

COMPANY PROFILE

MULTILINK CONSULTING



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1. MESSAGE FROM THE FOUNDER & DIRECTOR

When I established Multilink Consulting in 2007, my vision was simple yet ambitious: to create a trusted advisory firm that bridges ideas with execution and transforms opportunities into successful investments. Over the years, that vision has grown into a reality. Today, with more than 18 years of experience, 300 completed projects, and 200+ clients, Multilink stands as one of Ethiopia's most respected consulting firms.

Our journey has been guided by three core principles: professionalism, integrity, and impact. We are proud to have supported businesses across diverse sectors—from breweries, hotels, real estate, and manufacturing, to agriculture, healthcare, transport, and digital platforms. Each project we deliver is not just a report, but a roadmap designed to create long-term value and sustainable growth.

As Ethiopia opens new horizons for investment, our role is to ensure that both local and international investors are equipped with the right data, strategies, and financial models to succeed. With a team of skilled professionals and a track record of trusted delivery, we remain committed to driving forward Ethiopia's industrialization, digital transformation, and global competitiveness.

At Multilink, we believe in partnerships that last—working hand-in-hand with our clients, learning together, and celebrating shared success.

— Samson Tsedeke

Founder & Managing Director

Multilink Consulting

2. ABOUT US

Multilink Consulting PLC is a leading Ethiopian consulting firm with over 18 years of proven experience in investment, business advisory, and financial consulting. Established in 2007 and headquartered in Addis Ababa, we have successfully delivered 300+ projects across diverse sectors—including construction, manufacturing, agribusiness, hospitality, financial services, technology, and capital markets.

Our mission is to empower businesses, investors, and institutions with data-driven insights, practical solutions, and strategic guidance that turn opportunities into sustainable success. We take pride in our 98% project implementation success rate, a reflection of our commitment to excellence and results.

At Multilink, we combine deep local knowledge of Ethiopia's business and regulatory environment with global best practices, making us the trusted partner of choice for both local enterprises and international investors. Our services span feasibility studies, company incorporation, tax and financial advisory, capital market readiness, and specialized government advisory on compliance and AML frameworks.

Guided by our values of integrity, professionalism, and innovation, we work hand-in-hand with clients to navigate complexity, reduce risks, and achieve long-term growth.

With Multilink Consulting, you gain more than an advisor—you gain a partner dedicated to building businesses that thrive and investments that last.

3. CORE EXPERIENCES & STRATEGIC ADVANTAGE

3.1. OUR CORE EXPERIENCES

With over 18 years of consulting excellence, Multilink Consulting has successfully delivered 300+ projects across Ethiopia's most dynamic sectors. Our portfolio includes:

Feasibility Studies & Market Research – Guiding investments in manufacturing, agribusiness, real estate, hospitality, and healthcare.

Capital Market Advisory – Supporting IPOs, share offerings, and transaction advisory in Ethiopia's evolving financial sector.

Tax & Financial Advisory – Ensuring compliance, financial discipline, and growth strategies for businesses.

Company Incorporation & Licensing – Simplifying setup processes for local and foreign investors entering Ethiopia.

Government Advisory – Assisting institutions with AML frameworks, regulatory reforms, and compliance with FATF and global standards.

Our cross-sector experience gives us a holistic understanding of Ethiopia's economic landscape, making us a trusted partner for both private and public sector clients.

3.2. OUR STRATEGIC ADVANTAGE

What sets Multilink apart is not only our expertise but also the way we deliver it:

- **Proven Track Record** – Nearly two decades of results with a 98% project implementation success rate.
- **Local Insight, Global Standards** – Combining Ethiopia's business realities with international best practices.
- **End-to-End Solutions** – From market entry to financing, compliance, and expansion.
- **Strong Networks** – Established relationships with regulators, banks, investors, and government bodies.
- **Tailored Strategies** – Data-driven, actionable solutions designed for each client's unique context.
- **Future-Oriented Approach** – Focusing not only on today's challenges but also on sustainable, long-term growth.

4. COMPANY OVERVIEW

Multilink Consulting PLC is one of Ethiopia's leading multidisciplinary consulting firms, established in 2007 and headquartered in Addis Ababa. For over 18 years, we have been at the forefront of delivering investment, business, financial, and strategic advisory services to local enterprises, multinational corporations, and government institutions.

With a proven track record of 300+ successfully completed projects and a 98% implementation success rate, Multilink has become a trusted partner for businesses navigating Ethiopia's evolving economic and regulatory landscape. Our services cover a wide spectrum—from feasibility studies, market research, and company incorporation to tax & financial advisory, capital market readiness, and government regulatory support.

What sets us apart is our ability to combine deep local knowledge of Ethiopia's business environment with global best practices. This unique advantage allows us to design practical, data-driven, and sustainable solutions that meet international standards while addressing local realities.

At Multilink, our mission is simple: to help businesses and institutions make informed decisions, reduce risks, and achieve long-term growth. Guided by integrity, professionalism, and innovation, we remain committed to building businesses that thrive and investments that last.

4.1. OUR MISSION

Our mission is to empower businesses, investors, and institutions with data-driven insights, practical solutions, and strategic guidance—helping them make informed decisions, reduce risks, and achieve sustainable growth. At Multilink Consulting, we are committed to delivering services with integrity, professionalism, and innovation, ensuring that every project creates long-term value for our clients and Ethiopia’s economic development.

4.2. WHY CHOOSE US?

At Multilink Consulting, we understand that choosing the right advisor can make the difference between a project that succeeds and one that struggles. With nearly two decades of proven expertise, we offer clients a unique blend of local insight, global standards, and practical solutions. Here’s why organizations consistently choose us:

Proven Track Record

Over 18 years of experience with more than 300 successful projects and a 98% implementation success rate across multiple industries.

Deep Local Expertise

A trusted understanding of Ethiopia’s regulatory, financial, and cultural environment, ensuring strategies that are practical and locally implementable.

Integrated Services

From feasibility studies and company incorporation to tax advisory, financial consulting, and capital market readiness—we provide a one-stop solution.

Strong Networks

Long-standing relationships with government agencies, regulators, banks, and investors that help clients navigate complex requirements smoothly.

Tailored, Data-Driven Insights

We don't believe in one-size-fits-all. Every recommendation is grounded in rigorous research, sector-specific analysis, and actionable strategies.

Global Standards, Local Delivery

Our work meets international benchmarks while being carefully aligned with Ethiopia's realities—bridging local opportunities with global best practices

5. 5. OUR SERVICES

At Multilink Consulting, we provide comprehensive advisory and research services that help businesses, investors, and institutions make informed, successful decisions. With over 18 years of experience, 300+ completed projects, and more than 200 satisfied clients, we bring proven expertise across Ethiopia's most dynamic sectors.

1. Feasibility Studies & Business Plans

Market, technical, HR, financial, and legal feasibility studies.

Bankable business plans aligned with investor, bank, and regulatory requirements.

Financial modeling, projection analysis (NPV, IRR, Payback, Break-even).

2. Market Research & Surveys

In-depth market analysis, demand-supply assessments, and competitor benchmarking.

Consumer and industry surveys, price analysis, and marketing strategy design.

Sector-specific research in hospitality, FMCG, manufacturing, agriculture, and more.

3. Investment Advisory

Transaction and capital-raising advisory.

Foreign direct investment (FDI) structuring and compliance.

Project finance, joint ventures, and public-private partnerships (PPPs).

4. Financial & Compliance Advisory

Financial due diligence and valuations.

IPO advisory and support for Ethiopian Securities Exchange (ESX) listing.

Regulatory compliance with NBE, EIC, EFIS, MoTI, and other authorities.

5. Environmental & Social Studies

Environmental Impact Assessments (EIA).

Social impact studies and sustainability frameworks.

Environmental management and compliance manuals.

6. Strategic & Organizational Consulting

Corporate strategy development and five-year strategic plans.

HR manuals, salary scales, and organizational structure design.

Governance, risk, and compliance advisory.

7. Digital & Brand Solutions

Website design and digital platforms for businesses.

Market directories, e-commerce portals, and digital transformation advisory.

Branding, positioning, and communication strategies.

6. 6. OUR STAFFS

At Multilink Consulting, our people are our greatest strength. We bring together a multidisciplinary team of highly skilled professionals with deep expertise across research, finance, economics, law, management, and technology. Our consultants are not only academically qualified but also bring practical, on-the-ground experience in Ethiopia's business and investment environment.

6.1.CORE TEAM

Senior Consultants & Advisors – with backgrounds in banking, project finance, investment, and regulatory compliance, bringing more than 20 years of experience each.

- Financial Analysts – experts in financial modeling, project appraisal, investment structuring, and IPO preparation.
 - Market Researchers & Economists – specializing in demand-supply analysis, surveys, sector studies, and consumer insights.
 - Technical & Sector Experts – engineers, agronomists, industrial specialists, and hospitality experts who provide applied technical input for feasibility studies.
 - Legal & Compliance Experts – professionals with knowledge of Ethiopian investment laws, trade regulations, labor law, and AML/CFT frameworks.
 - Digital & Branding Specialists – supporting clients in online presence, e-commerce platforms, and modern business solutions.
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6.2.SUPPORT TEAM

Data Collectors & Field Researchers – trained teams conducting nationwide surveys, interviews, and focus group discussions.

Research Assistants – young professionals with strong analytical and technical skills in economics, finance, and business management.

Administrative & Project Support Staff – ensuring smooth project delivery, coordination, and client communication.

6.3. OUR APPROACH

Collaborative teamwork that integrates financial, technical, market, and legal expertise into every study.

Strong emphasis on capacity building and continuous training to stay ahead of Ethiopia's evolving business landscape.

A blend of experienced senior consultants and dynamic young professionals, ensuring both depth and innovation in our work

7. 7. CLIENTS & PROJECTS

Over the past 18 years, Multilink Consulting has partnered with more than 200 clients and successfully delivered over 300 projects across Ethiopia's most dynamic sectors. Our client base ranges from multinational corporations and local enterprises to development organizations, government institutions, and private investors.

7.1. OUR CLIENTS

We have worked with:

- International Corporations – including global brands in beverages, breweries, automotive, construction, and FMCG.
- Local Industry Leaders – Ethiopian conglomerates and family-owned businesses expanding in real estate, manufacturing, healthcare, and agro-processing.

- Financial Institutions – banks, investment firms, and capital market participants preparing for IPOs and transaction advisory.
 - Development Partners & NGOs – supporting strategic studies, impact assessments, and sectoral research.
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7.2. KEY SECTORS & PROJECTS

- Beverages & Breweries – Feasibility studies and environmental assessments for HEINEKEN, Habesha, Dashen, Raya, Rorank, and other major breweries and distilleries.
 - Hotels, Hospitality & Tourism – Studies for Sunshine Construction (Marriott Hotels), Edna Addis, Kurakur Hotel, Wassamar Hotel, Noble Conference & Tour, and eco-lodge projects.
 - Real Estate & Mixed-Use – Feasibility studies for Adama Development, Moti Engineering, Lidiya Construction, and multiple apartment, mixed-use, and commercial projects.
 - Manufacturing & Consumer Goods – Steel factories, aluminum profiles, plastics, FMCG, snacks, furniture, ceramics, cosmetics, and medical supplies industries.
 - Agriculture & Agro-Processing – Projects in sesame, poultry, dairy, cotton farming, commercial crops, and food processing.
 - Automotive & Transport – Vehicle assembly (BYD, motorcycles, Belay Ab Motors), Honda dealership, ride-hailing platforms, and cargo transport projects.
 - Healthcare – General hospitals, diagnostic centers, and pharmaceutical investments.
 - Retail, FMCG & Digital – Supermarkets, online platforms (Gebeya251, Ethiopia251, Jobs251), and digital marketplaces.
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7.3. OUR IMPACT

- Through these projects, we have:
- Enabled local and foreign investors to enter Ethiopia's high-growth sectors.
- Secured financing and regulatory approvals for multimillion-dollar investments.
- Supported industrialization and service growth, creating jobs and advancing Ethiopia's economic development.

✨ Our strength lies in our proven track record: we don't just prepare studies—we help our clients turn ideas into bankable, investment-ready projects.

List of Clients , Projects and Project-Specific Tasks

HEINEKEN BREWERIES – FEASIBILITY & ENVIRONMENTAL STUDIES

Client	Part	Major Tasks	Project-Specific Tasks
1. HEINEKEN BREWERIES S.C – HARAR BREWERY	Feasibility Study (Upgrade & Renovation)	Market analysis, technical audit, cost-benefit appraisal	Assess Harar regional beer demand; plan plant renovation (brewing, bottling, utilities); evaluate financial viability of modernization.
2. HEINEKEN BREWERIES S.C – Harar Brewery	Environmental Impact Assessment	Baseline survey, impact analysis, mitigation plan	Evaluate wastewater, energy, and emissions during renovation; recommend effluent treatment & resource efficiency upgrades.
3. HEINEKEN BREWERIES S.C – Bedele Brewery	Feasibility Study (Upgrade & Expansion)	Demand analysis, capacity planning, financial projections	Study rising demand in western Ethiopia; plan expansion with modern brewing tanks & packaging lines; project incremental revenue.
4. HEINEKEN BREWERIES S.C – Bedele Brewery	Environmental Impact Assessment	Assess expansion impacts, compliance plan	Evaluate environmental impacts of increased production (water, waste, effluent); propose mitigation measures.
5. HEINEKEN BREWERIES S.C – Klinto Brewery	Feasibility Study (Greenfield)	Demand & supply analysis, site selection, technical design, financing	Assess market opportunity for new brewery; select site; design modern plant (brewing, bottling, utilities); develop financing model.
6. HEINEKEN BREWERIES S.C – Klinto Brewery	Feasibility Study (Expansion Phase One)	Capacity expansion study, investment appraisal	Plan for first-stage capacity increase; upgrade equipment & storage; financial forecast of incremental sales.
7. HEINEKEN BREWERIES S.C – Klinto Brewery	Feasibility Study (Expansion Phase Two)	Production scaling, market validation, ROI analysis	Prepare for larger capacity; add brewing tanks & bottling lines; update projections based on demand growth.
8. HEINEKEN BREWERIES S.C – Klinto Brewery	Feasibility Study (Expansion Phase Three)	Long-term demand forecast, phased investment, profitability	Plan third-stage expansion; add logistics & packaging upgrades; assess long-term sustainability of investment.

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Client	Part	Major Tasks	Project-Specific Tasks
9. HEINEKEN BREWERIES S.C – Klinto Brewery	Environmental Impact Assessment (Greenfield)	Site baseline, impact assessment, mitigation	Study ecological impact of new brewery (land, water, air); recommend mitigation & waste treatment.
10. HEINEKEN BREWERIES S.C – Klinto Brewery	Environmental Impact Assessment (Expansion Phase One)	Environmental compliance, impact of expansion	Assess incremental impacts of Phase One expansion (utilities, emissions, effluents); propose corrective actions.

11. HEINEKEN & HABESHA BREWERIES – FEASIBILITY & ENVIRONMENTAL STUDIES

Client	Part	Major Tasks	Project-Specific Tasks
12. HEINEKEN BREWERIES S.C – Klinto Brewery	Environmental Impact Assessment (Expansion Phase Two)	Environmental baseline update, impact analysis, mitigation	Assess incremental environmental impacts of Phase Two expansion (higher effluent load, more energy use); recommend waste & emissions management.
13. HEINEKEN BREWERIES S.C – Klinto Brewery	Environmental Impact Assessment (Expansion Phase Three)	Compliance monitoring, environmental risk analysis	Evaluate cumulative impact of full capacity expansion; propose advanced treatment systems & sustainability practices.
14. HEINEKEN BREWERIES S.C – Klinto Brewery	Environmental Management Manual	Develop procedures, monitoring frameworks, compliance tools	Draft an Environmental Management Manual for ongoing operations of Klinto Brewery covering effluent, energy, emissions, audits, and corrective actions.
15. HABESHA BREWERIES S.C – DB Plant	Feasibility Study (Phase One Expansion)	Demand forecast, capacity planning, investment analysis	Assess demand in central/northern Ethiopia; plan first expansion of DB plant with new brewing tanks & packaging lines.
16. HABESHA BREWERIES S.C – DB Plant	Feasibility Study (Phase Two Expansion)	Long-term capacity expansion study, technical & financial analysis	Plan second phase expansion for increased output; upgrade utilities and logistics; update ROI and cash flow.
17. HABESHA BREWERIES S.C – DB Plant	Feasibility Study (Phase Three Expansion)	Market validation, phased investment strategy	Develop third phase expansion plan; optimize supply chain and product diversification (premium brands).
18. HABESHA BREWERIES S.C – DB Plant	Environmental Impact Assessment (Phase One Expansion)	Site baseline, impact study, mitigation plan	Assess environmental impacts of Phase One expansion (wastewater, CO ₂ emissions, packaging waste).

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Client	Part	Major Tasks	Project-Specific Tasks
19. HABESHA BREWERIES S.C – DB Plant	Environmental Impact Assessment (Phase Two Expansion)	Impact analysis, compliance review	Assess Phase Two incremental impacts (effluent, solid waste, energy); ensure EPA compliance.
20. HABESHA BREWERIES S.C – DB Plant	Environmental Impact Assessment (Phase Three Expansion)	Cumulative impact study, sustainability measures	Evaluate long-term cumulative impacts from three expansion phases; propose sustainable resource management.
21. HABESHA BREWERIES S.C	Share Prospectus Development	Financial modeling, risk analysis, disclosure preparation	Prepare a share prospectus for equity raising; include feasibility results, financial projections, governance, and risk disclosure for potential investors.

22. BREWERIES – FEASIBILITY & ENVIRONMENTAL STUDIES

Client	Part	Major Tasks	Project-Specific Tasks
23. HABESHA BREWERIES S.C	Impact Assessment Study (Devaluation)	Financial impact review, market risk analysis	Assess the effect of currency devaluation on raw material imports, pricing, operating costs, and profitability; develop risk mitigation strategies.
24. DASHEN BREWERIES S.C – Debrebirhan Brewery	Feasibility Study (Greenfield)	Demand study, technical design, financial appraisal	Assess demand in Amhara region; design new brewery at Debrebirhan; project sales & ROI for greenfield investment.
25. DASHEN BREWERIES S.C – Debrebirhan Brewery	Feasibility Study (Expansion)	Capacity planning, cost-benefit analysis	Plan expansion of Debrebirhan brewery; add new brewing/packaging lines; update financial projections.
26. DASHEN BREWERIES S.C – Gonder Brewery	Feasibility Study (Expansion)	Market validation, production scaling, ROI analysis	Assess demand growth in northern Ethiopia; expand Gonder brewery facilities; calculate incremental ROI.
27. DASHEN BREWERIES S.C – Debrebirhan Brewery	Environmental Impact Assessment (Expansion)	Baseline survey, impact analysis, mitigation measures	Assess environmental impacts of expansion (wastewater, CO ₂ , solid waste); recommend corrective actions.
28. DASHEN BREWERIES S.C – Gonder Brewery	Environmental Impact Assessment (Expansion)	Impact assessment, compliance review	Evaluate environmental effects of Gonder expansion (effluent, emissions); ensure EPA compliance.
29. RAYA BREWERY S.C – Beer Factory	Feasibility Study (Phase One)	Market analysis, site selection, financial appraisal	Assess beer demand in Tigray/northern Ethiopia; select Raya site; design Phase One brewery; estimate ROI.
30. RAYA BREWERY S.C – Beer Factory	Feasibility Study (Phase Two)	Expansion planning, demand validation, profitability study	Plan Phase Two expansion; increase capacity with new tanks; project incremental revenue.

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Client	Part	Major Tasks	Project-Specific Tasks
31. RAYA BREWERY S.C – Beer Factory	Feasibility Study (Phase Three)	Long-term expansion strategy, ROI & sustainability	Plan Phase Three expansion; evaluate market sustainability; update long-term profitability projections.
32. RAYA BREWERY S.C – Beer Factory	Environmental Impact Assessment (Phase One)	Baseline data, impact analysis, mitigation plan	Assess Phase One brewery impacts (water sourcing, wastewater, solid waste); recommend mitigation.
33. RAYA BREWERY S.C – Beer Factory	Environmental Impact Assessment (Phase Two)	Incremental environmental assessment, compliance	Evaluate additional impacts from Phase Two expansion (energy, water, emissions).
34. RAYA BREWERY S.C – Beer Factory	Environmental Impact Assessment (Phase Three)	Cumulative impact study, sustainability plan	Study full impact of three expansion phases; propose advanced mitigation for long-term operations.

35. SUNSHINE CONSTRUCTION PLC – MARRIOTT EXECUTIVE APARTMENT

Client	Part	Major Tasks (Short)	Project-Specific Tasks
SUNSHINE CONSTRUCTION PLC – Marriott Executive Apartment	Market	Demand, competition, marketing	supply, Assess demand for executive apartments in Addis Ababa; analyze pricing, competition from other serviced apartments; set pricing for long-stay business travelers.
	Technical	Site, design, standards	utilities, Ensure site suitability; adopt Marriott design standards; secure power, water, internet.
	HR	Manpower, training	structure, Recruit hospitality staff; train in Marriott service standards.
	Financial	Cost, revenue, profitability	financing, Estimate construction cost; project occupancy revenues; evaluate ROI and IRR.
	Legal/Regulatory	Licenses, compliance	permits, Obtain hotel licenses; comply with Marriott franchise requirements; tax and land lease compliance.

36. SUNSHINE CONSTRUCTION PLC – FIVE STAR HOTEL

Client	Part	Major Tasks (Short)	Project-Specific Tasks
SUNSHINE CONSTRUCTION PLC – Five Star Hotel	Market	Demand & competition, marketing	supply, Assess five-star hotel demand in Addis; review competition (Sheraton, Hyatt, Skylight); target international travelers and conferences.

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Client	Part	Major Tasks (Short)	Project-Specific Tasks
	Technical	Site, design, utilities, standards	Luxury hotel design; ensure compliance with global hospitality standards; plan utilities and security systems.
	HR	Workforce policies, training	Recruit experienced hotel staff; focus on customer service and global hospitality training.
	Financial	Investment, profitability	Estimate high capital cost; project room revenues, F&B income; calculate IRR and payback.
	Legal/Regulatory	Licenses, permits	Secure hotel license, tourism ministry approval, and environmental permits.

37. SUNSHINE CONSTRUCTION PLC – MARRIOTT COURTYARD HOTEL

Client	Part	Major Tasks (Short)	Project-Specific Tasks
SUNSHINE CONSTRUCTION PLC – Marriott Courtyard Hotel	Market	Demand, competition, pricing	Focus on business travelers needing mid-range international standard hotels; benchmark vs. Radisson Blu, Golden Tulip.
	Technical	Site, design, construction	Adopt Marriott Courtyard specs; ensure efficient construction plan.
	HR	Staffing, training	Hire staff for mid-range hospitality; Marriott training programs.
	Financial	Cost, financing, revenue	Balance moderate investment with strong occupancy projections; calculate profitability.
	Legal/Regulatory	Licenses, permits	Fulfill hotel licensing and Marriott franchise legal requirements.

38. BELAY AB MOTORS – VEHICLE ASSEMBLY PLANT

Client	Part	Major Tasks (Short)	Project-Specific Tasks
BELAY AB MOTORS – Vehicle Assembly Plant	Market	Demand, competition, market entry	Analyze Ethiopia's auto market; demand for commercial vs. passenger cars; competition from Mesfin, Marathon, Bishoftu Automotive.
	Technical	Site, technology, production	Select site for plant; choose SKD/CKD assembly line; plan utilities.
	HR	Engineers, technicians, training	Hire assembly technicians; provide OEM-certified training.
	Financial	Investment, financing, projections	Estimate plant setup cost; project sales volumes; evaluate IRR and payback.

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Client	Part	Major Tasks (Short)	Project-Specific Tasks
	Legal/Regulatory	Licenses, compliance	Secure manufacturing license; comply with EV and CKD/SKD import regulations.

39. BELAY AB CABLES – CABLE MANUFACTURING PROJECT

Client	Part	Major Tasks (Short)	Project-Specific Tasks
BELAY AB CABLES – Cable Manufacturing Project	Market	Demand, supply, competition	Assess Ethiopia's cable demand (construction, power projects); analyze imports; evaluate competitors like Elsewedy, local plants.
	Technical	Site, technology, machinery	Choose production technology for LV/HV cables; secure reliable power source.
	HR	Skilled labor, engineers	Recruit electrical engineers, technicians; train staff in cable production.
	Financial	Cost, revenue, profitability	Estimate machinery and raw material cost; project sales; calculate ROI.
	Legal/Regulatory	Licenses, standards	Obtain manufacturing permit; comply with EEPCO standards and ISO certification.

40. ASCHALEW BELAY – GOLDEN TULIP HOTEL

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ASCHALEW BELAY – Golden Tulip Hotel	Market	Demand, competition, positioning	Study hotel demand; compare with international mid-upscale brands in Addis.
	Technical	Site, design, utilities	Implement Golden Tulip design and brand standards; ensure quality facilities.
	HR	Staffing, training	Hire hospitality professionals; provide Golden Tulip service training.
	Financial	Investment, revenues	Calculate hotel construction cost; project occupancy and revenue streams.
	Legal/Regulatory	Licenses, permits	Obtain hotel license; comply with franchise and tourism laws.

41. C AND E BROTHERS STEEL FACTORY – PHASE ONE

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Client	Part	Major Tasks (Short)	Project-Specific Tasks
C AND E BROTHERS STEEL FACTORY – Phase One	Market	Demand, imports, competition	Study Ethiopia’s steel demand for construction & manufacturing; analyze imports and local competitors.
	Technical	Site, machinery, process	Choose site; design plant; select rolling mill/furnace technology.
	HR	Skilled labor, engineers	Recruit metallurgists, engineers, operators.
	Financial	Cost, revenue	Estimate plant investment; project steel product sales; analyze IRR.
	Legal/Regulatory	Licenses, compliance	Secure industry license; meet quality & environmental standards.

42. C AND E BROTHERS STEEL FACTORY – PHASE TWO EXPANSION

Client	Part	Major Tasks (Short)	Project-Specific Tasks
C AND E BROTHERS STEEL FACTORY – Phase Two	Market	Demand, competition	Assess additional demand; evaluate ability to compete in local/regional markets.
	Technical	Expansion planning	Add capacity (rolling mills, furnaces); upgrade utilities.
	HR	Workforce expansion	Hire additional skilled staff; upgrade training.
	Financial	Cost, revenue, profitability	Estimate expansion cost; update sales projections; test ROI.
	Legal/Regulatory	Permits, compliance	Update environmental permits; comply with expansion regulations.

43. C AND E BROTHERS STEEL FACTORY – PHASE THREE EXPANSION

Client	Part	Major Tasks (Short)	Project-Specific Tasks
C AND E BROTHERS STEEL FACTORY – Phase Three Expansion	Market	Demand, competition	Assess incremental steel demand in Ethiopia; evaluate imports & regional markets (Kenya, Sudan, Djibouti).
	Technical	Expansion plan, technology	Plan additional rolling mill/furnace capacity; upgrade utilities & logistics.
	HR	Workforce growth	Recruit more engineers, technicians; expand safety & training programs.
	Financial	Cost, revenue	Estimate expansion cost; project higher production revenue; recalc IRR & payback.
	Legal/Regulatory	Compliance	Secure updated permits & environmental approvals for expansion.

44. ADAMA DEVELOPMENT PLC – MIXED USE BUILDING & FURNISHED APARTMENT

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Client	Part	Major Tasks (Short)	Project-Specific Tasks
ADAMA DEVELOPMENT PLC – Mixed Use Building & Furnished Apartment	Market	Demand, supply, competition	Analyze demand for apartments, retail, and office spaces in Adama; benchmark prices.
	Technical	Site, design, utilities	Plan multi-use design; integrate modern facilities; ensure utilities (power, water, parking).
	HR	Staffing, training	Recruit property management, maintenance, sales staff.
	Financial	Cost, revenue	Estimate construction & furnishing costs; project sales & rental income.
	Legal/Regulatory	Permits, licenses	Secure real estate and construction permits; comply with condominium laws.

45. ADAMA DEVELOPMENT PLC – STAR RATED HOTEL (FENTALLE HOTEL & RESORT)

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ADAMA DEVELOPMENT PLC – Fentalle Hotel & Resort	Market	Demand, competition	Study tourism/hospitality demand in Adama/Fentalle; compare to other resorts.
	Technical	Site, design, facilities	Plan star-rated resort design; include spa, pool, conference halls.
	HR	Workforce planning	Recruit hotel staff; provide hospitality training.
	Financial	Cost, revenue	Estimate construction cost; project occupancy, F&B, and events revenue.
	Legal/Regulatory	Licenses, permits	Obtain tourism board approvals, hotel licenses, and environmental clearance.

46. ADAMA DEVELOPMENT PLC – COTTON SPINNING FACTORY EXPANSION

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ADAMA DEVELOPMENT PLC – Cotton Spinning Factory Expansion	Market	Demand, supply	Assess demand for yarn & textiles locally and for export.
	Technical	Expansion machinery	design, Add spinning capacity; procure new machines; ensure raw cotton supply.
	HR	Skilled workers	Recruit textile engineers, machine operators.

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Client	Part	Major Tasks (Short)	Project-Specific Tasks
	Financial	Cost, revenue	Estimate expansion cost; project increased production & export revenues.
	Legal/Regulatory	Permits	Secure expansion permits; comply with export regulations.

47. ALARNA AGRO PROCESSING – HR MANUAL, POLICY & PROCEDURE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ALARNA AGRO PROCESSING – HR Manual	Market	Internal needs	Review HR gaps & benchmarks in agro-processing sector.
	Technical	Documentation	Draft policies (recruitment, leave, benefits, training).
	HR	Core focus	Design structure & procedures for staff management.
	Financial	Cost	Estimate HR system implementation cost.
	Legal/Regulatory	Compliance	Align with Ethiopian Labour Proclamation No. 1156/2019.

48. ALARNA AGRO PROCESSING – FINANCE SYSTEM, POLICY & PROCEDURE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ALARNA AGRO PROCESSING – Finance System	Market	Internal needs	Assess current finance practices vs. industry standards.
	Technical	System design	Develop financial reporting & accounting procedures.
	HR	Staffing	Train finance team in new policies.
	Financial	Budgeting	Plan financial controls, cost management systems.
	Legal/Regulatory	Compliance	Ensure alignment with IFRS and Ethiopian tax laws.

49. ALARNA AGRO PROCESSING – SESAME PROCESSING & VALUE ADDING FACTORY

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ALARNA AGRO PROCESSING – Sesame Processing	Market	Demand, exports	Assess demand for sesame oil, tahini, sesame-based snacks in local/export markets.
	Technical	Site, machinery	Plan processing facility; select oil extraction & packaging tech.
	HR	Staffing	Hire food engineers, machine operators, quality controllers.

MULTILINK CONSULTING COMPANY PROFILE

Client	Part	Major (Short)	Tasks	Project-Specific Tasks
	Financial	Cost, revenue		Estimate plant cost; forecast sales revenue (local + export).
	Legal/Regulatory	Standards		Obtain food processing license; comply with export standards (EU, Middle East).

50. HORRRA TRADING – ACCOUNTING MANUAL DEVELOPMENT

Client	Part	Major Tasks (Short)	Project-Specific Tasks
HORRRA TRADING – Accounting Manual	Market	Internal audit need	Benchmark accounting best practices for trading companies.
	Technical	Manual design	Develop accounting policies (cash mgmt, receivables, payables).
	HR	Training	Train accountants & finance staff in manual use.
	Financial	Controls	Strengthen budgeting & internal controls.
	Legal/Regulatory	Compliance	Ensure compliance with IFRS and Ethiopian tax laws.

51. AYER GROUP – FIVE STAR HOTEL

Client	Part	Major Tasks (Short)	Project-Specific Tasks
AYER GROUP – Five Star Hotel	Market	Demand, competition	Study Addis Ababa's 5-star hotel demand; analyze competition (Skylight, Hyatt, Sheraton).
	Technical	Site, design, standards	Build luxury hotel; include conference halls, spa, fine dining.
	HR	Workforce	Recruit hospitality professionals; provide luxury service training.
	Financial	Cost, revenue	Estimate investment; project room, F&B, and event revenues.
	Legal/Regulatory	Licensing	Secure hotel license, tourism approvals.

52. FTHM MADAGASCAR – CIGARETTE MARKET RESEARCH IN ETHIOPIA

Client	Part	Major Tasks (Short)	Project-Specific Tasks
FTHM MADAGASCAR – Cigarette Market Research	Market	Demand, supply, competition	Study cigarette consumption trends in Ethiopia; assess market share of Nyala, Rothmans, Marlboro, and illicit trade.

MULTILINK CONSULTING COMPANY PROFILE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
	Technical	Distribution channels	Analyze distribution networks (shops, kiosks, duty-free).
	HR	N/A (research only)	Limited to survey enumerators & analysts.
	Financial	Pricing	Study price sensitivity, taxation impact.
	Legal/Regulatory	Tobacco laws	Review Ethiopian tobacco regulations, excise tax, advertising restrictions.

53. SUNSHINE CONSTRUCTION PLC – FURNISHED APARTMENT

Client	Part	Major Tasks (Short)	Project-Specific Tasks
SUNSHINE CONSTRUCTION PLC – Furnished Apartment	Market	Demand, competition, pricing	Assess demand for furnished apartments in Addis Ababa; benchmark against serviced apartments and Airbnb.
	Technical	Site, design, utilities	Plan modern apartment design; include full furnishing; ensure reliable utilities.
	HR	Staffing, training	Recruit property managers, maintenance staff, cleaning services.
	Financial	Cost, revenue	Estimate construction & furnishing cost; project rental revenues.
	Legal/Regulatory	Permits, compliance	Obtain real estate permits; comply with rental/condo laws.

54. KONJIT MAREGNE MOHAMMED – MACHINERY RENTAL BUSINESS

Client	Part	Major Tasks (Short)	Project-Specific Tasks
KONJIT MAREGNE MOHAMMED – Machinery Rental	Market	Demand, competition	Assess demand for construction and industrial machinery rentals; review competitors.
	Technical	Assets, logistics	Acquire excavators, loaders, generators; plan maintenance and transport.
	HR	Staffing	Hire operators, mechanics, admin staff.
	Financial	Cost, revenue	Estimate equipment purchase cost; project rental income.
	Legal/Regulatory	Licensing	Secure trade license; comply with tax and leasing regulations.

55. SALASAR COMPOUNDS PLC – BATH FITTINGS, HDPE GRANULES & PRINTING INK (ABAY BATH FITTINGS)

MULTILINK CONSULTING COMPANY PROFILE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
SALASAR COMPOUNDS PLC – Abay Bath Fittings	Market	Demand, imports, competition	Study demand for bath fittings, HDPE granules, and inks; review import substitution potential.
	Technical	Plant, machinery	Design integrated factory; select molding and extrusion tech.
	HR	Engineers, operators	Recruit chemical engineers, technicians.
	Financial	Cost, revenue	Estimate investment; forecast product sales revenue.
	Legal/Regulatory	Standards	Comply with Ethiopian industrial & quality standards.

56. ATEBE INTERNATIONAL PLC – ALUMINUM FOIL FACTORY

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ATEBE INTERNATIONAL PLC – Aluminum Foil Factory	Market	Demand, imports	Assess demand for foil (food, pharma, packaging); review imports.
	Technical	Plant, machinery	Select rolling & lamination machines; ensure steady power.
	HR	Skilled labor	Hire machine operators, engineers.
	Financial	Cost, revenue	Estimate factory setup; forecast sales to food & pharma industries.
	Legal/Regulatory	Permits	Secure permits; meet food safety packaging standards.

57. ATEBE INTERNATIONAL PLC – PENCIL FACTORY

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ATEBE INTERNATIONAL PLC – Pencil Factory	Market	Demand, imports	Evaluate pencil demand in schools & offices; study import substitution.
	Technical	Site, machinery	Procure pencil-making machines; source wood/graphite.
	HR	Staffing	Recruit operators & packaging staff.
	Financial	Cost, revenue	Estimate cost of machinery; project sales to schools and retailers.
	Legal/Regulatory	Compliance	Obtain manufacturing license; comply with product safety.

58. ATEBE INTERNATIONAL PLC – TOMATO SAUCE & KETCHUP FACTORY

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ATEBE INTERNATIONAL PLC – Tomato Sauce & Ketchup	Market	Demand, competition	Study Ethiopian consumption; analyze imports vs. local production.

MULTILINK CONSULTING COMPANY PROFILE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
	Technical	Plant, machinery	Design sauce processing facility; procure pasteurization & bottling machines.
	HR	Workforce	Hire food engineers, QC, operators.
	Financial	Cost, revenue	Estimate raw material (tomato) supply; project sales.
	Legal/Regulatory	Compliance	Obtain food license; ensure food safety compliance.

59. M.A. KHARAFI GROUP & ACCOR – FOUR STAR HOTEL (ACCOR & IRBIS)

Client	Part	Major Tasks (Short)	Project-Specific Tasks
M.A. KHARAFI GROUP & ACCOR – Four Star Hotel	Market	Demand, competition	Assess Addis Ababa's 4-star demand; compare with Hilton Garden Inn, Ramada.
	Technical	Site, facilities	Design to Accor brand standards; include restaurant, gym, conference halls.
	HR	Staffing	Recruit hotel professionals; provide Accor brand training.
	Financial	Cost, revenue	Estimate investment; project room, F&B, events income.
	Legal/Regulatory	Licensing	Obtain hotel license; meet Accor franchise agreements.

60. ADA FLOUR AND PASTA – FLOUR & PASTA FACTORY

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ADA FLOUR & PASTA – Factory	Market	Demand, competition	Assess demand for flour & pasta; compare with Ethiopia's imports and local mills.
	Technical	Plant, machinery	Procure milling & pasta lines; ensure wheat supply.
	HR	Workforce	Hire millers, operators, packers.
	Financial	Cost, revenue	Estimate investment; project flour/pasta sales.
	Legal/Regulatory	Standards	Comply with food safety & trade regulations.

61. ADAMA DEVELOPMENT PLC – LARGE SCALE COTTON FARMING

MULTILINK CONSULTING COMPANY PROFILE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ADAMA DEVELOPMENT PLC – Cotton Farming	Market	Demand, supply	Assess demand from textile factories; evaluate export potential.
	Technical	Land, irrigation	Develop large-scale farm; use irrigation systems, mechanized farming.
	HR	Farm workers	Recruit skilled farm labor & supervisors.
	Financial	Cost, revenue	Estimate land dev. cost; project cotton yields & sales.
	Legal/Regulatory	Permits	Secure land lease; comply with agri & export laws.

62. KEYSTONE CONSTRUCTION PLC – FARM PROJECT

Client	Part	Major Tasks (Short)	Project-Specific Tasks
KEYSTONE CONSTRUCTION PLC – Farm Project	Market	Demand	Assess crop/livestock demand in Ethiopia.
	Technical	Site, machinery	Plan irrigation, farming equipment.
	HR	Staffing	Recruit farm workers, agronomists.
	Financial	Cost, revenue	Estimate farm setup & operational costs; forecast yields.
	Legal/Regulatory	Land lease	Secure agricultural permits & land lease agreements.

63. ADDIS INTERNATIONAL – FOUR STAR INTERNATIONAL HOTEL

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ADDIS INTERNATIONAL – Four Star Hotel	Market	Demand, competition	Assess 4-star demand in Addis Ababa; benchmark against Ramada, Golden Tulip.
	Technical	Design, facilities	Build modern 4-star hotel; include restaurant, gym, meeting rooms.
	HR	Staffing	Recruit hospitality professionals; provide international service training.
	Financial	Cost, revenue	Estimate investment; project occupancy & F&B income.
	Legal/Regulatory	Permits	Obtain hotel & tourism licenses; ensure compliance.

64. ADDIS SPAREPARTS IMPORTS S.C – BUSINESS EXPANSION

MULTILINK CONSULTING COMPANY PROFILE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ADDIS SPAREPARTS IMPORTS S.C – Expansion	Market	Demand, supply, competition	Assess Ethiopia's auto spare parts demand; analyze imports (Toyota, Isuzu, Hyundai parts); evaluate competitors in Addis Ababa and regional markets.
	Financial	Cost, financing, revenue	Estimate working capital for expansion; evaluate import costs, sales margin, forex risks; project revenue and profitability.

65. AL-HABESHA SUGAR FACTORY – SUGAR MILLING & PLANTATION

Client	Part	Major Tasks (Short)	Project-Specific Tasks
AL-HABESHA SUGAR FACTORY – Milling & Plantation	Market	Demand, imports, pricing	Study Ethiopia's sugar deficit and import reliance; forecast demand growth; benchmark sugar prices.
	Financial	Investment, financing, revenue	Estimate plantation development & mill construction cost; define equity/debt mix; project sugar sales and by-product revenues (molasses, ethanol, bagasse).

66. MAPPLE DISTILLERIES PLC – RECTIFIED SPIRIT, ENA & LIQUORS

Client	Part	Major Tasks (Short)	Project-Specific Tasks
MAPPLE DISTILLERIES PLC – Spirit & Liquors	Market	Demand, competition	Assess demand for ENA (Extra Neutral Alcohol), spirits, and liquors in Ethiopia; review competitors (Dashen, Meta Abo, Heineken spirits).
	Financial	Investment, revenue, profitability	Estimate plant cost; evaluate raw material inputs (molasses, grains); project liquor/ENA sales; calculate NPV & IRR.

67. MAPPLE DISTILLERIES PLC – ENVIRONMENTAL IMPACT ASSESSMENT (EIA)

Client	Part	Major Tasks (Short)	Project-Specific Tasks
MAPPLE DISTILLERIES PLC – EIA for Spirit Production	Market	Market review (supporting EIA)	Analyze production scale vs. national alcohol demand; highlight socio-economic justification.
	Financial	Cost, mitigation, budget	Include financial cost of mitigation measures (wastewater treatment, emissions control); estimate economic benefit of sustainable production.

68. ALEMAYEHU WAGGA – IMPRESS HOTEL (NEW ESTABLISHMENT)

MULTILINK CONSULTING COMPANY PROFILE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ALEMAYEHU WAGGA – Impress Hotel	Market	Demand, competition, positioning	Study demand for 3–4 star hotels in Addis Ababa; analyze competition (mid-market brands); identify target customer segments (business travelers, conferences).
	Financial	Investment, revenues	Estimate hotel construction cost; project occupancy and F&B income; calculate profitability (IRR, payback).

69. ALKAN MEDICAL COLLEGE – EXPANSION OF BAHIR DAR MEDICAL COLLEGE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ALKAN MEDICAL COLLEGE – Expansion	Market	Demand, competition	Assess demand for higher medical education in Bahir Dar and Amhara region; benchmark against other colleges/universities; analyze student enrollment trends.
	Financial	Investment, tuition revenue	Estimate expansion cost (facilities, labs, equipment); project tuition fee revenues and cash flow; evaluate sustainability.

70. AL SULAITEEN GROUP OF COMPANIES (ETHIOPIA) PLC – MINERAL WATER BOTTLING FACTORY

Client	Part	Major Tasks (Short)	Project-Specific Tasks
AL SULAITEEN GROUP – Mineral Water Bottling	Market	Demand, competition, pricing	Assess demand for bottled water in Ethiopia (urban households, hotels, offices); benchmark against competitors (Highland, Abyssinia, Aquasafe, Yes).
	Financial	Investment, operating costs, revenues	Estimate cost of land, bottling machinery, PET preforms; project sales revenue based on market share; analyze ROI and payback.

71. MOHAMMED ALUMINUM PLC – ALUMINUM PROFILE FACTORY

Client	Part	Major Tasks (Short)	Project-Specific Tasks
MOHAMMED ALUMINUM PLC – Aluminum Profile	Market	Demand, competition, imports	Study demand from construction and real estate; analyze imports of aluminum profiles; review competitors (Intercontinental, Ethiopian Aluminum Works).
	Financial	Investment, revenue, profitability	Estimate plant investment (extrusion lines, anodizing); forecast revenues from supplying local construction projects; calculate IRR, break-even.

72. AM METAL TUBE FACTORY – METAL TUBE MANUFACTURING

MULTILINK CONSULTING COMPANY PROFILE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
AM METAL TUBE FACTORY – Metal Tubes	Market	Demand, imports, competition	Assess demand from construction, water, and gas pipeline projects; analyze imported metal tubes; benchmark local suppliers.
	Financial	Cost, revenue, profitability	Estimate cost of tube rolling machinery & raw materials (steel coils); project revenues from construction & infrastructure markets.

73. ANBESSA CEMENT FACTORY – MINI CEMENT FACTORY

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ANBESSA CEMENT FACTORY – Mini Plant	Market	Demand, supply, competition	Evaluate cement demand in Ethiopia; assess supply gap vs. large producers (Dangote, Derba, Messebo); identify underserved regional markets.
	Financial	Investment, operating costs, profitability	Estimate plant setup cost (kiln, grinders, raw materials); project sales based on regional demand; calculate break-even tonnage, IRR, payback.

74. ANIL JINDAL ROLLING MILL FACTORY – PRE-FEASIBILITY ON STEEL ROLLING MILL

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ANIL JINDAL – Steel Rolling Mill	Market	Demand, imports, competition	Assess demand for steel bars/sections; review imports vs. local steel demand; identify regional infrastructure-driven demand.
	Financial	Investment, profitability	Estimate preliminary capital cost; outline revenue potential from supplying construction sector; provide indicative IRR.

75. CITRUS INTERNATIONAL PLC – IV FLUIDS FACTORY

Client	Part	Major Tasks (Short)	Project-Specific Tasks
CITRUS INTERNATIONAL – IV Fluids	Market	Demand, imports, competition	Assess Ethiopia's medical-grade IV fluid demand (hospitals, clinics); analyze import dependency; review competitors like Humanwell, EPHARM.
	Financial	Investment, operating costs, profitability	Estimate machinery & clean-room facility cost; forecast hospital procurement contracts; calculate ROI and break-even period.

76. CITRUS INTERNATIONAL PLC – TABLETS & CAPSULES FACTORY

MULTILINK CONSULTING COMPANY PROFILE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
CITRUS INTERNATIONAL – Tablets & Capsules	Market	Demand, imports, competition	Evaluate pharmaceutical market demand; analyze import substitution potential; review existing local producers.
	Financial	Investment, profitability	Estimate facility & GMP compliance cost; project sales revenue from local health facilities & pharmacies; assess financial viability.

77. GEBRU AND FAMILY PLC – ARTIFICIAL LEATHER PRODUCTION PLANT

Client	Part	Major Tasks (Short)	Project-Specific Tasks
GEBRU AND FAMILY PLC – Artificial Leather Plant	Market	Demand, imports, competition	Assess demand from shoe, bag, and upholstery industries; analyze imports of synthetic leather; benchmark against textile sector growth.
	Financial	Investment, revenue	Estimate plant investment (coating machines, raw chemicals); project revenue from supplying domestic leather & textile manufacturers.

78. VITA HYDRO-AGRO PROCESSING – MINERAL WATER BOTTLING FACTORY

Client	Part	Major (Short) Tasks	Project-Specific Tasks
VITA HYDRO-AGRO PROCESSING – Mineral Water Bottling	Market	Demand, competition	Assess bottled water demand growth (urban households, hotels, offices); benchmark against Highland, Aquasafe, Yes, Abyssinia.
	Financial	Investment, revenue	Estimate land, machinery, and PET bottle costs; project sales and distribution revenue; calculate ROI and payback.

79. ASER GENERAL TRADING PLC – RESIDENTIAL HOUSING CONSTRUCTION (REAL ESTATE)

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ASER GENERAL TRADING PLC – Real Estate Housing	Market	Demand, supply, pricing	Study housing demand in Addis Ababa; analyze competition from real estate developers (Ayat, Sunshine, Noah); set competitive pricing.
	Financial	Investment, revenue, financing	Estimate project cost (land, design, construction); project housing unit sales; define financing mix (equity, bank loan, pre-sales).

80. ATAKILITY – MIXED USE BUILDING

MULTILINK CONSULTING COMPANY PROFILE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ATAKILITY – Mixed Use Building	Market	Demand, competition	Assess demand for apartments, retail, and offices; benchmark rental/sales prices in the area.
	Financial	Investment, revenue	Estimate construction and fit-out costs; project revenues from residential sales + rental income from commercial spaces.

81. THE TWINS PLC – MARKET STUDY FOR FOOTWEAR PRODUCTS

Client	Part	Major Tasks (Short)	Project-Specific Tasks
THE TWINS PLC – Footwear Products	Market	Demand, competition, imports	Study Ethiopia's footwear market (urban consumers, export potential); analyze imports from China/Turkey; benchmark against local producers (Kombolcha, Tikur Abbay).
	Financial	Revenue potential	Project potential sales revenue from local retail & export markets; assess pricing and profitability.

82. AWASSA TEXTILE FACTORY S.C – BUSINESS PLAN FOR VEGETABLES & CROPS FARMING

Client	Part	Major Tasks (Short)	Project-Specific Tasks
AWASSA TEXTILE FACTORY – Farming	Market	Demand, competition	buyers, Assess vegetable and crop demand in domestic markets & export markets (Middle East, EU); analyze competitor farms.
	Financial	Investment, revenue	Estimate farm development cost (land prep, irrigation, inputs); project yields, sales revenues, and export earnings.

83. B AND C ALUMINUM FACTORY PLC – ALUMINUM EXTRUSION & PROFILE MANUFACTURING

Client	Part	Major Tasks (Short)	Project-Specific Tasks
B AND C ALUMINUM FACTORY PLC – Aluminum Profiles	Market	Demand, competition	imports, Assess demand from construction & real estate; analyze imported profiles; benchmark against competitors (Intercontinental, local producers).
	Financial	Investment, revenue	Estimate plant setup (extrusion line, anodizing unit); project revenue from supplying construction and real estate projects; calculate IRR and break-even.

84. B AND C ALUMINUM FACTORY PLC – ALUMINUM PROFILE MANUFACTURING

MULTILINK CONSULTING COMPANY PROFILE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
B AND C ALUMINUM FACTORY PLC – Aluminum Profiles	Market	Demand, imports, competition	Study demand from construction/real estate projects; analyze imported profiles; benchmark against local competitors (Intercontinental, Ethio-Aluminum).
	Technical	Site, machinery, production	Select site with reliable power; procure extrusion and anodizing machinery; design production line for efficiency and quality.
	Financial	Investment, revenue, profitability	Estimate investment in plant, machinery, raw aluminum; project revenues from supplying housing and office projects; calculate IRR, payback, break-even.

85. INVESTMENT OPPORTUNITY STUDY – BABY & INFANT FOODS

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Investment Opportunity – Baby & Infant Foods	Market	Demand, imports, competition	Assess Ethiopia's demand for infant cereals, formula, and baby snacks; analyze imports and local substitutes.
	Technical	Technology, safety standards	Identify food processing tech (fortified cereals, milk powder blending); ensure compliance with food safety/nutrition standards.
	Financial	Investment, revenue	Estimate plant & machinery cost; forecast sales to supermarkets, pharmacies; evaluate profitability.

86. BASEFA TRADING – NAILS MANUFACTURING

Client	Part	Major Tasks (Short)	Project-Specific Tasks
BASEFA TRADING – Nails Factory	Market	Demand, imports, competition	Study demand from construction sector; analyze imported nails from China/UAE; benchmark local suppliers.
	Technical	Machinery, production	Procure nail-making machines, wire-drawing equipment; ensure steady power supply.
	Financial	Investment, revenue	Estimate plant setup cost; forecast revenues from sales to hardware & construction markets.

87. BAZEN AGRICULTURE DEVELOPMENT – COTTON FARMING

Client	Part	Major Tasks (Short)	Project-Specific Tasks
BAZEN AGRICULTURE DEVELOPMENT – Cotton Farming	Market	Demand, buyers	Assess demand from Ethiopian textile factories; analyze export opportunities.

MULTILINK CONSULTING COMPANY PROFILE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
	Technical	Land, mechanization	irrigation, Select large-scale farm site; install irrigation; apply mechanized farming practices.
	Financial	Investment, revenue	Estimate farm establishment cost; project cotton yields and sales revenue.

88. FIVE STRAIGHT PLC – GYPSUM & MAGNESIUM BOARD FACTORY

Client	Part	Major Tasks (Short)	Project-Specific Tasks
FIVE STRAIGHT PLC Gypsum/Magnesium Boards	Market	Demand, imports	Study demand in construction (walls, ceilings); analyze imports; benchmark against local gypsum board factories.
	Technical	Site, machinery, process	Plan factory near raw gypsum supply; procure board production line; set up quality control lab.
	Financial	Investment, profitability	Estimate machinery & plant cost; forecast revenues from supplying construction and housing markets.

89. BEDRU PIPES – PIPES FACTORY

Client	Part	Major Tasks (Short)	Project-Specific Tasks
BEDRU PIPES – Pipes Manufacturing	Market	Demand, imports, competition	Assess demand for PVC, HDPE, GI pipes in water supply, construction, and irrigation; analyze import substitution potential.
	Technical	Machinery, production	Procure extrusion machinery; ensure steady power and raw material supply (granules, resins).
	Financial	Investment, revenue	Estimate plant setup cost; project revenues from supplying infrastructure & agricultural projects.

90. BELAYAB ENTERPRISE PLC – MAINTENANCE, REPAIR & ASSEMBLY WORKSHOP

Client	Part	Major Tasks (Short)	Project-Specific Tasks
BELAYAB ENTERPRISE PLC – Workshop	Market	Demand, competition	Assess demand for vehicle/equipment maintenance; benchmark against existing garages & workshops.
	Technical	Site, equipment	Establish workshop with diagnostic equipment, assembly line, and repair tools.

MULTILINK CONSULTING COMPANY PROFILE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
	Financial	Investment, revenue	Estimate investment for workshop setup; project revenues from repair services and equipment assembly contracts.

91. BELAY AB CABLES – ENVIRONMENTAL IMPACT ASSESSMENT (CABLE FACTORY)

Client	Part	Major Tasks (Short)	Project-Specific Tasks
BELAY AB CABLES – EIA (Cable Factory)	Market	Demand competition	& Brief market scan to justify scale of cable production; assess Ethiopia's reliance on imports & demand from construction/power.
	Technical	Technology process	& Review production process impact (energy use, emissions, waste management).
	Financial	Mitigation costs	Estimate costs of environmental management (filters, recycling, treatment plants) vs. long-term benefits.

92. YEABSIRA TRADING PLC – REPAIR & SERVICE WORKSHOP

Client	Part	Major Tasks (Short)	Project-Specific Tasks
YEABSIRA TRADING – Workshop	Market	Demand, competition	Assess demand for auto/equipment repairs in Addis; benchmark against local garages & service centers.
	Technical	Site, equipment	Design workshop layout; procure diagnostic & repair machinery.
	Financial	Investment, revenue	Estimate workshop setup costs; project revenues from servicing contracts and spare parts sales.

93. BETERET INTERNATIONAL PLC – REPAIR & SERVICE WORKSHOP

Client	Part	Major Tasks (Short)	Project-Specific Tasks
BETERET INTERNATIONAL – Workshop	Market	Demand, competition	Evaluate demand for repair/maintenance in regional cities; assess competition.
	Technical	Workshop setup	Acquire tools, lifts, and diagnostic systems; plan facility layout.
	Financial	Costs, revenue	Estimate investment needs; project service-based revenues; assess profitability.

94. BETERET AUTOMOTIVE – BYD VEHICLES ASSEMBLY FACTORY

MULTILINK CONSULTING COMPANY PROFILE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
BETERET AUTOMOTIVE – BYD Assembly	Market	Demand, competition	Assess Ethiopia's EV market potential; benchmark demand for BYD vs. competitors (Marathon, Mesfin).
	Technical	Assembly technology	Plan CKD/SKD assembly line; secure supply chain for batteries & components.
	Financial	Investment, revenue	Estimate plant & equipment cost; project vehicle sales revenues; assess IRR & payback period.

95. BEZA MAR HONEY – HONEY & WAX PROCESSING FACTORY

Client	Part	Major Tasks (Short)	Project-Specific Tasks
BEZA MAR HONEY – Processing Factory	Market	Demand, exports	Assess local & export demand (EU, Middle East, Asia) for honey & beeswax; benchmark against major exporters.
	Technical	Site, equipment	Procure honey extraction, filtration, bottling machinery; wax processing units.
	Financial	Cost, revenue	Estimate factory setup; project sales revenues from domestic & export markets.

96. MISGINA ALEM – BRICKS & BLOCKS MANUFACTURING

Client	Part	Major Tasks (Short)	Project-Specific Tasks
MISGINA ALEM – Bricks & Blocks	Market	Demand, competition	Assess demand in Ethiopia's construction boom; review imports & local suppliers.
	Technical	Machinery, production	Select hydraulic block-making machines; ensure raw material (cement, sand) availability.
	Financial	Investment, revenue	Estimate factory & machinery cost; project block sales revenues to construction sector.

97. HELEN CAFÉ AND FAST FOODS – BUSINESS PLAN

Client	Part	Major Tasks (Short)	Project-Specific Tasks
HELEN CAFÉ & FAST FOODS – Café/Restaurant	Market	Demand, competition	Study demand in target location; benchmark competitors (local cafés, chains).
	Technical	Facility setup	Plan kitchen, seating, and service area design; procure catering equipment.
	Financial	Cost, revenue	Estimate startup & operating costs; project revenues from food & beverage sales.

98. CAPABLE ASIA AGRO INDUSTRY – LARGE SCALE FARMING

Client	Part	Major Tasks (Short)	Project-Specific Tasks
CAPABLE ASIA – Large Scale Farming	Market	Demand, buyers	Assess demand for crops (domestic & export); identify potential buyers (processors, exporters).
	Technical	Land, mechanization, irrigation,	Develop farm infrastructure; implement mechanized farming; irrigation systems.
	Financial	Investment, revenue	Estimate farm development & input costs; project yields and revenues.

99. CAPABLE ASIA AGRO INDUSTRY – EIA FOR LARGE SCALE FARMING

Client	Part	Major Tasks (Short)	Project-Specific Tasks
CAPABLE ASIA – EIA Large Scale Farming	Market	Market justification	Brief scan of crop demand and export opportunities to justify scale.
	Technical	Environmental focus	Assess farming practices' impact on land, water, and biodiversity; propose sustainable irrigation & soil management.
	Financial	Mitigation costs	Estimate costs of environmental safeguards (drainage, buffer zones, chemical management); align with profitability.

100. CHAMPION LAUNDRY AND DRY CLEANING – LAUNDRY & DRY CLEANING

Client	Part	Major Tasks (Short)	Project-Specific Tasks
CHAMPION LAUNDRY – Laundry/Dry Cleaning	Market	Demand, competition	Assess demand from hotels, hospitals, and individuals in Addis; benchmark against competitors.
	Technical	Site, machinery	Procure washers, dryers, steam presses; design efficient workflow.
	Financial	Cost, revenue	Estimate equipment and setup costs; project revenues from service contracts with institutions.

101. . CLC INDUSTRIES PLC – EIA FOR LARGE SCALE FARMING

MULTILINK CONSULTING COMPANY PROFILE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
CLC INDUSTRIES – EIA Farming	Market	Market justification	Highlight crop demand to support project rationale.
	Technical	Environmental analysis	Assess irrigation, fertilizer, and mechanization impacts; recommend eco-friendly practices.
	Financial	Environmental budget	Estimate environmental compliance and monitoring costs.

102. ANAK-CROWN CORK – CROWN CORK MANUFACTURING

Client	Part	Major Tasks (Short)	Project-Specific Tasks
ANAK – Crown Cork Factory	Market	Demand, competition	Study demand from breweries and soft drink companies (Heineken, BGI, Coca-Cola); assess imports vs. local supply.
	Technical	Machinery, process	Procure crown cork production line (printing, lining, cutting); plan plant layout.
	Financial	Investment, revenue	Estimate plant cost; forecast revenues from supplying bottling companies; calculate ROI and break-even.

103. CGF BUSINESS GROUP PLC – CROWN CORK MANUFACTURING

Client	Part	Major Tasks (Short)	Project-Specific Tasks
CGF BUSINESS GROUP – Crown Cork	Market	Demand, competition	Assess demand from beverage bottlers; benchmark imports and existing local suppliers.
	Technical	Site, technology	Install crown cork production line; ensure steady tinplate supply.
	Financial	Costs, revenue	Estimate capital cost; project revenues; evaluate financial returns.

104. CCCM & MORGAN MANAGEMENT – CROWN CORK & PLASTIC CRATES MANUFACTURING

Client	Part	Major Tasks (Short)	Project-Specific Tasks
CCCM & Morgan – Crown Cork & Crates	Market	Demand, competition	Assess demand from beverage companies for both crown corks and plastic crates; review imports.
	Technical	Plant design, machinery	Set up dual production lines (metal crowns + plastic injection molding).
	Financial	Costs, profitability	Estimate joint investment; project multi-product revenue streams; assess IRR.

105. CCCM PLC – CROWN CORK, CANE & PLASTIC CRATES MANUFACTURING

Client	Part	Major (Short)	Tasks	Project-Specific Tasks
CCCM PLC – Crown Cork, Cane, Crates	Market	Demand, competition		Study demand for beverage packaging (crown corks, sugar cane crates, plastic beverage crates); benchmark imports vs. local gaps.
	Technical	Integrated setup	plant	Install production lines for crowns, crates, and related packaging items; plan logistics for multiple raw materials.
	Financial	Costs, revenue		Estimate integrated factory cost; forecast revenues from diverse product lines; calculate profitability scenarios.

106. EVER GREEN PLC – CEMENT FACTORY

Client	Part	Major Tasks (Short)	Project-Specific Tasks
EVER GREEN PLC – Cement Factory	Market	Demand, competition	supply, Assess national cement demand; compare against capacity of Dangote, Derba, Messebo, Habesha; identify regional demand gaps.
	Technical	Site, production	machinery, Select site near limestone; procure kiln, crushers, and milling systems; ensure utilities (power, water).
	Financial	Investment, revenue	Estimate high CAPEX; project cement sales revenues; calculate NPV, IRR, payback.

107. DAGMAWI BEZUNEH – PAPER RECYCLING PROJECT

Client	Part	Major (Short)	Tasks	Project-Specific Tasks
DAGMAWI BEZUNEH – Paper Recycling	Market	Demand, competition		Study demand for recycled paper; assess imports of paper products; identify local institutional buyers (printers, packaging firms).

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Client	Part	Major (Short)	Tasks	Project-Specific Tasks
	Technical	Process, machinery		Procure paper recycling line (pulp, screening, drying); ensure water treatment systems.
	Financial	Investment, revenue		Estimate setup & operating costs; project revenues from supplying schools, publishers, and packaging sector.

108. DAGMAWI BEZUNEH – PENCIL FACTORY

Client	Part	Major Tasks (Short)	Project-Specific Tasks
DAGMAWI BEZUNEH – Pencil Factory	Market	Demand, imports	Evaluate demand from schools/offices; analyze imports; identify distribution channels.
	Technical	Machinery, inputs	Procure pencil-making machines; source graphite, wood, lacquer.
	Financial	Costs, revenue	Estimate plant setup cost; forecast sales; evaluate ROI.

109. DAGMAWI BEZUNEH – PAPER BOARD FACTORY

Client	Part	Major Tasks (Short)	Project-Specific Tasks
DAGMAWI BEZUNEH – Paper Board	Market	Demand, competition	Study packaging demand (cartons, boxes); assess imports and local demand from FMCG sector.
	Technical	Plant setup	Procure board production machinery; integrate recycling inputs.
	Financial	Investment, profitability	Estimate plant costs; project revenues from supplying packaging firms.

110. DAWRO AGRICULTURE – COFFEE PLANTATION & CROPS FARMING

Client	Part	Major (Short)	Tasks	Project-Specific Tasks
DAWRO AGRICULTURE – Coffee & Crops	Market	Demand, exports		Assess global demand for Ethiopian coffee; evaluate crop demand domestically and for export.
	Technical	Land, cultivation		Plan plantation with irrigation; apply modern agronomy practices.
	Financial	Cost, revenue		Estimate farm development cost; project coffee & crop yields and sales revenues.

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111. SHEMESU DETERGENT FACTORY – LIQUID DETERGENTS FACTORY

Client	Part	Major Tasks (Short)	Project-Specific Tasks
SHEMESU DETERGENT – Liquid Detergents	Market	Demand, imports, competition	Study household detergent demand; benchmark imports and local brands (Unilever, Shemu, etc.).
	Technical	Process, machinery	Procure mixing and filling lines; source chemicals and packaging materials.
	Financial	Cost, revenue	Estimate factory setup cost; project revenues from supermarket and wholesale sales.

112. DH GEDA – ACRYLIC YARN DYEING & BLEACHING

Client	Part	Major Tasks (Short)	Project-Specific Tasks
DH GEDA – Acrylic Yarn Dyeing/Bleaching	Market	Demand, competition	Assess textile demand for dyed yarns; benchmark against imports and local mills.
	Technical	Machinery, process	Install dyeing/bleaching machines; ensure wastewater treatment facilities.
	Financial	Investment, profitability	Estimate setup & operating costs; project revenues from supplying textile factories.

113. DH GEDA AIR – COMMERCIAL AIR TRANSPORT SERVICE

Client	Part	Major Tasks	Project-Specific Tasks
DH GEDA AIR – Air Transport	Market	Demand, competition, routes	Assess Ethiopia's domestic and regional passenger demand; benchmark against Ethiopian Airlines domestic network; identify underserved routes (Dire Dawa, Mekelle, Bahir Dar, regional hubs). Analyze cargo transport opportunities.
	Technical	Fleet, infrastructure, operations	Decide fleet type (turboprops for short haul, regional jets for mid-range); secure hangar/maintenance facilities; develop flight operation and safety systems.
	Financial	Investment, revenue, financing	Estimate aircraft acquisition/lease costs, crew training, fuel, maintenance; project passenger and cargo revenues; analyze profitability, IRR, and break-even passenger load factors.

114. DH GEDA RENTAL – CONSTRUCTION MACHINERY RENTAL

Client	Part	Major Tasks	Project-Specific Tasks
DH GEDA RENTAL – Machinery Rental	Market	Demand, competition	Study demand for machinery (excavators, loaders, cranes) in Ethiopia's booming infrastructure projects; benchmark against local rental competitors.

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Client	Part	Major Tasks	Project-Specific Tasks
	Technical	Assets, logistics	Acquire a fleet of modern equipment; establish centralized depot and service centers; plan logistics for transport to construction sites.
	Financial	Investment, costs, revenue	operating Estimate equipment acquisition and maintenance costs; project rental rates and utilization rates; calculate ROI and payback period.

115. DH GEDA HOTEL – THREE STAR HOTEL (TWO STUDIES)

Client	Part	Major Tasks	Project-Specific Tasks
DH GEDA HOTEL – 3-Star	Market	Demand, competition, positioning	Assess mid-range hotel demand in Addis Ababa and regional cities; benchmark competition (Ramada, Golden Tulip, mid-market local hotels). Identify target segments: business travelers, domestic tourists, NGO staff.
	Technical	Site, facilities, design	Design hotel with 80–120 rooms, restaurant, meeting halls; ensure utilities (water, power, ICT). Comply with international 3-star classification.
	Financial	Investment, revenues	Estimate construction and furnishing cost; project revenues from rooms, F&B, and events; calculate IRR and payback under multiple occupancy scenarios.

116. DH GEDA FOR PRIVATIZATION – ADAMI TULU PESTICIDES

Client	Part	Major Tasks	Project-Specific Tasks
DH GEDA – Adami Tulu Pesticides	Market	Demand, competition	Assess pesticide demand in Ethiopian agriculture (cotton, cereals, horticulture); evaluate import substitution potential and competition from international agro-chemical suppliers.
	Technical	Plant, technology	Review existing Adami Tulu facility; assess upgrade needs in blending, formulation, and packaging; consider modern environmentally safe technologies.
	Financial	Acquisition, modernization, revenue	Estimate acquisition cost via privatization; budget for rehabilitation; project revenues from supplying Ethiopian farmers and export potential.

117. DIR MERCHANTS – MIXED-USE COMMERCIAL SHOPPING CENTER

Client	Part	Major Tasks	Project-Specific Tasks
DIR MERCHANTS Shopping Center	Market	Demand, competition	Study retail demand in Dire Dawa; benchmark malls and shopping centers in Addis and regional cities. Identify anchor tenants (supermarkets, banks, fashion).

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Client	Part	Major Tasks	Project-Specific Tasks
	Technical	Site, design, utilities	Plan integrated shopping mall design with shops, food court, parking, and modern facilities.
	Financial	Cost, revenue	Estimate land acquisition, construction, finishing cost; project revenues from rental income; calculate ROI.

118. . KARAMARA HOTEL – EXPANSION OF DIRE DAWA HOTEL

Client	Part	Major Tasks	Project-Specific Tasks
KARAMARA HOTEL Expansion	Market	Demand, competition	Assess hotel occupancy in Dire Dawa; evaluate demand from business travelers, government meetings, and airlines; benchmark competitors.
	Technical	Expansion design	Add rooms, conference halls, spa, and F&B outlets; ensure upgrades in power, water, ICT.
	Financial	Investment, revenues	Estimate expansion cost; project incremental revenues from added facilities; calculate IRR and payback.

119. DMC CONSTRUCTION – RESIDENTIAL HOUSING CONSTRUCTION

Client	Part	Major Tasks	Project-Specific Tasks
DMC CONSTRUCTION Housing	Market	Demand, pricing	supply, Study housing demand in Addis and secondary cities; benchmark against major developers (Ayat, Sunshine, Noah).
	Technical	Site, construction	design, Plan residential blocks with modern utilities; adopt cost-effective building technologies.
	Financial	Investment, sales	Estimate land + construction cost; project revenues from apartment/unit sales; test different pricing strategies.

120. TIKUR ANBESSA IMAGING AND DIAGNOSTIC CENTER – SPECIALIZED MEDICAL IMAGING

Client	Part	Major Tasks	Project-Specific Tasks
TIKUR ANBESSA – Diagnostic Center	Market	Demand, competition	Assess patient demand for MRI, CT, ultrasound, lab diagnostics; benchmark against local private imaging centers.
	Technical	Facility, equipment	Procure advanced diagnostic equipment; install imaging suites, PACS systems; ensure skilled radiologists and IT systems.

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Client	Part	Major Tasks	Project-Specific Tasks
	Financial	Investment, revenues	Estimate equipment and setup cost; project revenues from diagnostic services; evaluate IRR, ROI, and payback period.

121. EAST AFRICA AGRI-BUSINESS PLC – SALARY SCALE DEVELOPMENT

Client	Part	Major Tasks	Project-Specific Tasks
EAST AFRICA AGRI-BUSINESS – Salary Scale	Market	Labor benchmarking	market Review agricultural sector salary benchmarks in Ethiopia and comparable regional firms.
	Technical	HR design	Develop grading system, job classification, salary bands, benefits packages.
	Financial	Budgeting	Estimate impact of salary adjustments on payroll; align salary costs with projected revenues and HR sustainability.

122. EB EVERYBLOCK WATER BOTTLING – WATER BOTTLING FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
EB EVERYBLOCK – Water Bottling	Market	Demand, competition, pricing	Assess bottled water demand in Addis/regional cities; benchmark brands (Highland, Aquasafe, Yes); identify distribution channels.
	Technical	Plant, machinery, process	Procure bottling line (washing, filling, capping); secure PET preforms and packaging; ensure steady water source & treatment.
	Financial	Investment, revenues	Estimate land, machinery, raw materials cost; project sales volumes & revenues; calculate IRR and payback.

123. EDNA ADDIS – QUARRY BUSINESS

Client	Part	Major Tasks	Project-Specific Tasks
EDNA ADDIS – Quarry	Market	Demand, competition	Assess stone aggregate demand from construction; benchmark local quarries and pricing.
	Technical	Site, machinery, process	Select quarry site; procure crushers, loaders, trucks; establish environmental controls.
	Financial	Investment, profitability	Estimate equipment and operating costs; project revenues from supplying contractors; analyze ROI.

124. EDNA ADDIS – RENOVATION & EXPANSION OF EDNA ADDIS HOTEL

Client	Part	Major Tasks	Project-Specific Tasks
EDNA ADDIS – Hotel Renovation	Market	Demand, competition	Assess Addis hotel market; benchmark 3–4 star hotels; forecast demand from business travelers and NGOs.
	Technical	Design, renovation	Renovate existing rooms; add new facilities (conference, restaurant, spa).
	Financial	Cost, revenues	Estimate renovation/expansion cost; project incremental revenues from increased occupancy & services.

125. EDNA ADDIS – STAR RATED HOTEL, BAHIR DAR

Client	Part	Major Tasks	Project-Specific Tasks
EDNA ADDIS – Bahir Dar Hotel	Market	Demand, competition	Study hospitality demand in Bahir Dar (tourists, conference visitors); benchmark competitors (Kuriftu, Blue Nile Hotel).
	Technical	Design, facilities	Plan star-rated hotel with lakeside appeal; include conference, wellness, F&B.
	Financial	Investment, revenues	Estimate CAPEX; project revenues from occupancy, F&B, events.

126. EDNA ADDIS – STAR RATED HOTEL, ZENGENA

Client	Part	Major Tasks	Project-Specific Tasks
EDNA ADDIS – Zengena Hotel	Market	Demand, competition	Assess eco-tourism demand in Zengena area; benchmark regional hotels and lodges.
	Technical	Site, facilities	Design eco-friendly star hotel with resort amenities; ensure utility connections.
	Financial	Costs, revenues	Estimate construction cost; forecast revenues from tourism & events.

127. EDNA ADDIS – MIXED USE HOTEL APARTMENT, ADDIS

Client	Part	Major Tasks	Project-Specific Tasks
EDNA ADDIS – Mixed Use Hotel Apt	Market	Demand, competition	Study demand for serviced apartments in Addis; benchmark against Marriott Exec Apartments, Skylight Residences.
	Technical	Design, construction	Integrate apartments with hotel services; ensure modern utilities and ICT.

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Client	Part	Major Tasks	Project-Specific Tasks
	Financial	Investment, revenues	Estimate development cost; project revenues from unit sales, rentals, and hotel services.

128. EDNA ADDIS – FINANCIAL SYSTEM, POLICY & PROCEDURE

Client	Part	Major Tasks	Project-Specific Tasks
EDNA ADDIS – Financial System	Market	Benchmarking	Benchmark financial practices in hospitality sector.
	Technical	System design	Develop financial reporting, controls, and accounting policy framework.
	Financial	Budget alignment	Estimate system implementation costs; align with cash flow and reporting requirements.

129. EDNA ADDIS – HR POLICY, MANUALS & PROCEDURES

Client	Part	Major Tasks	Project-Specific Tasks
EDNA ADDIS – HR Policy	Market	HR best practices	Benchmark HR structures in hospitality/real estate.
	Technical	Policy drafting	Develop HR manual (recruitment, training, appraisal, benefits).
	Financial	HR budget	Estimate payroll impact; align HR policies with financial sustainability.

130. FLORAECO POWER-ACAZIZ ETHIOPIA – CASTOR-BASED OIL FACTORY (HARAR)

Client	Part	Major Tasks	Project-Specific Tasks
FLORAECO – Castor Oil Factory	Market	Demand, exports	Assess local & global demand for castor oil (industrial, pharma, cosmetics).
	Technical	Plant, machinery	Procure extraction, refining, packaging machinery; locate near castor farms.
	Financial	Investment, revenue	Estimate setup cost; project export revenues; calculate ROI.

131. FLORAECO POWER-ACAZIZ ETHIOPIA – EDIBLE OIL FACTORY (HARAR)

Client	Part	Major Tasks	Project-Specific Tasks
FLORAECO – Edible Oil	Market	Demand, imports	Assess edible oil demand; review imports of palm/sunflower oil; target substitution.
	Technical	Machinery, process	Procure crushing/refining lines for oilseeds; install packaging systems.
	Financial	Cost, revenues	Estimate investment; project sales revenues from regional & national markets.

132. FLORAECO POWER-ACAZIZ ETHIOPIA – EIA FOR EDIBLE OIL FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
FLORAECO – EIA (Edible Oil)	Market	Market justification	Link edible oil demand to scale justification.
	Technical	Environmental impact	Assess wastewater, emissions, and solid waste; propose mitigation strategies.
	Financial	Compliance costs	Estimate EIA compliance costs (treatment plants, monitoring); integrate with financial plan.

133. BHO FARMING – ENVIRONMENTAL IMPACT ASSESSMENT (COMMERCIAL FARMING)

Client	Part	Major Tasks	Project-Specific Tasks
BHO FARMING – EIA (Commercial Farming)	Market	Market justification	Link crop demand (domestic & export) to rationale for farming scale.
	Technical	Environmental assessment	Evaluate soil use, irrigation impact, pesticide/fertilizer runoff; propose sustainable farming practices.
	Financial	Mitigation costs	Estimate compliance and environmental management costs (water systems, soil treatment).

134. ANAK CORK – ENVIRONMENTAL IMPACT ASSESSMENT (CROWN CORK FACTORY)

Client	Part	Major Tasks	Project-Specific Tasks
ANAK CORK – EIA (Crown Cork)	Market	Market relevance	Justify factory scale by linking to demand from breweries & soft drink bottlers.
	Technical	Environmental impacts	Assess energy consumption, emissions, metal waste, and noise pollution; recommend recycling of tinplate waste.
	Financial	Compliance costs	Estimate costs for emission controls, waste management, and regulatory compliance.

135. MAPPLE DISTILLERIES PLC – EIA (ALCOHOL DISTILLERIES)

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Client	Part	Major Tasks	Project-Specific Tasks
MAPPLE DISTILLERIES – EIA	Market	Market justification	Relate spirit/ENA demand to capacity expansion rationale.
	Technical	Environmental impacts	Assess wastewater, CO ₂ emissions, and solid by-products; recommend effluent treatment and waste-to-energy solutions.
	Financial	Mitigation budget	Estimate environmental compliance costs (treatment plants, monitoring systems).

136. RAYA BREWERIES S.C – EIA (RAYA BREWERY)

Client	Part	Major Tasks	Project-Specific Tasks
RAYA BREWERIES – EIA	Market	Market justification	Link beer demand in Northern Ethiopia to brewery expansion rationale.
	Technical	Environmental analysis	Assess wastewater discharge, solid waste, CO ₂ emissions; recommend cleaner brewing technologies.
	Financial	Environmental cost	Estimate capital and operating costs of wastewater treatment & waste management systems.

137. BEGENA ORIGINAL ART PLC (BOA) – MUSIC LABEL PRODUCTION & DISTRIBUTION

Client	Part	Major Tasks	Project-Specific Tasks
BOA (Elias Melka) – Music Label	Market	Demand, competition	Assess Ethiopia's music industry demand; analyze digital distribution (Spotify, YouTube, Boomplay); benchmark against major labels.
	Technical	Facilities, technology	Set up studio, mixing/mastering suites, and digital distribution systems.
	Financial	Investment, revenues	Estimate studio & distribution cost; project revenues from streaming, licensing, and concerts.

138. JMD OVERSEAS INDUSTRIES PLC – EIA (RECYCLED PAPER FACTORY)

Client	Part	Major Tasks	Project-Specific Tasks
JMD OVERSEAS – EIA Paper	Market	Market justification	Link local demand for recycled paper (schools, printing, packaging) to project scale.
	Technical	Environmental focus	Assess wastewater, emissions, sludge management; recommend eco-friendly recycling systems.
	Financial	Compliance costs	Estimate investment in wastewater treatment, emission filters, and recycling measures.

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139. ETHIO-SWEDISH ESSENTIAL OIL – ESSENTIAL OIL DISTILLATION

Client	Part	Major Tasks	Project-Specific Tasks
ETHIO-SWEDISH – Essential Oils	Market	Demand, exports	Assess global demand for frankincense, myrrh, eucalyptus, and other essential oils; target EU, Middle East, Asia.
	Technical	Distillation, quality	Procure distillation and extraction equipment; ensure GMP compliance and organic certification.
	Financial	Investment, revenue	Estimate facility and input costs; project revenues from export contracts; calculate IRR and payback.

140. ETHIO LEATHER FACTORY – RENOVATION & UPGRADING

Client	Part	Major Tasks	Project-Specific Tasks
ETHIO LEATHER FACTORY – Upgrade	Market	Demand, exports	Assess demand for finished leather (Italy, China, global fashion brands); evaluate current export competitiveness.
	Technical	Renovation, machinery	Upgrade tanning and finishing machinery; improve effluent treatment systems; modernize to meet REACH standards.
	Financial	Investment, profitability	Estimate renovation costs; project revenue from higher-value exports; calculate ROI.

141. ETHIO-CHINA ACRYLIC YARN – (FEASIBILITY STUDY – DETAILS PENDING)

Client	Part	Major Tasks	Project-Specific Tasks
ETHIO-CHINA – Acrylic Yarn	Market	Demand, competition	Assess demand for acrylic yarn in textile industry (knitwear, sweaters, carpets); benchmark imports vs. local demand.
	Technical	Plant, machinery	Procure spinning, dyeing, and winding machines; ensure reliable utilities (power, water).
	Financial	Costs, revenue	Estimate factory investment; forecast sales revenues to textile factories; analyze profitability.

142. BELAY MEKIBEB MEKONEN – CATTLE FATTENING

Client	Part	Major Tasks	Project-Specific Tasks
BELAY MEKIBEB – Cattle Fattening	Market	Demand, buyers	Assess demand for beef in domestic markets (hotels, butchers, supermarkets) and for export (Middle East).
	Technical	Land, feeding, operations	Secure land for feedlots; establish feed formulation, veterinary care, and housing systems.

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Client	Part	Major Tasks	Project-Specific Tasks
	Financial	Costs, revenues	Estimate investment in land, cattle, feed, vet services; project sales revenues from beef and by-products; calculate ROI.

143. ARIAN TRADING – DAIRY FARMS & PROCESSING

Client	Part	Major Tasks	Project-Specific Tasks
ARIAN TRADING – Dairy Farm & Processing	Market	Demand, competition	Assess demand for fresh milk, yogurt, cheese; benchmark imports and local suppliers.
	Technical	Farm & processing setup	Establish dairy herd, milking parlor, cold chain; set up processing plant for milk and dairy products.
	Financial	Investment, revenues	Estimate farm setup and processing costs; project revenues from retail & wholesale dairy sales.

144. FEBA ENGINEERING PLC – PANORAMA HOTEL

Client	Part	Major Tasks	Project-Specific Tasks
FEBA ENGINEERING – Panorama Hotel	Market	Demand, competition	Study hotel demand in Addis Ababa; benchmark against mid- to high-end hotels; assess tourist and business traveler segments.
	Technical	Site, design, facilities	Plan 4-star hotel with rooms, F&B outlets, conference halls, gym, spa.
	Financial	Costs, profitability	Estimate investment in construction, furnishing, branding; project revenues from occupancy, events, F&B.

145. MISGINA ALEM – FLOUR FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
MISGINA ALEM – Flour Factory	Market	Demand, competition	Assess Ethiopia's flour demand; benchmark existing mills; study import substitution.
	Technical	Plant, machinery	Procure milling machines; secure wheat supply; establish packaging unit.
	Financial	Investment, revenues	Estimate CAPEX & operating costs; project revenues from flour sales to bakeries and wholesalers.

146. WOW PRIME HOUSE – FURNITURE FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
WOW PRIME HOUSE – Furniture Factory	Market	Demand, competition	Assess demand for home/office furniture; benchmark imports (Turkey, China) vs. local producers.
	Technical	Machinery, production	Procure woodworking and finishing machinery; design modular production line.
	Financial	Costs, revenues	Estimate investment in machinery & materials; project revenues from retail & B2B sales.

147. GAMBI GENERAL HOSPITAL – TEACHING HOSPITAL (BD)

Client	Part	Major Tasks	Project-Specific Tasks
GAMBI GENERAL HOSPITAL – Teaching Hospital	Market	Demand, competition	Assess demand for tertiary healthcare and medical training; benchmark existing teaching hospitals.
	Technical	Facilities, staffing	Plan hospital with teaching facilities, labs, and specialty wings; ensure medical equipment and ICT integration.
	Financial	Investment, sustainability	Estimate hospital setup & equipment cost; project revenues from patient services and tuition fees.

148. OKWOM OJWATO OKOK – GRADE 5 CONTRACTOR

Client	Part	Major Tasks	Project-Specific Tasks
OKWOM OJWATO – Grade 5 Contractor	Market	Demand, competition	Assess demand for construction services (small/medium projects); benchmark local Grade 5 contractors.
	Technical	Equipment, compliance	Procure basic construction equipment; establish technical staff capacity; comply with contractor licensing.
	Financial	Costs, revenues	Estimate startup capital; project revenues from small contracts; analyze profitability.

149. BELSON INDUSTRIAL PLC – DIATOMITE, DOLOMITE & KAOLIN EXPLORATION & MINING

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Client	Part	Major Tasks	Project-Specific Tasks
BELSON INDUSTRIAL – Mining	Market	Demand, competition	Assess industrial demand for diatomite (filters, paints), dolomite (cement, steel), and kaolin (ceramics, paper); benchmark imports vs. local consumption.
	Technical	Exploration, mining methods	Conduct geological surveys; plan mining operations; procure crushing and processing equipment.
	Financial	Costs, revenue	Estimate exploration & mining investment; project revenues from local industrial buyers; calculate profitability.

150. GET-AS INTERNATIONAL PLC – EDIBLE OIL FACTORY (OPPORTUNITY STUDY)

Client	Part	Major Tasks	Project-Specific Tasks
GET-AS – Edible Oil	Market	Demand, imports	Assess edible oil demand in Ethiopia; benchmark against heavy imports (palm, sunflower, soybean oil).
	Technical	Technology, raw materials	Identify crushing/refining technology; ensure reliable oilseed supply (soybean, sunflower, niger seed).
	Financial	Investment, revenues	Estimate setup cost; project revenues from local sales; analyze IRR, ROI.

151. ELESE-ADDIS AGRICULTURAL DEVELOPMENT PLC – COTTON GINNING FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
ELESE-ADDIS – Cotton Ginning	Market	Demand, buyers	Assess demand from Ethiopian textile factories; benchmark imports and local production.
	Technical	Plant, machinery	Procure ginning machines; ensure steady cotton supply; set up lint and seed by-product processing.
	Financial	Costs, revenues	Estimate plant investment; project revenues from lint sales and seed by-products.

152. ETHIO-SUNNY BOY MOTORS – MOTORCYCLE ASSEMBLY PLANT

Client	Part	Major Tasks	Project-Specific Tasks
ETHIO-SUNNY BOY MOTORS – Assembly	Market	Demand, competition	Assess urban transport demand for motorcycles; benchmark imports from India/China vs. local assembly opportunities.
	Technical	Assembly line	Plan SKD/CKD motorcycle assembly plant; procure tools and parts; train workforce.
	Financial	Investment, revenue	Estimate assembly plant cost; project revenues from motorcycle sales; calculate payback.

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153. GLOBAL DETERGENTS & COSMETICS PLC – LIQUID DETERGENTS

Client	Part	Major Tasks	Project-Specific Tasks
GLOBAL DETERGENTS Detergents	– Market	Demand, competition	Assess household and institutional demand; benchmark against Unilever, Shemu, and local producers.
	Technical	Plant, process	Procure mixing, blending, and bottling machinery; set up lab for quality assurance.
	Financial	Costs, revenues	Estimate CAPEX & OPEX; project sales revenues; analyze ROI.

154. TOTAL-ETHIOPIA & GOOD CORPORATION – GOVERNANCE AUDIT

Client	Part	Major Tasks	Project-Specific Tasks
TOTAL ETHIOPIA – Governance Audit	Market	Stakeholder analysis	Assess governance expectations of stakeholders (shareholders, regulators, partners).
	Technical	Audit methodology	Conduct compliance, governance, and operational audits; benchmark against global best practices.
	Financial	Cost-benefit	Estimate cost of governance reforms; quantify benefits (risk reduction, efficiency, reputation).

155. ELEGANT INTERIOR DESIGN – GYPSUM BOARD & POWDER FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
ELEGANT INTERIOR DESIGN Gypsum	– Market	Demand, competition	Assess demand in housing & construction; benchmark imports and local gypsum factories.
	Technical	Plant, machinery	Set up gypsum board and powder production line; secure raw gypsum supply.
	Financial	Investment, profitability	Estimate factory investment; project revenues from housing projects; calculate IRR.

156. HABESHA CULTURE & ART GALLERY – CITY TOUR BUSINESS

Client	Part	Major Tasks	Project-Specific Tasks
HABESHA CULTURE & ART – City Tours	Market	Demand, competition	Assess tourism demand in Addis; benchmark against existing tour operators.
	Technical	Service design	Design cultural/art-focused city tours; partner with hotels, restaurants, galleries.

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Client	Part	Major Tasks	Project-Specific Tasks
	Financial	Costs, revenues	Estimate vehicles, guides, marketing costs; project revenues from tour packages.

157. RAVAL STEEL MANUFACTURING – REBAR FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
RAVAL STEEL – Rebar Factory	Market	Demand, competition	Assess Ethiopia's rebar demand from construction; benchmark against imports and local mills (Habesha, CCCC, C&E Brothers).
	Technical	Plant, machinery	Procure rolling mill, billet furnaces; design plant layout; secure power supply.
	Financial	Costs, revenues	Estimate CAPEX for machinery/plant; project revenues from supplying construction projects; calculate ROI.

158. RAVAL STEEL MANUFACTURING – GALVANIZED IRON SHEET FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
RAVAL STEEL – GI Sheet Factory	Market	Demand, competition	Assess demand for roofing sheets; benchmark imports from Asia vs. local production.
	Technical	Technology, process	Procure galvanizing line; ensure steady steel coil supply.
	Financial	Costs, revenues	Estimate setup cost; project revenues from supplying roofing/construction market.

159. BIKILAL STEEL – DIRECT REDUCED IRON & SPONGE IRON

Client	Part	Major Tasks	Project-Specific Tasks
BIKILAL STEEL – DRI/Sponge Iron	Market	Demand, supply	Assess demand for sponge iron in local steel mills; benchmark imports vs. self-supply.
	Technical	Technology, inputs	Set up DRI kiln using natural gas/coal; ensure ore supply chain.
	Financial	Investment, revenues	Estimate high CAPEX; project revenues from steel input substitution; evaluate IRR.

160. RAVAL PHARMACEUTICALS – IV FLUIDS MANUFACTURING

Client	Part	Major Tasks	Project-Specific Tasks
RAVAL PHARMA – IV Fluids	Market	Demand, competition	Assess Ethiopia's medical IV fluid demand (hospitals, clinics); benchmark imports vs. Humanwell, EPHARM.
	Technical	Plant, machinery	Procure sterile production line (distillation, filling, packaging); comply with GMP standards.

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Client	Part	Major Tasks	Project-Specific Tasks
	Financial	Costs, revenues	Estimate investment; project revenues from health facilities & tenders; calculate ROI.

161. ZEYREFEDA AGRO INDUSTRY – EXPANSION OF CROPS & VEG FARMING

Client	Part	Major Tasks	Project-Specific Tasks
ZEYREFEDA AGRO – Farming Expansion	Market	Demand, buyers	Assess local demand for vegetables/crops; evaluate export opportunities (Middle East, EU).
	Technical	Land, irrigation	Expand farmland with irrigation and mechanization; ensure storage/cold chain.
	Financial	Costs, revenues	Estimate expansion cost; project yield-based revenues; calculate ROI.

162. HARONI HOTEL – AWASSA

Client	Part	Major Tasks	Project-Specific Tasks
HARONI HOTEL – Awassa	Market	Demand, competition	Assess hotel demand in Awassa; benchmark competitors (Haile Resort, Lewi Hotel).
	Technical	Design, facilities	Plan hotel with rooms, restaurant, conference halls; ensure utilities.
	Financial	Costs, revenues	Estimate investment; project revenues from occupancy, F&B, events.

163. HAYMI HOTEL – FURNISHED APARTMENT

Client	Part	Major Tasks	Project-Specific Tasks
HAYMI HOTEL – Furnished Apartments	Market	Demand, competition	Assess demand for serviced apartments in Addis; benchmark Marriott Executive Apartments, Skylight Residences.
	Technical	Design, facilities	Design modern furnished apartments with utilities, ICT, F&B.
	Financial	Costs, revenues	Estimate construction cost; project rental income; calculate IRR.

164. IKLAS IMPORT AND EXPORT – RESIDENTIAL REAL ESTATE

Client	Part	Major Tasks	Project-Specific Tasks
IKLAS IMPORT & EXPORT – Real Estate	Market	Demand, competition	Assess housing demand in Addis; benchmark major developers (Sunshine, Noah, Ayat).
	Technical	Site, construction	Plan multi-block residential units; adopt modern construction technologies.
	Financial	Costs, revenues	Estimate land + construction cost; project revenues from housing sales; assess ROI.

165. INCHINI BEDROCK CEMENT FACTORY – CEMENT FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
INCHINI BEDROCK – Cement Factory	Market	Demand, competition	Assess cement demand and supply gap; benchmark local players (Dangote, Derba, Messebo).
	Technical	Site, machinery plant,	Procure kiln, crushers, grinders; locate near limestone reserves.
	Financial	Costs, revenues	Estimate high CAPEX; project sales revenues; calculate IRR.

166. JMD PAPER FACTORY – CRAFT PAPER FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
JMD PAPER – Craft Paper	Market	Demand, competition	Assess demand for packaging paper (cartons, bags); benchmark imports vs. local demand.
	Technical	Machinery, process	Procure recycling and paper-making line; ensure water & power supply.
	Financial	Costs, revenues	Estimate plant investment; project revenues from supplying FMCG & packaging firms.

167. KORA TOWER – RESIDENTIAL APARTMENT SUITS

Client	Part	Major Tasks	Project-Specific Tasks
KORA TOWER – Apartments	Market	Demand, competition	Assess housing demand in Addis Ababa; benchmark against premium apartments and real estate developers.
	Technical	Site, design	Plan luxury apartment units with modern amenities; ensure utilities (water, power, ICT).
	Financial	Costs, revenues	Estimate land + construction cost; project revenues from unit sales/rentals; calculate ROI.

168. KURAKUR HOTEL – HOTEL & SUITES, LALIBELA

Client	Part	Major Tasks	Project-Specific Tasks
KURAKUR HOTEL – Lalibela	Market	Demand, competition	Assess hotel demand from tourism in Lalibela; benchmark against local lodges/hotels.
	Technical	Facilities, design	Design hotel with suites, restaurant, conference hall, spa; ensure sustainable water & energy.
	Financial	Costs, revenues	Estimate construction + furnishing cost; project revenues from occupancy, F&B, tourism packages.

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169. LIMATE LE EDGET PLC – APARTMENT BUILDING

Client	Part	Major Tasks	Project-Specific Tasks
LIMATE LE EDGET – Apartments	Market	Demand, competition	Study demand for middle-class apartments; benchmark pricing vs. other real estate projects.
	Technical	Design, construction	Plan multi-floor apartment building with modern facilities.
	Financial	Costs, revenues	Estimate construction cost; project revenues from apartment sales/rentals.

170. ALSAM APARTMENTS – APARTMENT BUILDING

Client	Part	Major Tasks	Project-Specific Tasks
ALSAM APARTMENTS – Apartments	Market	Demand, competition	Assess Addis housing demand; benchmark against Sunshine, Noah, Ayat, and similar projects.
	Technical	Site, design	Develop apartment complex with utilities, security, and ICT.
	Financial	Costs, revenues	Estimate construction and furnishing costs; project revenues from unit sales.

171. SARI SAI LPG CYLINDERS – LPG GAS CYLINDERS FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
SARI SAI LPG – Gas Cylinders	Market	Demand, competition	Assess demand from LPG distributors and households; benchmark imports and local capacity.
	Technical	Plant, machinery	Procure machinery for cylinder fabrication, welding, and testing; ensure safety compliance.
	Financial	Costs, revenues	Estimate factory setup cost; project revenues from sales to LPG suppliers and households.

172. MAMA INJERA – MASS PRODUCTION & DISTRIBUTION OF INJERA

Client	Part	Major Tasks	Project-Specific Tasks
MAMA INJERA – Mass Production	Market	Demand, competition	Assess urban demand for ready-made injera; benchmark against household production and small bakeries.
	Technical	Equipment, operations	Procure automated injera-making machines; ensure hygienic packaging and cold chain distribution.
	Financial	Costs, revenues	Estimate machinery & raw material cost (teff); project revenues from supermarkets, restaurants, and export.

173. MAMA INJERA – WATER BOTTLING PROJECT

Client	Part	Major Tasks	Project-Specific Tasks
MAMA INJERA – Water Bottling	Market	Demand, competition	Assess bottled water demand in Addis and regional towns; benchmark against Highland, Aquasafe, Yes.
	Technical	Plant, machinery	Install water purification, bottling, and PET capping lines; secure clean water source.
	Financial	Costs, revenues	Estimate plant setup cost; project revenues from supermarket & distribution networks.

174. MAPPLE DISTILLERIES PLC – ALCOHOL DISTILLERIES FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
MAPPLE DISTILLERIES – Alcohol	Market	Demand, competition	Assess demand for spirits, rectified spirit, and ENA; benchmark imports vs. local distilleries.
	Technical	Process, machinery	Install distillation and rectification equipment; ensure waste treatment and energy efficiency.
	Financial	Costs, revenues	Estimate plant investment; project revenues from supplying breweries, pharmaceuticals, and beverage companies.

175. ELEGANT INTERIOR DESIGN – MARBLE & GRANITE PROCESSING

Client	Part	Major Tasks	Project-Specific Tasks
ELEGANT INTERIOR – Marble & Granite	Market	Demand, competition	Assess demand for marble & granite in real estate and construction; benchmark imports vs. local quarries.
	Technical	Plant, machinery	Procure cutting, polishing, and finishing machines; secure raw material supply from quarries.
	Financial	Costs, revenues	Estimate factory setup cost; project revenues from supplying tiles, slabs, and finishing materials.

176. MARRY CANE ALCOHOL FACTORY – SPIRITS & ALCOHOL FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
MARRY CANE – Alcohol Factory	Market	Demand, competition	Assess domestic and export demand for spirits and alcohol; benchmark against existing distilleries (Mapple, National Alcohol).
	Technical	Process, machinery	Procure fermentation, distillation, and bottling machinery; ensure wastewater treatment systems.
	Financial	Costs, revenues	Estimate plant setup cost; project revenues from spirits, industrial alcohol, and by-products.

177. SHEGER FM – FM RADIO STATION

Client	Part	Major Tasks	Project-Specific Tasks
SHEGER FM – Radio Station	Market	Audience demand, competition	Assess media demand in Addis Ababa and other cities; benchmark existing FM stations (Fana, Sheger, Afro FM).
	Technical	Equipment, transmission	Install studio equipment, FM transmitters, and digital broadcasting tools.
	Financial	Investment, revenues	Estimate cost of licenses, studio setup, and equipment; project revenues from advertising, sponsorships, and programming.

178. MEAZA AGRO-INDUSTRY – AGRICULTURAL FARMING

Client	Part	Major Tasks	Project-Specific Tasks
MEAZA AGRO – Farming	Market	Demand, buyers	Assess demand for selected crops (domestic & export); benchmark against existing farms.
	Technical	Land, irrigation	Develop large-scale farm with irrigation, mechanized farming, and storage.
	Financial	Costs, revenues	Estimate farm development cost; project revenues based on yields and crop prices.

179. MENEGESHA ASSEFA – PAPER FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
MENEGESHA ASSEFA – Paper Factory	Market	Demand, imports	Assess demand for writing & printing paper; benchmark against imports.
	Technical	Plant, machinery	Procure paper production/recycling machinery; secure raw material supply.
	Financial	Costs, revenues	Estimate setup cost; project revenues from local publishers, printers, schools.

180. MENGESHA ASSEFA – TISSUE PAPER FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
MENGESHA ASSEFA – Tissue Factory	Market	Demand, competition	Assess demand for toilet paper, napkins, tissue rolls; benchmark imports vs. local suppliers.
	Technical	Plant, machinery	Procure tissue converting machines; set up packaging lines.
	Financial	Costs, revenues	Estimate investment; project revenues from household and institutional buyers.

181. MESFIN GEZU – COMMERCIAL BUILDING PROJECTS

Client	Part	Major Tasks	Project-Specific Tasks
MESFIN GEZU – Commercial Buildings	Market	Demand, tenants	Assess demand for office, retail, and mixed-use spaces in Addis; benchmark occupancy rates and rental prices.
	Technical	Site, construction	Design multi-floor commercial buildings with modern utilities and ICT.
	Financial	Costs, revenues	Estimate land & construction costs; project rental income and sales revenues.

182. ELEGANT INTERIOR DESIGN – MDF KITCHEN CABINET FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
ELEGANT INTERIOR – MDF Cabinets	Market	Demand, competition	Assess demand for modular kitchen cabinets; benchmark imports and local workshops.
	Technical	Plant, machinery	Procure MDF cutting, laminating, finishing machines; establish factory layout.
	Financial	Costs, revenues	Estimate factory setup & material costs; project revenues from supplying real estate and retail customers.

183. MIDROCK DERBA CEMENT FACTORY PLC – TOR DEVELOPMENT FOR SUPPLIER SELECTION

Client	Part	Major Tasks	Project-Specific Tasks
MIDROCK DERBA – Supplier TOR	Market	Supplier landscape	Review potential suppliers for cement inputs, machinery, spares.
	Technical	TOR preparation	Draft technical requirements and evaluation criteria for supplier selection.
	Financial	Cost framework	Define budget considerations for procurement; ensure cost-effective supplier contracts.

184. BELAY MEKIBIB – DAIRY PROCESSING FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
BELAY MEKIBIB – Dairy Processing	Market	Demand, competition	Assess demand for pasteurized milk, yogurt, cheese, butter; benchmark against Shola, Holland Dairy, Lame.
	Technical	Plant, machinery	Procure pasteurizers, homogenizers, cold storage, packaging lines; ensure cold chain logistics.
	Financial	Costs, revenues	Estimate plant setup & raw milk procurement costs; project revenues from wholesale & retail dairy products.

185. YARED BELAY – MIXED USE & APARTMENT BUILDING

Client	Part	Major Tasks	Project-Specific Tasks
YARED BELAY – Mixed Use	Market	Demand, competition	Assess demand for housing & commercial space in Addis; benchmark competitors' rental & sales prices.
	Technical	Site, design	Plan mixed-use tower with apartments, retail, offices; ensure modern utilities and parking.
	Financial	Costs, revenues	Estimate land + construction cost; project sales and rental income; calculate IRR.

186. MUCKARBI STEEL FACTORY PLC – STEEL FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
MUCKARBI STEEL – Steel Factory	Market	Demand, competition	Assess demand for steel bars & sections; benchmark imports vs. local producers (Habesha, C&E, Raval).
	Technical	Plant, machinery	Procure rolling mill & furnaces; ensure steady billet/ore supply.
	Financial	Costs, revenues	Estimate high CAPEX; project sales revenues to construction sector; calculate profitability.

187. LISHANU REAL ESTATE – REAL ESTATE PROJECT

Client	Part	Major Tasks	Project-Specific Tasks
LISHANU REAL ESTATE – Housing	Market	Demand, competition	Assess Addis Ababa housing demand; benchmark competitors (Sunshine, Noah, Ayat).
	Technical	Design, construction	Plan gated apartments/villas with modern amenities.
	Financial	Costs, revenues	Estimate land + building cost; project revenues from sales; calculate ROI.

188. NE-TSA PLC – CORRUGATED IRON SHEET FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
NE-TSA PLC – Iron Sheets	Market	Demand, competition	Assess demand for roofing sheets; benchmark imports from Asia vs. local supply.
	Technical	Machinery, process	Install corrugation & galvanizing lines; ensure steady steel coil supply.
	Financial	Costs, revenues	Estimate setup cost; project revenues from roofing and construction markets.

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189. NOBLE CONFERENCE & TOUR PLC – TOUR OPERATION FOR CBI

Client	Part	Major Tasks	Project-Specific Tasks
NOBLE TOUR – Tour Operation	Market	Demand, competition	Assess inbound tourism demand (CBI-focused markets); benchmark existing tour operators.
	Technical	Service setup	Develop itineraries, tour packages, transport logistics, digital booking systems.
	Financial	Costs, revenues	Estimate vehicles, staff, and marketing costs; project revenues from tourist packages.

190. ORBIT SOFT DRINKS – SOFT DRINKS FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
ORBIT SOFT DRINKS – Factory	Market	Demand, competition	Assess demand for carbonated soft drinks; benchmark Coca-Cola, Moha, Pepsi.
	Technical	Plant, machinery	Install bottling, mixing, carbonation, and packaging lines.
	Financial	Costs, revenues	Estimate factory investment; project revenues from retail and wholesale distribution.

191. ELCO FOOD & BEVERAGE – EXPANSION OF ORIGIN WATER FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
ELCO FOOD & BEVERAGE – Origin Water Expansion	Market	Demand, competition	Assess growing demand for bottled water; benchmark against Highland, Yes, Aquasafe.
	Technical	Expansion design	Add new bottling lines, increase PET capacity, strengthen distribution fleet.
	Financial	Costs, revenues	Estimate expansion cost; project incremental revenues; calculate IRR and payback.

192. PAGRIK ETHIOPIA PLV – CAST IRON FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
PAGRIK ETHIOPIA – Cast Iron Factory	Market	Demand, competition	Assess demand for cast iron products (machinery parts, pipes, construction); benchmark imports vs. local foundries.
	Technical	Plant, machinery	Set up foundry with furnaces, casting molds, machining; ensure raw iron supply.
	Financial	Costs, revenues	Estimate factory investment; project revenues from supplying construction, automotive, and industrial clients.

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193. NOVA PLASTIC FACTORY – PLASTIC GOODS FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
NOVA PLASTIC – Plastic Goods	Market	Demand, competition	Assess demand for household, packaging, and industrial plastics; benchmark against imports from Asia.
	Technical	Plant, machinery	Procure plastic injection and extrusion machines; set up recycling lines for PET/HDPE.
	Financial	Costs, revenues	Estimate setup cost; project revenues from FMCG packaging, household, and industrial buyers.

194. ZAMG BUSINESS PLC – POULTRY FARM

Client	Part	Major Tasks	Project-Specific Tasks
ZAMG BUSINESS – Poultry Farm	Market	Demand, competition	Assess demand for broilers, eggs, and processed chicken; benchmark against medium and large farms.
	Technical	Farm setup	Build poultry houses; install feeding and watering systems; ensure vet care and biosecurity.
	Financial	Costs, revenues	Estimate investment in land, chicks, feed, equipment; project revenues from eggs and meat sales.

195. RAAZ TRANSPORT S.C – DRY CARGO TRANSPORT COMPANY

Client	Part	Major Tasks	Project-Specific Tasks
RAAZ TRANSPORT – Dry Cargo	Market	Demand, competition	Assess demand for dry cargo logistics (cement, grain, FMCG); benchmark against existing transport companies.
	Technical	Fleet, operations	Acquire trucks and trailers; establish logistics management and maintenance facilities.
	Financial	Costs, revenues	Estimate fleet acquisition cost; project revenues from cargo contracts; calculate ROI.

196. RADIO FANA – EXPANSION OF BROADCASTING

Client	Part	Major Tasks	Project-Specific Tasks
RADIO FANA – Expansion	Market	Audience demand, competition	Assess demand for expanded FM/AM coverage; benchmark against EBC, Sheger FM, Fana FM.
	Technical	Studios, transmission	Upgrade studios; install new FM transmitters and digital broadcasting systems.

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Client	Part	Major Tasks	Project-Specific Tasks
	Financial	Costs, revenues	Estimate investment in equipment & coverage; project advertising and sponsorship revenue growth.

197. REPI SOAP & DETERGENT S.C–ALSAM – SOAP & DETERGENT FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
REPI-ALSAM Soap/Detergents	Market	Demand, competition	Assess household demand; benchmark against Unilever, Shemu, and local brands.
	Technical	Plant, machinery	Install soap-making, mixing, and packaging lines; ensure steady raw material supply.
	Financial	Costs, revenues	Estimate factory investment; project revenues from wholesale & retail sales; calculate profitability.

198. RED JACKAL TOUR OPERATOR – BUSINESS & MARKETING PLAN

Client	Part	Major Tasks	Project-Specific Tasks
RED JACKAL – Tour Operator	Market	Demand, competition	Assess inbound/outbound tourism demand; benchmark existing tour operators.
	Technical	Service design	Develop themed tour packages (nature, culture, adventure); set up booking and logistics system.
	Financial	Costs, revenues	Estimate investment in vehicles, guides, promotion; project revenues from tour packages.

199. RORANK BUSINESS PLC – EXPANSION OF ALCOHOL DISTILLERY FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
RORANK – Alcohol Distillery Expansion	Market	Demand, competition	Assess growing demand for spirits, ENA, and industrial alcohol; benchmark imports vs. local distilleries.
	Technical	Expansion design	Upgrade distillation capacity; add energy-efficient boilers and effluent treatment systems.
	Financial	Costs, revenues	Estimate expansion cost; project incremental revenues; calculate ROI and payback.

200. SALAVATORY DEVISTA & FAMILY PLC – DIAGNOSTIC STUDY & UPGRADING PLAN

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Client	Part	Major Tasks	Project-Specific Tasks
SALAVATORY DEVISTA – Diagnostic & Upgrade	Market	Market positioning	Review company's current market share and gaps.
	Technical	Operations, technology	Diagnose existing processes and recommend upgrades (equipment, systems, management).
	Financial	Cost, benefits	Estimate upgrade investment; project efficiency gains and cost savings.

201. ELMU PLC – SEEDS CLEANING

Client	Part	Major Tasks	Project-Specific Tasks
ELMU PLC – Seeds Cleaning	Market	Demand, buyers	Assess demand from farmers, cooperatives, and seed distributors.
	Technical	Plant, machinery	Procure cleaning, grading, and packaging machines; establish storage.
	Financial	Costs, revenues	Estimate setup cost; project revenues from supplying quality-certified seeds.

202. SHEBA STEEL PLC – STEEL FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
SHEBA STEEL – Steel Factory	Market	Demand, competition	Assess Ethiopia's steel demand; benchmark imports vs. local mills.
	Technical	Plant, machinery	Procure rolling mill and furnaces; ensure reliable raw material supply.
	Financial	Costs, revenues	Estimate CAPEX; project revenues from construction market; calculate ROI.

203. SHEBA CABLE PLC – CABLE FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
SHEBA CABLE – Cable Factory	Market	Demand, competition	Assess demand for electrical cables; benchmark imports vs. local supply.
	Technical	Plant, machinery	Procure cable extrusion and insulation machinery; ensure copper/aluminum raw material supply.
	Financial	Costs, revenues	Estimate plant investment; project sales revenues to construction & utilities.

204. SHEBA STEEL PLC – EXPANSION OF STEEL FACTORY

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Client	Part	Major Tasks	Project-Specific Tasks
SHEBA STEEL – Expansion	Market	Demand growth	Assess demand growth in rebar, sheet, and section steel markets.
	Technical	Expansion design	Add new rolling line and furnaces; upgrade energy efficiency.
	Financial	Costs, revenues	Estimate expansion CAPEX; project incremental revenues; calculate IRR.

205. SHIVALIK HYDRO PVT LTD – LIAISON OFFICE (GERD PROJECT)

Client	Part	Major Tasks	Project-Specific Tasks
SHIVALIK HYDRO – GERD Liaison	Market	Stakeholder alignment	Assess Ethiopian energy sector stakeholder expectations.
	Technical	Office setup, coordination	Establish liaison office to coordinate expat and local consultants on GERD-related tasks.
	Financial	Costs	Estimate office setup & staffing cost; align with project service fees.

206. SIRAK SOAP – SOAP FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
SIRAK SOAP – Soap Factory	Market	Demand, competition	Assess demand for laundry and toilet soap; benchmark imports and local competitors (Unilever, Shemu, REPI).
	Technical	Plant, machinery	Procure saponification, mixing, and packaging machinery.
	Financial	Costs, revenues	Estimate investment; project revenues from wholesale and retail soap sales.

207. SOURSH MARBLE – MARBLE & GRANITE PROCESSING

Client	Part	Major Tasks	Project-Specific Tasks
SOURSH MARBLE – Processing	Market	Demand, competition	Assess demand for marble & granite in housing, hotels, commercial buildings; benchmark imports vs. local quarries.
	Technical	Plant, machinery	Procure cutting, polishing, finishing machines; establish quality grading; secure raw stone supply.
	Financial	Costs, revenues	Estimate investment; project sales revenues from tiles, slabs, construction finishing materials.

208. SVP TEXTILES PLC – KOMBOLCHA SPINNING MILL

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Client	Part	Major Tasks	Project-Specific Tasks
SVP TEXTILES – Spinning Mill	Market	Demand, competition	Assess demand for cotton yarn in local textile/garment industries; benchmark imports vs. existing mills.
	Technical	Plant, machinery	Procure spinning frames, carding, drawing, winding machinery; ensure steady cotton supply.
	Financial	Costs, revenues	Estimate high CAPEX; project revenues from supplying yarn to local & export textile industries.

209. YESU STEEL MILLS – STEEL FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
YESU STEEL – Steel Factory	Market	Demand, competition	Assess demand for rebar, sections, GI sheets; benchmark imports and local mills.
	Technical	Plant, machinery	Procure rolling mill & furnace; secure billet/iron ore supply.
	Financial	Costs, revenues	Estimate setup cost; project revenues from supplying construction and industrial sectors.

210. CHAINA LONG AND MILA – STONE CRUSHING PROJECT

Client	Part	Major Tasks	Project-Specific Tasks
CHAINA LONG & MILA – Stone Crushing	Market	Demand, competition	Assess demand for crushed aggregates in construction; benchmark pricing vs. other quarries.
	Technical	Plant, machinery	Install crushers, conveyors, screening equipment; ensure environmental compliance.
	Financial	Costs, revenues	Estimate plant setup and operating costs; project revenues from supplying contractors.

211. WOW INTERNATIONAL PLC – SUITS & GARMENT FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
WOW INTERNATIONAL – Garment Factory	Market	Demand, competition	Assess demand for suits/garments in local and export markets (EU, US under AGOA/EBA).
	Technical	Plant, machinery	Procure sewing, finishing, CAD/CAM cutting systems; ensure compliance with international standards.
	Financial	Costs, revenues	Estimate investment; project revenues from retail & export contracts; calculate profitability.

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212. MUCKARBI ROLLING MILL STEEL FACTORY – ROLLING MILL

Client	Part	Major Tasks	Project-Specific Tasks
MUCKARBI STEEL – Rolling Mill	Market	Demand, competition	Assess demand for long steel products; benchmark against local mills (Raval, Sheba, Habesha).
	Technical	Machinery, plant	Procure rolling lines for rebar, angles, sections; establish power-intensive plant setup.
	Financial	Costs, revenues	Estimate setup and raw material cost; project revenues from construction sector demand.

213. SUNRISE ENGINEERING – PREFABS & TRANSFORMERS FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
SUNRISE ENGINEERING – Prefabs & Transformers	Market	Demand, competition	Assess demand for prefabricated buildings & power transformers in housing, utilities, and industry.
	Technical	Plant, machinery	Procure prefab panel machinery and transformer assembly lines; ensure quality compliance.
	Financial	Costs, revenues	Estimate investment; project revenues from housing programs and electric utilities.

214. ALLMART – SUPERMARKET BUSINESS

Client	Part	Major Tasks	Project-Specific Tasks
ALLMART – Supermarket	Market	Demand, competition	Assess retail demand in Addis; benchmark against Shoa, Fantu, Novis.
	Technical	Facility, operations	Design supermarket with cold storage, POS systems, logistics.
	Financial	Costs, revenues	Estimate setup and working capital; project revenues from FMCG retail sales.

215. TAMEGAZ – MIXED USE COMMERCIAL BUILDING

Client	Part	Major Tasks	Project-Specific Tasks
TAMEGAZ – Mixed Use Building	Market	Demand, competition	Assess demand for apartments, retail, and offices; benchmark pricing in Addis.
	Technical	Design, construction	Plan multi-use tower with modern facilities, parking, ICT.
	Financial	Costs, revenues	Estimate construction cost; project rental and sales revenues; calculate IRR.

216. TEBABER BERTA HOUSING – MIXED USE & APARTMENT BUILDING

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Client	Part	Major Tasks	Project-Specific Tasks
TEBABER Apartments	BERTA –	Market Demand, competition	Assess Addis Ababa demand for housing & retail; benchmark prices of mixed-use projects.
		Technical Design, construction	Plan modern apartment units with commercial floors, parking, and ICT.
		Financial Costs, revenues	Estimate land + construction costs; project revenues from apartment sales/rentals and retail space.

217. BETEZATA HOSPITAL – GENERAL HOSPITAL

Client	Part	Major Tasks	Project-Specific Tasks
BETEZATA General	HOSPITAL –	Market Demand, competition	Assess healthcare demand in Addis; benchmark private hospitals (Myungsung, Hallelujah, Kadisco).
		Technical Facilities, equipment	Plan hospital facilities (wards, labs, surgery); procure medical equipment; ensure compliance with MOH standards.
		Financial Costs, revenues	Estimate hospital construction & equipment cost; project revenues from patient services and insurance.

218. TIBEBU GENERAL HOSPITAL – HOSPITAL

Client	Part	Major Tasks	Project-Specific Tasks
TIBEBU Healthcare	GENERAL HOSPITAL –	Market Demand, competition	Assess regional healthcare demand; benchmark private & NGO hospitals.
		Technical Facilities, staffing	Design hospital infrastructure; procure diagnostic & treatment equipment.
		Financial Costs, revenues	Estimate CAPEX for hospital setup; project revenues from outpatient, inpatient, and surgical services.

219. TENKIR HOTEL – FOUR-STAR INTERNATIONAL HOTEL

Client	Part	Major Tasks	Project-Specific Tasks
TENKIR HOTEL – Four-Star	Market	Demand, competition	Assess tourism & business travel demand; benchmark four-star hotels in Addis.
	Technical	Design, facilities	Plan 100–150 room hotel with conference halls, restaurants, spa, and parking.
	Financial	Costs, revenues	Estimate hotel construction + furnishing costs; project revenues from rooms, F&B, events.

220. TESFAYE SOLOMON – ALUMINUM PROFILES, STAIRS, AND DOOR FRAMES

Client	Part	Major Tasks	Project-Specific Tasks
TESFAYE SOLOMON – Aluminum Profiles	Market	Demand, competition	Assess demand in construction; benchmark imports vs. local profiles.
	Technical	Plant, machinery	Install extrusion and assembly lines for aluminum profiles, stairs, and frames.
	Financial	Costs, revenues	Estimate factory setup cost; project revenues from supplying construction and real estate projects.

221. TESFAYE SOLOMON – ALUMINUM ASSEMBLY

Client	Part	Major Tasks	Project-Specific Tasks
TESFAYE SOLOMON – Aluminum Assembly	Market	Demand, competition	Assess demand for aluminum doors, windows, and panels; benchmark against contractors.
	Technical	Assembly facility	Procure cutting, welding, and finishing equipment; set up assembly line.
	Financial	Costs, revenues	Estimate investment; project revenues from housing, hotels, and offices.

222. JOLLY BOILING – MIXED USE BUILDINGS

Client	Part	Major Tasks	Project-Specific Tasks
JOLLY BOILING – Mixed Use	Market	Demand, competition	Assess demand for residential & commercial space in Addis; benchmark rental & sale prices.
	Technical	Design, construction	Plan mixed-use towers with retail, office, and residential units.
	Financial	Costs, revenues	Estimate land + construction cost; project revenues from sales and leasing.

223. TEWABECH TEKLE – 3-STAR HOTEL, ADAMA

Client	Part	Major Tasks	Project-Specific Tasks
TEWABECH TEKLE – 3-Star Hotel	Market	Demand, competition, pricing, target segments	Assess hotel demand in Adama (conference tourism, business travelers, transit passengers on Addis–Djibouti corridor). Benchmark existing hotels (Haile Resort, Rift Valley, Kuriftu Adama). Evaluate room rates, occupancy levels, and seasonal demand trends. Identify gaps in mid-scale hotel offerings with quality F&B and conference services.

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Client	Part	Major Tasks	Project-Specific Tasks
	Technical	Site, facilities	Design hotel with 60–100 rooms, restaurant, small conference hall, parking.
	Financial	Costs, revenues	Estimate construction & furnishing costs; project revenues from rooms, F&B, conferences.

224. TG PLC – MIXED USE BUILDINGS

Client	Part	Major Tasks	Project-Specific Tasks
TG PLC – Mixed Use	Market	Demand, competition, pricing	Study demand for residential apartments, retail, and offices in Addis Ababa. Benchmark mixed-use developers (Sunshine, Noah, Gift). Assess rental vs. sales pricing models and target segments (middle-upper income residents, SMEs, retailers).
	Technical	Design, construction	Plan multi-use complex with modern utilities, parking, ICT infrastructure.
	Financial	Costs, revenues	Estimate land & building cost; project revenues from apartment sales, rentals, and retail leasing.

225. THREEH – OIL SEEDS PROCESSING

Client	Part	Major Tasks	Project-Specific Tasks
THREEH – Oil Seeds	Market	Demand, supply, competition	Assess demand for edible oils (sunflower, sesame, soybean). Benchmark local processors vs. imports (notably palm oil). Analyze raw material availability from Amhara, Oromia, SNNPR. Evaluate consumer preference for branded packaged oil vs. bulk unrefined oil.
	Technical	Plant, machinery	Procure pressing, refining, bottling equipment.
	Financial	Costs, revenues	Estimate CAPEX; project revenues from oil sales to households, retailers, institutional buyers.

226. TIGER BRANDS – SOAP & DETERGENTS MARKET RESEARCH

Client	Part	Major Tasks	Project-Specific Tasks
TIGER BRANDS – Soap & Detergents	Market	Market size, consumer preferences, competition	Assess Ethiopian household demand for soaps & detergents. Benchmark local producers (Unilever, Shemu, REPI, Peacock). Study distribution networks (wholesalers, supermarkets, kiosks). Analyze consumer purchasing behavior by income group. Evaluate potential for mid-price vs. premium product positioning.
	Technical	—	(Not applicable – market research only).
	Financial	—	(Not applicable – market research only).

227. ALI PROCESSING – TOMATO SAUCE & KETCHUP FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
ALI PROCESSING – Tomato Factory	Market	Demand, competition, raw material supply	Assess demand for tomato paste, sauces, ketchup. Benchmark imports (China, UAE) vs. local producers (Zemilli Agro, Repi). Analyze raw tomato supply in Rift Valley & Amhara. Evaluate demand from households, hotels, restaurants, supermarkets.
	Technical	Plant, machinery	Procure processing, pasteurization, packaging lines.
	Financial	Costs, revenues	Estimate setup cost; project revenues from packaged tomato products.

228. UTOPIA SWEETS FACTORY – SWEETS & CONFECTIONERY

Client	Part	Major Tasks	Project-Specific Tasks
UTOPIA SWEETS – Confectionery	Market	Demand, consumer trends, imports	Assess demand for chocolates, candies, biscuits. Benchmark imports (Turkey, UAE, Europe) vs. limited local production. Study consumer segments: children, youth, middle-class urban buyers. Evaluate distribution through supermarkets, kiosks, and exports to neighbors (Djibouti, South Sudan).
	Technical	Plant, machinery	Install confectionery processing, molding, and packaging lines.
	Financial	Costs, revenues	Estimate CAPEX; project revenues from retail and wholesale sweets distribution.

229. WALIYA STEEL – STEEL FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
WALIYA STEEL – Factory	Market	Demand, competition	Assess demand for rebar, structural steel, GI sheets. Benchmark imports vs. local players (Sheba, Raval, C&E, Habesha). Evaluate government infrastructure projects as demand drivers.
	Technical	Plant, machinery	Install rolling mills and furnaces; secure billet or DRI supply.
	Financial	Costs, revenues	Estimate heavy CAPEX; project sales revenues from construction and industry.

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230. WASSAMAR HOTEL – HOTEL BUSINESS

Client	Part	Major Tasks	Project-Specific Tasks
WASSAMAR HOTEL – Addis	Market	Demand, competition, pricing	Assess demand from business travelers, conferences, and leisure tourists in Addis. Benchmark against 4-star hotels (Capital, Jupiter, Getfam). Study occupancy rates, ADR (average daily rate), and seasonal patterns.
	Technical	Facilities, services	Expand/upgrade rooms, conference halls, gym, spa, parking.
	Financial	Costs, revenues	Estimate renovation & marketing costs; project revenues from rooms, events, and F&B.

231. WERENSO BUSINESS PLC – WATER BOTTLING PROJECT

Client	Part	Major Tasks	Project-Specific Tasks
WERENSO – Water Bottling	Market	Demand, competition	Assess bottled water demand in Addis & Oromia; benchmark local brands (Yes, AquaSafe, Highland). Identify distribution opportunities in supermarkets, hotels, restaurants.
	Technical	Plant, machinery	Install purification, bottling, capping, and labeling lines; secure water source.
	Financial	Costs, revenues	Estimate CAPEX; project revenues from retail & wholesale bottled water sales.

232. YINA HOTEL – DUKEM

Client	Part	Major Tasks	Project-Specific Tasks
YINA HOTEL – Dukem	Market	Demand, competition	Assess hotel demand from industrial zone (Eastern Industrial Park, Bole Lemi II), business visitors, and highway travelers. Benchmark mid-range hotels nearby.
	Technical	Hotel setup	Plan 3–4 star hotel with 80–120 rooms, restaurant, conference space.
	Financial	Costs, revenues	Estimate construction + furnishing cost; project revenues from business and transit travelers.

233. ZAMG AGRO-INDUSTRY – DAIRY PROCESSING & FATTENING

Client	Part	Major Tasks	Project-Specific Tasks
ZAMG AGRO – Dairy & Fattening	Market	Demand, competition	Assess demand for milk, yogurt, cheese, and beef. Benchmark players like Holland Dairy, Shola Dairy, Elfora.
	Technical	Plant, farm	Install pasteurization lines, cold storage, and feedlots for cattle.
	Financial	Costs, revenues	Estimate CAPEX for processing + farm; project revenues from dairy products & meat sales.

234. ZAMG AGRO-INDUSTRY – POULTRY FARM

Client	Part	Major Tasks	Project-Specific Tasks
ZAMG AGRO Poultry	Market	Demand, competition	Assess demand for eggs, broiler meat, processed poultry. Benchmark medium-scale farms and commercial poultry supply gaps.
	Technical	Farm setup	Construct poultry houses, feed systems, cold storage.
	Financial	Costs, revenues	Estimate investment; project revenues from egg & chicken sales.

235. ZENEBE FEREW – STEEL FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
ZENEBE FEREW Steel	Market	Demand, competition	Assess Ethiopia's demand for construction steel; benchmark imports vs. local mills (Sheba, Raval, Habesha).
	Technical	Plant, machinery	Procure rolling mills, furnaces; ensure billet/DRI supply.
	Financial	Costs, revenues	Estimate factory setup; project revenues from construction sector.

236. ZENITH GEBSESHET – EXPANSION OF HEALTH CARE & BEAUTY PRODUCTS

Client	Part	Major Tasks	Project-Specific Tasks
ZENITH GEBSESHET – Health & Beauty	Market	Demand, competition	Assess demand for cosmetics, skin care, personal care in urban markets. Benchmark imports (L'Oréal, Unilever) vs. emerging local producers.
	Technical	Expansion design	Upgrade formulation & packaging lines for creams, lotions, soaps.
	Financial	Costs, revenues	Estimate expansion cost; project revenues from retail and wholesale beauty sales.

237. ZEQUA – MIXED USE BUILDINGS

Client	Part	Major Tasks	Project-Specific Tasks
ZEQUA – Mixed Use	Market	Demand, competition	Assess demand for residential apartments, retail, and office spaces in Addis. Benchmark against Sunshine, Noah, and Gift.
	Technical	Design, construction	Plan mixed-use tower with commercial floors, apartments, and parking.
	Financial	Costs, revenues	Estimate CAPEX; project revenues from rentals and unit sales.

238. ZEWIDITU AGRICULTURAL – CROPS & VEGETABLES FARMING

Client	Part	Major Tasks	Project-Specific Tasks
ZEWIDITU AGRICULTURAL Farming	– Market	Demand, buyers	Assess demand for vegetables, cereals, export crops; benchmark against supermarket, hotel, and export supply chains.
	Technical	Farm setup	Mechanized farming with irrigation and cold chain.
	Financial	Costs, revenues	Estimate land development + inputs; project revenues from domestic & export crop sales.

239. ADAMA GENERAL HOSPITAL – GENERAL HOSPITAL

Client	Part	Major Tasks	Project-Specific Tasks
ADAMA GENERAL Hospital	– Market	Demand, competition	Assess healthcare demand in Oromia/Adama; benchmark against Betezata, private hospitals, and referral facilities.
	Technical	Facilities, services	Design hospital with ER, wards, surgery, diagnostics, and ICU.
	Financial	Costs, revenues	Estimate construction + equipment; project revenues from patient services and insurance.

240. DIRE DAWA FOOD COMPLEX – EXPANSION

Client	Part	Major Tasks	Project-Specific Tasks
DIRE DAWA FOOD COMPLEX Expansion	– Market	Demand, competition	Assess demand for flour, pasta, biscuits; benchmark against local and imported products.
	Technical	Expansion design	Add new lines for pasta/biscuits; modernize machinery for higher efficiency.
	Financial	Costs, revenues	Estimate expansion cost; project incremental revenues from expanded product lines.

241. MUGER CEMENT FACTORY – EXPANSION

Client	Part	Major Tasks	Project-Specific Tasks
MUGER CEMENT Expansion	– Market	Demand, competition	Assess Ethiopia's cement demand (housing, infrastructure, industrial); benchmark against Dangote, Derba, Messebo. Analyze price competition and regional distribution.

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Client	Part	Major Tasks	Project-Specific Tasks
	Technical	Expansion design	Add new kiln, clinker line, and grinding capacity; integrate energy-efficient systems.
	Financial	Costs, revenues	Estimate high CAPEX; project incremental revenues from higher cement sales; evaluate payback and IRR.

242. LUNA EXPORTS – SLAUGHTERHOUSE

Client	Part	Major Tasks	Project-Specific Tasks
LUNA EXPORTS Slaughterhouse	– Market	Demand, competition	Assess demand for processed meat in Middle East & Africa; benchmark against Modjo and Elfora exporters. Analyze livestock supply chain in Ethiopia.
	Technical	Plant, machinery	Establish abattoir with processing, packaging, and cold storage; ensure compliance with halal standards.
	Financial	Costs, revenues	Estimate setup/expansion cost; project revenues from export contracts; calculate forex earnings.

243. BALEZAF ALCOHOL – EXPANSION

Client	Part	Major Tasks	Project-Specific Tasks
BALEZAF Expansion	– Alcohol Market	Demand, competition	Assess growing demand for ethanol and spirits; benchmark imports vs. local distillers.
	Technical	Expansion design	Add distillation capacity; improve energy recovery and waste treatment.
	Financial	Costs, revenues	Estimate expansion investment; project revenues from spirits, industrial alcohol, and export opportunities.

244. ALI MOHAMMED – COTTON FARMING, AFAR

Client	Part	Major Tasks	Project-Specific Tasks
ALI MOHAMMED Farm	– Cotton Market	Demand, buyers	Assess demand for raw cotton and ginned lint from textile mills (Kombolcha, Bahir Dar, Ayka).
	Technical	Farm setup	Develop large-scale irrigated cotton farm in Afar; integrate ginning facilities.
	Financial	Costs, revenues	Estimate land development, irrigation, and inputs; project revenues from supplying local textile factories.

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245. WORETA INTERNATIONAL – HONDA DEALERSHIP

Client	Part	Major Tasks	Project-Specific Tasks
WORETA INTERNATIONAL – Honda Dealership	Market	Demand, competition	Assess Ethiopia's demand for new vehicles; benchmark against existing dealers (Moenco, Nyala Motors). Analyze after-sales service demand.
	Technical	Facility setup	Establish dealership with showroom, service center, and spare parts facility.
	Financial	Costs, revenues	Estimate dealership & service setup costs; project revenues from car sales, service, and parts.

246. CATCH TAXI – RIDE HAILING

Client	Part	Major Tasks	Project-Specific Tasks
CATCH TAXI – Ride Hailing	Market	Demand, competition	Assess urban transport demand; benchmark against Ride, ZayRide, Feres, RIDE Plus. Identify user adoption barriers (pricing, safety, digital payment).
	Technical	Platform, operations	Develop mobile app, GPS-enabled dispatch system, driver verification system.
	Financial	Costs, revenues	Estimate app development & marketing costs; project revenues from ride commissions.

247. GEBEYA251 – ONLINE SHOPPING PLATFORM

Client	Part	Major Tasks	Project-Specific Tasks
GEBEYA251 eCommerce	Market	Demand, competition	Assess online shopping adoption; benchmark vs. Jumia, local startups. Study consumer behavior (urban youth, middle-class).
	Technical	Platform setup	Develop eCommerce website & app with logistics integration and secure payments.
	Financial	Costs, revenues	Estimate platform development & warehousing cost; project revenues from commissions and seller fees.

248. ETHIOPIA251 – ONLINE BOOKSTORE

Client	Part	Major Tasks	Project-Specific Tasks
ETHIOPIA251 – Online Bookstore	Market	Demand, competition	Assess book purchasing trends in Ethiopia; benchmark vs. Jumia Books, local publishers. Evaluate demand for academic, professional, and leisure reading.
	Technical	Website, operations	Build online bookstore platform; integrate digital catalog, payment gateway, and delivery logistics.

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Client	Part	Major Tasks	Project-Specific Tasks
	Financial	Costs, revenues	Estimate platform + warehousing cost; project revenues from book sales and publisher partnerships.

249. JOBS251 – ONLINE JOB PORTAL

Client	Part	Major Tasks	Project-Specific Tasks
JOBS251 – Job Portal	Market	Demand, competition	Assess job search and recruitment market in Ethiopia; benchmark vs. EthioJobs, Dereja.
	Technical	Platform setup	Build job-matching portal with applicant tracking, employer dashboards, mobile app.
	Financial	Costs, revenues	Estimate development & marketing cost; project revenues from employer subscriptions & ads.

250. AMARIAH FOODS – POTATO CHIPS FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
AMARIAH FOODS – Potato Chips	Market	Demand, competition	Assess demand for packaged snacks; benchmark imports (Lays, Simba) vs. local producers. Study supermarket & kiosk distribution.
	Technical	Plant, machinery	Procure slicing, frying, seasoning, and packaging machines; ensure raw potato supply.
	Financial	Costs, revenues	Estimate factory setup + raw material cost; project revenues from retail snack sales.

251. HENOCK MOTOR OIL RECYCLING – USED MOTOR OIL RECYCLING

Client	Part	Major Tasks	Project-Specific Tasks
HENOCK – Motor Oil Recycling	Market	Demand, competition	Assess demand for recycled base oil from transport, factories, and garages; benchmark imports of lubricants vs. recycling potential.
	Technical	Plant, machinery	Install distillation, filtration, and refining systems for used oil recycling.
	Financial	Costs, revenues	Estimate plant setup & operating cost; project revenues from sales to automotive & industrial buyers.

252. CITRUS INTERNATIONAL – MEDICAL IMAGING & DIAGNOSTIC CLINIC

Client	Part	Major Tasks	Project-Specific Tasks
CITRUS INTERNATIONAL – Imaging & Diagnostics	Market	Demand, competition	Assess demand for CT, MRI, ultrasound, and lab services in Addis; benchmark private clinics (Washington, Bethezata, Kadisco).

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Client	Part	Major Tasks	Project-Specific Tasks
	Technical	Facility, equipment	Procure imaging equipment; design clinic with diagnostic labs and IT systems.
	Financial	Costs, revenues	Estimate high CAPEX for medical equipment; project revenues from patient diagnostics and insurance contracts.

253. DAMA TRADING – EXPORT BUSINESS PLAN

Client	Part	Major Tasks	Project-Specific Tasks
DAMA TRADING – Export	Market	Demand, buyers	Assess global demand for Ethiopia's export products (coffee, oilseeds, livestock, etc.). Benchmark trade routes and competitors.
	Technical	Logistics, compliance	Establish export operations, certifications, and logistics chain.
	Financial	Costs, revenues	Estimate export setup & working capital; project revenues from foreign contracts.

254. DILARGE TESHOME – FUEL STATION

Client	Part	Major Tasks	Project-Specific Tasks
DILARGE TESHOME – Fuel Station	Market	Demand, competition	Assess demand for fuel in Addis/regional towns; benchmark existing stations. Evaluate vehicle growth trends.
	Technical	Site, facilities	Build fuel station with tanks, pumps, convenience store, service bay.
	Financial	Costs, revenues	Estimate station setup cost; project revenues from fuel & non-fuel sales.

255. ISMAEL SWEET FACTORY – CANDY & CHOCOLATE FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
ISMAEL SWEET Confectionery	Market	Demand, competition	Assess demand for sweets & chocolates; benchmark imports vs. local producers (Utopia Sweets, Repi).
	Technical	Plant, machinery	Procure candy molding, chocolate coating, and packaging machines.
	Financial	Costs, revenues	Estimate setup & ingredient cost; project revenues from supermarket & retail sales.

256. ALI HUMED – QUARRY & CRUSHER PLANT

Client	Part	Major Tasks	Project-Specific Tasks
ALI HUMED Quarry	Market	Demand, competition	Assess demand for aggregates in road, housing, and infrastructure projects. Benchmark against existing quarry suppliers.
	Technical	Plant, machinery	Install crushers, screening, and conveyor systems; ensure safety & environmental compliance.
	Financial	Costs, revenues	Estimate quarry setup & operating costs; project revenues from supplying contractors.

257. AFARCO AGRICULTURE – COMMERCIAL FARMING (AFAR)

Client	Part	Major Tasks	Project-Specific Tasks
AFARCO – Farming	Market	Demand, buyers	Assess demand for cotton, cereals, vegetables in domestic & export markets.
	Technical	Farm setup	Develop large-scale irrigated farm; install mechanized equipment and storage.
	Financial	Costs, revenues	Estimate land development, irrigation, input costs; project revenues from crop sales.

258. ORIGIN WATER – WATER BOTTLING

Client	Part	Major Tasks	Project-Specific Tasks
ORIGIN WATER Bottling	Market	Demand, competition	Assess demand for bottled water in Addis & regional towns; benchmark against Highland, Yes, AquaSafe.
	Technical	Plant, machinery	Expand bottling lines, PET molding, and purification units.
	Financial	Costs, revenues	Estimate setup cost; project revenues from retail and wholesale distribution.

259. BIKILAL STEEL – DRI SPONGE IRON FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
BIKILAL STEEL – DRI Sponge Iron	Market	Demand, competition	Assess demand for sponge iron as input for steel plants; benchmark imports vs. local supply.
	Technical	Plant, process	Procure DRI kilns, reduction plants; secure iron ore and gas supply.
	Financial	Costs, revenues	Estimate high CAPEX; project revenues from supplying local steel mills.

260. CHICKEN HUT – FAST FOODS SERVICE

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Client	Part	Major Tasks	Project-Specific Tasks
CHICKEN HUT – Fast Food	Market	Demand, competition	Assess demand for fast food in Addis; benchmark against Pizza Hut, Kaldi's, new quick-service restaurants. Study youth, middle-class, and expat customer segments.
	Technical	Facility, operations	Establish QSR outlets with kitchen, POS, delivery service integration.
	Financial	Costs, revenues	Estimate setup & operating costs; project revenues from dine-in, takeaway, and delivery.

261. LIDIYA CONSTRUCTION – REAL ESTATE PROJECT (HIGH-END COMMERCIAL APARTMENTS)

Client	Part	Major Tasks	Project-Specific Tasks
LIDIYA CONSTRUCTION – Real Estate	Market	Demand, competition	Assess demand for luxury apartments in Addis (Bole, CMC, Old Airport); benchmark pricing vs. Sunshine, Noah, Gift. Identify target buyers: diaspora, expats, high-income households.
	Technical	Design, construction	Plan high-rise apartments with modern facilities, retail spaces, parking, ICT infrastructure.
	Financial	Costs, revenues	Estimate land + construction + finishing costs; project sales & rental income; calculate ROI.

262. MOHAMED KEDIR – PASTA & MACARONI PRODUCTION

Client	Part	Major Tasks	Project-Specific Tasks
MOHAMED KEDIR – Pasta Factory	Market	Demand, competition	Assess domestic pasta demand; benchmark against Dire Dawa, Kaliti, and imported pasta (Turkey, UAE). Study wheat supply capacity.
	Technical	Plant, machinery	Procure pasta-making lines (mixers, extruders, dryers, packaging). Ensure durum wheat supply.
	Financial	Costs, revenues	Estimate CAPEX; project revenues from retail & wholesale pasta distribution.

263. BRAZILIAN EMBASSY – EXPORT MANUAL

Client	Part	Major Tasks	Project-Specific Tasks
BRAZILIAN EMBASSY – Export Manual	Market	Trade opportunities	Study Ethiopian export markets (coffee, oilseeds, flowers, textiles). Benchmark trade barriers and entry strategies.
	Technical	Manual preparation	Develop practical guidelines for exporters on logistics, standards, and compliance.
	Financial	—	(Not a feasibility project – financials not applicable).

264. TELIKO POTATO CHIPS FACTORY – POTATO CHIPS MANUFACTURING

Client	Part	Major Tasks	Project-Specific Tasks
TELIKO – Potato Chips	Market	Demand, competition	Assess snack demand in Ethiopia; benchmark imports (Lays, Simba) vs. local producers. Identify urban retail demand in supermarkets and kiosks.
	Technical	Plant, machinery	Install slicing, frying, seasoning, and packaging machines; ensure potato supply contracts.
	Financial	Costs, revenues	Estimate setup + raw material cost; project revenues from retail snack sales.

265. CITRUS INTERNATIONAL – MIXED USE COMMERCIAL BUILDING

Client	Part	Major Tasks	Project-Specific Tasks
CITRUS INTERNATIONAL – Mixed Use	Market	Demand, competition	Assess demand for apartments, offices, and retail spaces in Addis. Benchmark Sunshine, Noah, Tsehay projects.
	Technical	Design, construction	Plan modern high-rise with residential, commercial, and parking facilities.
	Financial	Costs, revenues	Estimate construction + finishing cost; project revenues from rentals and sales.

266. HAILEMARIAM & ROMAN FOUNDATION – Eco-LODGE

Client	Part	Major Tasks	Project-Specific Tasks
H&RF – Eco-Lodge	Market	Demand, competition	Assess demand for eco-tourism lodges near Rift Valley lakes & Bale Mountains. Benchmark eco-lodges (Bale Eco-Lodge, Bishangari). Identify niche: nature tourism, diaspora, NGOs.
	Technical	Site, design	Develop eco-friendly lodge with cabins, solar power, local materials, nature trails.
	Financial	Costs, revenues	Estimate lodge construction + furnishing; project revenues from room bookings, eco-tours, F&B.

267. MOTI ENGINEERING – REAL ESTATE PROJECT (HIGH-END COMMERCIAL APARTMENT)

Client	Part	Major Tasks	Project-Specific Tasks
MOTI ENGINEERING – Real Estate	Market	Demand, competition	Assess high-end apartment demand in Addis; benchmark vs. Noah, Tsehay, Ayat premium developments.
	Technical	Design, construction	Plan luxury apartments with modern ICT, security, and amenities.
	Financial	Costs, revenues	Estimate CAPEX; project revenues from apartment sales/rentals.

268. CITRUS INTERNATIONAL PLC – FIVE YEARS STRATEGIC PLAN & SALARY SCALE

Client	Part	Major Tasks	Project-Specific Tasks
CITRUS INTERNATIONAL Strategy & HR	Market	Strategic outlook	Assess company's positioning across its sectors (real estate, healthcare, manufacturing). Benchmark growth opportunities and sector competition.
	Technical	HR framework	Develop organizational structure, salary scale, and incentive systems.
	Financial	Projections	Align compensation plan with five-year financial projections and cash flow capacity.

269. NIRVANA PROCESSING PLC – SOYBEANS PROCESSING (EDIBLE OIL)

Client	Part	Major Tasks	Project-Specific Tasks
NIRVANA – Soybeans Processing	Market	Demand, competition	Assess demand for edible oil in Ethiopia; benchmark imports (palm, sunflower) vs. local processing capacity. Study soybean availability in SNNPR, Amhara.
	Technical	Plant, machinery	Install soybean crushing, oil extraction, refining, and packaging equipment.
	Financial	Costs, revenues	Estimate factory investment; project revenues from cooking oil and by-products (soy meal for feed).

270. ASEEM PERFUME – PERFUME FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
ASEEM Perfumes	Market	Demand, competition	Assess Ethiopian demand for fragrances; benchmark imports (luxury & mass brands) vs. limited local producers. Study target market: middle-class, youth, export to East Africa.
	Technical	Plant, process	Install blending, bottling, and packaging lines; ensure quality compliance.
	Financial	Costs, revenues	Estimate setup costs; project revenues from wholesale, retail, and boutique sales.

271. CUREMEDTECH – MEDICAL SUPPLIES FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
CUREMEDTECH – Medical Supplies	Market	Demand, competition	Assess demand for syringes, gloves, PPE, disposables. Benchmark imports vs. local capacity (limited). Identify hospitals, clinics, NGOs as buyers.
	Technical	Plant, machinery	Procure molding, sterilization, and packaging machinery.

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Client	Part	Major Tasks	Project-Specific Tasks
	Financial	Costs, revenues	Estimate CAPEX; project revenues from institutional contracts and retail medical supplies.

272. ETHALUMINUM – KITCHENWARE FACTORY

Client	Part	Major Tasks	Project-Specific Tasks
ETHALUMINUM Kitchenware	Market	Demand, competition	Assess demand for aluminum pots, pans, utensils; benchmark imports vs. local small producers.
	Technical	Plant, machinery	Install casting, rolling, and finishing lines for aluminum cookware.
	Financial	Costs, revenues	Estimate plant setup & raw aluminum costs; project revenues from household and institutional sales.

273. PUREWOOD PULP MANUFACTURING – PULP & PAPER FACTORY (NIVA SOFT)

Client	Part	Major Tasks	Project-Specific Tasks
PUREWOOD – Pulp & Paper	Market	Demand, competition	Assess demand for paper, tissue, and packaging. Benchmark high imports vs. weak local production.
	Technical	Plant, machinery	Procure pulping, bleaching, rolling, and converting machinery. Secure wood/pulp raw materials.
	Financial	Costs, revenues	Estimate CAPEX; project revenues from paper & tissue supply to retail and industrial buyers.

274. BELAYAB MOTORS – LABELS & PAPER MANUFACTURING

Client	Part	Major Tasks	Project-Specific Tasks
BELAYAB MOTORS – Labels & Paper	Market	Demand, competition	Assess demand for packaging labels, printing paper in industrial & FMCG sectors. Benchmark imports vs. emerging local suppliers.
	Technical	Plant, machinery	Procure label printing and paper converting machines.
	Financial	Costs, revenues	Estimate setup & raw material costs; project revenues from supplying manufacturers.

275. ARERTI CERAMIC MANUFACTURING PLC – EXPANSION OF CERAMIC FACTORY

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Client	Part	Major Tasks	Project-Specific Tasks
ARERTI CERAMIC Expansion	– Market	Demand, competition	Assess demand for tiles, sanitary ware, ceramics; benchmark imports vs. local suppliers (Ture, Tsehay).
	Technical	Expansion design	Add new kiln capacity, modern polishing lines, and glazing technology.
	Financial	Costs, revenues	Estimate expansion investment; project incremental revenues from expanded production.

276. AARTI STEEL PLC – FEASIBILITY STUDY FOR EXPANSION OF EXISTING STEEL FACTORY

Client	Part	Major Tasks (Short)	Project-Specific Tasks
AARTI STEEL PLC	Market	Demand, competition	Assess domestic steel demand growth; evaluate import substitution; map regional competition.
	Technical	Expansion planning	Identify additional rolling mill/furnace needs; upgrade utilities & logistics.
	HR	Workforce expansion	Recruit skilled technicians & operators; provide safety & technical training.
	Financial	Cost, revenue, profitability	Estimate expansion costs; forecast sales; assess ROI & financing structure.
	Legal/Regulatory	Permits, compliance	Update environmental clearances; comply with industrial expansion laws.

277. ADDIS AFRICA INTERNATIONAL CONVENTIONS & EXHIBITION CENTER (AAICEC) – FEASIBILITY STUDY FOR REAL ESTATE PROJECT

Client	Part	Major Tasks (Short)	Project-Specific Tasks
AAICEC	Market	Demand, competition	Assess demand for office, retail, and mixed-use space in Addis; study rental/ownership trends.
	Technical	Site & design	Evaluate master plan; review building design, utilities, and accessibility.
	HR	Staffing plan	Plan for property management team; hire real estate marketing staff.
	Financial	Investment & returns	Estimate project cost; project rental/sales revenue; test financial viability.
	Legal/Regulatory	Permits & approvals	Secure real estate permits; comply with land lease & construction regulations.

278. AAICEC – FEASIBILITY STUDY FOR HOTEL APARTMENT PROJECT

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Client	Part	Major Tasks (Short)	Project-Specific Tasks
AAICEC	Market	Demand, competition	Study demand from international guests, conferences, long-stay visitors.
	Technical	Facility design	Assess number of units; required hotel services; utilities & infrastructure.
	HR	Staffing & training	Develop staffing model for hotel apartment operations; training in hospitality service.
	Financial	Cost & profitability	Estimate construction/operational costs; forecast occupancy & room rates.
	Legal/Regulatory	Licensing	Secure tourism investment license; comply with star-rating and hospitality regulations.

279. AAICEC – FEASIBILITY STUDY FOR FURNISHED HOTEL APARTMENT PROJECT

Client	Part	Major Tasks (Short)	Project-Specific Tasks
AAICEC	Market	Demand, competition	Assess furnished apartment demand among expats, NGOs, corporate clients.
	Technical	Facility design	Plan for fully furnished units; utilities, furnishing, and service quality.
	HR	Workforce planning	Recruit service staff, property managers; hospitality training.
	Financial	Cost & returns	Evaluate furnishing & construction cost; project rental income & payback period.
	Legal/Regulatory	Compliance	Obtain real estate & hospitality permits; ensure compliance with building standards.

280. ADDIS AFRICA INTERNATIONAL CONVENTIONS & EXHIBITION CENTER (AAICEC) – EVALUATION & SELECTION OF INTERNATIONAL VENUE OPERATORS

Client	Part	Major Tasks (Short)	Project-Specific Tasks
AAICEC	Market	Operator demand, benchmarking	Study demand for large-scale venue management; benchmark global operators (Reed, Messe, etc.); identify partnership models suited for Ethiopia.
	Technical	Venue operation requirements	Define facility standards, IT systems, security & service levels needed for international operators.
	HR	Skills & training	Assess workforce gaps in event management; recommend training for hospitality, security, and IT staff.
	Financial	Cost-benefit of partnerships	Evaluate revenue-sharing models; assess operator fees vs. local revenue potential.
	Legal/Regulatory	Contracts & compliance	Review concession agreements; ensure compliance with Ethiopian investment and PPP laws.

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281. ADIL IBRAHIM YOUSUF – FEASIBILITY STUDY ON BREAD IMPROVER & YEAST

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Adil Ibrahim Yousuf	Market	Demand, competition	Assess demand from bakeries, hotels, and FMCG; analyze import volumes of yeast & improvers; evaluate potential for local substitution.
	Technical	Production technology	Identify suitable fermentation and blending technologies; review raw material availability.
	HR	Workforce needs	Plan for chemists, food technologists, and production workers; provide skill training.
	Financial	Cost, pricing, ROI	Estimate plant setup cost; project sales; analyze cost competitiveness vs. imports.
	Legal/Regulatory	Licensing, safety	Secure permits under MoH & EFDA; ensure compliance with Ethiopian food safety and labeling standards.

282. MINISTRY OF TRADE & REGIONAL INTEGRATION – EXPORT GUIDE MANUAL (AfCFTA)

Client	Part	Major Tasks (Short)	Project-Specific Tasks
MoTRI	Market	Export markets & trade flows	Identify priority AfCFTA markets; assess Ethiopia's competitive products (coffee, textiles, livestock, sesame); evaluate tariffs & NTBs.
	Technical	Guide framework	Design step-by-step export manual structure; include logistics, documentation, and customs processes.
	HR	Capacity building	Train MoTRI staff on AfCFTA rules of origin & procedures; design outreach to exporters.
	Financial	Trade impact	Estimate export revenue potential; quantify savings from tariff reductions under AfCFTA.
	Legal/Regulatory	AfCFTA compliance	Align with AfCFTA protocols; harmonize Ethiopian laws with regional trade commitments.

283. ARERTI CERAMIC MANUFACTURING PLC – FEASIBILITY STUDY & BUSINESS PLAN FOR CERAMIC FACTORY

Client	Part	Major (Short)	Tasks	Project-Specific Tasks
Arerti Manufacturing PLC	Ceramic Market	Demand & trends	price	Analyze local demand for tiles, sanitary ware, and ceramics; assess imports from China/India; project demand from construction sector growth.
	Technical	Production technology		Select ceramic kiln, molding, and glazing technologies; secure raw material sources (clay, feldspar, quartz).
	HR	Workforce plan		Plan for engineers, kiln operators, and QC staff; develop training for safety & efficiency.

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Client	Part	Major (Short)	Tasks	Project-Specific Tasks
	Financial	Investment, profitability		Estimate capital expenditure; forecast revenues; conduct NPV, IRR, and break-even analysis.
	Legal/Regulatory	Compliance		Obtain industrial permits; secure environmental clearance for kiln emissions and waste.

284. ASEEM PERFUMES – ASSESSMENT REPORT ON ETHIOPIAN CUSTOMS DUTIES & INVESTMENT LAWS

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Aseem Perfumes	Market	Import/export opportunities	Assess Ethiopian perfume & cosmetics market; analyze consumer trends; evaluate competition with imports.
	Technical	Customs & logistics	Review customs clearance procedures; identify bottlenecks for importing raw materials.
	HR	Staff training needs	Recommend training on customs regulations for logistics and compliance staff.
	Financial	Tariff & tax implications	Evaluate impact of customs duties on product pricing and profitability.
	Legal/Regulatory	Law & compliance review	Review investment law restrictions; assess incentives (duty-free imports, tax holidays).

285. SKY WIN AERONAUTICS INDUSTRIES – FEASIBILITY STUDY FOR UAV (DRONE) MANUFACTURING

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Sky Win Industries	Aeronautics Market	Defense & civilian demand	Assess Ethiopian and African drone market demand; defense, agriculture, logistics, and mapping uses.
	Technical	UAV production technology	Select UAV types (surveillance, combat, agri-drones); plan for assembly line and R&D center.
	HR	Skilled workforce	Recruit aerospace engineers, technicians; training in avionics, AI systems, and UAV operations.
	Financial	Investment & returns	Estimate USD 50M investment; project revenues from domestic procurement and export markets.
	Legal/Regulatory	Aviation & defense licensing	Secure approvals from Ethiopian Civil Aviation Authority and Ministry of Defense; comply with export controls.

286. BELAYAB POULTRY & PROCESSING PLC – FEASIBILITY STUDY ON INTEGRATED POULTRY FARM & PROCESSING

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Client	Part	Major Tasks (Short)	Project-Specific Tasks
Belayab Poultry Processing PLC	& Market	Poultry demand competition	& Assess domestic poultry meat & egg demand; analyze imports vs. local supply; identify export potential.
	Technical	Farm & processing technology	Plan for hatchery, broiler farm, feed mill, slaughterhouse, and cold chain facilities.
	HR	Workforce design	Recruit veterinarians, feed technicians, processing plant workers; provide biosecurity training.
	Financial	Investment & profitability	Estimate CAPEX/OPEX; forecast sales volumes; analyze ROI and payback.
	Legal/Regulatory	Food safety & licensing	Secure MoA and EFDA approvals; ensure HACCP compliance for food exports.

287. BLACK PEARL – FEASIBILITY STUDY ON ESTABLISHMENT OF ENTERTAINMENT CENTER

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Black Pearl	Market	Demand & target customers	Assess demand for family entertainment, cinema, games, and leisure; segment youth, families, expats.
	Technical	Facility design	Plan multipurpose entertainment complex: cinemas, arcades, food courts, event halls.
	HR	Staffing plan	Recruit entertainers, technicians, service staff; develop training for customer service.
	Financial	Investment & revenue	Estimate construction & operating costs; project revenues from tickets, memberships, food sales.
	Legal/Regulatory	Licensing & permits	Secure city municipality permits; comply with entertainment and safety regulations.

288. BLACK PEARL – FEASIBILITY STUDY ON FURNISHED HOTEL APARTMENT

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Black Pearl	Market	Demand competition	& Assess demand from expats, long-term business travelers; benchmark against serviced apartments in Addis.
	Technical	Facility planning	Plan apartment design, furnishing, utilities, and hospitality infrastructure.
	HR	Workforce	Recruit property managers, hospitality staff; provide hotel service training.
	Financial	Investment & returns	Estimate construction and furnishing cost; project rental income & profitability.
	Legal/Regulatory	Hospitality compliance	Secure investment and tourism licenses; comply with Ethiopian star-rating and safety standards.

289. BLACK PEARL – FEASIBILITY STUDY ON HOTEL PROJECT

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Black Pearl	Market	Hotel demand competition	& Assess tourism and business travel demand in Addis; benchmark existing hotels; identify positioning opportunities.
	Technical	Facility planning	Plan hotel category (3–5 star); design rooms, restaurants, and amenities.
	HR	Workforce planning	Recruit hospitality professionals; provide training in service quality and hotel management.
	Financial	Investment & profitability	Estimate construction and furnishing costs; project occupancy, room rates, and ROI.
	Legal/Regulatory	Licensing & compliance	Obtain investment permit; comply with Ministry of Tourism regulations and hotel grading requirements.

290. . BRAZIL EMBASSY, ADDIS ABABA – EXPORT GUIDE MANUAL: HOW TO EXPORT TO ETHIOPIA

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Brazil Embassy	Market	Trade opportunities & import flows	Identify Ethiopian import needs; map trade opportunities for Brazilian exporters (agriculture, machinery, consumer goods).
	Technical	Export procedures	Outline step-by-step import/export process into Ethiopia; logistics and documentation.
	HR	Capacity building	Develop training materials for exporters on Ethiopian requirements.
	Financial	Cost implications	Assess tariffs, customs duties, and non-tariff barriers affecting Brazilian products.
	Legal/Regulatory	Trade laws	Review Ethiopian customs, import licensing, and investment law implications.

291. DEJENE & PARTNERS – BELAYAB: MARKET & TECHNOLOGY ASSESSMENT ON LABELS & BOOKS PRINTING IN ETHIOPIA

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Dejene & Partners – Belayab	Market	Printing demand competition	& Assess market demand for books, labels, and packaging; analyze imports vs. local printing services.
	Technical	Printing technology	Evaluate printing machinery options (offset, digital, flexographic); recommend cost-effective technologies.
	HR	Workforce design	Identify skill needs for operators, designers, and technicians.
	Financial	Cost & viability	Estimate equipment investment; project revenue from printing contracts.
	Legal/Regulatory	Copyright & compliance	Review IP laws; ensure compliance with Ethiopian publishing and industrial standards.

292. KIKI IODIZED SALT FACTORY – FEASIBILITY STUDY FOR SALT PROCESSING & PACKAGING

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Kiki Iodized Salt Factory	Market	Salt demand competition	& Assess domestic demand for iodized salt; evaluate current suppliers; project market growth.
	Technical	Processing & packaging	Plan technology for iodization, refining, and packaging; ensure quality standards.
	HR	Workforce plan	Recruit operators, QC staff, and packaging workers.
	Financial	Investment & profitability	Estimate processing costs; forecast sales and margins; assess payback.
	Legal/Regulatory	Food safety & compliance	Secure food safety certification; comply with EFDA standards for iodized salt.

293. KIKI TRADING – FEASIBILITY STUDY FOR FURNISHED HOTEL APARTMENT (ADDIS)

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Kiki Trading	Market	Demand competition	& Assess demand from expats, NGOs, and long-term business visitors; benchmark serviced apartments in Addis.
	Technical	Facility design	Plan fully furnished apartments; utilities, furnishing, and service infrastructure.
	HR	Workforce	Recruit property managers, hospitality staff; train in serviced apartment management.
	Financial	Investment & returns	Estimate construction and furnishing costs; project rental revenue; analyze ROI.
	Legal/Regulatory	Hospitality permits	Obtain real estate & hotel investment licenses; comply with building and tourism regulations.

294. LIDIYA MEMORIAL CONSTRUCTION PLC – FEASIBILITY STUDY ON REAL ESTATE PROJECT (KEDMA PLC)

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Lidiya Memorial Construction PLC	Market	Housing demand trends	& Assess demand for residential units in Addis; analyze pricing benchmarks; identify middle-income vs. high-end segments.
	Technical	Design & construction	Review architectural design; plan utilities and infrastructure.
	HR	Staffing plan	Identify needs for project management and sales staff.
	Financial	Investment profitability	& Estimate construction costs; forecast sales/revenue; test financial viability.
	Legal/Regulatory	Permits & compliance	Obtain land lease, building permits, and real estate investment license.

295. WHEAT FLOUR, PASTA, MACARONI & BISCUITS MANUFACTURING PROJECT – FEASIBILITY STUDY

Client Part	Major Tasks (Short)	Project-Specific Tasks
— Market	Food demand & competition	Assess demand for flour, pasta, and biscuits; evaluate import substitution potential.
Technical	Production technology	Select milling, extrusion, and baking technologies; plan raw material sourcing.
HR	Workforce	Recruit mill operators, bakers, packaging staff; provide technical training.
Financial	CAPEX & profitability	Estimate investment; forecast product pricing, margins, and ROI.
Legal/Regulatory	Food safety compliance	Ensure EFDA certification; secure investment and food processing permits.

296. PAUL RIES & SONS LTD – ETHIOPIAN AUTOMOTIVE INDUSTRY, KIA BUSINESS MODEL & KD PROCESSES

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Paul Ries & Sons Ltd	Market	Automotive demand	Assess Ethiopia's car market; demand for passenger & commercial vehicles.
	Technical	KD assembly process	Analyze knock-down (KD) assembly process for KIA models; identify infrastructure needs.
	HR	Skilled workforce	Recruit engineers, assemblers, quality inspectors; provide automotive training.
	Financial	Investment & returns	Estimate assembly plant setup costs; project sales & profitability.
	Legal/Regulatory	Licensing	Obtain automotive assembly investment license; comply with customs/import regulations.

297. PAUL RIES & SONS PTD – MARKET STUDY FOR MAN'S ASSEMBLY PLANT (VANS, BUSES, TRUCKS) & PROJECT PROPOSAL (GOLDENSUN PLC)

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Paul Ries & Sons PTD	Market	Commercial vehicle demand	Assess demand for buses, vans, and trucks in Ethiopia & East Africa.
	Technical	Assembly technology	Review MAN assembly line requirements; logistics and KD processes.
	HR	Workforce planning	Recruit skilled mechanical and electrical technicians; design training modules.
	Financial	Investment viability	Estimate plant costs; forecast demand-driven revenue and ROI.
	Legal/Regulatory	Permits & compliance	Ensure compliance with automotive regulations and MoTI requirements.

298. PULP, PAPER & PAPER PRODUCTS MANUFACTURING – FEASIBILITY STUDY

Client Part	Major Tasks (Short)	Project-Specific Tasks
— Market	Paper demand	Assess demand for packaging, tissue, and paper products; evaluate imports vs. local capacity.
Technical	Production process	Select pulp and paper machinery; review raw material supply (wood, recycled paper).
HR	Workforce	Hire chemical engineers, operators, maintenance staff.
Financial	Investment analysis	Estimate factory investment; project sales and profitability.
Legal/Regulatory	Licensing	Obtain industrial permits; comply with environmental standards on water & emissions.

299. COMINIST RAYA ABATOI – FEASIBILITY STUDY ON MODERN SLAUGHTERHOUSE

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Cominist Raya Abato	Market	Meat demand & exports	Assess domestic and export demand for processed meat (Middle East, Africa).
	Technical	Facility & technology	Plan slaughterhouse design, cold chain, and waste management systems.
	HR	Workforce	Recruit veterinarians, butchers, quality inspectors; provide food safety training.
	Financial	Investment & profitability	Estimate CAPEX for facility; forecast revenues from domestic sales and exports.
	Legal/Regulatory	Food safety & licensing	Secure MoA and EFDA approvals; comply with international halal & HACCP standards.

300. COMINIST RAYA ABATOI – FEASIBILITY STUDY ON FOOD PROCESSING

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Cominist Abato	Raya Market	Food demand & competition	Assess demand for processed foods in domestic & export markets; analyze competitors and substitutes.
	Technical	Processing technology	Select appropriate machinery for packaging and preservation; review raw material supply chain.
	HR	Workforce planning	Recruit food technologists, operators, and QC staff; provide hygiene training.
	Financial	CAPEX & ROI	Estimate facility investment; forecast sales and margins; assess break-even period.
	Legal/Regulatory	Food safety standards	Secure EFDA approvals; comply with MoA standards and HACCP certification.

301. ABHISHEK GOLECHA – MARKET & REGULATORY REQUIREMENTS ON ALCOHOLIC BEVERAGES IN ETHIOPIA

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Client	Part	Major Tasks (Short)	Project-Specific Tasks
Abhishek Golecha	Market	Alcohol consumption trends	Study demand for beer, wine, and spirits; analyze consumer demographics and cultural acceptance.
	Technical	Product requirements entry	Review labeling, import, and distribution standards for alcoholic beverages.
	HR	Training for compliance	Provide guidance on customs, marketing, and distribution staff training.
	Financial	Tariff & pricing impact	Assess excise duties and taxes on alcoholic imports; evaluate pricing competitiveness.
	Legal/Regulatory	Regulatory framework	Map licensing procedures for alcoholic production/import; assess restrictions under Ethiopian law.

302. TAYPAY FOREX TRADING PLC – OPERATION MANUAL FOR INDEPENDENT FOREIGN EXCHANGE BUREAU

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Taypay Forex Trading PLC	Market	Demand for forex services	Analyze demand from remittances, travelers, and traders; benchmark forex bureau competition.
	Technical	Operations system	Develop SOPs for cash handling, IT systems, reporting.
	HR	Staffing needs	Define staffing structure for tellers, compliance officers, managers.
	Financial	Revenue & compliance costs	Forecast forex turnover, commission income, and operational expenses.
	Legal/Regulatory	NBE compliance	Ensure adherence to National Bank of Ethiopia (NBE) directives on forex bureau operations.

303. VICTORY GROUP – MARKET STUDY ON ELECTRIC MINIBUSES IN ETHIOPIA (ADDIS ABABA & MAJOR CITIES)

Client	Part	Major Tasks (Short)	Project-Specific Tasks
Victory Group	Market	EV demand & policy	Assess demand for EV minibuses; analyze ICE vehicle ban policy & green transport incentives.

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Client	Part	Major Tasks (Short)	Project-Specific Tasks
	Technical	EV technology	Review charging infrastructure readiness; evaluate SKD/CKD assembly feasibility.
	HR	Workforce	Identify training needs for EV technicians, assembly line workers, and service staff.
	Financial	Investment & revenue	Estimate capital for EV imports/assembly; forecast revenues based on tariffs and cost savings.
	Legal/Regulatory	Automotive & EV laws	Ensure compliance with MoTI EV directives; align with customs duty incentives for EVs.

304. BAGHLAF AL ZAHER METAL INDUSTRIES (BAZ) / YO TAAN TRADING PLC – MARKET POTENTIAL ANALYSIS FOR STEEL PRODUCT IMPORTS & DISTRIBUTION IN ETHIOPIA

Client	Part	Major Tasks (Short)	Project-Specific Tasks
BAZ / Yo Taan Trading PLC	Market	Steel demand & imports	Assess market demand for rebar, sheets, and coils; evaluate import dependency and supply gaps.
	Technical	Import & distribution logistics	Analyze port handling, transport, and warehousing for steel products.
	HR	Workforce	Plan for logistics, warehousing, and sales staff.
	Financial	Cost & profitability	Evaluate import tariffs, distribution costs, and pricing strategies; project ROI.
	Legal/Regulatory	Trade & compliance	Ensure compliance with customs, quality standards, and import regulations.

