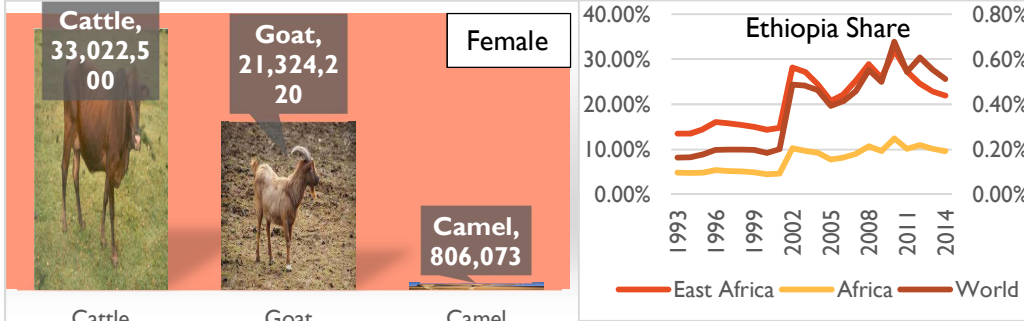


ETHIOPIA DAIRY BUSINESS TRENDS AND OPPORTUNITIES

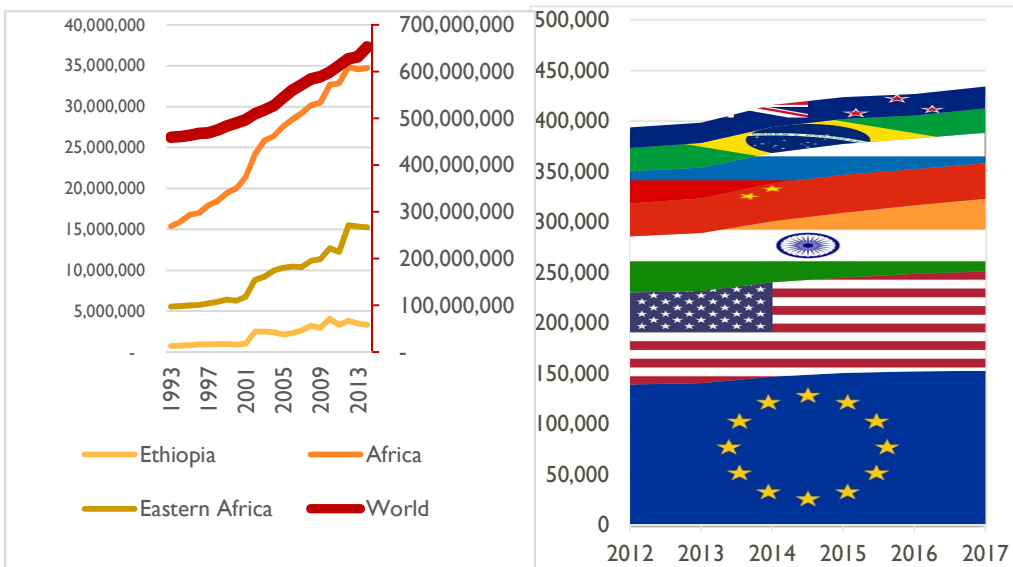
Ethiopia Dairy Resource Base, Milk Production and Share



Source: CSA, 2017

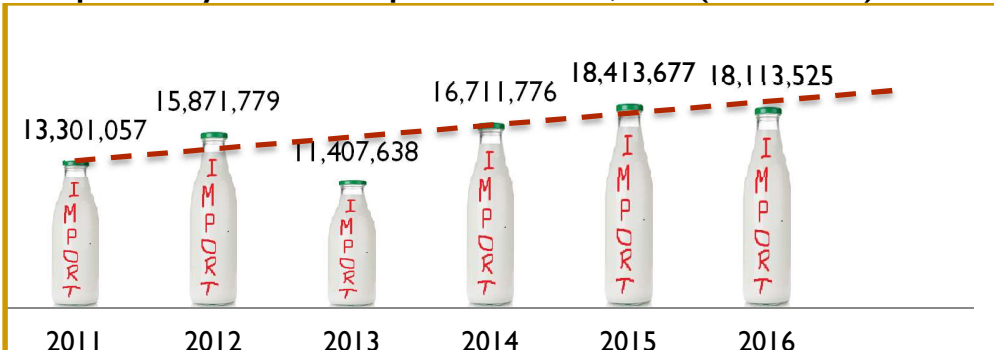
- 1st in Africa and 10th globally in livestock population
- 33+ million female cattle - 11.34 million milking cows
- 3.1 billion litres milk
- -10% of Africa & 0.5% of global production
- from 652 billion litres of milk seven countries has 67% share

Global Milk production trend and Ethiopia's share (ton)



Source: FAOSTAT and USDA, 2017

Ethiopia's Dairy Products Import Value – CIF, USD (2011 – 2016)

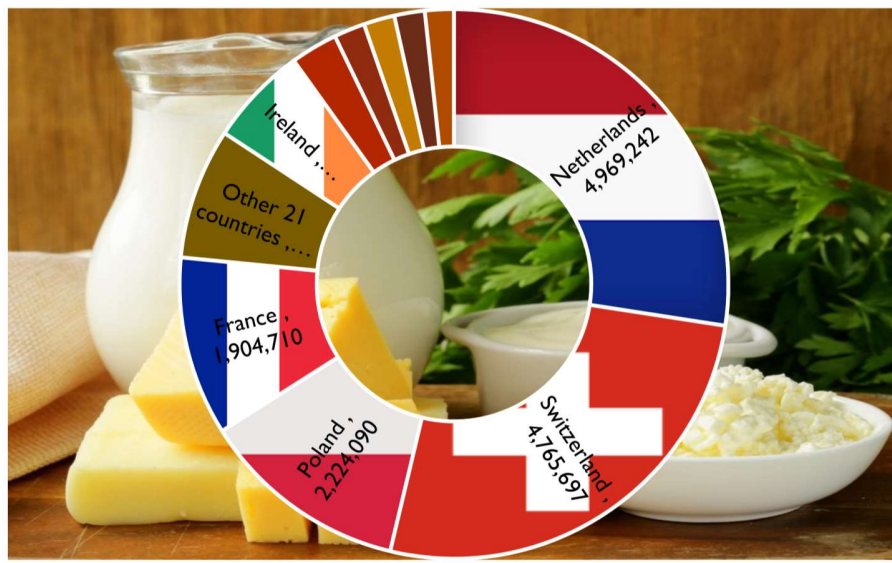


Source: ERCA, 2017



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Value of Imported Dairy Products by Type and Origin (CIF Value in USD-2016)



Source: ERCA, 2017

Ethiopia official dairy products import is about **18 million USD** (CIF value)

Ethiopia dairy products consumption is very low - **17kg/cap/year**

The main products imported are **cheese, powder milk,**

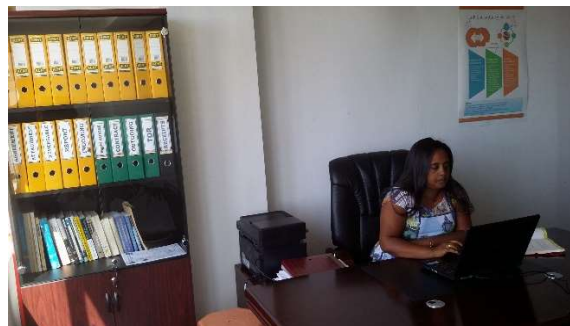
Importing mainly from **Netherlands, Switzerland, Poland, France, Ireland, New Zealand**

Business Opportunities/Issues for Business and Development



WHO WE ARE - TAP CONSULTANCY SERVICE PROFILE

TaP Consultancy Service is a legally registered business firm based in Ethiopia that mainly focused in business and development, with a dedicated team of high level experts to its mission “Working to expand Bizz and Devt Common Space” for people centred prosperity as a trusted local partner. The firm has full time senior professional staffs and more than 20-part time associates from different profession with third and second degree academic rank. TaP has many associates for data collection and field supervision in different part of the country who speak local languages. The founders and associates have impressive career of 20 years and more with excellent recognition for their quality service



Clients and Assignments



TaP has been partnering with many local and international organizations and has provided standard services for many clients in the past. TaP's engagement, among others, include sector development strategies and plans, programs and projects designs; value chain studies in different sectors; impact evaluation and studies, studies on infrastructure study, industry and sector review, investment analysis; trainings and coaching on value chain analysis and development, Planning, Monitoring and Evaluation, marketing, business management, leadership; enterprises and business development services, etc.

We would like to thank you and acknowledge our clients/partners who gave us the opportunity to contribute and learn.

“Unique individuals with unique ideas are the ones who are going to shift the world to a new enlightenment.” Luis Enrique Cavazos. Every successful [Party] knows that its achievement depends on a community of persons working together. Paul R.

Let us make our contribution excellent to have better world. **We are committed to work together with you for better world and contribute our best in fulfilling your organization vision.**

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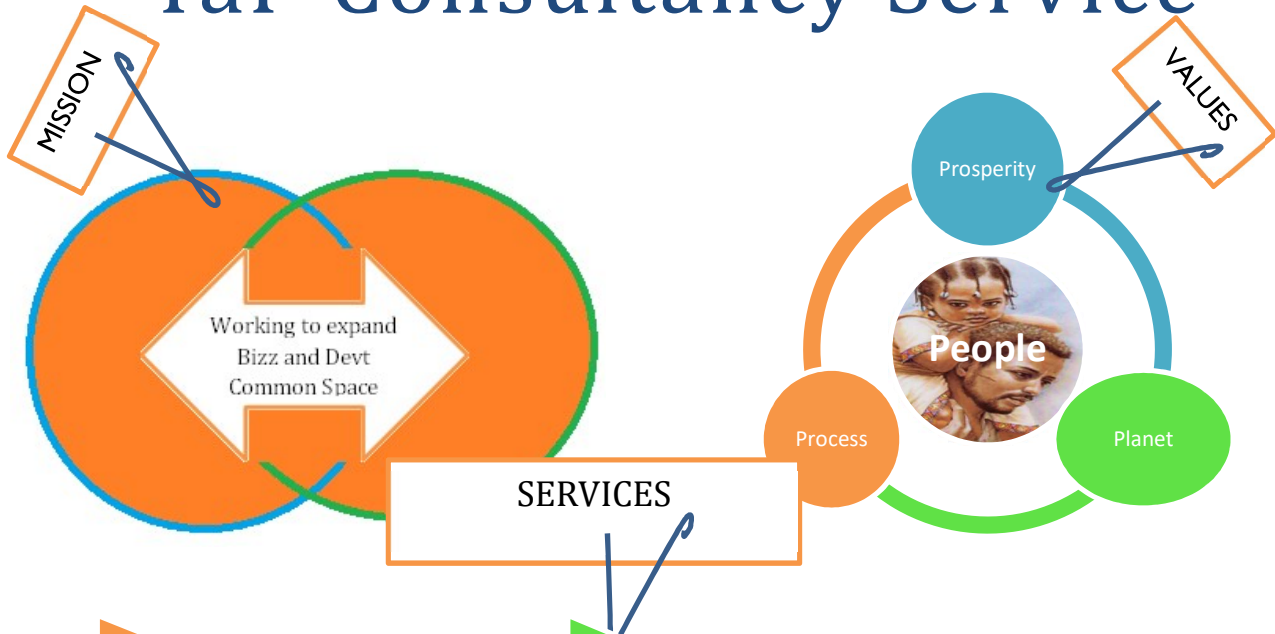
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TaP Consultancy Service



Business Development

- Value Chain/Industry Analysis
- Market Research
- Trade & Economic Analysis
- Business Plan & Feasibility Study
- Business Management Training/Coaching for MSEs/Cooperatives
- Business Linkages & Promotion

Project Design and Evaluation

- Development Project Design
- Intervention Plan and Model Development
- Project staff Training in Value Chain, Market Linkages/Facilitation, Producer Group Support, Inclusive, Green and Gender Sensitive Value Chain
- ME Design and Baseline
- Mid-term, Final, Impact Evaluation

Social Business and Marketing

- Social Business Design and Development
- Social Product and Services Development
- Professionalism in Business & Development
- Customer Handling

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