

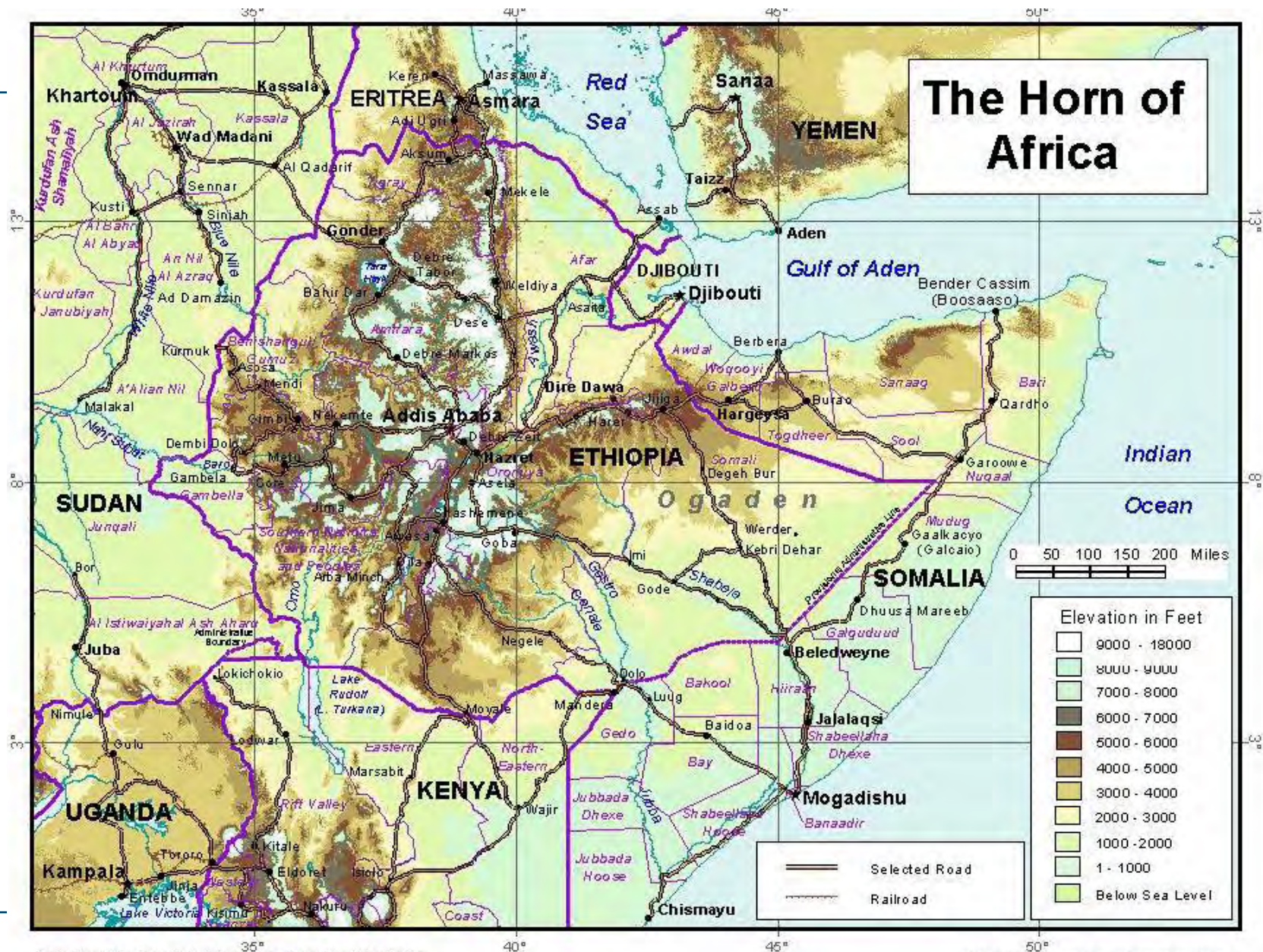
Livestock and meat sector in Ethiopia

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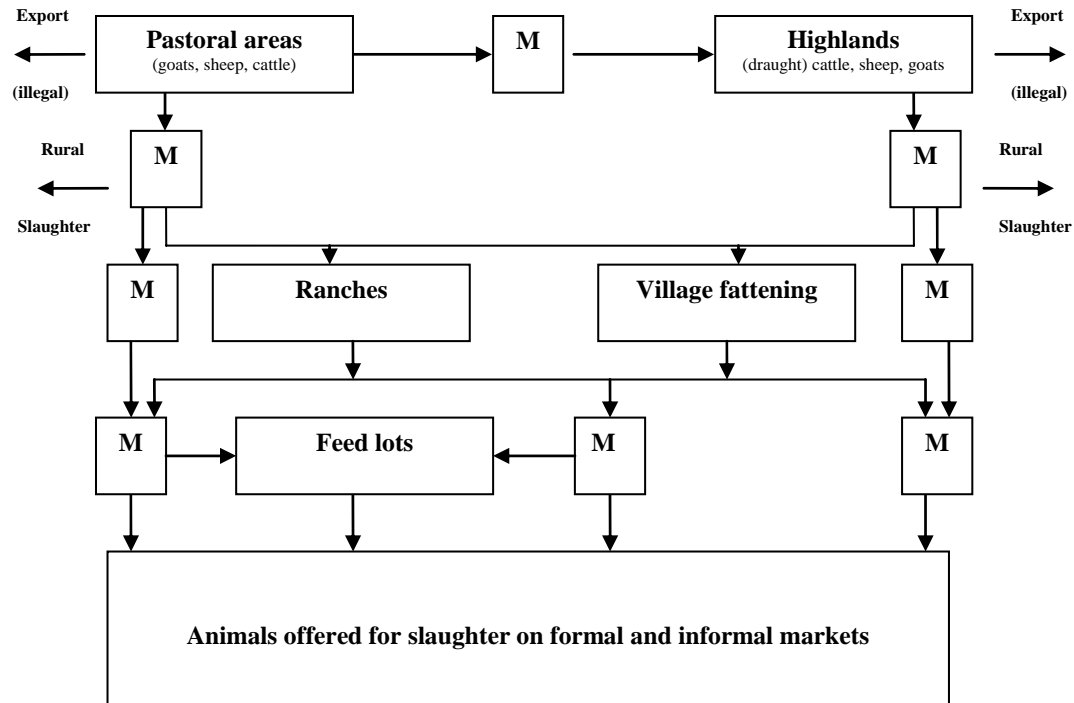
Livestock sector

- Livestock population:
41 m cattle 25 m sheep 23 m goats 43 poultry
- Main production systems:
 - Highland crop – livestock mixed system
 - Lowland (agro-)pastoral system
- Main characteristics:
 - small scale subsistence
 - low growth rate and low off-take rate
 - sales are 'cash need driven'

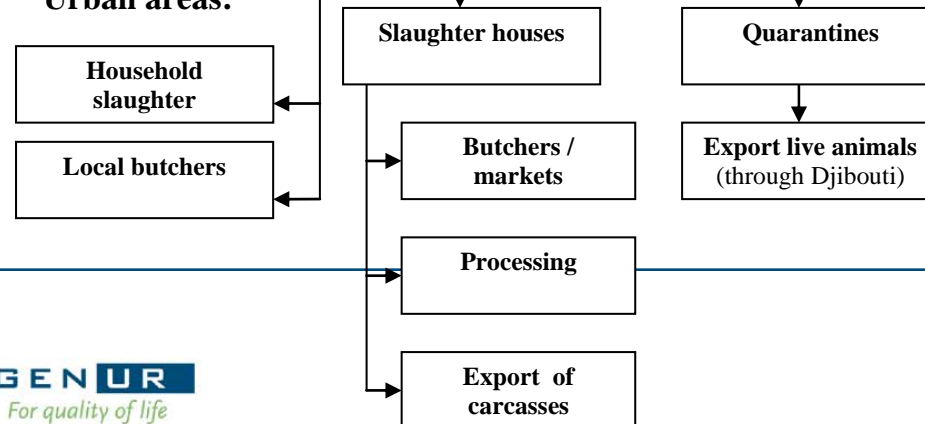


The meat chain

Rural Areas:



Urban areas:





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SWOT Meat Chain (1)

Internal environment	
<i>Strengths</i>	<i>Weaknesses</i>
<ul style="list-style-type: none">• Large livestock potential• Low prices of animals• Export slaughterhouses• DFZ/ Export zones / certification• Multilateral and bilateral support• Projects on small-scale fattening• Pastoralist associations• Export promotion policy• Foreign investment policy	<ul style="list-style-type: none">• Subsistence production• Supply driven sales• High transaction cost in marketing• Illegal border trade• Animal diseases• Quality of veterinary services• Lack of chain approach• Not 'quality' / consumer conscious• Lack of cooling / freezing facilities• Reliability of air transport• Strict financial export procedures• No information on export markets

Meat SWOT (2)

External environment	
<i>Opportunities</i>	<i>Threats</i>
<ul style="list-style-type: none">• High demand in the region (Middle-East and North Africa)• Lower sanitary requirements ?• Cooperation with NGO sector• EVD support (Netherlands)• FMO risk capital financing• Joint ventures	<ul style="list-style-type: none">• Import bans / sanitary regulations• Competition (Australia, NZ, Sudan)• Land locked country• Natural disasters (drought, famine, conflicts)

Hides and skins sector - SWOT

Internal environment	
<i>Strengths</i>	<i>Weaknesses</i>
<ul style="list-style-type: none">• Large livestock population• High value sheep and goat skins• High tanning capacity• Export promotion policy• Foreign investment policy	<ul style="list-style-type: none">• Subsistence production / irregular selling• Hides and skins are by-products• Export semi-processed products• Lack of design knowledge• Lack of trained staff
External environment	
<i>Opportunities</i>	<i>Threats</i>
<ul style="list-style-type: none">• High demand in Europe• Joint ventures• EVD support (Netherlands)• FMO risk capital financing	<ul style="list-style-type: none">• International competition:<ul style="list-style-type: none">– export of hides/skins (Italy, India, Pakistan)- import of finished products (China, Turkey)

New developments

- Animal health and TAD (DFZ, zonation etc.)
- Activities of AU-IBAR
- Improvements in veterinary services
- Pastoralists' and Producers' organizations
- Hides and skins sector (UNIDO – CBI)
- USAID project: SPS-Livestock and meat marketing

New value chains

- Export of good quality chilled or frozen meat
- Quality meat for the top segment of the local market
- Processed products for export and local market
- Export of finished leather and leather products

Conditions for successful cooperation

- Find a good partner for long-term cooperation
- Cover as many steps of supply chain as possible
 - supply of good quality fattened animals (e.g. through producers organizations)
 - slaughterhouse / processing
 - chilling / freezing
 - transport
- Make use of Dutch support programmes

Opportunities for Dutch Agribusiness

- Upgrading slaughterhouses, meat processing, cooling, storage transport
- Development of quality and foodsafety assurance systems, certification systems
- Upgrading of tanning/ finishing and leather processing
- Design and manufacture of leather products for export

Thank you and I wish you success in Ethiopia

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