

#### Investment Incentives

- Exemption from Income Tax
- Duty Incentive Schemes
- Carry forward losses
- Land (provided with a nominal price for investors)
- Minimal capital allocation for foreign investors (US\$ 100,000 for single investment and US\$ 60,000 for joint investment with domestic investors)
- For the foot-wear industry- 100% tax exemption for imported components and voucher system abolished (only for those factories fully involved in export)

#### ELIA's Development Partners in the Leather Sector

- EU/CDE
- The German Technical Cooperation (GTZ)
- The Italian Cooperation
- UNIDO
- USAID
- World Bank

#### General Information

- Organizer: Ethiopian Leather Industries Association (ELIA)
- Co-organizers: UNIDO, USAID - ATEP and the Ministry of Trade and Industry of the Federal Democratic Republic of Ethiopia (MoTI), World Bank, GTZ-ecbp
- Contact Persons: Mr. Abdissa Adugna and Mr. Befekadu Bekele
- City Country and Venue: Addis Ababa-Ethiopia, International Convention Center

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#### Registration

Please fill in the enclosed registration form or down load the form from our Website fill in and send it to our above address.



( A A L F - 2 0 0 8 )

January 24 - 26 2008  
Addis Ababa International Convention Center  
Addis Ababa – Ethiopia

Materials, Manufacturing & Technology  
Leather Shoes, Garment and Goods, Chemicals, Machinery, Components, Accessories  
Side Events: Buyers/Sellers Meeting, Investment Forum, Pan-African Competitiveness Forum

Organizer



Co-organizers



## All-African Leather Fair (AALF) 2008

January 24 - 26, 2008

Addis Ababa, Ethiopia

The Ethiopian Leather Industries Association (ELIA) is organizing the All-African Leather Fair (AALF) 2008 which will take place in Addis Ababa from January 24 - 26, 2008. It will bring together tanners, footwear and other leather goods manufacturers, equipment and technology suppliers, chemical and inputs suppliers, manpower training institutions, trade promotion organizations, etc from all over the world. African companies and organizations are expected to constitute the largest attendance.

The Fair is a specialized one designed to promote the African leather industry and to enable it create an interface with its partners within the continent and around the world. It will also offer the opportunity for business people in the industry to meet and to talk face to face and to get immediate feedback on their prospective businesses. It will enhance their access to new markets and it will also provide a comprehensive forum for increased business in leather, leather products and the allied industries notably chemicals, machinery, components and accessories.

Ethiopia has a successful track record in organizing specialized leather fairs. The Meet in Africa 2004 Leather Fair was one of such Fairs which was able to draw the participation of more than 270 Ethiopian and international exhibitors and more than 3000 international visitors.

Organizing of specialized leather trade fairs similar to the All-African Leather Fair (AALF) 2008 will serve as a vehicle to promote the wealth that Africa has in the sector by making a platform available where the industry can showcase its exportable items to the world market.

### Program Components and Participants:

- Trade Fair: Shoes leather garment and goods and tannery, leather processing machinery producers, leather chemicals, leather products, accessories and component suppliers.
- Buyers/sellers Meeting : International buyers, out sourcing interests and sellers
- Investment Forum: Investment promotion organizations, joint venture seeking organizations, investors fully supported by UNIDO
- Pan African Competitiveness Forum: African representatives, TCI members, industry representatives, international development partners, NGO's, government representatives, knowledge institutions, etc supported by USAID and SIDA

## The Ethiopian Leather Industries Association (ELIA)

### Background and Organizational History

Ethiopian Leather Industries Association (ELIA) is a nonprofit trade association of the leather industries businesses. ELIA works with the objective of enhancing and improving the leather industries business climate by promoting export of shoes and leather goods and garment and leather, protecting the rights of members, and assisting businesses to improve. ELIA was first founded in 1994 as the Ethiopian Tanners Association. In the year 2004 the name was changed to the Ethiopian Tanners, Footwear and Leather Products Manufacturing Association to allow footwear and leather garments and articles full participation in the Association.

The name was again changed, as of January 2007 to the Ethiopian Leather Industries Association (ELIA). ELIA Incorporates Footwear, Leather Garments & Goods and Tanners operating in the country.

### Vision

Aspires to become the premier association spearheading the emergence of the Ethiopian leather industry as a key global player representative of its members who are producing and exporting first choice leather and leather products.

### Mission

Providing efficient and up-to-date service and support to all members of the Association that will in return enable them to become globally competitive in their products and services.

### Services

- Advocacy with regard to the industry's views in administrative matters
- Coordinate capacity building activities through training programs, panel discussions, pilot project development, etc.
- Provide product development and market information to its members
- Coordinate and organize international leather trade fairs
- Coordinate industry's role in sector problems
- Represent the industry in partnerships with donors, counter part organizations, etc. supporting similar initiatives

### Values and Principles

The following values and guiding principles of ELIA have been adapted:

- Members-centered (empowerment, solidarity, participatory, need-based, culture, etc.)
- Fairness and Equality, Moral & ethical integrity
- Transparency & Accountability
- Good governance, independence
- Communication & Collaboration, Gender equality
- Environmental consciousness
- Impacting Sustainability

## The Resource Base of the Ethiopian Leather Industries

Ethiopia possesses one of the world's largest livestock populations, i.e. 40.8 million heads of cattle, 25 million heads of sheep and lambs and 23 million goats (FAO, H&S World Compendium 2005).

The Ethiopian highland sheepskins, estimated to comprise about 70% of the national sheepskin production, have an international reputation for their unique combination of characteristics: fine quality, thickness, flexibility, and strength and compact texture. The goatskins, classified as Bati-genuine (the international name given for high quality goat skins) and Bati type, are thick, highly flexible and have a clean inner surface.

Ethiopia's footwear industry is composed of two groups: Mechanized footwear industries and Production Units that can be considered as MSMEs. At present it is estimated that above 7,000 pairs of shoes are produced daily.

The leather garment sector is currently striving highly with the involvement of new businesses in the sector. The current factory output ranges 10-60 garments per day mainly sold in domestic markets.

Twenty-seven export oriented tanneries are now in operation in the country and are producing semi-processed and finished leather. They have created direct employment for more than 5,000 people. The present annual installed capacity of these factories is 1.3 million pieces for hides and 32 million for skins.

The leather products industry in Ethiopia includes the manufacturing of leather shoes, shoe uppers, leather garments, bags, and stitched upholstery.

With regards to the leather goods production, the made in Ethiopia leather products collection is worth to be mentioned. A collection of leather bags and accessories (mainly Shawls have been promoted under a brand called 'Taytu' representing a balance of handcraft, fashion and culture. The brand is an innovative and reinvented use of traditional raw materials creating highly individual and contemporary pieces, each ethically valued.

It is the conviction of the Ethiopian Government that a substantial growth can be recorded in the leather sector that can accelerate the country's economic development by creating additional employment and by offering wide ranging investment opportunities in the sector. In order, therefore, to improve the general leather business environment of the country and to accelerate the activities of the business community various incentives are offered by the government.

