“Enhancing the Investment and Business Climate in Ethiopia”
Conference & Business Exhibition
Date: 2nd October 2014;
Location: Hilton Hotel; From: 08.00 to 18.30

AGENDA

08:00-08:30  Registration

08:30-08:50  Opening of the Conference and Introduction remarks
• Ms. Chantal Hebberecht, Ambassador of the EU Delegation in Ethiopia
• Mr. Chris De Muynck, President of EUBFE

08:50-09:00  Presentation of the Study on the potential for Improvement of Investment and business environment in Ethiopia
• Mr. Philip O’Dwyer, Project Team Leader, Support to the EU Business Forum in Ethiopia

09:00-11:15  Detailed presentation based on business climate survey results and case studies – topics will cover Taxation, Licensing, Customs and FOREX
• Project Team, Support to the EU Business Forum in Ethiopia

11:15-11:30  Coffee break (held in the Exhibition area)

11:30-13:00  Key note presentations on Best Practices in the fields of FDI promotion and licensing
  11:30–12:15  Regional context of FDI promotion
    • Speaker – COMESA representative
  12:15–13:00  Challenges on licensing procedures
    • Speaker – Mr. Jean Paul Gauthier, Principal of Locus Economica LLC

13:00-14:15  Lunch (buffet lunch in the Exhibition area)

14:15-15:00  Key note presentations on in the fields of customs and taxation
  14:15–15:00  Improved revenue administration to boost FDI
• Speaker – Mr. Kieran Holmes, Tax Policy Development Specialist

15:00-15:15  **Key note presentation on Ethiopia's strategy and policy on investment and business climate**
  • Speaker – Senior GoE official

15:15-16:15  **Moderated panel discussion**
  • Moderator (*to be confirmed*) – together with speakers and rapporteurs of the morning

16:15-16:30  **Closing** – final remarks
  • Chris De Muynk, President of EUBFE

16:30  **Exhibition** (Walk around with senior GoE official) – Reception & Photocall.

18:30  **END OF EVENT**
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CONCEPT NOTE

Background:
The ACP Business Climate Facility (BizClim) provides technical assistance aimed at improving regulations, legislation, the institutional set up and financial measures relating to the enabling environment in ACP Countries or regions through support to ACP Governments, regional organisations, and private sector organisations.

The European Union Business Forum in Ethiopia (EUBFE) is a beneficiary of this programme through a technical study which is examining ways of improving the investment and business environment in Ethiopia. The underlying instrument for this study is the survey of EU businesses in Ethiopia, carried out between January and March 2014. This survey examined the motivations for investment and the challenges facing the investors and the Government of Ethiopia (GoE) as it creates opportunities for foreign direct investment. The first conference held in April 2014 outlined the top ten challenges and the various motivations for investing.

Ethiopia is a founding member (1994) of COMESA (Common Market for Eastern and Southern Africa). In 2012, FDI inflows across COMESA member-states amounted to $14.9Bn. Trade within COMESA grew six-fold over the decade up to 2012.

In trade terms, the EU is the largest trading bloc with COMESA, accounting for 31% of COMESA exports and 22% of COMESA imports. There are 299 EU companies in Ethiopia generating permanent employment in excess of 200,000 and further temporary jobs in excess of 290,000. The EU investment community has injected capital of ETB12.39Bn into the Ethiopian economy.

Purpose of the event:
This event is the second in a series of three conferences on the subject of Business Climate in Ethiopia and it will take place in the Hilton Hotel, Addis Ababa, Ethiopia on the 2nd October 2014. It will be a one-day event consisting of technical sessions and keynote presentations from invited guest speakers.
This second conference will explore and discuss, at the request of the GoE, the results of a study that has been carried out on four of the top challenges facing EU investors in Ethiopia, namely: Taxation, Business Licensing, Customs and Foreign Exchange.

As well as discussing the main impediments for business, according to the EU companies surveyed, the conference will highlight the changes that the Government of Ethiopia (GoE) has made and plan to make in the future, in order to attract more foreign direct investment (FDI) to Ethiopia.

Who will attend?

It is a collaborative process involving the EU Business Forum in Ethiopia (EUBFE), its members, the EU Delegation to Ethiopia and the EU member-state diplomatic community, alongside the Government of Ethiopia (GoE).

Participants will include:

- Senior members of GoE.
- Staff from the EU Delegation.
- Staff from the EU Member State Legations
- EUBFE member companies.
- EU investors.

Who will speak?

The guest speakers bring an international and regional perspective to the event.

- **Mr. Jean Paul Gauthier** is principal of Locus Economica LLC a consulting firm specialising in geo-economic industrial policy advisory services to Government’s, Donors and Multilateral Development Institutions. He has 25 years of experience working in or with nearly 100 countries as an attorney and economist specializing in trade & investment, economic zones, competitiveness, infrastructure and spatial development initiatives, governance and administrative reform. He is highly knowledgeable regarding global best practices in regulatory frameworks for private sector development. Mr Gauthier will present on the subject of Business Licensing.

- **Mr. Kieran Holmes** has recently completed a four-year term as Commissioner General at the Office Burundais des Recettes in Burundi. He has spent the last 30 years specialising in tax systems, advising Governments and leading Donor projects in developing countries in the Pacific, Africa and the Middle East. His goal now is to take that wealth of knowledge and experience and utilise it for business and investment promotion and good governance policies in the developing world. Mr. Holmes will present on the subject of Taxation.
• **COMESA**: to be confirmed
• **GOE official**: to be confirmed

**Projected outcome of the conference:**

The main objectives for this event will focus on (i) delivering further research work on top issues faced by EU investors; (ii) organizing discussion panels around these issues within a regional perspective; (iii) allowing for feedback from the GoE to assist in the formulation of an action-plan and roadmap, and (iv) organizing an exhibition of some of the EU businesses operating in Ethiopia.

The conference should allow for the following outcome to be achieved: (i) the results produced under the Support to the EUBFE project are shared and consolidated through discussions with participants and representatives from the GOE; (ii) the results of this conference will be used together with the outputs produced via the Support to EUBFE project, to draft a Road Map and Action plan for FDI development in Ethiopia which will be shared and validated with the GOE and the Donor community in a third event to be held indicatively in December 2014.