



Business and Investment Snapshot Sesame Exporter	
Sector & Industry(s):	Oilseeds Export
Location(s):	Addis Ababa, Ethiopia
Number of Employees:	24
Product Line(s):	The company, a sole proprietorship, exports different types of oilseeds including sesame seeds, rapeseed, flax seed and pulses. It has three warehouses in Ethiopia that are located in Addis Ababa, Nazareth and Humera. The warehouse in Nazareth and Humera are equipped with cleaning machines. The company's major export destinations are China, Middle East and Europe. 80% of the Company's oilseeds export is sesame. Currently the company buys sesame from the Ethiopia Commodities Exchange (ECX).
Management:	The company is family run and has been in the industry for many years.
Opportunity:	The Company is planning to engage in sesame processing and add value to its current export of raw seeds. Their plan includes setting up a hulling facility, roasting and tahini production line. The Company also is making arrangements to work directly with unions and cooperatives to source organic and traceable sesame seeds.
Market Trends:	The global sesame exports topped 1.3 million MT in 2011. Without a significant domestic market, Ethiopia is the 4 th largest producer of sesame and the 2 nd largest sesame exporting country in the world. Supplying 14% of the global market for raw seed. 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. Sesame is one of Ethiopia's most prominent crops, second only to coffee in annual export value.
Investment Amount:	TBD – between \$1M and \$2M
Investment Use:	The investment will be used to purchase value addition equipment. The Company is also looking for marketing knowledge and technology transfer.
Revenue – Previous Year:	\$5M - \$6M
Social Impact:	The company currently sources through the ECX. After the investment, the company will be able to work directly with smallholder sesame farmers and cooperative unions. It is anticipated, that the company will have direct relationships with thousands of small holders and help some achieve organic and other valuable certifications.

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