



Business and Investment Snapshot

Sesame Cooperative Union

Sector & Industry(s):	Agriculture, Sesame Export
Location(s):	Humera, Tigray, Ethiopia
Number of Employees:	10 full time and 25 part-time employees
Product Line(s):	The Union is mainly engaged in agricultural input supply (sourcing and distributing fertilizers, pesticides, herbicides, agricultural implements, finance and related inputs) output marketing (creating market access to members for sesame seeds and sorghum both in the domestic and international markets), service provision (agronomy, storage, market information, advocacy and representation of members) and capacity building (undertakes different capacity building programs in the areas of agricultural productivity enhancement, post-harvest management, warehouse administration, business planning, financial management, marketing, purchasing and the like in collaboration with development partners & government).
Management:	The Union has a general assembly, board and general manager.
Opportunity:	The Union is planning to engage in sesame hulling and export value added products. For this purpose, the Union has plans to process and market organic sesame seeds. Its product will be targeted for high-end customers willing to pay premium prices. It is now developing its five years strategic plan where prospective investment areas will be strengthened.
Market Trends:	Sesame is one of Ethiopia's most prominent crops, second only to coffee in annual export value. With no large domestic market, Ethiopia is the 4th largest producer of sesame and the 2nd largest sesame exporting country in the world, supplying 14% of the global market for raw seed in 2010. The global sesame exports topped 1.3 million MT in 2011. Given Ethiopia's ability to produce large volumes of high quality sesame, Ethiopia is well positioned to capitalize on the high growth in the global sesame market by expanding its downstream processing activities.
Investment Amount:	\$500K - \$800K
Investment Use:	Total Investment: \$800K (\$500K to purchase hulling machines and \$300K for installation and working capital)
Revenue – Previous Year:	\$8.5M
Net margin – Previous Year:	7%

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