

INVITATION

Danish Food and Agriculture Delegation to Ethiopia

Addis Ababa 8-10 May 2019

Registration no later than Tuesday 19 March 2019

DANISH BUSINESS DELEGATION

The Embassy of Denmark in Ethiopia, SMEdenmark and the Danish Agriculture & Food Council (L&F) invite you to participate in an export promotion to Ethiopia focusing on food and agriculture.

ETHIOPIA – YOUR BUSINESS AT A FRONTIER MARKET

The delegation is set up to maximise your business possibilities in Ethiopia in connection to the Agrofood Ethiopia International Trade Show.

WHO SHOULD JOIN

Companies could be engaged in:

- Agro-industry, feed, mills, storage
- Food processing technology
- Food tech, quality control, ingredients
- Aquaculture

YOUR BENEFITS

- Full business program (see below)
- Meet local key business partners and potential customers at a high level
- Meet local key political partners at a high level
- Gain market knowledge and expand your network

SITE VISITS

- The Agrofood Ethiopia International Trade Show
- Site visits to food processing industry companies



WHY ETHIOPIA

Ethiopia's economy experienced strong, broad based growth averaging 10.3% a year from 2006/2007 to 2016/17, compared to a regional average of 5.4%. Ethiopia's gross domestic product (GDP) is estimated to have rebounded to 10.9% in FY2017. Agriculture, construction and services accounted for most of the growth, with modest contribution from the manufacturing sector.

With about 102 million people (2016), Ethiopia is the second most populous nation in Africa after Nigeria, and the fastest growing economy in the region. Ethiopia aims to reach lower-middle-income status by 2025.

There are great opportunities within agriculture, where four major agro-industrial parks are under construction, with demand for high quality production and processing equipment, cold-chain facilities, packaging and storing facilities and an increased need for quality control etc.



UDENRIGSMINISTERIET
The Trade Council

SMEdenmark



**Danish Agriculture
& Food Council**

PROGRAMME 8-10 May 2019

Day 1: Monday 8 May

- Meeting with the Ethiopian Investment Commission/Prime Minister's Office
- Networking with Danish businesses in Ethiopia
- Meeting with the Ethiopian Agricultural Transformation Agency
- Meeting with Ministry of Trade and Industry on the status of the establishment of agro-industrial parks
- Visit to a food processing factory in Addis Ababa and to agro-industrial parks
- Networking with key selected Ethiopian stakeholders from government, private sector and civil Society

Day 2: Tuesday 9 May

- Visit to Agrofood Ethiopia International Trade Show
- Meeting with the World Bank Group discussing framework conditions for doing business in Ethiopia
- Business to business meetings in cooperation with Addis Ababa Chamber of Commerce and Sectoral Associations
- Business Dinner

Day 3: Wednesday 10 May

Site visits and B2B meetings according to interests, e.g.:

- Aqua culture
- Horticulture
- Dairy
- Feed
- Cold Storage

PRICE

The total price for participation in the business delegation to Ethiopia's 5.000 DKK excl. flight, hotel and VAT per company for 1 representative and 3 guests at the reception.

Please submit attached registration form by e-mail to:

Eva Friis Mortensen, emo@lf.dk or
Jeppe Søndergaard Pedersen, jspe@lf.dk

No later than Tuesday 19 March 2019

CONTACT FURTHER INFORMATION:



Danish Agriculture & Food Council
Jeppe Søndergaard Pedersen
Senior Advisor
E-mail: jspe@lf.dk
Tel: +45 3339 4244

SMEdenmark

Tine Bork
Chief Consultant
E-mail: bork@SMVdanmark.dk
Tel: +45 3263 0339



Danish Embassy, Addis Ababa
Peter Fjeldgaard Hansen
Advisor – Green Economy and Trade
E-mail: pehans@um.dk
Direct +251 (0) 911 512 699 /
+251 (0) 912 507 199



UDENRIGSMINISTERIET
The Trade Council

SMEdenmark



Danish Agriculture
& Food Council

Danish Food and Agriculture Delegation to Ethiopia

Addis Ababa 8-10 May 2019

BINDING REGISTRATION

- We hereby register for participation in the event as described in the invitation:
The total price for participation in the business delegation to Ethiopia is 5.000 DKK excl. flight, hotel and VAT per company for 1 representative and 3 guests at the reception.
- Extra company representative 1.000 DKK per person.

NOTE: On the registration form you can if relevant add the contact information of the local participating person/company. Invoice will always be issued in DKK to the Danish company address.

We reserve the right to offer you participation at a different price should any of the above criteria's change. Should this result in a higher price than quoted, you have the right to cancel your participation. Other expenses not mentioned above are at own expense including visa, flights, dine & drink and hotel.

Company _____

Address _____

Postal Code _____ City _____

Danish CVR number _____

Contact person _____

Participating person _____

Title _____

Mobile & e-mail _____

Date, signature
& company stamp _____

Please return this completed **registration form** to the Danish Agriculture & Food Council to
Eva Friis Mortensen, emo@lf.dk or Jeppe Søndergaard Pedersen, jspe@lf.dk

No later than Tuesday 19 March 2019

Registration is made in accordance with DAFC's terms of participation (attached)

Conditions for participation in export promotion events under the auspices of the Danish Agriculture & Food Council – DAFC, 25 November 2013

1. Basis of the agreement/contract

The contractual basis for participation in a collective export promotion event under the auspices of DAFC is comprised by:

- 1) a binding registration form filled in and signed by a duly authorised representative of the company, and
- 2) these present general conditions for participation.

2. Conditions for participation

The extent and conditions of participation as well as the services to be provided by DAFC are laid out in the presentation material sent, which includes a description of the practical implementation of the export promotion event. By signing the binding registration form, participating companies give their approval of the presentation material sent and of the prices, conditions and provisions described therein.

DAFC is under obligation to supply the services described in the presentation material. The participating companies are obligated to comply with the conditions for planning and implementing the export promotion event described in the material, including meeting the deadlines given for sending in material etc. to DAFC.

DAFC's handling of services is conditional on not being delayed or prevented by *force majeure*, including but not limited to war, lockout, strikes, civil commotion, natural disasters or other circumstances beyond the control of DAFC. If an export promotion event is cancelled on one or more of the above grounds, the companies registered are under an obligation to pay their share of costs already defrayed during preparation, insofar as these costs cannot be covered by co-financing via export promotion funds.

3. Financial conditions

By returning the binding registration form, the company commits itself to paying the cost indicated for participating in the export promotion event. DAFC' cost calculations (see material sent) are based on a minimum number of participants. Should this minimum number of participants not register, DAFC reserves the right to cancel the event or send out revised material containing new prices, which will form the basis for the possible implementation of the promotion with a reduced number of participants. DAFC reserves the right to adjust the prices given to follow changes in exchange rates, in the event of increases in rental for the premises, and in the event of higher prices due to common decisions about changing and expanding the event relative to the original material sent out.

4. Invoicing

Unless otherwise agreed, invoices will be issued as follows: 1) 100% on account with binding registration, 2) final invoice when the event is over and after all costs, such as any extra services agreed upon, are included. In the event that DAFC' terms of payment are not met, DAFC reserves the right to consider the agreement repudiated in accordance with section 6. If the invoices issued are not paid by the deadlines set, DAFC is entitled to add interest to the amounts due at the prevailing rate for overdraft facilities as of the expiration of the deadline for payment.

5. Co-financing

In the event that co-financing can be expected via general export promotion funds, the representation material sent will indicate that co-financing will be applied for by DAFC. Participating companies are obligated to provide the necessary documentation and other information relevant to co-financing of the export promotion event.

6. Cancelling the agreement

Registering for an export promotion event is binding once the registration form has been filled in and sent to DAFC. Thus DAFC has a claim on the price agreed regardless of whether the company subsequently cancels or reduces its participation. In cases of co-financed promotion, the company's registration is conditional on whether co-financing is granted.

7. Transport and insurance

Unless otherwise agreed with DAFC, participating companies are charged with buying their own necessary insurance for their own employees and own goods, exhibition and information materials, covering damage incurred in transit or while the event is being held.

8. Venue

In the event of any dispute or controversy between the parties regarding the interpretation or construction of the conditions for participation or an alleged breach of contract by either party to this Agreement, such dispute or controversy shall be settled by arbitration.