



ETHIOPIAN PULSES, OILSEEDS AND SPICES PROCESSORS EXPORTERS ASSOCIATION

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General



7th INTERNATIONAL
CONFERENCE ON PULSES,
OILSEEDS AND SPICES



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OILSEEDS AND SPICES

To: Embassy of Republic of Turkey
Addis Ababa

Ref.No
Date

7. ICPOS / EPOSPEA / 2017
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Subject: Invitation to attend the 7th International Conference on Pulses & Oilseeds

Over the last 17 years, the **Ethiopian Pulses, Oilseeds and Spices Processors Exporters Association (EPOSPEA)** has steadily built the capacity of the Pulses and Oilseeds sector of Ethiopia in general and its members in particular, by deploying different initiatives to enhance the sector's competitiveness in global market place.

As part of its strategy to spotlight the sector on global scale, EPOSPEA in collaboration with Ministry of Trade of the FDRE (MOT) has hosted six international conferences in Addis Ababa, whereby it created a dynamic platform for buyers and sellers to meet, forge lasting relationships, discuss the global market trend and its impact on each country and ways to influence policies for the benefit of the sector players. It is that time of the year again for EPOSPEA to host the 7th International Conference with the central theme "**Africa the Future Sustainable Oilseeds and Pulses Supply**" at Sheraton Addis, on 22nd & 23rd of November, 2017.

This Conference is significant to the sector not only because it is conducted during the harvest time of the country; but also because it is organized in a time when products of the sector over the world draw attentions of major sector players' (Importers and Exporters) to look at the Ethiopian new Harvest season. Thus, this conference presents a good opportunity to strengthen B2B relations, deliberate on the current trade challenges and opportunities surfaced on the international market and come up with plausible recommendations as a way forward. The event aims to bring all strategic stakeholders and partners to share a wide-array of knowledge and experience geared towards tapping the sector's growth potentials in the years to come.

To this effect, I am honored to cordially request your embassy to invite potential buyers in your country to participate in the conference. And we kindly request you to provide us with the list of those potential buyers.

Herewith please find the attached necessary information about the conference.

Best regards,


Haile Berhe
President, EPOSPEA



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General Information about the

The 7th International Conference on Pulses and Oilseeds

November 22-23

2017

Introduction

The Ethiopian pulses and oilseeds sector being one of the largest components of the agricultural sector with having immense contribution for the country's economic growth through generating high foreign exchange revenue, which stands second next to the contribution of coffee.

Having said this, the Ethiopian Pulses, Oilseeds and Spices Processors_ Exporters Association (EPOSPEA), the association that directly deals the sector's topics, was established in 1998 with the objective of building the capacity of the industry players to become key participants role players in the global market. EPOSPEA also facilitates and supports the sectoral development through carefully selected strategies and action plans. Hence, EPOSPEA has more than 120 active members who take advantage of country policies of the sector.

In line with the objective to build the capacity of the sector, The Ethiopian Pulses, Oilseeds & Spices Processors – Exporters Association in collaboration with The Ministry of Trade, do well in hosting the successfully concluded International Conferences on Pulses & Oilseeds annually.

The last all six International Conferences of the sector, which were hosted with **“Ethiopia the Lands of Crop Diversity”, “Agri-Commodity trade: Challenges and Opportunities”, “International Marketing of Agricultural Commodities”, “Global Partnership for Sustainable Market Growth”, “Strategic Plat Form for Sustainable Market Creation” and Agri- Commodity Marketing for Sustainable Global Trade”** respectively, hosted at Sheraton Addis, UNECA conference hall and Intercontinental Addis Hotel, during different time settings. They were concluded successfully with the participation of more than 450 importers and exporters, and more than 100 invited guests and higher officials.

This document will give you a snap review about key information about the Seventh International Conference on Pulses and Oilseeds, which will be held in **November 22nd & 23rd, 2017, at Sheraton Addis, Addis Ababa, Ethiopia** (Visit: www.epospeaeth.org)

I. About EPOSPEA

Ethiopian Pulses, Oilseeds and Spices Processors-Exporters Association (EPOSPEA, was established in 1998 with the objective of building the capacity of its members to make them competitive in global market. Currently EPOSPEA has more than 150 active members who take advantage of the favorable country's policies for the sector.

The Association endeavors are meant to serve, promote and protect the interest of its members, build their capacity to participate and compete in the global market and contribute for economic development of the country. Hence the following activities are under the jurisdiction of the Association: such as

- providing up-to-date local and foreign market information, trends & analysis of the sector to build competitive position of members

- delivering advocacy services to create enabling environment and policy reform in pertinence to the operation of the sector
- Creating international opportunities to enhance the exposure of members on global export business.
- Enhancing the implementation capacity of members through providing them with essential Business Developing System

In general, EPOSPEA facilitates and supports the development of the sector through carefully selected strategies and action plans.

II. The Seventh International Conference On Pulses and Oilseeds

The "7th International Conference on Pulses and Oilseeds" will be conducted during the peak harvest season of the country under the theme **"Africa the Future sustainable Oilseeds and Pulses Supply"** in **Nov. 22nd & 23rd, 2017**, Sheraton Addis Hotel, Addis Ababa Ethiopia.

Through this 7th International conference on this sector, it is aimed that, EPOSPEA, in collaboration with the Ministry of Trade, to strengthen & expand existing & new market linkages & outlets to diverse product varieties of the sector through consolidating the foundation that has been already laid-down; which aimed at nurturing a common concern of those major policy makers, international buyers, potential investors, research institutes, development partners and other value chain actors who have engaged in tapping its full potentials; so that the sector can optimally contributes to the overall development perspectives of Ethiopia.

III. Basic Contents of the Conference

4.1 Rationale of the Conference:

The Pulses and Oilseeds sector in Ethiopia is one of potentially endowed sector with abundant resources in comparative with other diverse components of agricultural sector, coupled with having potential to contribute immensely to the development of the nation.

Thus, the basic rationale of organizing such international conference is enhancing the comparative advantage of the sector by creating conducive platform for key industry players, whereby positive results of image building of our country and boosting the export market linkages of the sector; would be attained.

4.2 Overall Objective:

It's aimed at strengthening & expanding existing & new market linkages/ outlets to diverse product varieties of the sector through consolidating the foundation that has been already laid-down; so that the sector can optimally contribute to the overall development perspectives of Ethiopia in general and to the operators of the industry in particular.

4.3 Name and Due date of the Conference:

The name of this conference is agreed to mention the name of each sub-sectors with series of numbers: hence, the name of this conference be ***"The 7th International Conference on Pulses and Oilseeds"***.

This annual conference is adjusted to be held in November, harvest season of the country; thus the 7th International Conference on Pulses and Oilseeds will be held in Nov 22nd & 23rd, 2017.

4.4 Contents of the Conference:

The conference will stay for two days i.e. Nov. 22nd & 23rd 2017. Within this time line it will intended to include the following itineraries.

- ❖ Opening & Closing Session,
- ❖ Presentations
- ❖ Networking
- ❖ Product Show-case,

The presentation will be expected to highlight current trends and developments of the sector in Ethiopia and around the world, cross-cutting issues on the marketing and processing of the products, and industry best practices and trends.

4.5 Participation Targets of the 7th International Conference:

More than 100 major International buyers and over 180 national exporters are expected to meet during the conference. The national exporters will showcase their marketable products of pulses and oilseeds.

Accordingly, EPOSPEA planned to reach the following minimum participation level of key participants during the 7th International Conference.

No.	Participant Type	Expected No	Percentage share
1.	Member Exporter Companies	110	39.3%
2.	Non-member exporter Companies	70	25%
3.	International Importers	100	35.7%
Total-Minimum Participation		280	100%

IV. Who will participate

The conference is expected to reach more than 450 national and global key players of the sector. This will constitute:

- EPOSPEA members,
- International buyers from all over the world and international importer associations,
- Public sector representatives such as Ministry of Trade ,Ministry of Agriculture and Rural Development, Ethiopian Commodity Exchange, , etc.
- Public and Private owned financial institutions,
- Value chain companies and service providers,
- Major development partners,
- Agro-processing industries,
- Grain producers, traders, and brokers,
- Fertilizers/agrochemical & cleaning machine suppliers,
- National and international professionals engaged in agriculture, in development & marketing, etc.

V. How to Participate:

The conference participants use this platform to network with peers, learn about the newest market trends, discuss the challenges and opportunities in the local and global market, and learn new ways of increasing quality, productivity and marketability.

In order to participate in this mega event one should register online via (www.epospeaeth.org) before November 20, 2017.

Information on Registration fee (per person) for two days participation,

Member Exporter Companies: 5,000.00 ETB

Onsite registration for EPOSPEA members: 5,500.00 ETB

Non Members Companies: 7,500.00 ETB

Onsite registration for Non-member companies: 8,000.00 ETB

Foreign Importers Companies: 500.00\$

Onsite registration foreign Importers Companies: 550.00\$

Besides, there are other opportunities to interested companies to participate in this mega event, by sponsoring and subscribing magazine ad, which are uploaded on our website.

This unique sector specific conference affords sponsors exposure to a wider audience that is made up of local growers, exporters, industry suppliers, financial sector operators as well as of international buyers and distributors.

VII. Logistics and Hotel reservation: - as the conference venue is Sheraton Addis hotel (E-mail:- reservations.addisethiopia@luxurycollection.com): nearest Hotels suggested are:

- Intercontinental Hotel: E-mail: reservation@intercontinentaladdis.com
- Hilton Hotel: E-mail: reservations.addisabeba@hilton.com
- Jupiter Hotel:- E-mail: info@jupitorinternationalhotel.com
- Radisson Blue- E-mail: reservations.addisabeba@radissonblue.com
- Capital Hotel:- Email: befikre@capitalhotelandspa.com

N.B: If you have any questions please contact us through the following address:

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