



**FEDERAL DEMOCRATIC REPUBLIC OF ETHIOPIA  
MINISTRY OF HEALTH**

**User Guide for Investment in Health Sector**

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## I. Introduction

### Overview of the Ethiopian Health Sector

- Ethiopia ranks the second and twelfth most populous country in Africa and the world respectively with an estimated population of 110 million (CSA Projection Data, 2019).
- The resolute leadership and commitment by the Ethiopian Government has impacted at significant economic rise and the development of comprehensive health system strengthening strategies allowed implementation of national coordination mechanisms of disease prevention, health promotion and health facility expansion programs.
- Coupled with growing partnership and support of all stakeholders, the share of private health sector in the National Health Service delivery has increased dramatically and contributed to the substantial expansion of health service coverage throughout the country.
- This is evidenced by the remarkable successes achieved in reducing under five child mortality and maternal mortality (MDG V), combating HIV/AIDS, malaria and tuberculosis (MDG VI) during the era of the Millennium Development Goals (MDGs) that came to an end in 2015.
- To maintain the aforementioned and attain further gains, the Ministry of Health identified the following challenges:
  - Shortage of qualified human resources, highly specialized health and diagnostic laboratory and imaging services, health commodities as well as financing.
  - The health workforce (medical doctors, nurses and midwives) density of 0.7/1000 population is still far below the minimum threshold of 2.3 per 1000 population.
  - The resultant physician to population ratio of 0.3 per 10,000 populations is below the recommended WHO standard (1 physician to 10,000 populations), nurse and midwifery to population ratio stands at 2.5 per 10,000 populations, pharmaceutical personnel to population ratio was 0.3 per 10,000 populations [WHO, World Health Statistics, 2015].
  - The density of health infrastructure and technologies by the number of hospitals is 0.2 per 100, 000 population, computed tomography units of 0.4 per million

population and radiotherapy units of <0.05 per million population [WHO, World Health Statistics, 2015 by] compared to the large population segment denotes the need to enhance existing public health facilities and avail equitable access of health service and provide quality services.

### **Macro Policy Instruments Relevant to Ethiopian Health Sector**

- In addressing these challenges that are requiring committed partnership between the public and private sectors, the Government of the Federal Democratic Republic of Ethiopia has valued the important role of Ethiopian Diasporas and foreign investors in support of the country's development. Accordingly, it has developed conducive policy environment with main purpose of building strong relationship with the Ethiopian Diaspora and foreign investors to participate and support technically and financially the ongoing development.
- As evidenced through four successive Health Sector Development Programs (HSDPs) and Growth and Transformation Plan (GTP-I) and other key policy frameworks, the Government of Ethiopia has been encouraging, open hearted and reassuring private sector investment in health.
- The newly launched Health Sector Transformation Plan (HSTP) and GTP-II that upholds the transformative 2030 Agenda for Sustainability Development has also given an emphasis to bring equity and quality in healthcare delivery through partnership with Diaspora and foreign investors to ensure optimal utilization of resource
- To this end, the Government of Ethiopia has institutionalized relevant units in the Federal Ministry of Foreign Affairs, Ministry of Health and mainstreamed the same in the federal and regional level initiatives and systems with main purpose to assist and guide the public sector and private health sector build partnership for exchange knowledge and technology transfer and address apparent gaps in the health sector.

## **2. Rationale for Investment in health sector in Ethiopia**

### **Low number of tertiary health care services**

- The Ethiopian health delivery system, which is structured in to three tiers, tertiary healthcare at the apex before secondary and primary echelons. Tertiary healthcare pertaining to specialty and sub-specialty services are available through specialized hospitals

and connected with secondary and primary hospitals in the second and first tiers to serve population of 3.5 - 5.0 million.

- In view of the aforementioned challenges, specialized hospitals face shortage of highly skilled professionals, pharmaceutical products and medical technology (such as: medical instruments, equipment, advanced labs/diagnosis, tele-medicine, eLearning), and facilities for bioequivalent and quality testing laboratory facilities to deliver quality high-end tertiary healthcare services.
- Specific to availability of tertiary healthcare services, evidences suggest that there is a growing number of Ethiopians travelling abroad. Although the exact number who travel for health reasons is not known, local estimates put it well above 10,000 per year out of which many opt for medical checkup and treatment. For example:
  - Rak Hospital in Dubai treats up to 240 people from Ethiopia every year for different cases such as orthopedics, joint replacement, neurosurgery, spine treatment, interventional cardiology, cardiac surgery, laparoscopic treatment and bariatric surgery
  - The Bangkok Hospital in Thailand treated more than 6,000 Ethiopians in 2011 alone.
  - Consequently, such travel involved an estimated average cost of about US \$20,000 per travel. As this figure is the tip of the iceberg, it could have been underestimated since many have had likely foreign sources to access payments from relatives residing abroad.
- Based on this, a conservative estimate of the cost of annual outflow in lieu of medical tourism from Ethiopia exceeds US \$100 million to imply a higher degree of opportunity cost that could have been saved and otherwise brought into the country by availing high end tertiary health services.
- Considering Ethiopia's large population and the newly emerging non-communicable diseases and injuries, Diasporas and foreign investors who can contribute in providing tertiary care are needed more than ever.

### **Untapped resource in Pharmaceutical Market and Industry**

- The annual pharmaceutical market in Ethiopia is estimated to worth from US\$ 400 - 500 million and growing at an impressive rate of 25% per annum. Frost and Sullivan in

its 2012 survey estimated that Ethiopian pharmaceutical market will reach around one billion dollars by 2018.

- There are approximately 200 importers of pharmaceutical products and medical consumables in Ethiopia. The local industry comprises 22 pharmaceutical and medical suppliers and manufacturers. Among these, nine are involved directly in the manufacture of pharmaceutical products, out of which only three have WHO's Good Manufacturing Practice (GMP). Most of the manufacturers operate below their capacities and supply only about 20% to the local market.
- Even though the country has planned to produce locally to substitute 50% of imported medical supplies and export pharmaceutical products worth of US \$20 million between 2010 and 2015, it only attained 10% of the export target (earning only two million dollars). The National Strategy and Plan of Action for Pharmaceutical Manufacturing Development (2015-2025) thus envisages to raise the share of domestic pharmaceuticals industry market to 50% and 60% of the national medicines demand and export of medicines worth of USD 30 and 80 million by end of 2020 and 2025, respectively.
- In summary, the presence of steady economic growth, special benefit packages for local production, improved access to health care and full scale implementation of community based health insurance and introduction of social health insurance will lead to growing demand and encourage pharmaceutical companies to invest in Ethiopia

### **Stable economic environment**

- ✓ Double digit economic growth averaging 11% per annum.
- ✓ Safe and secure working and living environments as identified by the U.N. and the International Chamber of Commerce (ICC) as key assets for investors in Ethiopia.

### **Liberalized economy**

- ✓ Major economic sectors are open for investment and marketing.
- ✓ Remittance out of Ethiopia from invested capital (dividends and interest) is permitted.
- ✓ Remittance also permitted for principal and interest with technology transfer, proceeds from sales or liquidation of an enterprise, salaries and other payments.

## **Security of Investment**

- ✓ Government guarantees (Investment Code 1991) and constitutional protection from expropriation.
- ✓ Ethiopia is a member of World Intellectual Property Organization (WIPO) and Multilateral Investment Guarantee Agency (MIGA), and has conducted Bilateral Investment Treaties (BITs) and Double Taxation Treaties (DTTs).
- ✓ Ethiopia is also a signatory of the Convention on the Settlement of Investment Disputes between States and Nationals of Other States.
- ✓ Professional one-stop-shop for foreign investment through the Ethiopian Investment Commission (EIC).

## **Strong and wide market access**

- ✓ Ethiopia is the seat of many Embassies, African Union, and United Nations Organizations.
- ✓ Membership of the Common Market for Eastern and Southern Africa (COMESA) that comprises 23 countries with a population of more than 420 million positions Ethiopia to enjoy the benefits of preferential tariff rates from exports to these countries.
- ✓ Duty-free, quota-free access to the USA and EU markets through AGOA and EBA, respectively.
- ✓ Duty-free, quota-free access to Japan, Canada, China, Turkey, Australia and New Zealand – covering substantially all export goods from Ethiopia, and preferential market access to India.
- ✓ Strategic location with proximity to the Middle East, Europe and Asia.
- ✓ Unmet pharmaceutical needs in neighboring countries are also opportunities.

## **Luxuriant Infrastructural development**

- ✓ Newly built Addis-Djibouti electric-powered railway.
- ✓ Africa's world-class and Star Alliance member Ethiopian Airlines flying to about 100 international passenger and 36 dedicated cargo destinations; also flies to over 20 domestic passenger destinations.
- ✓ Huge investment potential in renewable energy.
- ✓ Expanding telecommunication services.
- ✓ Expansive road networks connecting national and regional markets.

- ✓ Two operational and seven upcoming government industrial parks; four privately developed industrial parks.

### Abundant & affordable labor

- ✓ Ethiopia has a growing educated labor force – over 50 Universities.
- ✓ Government-supported provision of skills trainings through industry development institutes.

### Investment incentives

- ✓ The Council of Ministers Regulations No.270/2012 specifies the areas of investment eligible for investment incentives.

### Common incentives investment

Type of incentives	Incentive description
<b>Customs duty exemptions</b>	<ul style="list-style-type: none"> <li>• Customs duty exemptions of up to 100% on imports of capital goods for eligible areas of investment.</li> <li>• Spare parts at up to 15% of the total value of imported investment capital goods are exempted from customs duty.</li> </ul>
<b>Income tax exemptions</b>	<ul style="list-style-type: none"> <li>• Though it depends on the type and the location, investment in health-related services will be exempted from income tax for a period of 3 - 6 years.</li> <li>• Investors who export or supply to an exporter at least 30% and 60% of their products or services will be exempted from payment of income tax for additional two and four years after the expiry of income tax exemption period, respectively.</li> <li>• Investors establishing new enterprises in some specified areas of emerging regions are entitled to an income tax deduction of 30% for three consecutive years after the expiry of the income tax exemption period.</li> </ul>
<b>Land provision</b>	<ul style="list-style-type: none"> <li>• Investors who invest in priority areas to produce mainly export products will be provided with land necessary for their investment at reduced lease rates. The lease and rental prices of urban and rural land vary according to the location, type of investment and class of land.</li> <li>• Lease right is given for up to 90 years (depending on location and sector of engagement).</li> </ul>
<b>Loan service</b>	<ul style="list-style-type: none"> <li>• The Development Bank of Ethiopia (DBE) offers 50% and 75% loan for foreign and local investors, respectively.</li> </ul>
<b>Loss carry forward</b>	<ul style="list-style-type: none"> <li>• Suffered losses during the applicable income tax exemption period can be carried forward following the expiry of the income taxation period, for half of the tax exemption period.</li> </ul>

## Specific incentives for Investment in Health Sector

Investment	Incentive	Incentive Description
<b>Chemical and chemical products industry-</b> Manufacture of basic chemicals	<b>Tax exemption</b>	<ul style="list-style-type: none"> <li>• In Addis Ababa and Special Zone of Oromia surrounding Addis Ababa for 2-5 years</li> <li>• Other areas for 3-6 years</li> </ul>
<b>Manufacture of medical equipment</b> (irradiation, electro-medical or electrotherapeutic equipment)	<b>Tax exemption</b>	<ul style="list-style-type: none"> <li>• In Addis Ababa and Special Zone of Oromia surrounding Addis Ababa for 5 years</li> <li>• Other areas for 6 years.</li> </ul>
<b>Basic pharmaceutical products and pharmaceutical preparations industry</b>	<b>Tax exemption</b>	<ul style="list-style-type: none"> <li>• Basic pharmaceutical products and pharmaceutical preparations in Addis Ababa/special Zone of Oromia surrounding AA and Other areas for 4-5 and 5-6 years respectively.</li> </ul>
	<b>Local market supply</b>	<ul style="list-style-type: none"> <li>• PFSA grants local manufacturers a 25% price preference/protection when competing with foreign suppliers.</li> <li>• PFSA will provide 30% advance payment of the tender value on signing the contract; 70% balance to be accessed through the Development Bank of Ethiopia in a tripartite agreement Supplier/PFSA/Development Bank.</li> <li>• Special tender packages floated by PFSA for local manufacturers only(National competitive Bidding)</li> <li>• Future plan to restrict importation of 20 - 30 Essential Medicines products for local production and procurement by PFSA and the private sector for three years.</li> <li>• Long-term fixed supply contracts (framework agreement three-five years) to local producers to facilitate better planning and attract foreign direct investment.</li> </ul>
	<b>Technology acquisition grants</b>	<ul style="list-style-type: none"> <li>• Provision of capital goods acquisition loan (e.g. 80%) payable in five years.</li> <li>• Benefit from negotiated preferred supplier status with three to five leading suppliers of pharmaceutical manufacturing technology.</li> </ul>
	<b>Human resource development facilitation</b>	<ul style="list-style-type: none"> <li>• Provision of grant/soft loan (up to a maximum of 5% of a company's annual turnover) for training and retraining of staff.</li> <li>• Incentives such as cash grants for companies that send employees abroad for sector specific training and other up-skilling initiatives.</li> </ul>

	<ul style="list-style-type: none"> <li>• One-off cash grant for every industrial pharmacy student placed with the company for experiential learning.</li> <li>• Collaboration with academia to launch a pharmaceutical management and production management program such as MBA.</li> </ul>		
<b>Manufacturers in industrial park</b>	<table border="1"> <tr> <td data-bbox="568 430 755 1020"><b>Tax exemption</b></td> <td data-bbox="755 430 1421 1020"> <ul style="list-style-type: none"> <li>• Manufacture of inputs of basic pharmaceutical products and pharmaceutical preparations in Addis Ababa/special Zone of Oromia surrounding AA and Other areas for 8 and 10 years respectively.</li> <li>• Manufacture or formulation of pharmaceuticals in Addis Ababa/special Zone of Oromia surrounding Addis Ababa and Other areas for 6 and 8 years, respectively.</li> <li>• Primary packaging for Pharmaceutical products in Addis Ababa/special Zone of Oromia surrounding Addis Ababa and Other areas for 3 and 4 years, respectively</li> <li>• Facilitate for customs duty exemptions on imports of capital goods to attain WHO GMP .</li> </ul> </td> </tr> </table>	<b>Tax exemption</b>	<ul style="list-style-type: none"> <li>• Manufacture of inputs of basic pharmaceutical products and pharmaceutical preparations in Addis Ababa/special Zone of Oromia surrounding AA and Other areas for 8 and 10 years respectively.</li> <li>• Manufacture or formulation of pharmaceuticals in Addis Ababa/special Zone of Oromia surrounding Addis Ababa and Other areas for 6 and 8 years, respectively.</li> <li>• Primary packaging for Pharmaceutical products in Addis Ababa/special Zone of Oromia surrounding Addis Ababa and Other areas for 3 and 4 years, respectively</li> <li>• Facilitate for customs duty exemptions on imports of capital goods to attain WHO GMP .</li> </ul>
<b>Tax exemption</b>	<ul style="list-style-type: none"> <li>• Manufacture of inputs of basic pharmaceutical products and pharmaceutical preparations in Addis Ababa/special Zone of Oromia surrounding AA and Other areas for 8 and 10 years respectively.</li> <li>• Manufacture or formulation of pharmaceuticals in Addis Ababa/special Zone of Oromia surrounding Addis Ababa and Other areas for 6 and 8 years, respectively.</li> <li>• Primary packaging for Pharmaceutical products in Addis Ababa/special Zone of Oromia surrounding Addis Ababa and Other areas for 3 and 4 years, respectively</li> <li>• Facilitate for customs duty exemptions on imports of capital goods to attain WHO GMP .</li> </ul>		

### 3. Legal framework for investment

#### Legal and Juridical System

- The commercial code of 1960 provides the legal framework for understanding business activities in Ethiopia.
- The investment proclamation (769/2012) allows foreign investors the right to own a dwelling house and other immovable property necessary for their investment.
- The investment proclamation (769/2012) guarantees investors against measures of expropriation or nationalization and specifies advance payment of compensation corresponding to the prevailing market value of a private property earmarked for expropriation or nationalization for public interest.

#### Institutional framework

- The regulations on investment incentives and investment areas reserved for domestic investors are the main legal framework for both foreign and domestic investment in Ethiopia.

## 4. Ethiopian Investment Commission services

### Major activities of the EIC for investors

- Promoting the country's investment opportunities and conditions to foreign and domestic investors.
- Issuing investment permits, business licenses and construction permits.
- Notarizing memorandum and articles of association and amendment.
- Issuing commercial registration certificates and effecting renewal, amendment, replacement or cancellation.
- Effecting registration of trade or firm name and amendment, replacement or cancellation
- Issuing work permit, renewal, replacement, suspension or cancellation.
- Grading first grade construction contractors.
- Registering technology transfer agreements and export-oriented non-equity-based foreign enterprise collaborations with domestic investors.
- Negotiating and, upon government approval, signing bilateral investment promotion and protection treaties with other countries.
- Advising the Government on policy measures needed to create an attractive investment climate for investors.
- The EIC also provides additional services on behalf of investors' request to facilitate the acquisition of land and utilities (water, electrical power and telecom services), to process loan and residence permit applications, to get approval of environmental impact assessment (EIA) studies for their investment projects as well as for the issuance of tax identification number (TIN).

### Registration requirements

- ✓ The minimum entry capital required of a foreign investor per project is US\$ 200,000.
- ✓ If a foreign investor invests in partnership with domestic investor(s), the minimum capital required is US\$ 150,000 per project.
- ✓ The minimum entry capital required of engineering works or related technical consultancy services, technical testing and analysis and publishing work is US\$ 100,000 where the ownership is fully foreign owned. Where the investment is to be made jointly with domestic partner(s) the minimum capital required for the foreign investor is US\$ 50,000.

## 5. Investment process

### Visa requirements

- ✓ Business or investment visa is required for all foreign visitors to Ethiopia, except for nationals of Kenya.
- ✓ Visa applications can be obtained at Ethiopia's diplomatic missions overseas
- ✓ The Main Department for Immigration and Nationality Affairs issues a residence permit to a foreign investor up on submission of an investment permit issued in his/ her name.
- ✓ A foreign investor who is a shareholder of a company or Branch Company as well as expatriate personnel who have work permit is entitled to get residence permit.
- ✓ Favorable visa terms for investors in industrial parks: Multiple entry visas valid for up to five years is given for foreign investors; up to three years long visa for industrial park service providers, managers, board members and senior experts employed by foreign investors.

### Registration and licensing processes

- ✓ To establish a new business (Greenfield), start your application process at the Ethiopian Investment Commission (EIC) which provides a streamlined one-stop service for licensing and other processes related to establishment of a foreign investment.
- ✓ To buy an existing enterprise or shares (Brownfield), start with seeking approval from the Ministry of Trade.
- ✓ Collect application form and relevant documents from EIC Information Desk
  - ✓ Submit filled application to EIC Registration and Licensing Department.Required documents:

- Sole proprietorship: Valid passport; business or investment visa
- PLC: Draft memorandum and articles of association; valid passport and visa (if the shareholders are individuals); notarized parent company documents including certificate of incorporation, minutes of resolution passed by the parent company to invest in Ethiopia, memorandum and articles of association and power of attorney (if the shareholders are companies)
- Opening a branch company: Authenticated parent company documents; general manager's passport and visa for the new company
- ✓ Additional steps only for a PLC
  - Check uniqueness of the company name at EIC
  - Edit and authenticate memorandum and articles of association at EIC
- ✓ Collect a bank letter from EIC
- ✓ Open a local bank account and transfer the minimum capital required
- ✓ Collect bank transfer advice and submit it to EIC
- ✓ Additional step only for a PLC a. Submit an authenticated office lease agreement and TIN certificate to EIC
- ✓ Collect investment permit and commercial registration certificate from EIC

**Note:** All documents issued outside of Ethiopia need to be authenticated by the foreign public notary, Ethiopian Embassy, Ministry of foreign Affairs of Ethiopia and/or domestic public notary.

- Investors planning to develop an industrial park or make other forms of investment within industrial parks will have to go through few additional steps.

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### **Industrial Park Enterprise/Tenant**

- ✓ Application to EIC
- ✓ Sign an MoU with EIC
- ✓ Deposit commitment fee of USD 200,000 in IP Developer's account: to be accounted as part of initial capital on licensing
- ✓ Registration and licensing at EIC
- ✓ Shed rental/sub-lease agreement with IP Developer
- ✓ Handover by IP developer

## 6. Priority areas of investment in health sector

- a) **Manufacturing of basic Pharmaceutical Products (drugs, medical supplies and reagents) and Pharmaceutical Preparations API (Active Pharmaceuticals Ingredients)**
- b) **Chemical and chemical products industry**
- c) **Manufacturing of medical equipment**
- d) **High end tertiary health services**
  - Provision of high-end tertiary clinical services such as hemodialysis, radiotherapy, neurosurgery, rehabilitation medical services, orthopedic, cardiac, ophthalmic care and comprehensive health services for federal and regional health market or
  - Provision of advanced diagnostic center including laboratory and imaging services.

**N.B- Tertiary health service is not eligible for income tax exemption in Addis Ababa & in the regions.**

## 7. Relevant Agencies and their role in investment

Public Sectors/Agencies	Role and responsibility
Former Food, Medicine, Health Care Administration and Control Agency – FMHACA (Now FDA)	<ul style="list-style-type: none"> <li>• Issue certificate of competence for specialized health institutions, food or medicines processing plants, quality control laboratories, importer, exporters, storage or distributors and trans-regional health service institutions (Now the Mandate given to MOH, Health and Health Related Inspection and Control directorate).</li> <li>• Undertake inspection of pharmaceutical premises, establishments and port of entry and exit.</li> <li>• Undertake and coordinate post marketing surveillance in order to ensure the safety and quality of food and safety, efficacy and quality of medicines</li> <li>• Issues license for conducting clinical trials, monitors and evaluates the process and authorizes the use of results.</li> <li>• Issue license for health professionals, complementary or alternative medicines practitioners and health professionals (Now the Mandate given to</li> </ul>

	<p>MOH, Human Resource Professionals Competency Assessment and licensure directorate).</p> <ul style="list-style-type: none"> <li>• Give import or export permit for food, medicines, raw materials and packaging materials.</li> </ul>
Ministry of Trade	<ul style="list-style-type: none"> <li>• Provides commercial registration and licensing services (delegated to EIC as regards foreign direct investment)</li> <li>• Registers Brownfield investments (purchase of existing enterprise or shares) by foreign investors</li> <li>• Registers and certifies commercial representatives - Issues import/export release permit</li> </ul>
Pharmaceutical Supply Agency – PSA	<ul style="list-style-type: none"> <li>• Procurement (from foreign and domestic sources), stores (builds and manages warehouses) and directly distribute (including transportation) pharmaceuticals to public facilities.</li> <li>• Management of the entire finance allocated by the government, bi-lateral and multilateral donor agencies.</li> <li>• Provide procurement, warehousing and distribution services with minimum service fee to cover operation cost</li> <li>• In collaboration with DP and programs, forecast the national need</li> <li>• Avail health commodities to public health facilities and provide capacity at facility level</li> </ul>
Ministry of Industry	<ul style="list-style-type: none"> <li>• Ensures the growth of industrial productivity through facilitation of technology transfer, skills development and extension services</li> <li>• Establishes sector-specific industry development institutes which provide support in areas such as market facilitation, labour screening and recruitment, knowledge and skills development etc. Currently operational institutes include: <ul style="list-style-type: none"> <li>- Ethiopian Textile Industry Development Institute - Ethiopian Leather Industry Development Institute</li> <li>- Ethiopian Food, Beverages and Pharmaceutical Industry Development Institute</li> <li>- Ethiopian Meat and Dairy Industry Development Institute</li> </ul> </li> <li>• Issues export trade duty incentive certificates</li> </ul>
Revenue and Customs	<ul style="list-style-type: none"> <li>• Collects revenue from customs duties and other taxes</li> </ul>

Authority (Now as separated as Ministry of Revenue, Customs commission)	<ul style="list-style-type: none"> <li>• Administers tax incentives given to investors</li> <li>• Provides customs clearance and facilitation service for import and export items; provides on-site customs clearance in industrial parks</li> </ul>
Development Bank of Ethiopia	<ul style="list-style-type: none"> <li>• A specialized financial institution established to promote the national development agenda through development finance and technical support to viable investment projects in priority sectors such as agriculture, agro-processing and manufacturing Provides medium and long-term loans for export-oriented investment projects in priority sectors. Avail 70 % loan for pharmaceutical supplies from local manufacturers through a tripartite agreement with PFSA.</li> </ul>
National Bank of Ethiopia	<ul style="list-style-type: none"> <li>• Manages the country's foreign exchange reserve; ensures effective use of such reserve through monetary and financial regulations</li> <li>• Issues approval of transactions involving foreign hard currency (investment capital inflow, repatriation of funds, suppliers credit, export/ import bank permit etc)</li> </ul>
Industrial Development Park Corporation	<ul style="list-style-type: none"> <li>• Develops public industrial parks - Rents or sells pre-built factory sheds to industrial park enterprises -Sub-leases developed land</li> <li>• Operates, manages and maintains parks</li> <li>• Serves as a land bank for industrial park development</li> </ul>
Main Department for Immigration and Nationality Affairs	<ul style="list-style-type: none"> <li>• Issues a residence permit to a foreign investor, upon submission of an Investment Permit issued in his/her name. Residence permit is valid for a period of one year from the date of his registration. The residence permits renewable provided that the foreigner presents the required documents such as renewed investment license work permit, etc.</li> </ul>
Environmental Protection Agency - EPA	<ul style="list-style-type: none"> <li>• Require, review and approve Environmental Impact Assessment studies of industrial projects to confer land</li> </ul>





## 8. Contact offices addresses

Name of the organization	Address
Ethiopian Investment Commission	P.O. Box 2313 Tel: +251-11-551 0033 Fax: +251-11-551 4396 E-mail: <a href="mailto:ethioinvest@investethiopia.gov.et">ethioinvest@investethiopia.gov.et</a> Website: <a href="http://www.investethiopia.gov.et/investethiopia.gov.et">http://www.investethiopia.gov.et/investethiopia.gov.et</a>
Ministry of Health	PO Box 1234, Addis Ababa Email: <a href="mailto:moh@ethionet.et">moh@ethionet.et</a> Website: <a href="http://www.moh.gov.et">www.moh.gov.et</a>
Ministry of Industry	P.O. Box 6945 Tel: +251-11-550 7542 Fax:+ 251-11-575 9871 Website: <a href="http://www.moin.gov.et">www.moin.gov.et</a>
Ministry of Foreign Affairs	P.O.Box 393 Tel: +251-11-551-7345 Fax:+251-11-551-4300 Email: <a href="mailto:MFA.Addis@ethionet.et">MFA.Addis@ethionet.et</a> <a href="http://www.mfa.gov.et">www.mfa.gov.et</a>
Ministry of Trade	P.O. Box 704 Tel: +251-11-551 8025 Fax:+ 251-11-551 5411 Website: <a href="http://www.mot.gov.et">www.mot.gov.et</a>
Ethiopian Revenues and Customs Authority (Now Ministry of Revenue, Customs Commission)	Tel: +251-11-667 3970 Fax:+ 251-11-662 9842 Website: <a href="http://www.erca.gov.et/">http://www.erca.gov.et/</a>
Ministry of Education	PO Box 1367 Tel: 00251-11-155-3133 Fax : 00251-11-155-0877/156-5565/157-0686 Website: <a href="http://www.moe.gov.et/">http://www.moe.gov.et/</a>
Ministry of Labor and Social Affairs	P.O. Box 2056 Tel: +251-11-551 7080 Fax: +251-11-551 8396 E-mail: <a href="mailto:molsa.comt@ethionet.et">molsa.comt@ethionet.et</a> Website: <a href="http://www.molsa.gov.et/">http://www.molsa.gov.et/</a>

Name of the organization	Address
Industrial Parks Development Corporation	Tel: +251-11-661 6986 / 661 6674 E-mail: <a href="mailto:info@ipdc.gov.et">info@ipdc.gov.et</a> Website: <a href="http://www.ipdc.gov.et/index.php/en/">http://www.ipdc.gov.et/index.php/en/</a>
National Bank of Ethiopia	P.O. Box 5550 Tel: +251-11-551 7430 Fax: +251-1-551 4588 E-mail: <a href="mailto:nbe.excd@ethionet.et">nbe.excd@ethionet.et</a> Website: <a href="http://www.nbe.gov.et/">http://www.nbe.gov.et/</a>
Development Bank of Ethiopia	P.O.Box 1900 Tel: 251-11-51 1188/89 Fax: 251-11-511606 E-mail: <a href="mailto:dbecom@telecom.net.et">dbecom@telecom.net.et</a> Website: <a href="http://www.dbe.com.et/">http://www.dbe.com.et/</a>
Food, Medicine and Health Care Administration and Control Authority (Now FDA)	P.O.Box 5681 Tel: +251-11-552-41-22 Fax: +251-11-552-13-92 E-mail: <a href="mailto:regulatory@fmhaca.gov.et">regulatory@fmhaca.gov.et</a> Website: <a href="http://www.fmhaca.gov.et">www.fmhaca.gov.et</a>
Pharmaceuticals Supply Agency	P.O. Box 21904 Tel: +251 112 75 17 70/760676 Fax:+251 111553277/112752555 Email: <a href="mailto:pfsa@ethionet.et">pfsa@ethionet.et</a> Website: <a href="http://www.pfsa.gov.et">http://www.pfsa.gov.et</a>
HIV/AIDS Prevention and Control Office	P.O. Box 122326 Tel: +251 115 50-35-06/08 Fax: +251 115 50 33 58 Website: <a href="http://www.hapco.gov.et">http://www.hapco.gov.et</a>
Ethiopian Public Health Institute	Tel: +251 112 75-15-22/75 34 70 Fax: +251 112 75-47-44 Website: <a href="http://www.ephi.gov.et/">http://www.ephi.gov.et/</a>

## 9. Appendix

Type of information	Source of information
Investment	<p>Investment Guide to Ethiopia (EIC, 2017).pdf. <b>Available from:</b>  <a href="file:///C:/Users/user/Downloads/Documents/Investment%20Guide%20to%20Ethiopia%20(EIC,%202017).pdf">file:///C:/Users/user/Downloads/Documents/Investment%20Guide%20to%20Ethiopia%20(EIC,%202017).pdf</a></p> <p>An investment guide to Ethiopia, 2015 in Pdf. <b>Available from:</b>  <a href="http://www.ethiopianembassy.org/PDF/Ethiopia_Investment_Guide_2015.pdf">http://www.ethiopianembassy.org/PDF/Ethiopia_Investment_Guide_2015.pdf</a></p> <p>Investment Incentives. <b>Available from:</b>  <a href="http://www.investethiopia.gov.et/images/pdf/incentives.pdf">http://www.investethiopia.gov.et/images/pdf/incentives.pdf</a></p> <p>Investing in Ethiopia: Ten reasons to invest in Ethiopia. <b>Available from:</b>  <a href="http://www.ethiopianembassy.org/PDF/10ReasonstoInvestCombo.pdf">http://www.ethiopianembassy.org/PDF/10ReasonstoInvestCombo.pdf</a></p> <p><b>Formoreinformationlookat</b><a href="http://www.investethiopia.gov.et/">http://www.investethiopia.gov.et/</a></p>
FMHACA /FDA	<p>Directive for Medicine Manufacturing Establishment, 2013 in pdf. <b>Available from:</b>  <a href="http://www.fmhaca.gov.et/documents/Directive%20%20for%20Medicine%20Manufacturing%20Establishmen%20%202013.pdf">http://www.fmhaca.gov.et/documents/Directive%20%20for%20Medicine%20Manufacturing%20Establishmen%20%202013.pdf</a></p> <p>Health Professionals Registration and Licensing Directive, 2014. <b>Available from:</b>  <a href="http://www.fmhaca.gov.et/documents/Health%20Professionals%20Registration%20and%20Licensing%20Directive%202014.pdf">http://www.fmhaca.gov.et/documents/Health%20Professionals%20Registration%20and%20Licensing%20Directive%202014.pdf</a></p> <p>National medical instrument list with minim spec. 2013. <b>Available from:</b>  <a href="http://www.fmhaca.gov.et/documents/ETHOPIAN_LIST_OF_MEDICAL_INSTRUMENT_WITH_MINIMUM_SPECIFICATION.pdf">http://www.fmhaca.gov.et/documents/ETHOPIAN_LIST_OF_MEDICAL_INSTRUMENT_WITH_MINIMUM_SPECIFICATION.pdf</a></p> <p>FMHACA GOOD MANUFACTURING PRACTICE GUIDELINE FOR PHARMACEUTICAL PRODUCTS MAIN PRINCIPLES, First Edition, 2014. <b>Available from:</b>  <a href="http://www.fmhaca.gov.et/documents/GMP%20Guideliens.pdf">http://www.fmhaca.gov.et/documents/GMP%20Guideliens.pdf</a></p> <p>CITIZEN CHARTER. <b>Available from:</b>  <a href="http://www.fmhaca.gov.et/documents/Citizen_Charter.pdf">http://www.fmhaca.gov.et/documents/Citizen_Charter.pdf</a></p> <p><b>For further information look at</b><a href="http://www.fmhaca.gov.et/">http://www.fmhaca.gov.et/</a></p>
Revenues and Customs	<p>Download <u>Directives</u> <u>Articles</u>, <u>Proclamations</u> , <u>Regulation</u>.  <b>Available from:</b> <a href="http://www.erca.gov.et/">http://www.erca.gov.et/</a></p>

<p><b>Pharmaceutical manufacturing</b></p>	<p>Investment in opportunities in industrial park development corporation. <b>Available from:</b> <a href="http://www.ipdc.gov.et/index.php/en/investment-opportunitiesmm/priority-sectors/">http://www.ipdc.gov.et/index.php/en/investment-opportunitiesmm/priority-sectors/</a></p> <p>Incentives applicable to industrial parks. <b>Available from:</b> <a href="http://www.investethiopia.gov.et/investment-opportunities/strategic-sectors/industry-zone-development">http://www.investethiopia.gov.et/investment-opportunities/strategic-sectors/industry-zone-development</a>.</p> <p>National Strategy and Plan of Action for Pharmaceutical Manufacturing Development in Ethiopia (2015–2025). <b>Available from:</b><a href="http://www.who.int/phi/publications/Ethiopia_strategy_local_production.pdf">http://www.who.int/phi/publications/Ethiopia_strategy_local_production.pdf</a></p> <p>Manufacturing - Invest In Ethiopia. <b>Available from:</b> <a href="http://www.investinethiopia.net/index.php/component/k2/item/177-manufacturing">http://www.investinethiopia.net/index.php/component/k2/item/177-manufacturing</a></p> <p>Pharmaceutical supply chain in Ethiopia. <b>Available from:</b><a href="http://mau.addischamber.com/sites/default/files/Pharmaceutical%20supply%20chain%20in%20Ethiopia.pdf">http://mau.addischamber.com/sites/default/files/Pharmaceutical%20supply%20chain%20in%20Ethiopia.pdf</a></p> <p>Annual procurement plan and report, procurement directive, proclamation &amp; other documents. <b>Available from:</b><a href="http://www.pfsa.gov.et/">http://www.pfsa.gov.et/</a></p>
<p><b>Bank</b></p>	<p>Download various guideline, regulation and proclamations related to foreign exchange managements from National Bank of Ethiopia. <b>Available from:</b> <a href="http://www.nbe.gov.et/">http://www.nbe.gov.et/</a></p>
<p><b>National Diaspora Policy</b></p>	<p>Diaspora policy, 2013 in pdf. <b>Available from:</b> <a href="http://www.ethiopianembassy.org/PDF/diaspora%20policy.pdf">http://www.ethiopianembassy.org/PDF/diaspora%20policy.pdf</a></p>



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