



Ethiopian Trading Businesses Corporation's Profile

Name of the Company: Ethiopian Trading Businesses Corporation

The Corporation founded: December 22, 2015.

Type: Federal Government Public Enterprise.

Supervising Authority: FDRE Ministry of Trade.

Number of Employees: 2037

Establishment Capital: Birr 3,836,000, 000 in cash and in kind.

Head quarters: Addis Ababa, Ethiopia.

Duration of the Corporation: Indefinite period.

Business Sectors: Grain, Coffee, Fruits & Vegetables, and Consumer Products Trade and Procurement and Consultancy Service.

Ethiopian Trading Businesses Corporation has four main Units; these are:

1. Grain and Coffee Trading Business unit,
2. Fruit & Vegetables Trading Business Unit,
3. Consumer Products Trading Business Unit (Alle) and
4. Procurement and Consultancy Service Unit.





Ethiopian Trading Businesses Corporation

The Ethiopian Trading Businesses Corporation is the Public Enterprise established on 22nd December, 2015 by the Council of Ministers pursuant to Article 5 of the Definition of Powers and Duties of the Executive Organ of the Federal Democratic Republic of Ethiopia Proclamation No. 916/2015 and Article 47/1 of the Public Enterprises' Proclamation No. 25/1992.

The Corporation consolidated the former four business Enterprises known as Ethiopian Grain Trade Enterprise, Ethiopian Fruit and Vegetable Sh.co, Ethiopian Trading Enterprise (Alle) and Procurement Service Enterprise.

The Corporation is established for such purposes as:-

- To purchase selected agricultural and industrial products and basic commodities from both local and foreign markets competitively and as such to stabilize domestic market;
- To cause selective production of agricultural crops ,fruits and vegetables; buy, distribute and maintain stock and sell to domestic and foreign market;
- To purchase and sell products in domestic and foreign markets on the basis of prevailing market price;
- To provide support to and motivate farmers with view to raise their interest to produce agricultural products and ensure that agricultural products get reliable market;
- To instill and operationalize modern, efficient, effective, responsible and accountable trading systems;
- To cooperate with concerned research, educational and training institutions to have skilled man power in the required quantity, field of expertise and quality required for its operations;
- To provide consultancy, procurement and training services on national and international procurement;
- To issue bonds for sale, buy, acquire and pledge bonds, negotiate and execute loan agreement from both local and foreign sources on the basis of guidance given by Ministry of Finance and Economic Cooperation;
- Based on the direction given by the supervising authority, attract investment that may help in acquiring human resource, finance technology and up-to-date processes of business, which in turn help the corporation may take part in investment in conducting studies, implementing the outcome thereof; administrate investments and take part when necessary;



Ethiopian Trading Businesses Corporation

Vision, Mission and Values

Vision

To become one of the best business companies in Africa, by 2025

Mission

- To provide selected agricultural, industrial and basic commodities upon being competitive against foreign and domestic institutions by abiding to the system of modern marketing and trade agreements.
- To create good marketing opportunities to both farmers and manufacturers so that they can distribute their products to customers
- To undertake agent and commission activities with governmental and non-governmental firms
- To provide consultancy and training services in connection to marketing activities, to stabilize domestic marketing and
- To play significant role to economic development of the country.

Values

- Prevail transparent, fair and accountable task implementations;
- Ensure continuous change and sustainability;
- Prevail cost effective concept and implementation;
- Create partnership with community and develop common benefit;
- Provide and develop customer oriented and satisfaction services;
- Develop culture of motivation and team work;
- Prevail good governance and anti-rent seeking concept;
- Give focus for environmental protection in any tasks.

The Business Units under the Corporation

Grain & Coffee Trading Business Unit

The Unit has been engaged in export of agricultural products, mainly; Oilseeds, Pulses, Coffee and local grain market stabilization.

Contact Address:

Tel.: +251-0114-66-50-37 (**Executive Officer, GCTB Unit**)

Fax: +251-114-65-2792

E-mail: egte@ethionet.et

Website: <http://www.egte-ethiopia.com>

P.O. Box: 3321, Addis Ababa, Ethiopia.

Fruit & Vegetable Trading Business Unit

The Unit purchases and sells various types of fruit, vegetable, vegetable seeds and processed agricultural products, mainly; to stabilize domestic market and exports fruits & vegetables for international market.

Contact Address:

Tel: +251-114-16-36-65 (**Executive Officer, FVTB Unit**)

Fax: +251-0114-16-36-31

E-mail: etfruit@etfruit.et

Website: <http://www.etfruit.et>

P.O. Box: 2374, Addis Ababa, Ethiopia.

Consumer Products Trading Business Unit (AlleBejimla)

The Unit is a wholesaler, which purchases basic commodities from local and international markets and distributes it through the retailers for the purpose of meeting local consumers' need.

Contact Address: -

Tel.: +251-0116-670-602 (**Executive Officer, CPTB Unit**)

Fax: +251-116-670-661

E-mail: cptbu@alle.et

Website: <http://www.alle.et>

P.O. Box: 78 code1110, Addis Ababa, Ethiopia.

Procurement & Consultancy Service Unit

The Unit provides procurement, consultancy & procurement training services at national and international level.

Contact Addresses:

Tel.: +251- 0114-403613 (**Executive Officer, PCS Unit**)

Fax: + 251-114-403579

E-mail: ethiopse@gmail.com

Website: <http://www.ethiopse.com>

P.O. Box: 7858, Addis Ababa, Ethiopia.



Ethiopian Trading Businesses Corporation

Grain and Coffee Trading Business unit

Grain and Coffee Trading Business Unit is mainly engaged in grain and coffee purchase and sales for local and export markets.

Grain and Coffee Trading Business Unit's main services:-

- to stabilize market and prices to producer to encourage them to increase their out come
- to stabilize grain price and market to protect consumers from unfair grain price
- to export grains to the world market to generate foreign currency

The **Unit** has **64** trade centers in Addis Ababa, Nazareth, Shashemene, Nekemt, Debremarkos, Bahirdar, Asella, Desie, Mekele and Jimma.

Grain and Coffee Trading Business Unit deploys: -

- 50 modern stores which have a capacity of accumulating 820 tons of Grain and Coffee at a time.
- Modern Coffee Processing Machines having a capacity of processing 90 metric tons of coffee per day.
- A Bulk Machine which has a capacity of packing 300 to 350 kg of Coffee, Oilseeds and Pulses in a container, and Modern Coffee Laboratory.
- Latest processing machine which has the capacity of cleaning, sorting and grading 10 metric tons of oilseeds and pulses per hour with a compatible standard of 99.9 %.
- Heavy trucks to transport well processed Grain and Coffee to ports for shipment on due time.

The Unit Exports:-

i. Coffee Beans

- Sidama type
- Yirgacheffe type
- Lekempti type
- Harar type
- Limmu type

ii. Oilseeds

- White Welega Sesame
- White Humera Sesame
- Niger Seed (Noug)
- Lin seed /Flax seed

iii. Pulses

- White Pea Beans
- Red Kidney Beans
- Horse Beans
- Green Mung Bean
- Soya Bean
- Chick Peas
- Lentils

Grain and Coffee suppliers of the Business Unit:

Ethiopian Commodity Exchange, Farmers unions, individual farmers and private big farms are the major suppliers.

Coffee, Oilseeds and Pulses Destination Countries:

China, Japan, South Korea, India, Pakistan, Israel, Philippines ,Germany, Belgium, Italy, France, Spain, Bulgaria, Turkey, Greece, Egypt, Sudan, South Africa, Saudi Arabia, Australia, Finland, Algeria and Iran.

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Ethiopian Trading Businesses Corporation

Fruit & Vegetables Trading Business Unit

The Unit purchases and sells various types of fruit, vegetable, vegetable seeds and processed agricultural products, mainly; to stabilize domestic market and exports fruits & vegetables for international market.

Fruit & Vegetable Trading Business Unit's main services:-

- To support and motivate farmers with view to raise their interest to produce , fruits and vegetables and ensure that , fruits and vegetables products get reliable market
- To cause selective production of fruits and vegetables; buy, distribute and maintain stock and sell to domestic and foreign market.
- Imports selected Vegetable seeds and distributes to the farmers.

Fruit & Vegetable Trading Business Unit's purchases for local wholesale and export businesses:

Fruits and vegetables

- Orange
- Mandarin
- Grape Fruit
- Lime & Lemon
- Mango
- Pineapple
- Banana
- Water Melon
- Onion
- Cabbage
- Sweet Potatoes
- Green Paper

Vegetable seeds

- Beetroot
- Carrot
- Broccoli
- Onion
- Cauliflower
- Sweet Paper
- Cabbage
- Squash
- Water Melon
- Cucumber, etc

Fruits and vegetables Processed Products

- Tomato Paste
- Tomato Juice
- Guava Nectar
- Orange Marmalade
- Strawberry Jam
- Mango Jam

Fruit and Vegetables Trading Business Unit's Local Branches:

1. 1st and 2nd distributors (Addis Ababa)

- Afinchober
- Akaki
- Samit

2. Branches/Trade Centers (Regional)

- Debrezeit
- Adama
- Metehara
- Harar
- Diredawa
- Asela
- Shashemene
- Mekele
- Bahirdar
- Hawassa
- Arbaminch
- Debrebirhan
- Ziway
- Ambo
- Dukem
- Modjo

Fruit, Vegetables and Processed products suppliers:-

- Horizon Plantations
- Upper Awash Agro Industry Enterprise
- Metehara Sugar Factory
- Keseme Sugar Project
- Gojeb Agricultural Enterprise
- Ethio Agri Ceft PLC.
- Elfora Agro Industry PLC
- Segel Fruit and Vegetable Trading PLC
- Ocholo Lante Cooperative
- Hulegebe Cooperative
- KoishaSeke Cooperative
- Gudaber Cooperative
- Gadco PLC
- Erer Gota Agricultural Development Enterprise
- Hurso Military Academy is the major suppliers of fruits, vegetables and processed products.

Contact Addresses: -

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Fax: +251- 0114-163631

P. O. Box: 2374, Addis Ababa, Ethiopia.

Website: [http://www. etfruit.et](http://www.etfruit.et)

Email: etfruit@etfruit.et



Ethiopian Trading Businesses Corporation

Consumer Products Trading Business Unit

Previously known as Ethiopian Trading Enterprise; (Alle Bejimla), now Consumer Products Trading Business Unit is a wholesaler, which purchases basic commodities from local and international markets and distributes it through the retailers for the purpose of meeting local consumers' need.

The Unit is capable of making a real difference in the lives of ordinary consumers through developing a long term, win-win relationship with businesses that provides day-to-day essential goods to a wide consumer base as well as by promoting overall market stability and product.

Consumer Products Trading Business Unit Main Services:-

Operation of Consumer Products Trading Business Unit:-

- Incorporating international best business practices in workers day-to-day activities
- Setting up modern and efficient stores carrying a broad assortment of products sourced from international and local suppliers, and
- Maintaining lean supply chains to increase the availability of highly in-demand FMCG

Main Categories of Products:-

- Beverages
- Commodities
- Groceries
- Home Care
- Personal Care
- Snacks & Sweets
- Stationery

Consumer Products Trading Business Unit value proposition provides a unique set of benefits to our esteemed customers:

- **Price**

Offer competitive and stable wholesale prices

- **One-stop-shop**

Provide wide product assortment covering consumers' daily needs

- **Proximity**

Expanding our network to bring stores closer to all our customers

- **Relationship**

Maintain strong lines of communication with customers

- **Availability**

Stock most sought after products reliably

By working with Consumer Products Trading Business Unit, a pioneer of cash and carry wholesale for Fast Moving Consumer Goods (FMCG) in Ethiopia, you can add value to your business by increasing the variety and quality of products you deliver to your customers while enhancing profitability.

Modern cash and carry wholesale stores of the Unit are:-

Efficient – Utilizing modern technology with every single store feature being selected to maximize efficiency, shopping is simply a breeze.

Accessible –has three key locations in Addis Ababa and branches at Hawassa, Bahir Dar and Dessie.

Well-stocked – the store carries a broad assortment of products which are clearly marked with corresponding prices so that the customers know exactly what they get for their money.

Safe –the stores offer a tranquil shopping experience allowing the customers to make calm decisions on which products best meet their business needs.

Consumer Products Trading Business Unit wholesale stores are found in:

- Kaliti, Addis Ababa (next to CRBC)
- Megenagna, Addis Ababa (off ring road, next to Nyala Motors)
- Merkato, Addis Ababa (around Khelifa Building)
- Shashamene, Oromia (in front of Ethio Telecom)
- Hawassa, SNNPR (Behind Hawassa College of Agriculture)
- Bahir Dar (in front of Papyrus Hotel)
- Dessie (behind bus station, next to Ambasel Trading)

Contact Address:-

Megenagna Store (in front of AMCE)

Tel: +251 11 667 26 34

Email: info@alle.et

P.O. Box: 78 Code 1110

Addis Ababa, Ethiopia

Kaliti Store

Tel: +251 114 71 70 34

Email: info@alle.et

Kaliti, next to CRBC

Addis Ababa, Ethiopia

Mercato Store

Tel. +251 111 266 117



Ethiopian Trading Businesses Corporation

Procurement and Consultancy Service Unit

Procurement Services Enterprise, formerly known as “Central Procurement Cell”, has started its operations under Emergency Recovery & Reconstruction Project in 1991 G.C. Later on it has been established by Council of Ministers Regulation No. 46/1998 as ‘Procurement Service Enterprise’ and now it is re-organized as the Procurement and Consultancy Service Unit under the Corporation. The unit provides procurement, consultancy, and procurement training services at National and International level.

Procurement and Consultancy Service Unit’s main services:

The Unit is well organized, experienced and dedicated to provide the most economical and timely acquisition of the right goods and services to the level of client satisfy action.

1. Procurement service

- Prepares specification, tender and contract document preparation,
- Evaluates bids; identify the bidder whose bid has been determined to be substantially responsive, the lowest evaluated and that is found to be qualified.
- Administer contracts by making series follow up of the suppliers’ performance including:
 - Fulfilling Bank formalities on time,
 - Shipment of goods and custom clearance,
 - Delivery, installation, commissioning and managing variances to the contract

2. Consultancy

- Provide a carefully designed and professionally organized training in procurement.
- Advise on or handle any aspects of the procurement process.
- Study internal procurement practices and prepare procurement procedure manuals, etc.

3. Training

Trainings given by the unit:-

- Regular procurement Training
- Procurement for endorsing Committee
- Purchasing Supplies Management
- Contract Management
- Materials Management
- Import and Export Procedure

In addition, the Unit Collects and provides information of suppliers, sources of supply and prices of goods and specifications.

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