

## Ethiopia's Export Performance

- Ethiopia's annual exports recently reached a never-before-seen level of \$2 billion, a growth of 38 percent from the year before. Based on recent data on the composition of exports, this note reviews where this growth came from in terms of both supply-side factors (i.e., which commodities showed the largest increases) as well as demand-side contributors (what foreign markets mattered most).
- In terms of the commodity composition of exports, although coffee continues to dominate the top spot, its relative share of total exports is now at a historic low and the ranking of other key commodities is changing rapidly. Ethiopia now has five major *non-coffee* exports (oilseeds, gold, chat, flower, and pulses) which each bring in more than \$100 million per year compared to none in 2000. Fifteen products (other than coffee) show annual exports of at least \$10 million compared to just five in 2000. Despite these positive developments, we see many of Ethiopia's non-coffee exports being overly dependent on demand from just a single country.
- With respect to the destination of Ethiopia's exports, some surprising shifts are taking place. Switzerland has (just barely) surpassed China as the top destination for Ethiopia's exports. In what is probably the start of a longer-term trend, neighboring and regional countries are increasingly among the largest buyers of Ethiopian goods: Somalia and Sudan, for example, are both now individually larger export markets for Ethiopia than is the U.S. or Italy or Great Britain.

**Ethiopia's Export Performance**

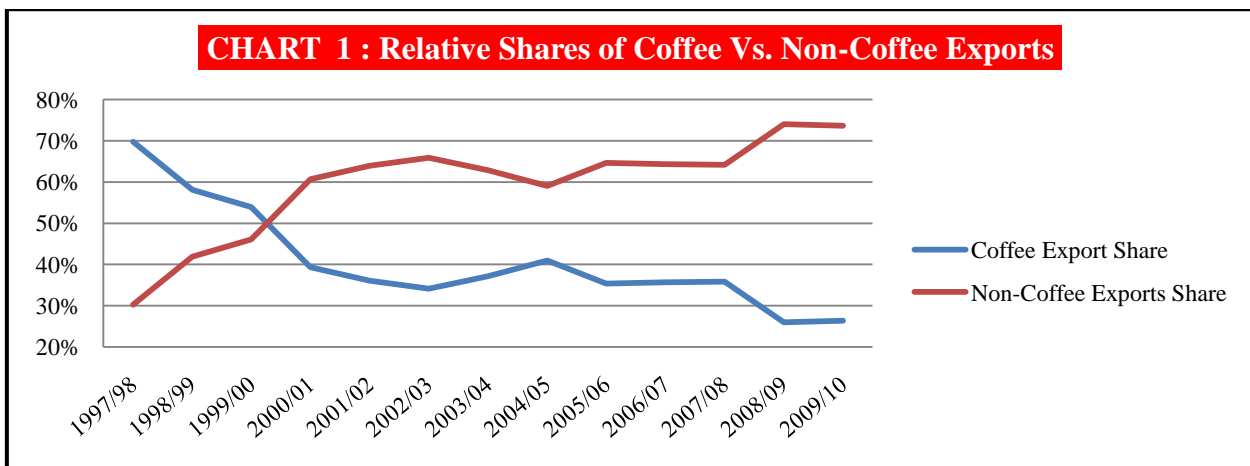
**Ethiopia's exports reached a never-before-seen level of \$2 billion in the just completed fiscal year.** This export level is an impressive 38 percent increase from the \$1.5 billion in exports registered the previous year, and nearly three times the average annual export level of the prior decade (2000-2009). Encouragingly, the increase in exports has been broad-based in terms of both commodities and country of destination (see below). Data from destination countries on their reported level of imports from Ethiopia showed strong growth last year, suggesting there is little reason to doubt the reliability of national export data compiled by the Ethiopian Customs Authority.

**Of course, the recent improvement in exports should not be exaggerated given the still modest scale of Ethiopia's exports when seen in a broader context.** Exports of goods in Ethiopia are only about 7 percent of GDP, compared to an average of near 30 percent of GDP in Sub-Saharan Africa. Export levels still fall short of what is registered by other African countries with much smaller populations (Uganda and Tanzania both export more than \$3 billion per year), and exports per person remain very low: only \$24 in Ethiopia compared to \$200 in Sub-Saharan Africa and \$580 in developing Asia. Growth rates are also very modest if one makes a comparison with Asian countries over a decades-long time frame. For example, Ethiopia's total exports were *higher* than that of Vietnam in the 1980s but are now just a tiny fraction: \$2 billion in Ethiopia versus \$65 billion in Vietnam (see Annex Charts).

**Given the above, Ethiopia's export record ought to be viewed as one of long-standing under-performance, but one whose recent surge might potentially mark a significant turning point.** In what follows, and relying mainly on a series of self-explanatory charts (see pages 6-15), we review the underlying sources of the recent export surge with a view to drawing possible implications about its longer-term sustainability and the likely growth areas for businesses engaged in new and expanding export operations.

*Ethiopia's export commodities*

**Coffee continues to dominate the top spot among Ethiopia's exports but its relative significance is now at a historic low and the ranking of other key commodities is changing rapidly** (Chart 1). In a seemingly contradictory development, coffee exports reached the highest ever *level* last year (\$528 million) while at the same time falling to the lowest ever *share* in Ethiopia's total exports (just 26 percent). Notable among Ethiopia's non-coffee exports is the growing importance of five major products that each bring in more than \$100 million per year: these include oil seeds (\$358 million), gold (\$281 million), chat (\$210 million), flowers (\$170 million), and pulses (\$130 million). Export products with annual sales of at least \$10 million have also increased substantially and now include products as varied as processed meat, vegetables, textiles and clothing, spices, leather products, minerals and cotton. To give a sense of some of the physical volumes behind these dollar figures, Ethiopia now annually exports 172,210 tons of coffee (equivalent to about 9,000 twenty-foot containers), 9 tons of gold, 36 million kilos of chat, and 1.6 billion stems of flowers (equivalent to roughly 37 fully loaded cargo planes of roses every week).



Source: Ethiopian Revenue and Customs Authority

Chart 2: Exports by Commodity (FY 2009/10)			
Rank	Major Commodities	USD Value	Percentage share
1	Coffee	528,306,953	26.4%
2	Oil Seeds (sesame seeds, flaxseed, etc.)	358,515,300	17.9%
3	Gold	281,388,856	14.1%
4	Chat	209,525,313	10.5%
5	Flowers	170,195,147	8.5%
6	Pulses (beans, peas, lentils, etc)	130,100,321	6.5%
7	Live Animals	90,739,762	4.5%
8	Hide Skins	39,739,170	2.0%
9	Meat and Meat Products	33,999,375	1.7%
10	Vegetables	27,242,256	1.4%
11	Textile and Garments	22,860,780	1.1%
12	Spices	18,567,793	0.9%
13	Leather and Leather Products	15,760,381	0.8%
14	Mineral Products	13,363,246	0.7%
15	Natural Gum	12,681,896	0.6%
16	Others	11,777,487	0.6%
17	Cotton	10,611,606	0.5%
18	Cereals	4,800,538	0.2%
19	Animal Fodder	4,658,244	0.2%
20	Fruits	4,223,767	0.2%
21	Food	3,031,224	0.2%
22	Scrap Metal	2,450,816	0.1%
23	Natural Honey	1,889,305	0.1%
24	Beverage	1,685,393	0.1%
25	Bees Wax	1,598,914	0.1%
26	Animal Products	891,907	0.0%
27	Tea	881,699	0.0%
28	Hides	880,124	0.0%
29	Flour	762,013	0.0%
<b>TOTAL</b>		<b>2,003,129,585</b>	<b>100.0%</b>

Source: Ethiopian Revenue and Customs Authority

**To draw out the likely path of future exports by commodity, the *relative growth* in particular export categories may be more revealing than the level of exports noted above.** By this score, the commodity that had the largest contribution to the level increase in Ethiopia's export levels was gold, not coffee. In terms of growth rates, the fastest growing commodities (focusing on those with at least \$10 million in annual sales) were gold (188 percent growth), live animals (72 percent growth), and textiles and clothing (67 percent growth).

**Looking at export concentration measures, we find much variance in the distribution of a particular export commodity across countries.** To give two extreme examples among Ethiopia's top export products, the country's gold is exporting to only two countries (implying a high dependence on these two markets), while coffee is exported to a much larger group of 45 countries (showing a reduced dependence on any single country market). In fact, most exports other than coffee show a high dependence on a particular country: 84 percent of flower exports go to Holland; 75 percent of gold exports go to Switzerland; 74 percent of chat exports go to Somalia; 54 percent of meat exports go to UAE/Dubai; 42 percent of pulse exports go to Sudan (see Annex Charts). This shows that while Ethiopia's historically dominant export (coffee) has successfully diversified to a wide range of country destinations, the emerging new export products still have a long way to go to attain a more desirable level of diversification across countries.

**In terms of the relative 'sophistication' of Ethiopia's exports, more specifically the degree of domestic value-added, this is still an area where a lot more needs to be done.** A simple indicator of the very limited value-added in Ethiopian exports is the still dominant share (roughly 80 percent) of agricultural exports in total exports. In addition, trends in three pairs of export commodities can reveal the relative sophistication of Ethiopia's exports: whether the country is exporting more leather products (e.g. shoes) instead of hide skins; more processed meat instead of live animals; and more textiles/clothing instead of cotton. Reviewing trends in these three pairs of commodities shows progress in some areas but still limited overall structural change: textile exports are now double cotton exports (\$23 million versus \$11 million) thus indicative of rising domestic value-added, but live animal exports are still three times that of processed meat while hide skins exports are 2.5 times that of processed leather exports. Moreover, the ratios for the latter two pairs have not improved much compared to previous years.

#### *Ethiopia's export destinations*

**The destination of Ethiopia's exports is undergoing rapid shifts, with some long-standing markets being replaced by unexpected new destinations.** In terms of overall ranking, Switzerland is now at the top of the list having bought \$224 million of goods from Ethiopia compared to the \$215 million bought by China and the \$196 million bought by Germany (Chart 3). Each of these top three destinations for Ethiopia's exports take up roughly 10 percent of the country's total exports. The unexpected ranking of Switzerland reflects the purchase of gold by Swiss banks and is in line with a common worldwide pattern of trade in gold between commercial and/or central banks.

**Beyond the top three markets, surprising shifts are taking place in the markets for Ethiopian exports.** The 4<sup>th</sup>, 7<sup>th</sup>, and 10<sup>th</sup> largest export markets for Ethiopia are now other African countries: Somalia, Sudan, and South Africa, with each buying \$172 million, \$115 million, and \$74 million in Ethiopian products respectively.<sup>1</sup> The growing role of regional trade is also evident in the fact that the 6<sup>th</sup> and 8<sup>th</sup> largest markets for Ethiopian exports are now Saudi Arabia and the United Arab Emirates respectively. Indeed, somewhat to our surprise, we find that Somalia, Saudi Arabia, Sudan, UAE are each individually now bigger export markets for Ethiopia than is the United States or Italy or Great Britain or Japan.

Rank	Country of Destination	USD Value	Percentage share
1	SWITZERLAND	224,183,442	11.2
2	CHINA, MAINLAND	215,877,203	10.8
3	GERMANY	196,192,009	9.8
4	SOMALIA	172,216,164	8.6
5	NETHERLANDS	159,478,734	8.0
6	SAUDI ARABIA	122,474,311	6.1

<sup>1</sup> It is worth noting that export figures to Sudan and Somalia are probably *underestimates* since Ethiopia's large open borders with the two countries means that exports to these destinations will not be fully captured in customs statistics. Thus, actual exports are likely even higher than the already significant levels registered in official customs data.

7	SUDAN	115,000,736	5.7
8	UAE	77,530,549	3.9
9	UNITED STATES	77,523,711	3.9
10	SOUTH AFRICA	74,614,080	3.7
11	ISRAEL	52,280,876	2.6
12	DJIBOUTI	50,289,201	2.5
13	ITALY	46,919,408	2.3
14	BELGIUM	44,494,599	2.2
15	UNITED KINGDOM	43,527,697	2.2
16	TURKEY	33,371,087	1.7
17	EGYPT	31,115,952	1.6
18	INDIA	24,340,112	1.2
19	FRANCE	23,835,138	1.2
20	JAPAN	23,706,181	1.2
21	CHINA, TAIWAN	18,221,952	0.9
22	PAKISTAN	18,108,377	0.9
23	YEMEN	16,396,484	0.8
24	SWEDEN	14,532,792	0.7
25	SINGAPORE	8,828,370	0.4
26	CANADA	7,820,723	0.4
27	RUSSIA	7,576,763	0.4
28	GREECE	7,413,648	0.4
29	AUSTRALIA	7,070,555	0.4
30	SOUTH KOREA	6,450,847	0.3
31	SPAIN	5,476,541	0.3
32	KENYA	4,501,429	0.2
33	NORWAY	4,441,420	0.2
34	HONG KONG	4,399,956	0.2
35	INDONESIA	3,136,450	0.2
36	THAILAND	2,367,173	0.1
37	FINLAND	1,864,505	0.1
38	RUMANIA	1,689,830	0.1
39	MEXICO	1,604,908	0.1
40	PORTUGAL	1,574,007	0.1
41	NORTH KOREA	1,482,917	0.1
42	MOROCCO	1,357,940	0.1
43	BULGARIA	1,273,934	0.1
44	DENMARK	1,229,658	0.1
45	OTHERS	45,337,216	2.0
<b>TOTAL</b>		<b>2,003,129,585</b>	<b>100.0</b>

### *Thoughts on the Outlook*

#### **The data above lead us to some of the following observations on the outlook for Ethiopian exports:**

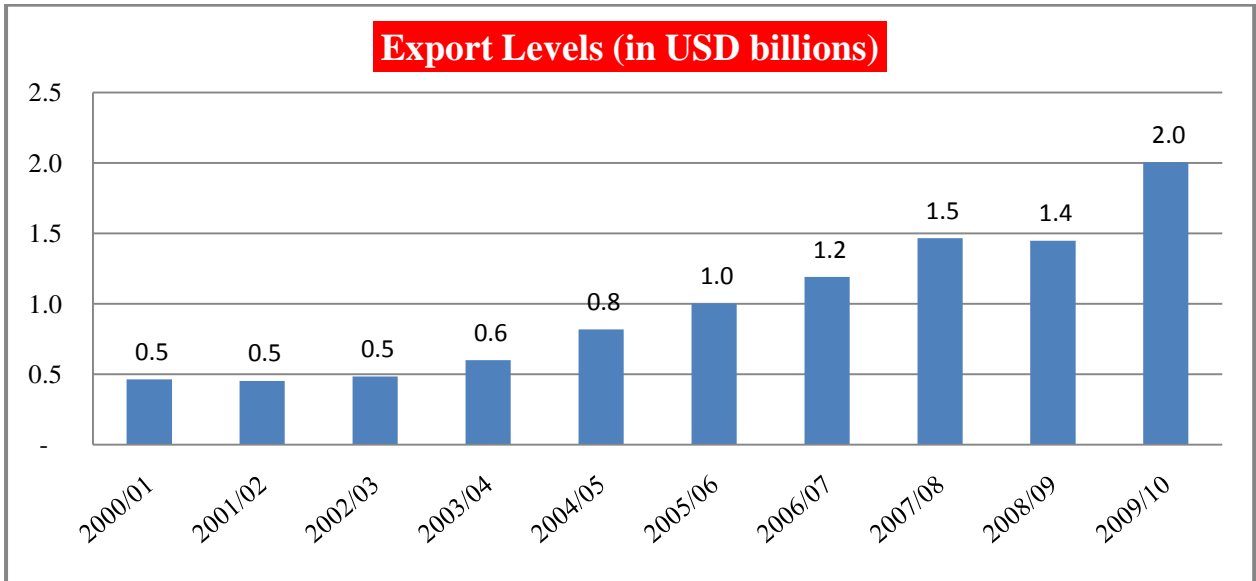
- Efforts to improve **the diversification of Ethiopia's export products** are certainly working, as seen in the steady drop in the share of coffee exports, but the unusual concentration of most non-coffee exports on just a single country market can hold back future growth and warrants a search for supplementary markets. Addressing this situation seems to call for a combination of more aggressive market opening efforts (e.g., focusing trade promotion efforts in unexplored markets), upgrading quality and standards, as well as widening the specific sub-categories of non-coffee exports in which Ethiopia has specialized to date.
- With respect to the objective of **moving into higher value-added exports**, this clearly remains in its very early stages and the limited progress so far indicates that manufacturing sector exports (leather products, processed meat, or clothing) are facing greater domestic obstacles compared to agricultural and raw material exports (such as coffee and gold). However, it is instructive to note that the remarkable success of flower exports in recent years can be seen as an indication that 'manufacturing exports' can succeed in the Ethiopian context: this is because, although technically an agricultural product, the process of exporting flowers actually entails a very challenging high-tech, modernized, and highly capital-intensive operation (involving greenhouses, cold rooms for packing, refrigerated trucks, just-in-time air freight systems) that is just as demanding as any 'manufacturing' export operation. The relative success of Ethiopia's flower exports compared to what are strictly 'manufactured' exports (leather, textiles, and processed meat) is arguably linked to the much greater share of large, private, and foreign operators in the flower sector compared to the smaller-scale, state-owned, and domestic operators that tend to dominate the latter. If this does indeed account for part of the contrasting performance, then openness to and accommodation of large foreign and domestic investors can have an important contribution to the expansion of higher value-added exports.<sup>2</sup> Ensuring that manufacturing exporters are compensated for the much greater range of operational challenges they face compared to traditional agricultural exporters is also vital. In this respect, a highly competitive (i.e., very depreciated) exchange rate is perhaps the most helpful policy tool that can be put in place, something which is now indeed the case following the authorities' large devaluation of September 2010.
- In terms of exports by country of destination, the big surprise is the significant role that **"South-South" trade linkages** can play for Ethiopia's export prospects: only four out of the top ten markets for Ethiopia's exports were located in the conventional 'West' (Switzerland, Germany, Netherlands, and U.S.) while the other six countries are in what might be termed as the 'South' (China, Somalia, Saudi Arabia, Sudan, UAE, South Africa). It is also striking that countries with very low per capita incomes and highly unsettled/dysfunctional domestic political environments (Sudan and Somalia) are now larger markets for Ethiopia's exports than some of the world's richest and most stable countries.<sup>3</sup> Thus, without neglecting long-standing historical trade links, Ethiopia's exporters would be well-served by paying equal attention to increasingly important neighboring and regional markets in the developing world.

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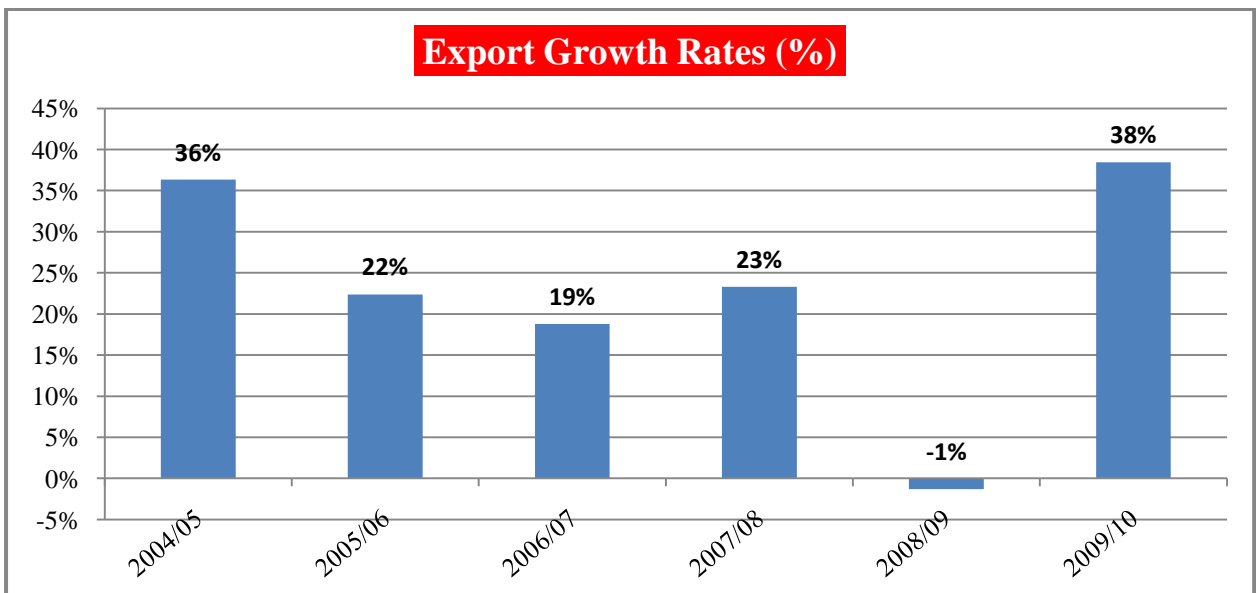
<sup>2</sup> The role of foreign firms engaged in export operations is potentially very substantial, judging by the pattern seen in several of Asia's success stories: for example, the share of Chinese exports produced by foreign companies is 55-60 percent of total exports and similarly high shares of exports are driven by foreign firms in Vietnam and Indonesia. By contrast, we estimate that only around 10 percent of Ethiopia's exports are produced by foreign firms, which tend to operate mainly in flower, vegetable, brewery, and scrap metal exports.

<sup>3</sup> An open question regarding the strong growth of exports to Sudan and Somalia is whether the use of mainly road transport for goods destined to these markets has been part of their relative attractiveness to exporters.

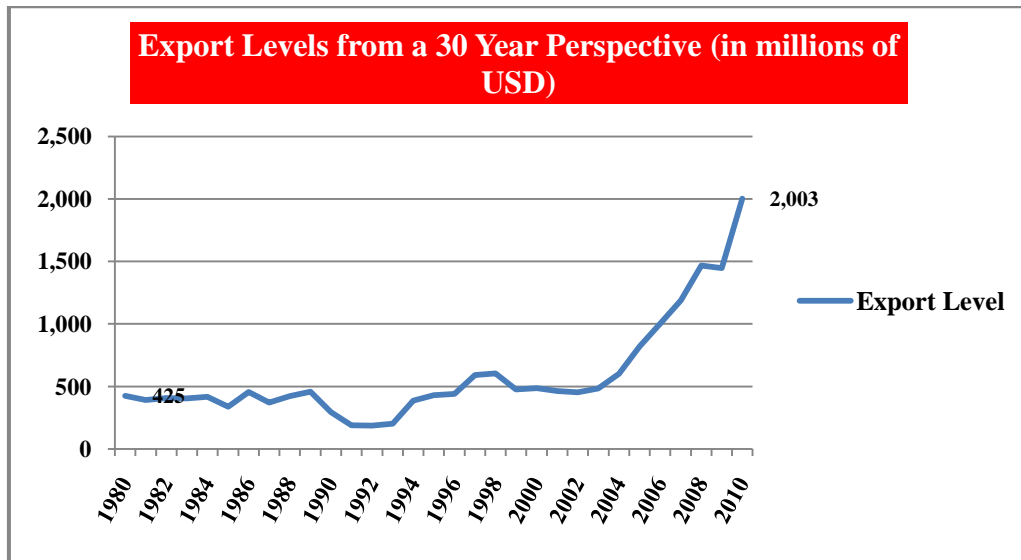
**ANNEX CHARTS**



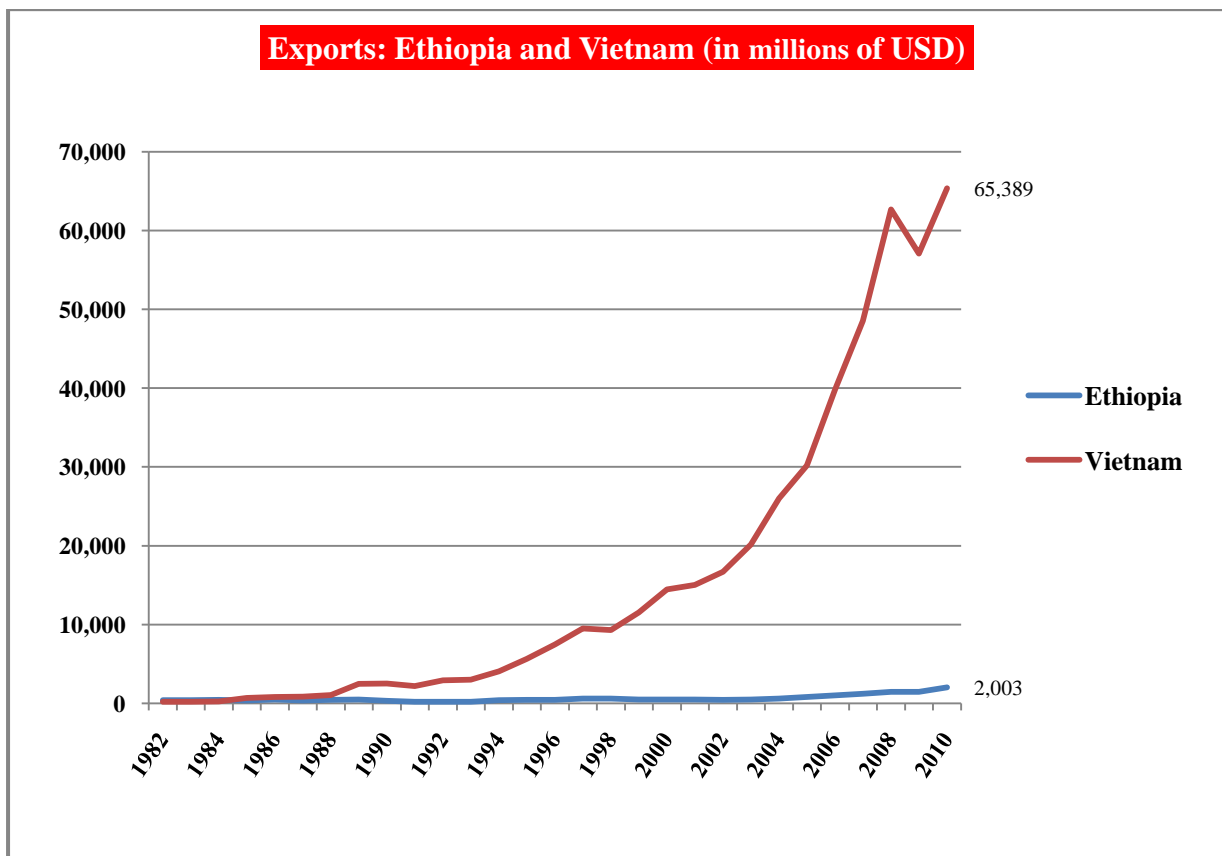
Source: Ethiopian Revenue and Customs Authority and the International Monetary Fund.



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Source: Ethiopian Revenue and Customs Authority, IMF International Financial Statistics



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<b>Exports of Goods &amp; Services (Percent of GDP)</b>	
Ethiopia	11.5%
Kenya	23.5%
Uganda	23.6%
Tanzania	20.3%
Ghana	48.7%
Nigeria	34.2%
South Africa	26.7%
Vietnam	62.9%
India	11.6%
China	24.1%

Source: Regional Economic Outlook-Sub-Saharan Africa 2010, IMF 2010 Country Reports

<b>Export Levels (in millions of USD)</b>	
Ethiopia	2,003
Kenya	4,555
Uganda	3,388
Tanzania	3,216
Ghana	6,551
Nigeria	66,100
South Africa	73,100
Vietnam	65,389
India	145,800
China	1,203,000

Sources: IMF 2010 Country Reports, ERCuA

<b>Exports per capita (in USD)</b>	
Ethiopia	24
Kenya	125
Uganda	98
Tanzania	78
Ghana	276
Nigeria	423
South Africa	1,483
Vietnam	733
India	124
China	888

Sources: IMF 2010 Country Reports, ERCuA, World Economic Outlook (WEO) Database

## Top 10 Ethiopian Export Commodities

1. COFFEE	
COUNTRY	VALUE (USD)
Germany	174,751,642.38
Saudi Arabia	92,022,167.71
United States	47,117,583.06
Belgium	38,470,156.52
Italy	31,755,082.20
Japan	21,080,971.33
France	20,928,505.43
Sudan	17,667,542.48
Sweden	13,968,420.83
Switzerland	11,391,134.84
United Kingdom	7,536,117.24
Russia	6,678,904.06
Australia	6,447,966.13
South Korea	5,618,892.19
Spain	4,571,139.14
Others	4,486,485.47
Canada	4,296,367.67
Netherlands	3,520,963.01
Israel	3,114,915.47
Norway	2,866,942.93
Finland	1,773,333.21
South Africa	1,083,632.21
Denmark	775,493.68
Singapore	743,893.76
China, Taiwan	705,956.99
China, Mainland	682,242.23
Greece	632,039.93
Hong Kong	604,170.38
Mexico	573,416.39
Rumania	524,924.87
Egypt	464,636.88
UAE	388,362.50
Djibouti	251,383.40
North Korea, PDRK	184,577.10
Portugal	156,191.90
Lebanon	92,460.92
Malaysia	79,552.73
Bulgaria	78,116.10
Czechoslovakia	64,815.24
Turkey	52,063.83
Libya	47,818.83
Poland	42,460.59
Yemen	13,170.00
Kuwait	265.00
India	73.95
<b>TOTAL</b>	<b>528,306,952.69</b>

2. OIL SEEDS	
COUNTRY	VALUE (USD)
China, Mainland	182,263,035.98
Israel	47,094,692.38
United States	22,539,249.65
Others	19,524,287.48
Turkey	14,117,425.59
China, Taiwan	13,564,701.40
Saudi Arabia	10,117,290.12
Greece	6,011,437.29
UAE	5,733,901.99
United Kingdom	5,680,913.44
Singapore	5,438,894.97
Yemen	5,134,232.35
Egypt	3,753,190.45
India	2,497,873.06
Canada	2,140,943.35
Netherlands	1,950,338.88
Thailand	1,505,781.94
Belgium	1,381,997.47
Switzerland	1,015,170.00
Mexico	1,002,790.00
North Korea	
PDRK	983,340.00
Pakistan	957,400.00
Sudan	802,546.97
Germany	631,657.26
South Korea	522,000.00
Spain	483,170.00
Djibouti	456,199.18
Lebanon	383,040.00
Italy	379,687.39
Kuwait	217,360.00
Russia	72,980.00
Bulgaria	55,575.00
Japan	50,195.96
Hong Kong	28,600.00
Indonesia	23,400.00
<b>TOTAL</b>	<b>358,515,299.54</b>

3. GOLD	
COUNTRY	VALUE (USD)
Switzerland	211,207,165.38
South Africa	70,181,690.34
<b>TOTAL</b>	<b>281,388,855.72</b>

4. CHAT	
COUNTRY	VALUE (USD)
Somalia	154,880,459.95
Djibouti	33,806,771.15
United Kingdom	11,217,801.01
China, Mainland	4,225,044.00
Kenya	2,301,400.48
Israel	775,192.33
India	538,622.17
Netherlands	526,397.41
Australia	454,404.63
Malaysia	378,256.15
Thailand	251,132.54
Others	45,421.39
United States	42,060.61
Yemen	33,598.24
Hong Kong	12,061.00
Sudan	7,507.50
France	7,153.99
UAE	4,879.00
Switzerland	3,911.25
Zimbabwe	3,664.80
Morocco	1,743.75
Canada	1,438.50
Russia	1,332.00
Italy	1,260.00
South Africa	1,220.00
Germany	700.00
Greece	700.00
Rwanda	560.00
Uganda	560.00
Finland	59.50
<b>TOTAL</b>	<b>209,525,313.32</b>

5. FLOWERS	
COUNTRY	VALUE (USD)
Netherlands	143,276,476.41
Germany	12,936,523.43
Saudi Arabia	1,723,127.24
United States	1,615,642.61
Japan	1,606,211.66
Belgium	1,564,808.69
UAE	1,440,374.70
Norway	1,410,185.58
France	1,013,267.39
Canada	791,244.16
United Kingdom	787,909.08
Others	314,962.173
Israel	307,942.12
Russia	301,138.78
Italy	254,886.54
South Africa	147,012.24
Switzerland	117,295.19
Lebanon	84,760.21
Yemen	83,465.13
Finland	66,873.33
Kenya	53,406.65
Spain	50,739.20
Nigeria	40,006.70
Uganda	26,643.77
Turkey	26,417.15
Sweden	21,964.43
Djibouti	20,704.54
Sudan	17,742.86
Bulgaria	11,011.00
Greece	10,609.77
Kuwait	9,248.00
Egypt	8,522.00
Australia	8,044.57
Ireland	7,656.00
Ghana	7,206.48
Libya	6,374.80
Cyprus	6,208.01
India	4,527.32
Denmark	4,254.20
Czechoslovakia	3,464.89
Malaysia	2,297.23
Singapore	1,961.70
Tanzania	675.67
Thailand	411.09
Morocco	352.33
Poland	243.74
Portugal	158.60
Romania	142.39
Hong Kong	45.25
<b>TOTAL</b>	<b>170,195,147.00</b>

6. PULSE	
COUNTRY	VALUE (USD)
Sudan	54,277,909.50
Pakistan	15,706,662.93
UAE	11,118,524.20
Turkey	7,439,152.89
Yemen	5,706,505.36
India	5,502,556.67
United Kingdom	4,665,647.64
Others	2,752,267.17
South Africa	2,572,311.50
Netherlands	2,085,537.30
Belgium	1,962,628.08
Saudi Arabia	1,864,266.13
Djibouti	1,848,974.42
Egypt	1,835,442.85
Kenya	1,796,628.65
Singapore	1,528,942.24
Italy	1,507,855.24
Germany	1,273,992.37
Bulgaria	1,126,044.23
Rumania	711,606.58
United States	682,309.34
France	446,105.62
Austria	385,710.00
Morocco	289,734.00
Czechoslovakia	197,837.00
Spain	156,176.05
Switzerland	155,260.00
Hungary	149,580.50
Israel	104,220.40
Malaysia	95,625.00
Greece	71,967.00
Canada	55,200.00
Cyprus	27,140.00
<b>TOTAL</b>	<b>130,100,320.84</b>

7. LIVE ANIMALS	
COUNTRY	VALUE (USD)
UAE	27,466,651.43
Egypt	24,378,385.43
Sudan	17,990,909.14
Somalia	16,310,498.21
Yemen	2,340,870.99
Djibouti	810,081.22
Saudi Arabia	708,353.00
Others	547,560.00
Kuwait	155,400.00
Hong Kong	26,172.85
United States	2,425.00
Germany	850.00
China, Taiwan	610.00
Thailand	500.00
Switzerland	495.00
<b>TOTAL</b>	<b>90,739,762.27</b>

8. HIDE SKINS	
COUNTRY	VALUE (USD)
United Kingdom	11,593,324.23
China, Mainland	6,759,448.85
India	5,532,983.82
Italy	5,431,485.36
Others	4,351,979.74
Hong Kong	1,984,316.28
China, Taiwan	1,392,236.89
Germany	1,138,089.59
United States	362,754.54
UAE	263,416.54
Turkey	173,222.88
France	164,870.53
Thailand	116,228.72
Japan	115,291.80
Rumania	92,266.46
Czechoslovakia	61,138.00
Sweden	59,866.88
Singapore	46,734.00
Zimbabwe	42,400.00
Indonesia	22,895.00
Malaysia	15,979.00
South Korea	5,980.50
Switzerland	5,160.00
Hungary	4,200.00
South Africa	2,900.00
<b>TOTAL</b>	<b>39,739,169.60</b>

9. MEAT AND MEAT PRODUCTS	
COUNTRY	VALUE (USD)
UAE	18,297,598.12
Saudi Arabia	14,241,800.37
Egypt	376,007.11
<i>Others</i>	360,488.44
Turkey	349,500.00
Sweden	114,875.00
Kuwait	113,209.39
Yemen	105,736.81
Djibouti	29,000.00
India	6,750.00
Netherlands	4,410.00
<b>TOTAL</b>	<b>33,999,375.24</b>

10. VEGETABLES	
COUNTRY	VALUE (USD)
Djibouti	8,172,364.35
Netherlands	6,199,615.88
UAE	5,393,559.00
India	2,875,461.00
Sudan	1,980,939.60
Somalia	618,103.83
Yemen	536,046.56
United Kingdom	478,868.83
Singapore	305,440.00
Saudi Arabia	233,318.62
Israel	95,906.25
<i>Others</i>	91,974.47
France	78,934.96
Italy	71,707.24
Russia	42,288.87
Nigeria	37,134.75
South Africa	13,014.89
Kenya	4,302.12
Kuwait	4,235.20
Bulgaria	3,187.51
Belgium	3,115.88
United States	2,386.50
Australia	350.00
<b>TOTAL</b>	<b>27,242,256.31</b>

## Top 10 Ethiopian Export Destinations

1. SWITZERLAND	
COMMODITY	VALUE (USD)
Gold	211,207,165.38
Coffee	11,391,134.84
Oil Seed	1,015,170.00
Textile and Garment	225,508.82
Pulse	155,260.00
Flower	117,295.19
Leather and Leather Products	23,766.68
Mineral Products	21,447.25
Beverage	12,200.00
Hide Skins	5,160.00
Others	4,234.60
Chat	3,911.25
Spice	646.30
Live Animals	495.00
Food	39.41
Natural Gum	6.90
<b>TOTAL</b>	<b>224,183,441.61</b>

2. CHINA, MAINLAND	
COMMODITY	VALUE (USD)
Oil Seed	182,263,035.98
Mineral Products	10,183,339.74
Hide Skins	6,759,448.85
Chat	4,225,044.00
Animal Fodder	3,473,675.31
Leather and Leather Products	3,332,833.71
Natural Gum	1,961,970.50
Textile and Garment	1,287,509.15
Cotton	1,120,244.63
Coffee	682,242.23
Others	208,592.61
Cereals	199,920.00
Spice	156,100.00
Beverage	15,876.00
Hides	7,370.20
<b>TOTAL</b>	<b>215,877,202.90</b>

3. GERMANY	
COMMODITY	VALUE (USD)
Coffee	174,751,642.38
Flower	12,936,523.43
Leather and Leather Products	1,823,452.46
Pulse	1,273,992.37
Hide Skins	1,138,089.59
Bees Wax	923,448.02
Textile and Garment	899,486.16
Natural Gum	826,420.00
Oil Seed	631,657.26
Cotton	361,340.18
Others	323,241.25
Mineral Products	111,676.18
Hides	95,814.34
Fruits	73,845.00
Beverage	15,868.45
Food	3,525.23
Live Animals	850.00
Chat	700.00
Spice	335.12
Natural Honey	50.00
Animal Products	29.29
Flour	21.97
<b>TOTAL</b>	<b>196,192,008.66</b>

4. SOMALIA	
COMMODITY	VALUE (USD)
Chat	154,880,459.95
Live Animals	16,310,498.21
Vegetables	618,103.83
Animal Products	187,901.62
Food	103,334.69
Animal Fodder	46,742.01
Others	25,014.35
Fruits	17,400.08
Tea	13,584.54
Beverage	13,125.00
<b>TOTAL</b>	<b>172,216,164.27</b>

5. NETHERLANDS	
COMMODITY	VALUE (USD)
Flower	143,276,476.41
Vegetables	6,199,615.88
Coffee	3,520,963.01
Pulse	2,085,537.30
Oil Seed	1,950,338.88
Textile and Garment	1,189,668.00
Chat	526,397.41
Others	429,118.19
Fruits	164,578.63
Food	80,302.49
Spice	36,984.31
Mineral Products	14,070.00
Meat and Meat Products	4,410.00
Leather and Leather Products	273.28
<b>TOTAL</b>	<b>159,478,733.79</b>

7. SUDAN	
COMMODITY	VALUE (USD)
Pulse	54,277,909.50
Live Animals	17,990,909.14
Coffee	17,667,542.48
Spice	7,091,003.25
Others	4,910,975.12
Cereals	4,399,084.96
Vegetables	1,980,939.60
Textile and Garment	1,603,646.64
Natural Honey	1,379,850.64
Beverage	832,496.97
Oil Seed	802,546.97
Leather and Leather Products	798,969.83
Flour	441,945.93
Cotton	272,793.00
Food	255,721.42
Scrap	182,583.18
Natural Gum	77,980.00
Flower	17,742.86
Chat	7,507.50
Bees Wax	4,770.00
Fruits	3,382.00
Animal Fodder	435.00
<b>TOTAL</b>	<b>115,000,735.97</b>

6. SAUDI ARABIA	
COMMODITY	VALUE (USD)
Coffee	92,022,167.71
Meat and Meat Products	14,241,800.37
Oil Seed	10,117,290.12
Pulse	1,864,266.13
Flower	1,723,127.24
Spice	1,230,027.41
Live Animals	708,353.00
Vegetables	233,318.62
Natural Honey	103,493.01
Others	88,092.97
Leather and Leather Products	32,265.48
Beverage	24,697.30
Food	24,466.75
Fruits	22,792.75
Flour	13,535.30
Textile and Garment	13,488.67
Mineral Products	7,373.15
Tea	1,960.00
Animal Fodder	1,750.00
Cereals	30.00
Natural Gum	15.00
<b>TOTAL</b>	<b>122,474,310.97</b>

8. UAE	
COMMODITY	VALUE (USD)
Live Animals	27,466,651.43
Meat and Meat Products	18,297,598.12
Pulse	11,118,524.20
Oil Seed	5,733,901.99
Vegetables	5,393,559.00
Natural Gum	2,389,144.15
Spice	1,535,482.03
Food	1,443,918.99
Flower	1,440,374.70
Fruits	764,365.14
Cotton	488,644.53
Coffee	388,362.50
Hide Skins	263,416.54
Scrap	252,160.00
Others	206,974.80
Tea	182,220.00
Mineral Products	129,357.27
Leather and Leather Products	23,979.20
Natural Honey	5,497.00
Chat	4,879.00
Animal Fodder	1,500.00
Textile and Garment	38.40
<b>TOTAL</b>	<b>77,530,549.00</b>

9. UNITED STATES	
COMMODITY	VALUE (USD)
Coffee	47,117,583.06
Oil Seed	22,539,249.65
Textile and Garment	2,635,515.17
Flower	1,615,642.61
Pulse	682,309.34
<i>Others</i>	539,669.94
Mineral Products	381,635.07
Hide Skins	362,754.54
Spice	351,959.27
Leather and Leather Products	340,878.12
Beverage	270,105.03
Food	253,217.02
Bees Wax	162,750.00
Flour	99,503.39
Natural Gum	96,070.66
Chat	42,060.61
Tea	14,473.45
Natural Honey	5,297.50
Animal Products	4,515.00
Live Animals	2,425.00
Vegetables	2,386.50
Cereals	2,069.10
Fruits	1,239.80
Hides	401.41
<b>TOTAL</b>	<b>77,523,711.26</b>

10. SOUTH AFRICA	
COMMODITY	VALUE (USD)
Gold	70,181,690.34
Pulse	2,572,311.50
Coffee	1,083,632.21
Spice	226,126.00
Flower	147,012.24
Mineral Products	123,472.50
<i>Others</i>	115,532.36
Beverage	69,920.48
Hides	28,467.50
Animal Products	21,600.00
Flour	14,100.00
Vegetables	13,014.89
Leather and Leather Products	10,666.58
Hide Skins	2,900.00
Textile and Garment	1,563.36
Chat	1,220.00
Food	850.00
<b>TOTAL</b>	<b>74,614,079.97</b>