

# T&C

## Snapshots

### Data Note

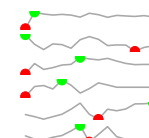


## Ethiopia

| GDP (US\$ billions) (2017) | Population (millions) (2017) | Income per capita (current US\$) (2017) | Poverty rate (2010) | Unemployment rate (2014) |
|----------------------------|------------------------------|---|---------------------|--------------------------|
| 78.2                       | 104.3                        | 749.4                                   | 33.5                | 5.2                      |

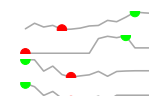
### Macro Indicators

|   | Avg 2003-2012 | 2013  | 2014  | 2015  | 2016  | 2017  |
|---|---------------|-------|-------|-------|-------|-------|
| GDP growth (annual %)                       | 8.9           | 10.5  | 9.9   | 9.5   | 10.2  | 9.0   |
| Current account balance                     | -4.9          | -7.0  | -7.0  | -10.3 | -8.3  | -7.4  |
| Fiscal balance (% of GDP)                   | -3.5          | -1.9  | -2.6  | -3.0  | -2.9  | -2.9  |
| Remittances, received (% of GDP) [1]        | 1.3           | —     | —     | —     | —     | —     |
| Real Effective Exchange Rate (2010=100)     | 102.3         | 108.3 | 112.6 | 124.7 | 125.0 | 127.1 |
| Consumer Price Index, annual percent change | 13.6          | 13.5  | 8.1   | 8.2   | 7.2   | 8.2   |



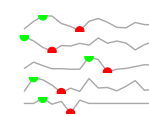
### Investment indicators

|   | Avg 2003-2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|---|---------------|------|------|------|------|------|
| Gross domestic investment (% GDP)                               | 30.7          | 35.8 | 40.3 | 45.4 | 44.5 | 44.0 |
| Gross domestic investment, of w: Private investment (% GDP) [1] | 6.9           | 34.1 | 38.0 | —    | —    | —    |
| Inward FDI (% of GDP) [2]                                       | 2.4           | 2.1  | 2.2  | —    | —    | —    |
| Inward FDI, % of private investment [2]                         | 9.0           | NA   | —    | —    | —    | —    |



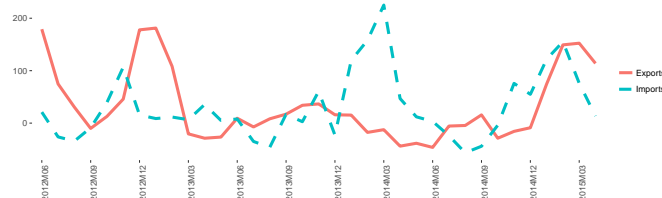
### Trade Indicators

|   | Avg 2003-2012 | 2013   | 2014   | 2015   | 2016   | 2017   |
|---|---------------|--------|--------|--------|--------|--------|
| Total Trade in Goods and Services (% of GDP, real terms)        | 43.25         | 41.55  | 41.18  | 45.20  | 43.63  | 43.41  |
| Trade balance (% GDP, real terms)                               | -16.84        | -16.58 | -17.77 | -21.65 | -18.65 | -16.94 |
| Exports, Goods and Services, annual percent change (real terms) | 11.21         | 0.21   | 3.08   | 10.12  | 16.95  | 15.47  |
| Imports, Goods and Services, annual percent change (real terms) | 11.96         | 1.52   | 11.49  | 24.16  | 2.71   | 5.65   |
| Total reserves in months of imports [1]                         | 2.03          | —      | —      | —      | —      | —      |



Sources: MFM note, [1] World Development Indicators (WDI), [2] UNCTADSTAT, [3] World Economic Outlook (WEO)

### Goods Export and Import volume growth, 2012-2015



Source: Development Prospects Group (DECPG)

### Gross Value Added by Economic Activity 2013 (% GDP)



Source: World Development Indicators (WDI)

### Top 5 Exports by % of Total Value, 2014

|                                     |                        |                         |                                     |
|-------------------------------------|------------------------|-------------------------|-------------------------------------|
| Coffee, not roasted, whether or not | Sesame (Sesamum) seeds | Cut flowers and foliage | Other fresh or chilled vegetables   |
| 23                                  | 16                     | 14                      | 13                                  |
|                                     |                        |                         | Leguminous vegetables, dried, shell |
|                                     |                        |                         | 6                                   |

### Imports Categories by % of Total Value, 2014

|                |               |                    |
|----------------|---------------|--------------------|
| Consumer goods | Capital goods | Intermediate goods |
| 41             | 31            | 24                 |

Source: World Integrated Trade Solution (WITS)

### Doing Business 2015 Ranks (among all countries)

|                                   | DB 2015 Rank | DB 2016 Rank | Change in Rank |
|-----------------------------------|--------------|--------------|----------------|
| Dealing with Construction Permits | 70           | 73           | -3             |
| Ease of Doing Business Rank       | 148          | 146          | 2              |
| Enforcing Contracts               | 84           | 84           | 0              |
| Getting Credit                    | 165          | 167          | -2             |
| Getting Electricity               | 127          | 129          | -2             |
| Paying Taxes                      | 113          | 113          | 0              |
| Protecting Minority Investors     | 165          | 166          | -1             |
| Registering Property              | 140          | 141          | -1             |
| Resolving Insolvency              | 118          | 114          | 4              |
| Starting a Business               | 170          | 176          | -6             |
| Trading Across Borders            | 165          | 166          | -1             |

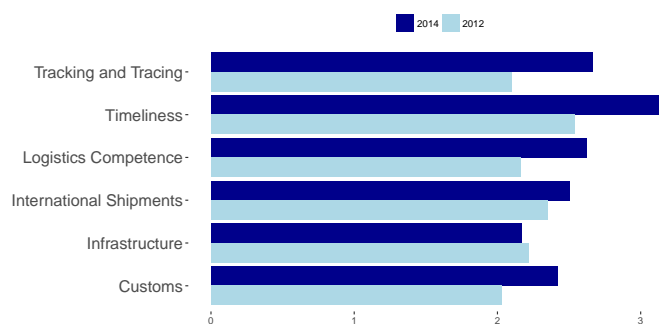
Source: Doing Business Report 2015

## WEF Competitiveness Indicators (Scale 1-5, 5=best)



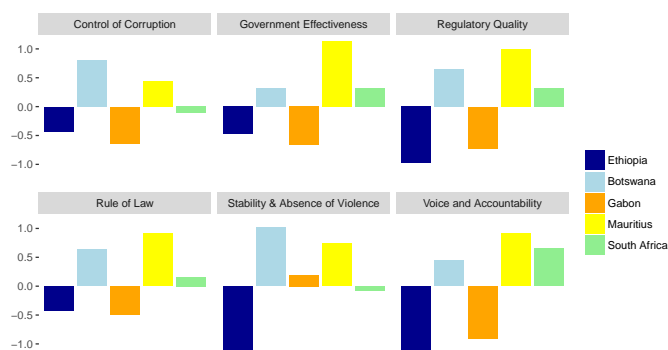
Source: WEF Global Competitiveness Report 2015

## Logistics Performance Index (Scale 1-5, 5=best)



Source: Logistics Performance Index (World Bank)

## World Governance indicators (Std. score, High=best)



Source: Worldwide Governance Indicators

## Trade Policy

|   | 2012 |
|---|------|
| Import duties collected (% , 2009-2011) [1] | 10   |
| Services sectors with GATS commitments [1]  | —    |

Sources: WITS, [1] WTO Trade Profiles

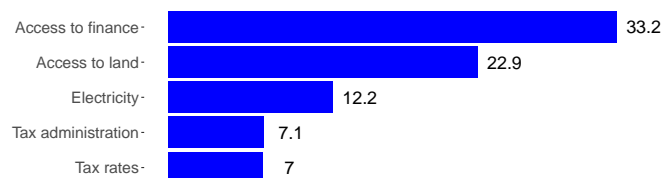
## Private Sector's Views

### Enterprise Survey 2013

|   | Sub-Saharan Africa | Ethiopia | All Countries |
|---|--------------------|----------|---------------|
| Number of electrical outages in a typical month   | 8.30               | 5.60     | 6.30          |
| Percent of firms with a bank loan/line of credit  | 23.10              | 15.80    | 34.30         |
| Proportion of investment financed by banks (%)  | 9.90               | 8.20     | 14.30         |
| Proportion of investment financed internally (%)  | 76.70              | 86.30    | 71.80         |
| Senior management time spent dealing with the requirements of government regulation (%) | 8.20               | 3.00     | 9.90          |

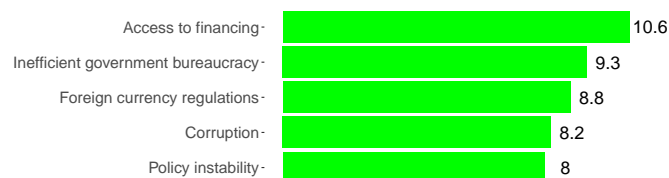
Source: Enterprise Survey 2013

### Top 5 constraints according to ES 2013 (% respondents)



Source: Enterprise Survey 2013

### Top 5 constraints according to WEF 2015 survey (% respondents among 88 executives)



Source: WEF Global Competitiveness Report 2015

# T&C Snapshots Operations Note



## Ethiopia

### SCD/CPF

#### Most Recent

| Product   | Document Date |
|---|---------------|
| Ethiopia - Country partnership strategy (FY2013-FY2016) | 2012-09-26    |

#### Planned

| Product      | Concept Review Date | Board Date |
|--------------|---------------------|------------|
| Ethiopia SCD | 2015-05-20          | 2016-03-31 |

### WB Lending Pipeline

| Project ID | Project Name                       | Team Leader             | Approval Date | Lending Inst. Type | Begin Appraisal | Commitment (US\$M) | Latest Sort Overall Risk Rating | FY Expenses (US\$K) | Cum Expenses (US\$K) | FY Prob |
|------------|------------------------------------|-------------------------|---------------|--------------------|-----------------|--------------------|---------------------------------|---------------------|----------------------|---------|
| P156590    | Trade Logistics Project            | Mamo Esmelealem Mihretu | 2017-05-25    | IPF                | 2016-08-18      | 200                | —                               | 66                  | 66                   | B       |
| P130142    | Ethiopia Climate Innovation Center | Welela Ketema           | —             | IPF                | —               | 5                  | —                               | 82                  | 1,104                | —       |

### WB Portfolio

#### Active

| Project ID | Project Name                             | Team Leader   | Approval Date | Lending Inst. Type | Closing Date | Commitment (US\$M) | Undisbursed Balance (US\$M) | Project Rating DO | Project Rating IP | Overall Risk | Months in Problem Status |
|------------|--|---------------|---------------|--------------------|--------------|--------------------|-----------------------------|-------------------|-------------------|--------------|--------------------------|
| P143302    | ET Competitiveness and Job Creation Proj | Asya Akhlaque | 2014-05-13    | IPF                | 2020-06-30   | 250                | 211                         | MS                | MU                | M            | 2                        |

#### Closed

| Project ID | Project Name                    | Team Leader        | Approval Date | Lending Inst. Type | Closing Date | Commitment (US\$M) | Project Rating DO | Project Rating IP | IEG Outcome Rating |
|------------|---------------------------------|--------------------|---------------|--------------------|--------------|--------------------|-------------------|-------------------|--------------------|
| P098132    | ET-Tourism Develop. Project SIL | Hannah R. Messerli | 2009-06-30    | IPF                | 2015-12-30   | 35                 | MS                | MS                | —                  |

WB ASA  
Active

| Task ID | Task Name                              | Team Leader          | Management Approval Date | Product Line | RAS (Y/N) | Current Expenditure BB (US\$K) | Current Expenditure Total (US\$K) | Lifetime Expenditure BB (US\$K) | Lifetime Expenditure Total (US\$K) |
|---------|--|----------------------|--------------------------|--------------|-----------|--------------------------------|-----------------------------------|---------------------------------|------------------------------------|
| P154765 | Regional Investment Climate II         | Johanne Buba         | 2016-11-01               | EW           | N         | 23                             | 23                                | 56                              | 56                                 |
| P147083 | Trade and Competitiveness              | Senidu Fanuel        | 2016-06-23               | PA           | N         | 61                             | 61                                | 220                             | 220                                |
| P154767 | Innovation Policy Note                 | Smita Kuriakose      | 2016-03-31               | EW           | N         | 0                              | 0                                 | 53                              | 53                                 |
| P105609 | ET-Small Enterprise Performance (FY08) | Josef Ludger Loening | 2008-02-29               | RF           | N         | —                              | 0                                 | 85                              | 85                                 |

Closed

| Task ID | Task Name                                 | Team Leader              | Management Approval Date | Product Line | RAS (Y/N) | Current Expenditure BB (US\$K) | Current Expenditure Total (US\$K) | Lifetime Expenditure BB (US\$K) | Lifetime Expenditure Total (US\$K) |
|---------|---|--------------------------|--------------------------|--------------|-----------|--------------------------------|-----------------------------------|---------------------------------|------------------------------------|
| P129163 | ET:Competitiveness and Job Creation       | Asya Akhlaque            | 2013-10-28               | TA           | N         | —                              | 0                                 | 588                             | 588                                |
| P096955 | ET Professional Services                  | Nora Carina Dihel        | 2012-06-01               | EW           | N         | —                              | 0                                 | 107                             | 228                                |
| P119840 | ET: Tourism Sector Competitiveness        | Hannah R. Messerli       | 2012-05-02               | EW           | N         | —                              | 0                                 | 126                             | 126                                |
| P107872 | Regional-Business Partnership on HIV/AIDS | Gjorgjija Petkoski       | 2009-06-30               | TE           | N         | —                              | 0                                 | 106                             | 106                                |
| P100062 | Seminar on Lessons Learned from WTO Acce  | Soamiely Andriamananjara | 2006-03-22               | TE           | N         | —                              | 0                                 | 4                               | 4                                  |
| P089341 | Ethiopia: WTO Accession                   | Edward Philip English    | 2004-09-02               | TE           | N         | —                              | 0                                 | 0                               | 0                                  |
| P076645 | Ethiopia-Integration & Comp. Study        | Leendert Solleveld       | 2003-06-10               | EW           | N         | —                              | 0                                 | 72                              | 363                                |

IFC ASA  
Active

| Project ID | Project Name                           | Team Leader              | IP Approval Date | Expected End Date | Approval Value (in US\$K) | Total Expenditures (in US\$K) | Current FY Expenditure (in US\$K) |
|------------|--|--------------------------|------------------|-------------------|---------------------------|-------------------------------|-----------------------------------|
| 600316     | Ethiopia Investment Policy             | Mihretu, Mamo Esmelealem | 2014-10-24       | 2017-06-30        | 1,800                     | 416                           | 173                               |
| 599466     | Ethiopia IC: Trade Logistics Project   | Mihretu, Mamo Esmelealem | 2013-01-16       | 2017-05-31        | 1,900                     | 1,233                         | 121                               |
| 599467     | Ethiopia IC: Business Taxation Project | Mihretu, Mamo Esmelealem | 2013-01-16       | 2016-12-30        | 1,140                     | 955                           | 95                                |
| 599468     | Ethiopia IC: Business Regulation       | Mihretu, Mamo Esmelealem | 2013-01-16       | 2017-06-30        | 1,580                     | 930                           | 98                                |
| 553065     | Ethiopia Business Forum                | Mihretu, Mamo Esmelealem | 2011-03-04       | 2015-12-30        | 1,145                     | 1,070                         | 42                                |

Pipeline

| Project ID | Project Name                                     | Team Leader              | IP Approval Date | Expected End Date | Approval Value (in US\$K) | Total Expenditures (in US\$K) | Current FY Expenditure (in US\$K) |
|------------|--|--------------------------|------------------|-------------------|---------------------------|-------------------------------|-----------------------------------|
| 593247     | Ethiopia Investment Climate [Advisory] Program   | Mihretu, Mamo Esmelealem | —                | 2016-06-30        | 200                       | 234                           | 0                                 |
| 600828     | Livestock Micro Reforms for African Agribusiness | Shrader, Hans            | —                | 2019-12-31        | 4,575                     | 377                           | 266                               |
| 601053     | Ethiopia - Livestock - MIRA                      | Shrader, Hans            | —                | —                 | 0                         | 0                             | 0                                 |

Closed

| Project ID | Project Name  | Team Leader         | IP Approval Date | Expected End Date | Approval Value (in US\$K) | Total Expenditures (in US\$K) | Current FY Expenditure (in US\$K) |
|------------|---|---------------------|------------------|-------------------|---------------------------|-------------------------------|-----------------------------------|
| 577267     | Ethiopia Mining Promotion Project                       | Ufer, Andre Manfred | 2010-06-08       | 2011-04-30        | 190                       | 190                           | 0                                 |
| 538791     | Ethiopian Investment Commission: Needs Assessment Study | Stern, Richard      | 2005-08-29       | —                 | 0                         | 0                             | 0                                 |