



Business and Investment Snapshot Sesame Cooperative Union	
Sector & Industry(s):	Agriculture, Sesame Export
Location(s):	Humera, Tigray, Ethiopia
Number of Employees:	3 full time and works in partnership with more than 200 farmers
Product Line(s):	Humera is known for sesame that is whitish in color, a type of sesame that is highly demanded by the bakery industry for its aromatic quality and large sized seed that has high oil content.
Management:	The union is operated by a board of directors and a general manager.
Opportunity:	<p>Currently, the Cooperative has a capacity to export 10,000MT sesame annually, and intends to triple its export volume to 30,000MT. In addition, the Cooperative plans to improve the purity level of its sesame to 99.8% and reduce post-harvest loss to 10% from its current 30%. There are more than 500 commercial oilseed farms in Humera. The Cooperative plans to encompass the top 200 farmers in two years or less. Hence, source of sesame will not be a problem.</p> <p>Sesame produced in Humera has high quality. The Cooperative offers the opportunity to directly sale to the international market and cut costs related to trading through ECX. To achieve its goals, the Cooperative wants to build its own warehouse and install sesame cleaning machines and quality inspection equipment. The Cooperative currently uses a rented warehouse and cleaning machine from private owners. This costs the Cooperative \$15 per ton and results in delays in product delivery. If all facilities are in place, the Cooperative plans to move up to value addition such as hulling and tahini production.</p>
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:	\$900K
Revenue – Previous Year:	\$4M
Net margin – Previous Year:	Less than 1%
Year 1 Post-Investment Revenue:	\$8M
Social Impact:	Access to market for more than 200 farmers, foreign exchange earnings, employment creation.

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