ABOTE EXPORT AND IMPORT PLC

EXPANDED COMPANY PROFILE



Connecting Ethiopian agricultural products to the world

Agricultural exports • Processing • Import supply

QUALITY PRODUCTS	TRUSTED TRADE	GLOBAL OPPORTUNITIES
Careful sourcing and preparation	Clear and dependable communication	Connecting local supply with buyers

ADDIS ABABA OFFICE | ADAMA WAREHOUSE

Website: aboteexportandimport.com.et

01 | COMPANY OVERVIEW

A practical Ethiopian trade partner

ABOTE Export and Import PLC is an Ethiopian trading company focused on exporting agricultural commodities and importing selected products for industrial, automotive and construction needs. The company connects local agricultural supply with international buyers while helping customers source products from global markets.

The company's activities bring together agricultural product sourcing, processing and preparation for export, and import supply based on customer requirements. This combination allows ABOTE to support customers from product identification through preparation for storage and transport.

COMPANY AT A GLANCE

BUSINESS AREA	COMPANY PROFILE
Agricultural exports	Pulses, beans, chickpeas, sesame seeds and Ethiopian red pepper, subject to availability and agreed specifications.
Processing	Sortex cleaning, sorting, grading, manual inspection and packaging preparation.
Import supply	Selected chemicals and related supplies, tires, automotive spare parts, and construction-related materials.
Locations	Addis Ababa office and Adama warehouse.

EXPERIENCE BEHIND OUR WORK

The existing company profile reports 12 years of experience in the agricultural sector and 5 years of export experience. These are the experience figures presented by the company; they are not stated here as the company's legal incorporation date.

Our work is guided by product requirements, supplier coordination, careful preparation and dependable communication with customers.

02 | COMPANY BACKGROUND & HISTORY

Built around Ethiopia’s agricultural potential

ABOTE’s business story is connected to Ethiopia’s role as a source of agricultural commodities and to the need for reliable links between local suppliers and buyers. The company focuses on helping bring selected Ethiopian agricultural products to market while also responding to customers who need selected imported goods.

The company profile identifies a foundation of 12 years of agricultural-sector experience and 5 years of export experience. This background supports practical understanding of product sourcing, preparation requirements, buyer specifications and the importance of communication throughout a trade order.

HOW OUR BUSINESS APPROACH HAS DEVELOPED

• **Understanding agricultural supply:** Working with local supply channels to identify pulses, beans, chickpeas, sesame seeds and red pepper for customer requirements.

• **Focusing on preparation:** Including cleaning, Sortex separation, sorting, grading and additional manual inspection where required.

• **Responding to buyer specifications:** Treating grade, colour, size, quality, packaging, quantity and availability as order-specific requirements.

• **Supporting trade in both directions:** Combining agricultural export activities with selected import categories for business and industrial customers.

• **Maintaining a local operating presence:** Working through an Addis Ababa office and warehouse facilities in Adama.

A history of experience—not an invented timeline

The source profile does not provide a confirmed company establishment year, founder name or dated list of major milestones. This profile therefore explains the company’s experience and business development approach without assigning unverified dates or events. Management can add a formal year-by-year timeline after confirming those details.

OUR DIRECTION

ABOTE aims to strengthen dependable connections between Ethiopian agricultural supply and international demand, while maintaining practical sourcing and import support for customers.

03 | MISSION, VISION & VALUES

OUR MISSION

To source and prepare agricultural products with care, and to provide dependable export and import services that meet customer specifications, support transparent communication and build lasting commercial partnerships.

OUR VISION

To be a trusted Ethiopian trade partner connecting the country's agricultural potential with international markets and providing reliable access to selected imported products.

OUR WORKING VALUES

QUALITY FOCUS

Pay attention to product condition, cleaning, sorting, grading and agreed specifications.

INTEGRITY

Communicate clearly about product availability, grades, quantities and order requirements.

RELIABILITY

Coordinate sourcing, preparation, packaging and shipment activities with care.

CUSTOMER UNDERSTANDING

Listen to buyer requirements and confirm important details before an order proceeds.

PARTNERSHIP

Build respectful, long-term relationships with suppliers, buyers and service partners.

CONTINUOUS IMPROVEMENT

Look for practical ways to improve product preparation, communication and service delivery.

OUR PROMISE TO CUSTOMERS

We work to understand what the customer needs, communicate what can be supplied, and coordinate preparation according to the specifications agreed for each order. Availability, grades and quantities are confirmed individually.

04 | AGRICULTURAL EXPORT PORTFOLIO

Ethiopian commodities for buyer requirements

ABOTE handles a range of agricultural commodities. The exact product, grade, quantity and availability are confirmed for each order and depend on supply conditions and buyer specifications.

PULSES AND BEANS

Black beans, green mung beans, cream beans, white pea beans, pinto beans, red-speckled kidney beans, light-speckled kidney beans and red kidney beans (Gojjam and South types).

CHICKPEAS

Kabuli chickpeas and Dessie chickpeas, depending on availability and buyer requirements.

SESAME SEEDS

Whitish sesame seeds, including Humera-type sesame.

RED PEPPER

Ethiopian red pepper prepared and packed to agreed quality and shipment requirements.

WHAT BUYERS CAN DISCUSS WITH OUR TEAM

- Product type and origin or type preference, where applicable.
- Required grade, size, colour and acceptable quality criteria.
- Estimated quantity and expected availability.
- Cleaning, sorting, grading and packaging requirements.
- Shipment preparation requirements and target schedule.

PRODUCT NOTE

Coffee is not included in the product list of the source company profile. No coffee supply is represented in this document.

05 | PROCESSING & QUALITY PREPARATION

Preparation that supports buyer specifications

Product preparation is an important part of ABOTE's agricultural export activities. The company profile describes several preparation services that can be applied according to the product and the customer's agreed requirements.

01 SOURCING AND SUPPLIER COORDINATION

Coordinating with suppliers to identify products for export orders and checking the requirements that need to be met.

02 SORTEX CLEANING

Using machine-based separation to help remove unwanted materials and off-colour grains, improving product consistency.

03 SORTING AND GRADING

Sorting products according to size, colour and quality criteria agreed with the buyer.

04 MANUAL CLEANING AND HAND-PICKING

Providing additional inspection and removal of visible impurities where required.

05 PACKAGING AND EXPORT PREPARATION

Preparing goods for storage and transport based on agreed product and shipment requirements.

ORDER-BY-ORDER QUALITY APPROACH

Different buyers may require different product grades and preparation standards. For this reason, specifications should be agreed before processing and packaging begin. The company confirms product availability, grades and quantities for each order rather than presenting them as fixed across all seasons or shipments.

The aim is to provide products that are prepared with care and aligned with the requirements discussed with the customer.

06 | IMPORT SUPPLY & TRADE SUPPORT

Selected products for business requirements

In addition to agricultural exports, ABOTE supports customers seeking selected imported products for industrial, automotive and construction-related needs. Product details and specifications are confirmed with the customer before sourcing.

IMPORT CATEGORIES

• **Chemicals and related supplies:** Sourced subject to exact product specifications and applicable regulations.

• **Tires and automotive spare parts:** For vehicle owners, transport operations and business requirements.

• **Construction and related materials:** Product names, configurations and specifications are confirmed with the customer.

HOW WE APPROACH AN IMPORT INQUIRY

• Understand the product name, intended use and technical specifications.

• Confirm quantity, quality expectations and any required standards or documentation.

• Review sourcing possibilities and communicate the relevant details to the customer.

• Coordinate the agreed supply process and keep communication clear.

A PRACTICAL TRADE CONNECTION

ABOTE’s export and import activities serve different customer needs but share the same working principles: understand the requirement, confirm the details, communicate clearly and coordinate the supply process responsibly.

07 | OPERATIONS & PARTNERSHIP

A local presence in Ethiopia

ABOTE's company profile identifies an office in Addis Ababa and warehouse facilities in Adama. This presence supports communication with customers and coordination of local agricultural supply and preparation activities.

LOCATION	ROLE
Addis Ababa	Company office and business communication.
Adama	Warehouse presence and operational coordination.

WHO WE WORK TO SERVE

• International buyers seeking Ethiopian agricultural commodities.

• Local suppliers and agricultural supply partners.

• Businesses looking for selected imported products.

• Customers who value clear specifications and responsive communication.

BUILDING A DEPENDABLE PARTNERSHIP

A successful trade relationship depends on clear expectations on both sides. ABOTE encourages customers to share product specifications, target quantities and packaging needs early in the inquiry process. The company can then confirm availability and discuss the preparation and supply requirements for the particular order.

OUR PARTNERSHIP PRINCIPLE

Quality Products • Trusted Trade • Global Opportunities

08 | LEADERSHIP, CONTACT & NEXT STEPS

COMPANY LEADERSHIP

POSITION	NAME
General Manager	Abera Fayissa
Export Manager	Rediet Shegute

CONTACT ABOTE EXPORT AND IMPORT PLC

Website: https://aboteexportandimport.com.et/
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OFFICE AND WAREHOUSE

Addis Ababa office: Around Lancha, Addis Ababa, Ethiopia
Adama warehouse: Around Wanji Mazoria, Adama, Ethiopia

LET US DISCUSS YOUR REQUIREMENTS

For agricultural export inquiries, please share the product type, required grade, estimated quantity and packaging expectations. For import inquiries, please provide the exact product name, specifications, intended use and quantity. Our team can then discuss availability and the next steps for your request.

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Management confirmation note: The company establishment year, founder's full name, certifications, export destinations, annual capacity and dated milestones were not included in the source profile. These details should be added only after management confirmation.