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Ontario Association of Trading Houses (O.A.T.H.)

Missions to East -African region

Our Senior Vice-President, Mr.Saeed Omar visited the cities of Addis Ababa (Ethiopia) and Djibouti (République de Djibouti). Both the Ethiopian and Djiboutian Governments and private sector community provided a warm and generous reception for the Ontario Association of Trading Houses (O.A.T.H.) Senior Vice-resident.

His mission, which was very successful, was to discuss with senior government officials at Ministry of Trade and Industry of Ethiopia and Ministry of Trade of Djibouti, as well as private sector Institutions such as Addis Ababa Chamber of Commerce, International Chamber of Commerce and Industry of Djibouti and Ethiopian Export promotion Agency, about the possibilities of establishing a relation with each respective country trade- related institutions.

The ultimate goal of this mission is to help shape future business relations between East-African region traders and those in Ontario, and other Canadian provinces, and locate new business opportunities, moreover to share our experiences with East -Africans traders the concept of trading houses and the uses of Trading houses Association.

Ethio-Canadian Trade Relation Seminar (Addis Ababa, Ethiopia)

A seminar aimed at improving Ethio-Canadian trade relations was held on February 22, 2000 at Addis Ababa, Ethiopia, Organized jointly by Mr. Saeed Omar (O.A.T.H.) and the Canadian Embassy in Ethiopia at this seminar he made presentation on "The Role of Trading Houses in International Trade" more than 150 members of business community, who are also members of Addis Ababa Chamber of Commerce, representatives and Managers of various Trading Houses, and invited guests also attend the seminar. This was a plus in foreign trade promotion for Canadian National Trading House Associations.

The East- African Markets

The East African region has emerged as one of the fastest growing markets in the world for consumer and Capital goods. The import of goods and merchandise to The East African region has registered a two-fold Increase in the last two years. Recent trade Liberalization policies and sweeping economic reforms have further added to the increase in international Trade with the East African countries. The free flow of Goods within the East African region has further Boosted the status of this exclusive market of over 400 Million consumers.

The Treaty of East African Co-Operation signed in March 1996 has created a common market of over 80 Million consumers. Together with the Common Market For Eastern and Southern Africa (COMESA), to which East African countries of Kenya, Ethiopia, Djibouti, Uganda,

Eritrea and Tanzania belong, a dynamic market of nearly 400 million people has Opened up unlimited opportunities in the East African region.

Quick Facts about Ethiopia

Geography

Located in the heart of the Horn of Africa, Ethiopia is the tenth largest African country. Ethiopia is bordered by Eritrea to the north, Djibouti and Somalia to the east, Kenya to the south, and Sudan to the west.



Map of Ethiopia

Area: 440,284 square miles (1,127,127 square kilometers) About 65 percent of the land is arable, with 15 percent presently being cultivated.

Population per square mile: 127

Climate

Lying between the Equator and the tropic of Cancer, Ethiopia's seasons are reversed: spring here begins in September, and summer runs from January to the middle of March. The rainy season lasts from April to September, with little rain falling between September and April. The average rainfall between June and August is 39 inches, while the northeast and eastern plains receive less than 19 inches, and sometimes experience drought. Average rainfall in Addis Ababa is 49 inches.

The major portion of the country consists of a high plateau, which gives Ethiopia its mild, sunny climate. There are months of guaranteed sunshine, yet the altitude keeps the climate pleasant, with upland temperatures rarely rising above 77 degrees Fahrenheit nor falling below 45 degrees. In Addis, the average temperature remains the same year round at 59F.

Government

The Federal Democratic Republic of Ethiopia was established on August 24, 1995 after successful elections took place in May 1995 to complete a four-year transition from a Marxist, military regime to a democracy. A newly elected national parliament and democratic government are in place with a new constitution, which was completed in December 1994.

President: His Excellency Dr. Negasso Gidada

Prime Minister: His Excellency Meles Zenawi

Legislative Branch: (1) Council of People's Representatives, made up of 548 members directly elected by districts (2) Federal Council, with 108 members representing the nine regions in the federation.

Judicial Branch: Federal Supreme Court

Economy

Highways: 23,100 km total, 4,100 km paved

Ports: none

Airports: 120 total, 84 usable

Railway: 778-km railway line from Addis Ababa to Djibouti

Natural resources: gold, platinum, copper, potash

National product: GDP purchasing power equivalent \$20.3 billion

National product real growth rate: 6% (1995 est.)

GDP per capita: \$200 (1994 est.)

Consumer price index: 10% (fiscal year 93/94)

Unemployment rate: 30%

Exports: \$219.8 million (f.o.b.-1993 est.)

Imports: \$1.04 billion (c.i.f.-1993 est.)

External debt: \$3.9 billion

Currency: 1 Birr = 100 centim

Exchange rate: US \$1 = 6.35 Ethiopian Birr (3/96), 5.95 (1994), 5.0 (fixed rate 1992-93)

Major industrial products: food and beverages, textiles, leather, cement, metal products, paper, plastic products, automotive and tractor assembly, tires, and certain chemicals.

Major agricultural products: coffee, tea, oilseeds, cotton, tobacco, fruits, pepper, sugar cane, fish and livestock.

Major Exports: coffee, oilseeds, hides, and livestock.

Major Imports: machinery and equipment, industrial inputs, pharmaceuticals, chemicals.

Aid And Trade With Canada

Main Exports to Ethiopia (1998): Aircraft, Cereals, Machinery, Pharmaceutical Products

Main Imports from Ethiopia (1998): Spices, Coffee, Tea, Nuts, Fruit, Aircraft:

Main Destination of Exports: Germany 26%, Japan 11%, Italy 10%, United Kingdom 8%

Main Imports (1997): Vehicles, Food, Animals, Machinery & Aircraft

Main Source of Imports: Italy 13%, USA 12%, Germany 8%, Saudi Arabia

Contact information about Ethiopia

Ministry of Trade and Industry of Ethiopia

Or

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DJIBOUTI IN BRIEF

Geography:

Strategic location near world's shipping lanes and close to Arabian oilfields: terminus of rail traffic onto Ethiopia

Date of independence: 27 June 1977

Population: 440,700 (1998)

Capital: Djibouti (population 270,000)

Principal languages: French, Arabic, Somali, Afar



Political and Institutional Framework:

Djibouti is characterized by its political stability which makes it a country of peace. Another singularity with Djibouti is that a changeover of political power has successfully been conducted through pluralistic presidential elections which gave the republic of Djibouti a new president, Mr. Ismail Omar Guelleh.

After more than a decade of single party political system, the republic of Djibouti converted itself to political pluralism limited to four parties, adopting a new constitution through a 1992 referendum.

Head of State: His Excellency Mr. Ismail Omar Guelleh.

Prime Minister : Mr. Barkat Gourad Hamadou

Ministry of Foreign Affairs: Mr. Ali Abdi Farah

Minister of Trade: Mr. Elmi Obsieh Waiss

Economy:

Based on service activities connected with the country's strategic location and status as a free trade zone in northeast Africa.

GDP composition by sector:

- Services 82%
- Industry 16%
- Agriculture 2%
- Inflation rate: 3%
- **Currency:** Djibouti franc
- Exchange rate: USD\$= 1777,721Df
- Real GDP growth rate (1997): 5%
- GDP per capita (1997): US \$1,200

Natural resources: Salt, Perlite, Pumice Stone, Ignimbrites, Pouzzolanes, Diatomite, Clay, Gypsum, Spar, Sulphide, Silver, Copper, Lead, Zinc, Barium.

Major Export partners: Ethiopia, Saudi Arabia, Somalia, Yemen

Major Import partners: Ethiopia, France, Italy, Saudi Arabia, Italy, Thailand, United Arab Emirates

Main Exports: Livestock, Food

Main Destination of Export: (1997): Somalia, Ethiopia, Yemen, Saudi Arabia

Main imports: Foodstuffs, Machinery, and Electrical Appliances, Qat, Clothing

Trade with Canada:

Main Export to Djibouti (1998): Worn clothing, Dried peas, Rapeseed
Main Import from Djibouti (1998): Machinery parts, Dried fish, Fabrics

Provisions of the Investment Code:

- Tax exemption for 5 to 11 years,
- Equal treatment before the law regardless of nationality
- Total freedom as regards to the repatriation of profits
- Minimum required investment amounts: 5 to 50 according to sector
- Smooth approval procedure

Contact information about Djibouti
International Chamber of Commerce and Industry of Djibouti
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Upcoming Events "Africa Direct"

Afrique en direct - Coming Soon - Toronto -- May 10-12, 2000

The **AFRICA DIRECT** program will bring up to 200 Africans to Ottawa, Toronto, Calgary, and Montreal to meet with Canadian private and public sector leaders. African invitees will include political, business and civil society leaders from Ghana, Nigeria, Côte d'Ivoire, Senegal, South Africa, Mauritius, Mozambique, Tanzania, and Uganda – countries which have made significant efforts towards implementing democracy and market reform. A series of seminars and meetings will focus on overcoming constraints to trade and investment, and will explore opportunities for transfers of technology and know-how.

For further information Contact Ms, Aida Viveros Africa direct
Tel: (905)-568-8500 ext..288
Fax : (905)-568-8300

Montreal International African Market

Marché International Africain de Montréal coming Soon

Montreal -- May 23-26, 2000

The Montreal International African Market (MIAM 2000), which will be held at the Montreal Convention Centre, is expecting more than 200 African business people and political decision makers and 400 Canadian business representatives.

For more information on MIAM or to participate, contact the CCCA by telephone at (514) 990-3357 or by fax at (514) 868-6262, or visit the MIAM Web site.

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