



REPUBLIC OF KENYA



**KENYA EXPORT
PROMOTION & BRANDING
AGENCY**

Kenya-Ethiopia Trade Flow Analysis Report

Prepared by

the

**Kenya Export Promotion & Branding Agency
Research & Innovations**

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1.0 ETHIOPIA INTERNATIONAL TRADE

Table 1: **Situational Analysis**

Ethiopia's Trade Flows and Position in the Global Trade

- In 2022, Ethiopia's exports were valued at **USD 3.1 billion** which was ranked **136th exporter** in the year.
- On the other hand, Ethiopia's imports in the year were valued at **USD 16.5 billion** which accounted for **0.1%** of the world imports in the year ranking the country as the **94th** global importer in 2022.
- Over the last decade, Ethiopia has had a negative trade balance, which in 2022 was recorded by a value of **USD 13.5 billion**.
- Her lead export destination market in 2022 was Germany with exports valued at **USD 334.5 million**, accounting for **10.8%** of Ethiopia's total exports.
- In the same year, Ethiopia's top source market was China with imports valued at **USD 4.96 billion** accounting for **30.0%** of Ethiopia's imports.
- Her main principal export product was Coffee with her exports being valued at **USD 1.5 billion**.
- Ethiopia's chief import product in 2022 was Palm oil. The country imported approximately **USD 893.8 million** worth of the product in 2022.

1.1 Ethiopia's international trade performance

1.1.1 Ethiopia's lead import trade partners

Table 2: Ethiopia's top 25 import trade partners

Rank in 2022	Exporters	value in 2013	value in 2014	value in 2015	value in 2016	value in 2017	value in 2018	value in 2019	value in 2020	value in 2021	value in 2022	Share in 2022
		Value in USD Billion										%
1	China	3.0	5.0	6.1	5.1	4.9	4.1	4.3	4.2	4.0	5.0	30.0%
2	India	1.2	1.1	1.2	1.3	1.1	1.2	1.3	1.5	2.4	2.4	14.3%
3	United States of America	0.5	0.7	0.9	1.5	1.2	1.6	0.8	0.7	1.2	1.1	6.7%
4	Türkiye	0.5	0.4	0.5	0.6	0.6	0.6	0.7	0.8	0.8	0.7	4.5%
5	Morocco	0.0	0.1	0.2	0.2	0.3	0.2	0.3	0.3	0.4	0.7	4.2%
6	Egypt	0.1	0.1	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.6	3.4%
7	United Arab Emirates	0.3	0.4	0.4	0.4	0.3	0.4	0.5	0.7	0.5	0.6	3.4%
8	Saudi Arabia	0.9	1.2	0.5	0.4	0.5	0.2	0.5	0.4	0.4	0.5	3.2%
9	Malaysia	0.2	0.1	0.2	0.3	0.3	0.4	0.2	0.3	0.6	0.5	3.1%
10	Japan	0.5	0.6	0.7	0.7	0.7	0.5	0.7	0.5	0.4	0.4	2.2%
11	Djibouti	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.2	0.4	2.2%
12	Kuwait	0.3	0.9	0.8	0.5	0.6	1.2	1.9	0.6	0.5	0.3	2.1%
13	Ukraine	0.2	0.2	0.2	0.2	0.1	0.2	0.3	0.3	0.6	0.3	1.8%
14	Indonesia	0.4	0.4	0.4	0.3	0.3	0.3	0.3	0.3	0.2	0.2	1.5%
15	Italy	0.5	0.5	0.5	0.7	0.6	0.4	0.3	0.3	0.3	0.2	1.4%
16	United Kingdom	0.1	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2	1.4%
17	Belgium	0.1	0.2	0.3	0.2	0.2	0.2	0.3	0.1	0.2	0.2	1.3%
18	Netherlands	0.2	0.1	0.2	0.2	0.2	0.2	0.2	0.1	0.1	0.2	1.3%
19	Korea, Republic of	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.3	0.2	1.2%
20	South Africa	0.1	0.1	0.2	0.2	0.2	0.2	0.2	0.2	0.1	0.2	1.0%
21	Germany	0.2	0.4	0.3	0.3	0.2	0.3	0.3	0.2	0.2	0.2	1.0%
22	Thailand	0.2	0.2	0.1	0.1	0.2	0.2	0.1	0.2	0.1	0.1	0.8%
23	France	0.1	0.1	0.2	0.2	0.2	0.2	0.1	0.2	0.2	0.1	0.8%
24	Argentina	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.1	0.7%
25	Kenya	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.1	0.1	0.7%
	All other countries	1.0	1.4	2.0	2.4	1.5	1.3	1.4	1.4	1.2	1.0	5.9%
	World	11.0	14.7	16.3	16.4	14.7	14.4	15.6	14.1	15.3	16.5	100.0%

Source: International Trade Centre database 2023; Compiled by KEPROBA

- Ethiopia's total imports have been growing at an average rate of 5.4% per year between 2013 and 2022. Between 2021 and 2022, imports declined by 8.2% and were valued at USD 16.5 billion in 2022.



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- Lead source markets included: China (USD 5.0 billion; 30.0%), India (USD 2.4 billion; 14.3%), USA (USD 1.1; 6.7%), Turkey (USD 0.7; 4.5%), and Morocco (USD 0.7 billion; 4.2%).
- The top five destination markets accounted for 59.6% of Ethiopia's import basket, while top 10 accounted for 75.0% of Ethiopia's total imports.
- Kenya was ranked 25th Exporter of products to Ethiopia.
- Ethiopia's market concentration was 0.13 indicating that Ethiopia has diversified import sources.

1.1.2 Ethiopia's lead import products

Table 3: Ethiopia's top 20 import trade products

Rank in 2022	Code	Product label	value in 2018	value in 2019	value in 2020	value in 2021	value in 2022	Share in 2022
			Value in USD Billion					%
1	'1511	Palm oil	0.5	0.3	0.4	0.9	0.9	5.4%
2	'2710	Petroleum oils and oils (excl. crude)	1.3	2.4	1.6	0.9	0.9	5.4%
3	'1001	Wheat and meslin	0.4	0.5	0.4	0.9	0.9	5.2%
4	'3105	Mineral or chemical fertilisers containing two or three of the fertilising elements nitrogen	0.2	0.3	0.3	0.4	0.8	4.7%
5	'8703	Motor cars and other motor vehicles	0.3	0.5	0.4	0.5	0.7	4.5%
6	'1701	Cane or beet sugar and chemically pure sucrose, in solid form	0.3	0.2	0.3	0.6	0.6	3.5%
7	'3102	Mineral or chemical nitrogenous fertilisers	0.2	0.2	0.2	0.2	0.5	3.2%
8	'1512	Sunflower-seed, safflower or cotton-seed oil and fractions thereof	0.1	0.1	0.4	0.4	0.5	2.8%
9	'8704	Motor vehicles for the transport of goods	0.3	0.4	0.4	0.4	0.5	2.8%
10	'1006	Rice	0.3	0.2	0.3	0.7	0.5	2.7%
11	'8517	Telephone sets	0.1	0.1	0.2	0.3	0.4	2.6%
12	'3002	Human blood; animal blood prepared for therapeutic, prophylactic or diagnostic uses	0.1	0.1	0.1	0.3	0.4	2.4%
13	'3004	Medicaments	0.6	0.6	0.5	0.5	0.4	2.1%
14	'8544	Insulated "incl. enamelled or anodised" wire, cable	0.1	0.1	0.1	0.1	0.2	1.2%
15	'0713	Dried leguminous vegetables, shelled	0.0	0.1	0.1	0.1	0.2	1.2%
16	'5402	Synthetic filament yarn, incl. synthetic monofilaments of < 67 decitex	0.0	0.1	0.1	0.1	0.2	0.9%
17	'3907	Polyacetals, other polyethers and epoxide resins, in primary forms	0.1	0.1	0.1	0.1	0.2	0.9%
18	'3901	Polymers of ethylene, in primary forms	0.1	0.1	0.1	0.1	0.2	0.9%
19	'7208	Flat-rolled products of iron or non-alloy steel, of a width >= 600 mm	0.1	0.1	0.1	0.1	0.1	0.9%
20	'4011	New pneumatic tyres, of rubber	0.1	0.2	0.2	0.1	0.1	0.8%
		All other products	9.2	9.1	7.8	7.4	7.6	45.9%
	'TOTAL	All products	14.4	15.6	14.1	15.3	16.5	100.0%

Source: International Trade Centre database 2023; Compiled by KEPROBA

- Ethiopia's top import products in 2022 included Palm oil (USD 0.9 billion), Petroleum oils Ex-crude (USD 0.9 billion), Wheat and Meslin (USD 0.9 billion), Mineral or chemical fertilisers containing two or three elements of nitrogen (USD 0.8 billion), and Motor cars and motor vehicles (USD 0.7 billion).
- Top 5, 10 and 20 products accounted for 25.1%, 40.1%, and 54.1% respectively of all her imports in 2022.

1.1.3 Ethiopia's lead export trade partners

Table 4: Ethiopia's top 25 export trade partners

Rank in 2022	Importers	value in 2013	value in 2014	value in 2015	value in 2016	value in 2017	value in 2018	value in 2019	value in 2020	value in 2021	value in 2022	Share in 2022
Value in USD Million												%
1	United States of America	121.3	148.5	190.4	180.0	227.3	272.8	293.4	258.7	330.2	334.5	10.8%
2	Saudi Arabia	165.4	194.7	197.2	184.7	206.2	180.8	177.1	186.9	215.5	267.9	8.7%
3	Somalia	319.8	330.4	303.6	271.2	243.6	260.3	271.9	293.7	360.8	264.8	8.6%
4	Germany	177.1	221.0	213.0	166.8	195.1	161.8	152.2	138.8	243.9	257.9	8.4%
5	Netherlands	168.9	175.4	190.0	181.4	188.9	190.7	190.7	189.7	229.3	216.9	7.0%
6	United Arab Emirates	75.6	83.9	87.4	91.2	127.6	124.9	154.8	168.9	189.8	205.7	6.7%
7	Belgium	54.3	60.8	57.4	64.9	95.0	68.5	66.7	82.9	131.0	138.0	4.5%
8	Japan	77.0	101.7	70.2	72.5	101.1	99.3	121.6	94.9	106.2	133.0	4.3%
9	China	308.3	456.5	304.8	355.2	288.2	190.2	124.4	91.2	84.5	129.9	4.2%
10	Korea, Republic of	24.3	38.0	43.9	50.8	54.9	45.8	49.1	61.1	85.7	119.8	3.9%
11	Israel	93.7	112.7	83.4	63.8	79.9	102.2	109.1	98.8	105.9	99.1	3.2%
12	India	35.5	53.1	64.9	68.4	44.7	65.0	109.3	50.3	101.2	90.3	2.9%
13	Djibouti	75.1	79.6	94.2	109.2	96.0	130.9	128.2	108.9	102.9	86.8	2.8%
14	Italy	61.5	70.5	54.5	53.4	61.3	57.7	60.1	48.9	61.1	76.8	2.5%
15	Sudan	96.6	84.7	80.3	50.4	54.8	55.6	46.1	45.5	36.4	47.1	1.5%
16	United Kingdom	48.4	41.3	40.3	49.2	55.1	41.3	38.2	28.5	37.3	46.8	1.5%
17	Singapore	0.8	1.1	9.9	5.9	12.0	9.9	32.5	56.8	48.1	42.3	1.4%
18	Viet Nam	20.1	24.2	10.2	43.6	70.1	86.2	45.3	70.1	67.5	38.8	1.3%
19	France	28.2	46.3	32.9	38.1	36.4	27.2	26.2	23.9	35.1	37.3	1.2%
20	Taipei, Chinese	6.2	5.0	6.7	11.1	12.8	13.8	15.6	22.7	26.4	33.6	1.1%
21	Australia	12.9	19.6	20.3	18.1	22.6	19.0	17.8	16.5	29.6	29.9	1.0%
22	Kenya	15.2	21.6	31.7	30.9	67.7	28.2	25.0	11.9	15.3	29.0	0.9%
23	Jordan	27.9	33.1	26.4	17.0	21.2	20.6	20.0	20.7	26.3	27.4	0.9%
24	Yemen	31.8	37.5	20.7	17.0	35.4	42.7	59.1	33.0	31.0	27.3	0.9%
25	Türkiye	77.2	68.0	42.3	23.9	41.8	48.7	49.7	38.8	41.2	25.3	0.8%
	All other countries	468.1	468.7	420.5	397.5	422.8	327.8	294.4	283.8	315.4	277.6	9.0%
	World	2591.0	2977.9	2697.1	2615.9	2862.6	2671.8	2678.5	2526.2	3057.6	3083.8	100.0%

Source: International Trade Centre database 2023; Compiled by KEPROBA

- Ethiopia's total exports have been increasing at an average of 2.4% per year between 2013 and 2022 and increased of exports by 0.9% from 2021 to 2022.
- Lead destination markets included: USA (USD million 334.5; 10.8%), Saudi Arabia (USD million 267.9; 8.7%), Somalia (USD million 264.8; 8.6%), Germany (USD million 257.9; 8.4%), and Netherlands (USD million 216.9; 7.0%, collectively, the top 5 countries accounted for 43.5% of Ethiopia's total exports in 2022.
- Kenya was ranked 22nd Importer of products exported by Ethiopia.
- Ethiopia's export concentration was 0.06 indicating that Ethiopia has diversified her export destination market.

1.1.4 Ethiopia's lead export products

Ethiopia's top export products in 2022 included: Coffee (USD 1.5 billion), Other vegetables fresh or chilled (USD 232.4 million), Cut flowers and flower buds (USD 229.5 million), Other oil seeds and oleaginous fruits (USD 209.0 million), and Dried leguminous vegetables, shelled (USD 174.2 million)

Table 5: Ethiopia's top 20 export trade products

Rank in 2022	Code	Product label	value in 2013	value in 2014	value in 2015	value in 2016	value in 2017	value in 2018	value in 2019	value in 2020	value in 2021	value in 2022	Share in 2022
Value in USD Million													%
1	'0901	Coffee	606.3	784.3	775.4	725.4	938.0	794.5	795.6	795.8	1,189.2	1,513.2	49.1%
2	'0709	Other vegetables, fresh or chilled	279.1	279.2	251.7	256.9	241.4	279.5	280.7	258.7	270.6	232.4	7.5%
3	'0603	Cut flowers and flower buds	165.1	174.5	194.7	191.0	196.6	199.3	200.0	190.2	254.5	229.5	7.4%
4	'1207	Other oil seeds and oleaginous fruits	477.5	641.9	430.8	480.4	417.2	359.6	341.8	388.4	325.0	209.0	6.8%
5	'0713	Dried leguminous vegetables, shelled	216.8	236.9	193.3	220.6	238.3	221.0	188.6	177.0	188.4	174.2	5.6%
6	'0204	Meat of sheep or goats, fresh, chilled or frozen	69.2	77.4	92.4	89.7	88.5	89.3	72.5	64.1	90.5	88.4	2.9%
7	'0714	Roots and tubers	0.0	0.0	0.0	0.0	0.0	0.0	25.6	72.3	129.6	57.4	1.9%
8	'1201	Soya beans, whether or not broken	20.1	19.1	14.7	31.0	23.1	42.7	68.9	39.0	43.3	44.7	1.4%
9	'6203	Men's or boys' suits, ensembles, jackets, blazers, trousers	0.3	0.8	1.5	3.7	5.4	18.2	34.0	22.7	27.9	29.0	0.9%
10	'0712	Dried vegetables, whole, cut, sliced, broken	8.5	14.1	12.8	11.0	15.5	15.3	15.7	13.5	14.0	28.2	0.9%
11	'0602	Live plants incl. their roots, cuttings and slips	22.5	24.2	22.8	25.2	25.3	27.7	26.4	26.5	35.5	25.7	0.8%
12	'1208	Flours and meals of oil seeds or oleaginous fruits	0.2	0.4	0.9	1.1	1.0	0.8	1.4	4.6	20.0	23.8	0.8%
13	'6111	Babies' garments and clothing accessories, knitted or crocheted	-	0.5	0.8	1.3	4.1	9.5	13.1	21.2	27.2	19.9	0.6%
14	'0701	Potatoes, fresh or chilled	18.4	20.0	19.6	20.0	23.9	18.5	12.1	7.2	11.6	17.6	0.6%
15	'7010	Carboys, bottles, flasks, jars, pots, phials, ampoules and other containers	0.0	0.0	0.0	-	-	-	0.0	1.9	5.9	16.7	0.5%
16	'6109	T-shirts, singlets and other vests, knitted or crocheted	11.4	8.9	7.8	8.7	11.5	14.6	24.8	24.6	12.6	16.4	0.5%
17	'4112	Leather further prepared after tanning or crusting	64.2	57.6	57.5	36.8	34.5	40.2	38.9	18.5	16.2	15.1	0.5%
18	'1905	Bread, pastry, cakes, biscuits and other bakers' wares	6.1	8.3	10.6	11.1	11.7	12.2	10.1	9.4	10.8	14.8	0.5%
19	'2615	zirconium ores and concentrates	2.0	11.0	6.3	6.2	6.5	10.0	5.7	4.6	5.0	12.5	0.4%
20	'0106	Live animals	38.9	33.6	33.8	10.5	6.8	4.2	14.6	9.3	11.1	9.7	0.3%
		All other products	584.5	585.3	569.7	485.2	573.1	514.8	508.0	376.7	368.7	305.7	9.9%
	'TOTAL	All products	2,591.0	2,977.9	2,697.1	2,615.9	2,862.6	2,671.8	2,678.5	2,526.2	3,057.6	3,083.8	100.0%

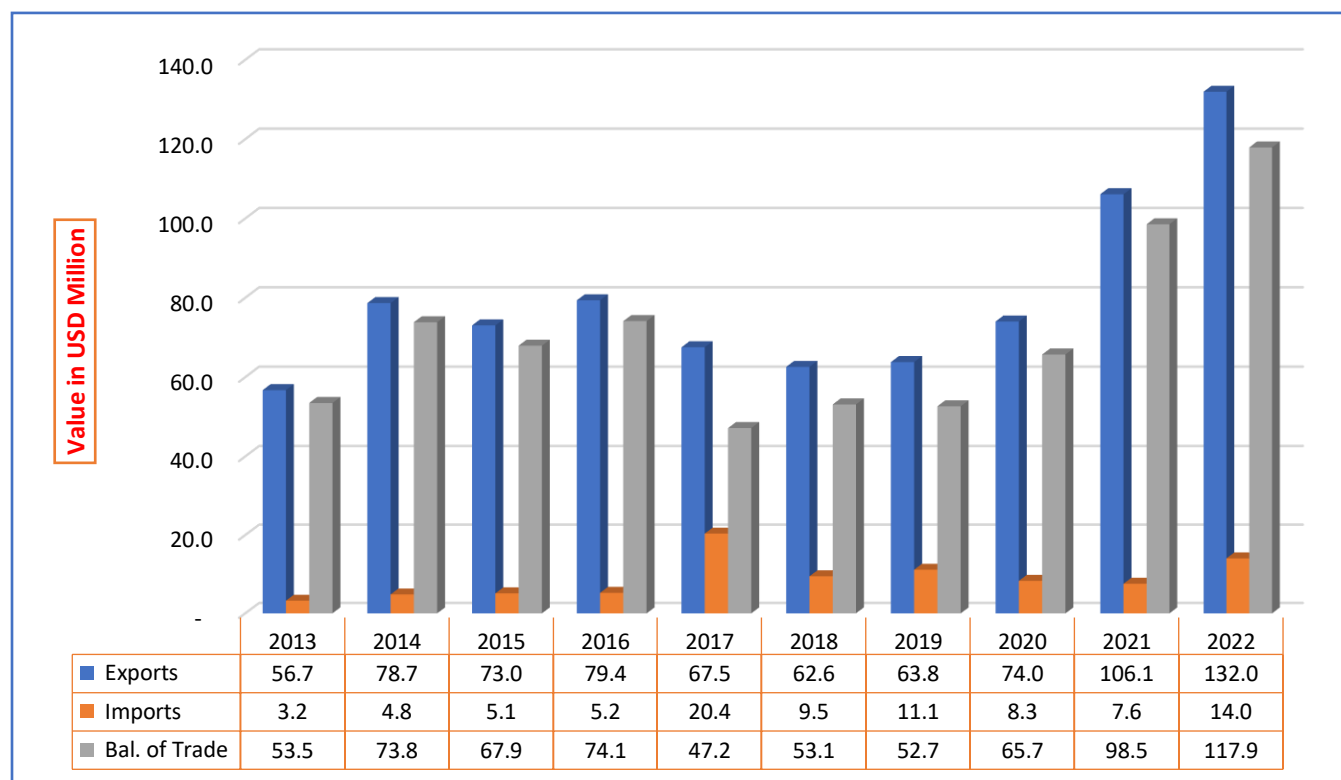
Source: International Trade Centre database 2023; Compiled by KEPROBA

- Top 5, 10 and 20 products accounted for 76.5%, 84.5%, and 90.1% respectively of all her exports in 2022.

2.0 Kenya – Ethiopia Bilateral Trade Relations

2.1 Trade balance

Figure 1: Kenya-Ethiopia bilateral trade



Source: International Trade Centre database 2023; Compiled by KEPROBA

- Kenya exports to Ethiopia averaged a value of USD 79.4 million in the reviewed period.
- Her imports from Ethiopia have been lower than the exports and averaged a value of USD 8.9 million.
- The balance of trade between the two countries has widened in favour of Kenya between 2013 and 2022 by an average value of USD 70.5 million and a total trade of USD 146 million in 2022.

2.2 Kenya's exports to Ethiopia

Table 6: Kenya exports to Ethiopia

Rank in 2022	Product code	Product label	Kenya's exports to Ethiopia in USD Thousand										%
			Value in 2013	Value in 2014	Value in 2015	Value in 2016	Value in 2017	Value in 2018	Value in 2019	Value in 2020	Value in 2021	Value in 2022	Share in 2022
1	'1511	Palm oil	196	260	586	443	144	379	138	156	-	13,807	10.5%
2	'3808	Insecticides, rodenticides, fungicides, herbicides, anti-sprouting products	6,658	6,399	6,863	8,834	7,961	10,356	8,566	11,975	10,467	11,711	8.9%
3	'8309	Stoppers, caps and lids	180	60	77	261	1,285	1,394	1,290	578	1,406	7,931	6.0%
4	'2102	Yeasts, active or inactive; other dead single-cell micro-organisms	525	415	456	357	635	813	717	1,323	1,168	7,062	5.4%
5	'3004	Medicaments	4,654	4,867	5,529	10,362	7,509	5,581	8,530	8,377	7,485	6,243	4.7%
6	'2106	Food preparations, n.e.s.	70	139	146	10	-	18	213	1,259	11,211	5,532	4.2%
7	'6306	Tarpaulins, awnings and sunblinds; tents	804	5,462	3,241	1,564	289	2,312	739	964	726	4,526	3.4%
8	'9608	Ball-point pens; felt tipped and other porous-tipped pens and markers	4,800	5,479	5,178	7,374	7,398	4,264	7,128	3,456	4,002	4,092	3.1%
9	'0713	Dried leguminous vegetables, shelled	22	-	9	21	16	4	16	41	593	3,786	2.9%
10	'2836	Carbonates; peroxocarbonates "percarbonates"	615	1,117	900	613	469	102	1,327	1,258	2,037	3,604	2.7%
11	'0106	Live animals	240	386	288	766	1,202	1,855	2,826	2,127	3,207	3,252	2.5%
12	'7326	Articles of iron or steel, n.e.s.	7	36	4	1	17	9	4	142	235	3,184	2.4%
13	'3920	Plates, sheets, film, foil and strip, of non-cellular plastics	650	391	1,378	1,209	1,411	2,120	3,118	1,717	2,579	2,804	2.1%
14	'6704	Wigs, false beards, eyebrows and eyelashes, switches and the like	3,250	3,410	2,464	836	908	4	2,059	1,032	1,395	2,467	1.9%
15	'9405	Luminaires and lighting fittings	22	848	497	22	150	36	169	8	1,368	2,129	1.6%
16	'3402	Organic surface-active agents (excl. soap)	343	417	618	2,089	3,411	2,133	1,674	979	1,202	2,127	1.6%
17	'6911	Tableware, kitchenware, other household articles and toilet articles	-	4	1	1	-	-	-	3	-	2,035	1.5%
18	'1516	Animal, vegetable or microbial fats and oils and their fractions	-	-	-	-	790	826	-	-	184	1,948	1.5%
19	'3923	Articles for the conveyance or packaging of goods, of plastics	873	1,403	4,140	447	1,594	4,217	3,496	3,231	2,671	1,934	1.5%
20	'3405	Shoe polish, furniture wax and floor waxes	2,424	2,395	1,460	1,301	1,615	2,046	266	1,204	1,184	1,713	1.3%
		All other products	30,386	45,186	39,206	42,860	30,732	24,119	21,527	34,189	52,998	40,074	30.4%
	'TOTAL	All products	56,719	78,674	73,041	79,371	67,536	62,588	63,803	74,019	106,118	131,961	100.0%

Source: International Trade Centre database 2023; Compiled by KEPROBA

- Kenya exports to Ethiopia was valued at USD 131.96 million in 2022.
- Her leading export products include Palm oil 10.5%, Insecticides, rodenticides, fungicides, and herbicides 8.9% and Stoppers, caps, and lids 6.0%, Yeast and other single cell micro-organisms 5.4%, and Medicaments 4.7%.
- Top five products accounted for 35.4% therefore there is need for product diversification in this market.

2.3 Kenya's imports from Ethiopia

Table 7: Kenya's imports from Ethiopia

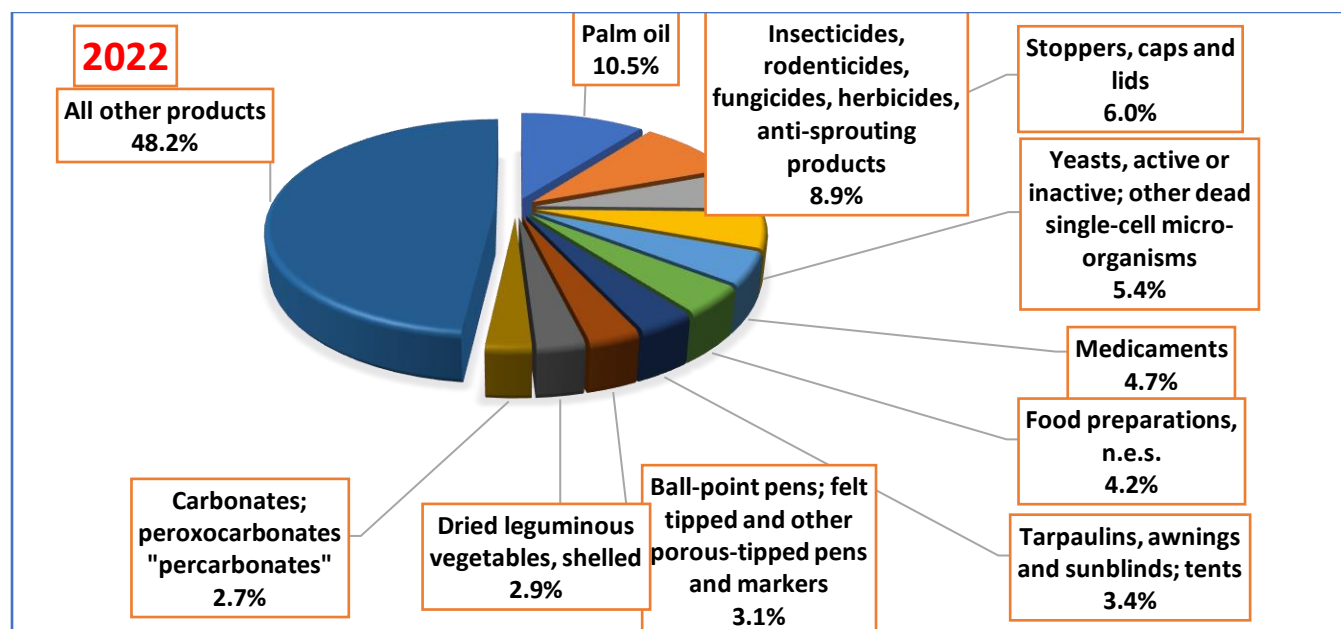
Rank in 2022	Product code	Product label	Kenya's imports from Ethiopia in USD Thousand										%
			Value in 2013	Value in 2014	Value in 2015	Value in 2016	Value in 2017	Value in 2018	Value in 2019	Value in 2020	Value in 2021	Value in 2022	Share in 2022
1	'0713	Dried leguminous vegetables, shelled	1,985	2,021	2,284	1,849	2,225	3,168	7,165	1,999	532	3,320	23.6%
2	'1005	Maize or corn	15	-	-	-	12,495	329	-	-	-	3,062	21.8%
3	'7010	Carboys, bottles, flasks, jars, pots, phials, ampoules	-	-	-	-	-	-	-	1,725	2,543	1,918	13.7%
4	'2716	Electrical energy	-	-	-	-	-	-	25	50	210	1,390	9.9%
5	'5211	Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight,	-	-	-	-	-	267	728	2,088	563	927	6.6%
6	'6302	Bedlinen, table linen, toilet linen and kitchen linen of all types	-	-	5	35	102	18	309	-	-	465	3.3%
7	'2620	Slag, ash and residues containing metals, arsenic	-	-	-	50	387	365	299	246	512	357	2.5%
8	'8452	Sewing machines	19	-	1	-	-	12	-	-	3	326	2.3%
9	'1008	Buckwheat, millet, canary seed and other cereals	9	-	-	-	-	44	-	-	243	291	2.1%
10	'0602	Live plants incl. their roots, cuttings and slips	28	42	19	62	87	43	68	173	244	288	2.1%
11	'5505	Waste of man-made staple fibres	-	-	-	-	-	-	-	290	335	269	1.9%
12	'5209	Woven fabrics of cotton, containing >= 85% cotton by weight and weighing > 200 g/m ²	-	-	-	220	1	523	-	-	-	142	1.0%
13	'1107	Malt, whether or not roasted	-	-	-	-	-	-	-	-	-	117	0.8%
14	'7901	Unwrought zinc :	-	-	-	-	-	-	4	24	93	101	0.7%
15	'6309	Worn clothing and clothing accessories, blankets	35	32	45	54	59	46	40	131	44	99	0.7%
16	'3104	Mineral or chemical potassic fertilisers	-	-	-	-	-	-	-	-	-	80	0.6%
17	'6402	Footwear with outer soles and uppers of rubber or plastics	-	-	-	-	-	-	-	-	67	77	0.5%
18	'1207	Other oil seeds and oleaginous fruits	-	-	-	-	-	-	-	-	-	68	0.5%
19	'9403	Furniture and parts thereof	3	3	23	29	23	2	10	2	3	58	0.4%
20	'5401	Sewing thread of man-made filaments	-	-	-	-	-	-	-	-	-	56	0.4%
		All other products	1,141	2,732	2,738	2,941	4,995	4,650	2,499	1,577	2,180	631	4.5%
	'TOTAL	All products	3,235	4,830	5,115	5,240	20,374	9,467	11,147	8,305	7,572	14,042	100.0%

Source: International Trade Centre database 2023; Compiled by KEPROBA

- Kenya's imports from Ethiopia were valued at USD 14.0 million in 2022.
- Imports in 2022 increased by USD 6.5 million from USD 7.5 in 2021 to USD 14.0 million in 2022.
- Kenya's leading and main import products from Ethiopia in 2022 included: Dried leguminous vegetables shelled (USD 3.3 million).

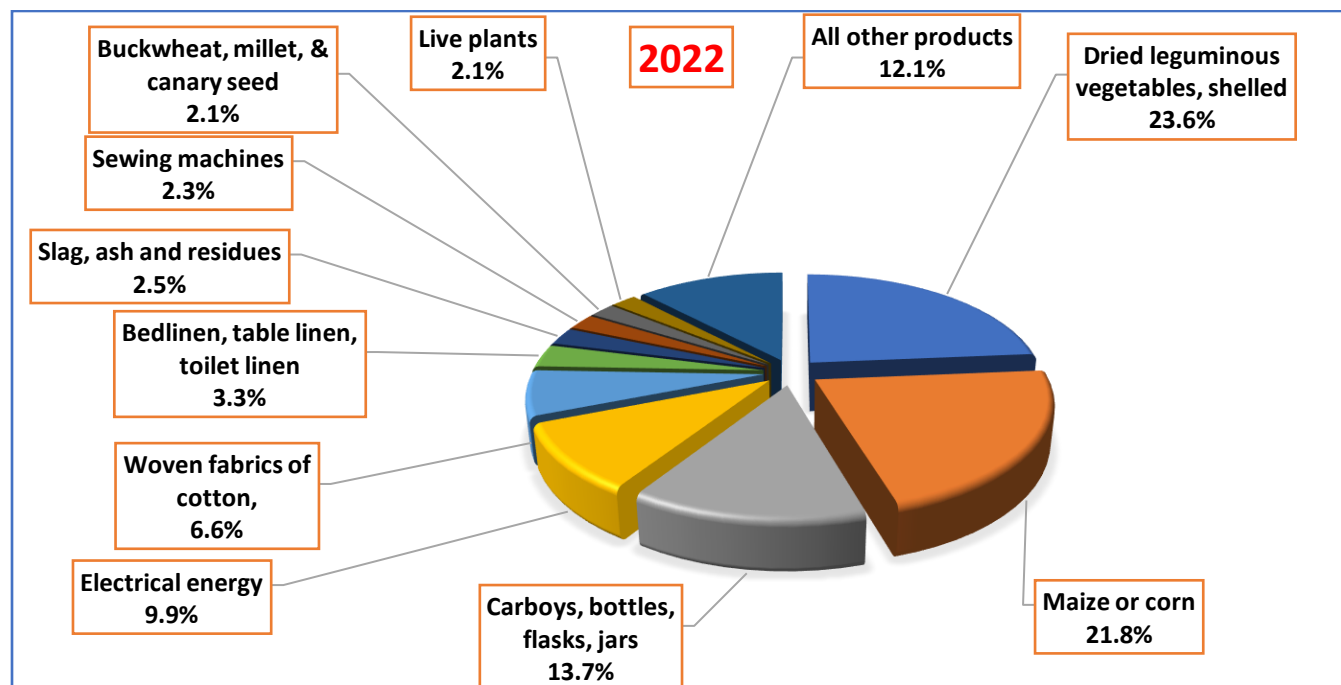
2.4 Share in exports and imports

Figure 2: Share in exports



Source: International Trade Centre database 2023; Compiled by KEPROBA

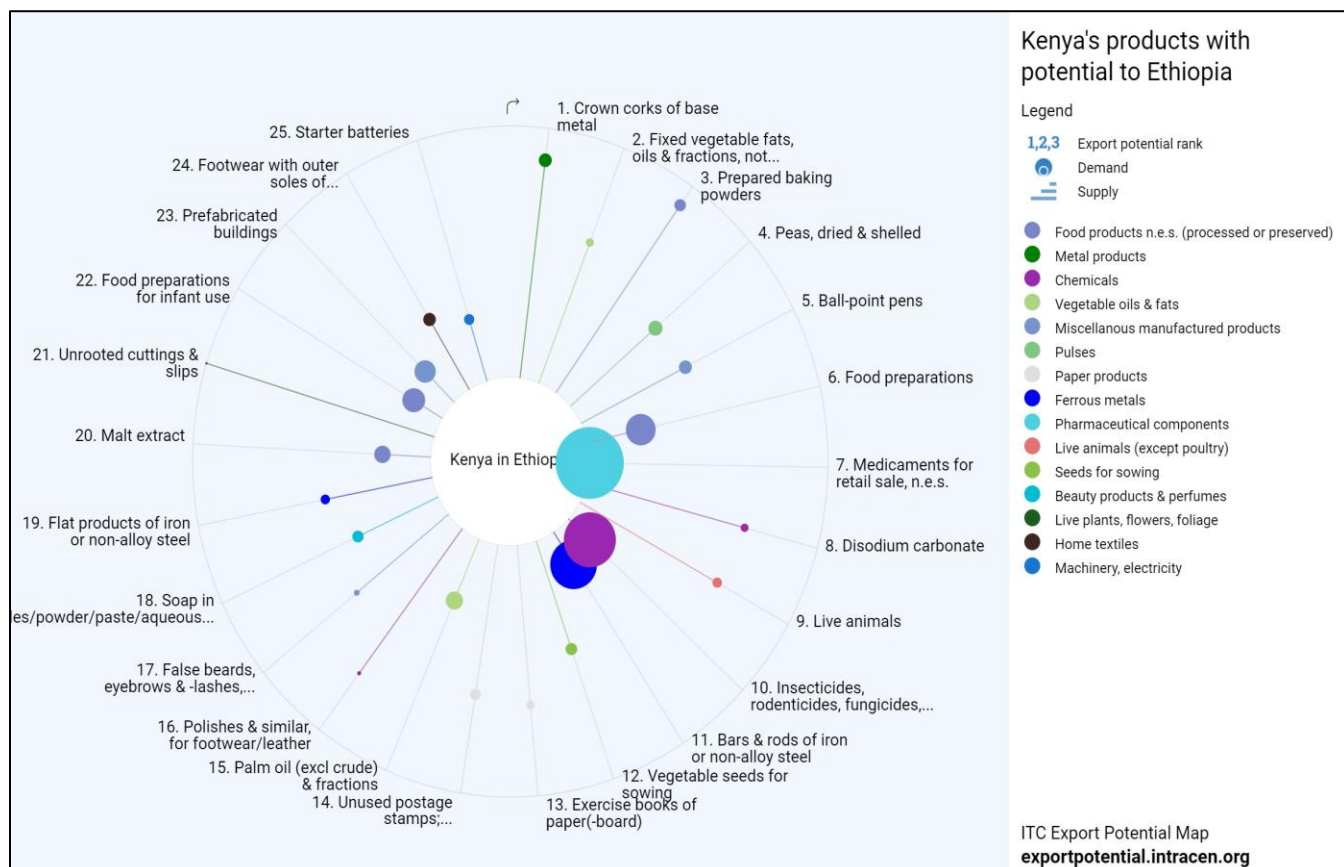
Figure 3: Share in imports



Source: International Trade Centre database 2023; Compiled by KEPROBA

4.0 Kenya's Potential Exports to Ethiopia

Figure 4: Export potential for Kenya's products in Ethiopia



Source: International Trade Centre database 2023; Compiled by KEPROBA

- The products with greatest export potential from Kenya to Ethiopia are Crown corks of base metal, Fixed vegetable fats, oils & fractions, not chemically modified and Prepared baking powders.
- Kenya has the highest supply capacity in Unrooted cuttings & slips.
- Medicaments for retail sale is the product that faces the strongest demand potential in Ethiopia.





7.0 Annex iv: Quick facts

Also Known As	YeEtyop'iya • Ītyop'iya • Federal Democratic Republic of Ethiopia • YeEtiyop'iya
Head Of Government	Prime Minister: Abiy Ahmed
Capital	Addis Ababa
Population	(2023 est.) 106,359,000
Head Of State	President: Sahle-Work Zewde
Form Of Government	federal republic with two legislative houses (House of the Federation [153]; House of Peoples' Representatives [547])
Official Language	none ¹
Official Religion	none
Official Name	Federal Democratic Republic of Ethiopia
Total Area (Sq. Km)	1,120,000
Total Area (Sq. Mi)	432,432
Monetary Unit	birr (Br)
Population Rank	(2023) 14
Population Projection 2030	125,234,000
Density: Persons Per Sq. Mi	(2022) 246
Density: Persons Per Sq. Km	(2023) 95
Urban-Rural Population	Urban: (2020) 21.7% • Rural: (2020) 78.3%



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Life Expectancy at Birth	Male: (2022) 66.1 years • Female: (2022) 70.4 years
Literacy: Percentage Of Population Age 15 And Over Literate	Male: (2017) 59% • Female: (2017) 44%
Gni (U.S.\$'000,000)	(2022) 126,126
Gni Per Capita (U.S.\$)	(2022) 1,020