



## Business and Investment Snapshot

### Sesame Processor

<b>Sector(s):</b>	Agro Processing - Sesame Processing
<b>Location(s):</b>	Addis Ababa, Ethiopia
<b>Number of employees:</b>	The company currently has 25 employees, and after expansion, it will hire an additional 120 employees.
<b>Product line(s):</b>	The company cleans and hulls sesame seeds and exports to high-end markets in Europe, Japan and the U.S. Their processing capacity is 20 tons per day, but they are only operating at 40 to 50% due to working capital shortage.
<b>Management:</b>	The manager and owner is an agronomist by training.
<b>Opportunity:</b>	Established in 2008, the company is a sesame processing facility owned by European and Ethiopian investors. The facility is located southwest of Addis, and their products include hulled and roasted sesame seed. The company has a number of international certifications for quality standards. With special government permission, the company is working directly with farmers under a contract-farming scheme to source raw material (Ethiopian law requires sesame processors to own a farm in order to buy directly from surrounding farmers rather than through the Ethiopia Commodities Exchange.) The company works with two unions that include 4,600 farmers. Recently it obtained 300 hectares of land to begin farming. The company is seeking an investment to engage in sesame oil pressing, tahini production and start their own sesame farm and out-grower scheme. The estimated investment required is \$ 2.2 million.
<b>Market trends:</b>	The European shareholders are the main buyers for the company's product, currently purchasing 60 to 70%. The Company has begun exploring the possibility of moving into sesame processing, and creating tahini and sesame oil for domestic and export markets. Sesame is among the top five exportable items of Ethiopia generating approximately half a billion dollars in foreign exchange. Ethiopian sesame export has shown 88% growth from 2008 through 2012. Moreover, Ethiopian sesame attracts premium price because of its quality.
<b>Investment amount:</b>	\$2.2M
<b>Revenue – previous year:</b>	\$1.2M
<b>Social impact:</b>	The company is working with 4,600 sesame farmers and provides serves to them including training. The investment will lead to additional job creation.

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