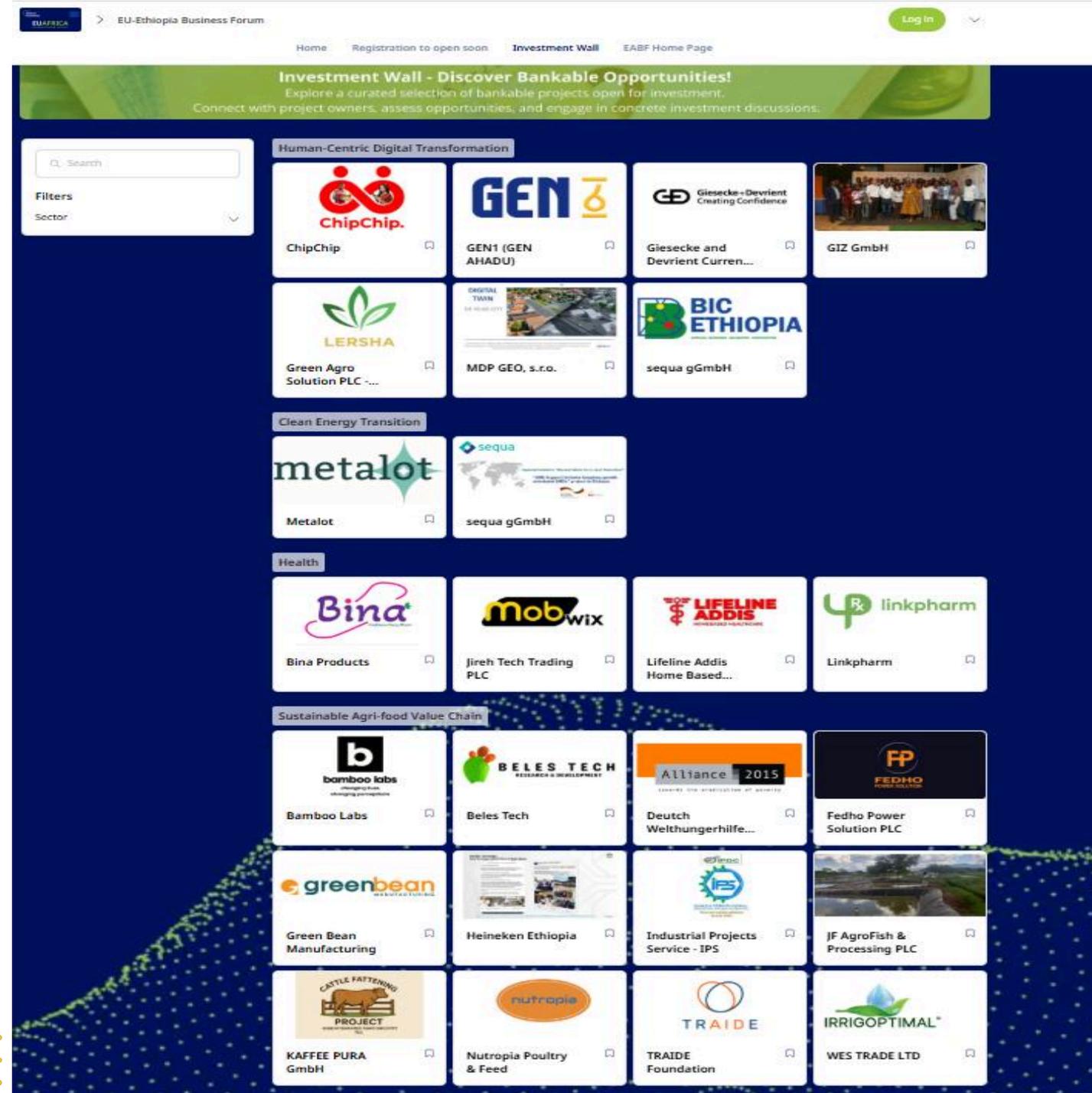
# Investment Wall Snapshot

After registering, feel free to get in contact with any of the featured investments, as well as with other participants through SwapCards.

Scan the QR code to access the Investment Wall



Or click [HERE](#)



The screenshot shows the 'Investment Wall' section of the EU-Ethiopia Business Forum website. The header includes navigation links for 'Home', 'Registration to open soon', 'Investment Wall', and 'EABF Home Page'. A search bar and filter options are visible on the left. The main content is organized into several categories, each with a grid of project cards:

- Human-Centric Digital Transformation:** Includes cards for ChipChip, GEN1 (GEN AHADU), Giesecke and Devrient Current..., GIZ GmbH, LERSHA, MDP GEO, s.r.o., and sequa gGmbH.
- Clean Energy Transition:** Includes cards for Metalot and sequa gGmbH.
- Health:** Includes cards for Bina Products, Jireh Tech Trading PLC, Lifeline Addis Home Based..., and Linkpharm.
- Sustainable Agri-food Value Chain:** Includes cards for Bamboo Labs, Beles Tech, Deutch Welthungerhilfe..., Fedho Power Solution PLC, Green Bean Manufacturing, Heineken Ethiopia, Industrial Projects Service - IPS, JF AgroFish & Processing PLC, KAFFEE PURA GmbH, Nutropia Poultry & Feed, TRAIDE Foundation, and IRRIGOPTIMAL™ WES TRADE LTD.

# Engineering the Future of African Agro-Industry



We are **Green Bean Manufacturing S.C.** an Ethiopian Original Design Manufacturer (ODM) specialized in high-efficiency, localized agro-processing technology.

**The Problem:** Solving a \$4B+ annual market gap caused by 30-50% post-harvest losses in Sub-Saharan Africa.

## Proven Excellence (Awards):

Transform East Africa (Unilever, EY and FCDO): trusted to implement a value chain transformative project.

Timbuktoo (UNDP) Winner: Recognized for Pan-African scaling potential.

TotalEnergies Start-upper of the Year: Awarded for innovative industrial design.



# Scaling Production via the Kilinto SEZ



## Investment Breakdown

Item	Investment
Automated CNC Milling	68,571
Automated Lathe	57,143
Laser Cutting	107,143
Band Saw	7,143
Drill Press	8,571
Renovations	10,857
Facility	240,571

**Business Model:** Hybrid revenue through Direct Sales and PASS (Processing/Machinery as a Service), providing high-tech infrastructure on a fee-per-kg basis.

**Customer Segments:** Primary focus on high-value exporters, regional aggregators, and large-scale farmer unions for the direct sales, while for the PASS we are targeting farmers and small-scale processors.

**Traction & Forecast:** Revenue grew from \$9.8K (2023), \$82K (2024) and \$101K (2025). Projected to scale from 42.6M ETB (Year 1) to 209M ETB (Year 5).

## Investment Plan (\$500,000):

**Facility Build-out:** Establishing a state-of-the-art facility at Kilinto SEZ.

**Kit-out:** Acquisition of Automated CNC Milling, Lathe, and Laser Cutting systems to triple production capacity.

**Return on Investment:** 3.3 Year Payback Period with a projected 212.5% 5-year ROI.

## IPDC Kilinto SEZ Facility Design



# The Turmeric Transform (Model Convergence)



**The Strategic Bridge:** The PASS business we are launching has provided invaluable insights into systemic bottlenecks. While the PASS model remains the core of our business, the Turmeric Transform Project is where our two models converge applying our proprietary tech to the turmeric commodity.

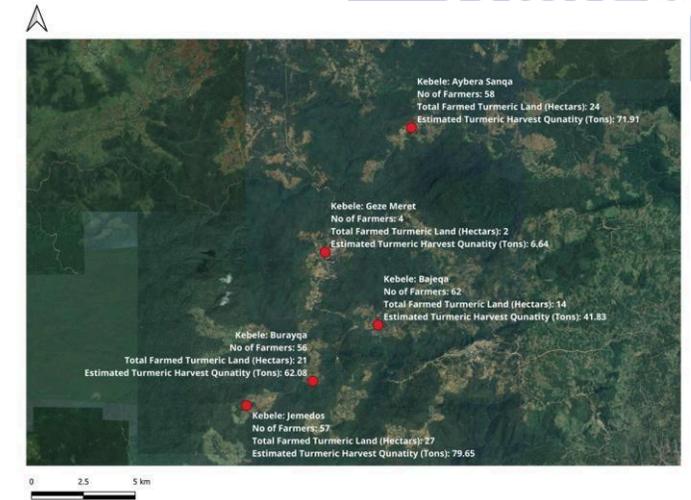
**The Plan:** Deployment of a 5,000 MT/year modular preprocessing architecture with a centralized sterilization and finishing facility using a "Fixed Hub-Spoke" logistics model.

**Current Traction:** 80 tons of fresh turmeric secured; 491 farmers mapped for vertical integration.

**Investment Ask (\$1,249,000):** \* Capital Efficiency: 35% CAPEX saving achieved by utilizing our own in-house manufactured machinery.

**Financial Goal:** Targeting a 3.7-year payback by capturing the price delta between raw and export-grade processed turmeric.

491 Mapped Farmers



## Farm Gate Facility Design



# G+D: Realizing Ethiopian Sovereignty over its Currency



We are **G+D** a global market leader in Security Technology, banknotes, and currency lifecycle management. We provide trusted and secure public currency solutions for both physical and digital ecosystems. The architects of Ethiopia's cash infrastructure modernization, currently building regional cash centers for NBE from our branch office in Ethiopia.

**The Goal:** Partner with the Ethiopian government to realize its vision of establishing a high security banknote printing and cash distribution facility to reduce external dependency and build its national strategic capability.

## G+D's Specialist System Integration (SI) Experience

<p><b>&gt; 100</b> successfully implemented projects</p>		<p><b>&gt; 250</b> experts</p> <p>in planning, building and operating complex projects like paper mills, printing houses and cash centers</p>	
	<p><b>&gt; 500 Mio. €</b> of successful projects delivered in past 3 years</p>		<p>G+D has developed a holistic partnership network throughout the industry to provide the optimal solution</p> <p><b>&gt; 100 partners</b></p>

# State Banknote Printing and Cash Centre Campus

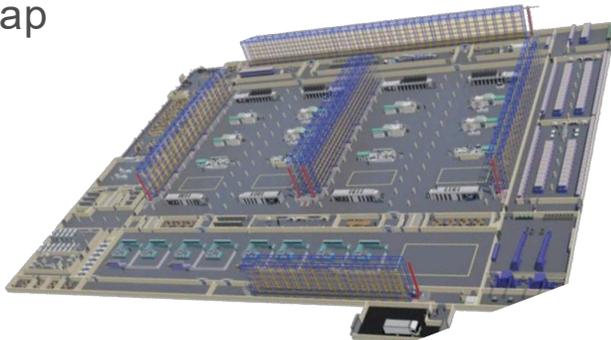


**The Strategic Imperative:** Develop currency sovereignty/resilience and modernize/enhance cash cycle management system across the country reducing external dependency, FX exposure, and geopolitical vulnerability while enabling domestic lifecycle integration (print–process–distribute–analyze).

**The Project:** Build a fully integrated campus combining State-of-the-art Banknote Printworks and High-capacity Distribution Cash Center.

**Additional components:** Enablement as a pillar, the project will include

- *Intelligence & Control layer*
  - Central quality analytics dashboard
  - Anti-counterfeit data intelligence
- *Training & Knowledge transfer academy*
  - Technical certification programs
  - Gradual localization of expertise
  - Managed services transition roadmap



# State Banknote Printing and Cash Centre Campus



**Business Model:** G+D designs, builds, and operates with gradual handover once local capability is built

**Estimated Investment :** CAPEX ~ \$XXXm (based on industry expertise, highly dependent on final scope definition). OPEX dependent on eventual volume, inputs, and managed services layer.

**Return on Investment:** Payback period xx - xx years with ROI ~x% over 5 years

\*As the project is just announced, financial estimates are *based on G+D's industry experience but highly dependent on the final scope definition, operating model, and future input cost*

## Investment Case

This is a mission-critical sovereign infrastructure anchored by guaranteed national demand with clear returns in reducing FX outflows, strengthening monetary sovereignty, and embedding high-security manufacturing capability within Ethiopia's industrial base. Built with modular scalability, it stands as a resilient domestic asset today while offering clear, structured upside through future regional expansion.

## Expanding possibilities with Advanced Currency Management.

Discover holistic and customized solutions for every player in the currency cycle.

With Advanced Currency Management, we offer end-to-end solutions for the entire currency cycle. Our solutions are interlinked and constantly refined, making much more possible for every player in the currency cycle: from more efficiency, flexibility and adaptability, to more sustainability and security. Discover how our solutions portfolio can expand your possibilities.



## EuroCham - The Institutional Bridge for EU Investment

Since 2012, EuroCham has connected European investors with Ethiopian regulators to improve market entry and regulatory predictability. EuroCham functions as a structured public-private dialogue platform linking European businesses with key government institutions including the Ministry of Finance, Ministry of Revenues, Ethiopian Investment Commission, Customs Commission and Immigration Services.

EuroCham supports investors to:

- Address customs, tax, forex, and land access barriers
- Track regulatory reforms
- Engage in closed-door consultations with ministries
- Shape investment policy through position papers

EuroCham also provides policy research and regulatory updates offering early visibility on reforms affecting capital entry and operational risk.

### Objectives:



Dialogue involving  
public and private actors



Mobilise  
private investment



Facilitate business  
relations

## Current Developments Supporting EU Investment

October 2025: EuroCham held a PPD with government ministries on issues affecting European investors and signed a €1 million grant with the European Union to strengthen FDI facilitation and institutional dialogue in Ethiopia.

January 2026: EuroCham launched an EU-funded FDI Incubation Center in Addis Ababa as a one-stop entry platform for European companies.

The Center supports investors with:

- Pre-investment assessment workspace for incoming firms
- Regulatory orientation on Ethiopian legal frameworks
- Institutional linkages with relevant ministries and agencies
- Evidence-based policy engagement during establishment phases



Become a Member



# What to do next

REGISTER!! <https://community.eu-africabusinessforum.eu/event/eu-ethiopia-business-forum>

Make use of the pre-event resources:

- Identify projects and partners with the Forum platform and the [Investment Wall](#)
- Schedule meeting in advance



# Key Takeaways

- ❖ This session is just the beginning, more to come on April 20-22
- ❖ The Business Forum is where engagement deepens, don't miss your spot
- ❖ Prepare, engage, attend!!

