

# ETHIOPIAN INVESTMENT AGENCY



## Factor Costs



March 2012

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## PREFACE

The Ethiopian investment Agency (EIA) regularly issues a publication on factor costs in the country with the aim to assist investors in the preparation of investment projects.

In view of this, the Agency hopes that investors will benefit from this publication in their efforts to establish successful businesses in Ethiopia.

As the Agency continues to publish revised versions of the publication, any comments or suggestions are most welcome.

Finally, we would like to let users of this publication know that it is also available on the Agency's website, [www.ethioinvest.org](http://www.ethioinvest.org).

Ethiopian Investment Agency

Addis Ababa

## Part 1: COST OF LAND

Under the constitution of the Federal Democratic Republic of Ethiopia, land is the property of the State and the peoples of Ethiopia. Urban and rural land is available for investment on lease- hold and rental basis respectively. In some regions, urban land is also available on rental basis.

### 1.1 Urban Land

#### 1.1.1 Lease Holding

In conformity with a master plan or guidelines of a city, urban land is permitted to be held on lease by auction. Minimum price of urban land will be determined by auction. Lease- hold title deed will be conferred on a person to whom urban land is permitted.

##### A) Duration and renewal of lease holding

According to Regulation No. 29/2010(Re-Enactment of Urban Lands Lease Holding in Addis Ababa), the duration of lease for urban land varies depending on the level of urban development and a sector or the type of development activity on which land is held by lease.

The duration of lease may, upon the termination thereof, be renewed as per the agreement to be reached between the leaser and the lessee, unless the urban land is needed for public purpose. Where the lease agreement is not renewed upon termination on account of the land being wanted for public interest, compensation shall not be paid to the lease hold possessor.

##### B) Rights of lease holding

Any lease - hold possessor may transfer, or undertake a surety on his rights of lease- hold, and he may also use it as a capital contribution to the amount of the lease payment he has made.

##### C) Modalities of payment

Lease - price payment may be made wholly at the signing of the lease contract or periodically with bank compound interest on the unpaid balance.

A person, to whom lease - hold of urban land is permitted:

- must make advance payment not less than 5 percent of the total lease payment;
- shall make payments every year, and the yearly payment shall amount to the average price of the remaining lease payment divided over the period of payment; and
- shall pay interest over the remaining payment as per the rate of interest on loan offered by banks.

The periods of payment of urban land - lease prices vary from region to region and on the type of investment activity as shown in the following table.

**Table 1- 1 Periods of payment of urban land lease prices by region and activity**

Region /Name of City	Area of activity	Period of payment	
Addis Ababa City Administration	• Private dwelling houses	Within 30 years	
	• Industry	Within 20 years	
	• Hospital and university	Within 20 years	
	• 4 star hotel and above	Within 20 years	
	• others	Within 20 years	
Amhara National Regional State (Bahir Dar, Dessie, Gonder)	• Private dwelling house	Within 99 years	
	• Private housing through auction or negotiation	Within 50 years	
	• Social development and cultural undertakings (Health, Education ...)	Within 40 years	
	• Industry	Within 40 years	
	• Commerce	Within 30 years	
	• House for rent	Within 40 years	
	• land with 15 years lease period	Within 10 years	
Oromiya National Regional State	<ul style="list-style-type: none"> <li>• Residential house,</li> <li>• Industry,</li> <li>• Trade and other services,</li> <li>• Education ,science and technology , Health , culture, sports and others</li> </ul>	The maximum land holding period is 80 to 99 years with a minimum holding period of 30 years. Payment for lease holding is effected within 40 years; and within 30 years for holding less than 40 years.	
Tigray National Regional State	<ul style="list-style-type: none"> <li>• Residential house,</li> <li>• Industry,</li> <li>• Trade and other services,</li> <li>• Education ,science and technology , Health ,culture , sports and others.</li> </ul>	15 to 99 years depending on the sector of development	
SNNPRS	<ul style="list-style-type: none"> <li>• Private dwelling houses,</li> <li>• Industry,</li> <li>• Business.</li> </ul>	Within 50 years for 1 <sup>st</sup> and 2 <sup>nd</sup> grade of town	Within 60 years for 3 <sup>rd</sup> and 4 <sup>th</sup> grade of town
	<ul style="list-style-type: none"> <li>• Industry,</li> <li>• Business,</li> <li>• social service ,</li> <li>• Rental Dwelling houses,</li> <li>• Other service.</li> </ul>	Within 40 years for 1 <sup>st</sup> and 2 <sup>nd</sup> grade of town	Within 50 years for 3 <sup>rd</sup> and 4 <sup>th</sup> grade of town
	<ul style="list-style-type: none"> <li>• Urban Agriculture.</li> </ul>	Within 8 years for 1 <sup>st</sup> and 2 <sup>nd</sup> grade of town	Within 10 years for 3 <sup>rd</sup> and 4 <sup>th</sup> grade of town
	<ul style="list-style-type: none"> <li>• Mini and small scale commercial enterprise .</li> </ul>	Within 3years for 1 <sup>st</sup> , 2 <sup>nd</sup> , 3 <sup>rd</sup> and 4 <sup>th</sup> grade of town	

## D) Utilization of urban land

Any person, to whom lease - holding of urban land is permitted, must begin to use the land for the prescribed activity within the period of time set by regulations.

### 1.1.2 Minimum Lease and Rental Prices of Urban Land in Some Regions

The minimum price of urban land is determined prior to its possession on auction or through negotiation. The minimum lease and rental prices of urban land in some regions of the country are presented below:

#### A) Addis Ababa City Administration

The Addis Ababa city administration has graded lease land and allocated initial prices as shown in the following table:

Table 1- 2 Minimum urban land - lease prices in Addis Ababa

No.	Zone	Grade of Lease Land	Minimum price ( Birr /M <sup>2</sup> )	Multipliers to determine prices by width of roads (meter)			
				No road	Less than 10	10 up to 20	Above 20
1	Central Business Zone	1	1686	1.2	1.5	1.7	1.9
		2	1535	1.2	1.5	1.7	1.9
		3	1323	1.2	1.5	1.7	1.9
		4	1085	1.2	1.5	1.7	1.9
		5	894	1.2	1.5	1.7	1.9
2	Transitional Business Zone	1	1035	1.2	1.3	1.4	1.5
		2	935	1.2	1.3	1.4	1.5
		3	809	1.2	1.3	1.4	1.5
		4	685	1.2	1.3	1.4	1.5
		5	555	1.2	1.3	1.4	1.5
3	Expansion Zone	1	355	1	1.2	1.3	1.4
		2	299	1	1.2	1.3	1.4
		3	217	1	1.2	1.3	1.4
		4	191	1	1.2	1.3	1.4

Source: Addis Ababa City Government land Administration and Building Permit

#### B) Tigray National Regional State

In Tigray regional State, industrial zones are established in five towns, namely Mekele, Adigrat, Adwa, Axum and Endaselasse. The Regional State has set lease prices for the industrial zones and real estate. The prices for industrial zones vary from 0.30 to 0.80 Birr/M<sup>2</sup> /year, while the prices for real estate vary from 0.60 to 1.00 Birr/M<sup>2</sup> /Year. The following table shows the initial lease prices for both the industrial zones and real estate development.

Table 1- 3 Minimum urban land- lease prices in Tigray

No.	Town	Lease price (Birr/M <sup>2</sup> /Year)	
		Investment Project	
		Industrial	other
1	Mekele	0.80	0.1
2	Adigrat	0.40	0.60
3	Axum	0.40	0.60
4	Endasselasse	0.40	0.60
5	Adwa	0.40	0.60

To encourage real estate development in the region grace periods are also applicable on the initial lease price (Table 1.4).

Table 1- 4 for 10 and above housing units

Housing Unit	1 <sup>st</sup> grade town (Mekele)	2 <sup>nd</sup> grade towns (Outside Mekele)	Grace period
10-25 Houses	G+1	Villa	3 year
26-40 Houses	G+1	Villa	4 year
41-50 Houses	G+1	Villa	5 year

## C) Oromiya National Regional State

### I. Lease holding

#### a) Grading of lease towns in Oromiya

In Oromia National Regional State, urban land is graded into two as follows:

**1<sup>st</sup> Grade lease towns and areas:** Burayu, Sebeta, Menagesha, Holeta, Sululta, Sendafa-Bekke, Legetafo-Leg-Dadi, Gelan, Dukam, Bishoftu, Modjo, Adama, Shashemene, Dalle (Langano, Abiyata and shala lakes area).

**2<sup>nd</sup> Grade lease Towns:** Nekemte, Jimma, Asella, Ambo, Weliso, Aweday, Arsi Negele, Meki, Bishan - Gari and Batu (Ziway).

#### b) Duration of lease holding

The duration of urban land- lease holdings in Oromiya for different types of investment activities are shown in Table 5 below.

Table 1- 5 Duration of urban land- lease holdings for different types of investments

No.	Area of activity	Grade of town			
		1 <sup>st</sup>	2 <sup>nd</sup>	3 <sup>rd</sup>	4 <sup>th</sup>
1	Residential House	99	99	99	99
2	Industry	80	80	80	80
3	Trade and other services	70	70	70	70
4	Education, Science and technology, Health, Culture and sports	99	99	99	99
5	Others	70	70	70	70

**c) Lease prices of land**

Land lease prices by grade of town, type of site and area of activity are presented in tables 1.6-1 to 12.

**Table 1- 6 Minimum lease prices of urban land for residential houses**

No.	Grade of town	lot grade	Price (Birr/m <sup>2</sup> / year)
1	1 <sup>st</sup>	1 <sup>st</sup>	8.40
		2 <sup>nd</sup>	7.80
		3 <sup>rd</sup>	7.20
2	2 <sup>nd</sup>	1 <sup>st</sup>	5.40
		2 <sup>nd</sup>	5.10
		3 <sup>rd</sup>	4.80

**Table 1- 7 Minimum lease prices of urban land for hotels**

No.	Area of activity	Grade of town	Plot grade	Price ( Birr/m <sup>2</sup> / year)
1	3-Star Hotel	1 <sup>st</sup>	1	13.60
			2	12.80
			3	12.00
		2 <sup>nd</sup>	1	9.60
			2	8.80
			3	8.00
2	4-Star Hotel	1 <sup>st</sup>	1	11.90
			2	11.20
			3	10.50
		2 <sup>nd</sup>	1	8.40
			2	7.70
			3	7.00
3	5-Star Hotel	1 <sup>st</sup>	1	10.20
			2	9.60
			3	9.00
		2 <sup>nd</sup>	1	7.20
			2	6.60
			3	6.00

**Table 1- 8 Minimum lease prices of urban land for resorts**

No.	Type of site	Resort's Star rate	Price (Birr/m <sup>2</sup> / year)
1	Beach Area in towns	3	12.80
		4	12.00
		5	9.60
2	Resort in Towns	3	12.00
		4	9.60
		5	8.80
3	Hot spring	3	8.00
		4	7.30
		5	6.60
4	Historical sites	3	6.30
		4	6.00
		5	5.70
5	Parks	3	5.40
		4	5.10
		5	4.80
		3	4.50

## Factor Costs

No.	Type of site	Resort's Star rate	Price (Birr/m <sup>2</sup> / year)
6	Others	4	4.20
		5	3.90

**Table 1- 9 Minimum lease prices of urban land for trade and similar services**

No.	Grade of town	Plot grade	Price (Birr/m <sup>2</sup> / year)
1	1 <sup>st</sup>	1 <sup>st</sup>	14.45
		2 <sup>nd</sup>	13.60
		3 <sup>rd</sup>	12.75
2	2 <sup>nd</sup>	1 <sup>st</sup>	10.20
		2 <sup>nd</sup>	9.35
		3 <sup>rd</sup>	8.50

**Table 1- 10 Minimum lease prices of urban land for industry**

No	Area of activity	Grade of Town	Plot grade	Price (Birr/m <sup>2</sup> / year)
1	Manufacturing	1 <sup>st</sup>	2	6.50
			3	5.85
		2 <sup>nd</sup>	2	4.55
			3	3.90
2	Agro-Industry	1 <sup>st</sup>	2	7.00
			3	6.30
		2 <sup>nd</sup>	2	4.90
			3	4.20
3	Others	1 <sup>st</sup>	2	7.50
			3	6.75
		2 <sup>nd</sup>	2	5.25
			3	4.50

**Table 1- 11 Minimum lease prices of urban land for social services**

No	Grade of town	Plot grade	Price (Birr/m <sup>2</sup> / year)
1	1 <sup>st</sup>	1 <sup>st</sup>	7.70
		2 <sup>nd</sup>	7.00
		3 <sup>rd</sup>	6.30
2	2 <sup>nd</sup>	1 <sup>st</sup>	5.60
		2 <sup>nd</sup>	4.90
		3 <sup>rd</sup>	4.20



Table 1- 12 Floor rates of urban land for real estate

No	Grade of town	Plot grade	Price ( Birr/m <sup>2</sup> / year)
1	1 <sup>st</sup>	1 <sup>st</sup>	12.00
		2 <sup>nd</sup>	9.60
		3 <sup>rd</sup>	8.00
2	2 <sup>nd</sup>	1 <sup>st</sup>	6.40
		2 <sup>nd</sup>	5.12
		3 <sup>rd</sup>	4.11

## II. Rental holding

In Oromiya region, urban land is also available on rental basis. The minimum rental prices of urban land for different investment activities are shown in Tables 1.13-1.16 bellow.

Table 1- 13 Minimum rental prices of urban land for trade and similar services

Grade of town	Plot grade	Land size ( m <sup>2</sup> )				
		Up to 500	501- 1000	1001-1,500	1,500- 2000	Above 2000
Rental price (Birr/m <sup>2</sup> / year)						
1 <sup>st</sup>	1 <sup>st</sup>	3.00	3.10	3.20	3.30	3.40
	2 <sup>nd</sup>	2.50	2.60	2.70	2.80	2.90
	3 <sup>rd</sup>	2.00	2.10	2.20	2.30	2.40
2 <sup>nd</sup>	1 <sup>st</sup>	1.90	2.00	2.10	2.20	2.30
	2 <sup>nd</sup>	1.70	1.80	1.90	2.00	2.10
	3 <sup>rd</sup>	1.50	1.60	1.70	1.80	1.90
3 <sup>rd</sup>	1 <sup>st</sup>	1.20	1.30	1.40	1.50	1.60
	2 <sup>nd</sup>	1.00	1.10	1.20	1.30	1.40
	3 <sup>rd</sup>	0.80	0.90	1.00	1.10	1.20
4 <sup>th</sup>	1 <sup>st</sup>	0.80	0.90	1.00	1.10	1.20
	2 <sup>nd</sup>	0.60	0.70	0.80	0.90	1.00
	3 <sup>rd</sup>	0.40	0.50	0.60	0.70	0.80

Table 1- 14 Rental prices of urban land for education, research center, culture and Sports centers and similar services

Grade of town	Plot grade	Land size ( m <sup>2</sup> )				
		Up to 500	501- 1000	1001-1,500	1,500- 2000	Above 2000
Rental price (Birr/m <sup>2</sup> / year)						
1 <sup>st</sup>	1 <sup>st</sup>	2.50	2.60	2.70	2.80	2.90
	2 <sup>nd</sup>	2.30	2.40	2.50	2.60	2.70
	3 <sup>rd</sup>	2.10	2.20	2.30	2.40	2.50
2 <sup>nd</sup>	1 <sup>st</sup>	2.00	2.10	2.20	2.30	2.40
	2 <sup>nd</sup>	1.80	1.90	2.00	2.10	2.20

## Factor Costs

Grade of town	Plot grade	Land size ( m <sup>2</sup> )				
		Up to 500	501- 1000	1001-1,500	1,500- 2000	Above 2000
		Rental price (Birr/m <sup>2</sup> / year)				
	3 <sup>rd</sup>	1.60	1.70	1.80	1.90	2.00
3 <sup>rd</sup>	1 <sup>st</sup>	1.60	1.70	1.80	1.90	2.00
	2 <sup>nd</sup>	1.40	1.50	1.60	1.70	1.80
	3 <sup>rd</sup>	1.20	1.30	1.40	1.50	1.60
4 <sup>th</sup>	1 <sup>st</sup>	1.20	1.30	1.40	1.50	1.60
	2 <sup>nd</sup>	1.00	1.10	1.20	1.30	1.40
	3 <sup>rd</sup>	0.80	0.90	1.00	1.10	1.20

**Table 1- 15 Rental prices of urban land for residential houses**

Grade of town	Plot grade	Land size ( m <sup>2</sup> )					
		Up to 200	201-500	501-750	751-1000	1001-1250	Above 1250
		Rental price (Birr/m <sup>2</sup> / year)					
1 <sup>st</sup>	1 <sup>st</sup>	0.80	0.96	1.12	1.28	1.44	1.60
	2 <sup>nd</sup>	0.64	0.80	0.96	1.12	1.28	1.44
	3 <sup>rd</sup>	0.48	0.64	0.80	0.96	1.12	1.28
2 <sup>nd</sup>	1 <sup>st</sup>	0.64	0.80	0.96	1.12	1.28	1.44
	2 <sup>nd</sup>	0.48	0.64	0.80	0.96	1.12	1.28
	3 <sup>rd</sup>	0.32	0.48	0.64	0.80	0.96	1.12
3 <sup>rd</sup>	1 <sup>st</sup>	0.48	0.64	0.80	0.96	1.12	1.28
	2 <sup>nd</sup>	0.32	0.48	0.64	0.80	0.96	1.12
	3 <sup>rd</sup>	0.16	0.32	0.48	0.64	0.80	0.96
4 <sup>th</sup>	1 <sup>st</sup>	0.32	0.48	0.64	0.80	0.96	1.12
	2 <sup>nd</sup>	0.16	0.32	0.48	0.64	0.80	0.96
	3 <sup>rd</sup>	0.12	0.16	0.32	0.48	0.64	0.80

**Table 1- 16 Rental prices of urban land for industry**

Type of Industry	Grade of town	Plot grade	Land size ( m <sup>2</sup> )				
			Up to 500	501-1000	1001-1500	1501-2000	Above 2000
			Rental price (Birr/m <sup>2</sup> / year)				
Manufacturing	1	1	1.63	1.69	1.76	1.82	1.89
		2	1.43	1.45	1.56	1.62	1.69
		3	1.23	1.29	1.36	1.42	1.49
	2	1	1.28	1.34	1.41	1.47	1.54
		2	1.08	1.14	1.21	1.27	1.34
		3	0.88	0.94	1.01	1.07	1.14
	3	1	0.93	0.99	1.06	1.12	1.19
		2	0.73	0.79	0.86	0.92	0.99
		3	0.50	0.59	0.66	0.72	0.79
	4	1	0.58	0.64	0.71	0.77	0.84
		2	0.38	0.44	0.51	0.57	0.64
		3	0.18	0.24	0.31	0.37	0.44
	1	1	1.75	1.82	1.89	1.96	2.03
		2	1.55	1.62	1.69	1.76	1.83
		3	1.35	1.42	1.49	1.56	1.63

Type of Industry	Grade of town	Plot grade	Land size (m <sup>2</sup> )				
			Up to 500	501-1000	1001-1500	1501-2000	Above 2000
Rental price (Birr/m <sup>2</sup> / year)							
Agro-industry	2	1	1.45	1.52	1.59	1.66	1.73
		2	1.25	1.63	1.39	1.46	1.53
		3	1.05	1.12	1.19	1.26	1.33
	3	1	1.15	1.22	1.29	1.36	1.43
		2	0.95	1.02	1.09	1.16	1.23
		3	0.75	0.82	0.89	0.96	1.03
	4	1	0.85	0.92	0.99	1.06	1.13
		2	0.65	0.72	0.79	0.86	0.93
		3	0.45	0.52	0.59	0.66	0.73
Others	1	1	1.88	1.95	2.03	2.10	2.18
		2	1.68	1.75	1.83	1.90	1.98
		3	1.48	1.55	1.63	1.70	1.78
	2	1	1.63	1.70	1.78	1.85	1.93
		2	1.43	1.50	1.57	1.65	1.73
		3	1.23	1.30	1.37	1.45	1.53
	3	1	1.38	1.45	1.53	1.60	1.68
		2	1.18	1.25	1.33	1.40	1.48
		3	0.96	1.05	1.13	1.20	1.28
	4	1	1.13	1.20	1.28	1.35	1.43
		2	0.93	1.00	1.08	1.15	1.23
		3	0.73	0.80	0.88	0.95	1.03

## D) Amhara National Regional State

### I. Lease holding

The towns to which urban land lease-holding system currently applies in the region are Bahir Dar, Dessie, and Gonder.

#### a) Grading of lease towns in Amhara

The towns in the region are classified into 5 grades and the grades of land in each classification are divided from 1 to 5 and 1 to 3 as shown in the following table.

**Table 1- 17 Grades of towns and land in Amhara**

Grade of town	Number of grade of Land
4 ( Highest of all)	1 to 5
3	1 to 5
2	1 to 5
1-A	1 to 3
1-B (Lowest of all)	1 to 3

Some towns of the region by their corresponding grades are presented in the following table.

Table 1- 18 List of towns from grade 4 to 1-A

No.	Zone	Town	Grade of town
1	Bahir Dar	Bahir Dar	4
2	North Gonder	Gonder	4
3	South Wello	Dessie	4
4	East Gojam	Debre Markos	3
5	North Shewa	Debre Birhan	3
6	South Wello	Combolcha	3
7	South Gonder	Debre Tabor	2
8	North Wello	Woldiya	2
9	East Gojam	Mota	2
10	Awi	Dangla	2
11	West Gojam	Finote Selam	2
12	Awi	Chagni	2
13	North Wello	Kobo	1-A
14	North Shewa	Shewa Robit	1-A
15	North Shewa	Mehal Meda	1-A
16	North Shewa	Debre Sina	1-A
17	South Gonder	Addis Zemen	1-A
18	South Gonder	Woreta	1-A
19	North Gonder	Debarik	1-A
20	North Gonder	Dabat	1-A
21	West Gojam	Bure	1-A
22	West Gojam	Jiga	1-A
23	East Gojam	Dejen	1-A
24	East Gojam	Bichena	1-A
25	Oromiya	Bati	1-A
26	South Wello	Hayik	1-A

### b) Lease prices of urban land

Minimum lease prices of urban land by grade and type of activity are presented in the following table.

Table 1- 19 Minimum lease prices of urban land in Amhara

Grade of town	Grade of land	Initial lease price by type of activity( Birr/M <sup>2</sup> /year)			
		Commerce	Industry	Cooperatives/ service	Residence
4	1	80.0	60.0	40.0	20.0
	2	68.56	51.42	34.28	17.14
	3	45.70	34.28	22.85	11.42
	4	22.85	17.14	11.42	5.71
	5	11.42	8.57	5.71	2.85
3	1	72.60	54.45	36.30	18.15
	2	62.22	46.67	31.11	15.55
	3	41.48	31.11	20.74	10.36
	4	20.74	15.55	10.37	5.18
	5	10.37	7.77	5.18	2.59
2	1	63.81	47.86	31.90	15.95
	2	54.69	41.02	28.03	13.67

Grade of town	Grade of land	Initial lease price by type of activity( Birr/M <sup>2</sup> /year)			
		Commerce	Industry	Cooperatives/ service	Residence
	3	36.64	27.34	18.68	9.11
	4	18.32	13.67	9.34	4.55
	5	9.16	6.83	4.67	2.27
1-A	1	36.80	27.61	18.40	9.20
	2	26.53	19.90	13.26	6.63
	3	22.24	16.69	11.12	5.03
1-B	1	33.73	25.31	16.85	8.43
	2	24.31	18.24	12.14	8.07
	3	20.39	15.29	10.18	5.08

## II. Rental holding

In Amhara region, urban land is also available on rental basis. Rental land holding is applicable in those towns where lease holding is not applicable. The rental prices of urban land for different investment activities and residential houses by grade of land are presented in the following tables.

Table 1- 20 Rental prices of urban land where lease holding is not applicable

Grade of town	Area of activity	Price ( Birr/year by grade of land)				
		1 <sup>st</sup>	2 <sup>nd</sup>	3 <sup>rd</sup>	4 <sup>th</sup>	5 <sup>th</sup>
4	Commerce	0.25	0.18	0.12	0.10	0.08
	Industry	0.20	0.15	0.11	0.08	0.05
	Social Service	0.18	0.13	0.09	0.05	0.03
3	Commerce	0.20	0.15	0.12	0.09	0.06
	Industry	0.15	0.13	0.10	0.07	0.04
	Social Service	0.14	0.12	0.08	0.04	0.03
2	Commerce	0.18	0.14	0.10	0.08	0.05
	Industry	0.12	0.11	0.09	0.06	0.03
	Social Service	0.11	0.10	0.07	0.03	0.02
1-A	Commerce	0.15	0.12	0.09	-	-
	Industry	0.10	0.09	0.08	-	-
	Social Service	0.09	0.08	0.06	-	-
1-B	Commerce	0.12	0.10	0.08	-	-
	Industry	0.09	0.08	0.07	-	-
	Social Service	0.08	0.07	0.05	-	-

Table 1- 21 Rental prices of urban land for residential houses

Grade of town	Price ( Birr/M <sup>2</sup> /year by grade of land)				
	1 <sup>st</sup>	2 <sup>nd</sup>	3 <sup>rd</sup>	4 <sup>th</sup>	5 <sup>th</sup>
4	0.17	0.12	0.08	0.04	0.02
3	0.13	0.11	0.07	0.03	0.01
4	0.10	0.09	0.06	0.02	0.01
1-A	0.08	0.07	0.05		
1-B	0.07	0.06	0.04		

Table 1- 22 Rental prices of urban land for industry

Area of activity	Price ( Birr/M <sup>2</sup> /year by Grade of town)			
	4	3	2	1
Industry	0.75	0.50	0.40	0.30

Table 1- 23 Rental prices of urban land for Agriculture

Grade of town	Price ( Birr/M <sup>2</sup> /year by grade of land)				
	1 <sup>st</sup>	2 <sup>nd</sup>	3 <sup>rd</sup>	4 <sup>th</sup>	5 <sup>th</sup>
4	0.50	0.25	0.15	0.10	0.05
3	0.25	0.15	0.10	0.05	0.03
4	0.15	0.10	0.05	0.03	0.02
1-A	0.10	0.05	0.03		
1-B	0.05	0.03	0.01		

## E) Southern Nations, Nationalities and Peoples Regional State (SNNPRS)

### I. Lease holding

In the region towns in which lease prices are applicable and minimum lease prices for different investment activities are presented in Tables 1.24 and 1.25 respectively.

Table 1- 24 Grade of towns of urban land

Grade of town	Name of town
1 <sup>st</sup>	Awassa
2 <sup>nd</sup>	Arba Minich , Dilla , Hossana and Wolaiyta Sodo
3 <sup>rd</sup>	Yirga Alem, ,Wolkite and Butajira
4 <sup>th</sup>	Alaba,

Table 1- 25 Minimum lease prices of urban land for different Investment activities

Grade of town	Plot grade	Price (Birr/M <sup>2</sup> /year by grade of plot)				
		Commerce	Industry	Social service	Residence for rental	Apartments
1 <sup>st</sup>	1 <sup>st</sup>	3.82	1.33	1.53	1.07	1.80
	2 <sup>nd</sup>	3.06	1.06	1.22	0.86	1.58
	3 <sup>rd</sup>	2.45	0.85	0.98	0.68	1.20
	4 <sup>th</sup>	1.95	0.80	0.88	0.55	0.92
2 <sup>nd</sup>	1 <sup>st</sup>	2.25	0.86	1.04	0.68	
	2 <sup>nd</sup>	1.80	0.70	0.81	0.55	
	3 <sup>rd</sup>	1.44	0.55	0.65	0.44	
	4 <sup>th</sup>	1.13	0.40	0.48	0.28	
3 <sup>rd</sup>	1 <sup>st</sup>	1.62	0.62	0.73	0.48	
	2 <sup>nd</sup>	1.30	0.50	0.58	0.38	
	3 <sup>rd</sup>	0.97	0.37	0.44	0.28	
4 <sup>th</sup>	1 <sup>st</sup>	1.30	0.50	0.58	0.38	
	2 <sup>nd</sup>	1.04	0.40	0.46	0.30	
	3 <sup>rd</sup>	0.88	0.30	0.35	0.22	

### II. Rental holding

In the region, urban land is also available on rental basis. The minimum rental prices of urban land for different investment activities are shown in Tables 1.26 - 1. 28 bellow.

Table 1- 26 Minimum rental prices of urban land for different Investment activities

Grade of town	Plot grade	Rental price (Birr/m <sup>2</sup> / year )				
		Commerce	Industry	Social service	Residence for rental	Apartments
1 <sup>st</sup>	1 <sup>st</sup> t	1.95	1.05	1.10	0.55	0.80
		1.80	0.95	1.00	0.50	0.76
		1.64	0.86	0.90	0.44	0.72
	2 <sup>nd</sup>	1.62	0.85	0.88	0.42	0.70
		1.45	0.80	0.80	0.40	0.68
		1.32	0.70	0.70	0.34	0.64
	3 <sup>rd</sup>	1.30	0.65	0.68	0.33	0.62
		1.20	0.55	0.60	0.30	0.60
		1.12	0.50	0.50	0.28	0.58
	4 <sup>th</sup>	1.10	0.46	0.48	0.26	0.56
		1.00	0.40	0.45	0.24	0.54
		0.90	0.35	0.40	0.22	0.50
2 <sup>nd</sup>	1 <sup>st</sup> t	1.63	0.85	0.85	0.48	
		1.50	0.70	0.70	0.44	
		1.38	0.68	0.66	0.42	
	2 <sup>nd</sup>	1.35	0.65	0.65	0.38	
		1.28	0.55	0.55	0.35	
		1.10	0.48	0.52	0.33	
	3 <sup>rd</sup>	1.08	0.46	0.50	0.32	
		1.00	0.40	0.48	0.30	
		0.80	0.36	0.44	0.28	
	4 <sup>th</sup>	0.78	0.35	0.40	0.27	
		0.70	0.30	0.35	0.26	
		0.60	0.25	0.30	0.24	
3 <sup>rd</sup>	1 <sup>st</sup>	1.30	0.65	0.65	0.35	
		1.10	0.50	0.55	0.32	
	2 <sup>nd</sup>	1.00	0.45	0.45	0.30	
		0.80	0.40	0.40	0.27	
	3 <sup>rd</sup>	0.70	0.35	0.35	0.26	
		0.60	0.25	0.30	0.20	
4 <sup>th</sup>	1 <sup>st</sup>	1.00	0.45	0.45	0.33	
		0.80	0.40	0.40	0.28	
	2 <sup>nd</sup>	0.70	0.35	0.40	0.26	
		0.65	0.30	0.35	0.22	
	3 <sup>rd</sup>	0.60	0.25	0.30	0.20	
		0.55	0.20	0.25	0.18	
5 <sup>th</sup>	1 <sup>st</sup>	0.70	0.35	0.35	0.24	
		0.55	0.28	0.28	0.20	
	2 <sup>nd</sup>	0.50	0.24	0.26	0.18	
		0.40	0.20	0.22	0.14	
6 <sup>th</sup>	1 <sup>st</sup>	0.50	0.26	0.30	0.20	
		0.40	0.24	0.28	0.16	
	2 <sup>nd</sup>	0.35	0.22	0.26	0.16	
		0.25	0.18	0.22	0.12	

Note: - Residence must be used for the purpose of rental service and it's on appropriate location

Furthermore, the Rental prices of urban land based on the grades of towns and plot sizes are presented below.

Table 1- 27 Rental prices of urban land for residential houses

Grade of town	Land size in meter square	Price ( Birr/M <sup>2</sup> /year by grade of land)											
		1 <sup>st</sup>			2 <sup>nd</sup>			3 <sup>rd</sup>			4 <sup>th</sup>		
1 <sup>st</sup>	Up to 200	0.30	0.28	0.24	0.28	0.24	0.22	0.24	0.22	0.18	0.22	0.18	0.16
	201– 300	0.32	0.30	0.28	0.30	0.28	0.24	0.28	0.24	0.22	0.24	0.22	0.18
	301– 400	0.36	0.32	0.30	0.32	0.30	0.28	0.30	0.28	0.24	0.28	0.24	0.22
	401– 500	0.42	0.36	0.32	0.36	0.32	0.30	0.32	0.30	0.28	0.30	0.28	0.24
2 <sup>nd</sup>	Up to 200	0.28	0.24	0.22	0.24	0.22	0.18	0.22	0.18	0.16	0.18	0.16	0.14
	201– 300	0.30	0.28	0.24	0.28	0.24	0.22	0.24	0.22	0.18	0.22	0.18	0.16
	301– 400	0.32	0.30	0.28	0.30	0.28	0.24	0.28	0.24	0.22	0.24	0.22	0.18
	401– 500	0.36	0.32	0.30	0.32	0.30	0.28	0.30	0.28	0.24	0.28	0.24	0.22
3 <sup>rd</sup>	Up to 200	0.24	0.22		0.22	0.18		0.18	0.16				
	201– 300	0.28	0.24		0.24	0.22		0.22	0.18				
	301– 400	0.30	0.28		0.28	0.24		0.24	0.22				
	401– 500	0.32	0.30		0.30	0.28		0.28	0.24				
4 <sup>th</sup>	Up to 200	0.22	0.18		0.18	0.16		0.16	0.14				
	201– 300	0.24	0.22		0.22	0.18		0.18	0.16				
	301– 400	0.28	0.24		0.24	0.22		0.22	0.18				
	401– 500	0.30	0.28		0.28	0.24		0.24	0.22				

Table 1- 28 Rental prices of urban land for residential houses

Plot grade	Land size in meter square	Price ( Birr/M <sup>2</sup> /year by Grade of town)	
		5 <sup>th</sup>	6 <sup>th</sup>
1 <sup>st</sup>	Up to 200	0.16	0.12
	201– 350	0.20	0.14
	351– 500	0.22	0.16
2 <sup>nd</sup>	Up to 200	0.14	0.8
	201– 350	0.16	0.10
	351– 500	0.18	0.12

### F) Dire Dawa City Council<sup>1</sup>

According to the Dire Dawa City Administration’s lease regulations, urban land is provided by auction negotiation or freely depending on the type of investment activity. The minimum lease prices of urban land by grade and zone are presented in the following table.

<sup>1</sup> 2008 information



Table 1- 29 Minimum lease prices of urban land by grade and zone

Grade of land	Zone	Lease price (Birr/M <sup>2</sup> /Year)	Houses compensation price( Birr/M <sup>2</sup> )	Leased land and Houses compensation price Birr/M <sup>2</sup>
1st	Central Business Zone 1 (CBD 1)	52.31	47.09	99.4
	Central Business Zone 2 (CBD 2)	38.59	34.79	73.38
	Central Business Zone 3 (CBD 3)	33.74	31.01	64.75
2 <sup>nd</sup>	Transition Zone 1	17.09	26.8	43.89
	Transition Zone 2	12.45	22.87	35.32
	Transition Zone 3	2.85	5.37	8.22
Industry	Industry Zone Spot	9.78	-	9.78
	Industry Zone surrounding	5.57	0.46	6.03
Others	Expansion Zone 1	1.64	1.81	3.45
	Expansion Zone 2	0.5	0.46	0.96

### G) Gambella Regional State<sup>2</sup>

Lease prices of urban land in the region depend on type of activity and the grade of land. The lease prices of urban land for industry are shown below.

Table 1- 30 Lease prices of land by grade of town and investment activity

Grade of Town	Area of activity	Price ( Birr/M <sup>2</sup> /Year by Grade of Land)
1 <sup>st</sup>	Industry	0.03 to 0.07
2 <sup>nd</sup>	Industry	0.02

### H) Somali National Regional State<sup>3</sup>

#### a) Period of lease

The duration of lease of urban land in Somali region by investment activity and grade of town is shown in the following table.

Table 1- 31 Duration of urban –land lease by area of activity and grade of town

No.	Area of activity	Grade of town		
		1st	2nd	3rd
		Periods lease		
1	Residential houses	99	99	99
2	Real estate	99	99	99
3	Industry	95	90	80
4	Education, science and technology, health, culture and sports	99	99	99
5	Others	90	80	70

#### b) Lease prices of land

As shown in the following table, the lease prices of urban land in Somali region depend on grade of town, plot size and grade of land.

<sup>2</sup> 2008 information

<sup>3</sup>2008 information

Table 1- 32 Lease prices of urban land by grade of town, plot size and grade of land

Grade of town	Land size in m <sup>2</sup>	Price ( Birr/m <sup>2</sup> /year by grade of land)			
		1 <sup>st</sup>	2 <sup>nd</sup>	3 <sup>rd</sup>	4 <sup>th</sup>
1 <sup>st</sup>	Up to 500	0.12	0.10	0.08	0.06
	1001-2000	0.18	0.16	0.14	0.12
	2001-3000	0.22	0.20	0.18	0.16
	3001-4000	0.26	0.24	0.22	0.20
	Above 4000	0.30	0.28	0.26	0.24
2 <sup>nd</sup>	Up to 1000	0.10	0.08	0.06	-
	1001-2000	0.16	0.14	0.12	-
	2001-3000	0.20	0.18	0.16	-
	3001-4000	0.24	0.22	0.20	-
	Above 4000	0.28	0.26	0.24	-
3 <sup>rd</sup>	Up to 1000	0.08	0.06	-	-
	1001-2000	0.14	0.12	-	-
	2001-3000	0.18	0.16	-	-
	3001-4000	0.22	0.20	-	-
	Above 4000	0.26	0.24	-	-

## 1.2 Rural Land

Generally, the rental value and the lease period of rural land are determined and fixed by land use regulations of each region. Accordingly, the prices of rural land for some regions are shown below.

### 1.2.1 Tigray National Regional State

As shown in the following table, the rental prices of land for agricultural investment in the rural areas of Tigray are Birr 30-40 per hectare per year. The prices can, however, be revised every 5 years, and the increment will not be more than 20%.

Table 1- 33 Rental prices of rural land for agricultural projects

Location/Woreda	Price in (Birr/hectare/year)
Kafita Humera	30
Wolikayit	30
Tsegede	30
Tahitay Adiyabo, Laelay Adiyabo	35
Others	40

### 1.2.2 Oromiya National Regional State

#### A) Duration of rent

Rural land can be held on rental basis from 20 – 45 years based on the type, magnitude, and location of project.

## B) Rental prices

The rental prices of rural land for agriculture have been set based on the development level of the zones and distances from all weather roads. Accordingly, the minimum and maximum annual charges for one hectare of rural land in the region are Birr 70.40 and Birr 135.00 respectively (Table 1.34).

Table 1- 34 Rental prices of rural land for agricultural projects

Zonal Grade	Location Zone	Distance from main road in kms and price in Birr/hectare/year				
		Less than 10	11-25	26-40	41-55	Above 55
1 <sup>st</sup>	East Shewa, West Shewa, South-West Shewa and Arsi	135.00	129.60	124.42	119.44	114.66
2 <sup>nd</sup>	Jimma, North Shewa and East Harerge	114.75	110.16	105.75	101.52	97.46
3 <sup>rd</sup>	East Wellega, Horo Guduru Wellega, West Wellega, Harege and Bale	97.54	93.64	89.89	86.29	82.83
4 <sup>th</sup>	Illubabor, Borena, Guji and West Wellega and Kelem Wellega	82.91	79.59	76.41	73.35	70.40

On the other hand, the rental prices of rural land by investment activities are shown in the following table.

Table 1- 35 Rental price of rural land by investment activity

Activity	Price in Birr /M <sup>2</sup> / Year
Industry	0.03 – 0.34
Tourism	The same as rural land rent for agricultural projects
Forestry	Free

**Note:** Land in East Shewa, West Shewa, North Shewa, South West Shewa Zones located within 5 km. radius from main asphalt roads may be offered for industry at a floor rental charge of Birr 0.34 per square meter per year ; and for other zones Birr 0.01/m<sup>2</sup>/ year for sites up to 5km distance from main road and 0.03 Birr for a site of more than 5km from main road.

## 1.2.3 Amhara National Regional State

### A) Duration of rent

In Amhara region, rural land is administered by the Environmental Protection, Land Administration and Use Authority. Rural land in the region is allocated to investors on rental basis and the duration of rent based on plot size and type of agricultural activity are presented in Table 1.36

Table 1- 36 Rental duration of rural land by plot size and agricultural activity

Plot size(Hectare)	Seasonal food crops production.		Perennial crops		Agro- industry		Flori-culture	Animal husbandry			Forestry	
	Rain Fed	irrigation	Rain fed	irrigation	Rain fed	Irrigation		dairy	Live stock fating	poultry	Eucalyptus tree	Other forestry
From 1-10	5	8	10	15	10	15	25	15	5	8	15	25
From 11-100	8	10	13	18	10	18	25	15	5	8	15	25
From 101-250	10	13	15	18	13	18	25	15	5	8	20	25
From 251-500	13	15	18	20	13	20	25	15	5	8	20	25
From 501-1000	15	18	20	23	18	23	25	15	5	8	25	25
Over 1000	18	21	25	25	20	25	25	15	5	8	25	25

**B) Rental prices**

In Amhara region, the minimum rental prices of rural land for rain-fed and irrigated agriculture at district and zone levels are presented in Table 1.37 bellow.

Table 1- 37 Zone and district level minimum rental prices of rural land for irrigated and rain-fed agriculture

No.	Zone and district	For rain fed agriculture (Birr /hectare /year)	For irrigated agriculture (Birr /hectare /year)
1	<b>Awee</b>		
	Ankasha Guagussa	251	438
	Banja Shekudad	181	298
	Dangla	241	418
	Fagta Lekoma	211	368
	Guagussa Shekudad	231	398
	Guangua	211	358
	Jawi	181	298
2	<b>West Gojam</b>		
	Baher Dar City surroundings	281	498
	Bure	251	438
	Dega Damot	181	298
	Denbecha	241	418
	Gonge Qolela	221	378
	Jabi Tihnan	241	418
	Mecha	281	498
	North Achefer	241	418
	Quarit	171	278
	Sekela	161	258
	South Achefer	251	438
	Wonberma	251	438
	Yilma and Denssa	241	418
3	<b>East Gojam</b>		
	Aneded	251	438
	Awabel	251	438
	Basoliben	241	418
	Bibugn	121	178
	Debytilatgen	201	338
	Debre-elias	241	418
	Dejen	241	418
	Enarj Enawga	201	338
	Enebsse Sarmeder	181	298
	Enemy	211	358
	Goncha Sesso Enesse	181	298
	Gozamen	261	458
	Hulet Eju Enesse	211	358

## Factor Costs

No.	Zone and district	For rain fed agriculture (Birr /hectare /year)	For irrigated agriculture (Birr /hectare /year)
	Machakel	261	458
	Shebel Berentta	141	218
	Senaan	241	418
4	<b>Suth Gonder</b>		
	Dera	241	418
	East Estie	161	258
	Ebennat	141	218
	Fartta	211	358
	Fogerra	271	478
	Upper Gayent	141	218
	Libbo Kemkem	261	438
	Semadda	121	178
	Lower Gayent	121	178
	West Estie	151	238
5	<b>North Gonder</b>		
	Addi Arqai	151	238
	Aleffa	191	318
	Byedda	111	158
	Chilgga	231	398
	Dabat	191	318
	Debark	191	318
	Denbia	241	418
	Qolla(East) Belessa	131	198
	Gonder Town surroundings	241	418
	Jana-amorra	141	218
	Upper Armacho	241	418
	Metema	221	378
	Quarra	181	298
	Lower Armacho	201	358
	Taqussa	221	378
	Tegdie	191	318
	Tellemt	111	158
	Wogerra	201	338
	West Armacho	201	338
	Degga(West) Belessa	141	218
6	<b>Wag Hemrra</b>		
	Aber Gele	111	158
	Dahnna	111	158
	Gazgibla	131	198
	Sehala Seyemt	111	158
	Seqotta town surroundings	131	198
	Zequalla	121	178

## Factor Costs

No.	Zone and district	For rain fed agriculture (Birr /hectare /year)	For irrigated agriculture (Birr /hectare /year)	
7	<b>North wollo</b>			
	Bugnna	121	178	
	Dawent	141	218	
	Delantta	131	198	
	Gidan	131	198	
	Gobbalaftto	181	298	
	Hanrru	181	298	
	Qobbo	181	298	
	Lastta	131	198	
	Mekiet	141	218	
	Wadlla	141	218	
	8	<b>South wolo</b>		
		Albucco	151	238
Ambassel		151	258	
Debresinna		131	198	
Dessie Zuria		161	258	
Jamma		131	198	
Kallu		161	258	
Kelala		121	178	
Kuttaber		161	258	
Leganmbbo		131	198	
Legehidda		131	198	
Central Sayint		111	158	
Mekdella		121	178	
Sayint		111	158	
Tehulederre		161	258	
Tentta		131	198	
Wegeddi		121	178	
Werreabbo		151	238	
Werreillu		131	198	
Argobba Nationality		161	258	
9		<b>Oromiya</b>		
	Artumma Furssi	191	318	
	Batti	171	278	
	Dewwa Cheffa Gulla	191	318	
	Deway Harewwa	161	258	
	Gelle Tummugga	181	298	
10	<b>North shoa</b>			
	Angolela and Terra	271	478	
	Ankober	171	278	
	Antsokia and Gemzza	191	318	

No.	Zone and district	For rain fed agriculture (Birr /hectare /year)	For irrigated agriculture (Birr /hectare /year)
	Asgert	181	298
	Basso and Werena	281	498
	Berehet	181	298
	Efratta and Geddem	211	358
	Ensarra and Wayu	211	358
	Geshe	131	198
	Hageremariam-Kesem	191	318
	Qewet	221	378
	Menz-Gerameder	141	218
	Menth - Keyagebrel	131	198
	Menz-Lalomedder	131	198
	Menz-Mammameder	141	218
	Merhabete	151	298
	Menjar-Shenkorra	211	358
	Mojo and Wederra	181	298
	Moret and Jirru	231	398
	Siadebre and Wayyu	251	438
	Tarmaber	221	378

### 1.2.4 Southern Nations, Nationalities and Peoples Regional State (SNNPRS)

#### A) Duration of rent

Rural land in the region is allocated to investors on rental basis and the duration of rent based on plot size and type of agricultural investment are shown in Table 1.38 below.

Table 1- 38 Rental duration of rural land by plot size and agricultural activity

Plot size	Rental period (rain fed agriculture)		Rental period (irrigated agriculture)		Mixed agriculture and forestry	Livestock farming	Others
	Perennial crops	Seasonal crops	Perennial crops	Seasonal crops			
Bellow 200	35	30	40	35	35	25	45
200-500	40	35	45	40	40	30	45
Over 500	45	40	50	45	45	35	45



## B) Rental prices

Based on grade of land and the type of investment project, the rental prices of rural land in the region are presented in Tables 1.39 and 1.40 below.

Table 1- 39 Rural prices of land by grade in SNNPRS

No.	Zone	Price( Birr/hectar/year)	
		1 <sup>st</sup> grade land	2 <sup>nd</sup> Grade land
1	Gammo-Gofa	78	47
2	Sidama	117	71
3	Kefa	63	38
4	Wolayita	78	47
5	Dawuro , Benche Maji , South-Omo,Konta and Basekyto	49	30
6	Sheka	63	38
7	Gurage	105	64
8	Gedio	86	52
9	Hadiya	103	62
10	Kenbata-Tenbaro	100	61
11	Silte	105	64
12	Konso	52	36
13	Dirashe	63	38
14	Amaro	59	36
15	Burji	58	36
16	Yem	63	38
17	Alaba	100	61

Table 1- 40 Rental price of rural land by investment activity in SNNPRS

Activity	Price in Birr /M <sup>2</sup> / Year	Zone
Tourism: Volcano water	0.10	Around Awassa zone
Parking and other related service	0.15	
Industry	0.10	The same in all zone and werda rural land
Animal fattening	0.05	

## 1.2.5 Benshagul Gumz Ntional Regional State

### A) Duration of rent

Rural land in the region is allocated to investors on rental basis and the duration of rent based on plot size, level of development and type of agricultural activity are presented in Table 1.41

Table 1- 41 Rental duration of rural land by plot size, level of development and agricultural activity

Plot size (hectare)	Uncultivated				Cultivated				Production of milk, fattening and rearing of livestock	Flouculture		Other quick ripening trees
	Rain fed agricultue		Irrigated agriclture		Rain fed agricultue		Irrigated agriculture			Cultivated	Uncultivated	
	Seasonal crops	Perennial crops	Vegetables	Fruits and cereal crops	Seasonal crops	Perennia l crops	Vegetables	Fruits and cereal crops				
Billow 200	25	30	25	20	20	25	20	15	20	20	25	25
201-500	30	35	30	25	25	30	25	20	-	25	30	30
Over 500	35	40	35	30	30	35	30	25	-	30	35	35

**B) Rental prices**

The rental prices of rural land In Benshangul Gumz region vary from Wereda (district) to Wereda as shown in the following table.

Table 1- 42 Rental prices of rural land by Wereda

No.	Name of Woreda	Rental price(Birr/hectare/year)
1	Asossa	70
2	Mengai	60
3	Homosha	70
4	Sherkole	60
5	Kururmik	50
6	Bambasi	70
7	Odabuldiglu	60
8	Kamashi	60
9	Sirba Abay	50
10	Agalo	60
11	Yaso	60
12	Beloiganfoy	70
13	Mandura	70
14	Dangura	70
15	Gibba	70
16	Wenbra	60
17	Bulen	70
18	Dibate	70
19	Pawe	70
20	Mao Komo	70

## 1.2.6 Somali National Regional State

The rental prices of rural land in Somali region vary from zone to zone and by grade of land. The following table shows the rental prices of rural land in the region.

Table 1- 43 Rental prices of rural land by zone and grade of land

No.	Zone	Rental price in Birr per hectare/ year	
		First Grade Land	Second Grade Land
1	Liben	45	27
2	Jigjiga	45	28
3	Shenele	39	24
4	Gode	38	23
5	Degehabur	27	17
6	Afder	25	15
7	Korahe	23	14
8	Fik	23	14
9	Warder	19	12

## 1.3 Incentives Related to Land

To encourage investment in selected activities, different types of incentives related to land are granted to investors. The incentives include percentage discount on initial lease prices, provision of grace period of payment, provision of land for free, etc. As shown bellow, the types of incentives also vary from region/city to region/city.

### 1.3.1 Oromiya National Regional State

The Oromia region provides rural land with exemption of lease price payments for some years depending on the type of investment activities (Table 1.44).

Table 1- 44 Land incentives granted by Oromia Regional State by type of agricultural Investment activity

No.	Type of investment	Duration of free rent ( years)
1	Coffee, tea, sugarcane, or any other perennial crops on an area of more than 100 hectares	4
2	Cereals, pulses and oil seeds under rain fed on a land left fallow or virgin for a period of more than 5 years	2 – 3
3	Cereals, pulses and oil seeds under rain fed on a land previously developed but left for at least five years	1 – 2
4	Fruits, vegetables, and produces food crops or oil seeds under irrigation scheme	2 – 4
5	Producing flowers, herbs and spices	3
6	Producing improved seeds	3

### 1.3.2 Amhara National Regional State

In the region, some selected projects have got an advantage to own urban land free of charge. Projects with this advantage include the following:

a) Industry

- Producing more than 50% for export.
- Agro-processing industries
- Fertilizer, and pesticides manufacturing
- Pharmaceuticals and related equipment manufacturing
- Agricultural equipment manufacturing
- Metal production
- Manufacturing of cooking ranges
- Electrical and electronics materials production
- Non-metallic construction materials production

b) Health

- Higher health center
- Primary general hospital
- Medium general hospital
- Higher general hospital

c) Education

- Kindergarten
- Elementary school
- Secondary school
- Technical and vocational school

d) Non- profit making humanitarian organizations

e) Investment activities for which land is provided with initial (without auction) lease price are:

- Ginnery
- Tannery
- Starch Production
- Soft drinks and mineral water production

f) Investment activities for which land is provided with initial lease price and grace period are:

- Residential and commercial housing development
- Star hotels
- Tourist lodges

### 1.3.3 Tigray National Regional State

Investment *projects* for which land is provided freely as an investment incentive are:

- Production of nursery
- Production of rubber and balsam
- Production of incense and resin
- Commercial forest Development
- Livestock production, processing and preserving of meat, and meat products
- Dairy farming and processing
- Poultry farming and processing
- Manufacture of pesticides and other agro-chemicals and products (must include bulk preparation)
- Manufacture of pharmaceuticals, medicinal chemicals, and botanical products
- Manufacture of glass and glass products
- Production, processing and preserving of fruits and vegetables
- Manufacturing of prepared animal feed
- Manufacturing of wines
- Tanning and dressing of leather
- Processing and preserving of fruits and vegetables
- Distilling, rectifying and blending of spirits, ethyl alcohol production from fermented materials
- Manufacture of wearing apparel except fur apparel
- Manufacture of leather products and articles
- Manufacture of leather footwear
- Technical and vocational training, engineering colleges and higher hospitals
- Low cost housing
- Manufacture of electric motors, generators and transformers
- Manufacture of electricity distributions and control apparatus
- Manufacture of electronic valves and tubes and other electronic components

### 1.3.4 Southern Nations, Nationalities and Peoples Regional State (SNNPRS)

- Depending on the type of the project, urban land is provided freely or with discount by negotiation.
- A grace period of 2 to 7 years may be granted to a person to whom an urban land has been permitted depending on the development activity or the service he is involved in the details shall be specified in guidelines to be issued by the lease Board
- A grace period of 3 – 4 years is granted for coffee production.
- A grace period of up to 6 years is granted for fruits production.
- A grace period of up to 20 years is granted for forestry.

### 1.3.5 Gambella National Regional State<sup>4</sup>

Investment Projects for which land is provided freely are:

- Higher Education
- Kindergarten
- Health
- Real Estate
- Star Hotels

### 1.3.6 Benshangul Gumuz National Regional State

An investor who invests:

- in the urban areas of the region may obtain land free of lease;
- in rain fed agriculture on more than 200 hectares and on or on less than 200 hectares of uncultivated land to produce cereal crops or oil seeds will be granted income tax exemptions for 2 years and 1 year respectively ;
- in irrigated agriculture to produce perennial crops such as coffee, mango, orange, apple and similar fruits will be granted an income tax exemption for 3 years;
- to produce flowers, medicinal plants and spices will be granted an income tax exemption for 3 years;
- to produce selected seeds will be granted an income tax exemption for 3 years provided that he presents appropriate evidence from an authorized body to this effect;
- in forestry development on un utilized with indigenous trees( excluding eucalyptus ) will be exempted from income tax; and
- in livestock raring and fattening will be exempted from income tax for 2 years.

### 1. 3.7 Somali National Regional State

Depending on the type and importance of the project, rural lad can be provided Free of rent for 5-10 years.

<sup>4</sup> 2008 information

## Part 2: LABOR COST

### 2.1 Wages and Salaries at Enterprise Level

Wages and salaries vary depending on the size of the enterprise, type of profession and level of skill required. They are determined by agreement between the employer and the employee. Generally, private sectors monthly salaries for university graduates range from Birr 2,000 to Birr 3,000 and daily unskilled labor wages range from Birr 25 Birr 50.

### 2.2 Salaries of Civil Service Employees

The government of Ethiopia also set minimum wage for civil service employees, which is Birr 320 per month for low skilled labor. The base salary scale for the civil service employees is shown below.



## Factor Costs

Table 2- 1 Civil service salary scale

Levels	SERVICES & GRADES						Base salary	STEP SALARIES IN GRADES									Maximum salary
	CM	TC	CP	SP	AD	PS		1	2	3	4	5	6	7	8	9	
I	1						420.00	444.00	470.00	497.00	525.00	555.00	587.00	621.00	657.00	694.00	734.00
II	2	1	1				470.00	497.00	525.00	555.00	587.00	621.00	657.00	694.00	734.00	774.00	817.00
III	3	2	2	1			525.00	555.00	587.00	621.00	657.00	694.00	734.00	774.00	817.00	861.00	908.00
IV	4	3	3	2			587.00	621.00	657.00	694.00	734.00	774.00	817.00	861.00	908.00	957.00	1006.00
V	5	4	4	3			694.00	734.00	774.00	817.00	861.00	908.00	957.00	1006.00	1059.00	1114.00	1172.00
VI		5	5	4			817.00	861.00	908.00	957.00	1006.00	1059.00	1114.00	1172.00	1233.00	1295.00	1359.00
VII		6	6	5			957.00	1006.00	1059.00	1114.00	1172.00	1233.00	1295.00	1359.00	1427.00	1499.00	1571.00
VIII		7	7	6	1		1114.00	1172.00	1233.00	1295.00	1359.00	1427.00	1499.00	1571.00	1644.00	1719.00	1798.00
IX		8	8	7	2		1295.00	1359.00	1427.00	1499.00	1571.00	1644.00	1719.00	1798.00	1881.00	1968.00	2058.00
X		9	9	8	3	1	1499.00	1571.00	1644.00	1719.00	1798.00	1881.00	1968.00	2058.00	2151.00	2249.00	2351.00
XI		10	10	9	4	2	1719.00	1798.00	1881.00	1968.00	2058.00	2151.00	2249.00	2351.00	2458.00	2570.00	2686.00
XII			11	10	5	3	1968.00	2058.00	2151.00	2249.00	2351.00	2458.00	2570.00	2686.00	2807.00	2935.00	3066.00
XIII			12	11	6	4	2249.00	2351.00	2458.00	2570.00	2686.00	2807.00	2935.00	3066.00	3204.00	3348.00	3499.00
XIV				12	7	5	2570.00	2686.00	2807.00	2935.00	3066.00	3204.00	3348.00	3499.00	3656.00	3817.00	3985.00
XV					8	6	2934.00	3066.00	3204.00	3348.00	3499.00	3656.00	3817.00	3985.00	4160.00	4343.00	4535.00
XVI					9	7	9948.00	3499.00	3656.00	3817.00	3985.00	4160.00	4343.00	4535.00	4734.00	4933.00	5135.00
XVII						8	3817.00	3985.00	4160.00	4343.00	4535.00	4734.00	4933.00	5135.00	5340.00	5554.00	5776.00
XVIII						9	4343.00	4535.00	4734.00	4933.00	5135.00	5340.00	5554.00	5776.00	5998.00	6225.00	6460.00

**Key:** CM - Castodial and manual service  
 TC - Trade and crafts service  
 CF - Clerical and physical service  
 SP - Sub-professional service  
 AD - Administrative service  
 PS - Professional and scientific service

**Source:** Federal Civil Service Agency

## Part 3: CONSTRUCTION COSTS AND SELLING PRICE OF BUILDINGS

### 3.1 Consternation Costs

Generally, the type of construction materials used the foundation work required, wall height, and location determine construction costs. Tables 3.1 – 3.15 show the current average unit construction costs in the country.

Table 3- 1 Cost of excavation and earth works

No.	Description	Unit	Unit cost
1	20cm. Clearing on loose and dry soil.	M <sup>2</sup>	2.74
2	Bulk excav. to a depth not exceeding 150 cm on loose and dry soil.	"	18.28
3	Trench excavation not exceeding 150cm. in wet and black soil.	"	18.28
4	Excavation foundation pits to a depth of 150-300cm. in loose soil.	"	31.68
5	Excavation in bulk/found. pits to a depth of 300-450cm and above	"	45.25
6	Excavation in bulk/found. pits to a depth of 450cm and above	"	52.79
7	Excavation on soft rock to a depth not exceeding 150cm	"	42.60
8	Excavation on soft rock to a depth not exceeding 150cm – 300cm	"	51.12
9	Excavation on soft rock to a depth not exceeding 300cm – 450cm	"	58.24
10	Excavation on soft rock to a depth not exceeding 450cm and above	"	67.48
11	Excavation on hard rock to a depth not exceeding 150cm	"	85.21
12	Excavation on hard rock to a depth not exceeding 150cm -300cm	"	98.00
13	Excavation on hard rock to a depth not exceeding 300cm – 450cm	"	107.80
14	Excavation on hard rock to a depth not exceeding 450cm and above	"	118.56
15	Back fill excavated materials from the site.	"	32.10
16	Back fill selected excavated mats. From outside the site.	"	80.43
17	Cart away surplus excavated mats. 1km. from the site.	"	25.34
18	Cart away surplus excavated mats. 1km and above	"	36.10
19	25cm. thick basaltic hard core. (for villa higher & multi-storey bldg.)	M <sup>2</sup>	45.43
20	20cm thick basaltic hard core (for lower villas)	"	35.91
21	30cm thick basaltic hard core (for multi-purpose halls and factories)	"	55.53

**Table 3- 2 Cost of masonry works**

No.	Description	Unit	Unit Cost
1	50cm. Thick Masonry Foundation Below Ground Level (BGL).	M <sup>3</sup>	557.35
2	50 cm Thick Masonry Foundation Above Ground Level (AGL).	"	617.18
3	One side dressed elevation wall.	"	719.00
4	Two sides dressed elevation wall.	"	737.81
5	Water proofing material for substructure over two coats of plastering	"	188.00

**Table 3- 3 Cost of concrete works**

No.	Description	Unit	Unit cost
1	C-5 Lean Concrete (hand mix) -5cm thick	M <sup>2</sup>	31.77
2	C-15 Mass Concrete	M <sup>3</sup>	1103.30
3	C-20 Concrete	"	1,324.04
4	C-25 Concrete for beam Below Ground Level (BGL), foundation column and footings	"	1,380.02
5	C-25 Concrete for beam and slab above 2.0m from Natural ground level	"	1,416.77
6	C-25 Concrete for elevation column and shear wall	"	1,563.74
7	C-25 Concrete for slab at ground level	"	1,357.98
8	C-30 Concrete (Mechanical Mix)	"	1,826.98
9	Ribbed slab (for ribbed block and concrete work only)	M <sup>2</sup>	256.54

**Table 3- 4 Cost of reinforcements**

No.	Description	Unit	Unit Cost
1	Diameter 6-8mm. reinfo. bars	Kg.	20
2	Diameter 10-16mm. deformed bars	"	19
3	Diameter 18mm. and above deformed bars	"	19.50

**Table 3- 5 Form works**

No.	Description	Unit	Unit Cost
1	For foundation footing , ground beam and Column below ground level	M <sup>2</sup>	75.88
2	For stair case, beam and column above ground level	"	81.21
3	For suspended slab and shear wall.	"	88.64
4	For Ribbed slab	"	88.64

**Table 3- 6 Cost of block work**

No.	Description	Unit	Unit Cost
1	Chicka wall (18cm. thick)	M <sup>2</sup>	46.69
2	G-32 Corrugated Iron Sheet (CIS) Walling on Eucalyptus member.	"	73.26
3	G-30 Corrugated Iron Sheet (CIS) Walling on Eucalyptus member	"	88.11
4	G-28 Corrugated Iron Sheet (CIS) Walling on Eucalyptus member	"	100.89
5	12cm. thick brick wall left for finishing.	"	214.93
6	25cm thick brick wall both sides left for finishing	"	445.75
7	10cm. thick brick wall both sides left for plastering.	"	106.88
8	15cm. thick Hollow Concrete Block (HCB) wall both sides left for finishing	"	119.30
9	20cm. thick Hollow Concrete Block (HCB) wall both sides left for plastering	"	135.01
10	10cm. thick solid block wall both sides left for finishing	"	139.82
11	15cm thick solid block wall both sides left for finishing	"	168.42
12	20cm thick solid block wall both sides left for finishing	"	179.61
13	Ply wood-wooden partition on Zigba frame (one face covered)	"	67.43
14	Hard board wooden partition on Zigba frame (one face covered)	"	80.13
15	Hard board wooden partition on Eucaly. Frame (one face covered)	"	43.29
16	10mm Chip wood-wooden partition on Zigba. Frame (one face covered)	"	111.23
17	10mm Chip wood-wooden partition on Eucaly. Frame (one face covered)	"	73.20
18	Ply wood-wooden partition on Zigba frame (both face covered)	"	89.07
19	Hard board wooden partition on Zigba frame (both face covered)	"	112.52
20	Ditto but chip wood partition	"	168.21
21	Ega sheet wall cladding incl. Rectangular Hollow Section frames	"	157.60
22	Ega sheet wall cladding excl. Rectangular Hollow Section frames	"	96.68
23	Metal sheet wall cladding incl. Rectangular Hollow Section frames	"	180.43
24	Adobe wall	"	56.03
25	11cm thick hydrofoam wall	"	174.63
26	14cm thick hydrofoam wall	"	194.63
27	Aluminum composite panel wall cladding with the necessary accessories	"	1,267.50
28	8mm chip wood-wooden partition on Zigba frame (one face covered)	"	106.20
29	8mm chip wood-wooden partition on Eucally. frame (one face covered)	"	68.1
30	8mm chip wood-wooden partition on Zigba. frame (both face covered)	"	158.55
31	8mm chip wood-wooden partition on Eucally. frame (both face covered)	"	117.95
32	Gypsum board partition (one face covered)	"	288.45
33	Gypsum board (both face covered)	"	504.78

## Factor Costs

No.	Description	Unit	Unit Cost
34	CURTAIN WALL (Type-I) Structural system single glazing curtain wall with 6mm thick tinted glass	M <sup>2</sup>	1,950.00
35	CURTAIN WALL (Type-II) Structural system single glazing curtain wall with 6mm thick tinted glass	"	2,550.00
36	CURTAIN WALL (Type-III) Semi structural system single glazing curtain wall with 6mm thick tinted glass	"	1,860.00
37	CURTAIN WALL (Type-IV) Semi structural system double glazing curtain wall with 6mm thick tinted glass	"	2,190.00

Table 3- 7 Cost of block work

No.	Description	Unit	Unit Cost
1	G-35 Corrugated Iron Sheet (CIS) roofing (truss and purlin measu. Separately)	M <sup>2</sup>	46.69
2	G-32 Corrugated Iron Sheet (CIS) roofing (truss and purlin measu. Separately) KOSPI	"	73.26
3	G-30 Corrugated Iron Sheet (CIS) roofing (truss and purlin measu. Separately) KOSPI	"	88.11
4	G-28 Corrugated Iron Sheet (CIS) roofing (truss and purlin measu. Separately) KOSPI	"	100.89
5	Wooden truss mem. Ø10-12cm upper & lower chord	ml.	214.93
6	Wooden truss mem. Ø8-10cm vert. & diagonal chord	"	445.75
7	5X7 cm Zigba purlin	"	106.88
8	EGA 300 and 4mm. Thick Roof Cover	M <sup>2</sup>	119.30
9	EGA 400 and 4mm. Thick Roof Cover	"	135.01
10	EGA 500 and 4mm. Thick Roof Cover	"	139.82
11	Steel truss and purlin with Rectangular Hollow Section	kg	168.42
12	Steel structure column (I-section), beam and bracings	"	179.61
13	Gutter Development size 33cm.	ml	67.43
14	Down pipe development size 33cm	"	80.13
15	Down pipe development size 40cm	"	43.29
16	G-28 galvan. Sheet coping development size 25cm	"	111.23
17	G-28 flashing development size 50cm.	"	73.20
18	15cm. wide kerrero facial board	"	89.07
19	20cm wide kerrero facial board	"	112.52
20	Roof treatment membrane, complete work	"	168.21

## Factor Costs

No.	Description	Unit	Unit Cost
21	Roof tiles cover	"	157.60
22	DECRA roofing	"	96.68
23	OUNDULING roofing	"	180.43
24	DURA Roofing	M <sup>2</sup>	56.03
25	25cm wide kerrero facial board	"	174.63
26	Poly vinyl Chlorides (PVC) down pipe dia.110	ml.	194.63
27	Aluminum sky light with lexon glass with all accessories	M <sup>2</sup>	1,267.50
28	Aluminum sky light with safety glass with all accessories	"	106.20
29	Roof treatment membrane including light weight concrete	"	68.1

**Table 3- 8 Cost of carpentry and joinery**

No.	Description	Unit	Unit Cost
1	Ribbed sheet ceiling.	M2	58.12
2	Abujedi ceiling exclu. Battens	"	26.10
3	Diam. 6cm eucalyptus batten	"	27.19
4	5X4cm ceiling battens	"	58.59
5	5X4cm Zigba batten for Addis Décor plastic panel	"	85.62
6	5X4cm Zigba batten for acoustic ceiling	"	105.37
7	Hard board ceiling exclu. Battens	"	40.79
8	Plywood ceiling exclu. Battens	"	37.82
9	Playwood ceiling exclu. Battens	"	64.43
10	8mm. thick chip wood ceiling excl. battens	"	52.75
11	Medhin décor plastic ceiling (plastic coated) include. Installation	"	182.00
12	Acoustic ceiling excl. battens	"	240.07
13	Aluminum ceiling	"	299.00
14	Acoustic ceiling, Armstrong "Cortega ceiling"	"	288.60
15	Ceiling parquet (M. Quality)	"	519.28
16	Ceiling parquet (Quality)	"	680.26
17	Ceiling parquet (B. Quality)	"	859.95
18	Aluminum hand rail & balustrade	"	1501.00
19	Flush wooden door covered with Kerero plywood.	"	688.07
20	Flush wooden door covered with mahogany plywood.	"	808.21
21	Framed & paneled solid doors and windows	"	1,271.39
22	M. Quality built in cupboard	"	837.75
23	Quality built in cupboard (3f standard)	"	2,569.14
24	Lower quality wooden door	"	273.37

## Factor Costs

No.	Description	Unit	Unit Cost
25	Medium quality wooden door	"	733.19
26	Best quality Internal wooden door with mostra and walnut veneer	"	1,807.44
27	Antique internal wooden door with mostra and walnut veneer	"	981.72
28	Internal wooden door with mostra and walnut veneer	"	844.86
29	Antique external door with mostra and natural color	"	4,211.92
30	Best quality built in cupboard with walnut veneer	"	2,121.56
31	Solid wooden built in cupboard (Salvatore standard)	"	2,766.40

**Table 3- 9 Cost of metal works**

No.	Description	Unit	Unit Cost
1	Fully metal doors of 38mm LTZ without grill	M <sup>2</sup>	604.05
2	Fully metal doors of 28mm LTZ without grill	"	459.64
3	Half glazed metal doors and windows of 38mm LTZ without grill	"	568.56
4	Half glazed metal doors and windows of 28mm LTZ without grill	"	445.82
5	Half glazed metal doors and windows of 38mm LTZ with grill	"	609.84
6	Half glazed metal doors and windows of 28mm LTZ with grill	"	501.44
7	Metal window, secco profile (including grill)	"	753.47
8	Metal window, secco profile (excluding grill)	"	527.24
9	Metal door, secco profile	"	604.46
10	Collapsible door including installation	"	470.85
11	Aluminum framed door and window including glazing	"	1,506.00
12	RHS frame door and window with wire mesh	"	361.17
13	Aluminum imitation door	"	715
14	Aluminum imitation window	"	715
15	Poly vinyl Chlorides (PVC) door	"	598

Note: LTZ is the shape of Iron.

**Table 3- 10 Cost of glazing works**

No.	Description	Unit	Unit Cost
1	4mm clear glass	M <sup>2</sup>	127.73
2	5mm clear glass	"	142.25
3	4mm figured glass	"	127.95
4	5mm figured glass	"	234.55
5	4mm tinted glass	"	127.95

## Factor Costs

No.	Description	Unit	Unit Cost
6	5mm tinted glass	"	234.55
7	6mm tinted glass	"	263.80
8	4mm frosted glass	"	260.60
9	5mm frosted glass	"	220.90
10	6mm frosted glass	"	249.50

Table 3- 11 Cost of finishing works

No.	Description	Unit	Unit Cost
1	1 <sup>st</sup> Coat of cement plastering (1:3) to wall	M <sup>2</sup>	8.61
2	2 <sup>nd</sup> coat of cement plastering (1:3) to wall	"	25.15
3	3 <sup>rd</sup> coat of cement plastering (1:3) to wall	"	12.27
4	1 <sup>st</sup> Coat of cement plastering (1:3) to ceiling	"	10.09
5	2 <sup>nd</sup> coat of cement plastering (1:3) to ceiling	"	26.71
6	3 <sup>rd</sup> coat of cement plastering (1:3) to ceiling	"	14.34
7	Gypsum wall finish (3 <sup>rd</sup> coat)	"	18.00
8	Gypsum ceiling finish (3 <sup>rd</sup> coat)	"	20.00
9	1 coat (final coat) cement rendering	"	12.42
10	Pointing to brick wall surface (1:3)	"	20.03
11	Pointing to Hollow Concrete Block (HCB) wall surface (1:3)	"	12.47
12	Pointing to fair faced masonry wall surface	"	18.69
13	3cm thick cement screed flooring (1:3)	"	49.18
14	5cm thick cement screed flooring (1:3)	"	80.11
15	20X20cm cement tile flooring (1:3)	"	127.37
16	20X20cm terrazzo tile flooring (1:3)	"	141.23
17	2cm thick granolithic tile flooring (1:3)	"	256.97
18	2cm thick marble flooring (1:3)'Harar	"	425.44
19	2cm thick marble flooring (1:3)'Mankusk	"	591.67
20	2cm thick marble flooring (1:3)'Boka multi'color	"	637.96
21	3cm thick marble flooring (1:3)'Harar	"	492.17
22	3cm thick marble flooring (1:3) 'Mankusk	"	696.27
23	3cm thick marble flooring (1:3) 'Boka multi'color	"	802.78
24	Marble chips flooring (harar marble)	"	257.40
25	Marble chips flooring (best quality)	"	291.05
26	20X20cm ceramic tile flooring (1:3)	"	197.76
27	2mm thick Poly vinyl Chlorides (PVC) flooring (Ethiopia)	"	96.07



## Factor Costs

No.	Description	Unit	Unit Cost
28	2mm thick Poly vinyl Chlorides (PVC) flooring (Italy)	"	145.43
29	2mm thick Poly vinyl Chlorides (PVC) flooring (England)	"	134.72
30	2mm thick Poly vinyl Chlorides (PVC) flooring (China)	"	109.52
31	Parquet flooring with all accessories (medium quality)	"	227.59
32	Parquet flooring with all accessories (quality)	M <sup>2</sup>	426.30
33	Parquet flooring with all accessories (best quality)	"	777.41
34	10cm high cement tile skirting (1:3)	ml.	23.77
35	10cm high terrazzo tile skirting (1:3)	"	34.48
36	10cm high granolithic tile skirting (1:3)	"	83.83
37	15cm high marble tile skirting (1:3)	"	51.89
38	Ceramic tile skirting (1:3)	"	40.03
39	8cm high Poly vinyl Chlorides (PVC) tile skirting (ETHIOPIA)	"	32.43
40	8cm high Poly vinyl Chlorides (PVC) tile skirting (ITALY)	"	49.56
41	8cm high Poly vinyl Chlorides (PVC) tile skirting (ENGLAND)	"	42.71
42	8cm high Poly vinyl Chlorides (PVC) tile skirting (CHINA)	"	35.85
43	10cm high wooden skirting (low quality)	"	29.62
44	10cm high wooden skirting (high quality)	"	76.37
45	30mm thick terrazzo window cill (1:3) on HCB	"	43.21
46	30mm thick terrazzo window cill (1:3) on brick	"	47.19
47	30mm thick terrazzo window cill (1:3) on stone	"	59.12
48	25mm thick cement tile window cill (1:3) on HCB	"	41.08
49	25mm thick cement tile window cill (1:3) on brick	"	44.66
50	25mm thick cement tile window cill (1:3) on stone	"	54.07
51	30mm thick white marble tile window cill (1:3) on HCB	"	169.33
52	30mm thick white marble tile window cill (1:3) on brick	"	194.63
53	30mm thick white marble tile window cill (1:3) on stone	"	269.80
54	30mm thick HARAR marble window cill (1:3) on HCB	"	106.08
55	30mm thick HARAR marble window cill (1:3) on brick	"	120.53
56	30mm thick HARAR marble window cill (1:3) on stone	"	163.87
57	30mm thick granolithic window cill (1:3) on HCB	"	195.70
58	30mm thick granolithic window cill (1:3) on brick	"	225.53
59	30mm thick mankush marble threads. (1:3)	"	206.53
60	20mm thick mankush marble riser. (1:3)	"	108.71
61	30mm thick harrar marble threads. (1:3)	"	145.30
62	20mm thick harar marble riser (1:3)	"	79.93

## Factor Costs

No.	Description	Unit	Unit Cost
63	30mm thick harar marble threads. (1:3)	'	145.30
64	20mm thick boka marble riser. (1:3)	ml.	117.08
65	30mm thick boka marble threads. (1:3)	"	239.14
66	Stair wooden thread, medium quality	"	191.48
67	Stair wooden thread, best quality	"	320.19
68	Stair wooden riser, medium quality	"	88.52
69	Stair wooden riser, best quality	"	132.28
70	Terrazzo tile threads (1:3)	"	53.72
71	Cement tile threads (1:3)	"	51.80
72	30mm thick white marble threads (1:3)	"	240.69
73	30mm thick harar marble threads (1:3)	"	145.82
74	20mm thick Granilia stair threads (1:3)	"	39.93
75	20mm thick Granilia stair riser (1:3)	"	20.22
76	20mm thick white marble threads (1:3)	"	158.69
77	20mm thick harar marble threads (1:3)	"	104.23
78	20mm thick granolithic marble riser. (1:3)	"	183.59
79	20mm thick granite marble threads (1:3)	"	195.57
80	20mm thick white marble thresholds (1:3)	"	163.28
81	15X15mm ceramic wall tile (1:3)'Local	M <sup>2</sup>	107.99
82	20X20mm ceramic wall tile threads (1:3)	"	193.51
83	Mosaic wall tile	"	193.51
84	Addis décor wall paper or equivalent	"	51.03
85	Addis décor Poly vinyl Chlorides (PVC) ceiling or equivalent	"	197.32
86	2cm. thick harar marble wall cladding(1:2)	"	411.90
87	2cm. thick Gojam marble wall cladding(1:2)	"	571.63
88	Ambo stone external wall' finish	"	247.88
89	Trachytic dressed stone cladding bedded in cement mortar	"	173.85
90	Hand rail and balustrade made of 5X10cm wooden (best quality)	"	2419.20
91	Wooden hand rail and balustrade (quality)	"	1693.89
92	Wooden hand rail and balustrade (Medium. Quality)	"	1089.09
93	RHS balustrade	"	452.70
94	Concrete window cill 28cm wide bedded in 1:4 cement mortar	"	40.49
95	Kebena stone external wall' Finish	'	827.84
96	Colored best Q. ceramic wall tile. (1:3)	M <sup>2</sup>	326.39
97	harar marble wall cladding, 2cm thick	"	441.24

## Factor Costs

No.	Description	Unit	Unit Cost
98	Mankush marble wall cladding, 2cm thick	"	605.67
99	Boka marble wall cladding, 2cm thick	"	653.51
100	Granite wall cladding, 2cm thick	"	700.61
101	Plywood cladding for internal wall	"	69.75
102	Medhin décor wall paper	"	40.95
103	Checked tile flooring 20X20cm'Normal	"	129.77
104	Checked tile flooring 20X20cm'Coloured	"	147.11
105	Ceramic tile flooring 50X50cm	"	227.78
106	Ceramic tile flooring 33X33cm	"	193.66
107	Porcelain floor tile	"	286.00
108	Clicker floor tile	"	168.57
109	Clicker wall tile	"	148.94
110	Quartz wall finish with two coats of plastering	"	73.78
111	Mineral plaster wall finish with two coats of plastering	"	84.00
112	ETAL BOND with aluminum for external wall finish	"	1,121.00
113	ETAL BOND with galvanized sheet metal for external wall finish	"	402.10
114	Decorated solid metal (wrought iron) balustrade and guard rail	"	1,105

**Table 3- 12 Cost of painting works**

No.	Description	Unit	Unit Cost
1	Three coats of plastic paint to wall	M <sup>2</sup>	12.95
2	Three coats of plastic paint to ceiling	"	14.95
3	One coat anti-rust and two coats synthetic paint to metal surface	"	18.24
4	Two coats of varnish paint to wooden surface.	"	16.91

**Table 3- 13 Cost of sanitary Installation**

No.	Description	Unit	Unit Cost
1	Low flash Water Closet (WC)(medium quality)	Pcs.	831.90
2	Low flash Water Closet (WC) (quality)	"	1,351.90
3	Low flash Water Closet (WC (best quality)	"	1871.90
14	Water Closet (WC) high flash, medium quality	"	561.10
5	Water Closet (WC) high flash, low quality	"	691.10
6	Water Closet (WC) high flash, beast quality	"	1081.10
7	Hand wash basin (medium quality)	"	602.69
8	Hand wash basin (quality)	"	952.79

## Factor Costs

No.	Description	Unit	Unit Cost
9	Hand wash basin (best quality)	"	1602.79
10	Bath tab (medium quality)	"	2019.64
11	Bath tab (quality)	"	2214.64
12	Bath tab (best quality)	"	2994.64
13	Bath tab made of brick	"	1360.77
14	Bidet (medium quality)	"	928.82
15	Bidet (quality)	Pcs.	1058.82
16	Bidet (best quality)	"	1578.82
17	Shower plate (medium quality)	"	424.26
18	Shower plate (quality)	"	515.26
19	Shower plate (beast quality)	"	645.26
20	Urinals (medium quality)	"	495.20
21	Urinals (quality)	"	625.20
22	Urinals (beast quality)	"	1145.20
23	Kitchen sink (single bowel)	"	624.95
24	Kitchen sink (double bowel)	"	936.95
25	Towel rack (medium quality)	"	99.61
26	Towel rack (quality)	"	125.61
27	Towel rack (best quality)	"	522.11
28	Toilet paper holder (medium quality)	"	95.48
29	Toilet paper holder (quality)	"	114.98
30	Toilet paper holder (best quality)	"	134.48
31	Soap holder, (medium quality)	"	78.82
32	Soap holder, (quality)	"	111.32
33	Soap holder, (best quality)	"	130.82
34	Glass mirror (medium quality)	"	139.14
35	Glass mirror (quality)	"	217.14
36	Glass mirror (best quality)	"	386.14
37	Water heater (50Lit. cap)	"	1708.78
38	Water heater (80 Lit. capacity)	"	1944.49
39	Water heater (100 Lit. capacity)	"	2069.59
40	Water heater (120 Lit. capacity)	ml.	2156.79
41	½ ' galvanized steel pipe (GSP)	"	49.68
42	¾" galvanized steel pipe (GSP)	"	59.38
43	1" galvanized steel pipe (GSP)	"	80.90
44	1 & 1/2" galvanized steel pipe (GSP)	"	121.52
45	2" galvanized steel pipe (GSP)	"	159.87
46	2 & ½" galvanized steel pipe (GSP)	"	201.57
47	3" galvanized steel pipe (GSP)	"	244.04

## Factor Costs

No.	Description	Unit	Unit Cost
48	Gate valves ½"	Pcs.	78.82
49	Gate valves ¾"	"	91.17
50	Gate valves 1"	"	121.72
51	Gate valves 1 and ½"	"	250.42
52	Gate valve 2"	"	318.91
53	Gate valve 2 and ½"	"	535.12
54	Gate valves 3"	"	626.12
55	50mm. dia. PVC pipe	ml.	52.46
56	75mm. dia. PVC pipe	"	74.14
57	110mm. dia. PVC pipe	"	135.42
58	10cm. dia. Concrete pipe	"	38.98
59	15cm. dia. Concrete pipe	"	48.72
60	20cm. dia. Concrete pipe	"	65.05
61	30cm. dia. Concrete pipe	"	97.95
62	40cm. dia. Concrete pipe	"	170.56
63	60cm. dia. Concrete pipe	ml.	235.53
64	80cm. dia. Concrete pipe	"	352.49
65	100cm. dia. Concrete pipe	"	365.53
66	120cm. dia. Concrete pipe	"	427.01
67	Ø50mm vent cap	Pcs.	27.00
68	Ø110mm vent cap	"	39.00
69	1m <sup>3</sup> capacity w tank (galvanized sheet metal)	"	2595.08
70	2m <sup>3</sup> capacity water tank (galvanized sheet metal)	"	4332.97

Table 3- 14 Cost of electrical installations ABC for distribution board's

No.	Description	Unit	Unit Cost
1	ACB 10A 1ph. Including installation	No.	42.35
2	ACB 16A 1ph. Including installation	"	43.56
3	ACB 20A 1ph. Including installation	"	45.98
4	ACB 25A 1ph. Including installation	"	50.82
5	ACB 25A 3ph. Including installation	"	193.60
6	ACB 32A 1ph. Including installation	"	54.45
7	ACB 32A 3ph. Including installation	"	205.70
8	ACB 6A 1ph. Including installation	"	39.93
9	Light point including two way switch	Pt.	150.73
10	Light point including one way switch	"	122.42
11	Surface mounted light point including one way switch	"	32.15
12	Socket point 25 amp.	"	170.79

## Factor Costs

No.	Description	Unit	Unit Cost
13	Socket point 16 amp.	"	158.99
14	Socket point 10 amp.	"	155.06
15	Surface mounted socket point 10amp.	"	41.43
16	Bell call point	"	131.14
17	Telephone point	"	132.80
18	Telephone riser conduit	"	6.05
19	TV point	"	80.05
20	Bell call indicator/system/ 1'8	No.	1397.80
21	Bell call indicator/system/ 1'12	No.	1633.75
22	Bell call indicator/system/ 1'16	"	2341.60
23	Bell call indicator/system/ 1'24	"	3914.60
24	Buzzer	"	120.89
25	Fixing light fixture	"	49.80
<b>Light Fitting</b>			
26	Ceiling light (circular) 1XE27	No.	176.25
27	Chandler type salon fixture	"	2325.33
28	Ceiling light 1XE27	"	302.69
29	Louver (reflector) 2X20W	"	591.28
30	Louver (reflector) 4X20W	"	915.56
31	Metal Lux 48/33 with 3XE14,40W	"	352.30
32	Metal Lux incandescent 48/22 with 3XE14,40W	"	243.40
33	Metal Lux incandescent 48/55 with 3XE14,40W	"	243.40
34	Normal lamp 40w	"	87.68
35	Philips ' TCS 058/1/36/TLD	"	606.40
36	Philips 1X36w	"	245.75
37	Philips 2X36W	"	422.75
38	Philips HGS 101 or HPL'N 125W lamp	"	2137.05
39	Philips TLS 058/2'36	"	352.30
40	Philips TMS 012/238 with 1X36W	"	245.75
41	Philips TMW/065/136	"	524.12
42	Philips TMW/065/236	"	656.62
43	Prismatic 2X20W	"	417.04
44	Prismatic 2X40W	"	506.58

## Factor Costs

No.	Description	Unit	Unit Cost
45	RZB 2046/003 with 1XE27,20W	"	231.30
46	Salon light fixture of best quality prf. No. 8116/6c(2)	"	3437.80
<b>DISTRIBUTION BOARDS</b>			
47	SUB' Distribution board (SDB'P1)*	No.	18291.81
48	SUB' Distribution board (SDB'P2)*	"	22700.93
49	SUB' Distribution board (SDB'P3)*	"	10000.21
50	SUB' Distribution board (SDB'G1)*	"	972.77
51	SUB' Distribution board (SDB'G2)*	"	5419.64
52	Main Distribution Board(MDB) B surface mounted*	"	11996.64
53	Sub Distribution Board(SDB) semi' Recessed SDB'GF/R*	"	3182.87
54	Sub Distribution Board(SDB) semi' Recessed SDB'GF/L	"	3533.65
55	Sub Distribution Board(SDB) semi' Recessed SDB'IF/L	"	3486.46
56	Sub Distribution Board(SDB) semi' Recessed SDB	"	966.51
57	Sub Distribution Board(SDB) semi' Recessed Sub Distribution Board(SDB)	"	950.78
58	Sub Distribution Board(SDB) for G+4 flush mounted*	"	12559.97
59	Distribution board, 12ACB cap, flush mounted	"	449.43
60	Distribution board, 12ACB cap, flush mounted (G+1)	"	465.16
<b>POWER CABLES</b>			
61	4X4mm <sup>2</sup>	ml.	11.93
62	4X6mm <sup>2</sup>	"	20.01
63	4X10mm <sup>2</sup>	"	34.42
64	4X16mm <sup>2</sup>	"	57.91
65	3X35mm <sup>2</sup> + 16mm <sup>2</sup>	"	85.09
66	3X70mm <sup>2</sup> + 35mm <sup>2</sup>	"	181.65
67	3X95mm <sup>2</sup> + 50mm <sup>2</sup>	"	281.45
68	3X120mm <sup>2</sup> + 70mm <sup>2</sup>	"	396.03
69	3X185mm <sup>2</sup> + 95mm <sup>2</sup>	"	532.13
70	3X6mm <sup>2</sup>	"	5.00
71	3X10mm <sup>2</sup>	"	8.60
72	3X50mm <sup>2</sup>	"	35.11
73	3X70mm <sup>2</sup>	"	52.71

**Note:-\*** Denotes legman, ABB or equivalent board

**Source:** Construction and Business Bank

**Table 3- 15 Cost of painting**

No	Product Types	Unit	Selling Price
1	Super 101	gallon	135.50
2	Super 102	"	120.00
3	Super 103	"	121.00

No	Product Types	Unit	Selling Price
4	Kokeb 401	"	209.00
5	Kokeb 417	"	213.00
6	Kokeb 460	"	220.00

**Note:**-from No1 – 3 is Plastic emulsion well paints for internal and external well  
From No 4 -5 is kokeb gloss Synthetic Enamel for wood and Metal Surfaces

**Source:** Nefas silk Plastic Well Paints

### 3.2 Selling Prices of Buildings

The average selling prices of different middle class apartments in the location of CMC No-2 and villas by Sunshine Construction PLC in Addis Ababa are shown in the following Tables.

Table 3- 16 Average selling prices of type “A” middle class apartments

Floor	Building type	No. of Bed Rooms	Total Area ( m <sup>2</sup> )	Charge in USD	
				Total price ( with VAT)	price ( with VAT) / M <sup>2</sup>
Ground	B14 -- G--1	3	170.05	100.042.83	588.31
	B14 -- G--2	2	94.70	55713.35	588.31
	B14 -- G--3	2	105.34	61973.02	588.31
1st Floor	B14 -- 1--1	3	171.00	100607.73	588.31
	B14-- 1--2	2	122.47	72050.84	588.31
	B14 -- 1--3	2	105.90	62302.47	588.31
2nd Floor	B14--2--1	3	171.00	100607.73	588.31
	B14 --2--2	2	122.47	72050.84	588.31
	B14 --2--3	2	105.90	62302.47	588.31
3 rd Floor	B14 --3--1	3	171.00	93329.31	545.79
	B14 --3--2	2	122.47	66.842.34	545.79
	B14 --3--3	2	105.90	57798.68	545.79
4th Floor	B14 --4--1	3	171.00	93329.31	545.79
	B1 --4--2	2	122.47	66.842.34	545.79
	B14 --4--3	2	105.90	57798.68	545.79

**Source:** Sunshine Construction PLC

Table 3- 17 Average selling prices of type “D” middle class apartments

Floor	Building type	No. of Bed Rooms	Total Area ( m2)	Charge in USD	
				Total price ( with VAT)	price ( with VAT) / M <sup>2</sup>
Ground	B1 -- G--1	2	84.56	53103.42	628.00
	B1 -- G--2	1	56.36	35393.91	628.00
	B1 -- G--3	2	89.40	56142.93	628.00
	B1—G--4	Studio	18.98	11919.38	628.00
1st Floor	B1 -- 1--1	2	84.56	53103.42	628.00
	B1-- 1--2	1	56.36	35393.91	628.00
	B1 -- 1--3	2	88.64	55615.41	627.43
	B1--1-- 4	Studio	30.84	19367.43	628.00
2nd Floor	B1--2--1	2	84.56	53103.42	628.00
	B1 --2--2	1	56.36	35393.91	628.00
	B1 --2--3	2	88.64	55615.41	627.43
	B1--2--4	Studio	30.84	19367.43	628.00
3 rd Floor	B1 --3--1	2	84.56	49264.62	582.60



Floor	Building type	No. of Bed Rooms	Total Area ( m2)	Charge in USD	
				Total price ( with VAT)	price ( with VAT) / M <sup>2</sup>
4th Floor	B1 --3--2	1	56.36	32835.31	582.60
	B1 --3--3	2	88.64	51595.02	582.60
	B1—3--4	Studio	30.84	17967.37	582.60
	B1 --4--1	2	84.56	49264.62	582.60
	B1 --4--2	1	56.36	32835.31	582.60
	B1 --4--3	2	88.64	51595.02	582.60
	B1--4--4	Studio	30.84	17967.37	582.60

Source: Sunshine Construction PLC

Table 3- 18 Average selling prices of villas in Addis Ababa

Class of house	House Type	Plot Area/m2	Total amount of House (USD)
Low cost Villa	175-A	175	112180.07
	175-B	175	110461.56
middle class villa	250-A	270	191594.72
	250-E	270	158307.52
	250-F	270	159910.64

Source: Sunshine Construction PLC

Similarly, the average selling prices of different apartments by Gift Real Estate Pvt.Ltd.Co in Addis Ababa are shown in the following table.

Table 3- 19 Average selling prices apartment buildings in Addis Ababa

Building type	No. of Bed Rooms	Total Area ( m2)	Price	VAT 15%	Total price ( with VAT)	Advance Payment
G +3	3	123.21	1250581.50	187587.23	1438168.73	Min.20%
	2	105.17	1067475.50	160121.33	1227596.83	Min.20%
	1	48.61	493391.50	74008.73	567400.23	Min.20%

Source: Gift Real Estate Pvt.Ltd.Co

Table 3- 20 Average selling prices of villas in Addis Ababa

Building type	Total Area (m2)	House cost	VAT 15%	Total price ( with VAT)
Town house B <sub>0</sub>	159.6	1845724.83	276858.73	2122583.56
350 AB	372.90	3988301.39	598245.21	4586.546.60
250 B <sub>1</sub>	229	2902947.33	435.442.10	3338389.43

Source: Gift Real Estate Pvt.Ltd.Co

## Part 4: TARIFFS

### 4.1 Electricity Tariffs

#### 4.1.1 Energy Tariffs

Electricity charges vary according to different categories of users. There are also different tariff categories and blocks within each user category. The "domestic" tariff category includes dwelling houses, government schools, health institutions, religious places, libraries, research centers and water service centers. The "general" category includes government offices, private offices, international organizations, embassies, and most business sectors excluding industries. Industries are included in the third, fourth and fifth categories. The current energy tariffs for different categories and blocks are shown in the following table.

Table 4 - 1 Energy tariff rates by different user categories

S/N	Tariff category & block ID.	Monthly consumption (kwh)	Fee (Birr/kwh)
1	Domestic		
	Equivalent flat rate		0.4735
	1 <sup>st</sup> Block	0-50	0.2730
	2 <sup>nd</sup> Block	51-100	0.3564
	3 <sup>rd</sup> Block	101-200	0.4993
	4 <sup>th</sup> Block	201-300	0.5500
	5 <sup>th</sup> Block	301-400	0.5666
	6 <sup>th</sup> Block	401-500	0.5880
	7 <sup>th</sup> Block	Above 500	0.6943
2	General		
	Equivalent flat rate		0.6723
	1 <sup>st</sup> block		0.6088
	2 <sup>nd</sup> Block		0.6943
3	Low Voltage Time of Day Industry		
	Equivalent flat rate		0.5778
	Peak		0.7426
	Off-Peak		0.5453
4	High Voltage Industry @ 15 KV		
	Equivalent flat rate		0.4086
	Peak		0.5085
	Off-Peak		0.3933
5	High Voltage Industry @ 132 KV		
	Equivalent flat rate		0.3805
	Peak		0.4736
	Off-Peak		0.3664
	Street Light tariff		
	Equivalent flat rate		0.4843

Source: Ethiopian Electric Power Corporation (EEPCCO).

### 4.1.2 Service Charges

There is also a service charge that a customer pays together with the energy price for the services provided by the Corporation. Service charge rates also vary according to the categories and blocks of users as shown below.

Table 4- 2 Service charges by different user categories

No.	Tariff Name	Birr/Month
1	. Domestic Sector	
	Single phase: Kwh/month	
	0 – 25	1.40
	26 – 50	3.404
	51 – 105	6.820
	106 – 300	10.236
	Above 300	13.652
	Three phase	17.056
	Active/Reactive	37.564
2	. General Sector	
	Single phase	14.494
	Three phase	22.558
	Active/Reactive	35.258
3	Low voltage Time-of-Day Industry Tariff	
	Three phase	54.009
4	High voltage Time-of-Day Industry Tariff (15 kv)	
	Three phase	54.009
5	High voltage Time-of-Day Industry Tariff (132 kv)	
	Three phase	54.009
6	Street light tariff	
	Single phase	14.494
	Three phase	22.558
	Active/Reactive	35.258

Source: Ethiopian Electric Power Corporation (EEPCCO).

## 4.2 Water Tariffs

In Addis Ababa, water charges vary depending on the tariffs set for different consumptions. Accordingly, the current consumption charges and monthly water counter (meter) rent are shown in the following table.

Table 4- 3 Charges by monthly water consumption

No.	water consumption( m3)	Birr /m3
1	0 - 7	1.75
2	8 - 20	3.80
3	21 - 40	4.75
4	41 - 100	5.95
5	101 – 300	7.45
6	301 - 501	9.30
7	>501	11.60

Table 4- 4 Monthly counter rent by water counter

No.	Size of the water meter (in inches)	Counter rent(Birr)
1	½	1.35
2	¾	1.50
3	1	2.25
4	1 ¼	2.85
5	1 ½	4.05
6	2	6.25
7	2 ½	7.65
8	3	9.05
9	4	10.75
10	5	12.45
11	6	14.05

**Note:** Domestic customer shall be subject to progressive tariff depending on the amount of consumption. Non-domestic customers are manufacturing industries and others. They shall pay the amount computed at a flat rate on the category level the consumption is reached. For Example:-100 m<sup>3</sup>X5.95=595 Birr must be paid.

**Source:** Addis Ababa Water and Sewerage Authority

## 4.3 Ethio-Telecom Tariffs

The construction, operation, maintenance and expansion of telecom services are performed by the Ethio Telecom. It also provides fixed line, mobile, internet and other communication and broadband multimedia services. The telecom tariff categories vary depending on their customers. The first one is residential tariff and the other is enterprise tariff which are shown below.

### 4.3.1 Residential Tariff

#### A) Mobile services

Table 4- 5 Mobile (GSM and CDMA2000) charges (Birr)

No	Type of Fee	Post Paid	Pre-paid
1	Initial Subscription	414.40	40.00 (*1)
2	Renewal (without SIM card)	250.64	60.00
3	Renewal (with SIM card)	---	45.00
4	Change of subscriber name (without SIM card)	414.40	60.00
5	Change of subscriber name (with SIM card)	---	45.00
6	SIM Card Replacement	45.00	45.00
7	Monthly Rent	28.75	---
8	Change from post paid to prepaid	60	
9	Change from prepaid to post paid	414.40	

**Note:** Total amount Including VAT

**Source:** Ethio - telecom ([www.ethiotelecom.et](http://www.ethiotelecom.et))

Table 4- 6 (GSM, CDMA 2000 and WCDMA) Mobile to Mobile, Mobile to Fixed and Fixed to Mobile Local Calling Rate (Birr)

Peak hours	Off Peak hours
0.72	0.30

**Note:** - No tariff zones (flat tariff rate)

- Peak hours from 7am to 9pm, except for Sunday and public holidays
- Off peak hours 9 PM - 7 AM + Sunday + public holidays
- 15 % VAT will be added on the charges
- The tariff apply for any call that involves from mobile

**Source:** Ethio - telecom ([www.ethiotelecom.et](http://www.ethiotelecom.et))

Table 4- 7 SMS Usage charge (Birr/SMS)

Local SMS	International SMS
0.30 cents	3.80 (Djibouti)
	5.30 (Rest of the world)

**Note:** - 15% VAT will be added on all charges

-SMS charge is applicable for CDMA, WCDMA and GSM mobile

**Source:** Ethio - telecom ([www.ethiotelecom.et](http://www.ethiotelecom.et))

Table 4- 8 CDMA Usage charge (Birr)

Peak hours	Off Peak hours
0.72	0.30

**Note:** - No tariff zones (flat tariff rate)

- Peak hours from 7am to 9pm, except for Sunday and public holidays
- Off peak hours 9 PM - 7 AM + Sunday + public holidays
- 15 % VAT will be added on the charges
- The tariff apply for any call that involves from mobile

**Source:** Ethio - telecom ([www.ethiotelecom.et](http://www.ethiotelecom.et))

Table 4- 9 WCDMA/3G mobile subscription and related charge (Birr)

No	Type of Fee	Post Paid	Pre-paid
1	Initial Subscription	541.00	212.00
2	Renewal	326.60	135.20
3	Change of subscriber name	541.00	197.00
4	SIM Card Replacement	45.00	45.00
5	Monthly Rent	57.50	---

**Note:** Total amount including VAT

**Source:** Ethio - telecom (www.ethiotelecom.et)

Table 4- 10 Video call usage charge (Birr/minute)

Service Type	Local calls (Addis Ababa)	International Calls	
		Djibouti	Rest of the world
Video call	1.20	28.95	32.16

**Note:** Voice call charge is the same as GSM mobile service

**Source:** Ethio - telecom (www.ethiotelecom.et)

Table 4- 11 MMS: Usage fee (Birr)

Service Type	Charge per MMS
Local MMS	0.60
International MMS	5.30

**Note:** 15% VAT will be added

**Source:** Ethio - telecom (www.ethiotelecom.et)

## B) Internet services

Mobile Internet charge Usage Fee: 0.04/100Kb

Table 4- 12 CDMA (2000) 1x data (Birr)

No	Type of Fee	Post paid	Pre-paid
1	Initial Subscription	161.00	151.00
2	Upgrade to 1x data with voice	399.40	55.00
3	Renewal	98.60	98.60
4	Change of pre paid to post paid	161.00	35.00
5	Change of Subscription	161.00	136.00
6	Change of Subscription with renewal	161.00	151.00
7	Monthly Rent	46.00	---

**Note:** Total amount including 15%VAT

**Source:** Ethio - telecom (www.ethiotelecom)

Table 4- 13 Usage Charge for CDMA (2000) 1X data only

Mode of payment	Free bundled minutes	Payment period	Charge above bundled minutes(Birr/minute)	
			Less than 1300 Minutes	More than 1300 minutes
Post paid	600	Peak	0.10	0.07
		Off peak	0.07	0.04
Pre-paid	0	Peak	0.10	0.07
		Off peak	0.07	0.04

**Note :** -15% VAT will be added

**Source** -Ethio - telecom (www.ethiotelecom)

Table 4- 14 EVDO Package and Pricing

NO	Package	Subscription	Monthly Charge (Birr)	OOB(Mbyte)
1	1 Gbyte	230	300	0.35
2	2 Gbyte	230	500	0.35
3	4 Gbyte	230	700	0.35

**Note:** -All price are inclusive of VAT  
 - Prices do not include EVDO dongle  
 - OOB: out of bundle (Mbytes)

**Source:** Ethio - telecom (www.ethiotelecom)

Table 4- 15 ADSL Package and pricing business and residential (Capped bundle)

No	Package	Subscription	Monthly Charge	OOB(Mbyte)
1	512 Kbps	512 Kbps	400	2 GB
2	1 Mbps	1 Mbps	400	4 GB
3	2 Mbps	2 Mbps	400	6 GB

**Note:** - All prices are inclusive of VAT  
 - OOB: out of bundle (Mbytes)  
 -The cost of CPE will be covered by the subscriber

**Source:** Ethio - telecom (www.ethiotelecom)

Table 4- 16 Charges for dialup internet services

No.	Description	Birr
1	Subscription fee (initial payment)	101.74
2	Monthly minimum usage charge (Birr)	40.00
3	Minimum utilization	600 minute
4	Utilization charge (Birr)	
	Peak -hour	0.10
	Off- peak hour	0.07
	Peak hour (> 1300 minutes)	0.07
	Off- peak hour (> 1300 minutes)	0.04
	PSTN Dial Up connection	Free

**Note:** - Peak- hour from 8 AM - 6 PM, Monday – Friday  
 -Off- peak hour from 6 PM - 8 AM, Monday - Friday, Saturday, Sunday and public Holidays.  
 -Guarantee deposit should not be added.  
 -15% VAT will be added

**Source:** Ethio - telecom ([www.ethiotelecom](http://www.ethiotelecom))

C) Fixed Line services

Table 4- 17 Fixed line subscription fee

Description	Charge (Birr)
Subscription fee	242
Monthly Rent for Residential	8

Note: 15% VAT will be added

Source: Ethio - telecom ([www.ethiotelecom](http://www.ethiotelecom))

Table 4- 18 Fixed line usage charge

Birr/minute								
Peak -hours			Off –peak hours 1			Off –peak hours 2		
With in town(*1)	B/n different towns (*2)	B/n different tariff zones(*3)	With in a town(*1)	B/n different towns (*2)	B/n different tariff zones(*3)	With in a town(*1)	B/n different towns (*2)	B/n different tariff zones(*3)
0.20	0.40	1.20	0.20	0.25	1.00	0.20	0.20	0.50

Note: - 15% VAT will be added on all charges

- Peak- hours refer to 8AM– 8 PM from Mondays - Saturday
- Off -peak hour refers to from 8 PM – 8 AM, Monday – Saturday, Sundays and public holidays.
- (\*1) With in a town, i.e., Intraswitch (per 6 minutes)
- (\*2) B/n different towns of the same tariff zone (per minute)
- (\*3) B/n different tariff zones, i.e., inter-switch (per minute)

Source: Ethio - telecom ([www.ethiotelecom](http://www.ethiotelecom))

Table 4- 19 Bulk SMS charges for commercial and non-commercial purpose (Birr)

Category	From	To	Unit charge without VAT 15%	VAT (15%)	Unit charge including VAT15%	Total amount Including VAT15%	
	a	b	c	d=c*0.15	e=c+d	f	g
1	4,000	25,000	0.120	0.01800	0.13800	552.00	3,450.00
2	25,001	50,000	0.095	0.01425	0.10925	3,45.11	6,181.25
3	50,001	75,000	0.090	0.01350	0.10350	6,181.35	8,768.75
4	75,001	100,000	0.085	0.01275	0.09775	8,768.85	11,212.50
5	100,001	200,000	0.075	0.01125	0.08625	11,212.59	19,837.50
6	200,001	300,000	0.065	0.00975	0.07475	19,837.57	27,312.50
7	300,001	400,000	0.055	0.00825	0.06325	27,312.56	33,637.50
8	400,001	500,000	0.045	0.00675	0.05175	33,637.55	38,812.50
9	500,001	600,000	0.035	0.00525	0.04025	38,812.54	42,837.50
10	600,001	700,000	0.025	0.00375	0.02875	42,837.53	45,712.50
11	700,001	1,000,000	0.015	0.00225	0.01725	45,712.52	50,887.50
12	1,000,001	2,000,000	0.014	0.00210	0.01610	50,887.52	66,987.50
13	2,000,001	3,000,000	0.013	0.00195	0.01495	66,987.51	81,937.50
14	3,000,001	5,000,000	0.012	0.00180	0.01380	81,937.51	109,537.50
15	5,000,001	7,000,000	0.011	0.00165	0.01265	109,537.51	134,837.50
16	7,000,001	Unlimited	0.010	0.00150	0.01150	134,837.51	

Source: Ethio - telecom ([www.ethiotelecom](http://www.ethiotelecom))



Table 4- 20 Call charges for CDMA 2000 fixed (limited mobility) (Birr)

No	Type of Fee	Post paid	Pre-paid
1	Initial Subscription	283.30	85.00
2	Renewal	171.98	59.00
3	Change of pre paid to post paid	283.30	20.00
4	Change of Subscription	283.30	70.00
5	Change of Subscription with renewal	283.30	85.00
6	Monthly Rent Residential	9.20	---

**Note:** -Total amount including 15% VAT

-Usage charge: It is the same as that of fixed telephone usage charge

**Source:** Ethio - telecom (www.ethiotelecom)

### 4.3.2 Enterprise Tariff

Enterprise tariffs are similar to the above residential tariffs. But some tariffs which are not in the residential tariffs are shown in the following table.

Table 4- 21 GOTA Services charge

Type of service	Members /Group	Subscription Charge (Members/ Birr/)	Monthly Rental Charge (Members /Birr)
GOTA without Voice	≥ 2	143	77

**Note:** All prices are subjected to 15% VAT

**Source:** Ethio – telecom ([www.ethiotelecom](http://www.ethiotelecom))

Table 4- 22 Inbound roamers-international call tariff

Tariff Zones	Charge (Birr/minute)	
	Peak hours	Off-Peak hours
Zone 1 ( Africa)	12.58	12.58
Zone 2 (Europe and North America)	15.725	15.725
Zone 3 (Middle East)	19.125	19.125
Zone 4 (Rest of the World)	24.225	24.225

**Note:** -All prices are subjected to 15% VAT

-Peak- hours refer to 8AM– 8 PM from Mondays – Saturday

-Off -peak hours refers to from 8 PM – 8 AM, Monday – Saturday, Sundays and public holidays.

**Source:** Ethio - telecom (www.ethiotelecom)

Table 4- 23 Roaming-incoming call tariff

Time Band	Charge (Birr/minute)	
	Peak hours	Off Peak hours
Incoming call tariff (receiving calls)	2.856	1.734

**Note:** - All prices are subjected to 15% VAT

-Peak- hour refers to 8AM– 8 PM from Mondays – Saturday

- Off -peak hours refers to from 8 PM – 8 AM, Monday – Saturday, Sundays and public holidays.

**Source:** Ethio - telecom (www.ethiotelecom)

Table 4- 24 International tariff for calls to satellite

Satellite Network		Charge (Birr/minute)	
		Peak hours	Off Peak hours
Inmarsat	Inmarsat A	67.56	67.56
	Inmarsat B	48.31	48.31
	Inmarsat B/HSD	117.67	117.67
	Inmarsat M	38.59	38.59
	Inmarsat Mini/M	32.88	32.88
	Inmarsat ISDN (M4)	135.75	135.75
	Inmarsat AERO	108.05	108.05
	Inmarsat BGAN	61.85	61.85
Thuraya		40.60	40.60
Iridium		48.84	48.84
International Networks		73.47	73.47
Global Star & Elipso		47.47	47.47

**Note:** - All prices are subjected to 15% VAT  
 - Peak- hours refer to 8AM– 8 PM from Mondays – Saturday  
 - Off -peak hour refers to from 8 PM – 8 AM, Monday – Saturday, Sundays and public holidays.

**Source:** Ethio - telecom (www.ethiotelecom)

Table 4- 25 Fax Service

NO	Service Type	Charge (Birr/minute)
1	Fax with in a town	0.17
2	Fax b/n different towns of the same tariff zone	0.34
3	Fax b/n different tariff zones	1.02
4	Fax to Djibouti	5.95
5	Fax to the rest of the world	8.50

**Note:-** All Prices are subjected to 15% VAT

**Source:** Ethio - telecom (www.ethiotelecom)

Table 4- 26 ADSL (Fixed Broad-Band Internet)

NO	Speed	Monthly Charge (Birr/minute)	
		BB Internet	Subscription
1	512 mb/s	950	348
2	1 mb/s	1,700.00	348
3	2 mb/s	3,075.00	348
4	3 mb/s	4,785.00	348
5	4 mb/s	5,550.00	348

**Note:** - With unlimited bundle  
 - FUP is Fair Usage Policy and OOB: Out Of Bundle (Mbytes)  
 - Price greater than 4 Mbps is: price= price of 4 Mbps + 1208\* (X), where x is additional speed needed.  
 -The tariff does not include cost of CPE  
 - Contracts are all post paid and are for 24 months  
 - All Prices are exclusive of 15% VAT

**Source:** Ethio - telecom ([www.ethiotelecom](http://www.ethiotelecom))

Table 4- 27 BB Internet and VPN Unlimited usage and access Charge (Birr)

speed	BB Internet		Wired VPN (MPLS)		Wireless VPN (MPLS)		EVDO VPN (MPLS)	
	Monthly	Subscription	Monthly	Subscription	Monthly	Subscription	Monthly	Subscription
512 KB/S	950.00	348.00	1,425.00	7,630.02	1,662.50	7,630.02	1,900.00	7,630.02
1 MB/S	1,700.00	348.00	2,550.00	15,260.05	2,975.00			
2 MB/S	3,075.00	348.00	4,612.50	27,468.09	5,381.25			
3 MB/S	4,775.00	348.00	7,162.50	41,202.13	8,356.25			
4 MB/S	5,550.00	348.00	8,325.00	45,780.14	9,712.50			
6 MB/S	7,966.00	348.00	11,949.00	68,670.22	13,940.50			
10 MB/S	12,798.00	348.00	19,197.00	114,450.36	22,396.50			
12 MB/S	15,214.00	348.00	22,821.00	137,340.43	26,624.50			
15MB/S	18,838.00	348.00	28,257.00	171,675.54	32,966.50			
20 MB/S	24,878.00	348.00	37,317.00	228,900.72	43,536.50			
25 MB/S	30,918.00	348.00	46,377.00	286,125.90	54,106.50			
30 MB/S	36,958.00	348.00	55,437.00	343,351.08	64,676.50			
35 MB/S	42,998.00	348.00	64,497.00	343,351.08	75,246.50			
40MB/S	49,038.00	348.00	73,557.00	457,801.44	85,816.50			
45 MB/S	55,078.00	348.00	82,617.00	515,026.62	96,386.50			
50 MB/S	61,118.00	348.00	91,677.00	572,251.80	106,956.50			
60 MB/S	73,198.00	348.00	109,797.00	686,702.16				
80 MB/S	97,358.00	348.00	146,037.00	915,602.88				
100 MB/S	121,518.00	348.00	182,277.00	1,144,503.60				

Note: All prices are exclusive of 15% VAT

Source: Ethio - telecom (www.ethiotelecom)

Table 4- 28 Value add services (VAS) on GSM & WCDMA Charge (Birr)

Service Type	Subscription	Monthly	National	International
SMS		-	0.30/ SMS	3.80 per SMS to Djibouti & 5.30 per SMS to the rest of the world
Call Barring National & International	38	30	Free	Free
Call Barring National or International	19	15	Free	Free
Conference call	Free	Free		Free
Call Waiting	Free	Free	Free	Free
Call Divert	Free	Free		Free
Voice Mail	6.454	Free		Free
GPRS	Free	Free	0.04/100kb	
Video calling (Only on WDMA)	Free	Free	12	28.95 to Djibuti & 32.16 to the rest of the world
MMS(Only on WCDMA)	Free	Free	0.60	5.30
HSDPA(high speed Data package access)	819.00	1,125.00		

Note: - If the call is diverted to a different tariff zones (out side the country), the caller will be charged.

- only the amount up to the diverted phone and the diverter will be charged the difference

-All Prices are subjected to 15% VAT

Source: Ethio - telecom (www.ethiotelecom)

Table 4- 29 Value add services (VAS) on CDMA2000 Mobile

Service Type	Subscription Charge (Birr)	Monthly Charge (Birr)	Usage charge(Birr)	
			National	International
SMS	Free	No	0.255birr per SMS	3.23birr for Djibouti 4.5birr for other world countries per SMS
Call divert	Free	No		No
Call waiting	Free	No		No

**Note:** All Prices are subjected to 15% VAT

**Source:** Ethio – telecom ([www.ethiotelecom](http://www.ethiotelecom))

Table 4- 30 Value add services (VAS) on other services

Service Type	Fee
Emergency Services (907, 939, 945, 991)	Free
Directory Services (889,902,994, 997)	Charged as national calls
Toll Free Numbers (1-800 numbers)	Not applicable
Call Forwarding Services	To national number Charged as national calls
	To international number Charged as international calls

**Note:** All prices are subjected to 15% VAT

**Source:** Ethio – telecom ([www.ethiotelecom](http://www.ethiotelecom))

Table 4- 31 Value add services (VAS) on the Internet

No	Service type	Subscription (Birr)	Monthly Rent (Birr)	Usage Charge (Birr)
1	<a href="http://www.ethiotelecom.et/">http://www.ethiotelecom.et/</a> your name	Free	Free	21.25 /file
2	Domain name registration <a href="http://www.yourdomain.et">http://www.yourdomain.et</a>	355.80(set up )	425.00 /year	Free
3	IP Address	Free	15.30	
4	One IP Address		3.40	
5	Virtual IP Address			
6	For Additional E-mail Box	Free	17.00	Free
7	Visiting Fee	42.50	Free	Free
8	Hard disk rent for:	Free	Free	15.30/MB
9	- HTML files			35.70/MB
10	- Audi/video and database file			
11	Graphic Scanning	Free	Free	42.50 /image
12	A page containing more than 10 links to a different location or link to your e-mail address includes verifying links	Free	Free	1.70 /Link
13	Counters	85	Free	Free
14	Tables layout per file	Free	Free	42.50 / file
15	Lay out per table element	Free	Free	1.70/ table element

**Note:-** All prices are subjected to 15% VAT

**Source:** Ethio – telecom ([www.ethiotelecom](http://www.ethiotelecom))

**Table 4- 32 Value add services (VAS) on the Internet**

NO	Service type	Subscription Charge (Birr)	Monthly Rent
1	Image map Layout	Free	Free
2	Custom forms lay out	59.10	Free
3	Custom forms lay out per field	Free	Free
4	Graphic designing	Free	Free
5	Sound, for 1hr real media video production	Free	Free
6	Video for 1hr real media video production	Free	Free
7	Custom logo design	Free	Free
8	Multimedia authorizing, shock wave file, quick time movies and PDF files	Free	Free
9	Interactive page designing using CGI, java script and others	Free	Free
10	Database development	Free	Free
11	Banner Advertisement hosting (page with animation)	Free	340.00

**Note:-** All prices are subjected to 15% VAT

**Source:** Ethio – telecom ([www.ethiotelecom](http://www.ethiotelecom))

**Table 4- 33 Value add services (VAS) and supplementary services on fixed line**

No	Service Type	Subscription Charge(Birr)	Monthly Charge(Birr)	Usage Charge(Birr)
1	Call Barring   Local		17.00	Free
2	STD			
3	ISD	255.00	42.50	3.00
4	IDD Barring	25.50	14.45	Free
5	IDD de-barring	Free	Monthly rent needs adjustment	
6	Call Waiting	Free	Free	Normal Fixed Telephone rates
7	Call Divert	Free	Free	Normal Fixed Telephone rates*
8	Short no. calls	205.70	14.45	Normal Fixed Telephone rates
9	Don't Disturb	6.45	Free	Free
10	Hotline- Immediate	11.90	30	
11	- Delayed			Normal Fixed Telephone rates
12	Alarm call/Wake-up call	Free	Free	Normal Fixed Telephone rates
13	Abbreviated dialing	Free	Free	Normal Fixed Telephone rates
14	Conference call	Free	Free	Normal Fixed Telephone rates
15	Free Phone Service (FP)	Free	Free	Normal Fixed Telephone rates

**Note:-** All prices are subjected to 15% VAT

**Source:** Ethio – telecom ([www.ethiotelecom](http://www.ethiotelecom))

## D) Short code services

Short codes (also known as short numbers) are significantly shorter than full digit telephone numbers (eg.888).and also the short codes are classified in to four distinct categories: Platinum, Gold, Silver and Bronze. Available short codes are within the range of 8000-8999

Table 4- 34 short code service charge

No	Type	Subscription Charge(Birr)	Monthly Rent (Birr)
1	Platinum	15,000	10,000
2	Gold	10,000	5,000
3	Silver	5,000	3,500
4	Bronze	2,500	2,500

**Note:** -All prices are subjected to 15% VAT

-All short codes are four digits

**Source:** Ethio – telecom ([www.ethiotelecom](http://www.ethiotelecom))

### 4.3.3 Fax Services

Table 4- 35 Access fee and rental payment

No.	Service type	Initial payment (Birr)	Rent (Birr/month)
1	Fax machine supplied by subscriber and to be installed and maintained by ETC	437.00	60
2	Fax machine supplied and to be maintained by the subscriber	437.00	17

**Note:** - Currently ETC does not provide the service.

- Direct line installation and monthly payments are included in the above charges of 15%

- VAT will be added on all charges

**Source:** Ethio – telecom ([www.ethiotelecom](http://www.ethiotelecom))

Table 4- 36 Fax usage charge

No.	Service Type	Charge(Birr/minute)
1	Fax with in a town	0.20
2	Fax b/n different towns of the same tariff zone	0.40
3	Fax b/n different tariff zones	1.20
4	Fax to Djibouti	7.00
5	Fax to the rest of the world	10.00

**Note:** -15% VAT will be added on all charges

-For fax to be sent with in a town are charged per minute

**Source:** Ethio – telecom ([www.ethiotelecom](http://www.ethiotelecom))

### 4.3.4 Telex Services

Table 4- 37 Access and monthly rental payment

Service type		Initial/ access charge (Birr)			Monthly rental (Birr)	
		Installation	Direct line	Air line distance	Maintenance and other cost	Direct line
Type T1,200	Local	10,093.00	305.00	-	208.00	17.00
	Inter Urban			1300.00		
Type T 100,300,1000	Local	1,375.00	305.00	-	140.00	17.00

**Note:** 15% VAT will be added on the above charges

**Source:** Ethio – telecom (www.ethiotelecom)

Table 4- 38 Inter-urban call charges

Rate code	Distance ( Kms)	Charge(Birr/minute)
1	up to 200	0.20
2	201-300	0.30
3	301-500	0.35
4	501-700	0.50
5	701-900	0.60
6	901-1100	0.70
7	1101-1300	0.80
8	1301-1500	0.95
9	1501-1700	1.05
10	Above 1700	1.15
Average tariff per minute		0.66

**Source:** Ethio – telecom (www.ethiotelecom)

### 4.3.5 Telegram Services

Table 4- 39 Telegram charges by destination

Destination		Charge per word(Birr)	
National		Ordinary	Urgent
		0.10	0.20
International	Africa	2.00	
	Europe	2.20	
	Asia	2.45	
	America	2.50	

**Note:** The charges do not indicate whether or not VAT is included

**Source:** Ethio – telecom (www.ethiotelecom)

### 4.3.6 Mobile (GSM) Services

#### A) Domestic services

Table 4- 40 Matrix of mobile (GSM, CDMA and WCDMA) to mobile call charges (Birr)

Calling / called number segments	0911, 0912, 0913, 0916, 0917			914			915			918		
	Peak hours	Off-peak hour 1	Off-peak hour 2	Peak hours	Off-peak hour 1	Off-peak hour 2	Peak hours	Off-peak hour 1	Off-peak hour 2	Peak hours	Off-peak hour 1	Off-peak hour 2
0911, 0912, 0913, 916, 917	0.72	0.3	0.15	1.5	1.25	0.63	1.5	1.25	0.63	1.5	1.25	0.63
914	1.5	1.25	0.63	0.72	0.3	0.15	1.5	1.25	0.63	1.5	1.25	0.63
915	1.5	1.25	0.63	1.5	1.25	0.63	0.72	0.3	0.15	1.5	1.25	0.63
918	1.5	1.25	0.63	1.5	1.25	0.63	1.5	1.25	0.63	0.15	0.3	0.15

Table 4- 41 Matrix of mobile to fixed or fixed to mobile call charges (Birr)

Calling / called Number Segments	T4, T5, T6, T7, T10, T11			T1, T3			T8, T9			T2		
	Peak hours	Off-peak hour 1	Off-peak hour 2	Peak hours	Off-peak hour 1	Off-peak hour 2	Peak hours	Off-peak hour 1	Off-peak hour 2	Peak hours	Off-peak hour 1	Off-peak hour 2
0911, 912, 0913, 916, 917	0.72	0.3	0.15	1.5	1.25	0.63	1.5	1.25	0.63	1.5	1.25	0.63
914	1.5	1.25	0.63	0.72	0.3	0.15	1.5	1.25	0.63	1.5	1.25	0.63
915	1.5	1.25	0.63	1.5	1.25	0.63	0.72	0.3	0.15	1.5	1.25	0.63
918	1.5	1.25	0.63	1.5	1.25	0.63	1.5	1.25	0.63	0.72	0.3	0.15

**Note:** -15% VAT will be added on all charges

- Peak hours- 8:00AM-8:00PM from Mondays-Saturdays

- Off Peak-hours from Mondays – Saturdays, 8:00PM-12:00PM and 6:00AM to 8:00AM, and on Sunday and holly days from 6:00 AM to 12:00 PM

**Source:** Ethio – telecom (www.ethiotelecom)

Table 4- 42 Transfer Charges from post-paid to pre-paid (Birr)

Access Fee*			SIM-Card			Stamp Duty*	Default Air-time fee			Total Including VAT
Fee	VAT (15%)	Sub-Total	Unit Price	VAT (15%)	Sub-Total		Fee	VAT (15%)	Sub-Total	
Free	–	–	13.04	1.96	15.00	Free	21.74	3.26	25.00	40.00

**Note:** The customer has already paid the access fee and stamp duty, before transferring from post -paid to pre-paid

**Source:** Ethio – telecom (www.ethiotelecom)



### 4.3.7 CDMA 2000 Services

Table 4- 43 Call charges for CDMA 2000 (full mobility) to fixed (limited mobility) or vice versa

Birr/minute							
Peak -hours			Off –peak hours			International call	
With in town	B/n d/t towns of the same tariff zone	B/n d/t tariff zones	With in a town	B/n d/t towns of the same tariff zone	B/n d/t tariff zones	Djibouti	Rest of world
0.20/six minutes	0.40	1.20	0.20	0.25	1.00	7.00	10.00

**Note:** -15% VAT will be added on all charges

- Peak- hour refers to 8AM– 8 PM from Mondays - Saturday
- Off -peak hourrefers to from 8 PM – 8 AM, Monday – Saturday, Sundays and public holidays.
- International call is not allowed for post-paid CDMA as fixed customers and the above tariff is only applicable under pre-paid modality.

**Source:** Ethio – telecom (www.ethiotelecom)

Table 4- 44 Call charges for CDMA2000 (full mobility) to fixed (Limited mobility) or vice versa(Birr)

Tariff zones	T4, T5,T6,T7,T10,T11	T1,T3	T8,T9	T2	International call
Zone 1	0.72	1.50	1.50	1.50	7.72 to Djibouti and 10.72 to the rest of the world
Zone 2	1.50	0.72	1.50	1.50	
Zone 3	1.50	1.50	0.72	1.50	
Zone 4	1.50	1.50	1.50	0.72	

**Note:**-15% VAT will be added on all charges

- For Birr 0.72 and Birr 1.50 normal charge calls, reduced charges will be Birr 0.30 and Birr 1.25 respectively for both mobile-mobile and fixed-mobile .
- Post-paid and pre-paid users are charged on the basis of per 1 second and per10seconds respectively.

**Source:** Ethio – telecom (www.ethiotelecom)

**Table 4- 45 Customer support service charges for Fixed CDMA 2000**

Service Type	Subscription fee (Birr)		Monthly rent (Birr)		Usage charge (Birr)
	Residential	Business	Residential	Business	
Malicious Call Tracing	7.70	7.70	Free		
Bill Investigation	10	10	Free		
Cancellation (Temporary Deactivation)	Free				
Disconnection	Free				
Reactivation	15.00	15.00	Free		
Change of Number(Number Shifting)	10.00	10.00	Free		
Query balance	Not available				
Change ESN	Not available				
Change the related product	Not applicable				
Change brand	Not available				
Recharge by cash	Not available				
Change individual price plan	Not practical				
Modify main product	Not available (if it refers to apparatus)				
Change payer	Not practical				
Change from post-paid to pre-paid and vice versa	Not available				
Account transfer	Not practical				
Change of Name	10.00	10.00	Free		
move	Free				
re-installation	<=1 year	145.20	8.00	17.00	Free
	>1year	242.00	8.00	17.00	

**Note:** 15%VAT will be added on all charges

**Source:** Ethio – telecom ([www.ethiotelecom](http://www.ethiotelecom))

## Part 5: TAXES

The principal types of taxes are customs duty, value added tax /VAT/, excise tax, profit tax on business, income tax from employment, income tax from dividends and royalty tax.

### 5.1 Customs Duty

Custom duties, which currently range from 0-35%, are payable on imports by all persons and entities which have no duty-free privileges. According to the Tariff Regulations, 2002 items are classified according to a schedule of 97 chapters, based on the Harmonized System of Tariffs Classification Code. Customs duty rates of some selected goods are shown in the following table.

Table 5- 1 Custom duty rates of some selected goods

No.	Items	Custom duty (%)
1	Live animals and products	20
2	Vegetables, fruits and cereals	20
3	Prepared food products	30
4	Beverages	35
5	Pharmaceuticals	5
6	Organic chemicals	10
7	Wood and articles of wood	20
8	Tanning or dyeing extracts, dyes, pigments and other coloring materials, paints and varnishes, putty and other mastics, inks	10
9	Primary cells and primary batteries	20
10	Leather and leather articles	-
11	Plastic and articles thereof	30
12	Articles of apparel and clothing accessories, knitted or crocheted	35
13	Footwear, gaiters and the like	35
14	Articles of stone, plaster, cement, asbestos, mica or similar materials	20
15	Ceramic products	20
16	Glass and glassware	20
17	Optical, photographic, medical or surgical instruments and apparatus, parts there of	20
18	Iron and steel and articles thereof	10
19	Wire, rods, tubes, plates, electrodes and similar products of base metal or of metal carbides used for soldering, brazing, welding or deposition of metal or metal carbides, wire and rods of agglomerated base metal powder used for metal spraying	10
20	Boilers, machinery and mechanical appliances, parts thereof	10
21	Electrical machinery, equipment, parts thereof	20
22	Motor vehicles for the transport of ten or more persons including the driver and motor vehicles for the transport of goods not exceeding 1,500 kg.	35
23	Paper and printed materials	10
24	Fertilizers	Free of tax

**Note:** -The rates are not actual but they are averages of various products under one title.  
 -For Example NO.1 "Live animals and products" has 15% =13 items, 10%=11items, 20%=111, items and 30%=82, items. So we considered the 20%rate as an average of all since it has the larger number of items. Same to others items.

**Source:** Ethiopian Revenues and Customs Authority

## 5.2 Value Added Tax (VAT)

In the Value Added Tax (VAT) Proclamation No.285/2002, it is indicated that sales tax is replaced by VAT to enhance economic growth and improve the ratio relationship between Gross Domestic Product (GDP) and government revenue. VAT is paid at a rate of 15% of the value of every taxable transaction by a registered person and all imports of goods and services other than those exempted.

### A) Exempted Items

The following types of supplies of goods (other than by way of export) or rendering of services are exempt from the payment of VAT:

- The sale or transfer of used dwelling, or its lease;
- Financial services;
- The supply or import of national or foreign currency;
- Import of gold to be transferred to the National Bank of Ethiopia;
- The rendering of religious or church related services by religious organizations;
- Import of prescription drugs specified in the directives issued by the Ministry of Health and the rendering of medical services;
- The rendering of educational services by educational institutions, as well as import of goods transferred to state agencies and public organizations for the purpose of rehabilitation after natural disasters, industrial accidents and catastrophes;
- The supply of electricity, kerosene, and water;
- Goods imported by the government or by organizations, institutions or projects exempted from duties and other import taxes;
- Supplies by the post office authorized under the Ethiopian Postal Service Proclamation, other than services rendered for a fee of commission;
- The provision of transport;
- The issuing of permits and licenses;
- The supply of goods or services by a workshop 60% of whose employees are disabled individuals;
- The import or supply of books and other printed materials to the extent provided in regulations.

### B) Zero-rated items

The following transactions shall be charged with VAT at a rate of 0 %:

- The export of goods or services to the extent provided in regulations;
- The rendering of transport or other services directly connected with international transport of goods or passengers, as well as the supply of lubricants and other consumable technical supplies taken on board for consumption during international flights;
- The supply of gold to the National Bank of Ethiopia;

- The supply by a registered person to another person in a single transaction of substantially all of the assets of a taxable activity or an independent functioning part of a taxable activity as a going concern, provided a notice in writing signed by the transferor and transferee is furnished to the Ethiopian Revenue and Customs Authority (ERCA) within 21 days after the supply takes place and such notice includes the details of the supply;
- Goods and services supplied to or imported by accredited diplomats.

### 5.3 Turnover Tax

In Ethiopia turnover tax is paid by those who are not registered for VAT and whose value of annual taxable transaction is less than 500 thousand Birr.

The turnover tax rates are:

- 2% on goods sold and services rendered locally;
- 2% on contractors, grain mills, tractors and combine harvesters;
- 10% on others.

**Note:** The ministry of Finance and Economic Development has exempted, by its directives, the following products from turnover and value added taxes.

- Bread and milk;
- Medicine, medical supplies and medical services.

### 5.4 Excise Tax

Excise Tax Proclamation No. 286/2002 indicates that, excise tax is levied on selected items when produced locally or imported. The tax rate ranges from 10% to 100% depending on the nature of the goods. List of all goods currently liable to excise tax along with their tax rates is shown below:

Table 5- 2 Excise tax rates by types of goods

No.	Items	Excise tax (%)
1	Any type of sugar in solid form excluding molasses	33
2	Drinks	
	2.1 All types of liquid soft drinks except fruit juices	40
	2.2 Powder soft drinks	40
	2.3 Bottled or canned water	30
	2.4 Alcoholic Drinks	
	2.4.1 All types of beer and stout	50
	2.4.2 All types of wine	50
	2.4.3 Whisky	50
	2.4.3 Other Alcoholic drinks	100
3	All types of pure alcohol	75
4	Tobacco and tobacco products	
	4.1 Tobacco leaf	20
	4.2 Cigarettes, cigar, cigarillos, pipe tobacco, snuff and other products	75
5	Salt	30
6	Fuel-Super Benzene, Regular Benzene, Petrol, Gasoline and other Motor Spirit	30
7	Perfumes	100

No	Items	Excise tax (%)
8	Textile	
	8.1 Textile fabrics, knitted or woven of natural silk, rayon, wool or other similar materials	10
	8.2 Textile of any type partly or wholly made from cotton, which is gray, white, dyed or printed, in pieces of any length or with (except "Abudgedid") and including blankets, bed-sheets, counterpanes, towels, table clothes and similar articles	10
	8.3 Garments	10
9	Dish washing machines of a kind for domestic use	80
10	Washing machine of a kind for domestic purposes	30
11	Video decks, television or video cameras	40
12	Television broadcast receiver whether or not combined with gramophone, radio, or sound receivers and reproducers	10
14	Motor passenger cars, Station Wagons, utility cars, and similar vehicles (including motorized caravans), whether assembled, together with their appropriate initial equipment:	
	14.1 Up to 1,300 c.c.	30
	14.2 From 1,301 c.c. up to 1,800 c.c.	60
	14.3 Above 1,800 c.c.	100
15	Carpets	30
16	Asbestos and asbestos products	20
17	Clocks and Watches	20
18	Dolls and Toys	20

Source: Ethiopian Revenues and Customs Authority

## 5.5 Business Income Tax

According to Proclamation No.286/2002, taxable business income shall be determined per tax period on the basis of the profit and loss account or income statement which shall be drawn in compliance with the generally accepted accounting standards provisions of directives issued by ERCA.

### 5.5.1 Income Tax on Individual Entities /Unincorporated Business

Taxable business income of unincorporated businesses shall be taxed in accordance with the following table:

Table 5- 3 Income tax rates of unincorporated businesses by income category

NO	Annual taxable income ( Birr)	Income tax payable (%)
1	Up to 1,800	Exempt
2	1,801 – 7,800	10
3	7,801 - 16,800	15
4	16,801 – 28,200	20
5	28,201 - 42,600	25
6	42,601 – 60,000	30
7	Over 60,000	35

Source: Ethiopian Revenues and Customs Authority

### 5.5.2 Corporate Income Tax

Corporate income tax or profit tax payable by business organizations or companies is 30% of their taxable income.

### 5.6 Rental Income Tax

Income derived from renting of houses or office buildings, manufacturing plants, materials and goods, etc. is taxable in accordance with the following table.

Table 5- 4 Rental tax rates by income category

No.	Annual income (Birr)	Income tax payable (%)
1	Up to 1,800	Exempt
2	1801 – 7,800	10
3	7,801 – 16,800	15
4	16,801 – 28,200	20
5	28,201 – 42,600	25
6	42,601 – 60,000	30
7	Over 60,000	35

Source: Ethiopian Revenues and Customs Authority

### 5.7 Personal Income Tax

Any income derived from employment, including any payments or gains in cash or in kind is taxable in accordance with the following schedule.

Table 5- 5 Personal income tax rates by income category

No.	Employment monthly Income (Birr)	Tax rate (%)
1	The first 150	Exempt threshold
2	151 – 650	10
3	651 - 1,400	15
4	1,401 - 2,350	20
5	2,351 - 3,550	25
6	3,551 – 5,000	30
7	Over 5,000	35

Source: Ethiopian Revenues and Customs Authority

### 5.8 Export Tax

With the exception of few products (e.g. semi-processed hides and skins), there are no taxes on export products.

## 5.9 Mining Income Tax

According to the Mining Tax Proclamation No. 23/1996 (Amendment), a holder of large-scale or small -scale mining license shall pay 35% income tax on taxable income

## 5.10 Other Income Taxes

Table 5- 6 Incomes tax rates by type of income

No.	Taxable income	Tax rate(%)
1	Royalties	5
2	Income from technical services rendered outside Ethiopia	10
3	Income (except less than Birr 100) from games or chance	15
4	Dividends...	10
5	Income from rental of property (land, buildings, or moveable asset not related to business)	15
6	Interest income	5
7	Gains from the transfer of property	
	▪ On business building, factories and offices	15
	▪ on shares of companies	30

## 5.11 Withholding Tax

Withholding taxes are deductions from dividends, salaries, wages and other incomes. They are levied at the point of disbursement or incomes and are passed on to the government by the entities collecting them.

In Ethiopia, the withholding tax rates are:

- a. 3% of the total value of CIF prices of imported goods;
- b. 2% on the cost of supplying goods involving more than Birr 10,000 in any one transaction or a contract or service involving more than Birr 500 in one transaction.

The services that are subject to withholding taxes are:

- ◆ consultancy;
- ◆ designs, written materials, lectures and dissemination of information;
- ◆ the services of lawyers, accountants, auditors, etc.
- ◆ salesmanship, arts and sports professionals and brokers, including insurance brokers and other commission agents;
- ◆ advertisements and entertainment programmes for television and radio broadcasts;
- ◆ construction;
- ◆ advertisement services;
- ◆ patents for scientific and intellectual works;
- ◆ rent for lease of machineries, buildings and other equipment including computers;
- ◆ maintenance services;
- ◆ tailoring;
- ◆ printing;
- ◆ insurance.



## 5.12 Stamp Duty

The stamp duty charges are either fixed or depend on the values of the right or obligation executed by means of the instrument. The list of instruments liable to stamp duty and their corresponding rates are presented below.

Table 5- 7 Stamp duty charges by types of instruments

No.	Instruments	Basis of valuation	Stamp duty charges
1	Memorandum and articles of association of any business organization or any associations		
	(a) Upon first execution	Flat	Birr 350
	(b) Upon any subsequent execution	Flat	Birr 100
2	Memorandum and articles of cooperatives		
	(a) Upon first execution	Flat	Birr 35
	(b) Upon subsequent execution	Flat	Birr 10
3	Award	On Value	(a) With determinable value 1 %
			(b) With undeterminable value Birr 35
4	Bonds	On Value	1 % of value
5	Warehouse Bond	On Value	1 % of value
6	Contracts and agreements and memoranda thereof	Flat	Birr 5
7	Security Deeds	Flat	1 % of value
8	Collective Agreement		
	(a) On first execution	Flat	Birr 350
	(b) On any subsequent execution	Flat	Birr 100
9	Contract of employment	Salary	1 % of salary
10	Lease including sub-lease and transfer thereof	On Value	0.5% of value
11	Material act	Flat	Birr 5
12	Power of attorney	Flat	Birr 35
13	Register title to property	On Value	2 % of value

Source: Ethiopian Revenues and Customs Authority

Table 5- 8 Special customs tariff rates applicable to goods produced in and imported from COMESA member countries

No.	Regular Customs Tariff Rate (%)	COMESA Tariff Rates%
1	5	4.5
2	10	9
3	20	18
4	30	27
5	35	36

Source: Ethiopian Revenues and Customs Authority.

## Part 6: TRANSPORT COSTS

### 6.1 Road transport tariffs

#### 6.1.1 Dry cargo transport charges

Freight transport charges vary from place to place and are determined by agreement between private dry cargo companies / owners and their customers.

#### 6.1.2 Passenger transport charges

Passenger transport charges from Addis Ababa to some selected towns of the country are presented in the following table.

Table 6- 1 Passenger transport charges by destination and grade of transportation

Departure	Arrival	Distance (Kms)	Grade 1	Grade 2	Grade 3
			charge (Birr / person)	charge (Birr / person)	charge (Birr / person)
Addis Ababa	Adarkay	927	287.47	273.44	259.11
	Addis Alem	55	16.49	15.62	14.80
	Adigrat	898	269.17	255.09	242.61
	Adwa	1006	311.56	295.27	280.82
	Akaki	20	5.99	5.68	5.40
	Alemaya	507	151.97	144.02	136.98
	Arba Minch	505	151.37	143.46	136.44
	Asayita	670	205.00	194.28	184.77
	Asebe Teferi	326	97.72	92.61	888.08
	Assala	175	52.45	49.71	47.28
	Assosa	661	91.02	86.26	82.04
	Awassa	273	81.83	77.55	73.76
	Axum	1024	313.34	296.96	282.43
	Bahir Dar	487	231.17	219.09	208.37
	Bure	411	123.19	116.74	111.04
	Chagni	504	153.97	145.92	138.78
	Chancho	40	11.69	11.36	10.81
	Combolcha	376	112.70	106.81	101.58
	Debarik	841	257.32	243.87	231.93
	Debre Birihan	130	38.97	36.93	35.12
	Debre Markos	299	89.62	84.94	80.78
	Debre Zeit	47	14.09	13.35	12.70
	Dejen	229	68.64	65.05	61.87
	Desse	401	120.20	113.91	108.34
	Dilla	359	107.61	101.98	96.99
	Dire Dawa	515	154.37	146.30	139.14
	Dukem	37	11.09	10.51	10.00
	Gambella	766	242.67	229.98	229.11
	Gebre Guracha	156	46.76	44.31	42.15
	Ginchi	89	26.68	25.28	24.05
	Goba	427	146.41	138.75	131.96
	Gonder	738	221.21	209.64	199.39
	Gore	625	191.48	181.47	172.59

Departure	Arrival	Distance (Kms)	Grade 1	Grade 2	Grade 3
			charge (Birr / person)	charge (Birr / person)	charge (Birr / person)
Addis Ababa	Hagere Mariam	467	139.98	132.66	126.17
	Harar	526	157.66	149.45	142.11
	Jimma	346	103.71	98.29	93.48
	Kaliti	15	4.50	4.26	4.05
	Kibre Mengist	471	148.81	141.03	134.12
	Kulibi	464	139.08	131.81	125.36
	Lalibella	701	219.27	207.81	197.64
	Mekele	783	234.70	222.43	208.84
	Metehara	193	57.85	54.83	52.14
	Metema	929	278.46	263.90	250.99
	Metu	600	185.49	175.79	167.19
	Mille	531	159.16	150.84	143.46
	Mizan Teferri	561	179.09	169.72	161.42
	Mojo	73	21.88	20.74	19.72
	Moyale	771	231.10	291.02	208.30
	Nazereth	98	29.37	27.84	26.48
	Nekemite	328	98.31	93.17	88.62
	Robe	412	135.55	128.46	122.17
	Semera	588	176.25	167.32	158.86
	Shakiso	495	157.22	149.00	141.71
	Shashemene	253	75.23	71.30	67.81
	Sodo	383	114.80	108.80	103.48
	Woldiya	521	156.16	148.00	140.76
	Wondo	337	101.83	96.20	91.78
Zal Anbessa	933	279.66	265.04	252.07	
Ziway	163	48.86	46.30	44.04	

Source: Road Transport Authority.

## 6.2 Sea transport tariffs

Generally, freight rates are subject to market changes, nature of goods transported and currency adjustment factors. The following are current freight rates for containerized and conventional cargoes of exported and imported goods for some trade routes. For all routes, the ports indicated are destinations in case of imports and origins in case of exports

Table 6- 2 European ports FOB tariff rates

No.	Country/port of loading	Charge ( USD)	
		20'DV	40'DV
1	<b>Turkey</b>		
	Ambarli	1550	2650
	Evyap	1650	2650
	Gemlik	1650	2650
	Hydrapassa	1550	2650
	Istanbul	1550	2650
	Kumport	1550	2650
	Izmir	1650	2650
	Izmit Korfezi	1650	2650
	Mersin	1650	2650
2	<b>Greece</b>		
	Pireaus	1475	2700
	Thessaloniki	1700	2800
3	<b>Spain</b>		
	Bilbao	1750	3050
	Castellon	1350	2750
	Barcelona	1525	2600
	Valencia	1650	2800
	Taragona	1600	3250
4	<b>Italy</b>		
	Genoa	1450	2400
	Gioia Tauro	1400	2525
	Revenna	1625	2725
	Trieste	1625	2725
	Livorno/Leghorn	1625	2725
	Naples	1450	2600
	Venice	1625	2725
	Ancona	1625	2725
5	<b>U.K. Ports</b>		
	Southampton	1400	2400
	South Shield	1500	2600
	Felixtowe	1450	2450
	Teesport/M'brough	1500	2600
	Grangmouth	1850	2925
7	<b>Belgium</b>		
	Antwerp	1400	2375
	Zeebruges	1400	2375

No.	Country/port of loading	Charge ( USD)	
		20'DV	40'DV
8	<b>Ireland</b>		
	Belfast	1800	3175
	Dublin	2075	3375
	Cork	2075	3375
9	<b>Germany</b>		
	Hamburg	1400	2375
	Bremerhaven	1400	2375
10	<b>France</b>		
	Fos Sur Mar	1500	2475
	Marseille	1400	2575
	Le-Havre	1500	2475
11	<b>Poland</b>		
	Gdansk	1600	2950
	Gdynia	1625	2650
	Szczecin	1400	2450
12	<b>Finland</b>		
	Helsinki	1775	2775
	Kotka	2175	3275
	Rauma	1925	2925
	Mantyluoto	1850	2750
13	<b>Portugal</b>		
	Lisboa/Lisbon	2050	3200
	Leixoes	1800	2900
14	<b>Sweden</b>		
	Malmo	1550	2550
	Gothenburg	1675	2875
	Helsingborg	1925	2300
15	<b>Norway</b>		
	Oslo	1775	2875
16	<b>Slovenia</b>		
	Koper	1400	2400
17	<b>Netherlands</b>		
	Rotterdam	1450	2475
18	<b>Russia</b>		
	St.Petersburg	2175	3375
19	<b>Estonia</b>		
	Tallin	2150	3225
20	<b>Australia</b>		
	Sydney	2150	4000

**Note:** -DV- dry van, HC-high cube container

-Banker adjustment factor will be levied as per prevailing rate, currently 4%.

-Currency adjustment factor will be levied as per prevailing rate, currently 2.5%.

- 40'HC -USD 100 additional on basic freight of 40'DV.

-Open top/flat rack- USD 600/TEU additional, if within gauge.

-For open top and flat rack out of gauge cargo, to be negotiated on case by case basis.

-SOC-For shippers own container, a discount of USD 100/20 ' and USD 150/40'.

**IMCO (international maritime code) Sur charge:**

-for IMCO class, other than 1.1 and 5.1, USD 200/TEU additional on basic freight

-for IMCO class 5.1 cargo, 40% additional on basic rate of 20'and 40'DV

-for IMCO class 1.1 cargos, rate shall be advised on case by case basis

**Source:** Ethiopian shipping and logistics

Table 6- 3 FOB tariff rates from Middle- East, Gulf and Indian ports to Djibouti

No	Country/port of loading	Charge ( USD )	
		20'DV	40'DV
1	<b>S.Arabia</b>		
	Jeddah	850	1600
	Dammam	1425	2700
2	<b>UAE</b>		
	Jebel Ali	1050	2000
	Sharjah	1050	2000
	Abudhabi	1100	2175
3	<b>Iran</b>		
	Bandar Abbas	1375	2400
4	<b>Pakistan</b>		
	Karachi	1275	2275
	Port qasim	1475	2800
5	<b>Oman</b>		
	Muscat	1475	2775
	Salalah	1425	2700
	Sohar	1550	2875
6	<b>Qatar</b>		
	Doha	1300	2400
	Meesaid	1300	2400

No	Country/port of loading	Charge ( USD )	
		20'DV	40'DV
7	<b>Jordan</b>		
	Aqaba	800	1300
8	<b>Kuwait</b>		
	Shualiba	1350	2500
	Shuwaikh	1350	2500
9	<b>India</b>		
	Chennai	1450	2475
	Madras	1450	2475
	Cochin	1600	2750
	Tuticorin	1550	2725
	Kandla	1450	2675
	Culcatta	1750	2975
	Haldia	1675	2875
	Mundra	1325	2475
	Pipavav	1400	2600
	Visakhapatnam	1700	2975
	Nhavasheva/Mumbai/JNPT	1275	2400

**Note :** -DV- dry van, HC-high cube container

- Banker adjustment factor will be levied as per prevailing rate, currently 4%.
- Currency adjustment factor will be levied as per prevailing rate, currently 2.5%.
- 40'HC -USD 100 additional on basic freight of 40'DV.
- Open top/flat rack- USD 600/TEU additional, if within gauge.
- For open top and flat rack out of gauge cargo, to be negotiated on case by case basis.
- SOC-For shippers own container, a discount of USD 100/20' and USD 150/40'.

**IMCO (international maritime code) Sur charge:**

- for IMCO class, other than 1.1 and 5.1, USD 200/TEU additional on basic freight
- for IMCO class 5.1 cargo, 40% additional on basic rate of 20'and 40'DV
- for IMCO class 1.1 cargos, rate shall be advised on case by case basis

**Source:** Ethiopian shipping and logistics Services Enterprise

Table 6- 4 FOB tariff rate from some American Countries and USA

No	Country/port of loading	Charge ( USD )	
		20'DV	40'DV
1	<b>Egypt</b>		
	Sokhna	975	1700
	Alexandria	1300	2375
	Port Said	1075	1850
	Dammietta	1200	2100
2	<b>Kenya</b>		
	Mombassa	1075	1725
3	<b>Tanzania</b>		
	Dar es Saalam	1200	1950
4	<b>S.Africa</b>		
	Cape Town	1800	3450
	Durban	1350	230
5	<b>Bitumen</b>		
	Sharjah	1150	-
	Bandar Abbas	1600	-

**Note:** -DV- dry van, HC-high cube container

-Banker adjustment factor will be levied as per prevailing rate, currently 4%.

-Currency adjustment factor will be levied as per prevailing rate, currently 2.5%.

-40'HC -USD 100 additional on basic freight of 40'DV.

-Open top/flat rack- USD 600/TEU additional, if within gauge.

-For open top and flat rack out of gauge cargo, to be negotiated on case by case basis.

-SOC-For shippers own container, a discount of USD 100/20 ' and USD 150/40'.

**IMCO (international maritime code) Sur charge:**

-for IMCO class, other than 1.1 and 5.1, USD 200/TEU additional on basic freight

-for IMCO class 5.1 cargo, 40% additional on basic rate of 20'&40'DV

-for IMCO class 1.1 cargos, rate shall be advised on case by case basis

**Source:** Ethiopian shipping and logistics Services Enterprise

Table 6- 5 FOB tariff rate for vehicles, steel and general cargoes from Sharjah and Mumbai ports to Djibouti

No	Category	Tariff Base	Charge ( USD )	
			Ports	
			Sharjah	Mumbai
1	<b>Vehicles</b>			
	Small personal cars up to 13.4m3	Per unit	750	750
	Medium vehicles above 13.4m3 up to 20m3	Per unit	950	950
	Isuzu pickups and other vehicles above 20m3 up to 30m3	Per unit	1300	1300
	-Trucks/trailers above 30m3	W/W	55	55
2	<b>All earth moving machineries like:-</b> Roller, crane, wheel loader, grader, asphalt batching plant, excavator, drilling rig, combine, harvester, fork lift, wheeled towable crusher, tractor etc.	W/M	55	55
3	<b>Other bulk bargo:</b>			
	Bitumen	W/M	55	60
	General Cargo	W/M	50	54
	Sugar/Rice etc	W	50	54

No	Category	Tariff Base	Charge ( USD)	
			Ports	
			Sharjah	Mumbai
4	<b>Steel Cargo:</b>			
	Steel sheet, hollow section, flat bars, Ltz, angle iron G.S. pipes, Steel coils & other steel products measurement up to 1.4 times.	W	50	54
	Steel sheet, hollow section, flat bars, Ltz Angle iron, G.S. pipes, Steel coils & other steel products measurement above 1.4 times.	W/M	50	54

**Note:** - Banker adjustment factor will be levied as per prevailing rate, currently 4%.  
 -Currency adjustment factor will be levied as per prevailing rate, currently 2.5%.  
 - All earth moving machineries: - Chained cargo, 10% additional

**Source:** Ethiopian shipping and logistics Services Enterprise

**Heavy Lift and Long Length Additional**

HLA- Heavy lift additional surcharge shall be applied on general cargoes, vehicles and heavy duty equipments above 10ton/unit as follows:

- Above 10Ton up to 20Ton.....USD 25/Ton
- Above 20 Ton up to 30 Ton.....USD 35/Ton
- Above 30 Ton up to 40 Ton.....USD 40/Ton
- Above 40Ton.....USD 50/Ton

LLA- Long length additional surcharge shall be applied on general cargoes, vehicles and heavy duty equipments above 15M as follows:

- Above 15-17 5Mts.....USD 5/LM
- Above 17.5-20MTs.....USD 10/LM
- Above 20Mts.....USD 15/LM

\*\*\*Minimum freight to sign a B/L, USD200 for ordinary cargo and USD350 for IMDG.

**Note:** - Banker adjustment factor will be levied as per prevailing rate, currently 4%.  
 - Currency adjustment factor will be levied as per prevailing rate, currently 2.5%.  
 - All earth moving machineries: - Chained cargo, 10% additional

**Source:** Ethiopian shipping and logistics Services Enterprise

Table 6- 6 For East ports tariff rates

No	Country/port of loading	Charge ( USD )	
		20'DV	40'DV
1	<b>Singapore</b>		
	Singapore	1225	2350
2	<b>Thailand</b>		
	Bangkok	1575	2700
	L.Chabang	1575	2700
	Songkhla	1575	2800
3	<b>Indonesia</b>		
	Jakarta	1475	2700
	Surabaya	1475	2800
	Semerag	1475	2800
	Palembang	1625	3150
	Panjung	1625	3150
	Medan	1475	2800
	Belawan	1475	2800
4	<b>Srilanka</b>		
	Colombo	1400	2675
5	<b>Vietnam</b>		
	Ho Chiminh	1725	2925
	Haiphong	1875	3225
	Danang	1875	3225
	Quinong	1875	3225
6	<b>Malaysia</b>		
	Pasir Gudang	1475	2800
	Tanjung pelapas	1325	2550
	Penang	1475	2800
	Port Klang	1475	2800
	PKG/PGU	1725	NA
	(bitumen)		
	Bintulu	2200	4225
	Sandakan	2200	4225
	Tanjung Manis/Sibu	2100	4025
	Kota Kinabalu	1925	3800
	Kuching	1925	3750

No	Country/port of loading	Charge ( USD )		
		20'DV	40'DV	
7	<b>Singapore</b>			
	Pusan	1775	3275	
	Inchon	1775	3425	
	Kwangyang	1700	3225	
8	<b>Taiwan</b>			
	Kaohsiung	1725	3300	
	Taichung	1725	3300	
	Keelung	1725	3300	
	Taoyuan	1825	3500	
9	<b>Japan</b>			
	Hakata	1975	3600	
	Osaka	2050	3750	
	Moji	2050	3750	
	Tokyo	2050	3750	
	Yokohama	1950	3600	
	Nagoya	1950	3600	
	Kobe	1950	3600	
	10	<b>Philippines</b>		
		Manila	1625	3125

- Note:** -DV- dry van, HC-high cube container  
 -Banker adjustment factor will be levied as per prevailing rate, currently 4%.  
 -Currency adjustment factor will be levied as per prevailing rate, currently 2.5%.  
 -40'HC -USD 100 additional on basic freight of 40'DV.  
 -Open top/flat rack- USD 600/TEU additional, if within gauge.  
 -For open top and flat rack out of gauge cargo, to be negotiated on case by case basis.  
 -SOC-For shippers own container, a discount of USD 100/20' and USD 150/40'.

**IMCO (international maritime code) Sur charge:**

- for IMCO class, other than 1.1 and 5.1, USD 200/TEU additional on basic freight
- for IMCO class 5.1 cargo, 40% additional on basic rate of 20'&40'DV
- for IMCO class 1.1 cargos, rate shall be advised on case by case basis

**Source:** Ethiopian shipping and logistics Services Enterprise



Table 6- 7 Chinese ports tariff rates

No	Port of loading	Charge ( USD )	
		20'DV	40'DV
	<b>China</b>		
1	Bayquan	2150	4125
2	Beijao	2100	4025
3	Beihai	2350	4550
4	Changsu	2100	4025
5	Chiwai	1775	3275
6	Chongqing	2450	4800
7	Dalian	1775	3425
8	DMT	1775	3425
9	Fangcheng	2575	4600
10	Foshan	1950	3550
11	Fuzhou	2100	3650
12	Guangzhou	1700	3400
13	Hongkong	1775	3325
14	Hungapu	1775	3425
15	Huangshi	2300	4225
16	Jingmen	1950	3650
17	Jingzhou	2300	4425
18	Jinzhou	2250	4275
19	Jiujiang	2050	3900
20	Lianyungang	2100	4025
21	Nanghai	1950	3650
22	Nanjing	1975	3750
23	Nantong	1975	3750
24	Nansha	1800	3550
25	Ningbo	1775	3275
26	Qingdao	1700	3275

No.	Port of loading	Charge ( USD )	
		20'DV	40'DV
27	Qinghuangdao	1975	3800
28	Rongqi	2050	3900
29	Sanshan	2100	3875
30	Shanghai	1700	3275
31	Shantou	1975	3750
32	Shashi	2200	4275
33	Shekou	1725	3275
34	Shenzhen	1775	3500
35	Shuidong	2300	4425
36	Shunde	2050	4025
37	Wenzhou	2100	3700
38	Wu chong kou	1775	3425
39	Wuhan	2300	4225
40	Wuhu	2250	4075
41	Xiamen	1775	3325
42	Xingang/Tianjin	1700	3275
43	Xinjui	2050	3650
44	Yangzhou	1950	3750
45	Yantian	1675	3275
46	Yichang	2250	4350
47	Zhangjiagang	2350	4325
48	Zhaoqing	2150	4025
49	zhenjiang	1975	3825
50	Zhongshan	1975	3825
51	zhuhai	1925	3650

**Note:** -DV- dry van, HC-high cube container

-Banker adjustment factor will be levied as per prevailing rate, currently 4%.

-Currency adjustment factor will be levied as per prevailing rate, currently 2.5%.

-40'HC -USD 100 additional on basic freight of 40'DV.

-Open top/flat rack- USD 600/TEU additional, if within gauge.

-For open top and flat rack out of gauge cargo, to be negotiated on case by case basis.

-SOC-For shippers own container, a discount of USD 100/20' and USD 150/40'.

**IMCO (international maritime code) Sur charge:**

-for IMCO class, other than 1.1 and 5.1, USD 200/TEU additional on basic freight

-for IMCO class 5.1 cargo, 40% additional on basic rate of 20'&40'DV

-for IMCO class 1.1 cargos, rate shall be advised on case by case basis

**Source:** Ethiopian shipping and logistics Services Enterprise

Ethiopian Shipping and Logistics Services Enterprise offers the following percentage discount tariff rates for goods to be imported for production and re-export are shown in the following tables.

**Table 6- 8 Promotional sea freight offer for imports to be used in Re-export**

No	Load port area	Percents (%) discount from basic tariff rate
1	China and South East Asian port	15%
2	Red Sea, Middle East, Gulf, Indian Pakistan, and South and East Africa port	12%
3	Italian Port ,Caste lion, Piraeus, Belfast, Gdansk, Gothenburg, Heisenberg	10%
4	North European port, Mediterranean and Black sea ports	15%
5	Koper	5%

**Source:** Ethiopian shipping and logistics Services Enterprise

### 6.3 Clearance and Delivery Costs

Estimates of the Enterprise consolidated port and inland import and export cargos and handling and clearing transit charges are shown in the following tables.

**Table 6- 9 Charges for import cargo (USD)**

Within container	Without container
540/20 feet	700/20 feet
1080/40 feet	1400/40 feet
148/document	+148 document

**Source:** Ethiopian shipping and logistics Services Enterprise

**Table 6- 10 Charges general cargos**

Cargo type	Charge (USD)
General Cargo	20/ton
	20/ton

**Note:** The above charges do not include transport, storage, tax, Insurance and survey Charges.  
For dangerous goods a 50% charge will be added

**Source:** Maritime and Transit Services Enterprise

**Table 6- 11 Charges for export cargo**

Cargo type	Birr
Export general cargoes	386.10/20 feet container
	747.20/40/40 feet container
	+40 document

**Note:** The above charges do not include transport, storage, tax, Insurance and survey charges

**Source:** Maritime and Transit Services Enterprise.

## 6.4 Air Transport Tariffs

Freight rates are subject to the nature of goods transported and the market situation. The following tables show Ethiopian Air Lines freight charges for international flights from Addis Ababa.

Table 6- 12 Freight air transport charges to Europe/ America

No.	Export Item	Weight (kg)	Region and Price / kg (USD)					
			Stockholm	Paris	Frankfurt	Rome	London	Washington
1	Food stuff	+100	1.85	1.40	1.40	1.40	2.20	2.00
		+250	1.35	-	-	-	-	-
		+300	-	-	-	-	2.00	1.35
		+500	1.25	1.20	1.20	1.15	-	-
		+1000	1.15	-	-	-	-	1.15
2	Textile Products	+45	-	-	-	1.20	2.50	-
		+100	-	1.35	1.35	-	1.85	1.85
		+300	-	-	-	-	1.35	1.35
		+1000	-	-	-	0.65	-	1.10
		+2500	-	-	-	0.60	0.85	1.00
		+3000	-	-	-	-	-	-
		+5000	-	-	-	-	-	-
+10000	-	-	-	-	-	-		
3	Leather and Leather Products	+45	-	-	-	-	2.50	-
		+100	-	1.25	1.35	1.35	1.20	1.85
		+300	-	-	1.15	-	1.65	1.35
		+500	-	-	1.25	-	0.65	-
		+1000	-	-	1.15	-	1.60	0.85
		+2500	-	-	-	-	-	1.00
		+3000	-	-	-	-	-	0.90
		+5000	-	-	-	-	-	0.80
+10000	-	-	-	-	-	0.75		
4		+45	-	-	-	-	1.95	-
		+100	-	-	1.40	-	-	1.95
		+200	1.10	1.30	-	0.95	-	-
		+250	-	-	1.30	-	1.30	-
		+300	-	-	0.85	-	-	1.45
		+500	-	-	0.85	-	1.10	1.30
		+1000	-	-	-	-	1.05	1.20
+1500	-	-	-	-	1.00	-		
5	Handicrafts and Traditional Products	+100	-	1.35	1.35	1.35	2.20	1.35
		+200	-	-	-	-	2.00	-
		+250	-	-	1.25	1.25	-	-
		+500	-	1.00	1.15	1.15	-	-
		+1000	-	-	0.85	-	-	-
6	Coffee	+100	1.25	1.35	1.35	1.35	1.45	2.00
		+200	-	-	-	-	-	1.35
		+500	1.15	1.15	1.15	1.15	1.40	1.25
		+1000	-	1.10	1.00	1.00	1.25	1.10
7	Injera	+45	-	-	-	-	-	2.25
		+100	1.85	1.40	-	-	-	2.05
		+200	1.35	-	-	-	2.00	1.40
		+250	-	-	-	-	-	1.30
		+500	1.25	1.20	-	-	1.80	1.20
		+1000	1.15	-	-	-	-	1.15
8	Chat	+100	-	-	-	-	2.20	-

Source: Ethiopian Air Lines

Table 6- 13 Freight air transport charges to the Middle East and Asea

No.	Export Item	Weight in kg	Region and Price per kg (USD)				
			Dubai	Jeddah	Bombay	Sanaa	Beirut
1	Meat	+1000	0.36	0.36	-	-	0.31*
		+2000					0.26*
		+3000					0.21*
2	Injera	+100					0.55
		+300	0.10	-	-	-	-
		+500	0.05	-	-	-	-
		-	-	-	-	-	-
3	Flower	+45		1.10			
		+100	0.70	0.80	-	-	1.20
		+250	0.50	0.60	-	-	-
		+500	0.45	0.45	-	-	-
		+1000	0.35	0.37	-	-	-
		+1500		0.32			
		+2000			-	-	-
		+2500	0.25		-	-	-
		+3000		0.25			
4	Food Stuff	+100	0.10	1.00	-	-	-
		+300				0.90	
		+1000		0.30	-	-	-
		+2000		0.10	-	-	-
5	Fruits & Vegetables	+45		1.10	-	-	1.20
		+100	0.7	0.80	-	-	-
		+250	0.5	0.60	-	-	-
		+500	0.45	0.45			
		+1000	0.35	0.37			
		+1500		0.32			
		+2000		0.25			
		+2500	0.25				
		+3000	0.10				
6	General Cargo	+45	-	-	-	0.45	-
		+100	1.35	-	0.20		-
		+200	1.25				
		+300					1.35
		+300					0.90

\*Currently EAL cannot support meat shipment due to the type of aircraft deployed on the sector

Source: Ethiopian Air Lines (EAL)

Table 6- 14 Freight air transport charges to Africa

No.	Export Item	Weight (kg)	Region and price per kg (USD)						
			Kharto um	Brazzav ille	Johannes burg	Kinshasa	Nairobi	Dar es Salaam	Luanda
1	General Cargo	+45	0.55	0.85	2.00	1.45	0.35		1.05
		+100			1.85	0.85			
		+300	0.35	-	-	-	-	-	-
		+500	0.25	-	-	0.25	-	1.00	-
		+1000						0.90	
2	Meat	+1000	-	0.96	-	-	-	-	-
3	Fruits & Vegetables	+100	-	-	-	-	0.40	-	-
		+200	-	-	0.85	-	-	-	-
4	Handicrafts	+100	-	0.85	1.10	-	-	-	-

## Factor Costs

No.	Export Item	Weight (kg)	Region and price per kg (USD)						
			Kharto um	Brazzav ille	Johannes burg	Kinshasa	Nairobi	Dar es Salaam	Luanda
		+500	-	-	1.00	-	-	-	-
		+1000	-	-	0.85	-	-	-	-
5	Flower	+45							
		+100					0.45	1.25	
		+200	-	-	0.85	-	-	-	-
		+500						1.05	
		+1000						0.95	
6	Coffee	+500	-	-	1.15	-	-	-	-
		+1000	-	-	1.00	-	-	-	-
7	Sanitary Napkin	*	-	-	-	-	-	-	-
			-	-	-	-	-	-	-
8	Pharmaceuticals	+45	-	-	1.90	-	-	-	-
		+100	-	-	-	-	-	1.80	-
		+500	0.20	-	1.00	-	-	-	-
		+1000			0.95				

- Note:** - When a specific commodity rate is not established we will apply the general cargo rate and the rates are adjusted when the situation demands to
- All Rate are net to ET and do not include fuel and Insurance charge
  - EAL does not have a direct flight to Amsterdam so normal IATA rates will be applied.
  - Currently EAL cannot support meat shipment to Beirut as the type of aircraft does not have the capacity to accommodate meat

**Source:** Ethiopian Air Lines (EAL)

## Part 7: FUEL PRICES

The government revises fuel prices (except butane) every month in accordance with the price changes in the world market. Fuel prices in Addis Ababa starting from January 10, 2012 for the 1 month are as follows:

Table 7- 1 Fuel retail prices for one month in Addis Ababa as of January 10, 2012

NO.	Product	Retail price Birr/Liter
1	Benzene (ethanol blended)	19.26
2	Automotive diesel oil	17.89
3	Industrial light fuel oil	15.42
4	Industrial heavy fuel Oil	15.11
5	Kerosene	13.95
6	Air plane fuel oil	20.33

**Note:** Fuel prices for other towns vary depending on their distances from the sea port.  
Fuel prices are revised monthly.

**Source:** Ministry of Trade and Industry.

## Part 8: HOTEL ROOM AND HOUSING RENTAL CHARGES

### 8.1 Hotel room charges

Charges for hotel rooms are usually negotiable and visitors who stay long may benefit from special discounts. Room charges for some hotels in Addis Ababa are presented in the following table:

Table 8- 1 Hotel room charge by type of room

No.	Hotel	Room charge ( including room rate, service charge, VAT and breakfast					
		Single	Double	Suite	Twin	Class	Phone
1	AdotTina Hotel	100.00	125.00	160.00 Ex.suite	125.00	4 star	0114674101
2	Addis View Hotel	70.00	80.00	-	-	-	0111249766
3	Ararat Hotel	50.00	70.00	98.00	-	3 star	0116461166
4	Atlas Int. Hotel	50.00	55.00	125.00	55.00	2star	n.a
5	Awraris Hotel	30.00	40.00	-	50.00	n.a	0116614933
6	Axum Hotel	52.00	63.00	106.27	94.00	n.a	0116613916
7	Ayma Int. Hotel	60.00	80.00	100.00	-	n.a	0116604265/66
8	Beer Garden Inn	76.00	101.00	-	101.00	n.a	n.a
9	Beshale Hotel	75.00	90.00	140.00	110.00	4 star	n.a
10	Bole nternational Hotel	40.00	45.00	50.00	50.00	n.a	n.a
11	Bole Rock	68.75	-	93.75	81.25	n.a	0116188171
12	Central Shewa Hotel	40.00	-	-	50.00	3 star	0116611454
13	Ceasars Court Hotel	75.00	-	100.00	-	n.a	n.a
14	DE Leopol Hotel	86.00	96.00	150.00	-	4 star	n.a
15	Damu Hotel	60.00	72.50	110.00	100.00	n.a	0115509828
16	Desalegne Hotel No.2	66.00	132.00	-	80 .00	3 star	0116624524
17	Desalegne Hotel No.3	66.00	132.00	-	80.00	n.a	0116183030
18	Dreamliner Hotel	100 .00	114.00	284.00	132.00	n.a	n.a
19	Ethiopia Hotel	50.00	70.00	85.00	-	3 star	0115517400
20	Embilta Hotel	63.25	-	101.20	75.90	n.a	n.a
21	Faro Hotel	93.80	106.30	-	162.50	n.a	n.a
22	GG. Roual Hotel	45.00	50.00	65.00	55.00	1 star	n.a
23	Global Hotel	84.00	92.00	122.00	--	4 star	n.a
24	Ghion Hotel	77.00	89.00	117.00	-	4 star	0115513222
25	Harmony Hotel	120.00	150.00	260.00	150.00	4 star	0116183100
26	Hilton Addis Ababa	220.00	250.00	345.00	-	5 star	n.a
27	Hotel De france	45.00	-	55.00	65.00	n.a	n.a
28	Ibex Hotel	52.00	60.00	77.00	60.00	3 star	n.a
29	Imperial Hotel	80.00	100.00	125.00	-	4 star	n.a
30	Sheraton Addis (luxury collection)	449.08	626.18	1328.25-8987.83		5 star	0115171717

**Source:** Ministry of Culture and Tourism and the hotels.

## 8.2 Housing rental charges

The government and the private sector are engaged in renting House for garage, workshop services and for office. Rental charges may vary from location to location or from building to building depending on the quality of the building and the distance from the center of town. The minimum rental prices set by the Agency for Government Houses are shown in the following tables.

**Table 8- 2 Discounts for business buildings by grade of location**

No.	Location grade	Description	Discount
1	1 <sup>st</sup>	Higher level commercial business area	-
2	2 <sup>nd</sup>	Mille level commercial business area	15%
3	3 <sup>rd</sup>	Low level commercial business area	30%

**Note:** Discounts are also offered for customers renting business buildings for the government.

**Source:** Agency for Government Houses.

**Table 8- 3 Rental Price of government houses**

NO	Area( M2)	Calculation system $P_1(a_1) + P_2(a_2) - d$	Discount	Birr/ M <sup>2</sup> /month	Location
1	Up to 60	$65.00 \times 30m^2 + 22.75 \times a_2$	no	2632.50	Merkato
			15%	2233.50	kasanchese
2	61-100	$50.00 \times 30m^2 + 26.00 \times 30m^2 + 12.50 \times a_2$	no	2637.50 – 3125.00	Piysa
			15%	2241.50 - 2656.25	4 kilo
3	101-160	$40.00 \times 40m^2 + 26.00 \times 60m^2 + 14.00 \times a_2$	no	3174.00 – 4000.00	Merkato
			30%	2221.80 – 2800.00	mekanca
4	Above 161	$40.00 \times 40m^2 + 26.00 \times 60m^2 + 14.00 \times 60m^2 + 10.00 \times a_2$	no	4010.00	

**Note:** For: p1 is the given price of a1 (area one)

: P2 is the given price of a2 (area two)

$a_2 = t_a - a_1$ ,  $t_a = \text{total area}$

: d is the discount present based on the location area

**Source:** Agency for Government Houses.



## Part 9: COSTS OF ADVERTISING

### 9.1 Advertising on Television

#### 9.1.1 ETV1 Commercials price

##### A) Domestic products and services

Table 9- 1 Charges by type of service for domestic products Amharic

No	Type	Domestic Products	
		Birr/sec.	Birr for 30 seconds (with VAT)
1	PT1- A	290.00	100005.00
2	PT1- B	271.00	9349.50
3	PT1- C	201.00	6934.50
4	PT2	128.00	6354.90
5	NT1	80.00	4416.00
6	NT2	46.00	1607.70
7	SR	315.00	10867.50

Source: Ethiopian Radio and Television Agency

Table 9- 2 Charge for theater and film tariffs Amharic

No	Type	Domestic Products	
		Birr/sec.	Birr for 30 seconds (with VAT)
1	PT1- A	-	-
2	PT1- B	-	-
3	PT1- C	67.56	2330.82
4	PT2	63.83	2202.14
5	NT1	56.35	1944.08
6	NT2	46.00	1587.00
7	SR	94.30	3253.35

Note: -PT- Prime time

-NT- Normal time

-PT1- A between Drama and Live Transmission

-PT1- B evening, Saturday and Sunday Day 07:00 - 12:00 and Foot Ball

-PT1- C 3:41 – 6:00 Evening

-PT2 4:01 – 4:30 evening, Monday - Friday Day 7:00 – 8:00, Saturday and Sunday 12:00 – 7:00

-NT1 4:31 – 6:00 evening, Monday - Friday Day 6:00 – 7:00

-NT2 from Monday – Sunday evening 6:01 – 12:00,

from Monday- Friday morning 12:00 – 6:00 Day and 8:00 -12:00 Afternoon

-SR New Year, Christmas and Easter Eve and Holiday program Ethiopia Epiphany, Maulid, Eid Alafter and Arafa and Maskal holydays

Source: Ethiopian Radio and Television Agency

Table 9- 3 Charges for using other languages

NO.	Languages	PT Type	
		Birr/sec.	Birr for 60 seconds (with VAT)
1	Tigrigna	27.50	1897.50
2	Somaliga ,Afar,Arabic and French	22.50	1552.50
3	English and Oromiiffa	30.25	2087.25

Source: Ethiopian Radio and Television Agency

Table 9- 4 Frequency discount

No.	Media	Number of spots	Discount
1	ETV1	1-15	No
2		16-30	5%
3		31-50	10%
4		51-80	15%
5		81 and Above	20%

Source: Ethiopian Radio and Television Agency

## B) Foreign product and service

Table 9- 5 Charges by type of service foreign products

No	Type	Rank 1		Rank2		Rank 3	
		Birr/sec.	Birr for 30 seconds (with VAT)	Birr/sec.	Birr for 30 seconds (with VAT)	Birr/sec.	Birr for 30 seconds (with VAT)
1	PT1- A	400.00	13800.00	310.00	10695.00	300.00	10350.00
2	PT1- B	376.00	12972.00	290.00	10005.00	280.00	9660.00
3	PT1- C	358.00	12351.00	280.00	9660.00	260.00	8970.00
4	PT2	312.00	10764.00	270.00	9315.00	250.00	8625.00
5	NT1	298.00	10281.00	250.00	8625.00	230.00	7935.00
6	NT2	280.00	9660.00	230.00	7935.00	210.00	7245.00
7	SR	424.00	14628.00	400.00	13800.00	350.00	12075.00

**Note:** Rank 1 include electronics, stove, perfume, Iron, house and office furniture

Rank 2 include construction material, mixed foreign and domestic selling markets, house and office equipment assembled car by foreign company, food product by foreign company, supermarkets for sells products, And cosmetics produce by foreign company

Rank 3 include fertilizers, petroleum and petroleum product, spar parts, agriculture material and wetter pampas's pesticides

Source: Ethiopian Radio and Television Agency

Table 9- 6 Advertisement product charges

No.	Type of production	Amount ( Birr)
1	Editing archive	4000.00
2	Script (caption)	1500.00
3	Dramatized advertising	20,000.00
4	Full production	5000.00
5	Editing none archive	2000.00

Source: Ethiopian Radio and Television Agency

## 9.1.2 ETV2 Commercials Price

### A) Domestic products

Table 9- 7 Charges by type of service

No	Type	Birr/sec.	Birr for 30 seconds (with VAT)
1	PT	40.00	1380.00
2	NT	27.66	954.27

**Note:** - PT- Prime time (Saturday and Sunday)  
-NT- Normal time (Monday – Friday)

Source: Ethiopian Radio and Television Agency

Table 9- 8 Charges for theater and film tariffs

No	Type	Birr/sec.	Birr for 30 seconds (with VAT)
1	PT	21.00	724.50
2	NT	16.00	552.00

**Note:-** PT- Prime time (Saturday and Sunday)  
 -NT- Normal time (Monday – Friday)  
**Source:** Ethiopian Radio and Television Agency

## B) Foreign Products

Table 9- 9 Charges by type of service

No	Type	Birr/sec.	Birr for 30 seconds (with VAT)
1	PT	50.00	1725.00
2	NT	40.00	1380.00

**Note:** -PT- Prime time (Saturday and Sunday)  
 -NT- Normal time (Monday – Friday)  
**Source:** Ethiopian Radio and Television Agency

Table 9- 10 Charges by type of service for small scale industry

No	Type	Birr/sec.	Birr for 30 seconds (with VAT)
1	PT	20.00	690.00
2	NT	15.00	517.50

**Note:** - PT- Prime time (Saturday and Sunday)  
 -NT- Normal time (Monday – Friday)  
**Source:** Ethiopian Radio and Television Agency

## 9.1.3 ETV3 Commercials Price

Table 9- 11 Charges by type of Products

No	Type Product	Birr/sec.	Birr for 30 seconds (with VAT)
1	Domestic	30.00	1035.00
2	Foreign	40.00	1380.00

**Source:** Ethiopian Radio and Television Agency

Table 9- 12 Frequency discount

No.	Media	Number of spots	Discount
1	ETV3 and ETV3	1-5	No
2		6-15	5%
3		16-30	10%
4		31-50	15%
5		51-80	20%
6		81 and Above	25%

**Source:** Ethiopian Radio and Television Agency

## 9.2 Advertising on Radio

### 9.2.1 National Service

Table 9- 13 Charges for domestic products

Transmission day	Normal time (NT)		Prime time (PT)	
	Birr /sec	Birr for 60 seconds (with VAT)	Birr / sec.	Birr for 60 seconds (with VAT)
Monday -Friday	14.16	977.50	23.33	1610.00
Saturday and Sunday	15.00	1035.00	25.83	1782.50

**Note:** - PT- Prime time (Saturday and Sunday)  
 - NT- Normal time (from Monday – Friday)

**Source:** Ethiopian Radio and Television Agency

Table 9- 14 Charges for foreign products

No	Type	Transmission day	Prime time (PT)	
			Birr /sec	Birr for 60seconds (with VAT)
1	Type 1	Monday -Friday	25.00	1725.00
		Saturday and Sunday	26.91	1857.25
2	Type 2	Monday -Friday	23.33	1610.00
		Saturday and Sunday	25.25	1742.20
3	Type 3	Monday -Friday	22.50	1552.50
		Saturday and Sunday	23.58	1627.20

**Note:** - Type1- product include electronics, stove, Perfume, Iron, house and office furniture  
 Type 2- Constriction material, mixed foreign and domestic selling markets, House and office equipment assembled Car by foreign company food product by foreign Company, supermarkets for sells products, and cosmetics produce by foreign company.  
 Type 3- Fertilizers, petroleum and petroleum product, spar parts, agriculture material and wetter Pampas's pesticides

**Source:** Ethiopian Radio and Television Agency

Table 9- 15 Frequency discount

No.	Media	Number of spots	Discount
1	National radio	1-15	No
2		16-30	5%
3		31-50	10%
4		51-80	15%
5		81 and Above	20%

**Source:** Ethiopian Radio and Television Agency

## 9.2.2 FM Addis 97.1

Table 9- 16 Charges of advertisement in Amharic

NO	Type of advertisement	Transmission Day	Normal Time (NT)		Prime Time (PT)	
			Birr/ sec.	Birr for 60 seconds (with VAT)	Birr / Sec.	Birr for 60 seconds (with VAT)
1	Domestic Products	Monday –Friday	10.50	724.50	-	-
		Saturday and Sunday	-	-	11.66	805.00
2	Foreign products	Monday – Sunday			12.20	862.50
3	Theater and Cinema (for Domestic Products)	Monday - Sunday	8.33	575.00	-	-
4	Developmental Institution	Monday - Sunday	8.33	575.00	-	-

**Note:** For advertisements of theater and cinema for those who have licensee in domestic film and theater products, developmental institutions and public participation in rural areas

**Source:** Ethiopian Radio and Television Agency

Table 9- 17 Charges of advertisement in other languages

NO	Type of Languages	Transmission Day	Normal Time (NT)		Prime Time (PT)	
			Birr /sec.	Birr for 60 seconds (with VAT)	Birr / Sec.	Birr for 60 seconds (with VAT)
1	Oromifa	Monday –Friday	9.16	632.50		
		Saturday and Sunday			10.00	690.00
2	Tigreña	Monday -Friday	9.16	632.50		
		Saturday and Sunday			10.00	690.00
3	English	Monday -Friday	13.50	931.50		
		Saturday and Sunday			15.00	1035.00
4	French	Monday -Friday	9.16	632.50		
		Saturday and Sunday			10.00	690.00
5	Arabic	Monday -Friday	9.16	632.50		
		Saturday and Sunday			10.00	690.00
6	Afar	Monday -Friday	8.33	575.00		
		Saturday and Sunday			9.00	621.00
7	Somalii	Monday -Friday	8.33	575.00		
		Saturday and Sunday			9.00	621.00

**Source:** Ethiopian Radio and Television Agency

Table 9- 18 Charges for public advertisement within direct transmission program

No	Type of Service	Normal Time (NT)		Prime Time (PT)	
		Birr /sec.	Birr for 60 seconds (with VAT)	Birr / Sec.	Birr for 60 seconds (with VAT)
1	Development works by Public Participation	9.56	660.10	16.66	1150.00
2	Emergency and looking after someone wanted	5.00	345.00	6.66	460.00
3	funeral ceremony	10.00	690.00	11.66	805.00
4	Asking for help(financial and medical)	4.16	287.50	5.00	345.00

**Note:** Developmental works by public participations include road, school, and hospital

**Source:** Ethiopian Radio and Television Agency

Table 9- 19 Frequency discount

No.	Media	Number of spots	Discount
1	FM radio	1-5	No
2		6-15	5%
3		16-30	10%
4		31-50	15%
5		51-80	20%
6		81 and Above	25%

### 9.3 Advertising on Newspapers

Advertising charge in newspapers may vary from newspaper to newspaper depending on whether the newspaper is owned by the government or the private sector.

Charges for advertising by government-owned Ethiopian Herald, Addis Zemen (Amharic), Berissa and Al-Alem newspapers are shown in the following table.

Table 9- 20 Charges for advertising in the Ethiopian Herald and Addis Zemen

No	Space	Size (height x width) (cm)	Charge Whth Vat (Birr)	
			Normal	Urgent
1	Ear front colour	7 x 5	230	
2	Quarter inside	28 x 3	2704.80	3381.00
3	Half inside	28 x 6	5409.60	6762.00
4	Full inside	55 x 5	10626.00	13282.50
5	Full back colour	55 x 6	20872.50	26090.63
6	Full Page		10626.00	13282.50
7	Haif Page		10626.00	13282.50

Source: Ethiopian Press Agency

Table 9- 21 Charges for advertising in the Berissa and A-Alem

No	Space	Size (height x width) (cm)	Charge Whth Vat (Birr)	
			Normal	Urgent
1	Ear front colour	7 x 5	230	
2	Quarter inside	19 x 2	1442.10	1802.63
3	Half inside	19 x 4	2884.20	3605.25
4	Full inside	38 x 4	4894.40	6118.00
5	Full back colour	38 x 4	9614.00	12017.50
6	Full Page	38 x 4	4894.40	6118.50
7	Haif Page	38 x 4	4894.40	6118.50

Source: Ethiopian Press Agency

There are a number of private newspapers which provide advertising services. Among these are the weekly newspapers Fortune newspaper and Capital. Charges for advertising in Fortune newspaper is presented below.

Table 9- 22 Charges for advertising in Fortune News Paper

No	Space	Remark	(height x width) (cm)	Charge (Birr)				
				1 Time	13 Time Each	26 Time Each	36 Times Each	52 Time Each
1	Ear Front Color	Booked	6 x 5	1345.50	1345.50	1345.50	1345.50	1345.50
2	Quarter Inside	Available	12.7 x 18.7	1345.50	1278.22	1210.95	1143.67	1076.40
3	Half Inside	Available	25.7 x 18.7	2552.80	2396.66	2270.52	2144.38	2018.25
4	Special Half	Available	29 x 20.4	2691.00	2691.00	2691.00	2691.00	2691.00
5	Special Quarter	Available	12.7 x 23	1681.87	1681.87	1681.87	1681.87	1681.87
6	Full Inside	Available	25.7 x 37.7	4709.25	4473.78	4338.32	4002.86	3767.40
7	Full Back Color	Booked	25.7 x 37.7	8880.80	8880.80	8880.80	8880.80	8880.80
8	Full inside Color	Available	25.7 x 37.7	6105.00	5799.75	5494.50	5189.25	4884.00
9	Half Inside Color	Available	25.7 x 37.7	4884.00	4639.80	4395.60	4151.40	3907.20
10	Quarter Inside Color	Available	25.7 x 37.7	3663.00	3479.85	3296.70	3113.55	2930.40

Remark: 15% discount for Vacancy and bid

Note: add 15% VAT on the above Prices.

Source: Independent News & Media PLC

Table 9- 23 Charges for advertising in Amharic and English News paper of Reporter

NO	Size	Remark	One Issue	10%	15%	20%
1	Full Page	Advertising	4000.00	3600.00	3400.00	3200.00
		Vacancy	4500.00	4050.00	3825.00	3600.00
2	Half Page	Advertising	2200.00	1980.00	1870.00	1760.00
		Vacancy	2500.00	2250.00	2125.00	2000.00
3	Quarter Page	Advertising	1200.00	1080.00	1020.00	960.00
		Vacancy	1500.00	1350.00	1275.00	1200.00
4	Half Page 3	Advertising	2400.00	2160.00	2040.00	1920.00
5	Half Page Portrait	Advertising	3200.00	2880.00	2720.00	2560.00
6	Special Half	Vacancy	3200.00	2880.00	2720.00	2560.00
7	Special Quarter one	Vacancy	1900.00	1710.00	1615.00	1520.00
8	Special Quarter two	Vacancy	1700.00	1530.00	1445.00	1360.00
9	Front	Advertising	1200.00	1080.00	1020.00	960.00
10	Special Front	Advertising	1600.00	1440.00	1360.00	1280.00
11	Color Half Back Page	Advertising	4500.00	4500.00	4500.00	4500.00
12	Color Full Page	Advertising	5864.00	5864.00	5864.00	5864.00
13	Color Half Page	Advertising	4398.00	5864.00	5864.00	5864.00
14	Page 2 quarter two	Advertising	2000.00	1800.00	1700.00	1600.00

**Note:** add 15% VAT on the above Prices

**Remark:** The above Price list Includes

For 1 – 4 Consecutive Issues have no discount

For 5 – 12 Consecutive Issues 10% discount

For 13 – 24 Consecutive Issues 15% discount

For 25 – 52 Consecutive Issues 20% discount

Back Page and Color Page have No discount

**Source:** Media and Communications Center (MCC) PLC

## Part 10: COST OF POSTAL SERVICES

Postal services are operated mainly by a government institution, the Ethiopian Postal Service. A few private companies also operate courier services. The postage rate is indicated below:

### 10.1 Domestic postal service charges

Table 10- 1 Inland postal tariff with auxiliary service charges (Birr)

No	Gram	Inland		
		Small packets (CD, Cassetts,...)	Printed Matter	Letter
1	Up to 20	4.40	1.50	
2	Over 20 but not exceeding 50	4.40	1.55	1.55
3	Over 50 but not exceeding 100	4.40	1.60	1.60
4	Over 100 but not exceeding 250	4.50	1.65	1.65
5	Over 250 but not exceeding 500	4.70	1.80	1.80
6	Over 500 but not exceeding 1000	5.00	2.10	2.10
7	Over 1000 but not exceeding 2000	5.65	2.70	2.70
8	Printing matter – the same as letter over 2000 but not exceeding 5000 per additional 1keloo gram		2.10	
9	Aerogramme			1.20
10	Post Card			1.50
11	Register	2.55	2.55	2.55
12	Express	24.65	24.65	24.65
13	AR/Advice of delivery/	1.50	1.50	1.50

Table 10- 2 Inland charges for other postal services

No.	Service type	Charge ( Birr)
1	Taxed Item Delivery	Double the amount of deficiency in postage
2	Withdrawal	2.20
3	Attorney	20.00

Source: Ethiopian Postal Service



Table 10- 3 Charges for documents

Weight	(Birr)
For the 1 <sup>st</sup> ½ KG	30.00
For each additional ½ KG	5.00

Weight	0.5	1	1.5	2	2.5	3	3.5	4	4.5	5	5.5	6	6.5	7	7.5	8	8.5	9	9.5	10
Birr	30	35	40	45	50	55	60	65	70	75	80	85	90	95	100	105	110	115	120	125

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Weight	10.5	11	11.5	12	12.5	13	13.5	14	14.5	15	15.5	16	16.5	17	17.5	18	18.5	19	19.5	20
Birr	130	135	140	145	150	155	160	165	170	175	180	185	190	195	200	205	210	215	220	225

Source: Ethiopian Postal Service

Table 10- 4 Charges for packages

Weight	Birr
For the 1 <sup>st</sup> ½ KG	35.00
For each additional ½ KG	10.00

WEIGHT	0.5	1	1.5	2	2.5	3	3.5	4	4.5	5	5.5	6	6.5	7	7.5	8	8.5	9	9.5	10
Birr	35	45	55	65	75	85	95	105	115	125	135	145	155	165	175	185	195	205	215	225

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WEIGHT	10.5	11	11.5	12	12.5	13	13.5	14	14.5	15	15.5	16	16.5	17	17.5	18	18.5	19	19.5	20
Birr	235	245	255	265	275	285	295	305	315	325	335	345	355	365	375	385	395	405	415	425

Source: Ethiopian Postal Service

## 10.2 International postal service charges

Table 10- 5 foreign postal tariff with auxiliary service charges (Birr)

No	Gram	Foreign					
		Zone One		Zone Two		Zone Three	
		Small packets (CD, Cassetts,...)	Letter	Small packets (CD, Cassetts, ...)	Letter	Small packets (CD, Cassetts,...)	Letter
1	Up to 20	16.90	3.90	19.95	4.35	28.80	5.50
2	Over 20 but not exceeding 50	16.90	8.15	19.95	9.60	28.80	13.70
3	Over 50 but not exceeding 100	16.90	14.90	19.95	17.95	28.80	26.85
4	Over 100 but not exceeding 250	33.80	31.80	40.95	38.95	61.65	26.85
5	Over 250 but not exceeding 500	67.55	65.60	82.90	80.95	127.25	125.25
6	Over 500 but not exceeding 1000	130.95	128.95	161.65	159.65	250.30	248.30
7	Over 1000 but not exceeding 2000	257.65	255.70	391.05	317.10	496.35	494.40
8	Printing matter – the same as letter over 2000 but not exceeding 5000 per additional 1000 gram		128.95		159.65		248.30
9	Aerogramme		3.15		3.30		3.45
10	Post Card		3.90		4.35		5.50
11	Register	15.95	15.95	15.95	15.95	15.95	15.95
12	Express	24.65	24.65	24.65	24.65	24.65	24.65
13	AR/Advice of delivery/	3.90	3.90	4.35		5.50	5.50

**Note:** Zone 1: Africa  
 Zone 2: Europe  
 Zone 3: Asian Countries and Latin-American

**Source:** Ethiopian Postal Service

Table 10- 6 Charges for packages

TYPE OF ITEM	ZONE A (Birr)	ZONE B (Birr)	ZONE C (Birr)	ZONE D (Birr)	ZONE E (Birr)
For the 1 <sup>st</sup> ½ KG	204.00	205.00	222.00	215.00	233.00
For each additional ½ KG	60.00	72.00	107.00	111.00	127.00

**Source:** Ethiopian Postal Service

## Factor Costs

Table 10- 7 Inclusive charges for packages (Birr)

WEIGHT	0.5	1	1.5	2	2.5	3	3.5	4	4.5	5	5.5	6	6.5	7	7.5	8	8.5	9	9.5	10
ZONE A	204	264	324	384	444	504	564	624	684	744	804	864	924	984	1044	1104	1164	1224	1284	1344
ZONE B	205	277	349	421	493	565	637	709	781	853	925	997	1069	1141	1213	1285	1357	1429	1501	1573
ZONE C	222	329	436	543	650	757	864	971	1078	1185	1292	1399	1506	1613	1720	1827	1934	2041	2148	2255
ZONE D	215	326	437	548	659	770	881	992	1103	1214	1325	1436	1547	1688	1769	1880	1991	2102	2213	2324
ZONE E	233	360	487	614	741	868	995	1122	1249	1376	1503	1630	1757	1884	2011	2138	2265	2392	2519	2646

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WEIGHT	10.5	11	11.5	12	12.5	13	13.5	14	14.5	15	15.5	16	16.5	17	17.5	18	18.5	19	19.5	20
ZONE A	1404	1464	1524	1584	1644	1704	1764	1824	1884	1944	2004	2064	2124	2184	2244	2304	2364	2424	2484	2544
ZONE B	1645	1717	1789	1861	1933	2005	2077	2149	2221	2293	2365	2437	2509	2581	2653	2725	2797	2869	2941	3013
ZONE C	2362	2469	2576	2683	2790	2897	3004	3111	3218	3325	3432	3539	3646	3753	3860	3967	4074	4181	4288	4395
ZONE D	2435	2546	2657	2768	2879	2990	3101	3212	3323	3434	3545	3656	3767	3878	3989	4100	4211	4322	4433	4544
ZONE E	2773	2900	3027	3154	3281	3408	3535	3662	3789	3916	4043	4170	4297	4424	4551	4678	4805	4932	5059	5186

Source: Ethiopian Postal Service

Table 10- 8 Charges for documents

TYPE OF ITEM	ZONE A (Birr)	ZONE B (Birr)	ZONE C (Birr)	ZONE D (Birr)	ZONE E (Birr)
For the 1 <sup>st</sup> ½ KG	195.00	196.00	212.00	206.00	224.00
For each additional ½ KG	55.00	57.00	77.00	76.00	97.00

Source: Ethiopian Postal Service

## Factor Costs

Table 10- 9 Inclusive charges for documents (Birr)

WEIGHT	0.5	1	1.5	2	2.5	3	3.5	4	4.5	5	5.5	6	6.5	7	7.5	8	8.5	9	9.5	10
<b>ZONE A</b>	195	250	305	260	415	470	525	580	635	690	745	800	855	910	965	1020	1075	1130	1185	1240
<b>ZONE B</b>	196	253	310	367	424	481	538	595	652	709	766	823	880	937	994	1051	1108	1165	1222	1279
<b>ZONE C</b>	212	289	366	443	520	597	674	751	828	905	982	1059	1136	1213	1290	1367	1444	1521	1598	1675
<b>ZONE D</b>	206	282	358	434	510	586	662	738	814	890	966	1042	1118	1194	1270	1346	1422	1498	1574	1650
<b>ZONE E</b>	224	321	418	515	612	709	806	903	1000	1097	1194	1291	1388	1485	1582	1679	1776	1873	1970	2067

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WEIGHT	10.5	11	11.5	12	12.5	13	13.5	14	14.5	15	15.5	16	16.5	17	17.5	18	18.5	19	19.5	20
<b>ZONE A</b>	1295	1350	1405	1460	1515	1570	1625	1680	1735	1790	1845	1900	1955	2010	2065	2120	2175	2230	2285	2340
<b>ZONE B</b>	1336	1393	1450	1507	1564	1621	1678	1735	1792	1849	1906	1963	2020	2077	2134	2191	2248	2305	2362	2419
<b>ZONE C</b>	1752	1829	1906	1983	2060	2137	2214	2291	2368	2445	2522	2599	2676	2753	2830	2907	2984	3061	3138	3215
<b>ZONE D</b>	1726	1802	1878	1954	2030	2106	2182	2258	2334	2410	2486	2562	2638	2714	2790	2866	2942	3018	3094	3170
<b>ZONE E</b>	2164	2261	2358	2455	2552	2649	2746	2843	2940	3037	3134	3231	3328	3425	3522	3619	3716	3813	3910	4007

Source: Ethiopian Postal Service

Table 10- 10 Lists of countries and postal zones

COUNTRY	Z O N E	COUNTRY	Z O N E	COUNTRY	Z O N E	COUNTRY	Z O N E	COUNTRY	Z O N E	COUNTRY	Z O N E
ALGERIA	A	CHILE	C	GHANA	A	KENYA	A	NORWAY	B	SYRIA	C
ARGENTINA	C	CHINA PEP; SREP.	C	GRE. BRITAIN	B	KORIA REP	C	PAKISTAN	C	SUDAN	A
AUSTRALIA	C	COLOMBIA	C	GUERNESEY	B	KUWAIT	B	PAPUA NEW GUINEA	C	SWAZILAND	A
AUSTRIA	D	CONGO BRZ.	A	ISLE OF MAN	B	LAOS	C	PANAMA REP.	C	SWEDEN	D
ANGOLA	A	COSTARICA	C	JERSEY	B	LESOTHO	A	PARAGUAY	C	SWITZERLAND	D
BAHAMAS	C	COTE DIVORE	A	GREECE	B	LIBERIA	A	PERU	C	TAIWAN	C
BAHRAIN	B	CROATIA	B	GIBRALETER	B	LIECHTENSTEIN(CH)	B	PHILIPPINES	C	TANZANIA	A
BANGLADESH	B	CUBA	C	GUATEMALA	C	LUXEMBOURG	B	POLAND	B	THAILAND	C
BARBADOS	C	CYPRUS	B	GUINEA(CKY)	A	MACOA	C	PORTUGAL	B	TOGO	A
BELARUS	C	CZECK R. &SLOVAKIA	B	GUINE BISSAU	A	MACAU	C	PORTO RICO (USA)	C	TRINIDAD&TOBAGO	C
BELGIUM	B	DENMARK	E	GUYANA	C	MADAGASCAR	A	QUATAR	B	TUNISIA	A
BENIN	A	DJIBOUTI	A	HONDURAS	C	MALAWI	A	REUNION	A	TURKEY	B
BOLVIA	C	DOMINCAN REP.	C	HONG KONG	C	MALAYSIA	C	ROMANIA	B	UGANDA	A
BOTSWANA	A	ECUADOR	C	HUNGARY REP.	B	MALDIVES	C	RUSSIAN FED	C	UAE	B
BRAZIL	C	EGYPT	A	ICELAND	B	MALI	A	RWANDA	A	USA	C
BRUNEI	C	EL SALVADOR	C	INDIA	B	MALTA	C	SAOTOME	A	URUGUAY	C
BULGARIA	B	EQA.GUINEA	A	INDONESIA	C	MAURITANIA	A	S. LUCIA	C	UKRAINE	C
BURKINAFASO	A	ERTRIA	B	IRAN	B	MEXICO	C	SRI LANKA	C	VENEZUELA	C
BURUNDI	A	FUGI	C	IRAQ	B	MOZAMBIQQUE	A	SENEGAL	A	VIETNAM	C
CAMEROUN	A	FINLAND	B	IRELAND	B	NETHERLANDS	D	SYCHELLES	A	YEMEN ARAB REP	B
CANADA	E	FRANCE	D	ISRAEL	B	NEWZELAND	C	SEIRRALLEONE	A	YEGOSLAVIA	B
CAPEVERDE	A	GABON	A	ITALY	D	NICARAGUA	C	SINGAPORE	C	DR. CONGO	A
CEN. AFRICA .R.	A	GAMBIA	A	JAPAN	C	NIGER	A	SOLOMON ISLANDS	C	ZAMBIA	A
CHAD	A	GERMANY	D	JORDAN	B	NIGERIA	A	SPAIN	B	ZIMBABWE	A

Source: Ethiopian Postal Service

Table 10- 11 Charges for other items

No.	Service type	Charge ( Birr)	
1	Taxed Item Delivery	5.60	
2	Withdrawal	8.10	
3	Over 500 gms item Delivery(Handling)	2.20	
4	Over 500 gms item Weighted item Storage	After 10 days Per day	2.20
		Maximum Fee	30.00
5	Attorney	20.00	

Source: Ethiopian Postal Service

### 10.3 Charges for other Postal services

Rental charges for:

- small size box ( out of Addis Ababa) : Birr 48 per year
- medium size box: Birr 85 per year for Individuals and Birr 170 per year for enterprises
- large size box: Birr 170 per year for Individuals and Birr 340 per year for enterprise

Charge for modification of lock: Birr 15

Key deposit: Birr 15

Table 10- 12 charge by weight of material for different countries (Birr)

KG	Angola	Australia	Austria	Bahrain	Belgium	Botswana	Brundi
	Price						
1	295.75	420.36	355.60	261.06	490.88	360.20	345.89
1.5	334.55	527.42	408.42	295.32	554.97	412.61	400.84
2	373.35	634.47	461.25	329.57	619.06	465.01	455.79
2.5	412.15	741.53	514.08	363.83	683.15	517.42	510.74
3	450.95	848.58	566.90	398.08	747.24	569.82	565.69
3.5	485.75	955.64	619.73	432.34	811.33	622.23	620.64
4	528.55	1062.69	672.55	466.59	875.42	674.63	675.59
4.5	567.35	1169.75	725.38	500.85	939.51	727.04	730.54
5	606.15	1276.80	778.20	535.10	1003.60	779.44	785.49
5.5	644.95	1383.86	831.03	569.36	1067.69	831.85	840.44
6	683.75	1490.91	883.85	603.61	1131.78	884.25	895.39
6.5	722.55	1597.97	936.68	637.87	1195.87	936.66	950.34
7	761.35	1705.02	989.50	672.12	1259.96	989.06	1005.29
7.5	800.15	1812.08	1042.33	706.38	1324.05	1041.47	1060.24
8	838.95	1919.13	1095.15	740.63	1388.14	1093.87	1115.19
8.5	877.75	2026.19	1147.98	774.89	1452.23	1146.28	1170.14
9	916.55	2133.24	1200.80	809.14	1516.32	1198.68	1225.09
9.5	955.35	2240.30	1253.63	843.40	1580.41	1251.09	1280.04
10	994.15	2347.35	1306.45	877.65	1644.50	1303.49	1334.99
10.5	1032.95	2454.41	1359.28	911.91	1708.59	1355.90	1389.94
11	1071.75	2561.46	1412.10	946.16	1772.68	1408.30	1444.89
11.5	1110.55	2668.52	1464.93	980.42	1836.77	1460.71	1499.84
12	1149.35	2775.57	1517.75	1014.67	1900.86	1513.11	1554.79
12.5	1188.15	2882.63	1570.58	1048.93	1964.95	1565.52	1609.74
13	1226.95	2989.68	1623.40	1083.18	2029.04	1617.92	1664.69
13.5	1265.75	3096.74	1676.23	117.44	2093.13	1670.33	1719.64

## Factor Costs

KG	Angola	Australia	Austria	Bahrain	Belgium	Botswana	Brundi
	Price						
14	1304.55	3203.79	1729.05	1151.69	2157.22	1722.73	1774.59
14.5	1343.35	3310.85	1729.05	1185.95	2212.31	1775.14	1829.54
15	1382.15	3417.90	1781.88	1220.20	2285.40	1827.54	1884.49
15.5	1420.95	3524.96	1887.53	1254.46	2349.49	1879.95	1939.44
16	1459.75	3632.01	1940.35	1288.71	2413.58	1932.35	1994.39
16.5	1498.55	3739.07	1993.18	1322.97	2477.67	1984.76	2049.34
17	1577.35	3846.12	2046.00	1357.22	2541.76	2037.16	2104.29
17.5	1576.15	3953.18	2098.83	191.48	2605.85	2089.57	2159.24
18	1614.95	4060.23	2151.65	1425.73	2669.94	2141.97	2214.19
18.5	1653.75	4167.29	2204.48	1459.99	2734.03	2194.38	2269.14
19	1692.55	4274.34	2257.30	1484.24	2798.12	2246.78	2324.09
19.5	1731.35	4381.40	2310.13	1528.50	2862.21	5599.19	2379.04
20	17705.15	4488.45	2362.95	1562.75	2926.30	2351.59	2433.99

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KG	Canada	China	Denmark	Egypt	Finland	France	Germany
	Price						
1	449.08	379.26	360.48	281.35	422.04	368.51	432.90
1.5	557.57	459.43	416.85	323.24	482.95	423.98	490.18
2	666.05	539.60	473.22	365.13	543.85	479.45	547.46
2.5	774.54	619.77	529.59	407.02	604.76	534.92	604.74
3	883.02	699.94	585.96	448.91	665.66	590.39	662.02
3.5	991.51	780.11	642.33	490.80	726.57	645.86	719.30
4	1099.99	860.28	698.70	532.69	787.47	701.33	776.58
4.5	1208.48	940.28	755.07	574.58	848.38	756.80	833.86
5	1316.96	940.45	811.44	616.47	909.28	812.27	833.86
5.5	1425.45	1020.62	867.81	658.36	970.19	867.74	891.14
6	1533.93	1100.79	924.18	700.25	1031.09	923.21	948.42
6.5	1642.42	1180.96	980.55	742.14	1092.00	978.68	1005.70
7	1750.90	1261.13	1036.92	784.14	1152.90	1034.15	1062.98
7.5	1859.39	1341.30	1093.29	784.03	1213.81	1089.62	1120.26
8	1667.87	1421.47	1149.66	825.92	1274.71	1145.09	1177.54
8.5	2076.36	1581.81	1206.03	867.81	1335.62	1200.56	1234.82
9	2184.84	1661.98	1262.40	909.70	1396.52	1256.03	1292.10
9.5	2293.33	1742.15	1318.77	951.59	457.43	1311.50	1349.38
10	2401.81	1822.32	1375.14	993.48	1518.33	1366.97	1406.66
10.5	2510.30	1902.49	1431.51	1035.37	1579.24	1422.44	1463.94
11	2618.78	1982.66	1487.88	1077.26	1640.14	1477.91	1521.22
11.5	2727.27	2062.83	1544.25	1119.15	1701.05	1533.38	1578.50
12	2835.75	2143.00	1600.62	1161.04	1761.95	1588.85	1635.78
12.5	2944.24	2223.17	1656.99	1202.93	1822.86	1644.32	1693.06
13	3052.72	2303.34	1713.36	1244.82	1883.76	1699.79	1750.34
13.5	3161.21	2383.15	1769.73	1286.71	1944.67	1755.26	1807.62
14	3269.69	2463.68	1826.10	1328.60	2005.57	1810.73	1864.90
14.5	3378.18	2543.85	1882.47	1370.49	2066.48	1866.20	1922.18
15	3486.66	2624.02	1938.84	1412.38	2127.38	1921.67	1979.46
15.5	3595.15	2784.36	1995.21	1454.27	2188.29	1977.14	2036.74
16	37.03.63	2864.53	2051.58	1496.16	2249.19	2032.61	2094.02
16.5	3812.12	2944.53	2107.95	1579.94	2310.10	2088.08	2151.30
17	3920.60	2944.70	2164.32	1621.83	2371.00	2143.55	2208.58
17.5	4029.09	3024.87	2220.69	1663.72	2431.91	2199.02	2265.86
18	4137.57	3105.04	2277.06	1705.61	2492.81	2254.49	2323.14

## Factor Costs

KG	Canada	China	Denmark	Egypt	Finland	France	Germany
	Price						
18.5	4246.06	3185.21	2333.43	1747.50	2553.72	2309.96	2334.70
19	4354.54	3265.38	2389.80	1789.39	2614.62	2365.43	2494.98
19.5	4463.03	3345.55	2446.17	1831.28	2675.53	2420.90	2552.26
20	4571.51	3425.72	2502.54	1873.17	2736.43	2476.37	2609.54

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KG	Ghana	Great Britain	Greece	Hongkong	INDIA	Indonesia	Israel
	price						
1	303.06	440.12	307.79	376.27	340.05	412.20	309.55
1.5	356.45	513.69	357.40	450.24	388.41	509.23	347.31
2	409.84	587.25	407.00	524.20	436.78	606.25	385.07
2.5	463.23	660.82	456.61	598.17	485.12	703.28	422.83
3	516.62	734.38	506.21	672.13	533.47	800.30	460.59
3.5	570.01	807.95	555.82	746.10	581.83	897.33	498.35
4	623.40	881.51	605.42	820.06	630.18	994.35	536.11
4.5	676.79	955.08	655.03	894.03	678.54	1091.38	573.87
5	730.18	1028.64	704.63	967.99	726.89	1188.40	611.63
5.5	783.57	1102.21	754.24	1041.96	775.25	1285.43	649.39
6	836.96	1175.77	803.84	1115.92	823.60	1382.45	687.15
6.5	890.35	1249.34	853.45	1189.89	871.96	1479.48	724.91
7	943.74	1322.90	903.05	1263.85	920.31	1576.50	762.67
7.5	997.13	1396.47	952.66	1337.82	968.67	1673.53	800.43
8	1050.52	1470.03	1002.26	1411.78	1017.02	1770.55	838.19
8.5	1103.91	1543.60	1051.87	1485.75	1065.38	1867.58	875.95
9	1157.30	1617.16	1101.47	1559.71	1113.73	1964.60	913.71
9.5	1210.69	1690.73	1151.08	1633.68	1162.09	2061.63	951.47
10	1264.08	1764.29	1200.68	1707.64	1210.44	2158.65	989.23
10.5	1317.47	1837.86	1250.29	1781.61	1258.80	2255.68	1026.99
11	1370.86	1911.42	1299.89	1855.57	1307.15	2352.70	1064.75
11.5	1424.25	1984.99	1349.50	1928.54	1355.51	2449.73	1102.51
12	1477.64	2058.55	1399.10	2003.50	1403.86	2546.75	1140.27
12.5	1531.03	2132.12	1448.71	2077.47	1452.22	2643.78	1178.03
13	1584.42	2205.68	1498.31	2151.43	1500.57	2740.80	1215.79
13.5	1637.81	2279.25	1547.92	2225.40	1548.93	2837.83	1253.55
14	1691.20	2352.81	1597.52	2299.36	1597.28	2934.85	1291.31
14.5	1744.59	2426.38	1647.13	2373.33	1645.64	3031.88	1329.07
15	1797.98	2499.94	1696.73	2447.29	1693.99	3128.90	1366.83
15.5	1851.37	2573.51	1746.34	2521.26	1742.35	3225.93	1404.59
16	1904.76	2647.07	1795.94	2595.22	1790.70	3322.95	1442.59
16.5	1958.15	2720.64	1845.55	2669.19	1839.06	3419.98	1480.11
17	2011.54	2794.20	1895.15	2743.15	1887.41	3517.00	1517.87
17.5	2064.93	2867.77	1944.76	2817.12	1935.77	3614.03	1555.63
18	2118.32	2941.33	1994.36	2891.08	1984.12	3711.05	1593.39
18.5	2171.71	3014.90	2043.97	2965.05	2032.48	3808.08	1631.15
19	2225.10	3088.46	2093.57	3039.01	2080.83	3905.10	1668.91
19.5	2278.49	3162.03	2143.18	3112.98	2129.19	4002.13	1706.67
20	2331.88	3235.59	2192.78	3186.94	2177.54	4099.15	1744.43

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## Factor Costs

KG	Italy	Japan	Korea Dem Peo Rep	Korea Rep	Kuwait	Lebanon	Malta
	price						
1	320.92	427.77	565.19	482.79	286.73	244.63	440.90
1.5	372.38	526.51	729.92	593.00	329.17	281.22	503.68
2	423.84	625.24	894.65	703.21	371.60	317.81	566.47
2.5	475.30	723.98	1059.38	813.42	414.04	354.40	629.25
3	526.76	822.71	1224.11	923.63	456.47	390.99	692.04
3.5	578.22	921.45	1388.84	1033.84	498.91	427.58	754.82
4	629.68	1020.18	1553.57	1144.05	541.34	464.17	817.61
4.5	681.14	1118.92	1718.30	1254.26	583.78	500.76	880.39
5	732.60	1217.65	1883.03	1364.47	626.21	537.35	943.18
5.5	784.06	1316.39	2047.76	1474.68	668.65	573.35	1005.96
6	835.52	1415.12	2212.49	1584.89	711.08	610.53	1068.75
6.5	886.98	1513.86	2377.22	1695.10	753.52	647.12	1131.53
7	938.44	1612.59	2541.95	1805.31	795.95	683.71	1194.32
7.5	989.90	1711.33	2706.68	1915.52	838.39	720.30	1257.10
8	1041.36	1810.06	2871.41	2025.73	880.82	756.89	1320.67
8.5	1092.82	1908.80	3036.14	2135.94	923.26	793.45	1382.67
9	1144.28	2007.53	3200.87	2246.15	965.69	830.07	1445.46
9.5	1195.74	2106.27	3365.60	2356.36	1008.13	866.66	1508.24
10	1247.20	2205.00	3530.33	2466.57	1050.56	903.25	1571.03
10.5	1298.66	2303.74	3695.06	2576.78	1093.00	939.84	1633.81
11	1350.12	2402.47	3859.79	2686.99	1135.45	976.43	1696.60
11.5	1401.58	2501.21	4024.52	2797.20	1177.87	1013.02	1759.38
12	1453.04	2599.94	4189.25	2907.41	1220.30	1049.61	1822.17
12.5	1504.50	2698.68	4353.98	3017.62	1262.74	1086.20	1884.95
13	1555.96	2797.41	4518.71	3127.83	1305.17	1122.79	1947.74
13.5	1607.42	2896.15	4683.44	3238.04	1347.61	1159.38	2010.52
14	1658.88	2994.88	4848.17	3348.25	1390.04	1195.97	2073.31
14.5	1710.34	3093.62	5012.90	3458.46	1432.48	1232.56	2136.09
15	1761.80	3192.35	5177.63	3568.67	1474.91	1269.15	2198.88
15.5	1813.26	3291.09	5342.36	3678.88	1517.35	1305.74	2261.66
16	1864.72	3389.82	5507.09	3789.09	1559.78	1342.33	2324.45
16.5	1916.18	3488.56	5671.82	3899.30	1602.22	1378.92	2387.23
17	1967.64	3587.29	5836.55	4009.51	1644.65	1415.51	2450.02
17.5	2019.10	3686.03	6001.28	4119.72	1687.09	1452.10	2512.80
18	2070.56	3784.76	6166.01	4229.93	1729.52	1488.69	2575.59
18.5	2122.02	3883.50	6330.74	4340.14	1771.96	1525.25	2638.37
19	2173.48	3982.23	6495.47	4450.35	1814.39	1561.87	2701.16
19.5	2224.94	4080.97	6660.20	4560.56	1856.83	1598.46	2763.94
20	2276.40	4179.70	6824.93	4670.77	1899.26	1635.05	

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## Factor Costs

kg	Mozambique	Netherland	New Zealand	Nigeria	Norway	Poland	Russian
price							
1	343.39	356.53	548.89	343.94	452.54	338.14	449.59
1.5	395.15	418.30	668.98	395.53	518.61	339.72	527.56
2	446.91	480.06	825.07	447.12	584.18	455.29	605.52
2.5	498.67	541.83	963.16	498.71	584.68	513.87	683.49
3	550.43	603.59	1101.25	550.30	650.75	572.44	761.45
3.5	602.19	665.36	1239.34	601.89	716.82	631.02	839.42
4	653.95	727.12	1377.43	643.48	782.89	689.59	917.38
4.5	705.71	788.89	1515.52	705.07	848.96	748.17	995.35
5	757.47	850.65	1653.61	756.66	915.13	806.74	1073.31
5.5	809.23	912.42	1791.70	808.25	981.10	865.32	1151.28
6	912.75	1035.95	1929.79	859.84	1047.17	923.89	1229.24
6.5	912.75	1035.95	2067.88	911.43	1113.24	982.47	1307.21
7	964.51	1097.71	2205.97	963.02	1179.31	1041.04	1385.17
7.5	1016.27	1159.48	2344.06	1014.61	1245.39	1099.62	1463.14
8	1068.03	1221.24	2482.15	1066.20	1311.45	1158.19	1541.10
8.5	1119.79	1283.01	2620.24	1117.79	1377.52	1216.77	1619.07
9	1171.55	1406.54	2758.33	1169.38	1443.59	1275.34	1697.03
9.5	1223.31	1406.54	2896.42	1220.97	1509.66	1333.92	1775.00
10	1275.07	1468.30	3034.51	1272.56	1641.80	1392.49	1852.96
10.5	1326.83	1530.07	3172.60	1324.15	1707.87	1451.07	1930.93
11	1378.59	1591.83	3310.69	1375.74	1773.94	1509.64	2008.89
11.5	1430.35	1653.60	3448.78	1427.33	1840.01	1568.22	2086.86
12	1482.11	1715.36	3586.87	1478.92	1906.08	1626.79	2164.82
12.5	1533.87	1777.13	3724.96	1530.51	1972.15	1685.37	2242.79
13	1585.63	1838.89	3863.05	1582.10	2038.22	1743.94	2320.75
13.5	1637.39	1900.66	4001.14	1633.69	2104.29	1802.52	2398.72
14	1689.15	1962.42	4139.23	1685.28	2170.36	1861.09	2476.68
14.5	1740.91	2024.19	4277.32	1736.87	2236.43	1919.67	2554.65
15	1792.67	2085.95	4415.41	1788.46	2302.50	1978.24	2632.61
15.5	1844.43	2147.72	4553.50	1840.05	2368.57	2036.82	2710.58
16	1896.19	2209.48	4691.59	1891.64	2434.64	2095.39	2788.54
16.5	1947.95	2271.25	4829.68	1943.23	2500.71	2153.97	2866.51
17	1999.71	2333.01	4967.77	1994.82	2566.78	2212.54	2944.47
17.5	2051.47	2394.78	5105.86	2046.41	2632.85	2271.12	3022.44
18	2103.23	2456.54	5243.95	2098.00	2698.92	2329.69	3100.40
18.5	2154.99	2518.31	5382.04	2149.18	2764.99	2388.27	3178.37
19.	2206.75	2580.07	5520.13	2201.18	2831.06	2446.84	3256.33
19.5	2258.51	2641.84	5658.22	2252.77	2897.13	2505.42	3334.30
20	2310.27	2703.60	5796.31	2304.36	2963.20	2563.99	3412.26

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kg	Rwanda	SAUDI ARBIA	SOUTH AFRICA	SPAIN	Sudan	Sweden	Switzerland
price							
1	258.32	213.09	328.16	356.87	256.08	401.55	354.43
1.5	291.86	263.61	394.75	412.99	283.14	466.95	412.17
2	325.39	274.12	461.34	469.99	310.19	532.35	469.91
2.5	358.93	304.64	527.93	525.22	337.25	597.75	527.65
3	392.46	335.15	594.52	581.33	364.30	663.15	585.39
3.5	426.00	365.67	661.11	637.45	391.36	728.55	643.13
4	459.53	396.18	727.70	693.56	418.41	793.95	700.87
4.5	493.07	426.70	794.29	749.68	445.47	859.35	758.61
5	526.60	457.21	860.88	805.79	472.52	924.75	816.35
5.5	560.14	487.73	927.70	861.91	449.58	990.15	874.09
6	593.67	518.24	994.06	918.02	526.63	1055.55	931.83
6.5	627.21	548.76	1060.65	974.14	553.69	1120.95	989.57
7	660.74	579.27	1127.24	1030.25	580.74	1186.35	1047.31
7.5	694.28	609.79	1193.83	1086.37	607.80	1251.35	1105.05
8	727.81	640.30	1260.42	1142.48	634.85	1317.15	1162.79
8.5	761.35	670.82	1327.01	1198.60	661.91	1382.55	1220.53
9	794.88	701.33	1393.60	1254.71	688.96	1447.95	1278.27
9.5	828.42	731.85	1460.19	1310.83	716.02	1513.35	1336.01
10	861.95	762.36	1526.78	1366.94	743.07	1578.75	1393.75
10.5	895.49	792.88	1593.37	1423.06	770.13	1644.15	1451.49
11	929.02	823.39	1659.96	1479.17	797.18	1709.55	1509.23
11.5	962.56	853.91	1726.55	1535.29	824.24	1774.95	1566.97
12	996.09	884.42	1793.14	1591.40	851.29	1840.35	1624.71
12.5	1029.63	914.94	1859.73	1647.52	878.35	1905.75	1682.45
13	1063.16	945.45	1926.32	1703.63	905.40	1971.15	1740.19
13.5	1096.70	975.97	1992.91	1759.75	932.46	2036.55	1797.93
14	1130.23	1006.48	2059.50	1815.86	959.51	2101.95	1855.67
14.5	1163.77	1037.00	2126.09	1871.98	986.57	2167.35	1913.41
15	1197.30	1067.51	2192.68	1928.09	1013.62	2232.75	1971.15
15.5	1230.84	1098.03	2259.27	1984.21	1040.68	2298.15	2028.89
16	1264.37	1128.54	2325.86	2040.32	1067.73	2363.55	2086.63
16.5	1297.91	1159.06	2392.45	2096.44	1094.79	2428.95	2144.37
17	1331.44	1189.57	2459.04	2152.55	1121.84	2494.35	2202.11
17.5	1364.98	1220.09	2525.63	2208.67	1148.90	2559.75	2259.85
18	1398.51	1250.60	2592.22	2264.78	1175.95	2625.15	2317.59
18.5	1432.05	1281.12	2658.81	2320.90	1203.01	2690.55	2375.33
19.	1465.58	1311.63	2725.40	2377.01	1230.06	2755.95	2433.07
19.5	1499.12	1342.15	2791.99	2433.13	1257.12	2821.35	2490.81
20	1532.65	1372.66	2858.58	2489.24	1284.17	2886.75	2548.55

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## Factor Costs

kg	SYRIA ARAB REP	TANZANIA	UGANDA	UNITED ARAB EMERATES	USA	ZAMBIA
price						
1	295.75	310.32	223.16	252.14	421.25	265.06
1.5	339.98	376.32	250.05	287.96	334.26	306.18
2	384.21	442.46	276.94	323.78	647.26	347.29
2.5	428.44	508.53	303.83	359.60	760.27	388.41
3	472.67	574.60	330.72	395.42	873.27	429.52
3.5	516.90	640.67	357.61	431.24	986.28	470.64
4	561.13	706.74	384.50	467.06	1099.28	511.75
4.5	605.36	772.81	411.39	502.88	1212.29	552.87
5	649.59	838.88	438.50	538.70	1325.29	593.98
5.5	693.82	904.95	465.17	574.52	1438.30	635.10
6	738.05	971.02	492.06	610.34	1551.30	676.21
6.5	782.28	1037.09	518.95	646.16	1664.31	717.33
7	826.51	1103.16	545.84	681.98	1777.31	758.44
7.5	870.74	1169.23	572.73	717.80	1890.32	799.56
8	914.97	1235.30	599.62	753.62	2003.32	840.67
8.5	959.20	1301.37	626.51	789.44	2116.33	881.79
9	1003.43	1367.44	653.40	325.26	2229.33	922.90
9.5	1047.66	1433.51	680.29	861.08	2342.34	964.02
10	1091.89	1499.58	707.18	896.90	2455.34	1005.13
10.5	1136.12	1565.65	734.07	932.72	2568.35	1046.25
11	1180.35	1631.72	760.96	968.54	2681.35	1087.36
11.5	1224.58	1697.79	787.85	1004.36	2794.36	1128.48
12	1268.81	1763.86	814.74	1040.18	2907.36	1169.59
12.5	1313.04	1829.93	841.63	1076.00	3020.37	1210.71
13	1357.27	1896.00	868.52	1111.82	3133.37	1251.82
13.5	1401.50	1962.07	895.41	1147.64	3246.38	1292.94
14	1445.73	2028.14	922.30	1183.46	3359.38	1334.05
14.5	1489.96	2094.21	949.19	1219.28	3472.39	1375.17
15	1534.19	2160.28	976.08	1255.10	3585.39	1416.28
15.5	1578.42	2226.35	1002.97	1290.92	3698.40	1457.40
16	1622.65	2292.42	1029.86	1326.74	3811.40	1498.51
16.5	1666.88	2358.49	1056.75	1362.56	3924.41	1539.63
17	1711.11	2424.56	1083.64	1398.38	4037.41	1580.74
17.5	1755.34	2490.63	1110.53	1434.20	4150.42	1621.86
18	1799.57	2556.70	1137.42	1470.02	4263.42	1662.97
18.5	1843.80	2622.77	1164.31	1505.84	4376.43	1704.09
19.	1888.03	2688.84	1191.20	1541.66	4489.43	1745.20
19.5	1932.26	2754.91	1218.09	1577.48	4602.44	1786.32
20	1976.49	2820.98	1244.98	1613.30	4715.44	1827.43

## Part 11: INSPECTION AND MARKING FEES OF ETHIOPIAN STANDARDS

The Quality and Standards Authority of Ethiopia (QSAE) is a government organ that is responsible for certifying and assuring the quality, safety and durability of products and services in accordance with the published and valid Ethiopian standards. The unit inspection and marking fees for some selected goods are shown below:

Table 11- 1 Inspection and marking fees by type of products

No.	Product type	Unit inspection and marking fee (% of products unit selling price)
1	Oil seeds	0.2
2	Pulses	0.2
3	Edible Oil	0.2
4	Green coffee beans	0.05
5	Non- alcoholic beverages	0.3
6	Polymeric products	0.5
7	Leather and leather products	0.2
8	Soap and detergents	0.2
9	Cement and cement products	0.5
10	Safety matches	0.02
11	Iron sheet products	0.8
12	Paper	0.8
13	Fertilizer	0.2
14	Beer	0.2
15	Natural wine	0.4
16	Citrus squash	0.3
17	Edible salt	0.2
18	Cotton yarn	0.3
19	Industrial safety eye protector	0.5
20	Filing articles	0.8

**Source:** Council of Ministers Regulation NO.13/1990

## Part 12: CHARGES FOR INVESTMENT SERVICES

The charges for the different services are shown in the following table.

Table 12- 1 Service charges by types of services and delivery time

No.	Service type	Delivery time ( hours)	Fee ( Birr)
1	Issuance of Investment permit		
	<ul style="list-style-type: none"> <li>▪ New investment</li> <li>▪ Expansion investment</li> </ul>	4 4	600 300
2	Renewal of Investment permit		
	<ul style="list-style-type: none"> <li>▪ New investment</li> <li>▪ Expansion investment</li> </ul>	1 1	200 100
3	Substitution of lost / damaged investment permit	1	100
4	Issuance of trade registration certificate		
	<ul style="list-style-type: none"> <li>▪ Principal registration</li> <li>▪ Summary registration</li> </ul>	4 4	80 10
5	Issuance of business license	4	80
6	Issuance of work permit	1	600
7	Notarization of memorandum and articles of associations	4	600
8	Investment permit amendment/ change	3	100
9	Construction contracting grading	2	-
10	Investment permit revocation	2	-
11	Registration of technology transfer agreement	2	200
12	Renewal of technology transfer agreement	1	50
13	Registration of non- equity forms of foreign enterprise collaboration	1	100
14	Renewal of non- equity forms of foreign enterprise collaboration	1	50
15	Issuance of domestic status certificate to a foreign national permanently residing in Ethiopia taken for domestic investor	1	100

## Part 13: BANKING CHARGES AND LENDING RATES

The National Bank of Ethiopia serves as the central bank while the government owned Commercial Bank of Ethiopia, Construction and Business Bank, Development Bank of Ethiopia and several other private banks perform commercial banking functions. Banking charges levied by the Commercial Bank of Ethiopia are shown in tables 13.1, 13.2 and 13.3 below.

### 13.1 Bank Charges

The current banking charges by the Commercial Bank of Ethiopia are presented in the following tables.

Table 13- 1 CAST (Customer Account and transaction Service) Domestic banking charges

No.	Service type	Charges (in Birr and %)			
		Telephone charge	Commission	service charge	Total charge
1	Transfer of funds				
	▪ Telegraph transfer	10	0.001% minimum 3.00	-	
	▪ Demand draft transfer	-	0.001% minimum 3.00	-	
2	Cash payment order and certified checks				
	- in cash - from A/C	-		15.00 5.00	15.00 5.00
3	Replacement of lost saving passbook	-	-	25.00	25.00
4	Stop payment orders	-	-	10.00	10.00
5	Re- transfer of funds	20.00	-	10.00	30.00
6	Cancellation and /or amendment on transfers	10.00	-	10.00	20.00
7	Standing instructions within same branch and same customer (inter- account), and for loan repayment purpose	-	-	10	10
8	Standing instructions for transfers between branches within same location (city)	-	-	10.00	10.00
9	cancellation and / or refunding of demand draft lost				
	▪ Refunding of demand draft lost			50.00	50.00
	▪ Cancellation of demand draft lost	2.00		10.00	12.00
10	Cancellation and /or refunding of CPO lost				
	▪ Refunding of CPO lost	-	-	50.00	50.00
	▪ Cancellation of CPO lost			10.00	10.00
11	Opening and closing an account	-	Free	-	-
12	Interest Rate				
	▪ Saving deposit	-	-	5%	-
	▪ Demand deposit	-	-	-	-
	▪ Special demand deposit	-	-	-	-
	▪ Time deposit			5%	

Source: Commercial Bank of Ethiopia

Table 13- 2 Trade Service TC (Foreign banking charges)

No	service Category	Services	Existing Charges (Birr)
1	Export letter of credit		Free
2	Import letter of credit	Opening commission	0.50% (Min=100.00)
		Service charge	1% (Min=100.00)
		Extension commission	0.25% (Min=50.00)
		Amendment	30.00
		Cancellation	30.00
3	Inward bill collection	Service Charge upon purchase order approval	0.25% (min=50.00)
		Service charge upon collection of the document	1%(min=50.00)
		Extension commission for expired pos	0.25%(min=50.00)
		Documents Released free of payments	10.00
4	Guarantee	Type A	
		- UP to USD 200,000	0.5% for 3 months or part there of
		- USD 200,001-400,000	0.33% " " " " " "
		- USD 400,001-600,000	0.25% " " " " " "
		- Over 600,001 USD	0.20% " " " " " "
		Amendment	
		- Extension	0.20%For months or part there of
		- Other terms of Guarantee	USD 10
		Type B	
		- Bid bond passed by us with our authentication	USD 10.00 Per bond
		Type C	
		- Against 100% deposit	0.125% (Min=20.00)for 3 months or part thereof
		- with credit facilities	0.5 % (Min=20.00for 3 months or part thereof
5	Cheque & Foreign Transfer	Outgoing transfer	0.5%
		Traveler's Cheque	
		- Service Charge	0.005%
		- Commission	0.50 per leaf
		Incoming Transfer	Free

Source: Commercial Bank of Ethiopia



Table 13- 3 loan processing

No	Request Limit	loan processing (Birr)
1	Less than 50,000	200.00
2	50,000 – 100,000	300.00
3	100,000 – 500,000	500.00
4	500,000 – 3,000,000	1000.00
5	3,000,10,000,000	1500.00
6	Above 10,000,000	2000.00

Source: Commercial Bank of Ethiopia

### 13.2 Lending Rates

The Development Bank of Ethiopia (DBE) provides mainly long and medium- term loans for agricultural, agro- processing and manufacturing investment projects which are preferably export focused. It also avails short term working capital loan for its clients. Its current interest rate is 7.5%.

On the other hand the existing interest rate of the Commercial Bank of Ethiopia for short, medium and long term loans is 8.5%. However, the bank may apply different interest rates based on customer classification, type and nature of credit product, customer’s credit risk rate and collateral position.