

BIC Ethiopia Seed Matching Capital Grant – a Chance for MSMEs



The EU co-financed project BIC Ethiopia targets the strengthening of the incubation ecosystem for entrepreneurs and micro, small and medium enterprises (MSMEs) active in agri-tech and agri-business in Ethiopia. Seed Matching Capital Grants were given to competitively selected participants of the Incubation Training to support their business development.



Photo from Ethio - Bench

What caught Ethio-Bench Forest Honey processing Enterprise Startup's attention?

Ethio-Bench Forest Honey Processing Enterprise has identified a critical problem in Mizan Aman's apiculture: honey quality is deteriorating due to environmental degradation, outdated processing methods, and fragile supply chains. Climate change, induced droughts, and shifting flowering patterns are reducing forage availability for bees, while deforestation and habitat loss undermine bee health and biodiversity. Traditional harvesting lacks proper equipment and infrastructure, leading to off standard honey that fails to meet market or export standards, exacerbated by weak cooperative capacity, limited extension services, and poor processing facilities. These intersecting issues threaten beekeeper livelihoods, forest conservation, and the sustainability of Mizan Aman's honey economy.

What is Ethio-Bench Forest Honey processing Enterprise Startup's Business Idea?

Ethio-Bench Forest Honey Processing Enterprise (EBFHPE) addresses these challenges through sustainable, organic honey production, leveraging gravity filtering techniques and ethical sourcing. By training 150+ farmers, establishing six raw honey collection sites, and promoting forest conservation, EBFHPE enhances product quality, empowers women and youth, and strengthens climate resilience. Their model integrates fair trade, eco-friendly processing, and community partnerships to create a market-driven, low-carbon value chain while preserving Ethiopia's highland forest ecosystems.



Photo from Ethio - Bench

Ethio-Bench Forest Honey processing Enterprise

Is a company that produces healthy, sustainable, organic honey using gravity filtering techniques and ethical sourcing from local beekeepers.

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Photos from Green Face

Green Face Trading PLC

The business idea centers on a sustainable "From Hive to Home" model that tackles youth unemployment and deforestation

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Team Members:

Jony Girma, Founder & Bizuayehu Endale, GM

What caught Green Face Trading PLC Startup's attention?

Green Face Trading PLC addresses the interconnected challenges of rural youth unemployment, deforestation, and unsustainable agricultural practices in Ethiopia. Many rural youths lack land, income, and job opportunities, leading to migration and environmental degradation, as forests are often cleared for alternative livelihoods. Additionally, conventional honey production methods frequently fail to meet international quality standards, limiting market access and economic potential for local producers.

What is Green Face Trading PLC Startup's Business Idea?

Green Face Trading PLC's business idea centers on a sustainable "From Hive to Home" model that tackles youth unemployment and deforestation by training rural youth as organic beekeepers in natural forest areas. By integrating them into a traceable, certified (EU/USDA organic & ISO 22000) honey and beeswax supply chain, the company generates fair income for beekeepers while preserving ecosystems. The premium-quality products fetch higher prices in global markets, ensuring economic viability while promoting biodiversity, climate resilience, and rural livelihood improvement, proving that environmental conservation and profitable business can go hand in hand.



Photo from Green Face



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Photos from Agerie Amisalu

Agerie Amisalu Plant Seed Whole Seller

Is a company working on supplying improved vegetable and grafted fruit seedlings through a micro-franchise "last mile"

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Team Members:

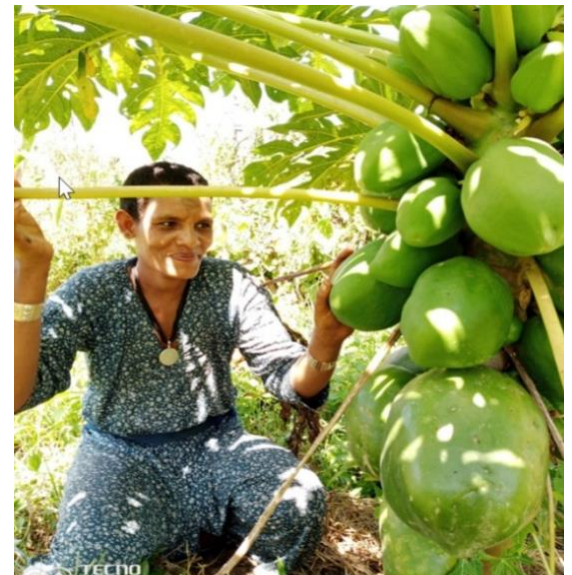
Agerie Amisalu, GM &
Mandefro Tagele,
Agronomist & Marketing

What caught Agerie Amisalu Plant Seed Whole Seller Startup's attention?

Agerie Amisalu Plant Seed Whole Seller addresses the critical shortage of high-quality, improved vegetable seeds and fruit seedlings in Ethiopia's Amhara region, where low agricultural productivity persists due to limited access to reliable inputs. Smallholder farmers struggle with low yields, outdated varieties, and inadequate technical support, hindering food security and income growth. Despite government efforts to promote horticulture and climate-smart agriculture, gaps remain in last-mile seed distribution, farmer education, and affordable access to resilient crop varieties.

What is Agerie Amisalu Plant Seed Whole Seller Business Idea?

Agerie Amisalu Plant Seed Whole Seller addresses these challenges by supplying improved vegetable seeds (onion, tomato, cabbage, pepper) and grafted fruit seedlings (avocado, papaya, banana) through a micro-franchise "last mile" delivery model. The company combines direct sales with kebele/village agents, field demonstrations, and advisory services to ensure farmers receive quality inputs, proper planting techniques, and market linkages. This approach enhances productivity, income, and sustainability while scaling access to climate-smart agricultural practices.



Photos from Agerie Amisalu



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Photos from Saba Coffee

SABA Coffee

Is the company specializing in delivering high-quality, sustainably sourced, and affordably priced coffee, while preserving cultural authenticity in every cup.

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Team Members:

Selamawit Solomon &
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Founder

What caught SABA Coffee Startup's attention?

SABA Coffee addresses the economic challenges faced by women, particularly single mothers, in Ethiopia's coffee industry. Despite coffee being deeply rooted in Ethiopian culture, many women struggle with limited opportunities for sustainable income and business ownership. Additionally, traditional coffee production methods often lack efficiency, scalability, and environmental sustainability, restricting growth and market competitiveness.

What is SABA Coffee Startup's Business Idea?

SABA Coffee empowers women by providing high-quality, sustainably sourced, and affordably priced roasted coffee, enabling them to establish coffee businesses and achieve financial independence. The company modernizes traditional practices with efficient roasting, grinding, and ecofriendly packaging while maintaining cultural authenticity. By combining fair pricing, gender-inclusive employment, and sustainable supply chains, SABA Coffee fosters economic resilience and environmental responsibility for future generations.



Photos from Saba Coffee



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Photos from Freek Wolsink at [Pexels](#)

Cool Fresh Agro Processing PLC

Introduces a climate-resilient dairy value chain model that tackles Ethiopia's key dairy sector challenges through three key innovations.

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Maramawit G/Hiwot, Head,
Finance & Accounting

What caught Cool Fresh Agro Processing PLC Startup's attention?

Cool Fresh Agro Processing PLC recognizes that Ethiopia's dairy sector is plagued by low milk quality, high post-harvest losses, and minimal value-added processing due to inadequate cold chain systems and poor market access for smallholder farmers. These challenges are worsened by climate change, unreliable feed supply, and unregulated pricing that discourages quality improvement.

What is Cool Fresh Agro Processing PLC Startup's Business Idea?

Cool Fresh Agro Processing PLC introduces a climate-resilient dairy value chain model that tackles Ethiopia's key dairy sector challenges through three key innovations. First, the company implements twice-daily milk collection (morning and afternoon) using strategically located cooling centers near farms, minimizing spoilage and ensuring freshness. Second, it adopts quality-based pricing, incentivizing farmers to deliver higher quality milk by rewarding better composition and timely delivery. Third, it provides feed and cow comfort support, including credit based concentrated feed supply and silage production training, helping farmers maintain stable milk yields even during dry seasons. Together, these innovations enhance milk quality, reduce post-harvest losses by 20%, and increase farmer incomes by 25%, while promoting a more sustainable and scalable dairy processing industry in Ethiopia.



Photos from Pixabay at [Pexels](#)



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Photos from Quang Nguyen Vinh & Tim Douglas at [pexels](#), [Pexels](#)

Vital Heart Ethiopia

Is a company that empowers farmers through sustainable agriculture, focusing on high-value crops like Arabica coffee and Moringa.

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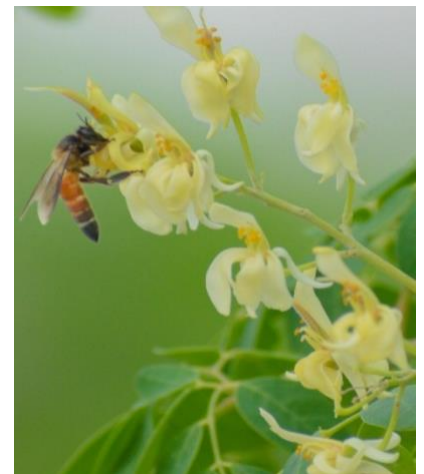
Asaminew Abiyu &
Amare Yirgalem

What caught Vital Heart Ethiopia Startup's attention?

Ethiopia faces growing environmental and social pressures, including climate-driven droughts, declining farm yields, and food insecurity. Smallholder farmers, over 70% of the population, struggle with poor market access, limited resources, and unsustainable practices. Existing NGO and government efforts often fall short due to funding and coordination gaps. Vital Heart Ethiopia recognizes the urgent need for a sustainable, market-driven solution that empowers farmers, builds climate resilience, and connects local producers to the rising global demand for organic, health-focused products.

What is Vital Heart Ethiopia Startup's Business Idea?

Vital Heart Ethiopia addresses these challenges by integrating sustainable agriculture with community empowerment, focusing on high-value crops like Arabica coffee and Moringa leaves. The enterprise provides farmers with training, eco-friendly farming techniques, and direct market access, ensuring premium-quality products while promoting environmental stewardship. By tapping into the growing global demand for organic and nutrient-rich goods, the business creates a resilient supply chain that boosts farmer incomes, reduces carbon footprints, and fosters long-term economic and environmental sustainability.



Photos from Chinthan M at [Pexels](#)



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Photos from Şüheda Yassıkaya at [Pexels](#)

Ayichew and Amsale Bread, Cake, Biscuit, & Injera Manufacturing Sharing Enterprise

Is a company that providing affordable, high-quality bakery products and injera while integrating social impact and sustainability

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Team Members:

Dr. Ayichew Seyoum & Mahlet Zewdu, Founders

What caught Ayichew and Amsale Bread, Cake, Biscuit, and Injera Manufacturing Sharing Enterprise Startup's attention?

The Ayichew and Amsale enterprise addresses the challenge of limited access to affordable, high-quality bakery products (bread, biscuits, cakes, and injera) in Harar and neighboring towns. Many low-income households struggle to find fresh, nutritious, and reasonably priced baked goods, leading to either high costs or poor-quality alternatives in the market. Additionally, there is a lack of local production that meets demand while ensuring sustainability and fair employment opportunities.

What is Ayichew and Amsale Bread, Cake, Biscuit, and Injera Manufacturing Sharing Enterprise Startup's Business Idea?

Ayichew and Amsale's business idea centers on providing affordable, high-quality bakery products and injera while integrating social impact and sustainability. Beyond just affordability, the enterprise prioritizes inclusive job creation, offering employment opportunities, particularly for women and youth, with fair wages and safe working conditions. It also adopts smart waste-reduction strategies, such as demand forecasting and redistributing unsold goods, to enhance efficiency and minimize food waste. By aligning its operations with the Triple Bottom Line, the business establishes itself as a socially responsible, environmentally conscious, and market-driven food production venture in eastern Ethiopia. This unique approach ensures long-term economic viability while uplifting local communities



Photos from Ayichew



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Photos from Engin Akyurt at [Pexels](#)



ELIAS & LIDYA POULTRY FARM
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Elias and Lidia Poultry

Is a company focuses on producing high-quality eggs and chickens year-round to meet the growing demand in Harar and surrounding areas.

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Team Members:

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Manayew Regasa

What caught Elias and Lidia Poultry Startup's attention?

Customers in Harar city and surrounding areas struggle to access consistent, high-quality poultry products due to a shortage of reliable suppliers. This gap affects households, hotels, restaurants, and small-scale farmers who need fresh eggs, healthy baby chickens, and quality meat chickens. The lack of dependable sources disrupts food security and economic opportunities in the region.

What is Elias and Lidia Poultry Startup's Business Idea?

Elias and Lidia Poultry Farm's business idea focuses on producing high-quality eggs and chickens year-round to meet the growing demand in Harar and surrounding areas. By scaling up production through a 3 million Birr investment, the farm will expand its operations, ensuring a consistent supply of fresh eggs, healthy baby chicks, and premium meat chickens. By employing sustainable farming practices, the business not only bridges the gap in poultry product availability but also creates jobs, supports local farmers, and stimulates the regional economy. With a strong commitment to quality, environmental responsibility, and social impact, Elias and Lidia Poultry Farm is poised to become a leading poultry supplier in Ethiopia, enhancing food security and economic opportunities in the community.

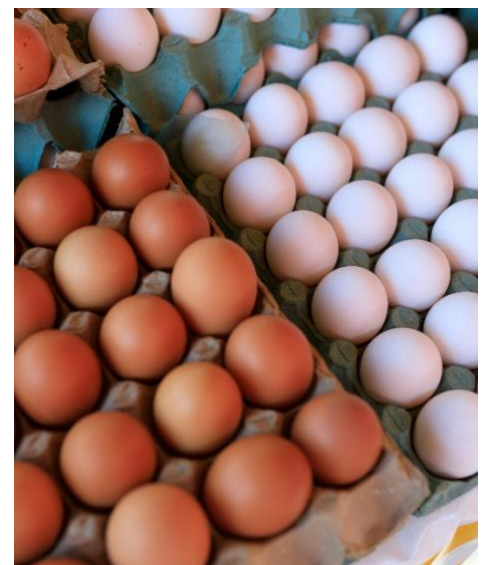


Photo from Matheus Bertelli at [Pexels](#)



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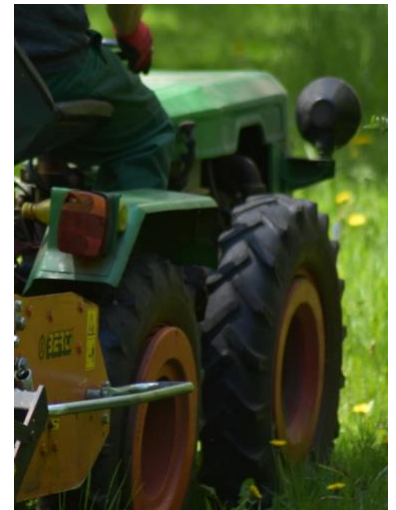
Photos from Sinitta Leunen at [Pexels](#)

What caught Getu and Beti (G & B) Auto Garage, PLC Startup's attention?

Getu and Beti (G & B) Auto Garage, PLC recognizes the significant challenges farmers face in maintaining their tractors and farm machinery due to limited access to repair services in rural areas. Transporting heavy equipment to distant urban garages is often costly, time-consuming, and disruptive to farming operations, especially during critical planting and harvesting seasons. These delays lead to reduced productivity and financial strain on farmers. The lack of reliable, on-site repair services highlights a critical gap in Ethiopia's growing agricultural sector, limiting its potential and the efficiency of rural farming communities.

What is Getu and Beti (G & B) Auto Garage, PLC Startup's Business Idea?

G & B Auto Garage PLC introduces an innovative Mobile Garage Service for Farmers, revolutionizing how rural communities access machinery repair and maintenance. By delivering on-site services, including expert tractor repairs, emergency breakdown assistance, and scheduled maintenance, directly to farms, the company eliminates the costly and time-consuming need for transporting equipment to urban centers. This solution significantly reduces machinery downtime, enhances agricultural productivity, and lowers environmental impact by minimizing unnecessary fuel use and transportation. In doing so, G & B Auto Garage not only fills a critical service gap in Ethiopia's farming sector but also creates local job opportunities and strengthens the company's position as a leader in both automotive and agricultural machinery servicing across the country.



Photos from Bruno Krajski at [Pexels](#)

Getu and Beti (G & B) Auto Garage

Is a company introducing an innovative Mobile Garage Service for Farmers, revolutionizing how rural communities access machinery repair and maintenance.

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Photos from Markon

Markon Engineering Solutions

Is an innovative company manufacturing biodegradable nursery pots from locally sourced agricultural waste, such as bagasse and enset fibers.

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Team Members:

Henok Dereje, CEO, &
Hawi Asfaw, CMO

What caught Markon Engineering Solutions Startup's attention?

Markon Engineering Solutions has identified a critical problem in Ethiopia's horticultural sector: the widespread use of plastic nursery pots, with billions used annually. These pots are difficult to recycle, contribute to persistent environmental pollution, and degrade soil health. Despite national efforts like the Green Legacy Initiative, the absence of affordable and scalable biodegradable alternatives continues to worsen the plastic waste crisis.

What is Markon Engineering Solutions Startup's Business Idea?

Markon Engineering Solutions has developed an innovative business idea to combat plastic pollution in Ethiopia's horticulture sector by manufacturing biodegradable nursery pots from locally sourced agricultural waste, such as bagasse and enset fibers. Unlike traditional plastic pots, these eco-friendly alternatives naturally decompose, enriching the soil while eliminating harmful waste. The product provides a sustainable, cost-effective solution for nurseries, farmers, and reforestation programs, directly supporting Ethiopia's Green Legacy Initiative and broader environmental goals. By replacing plastic with biodegradable materials, Markon not only reduces pollution but also enhances agricultural productivity, fostering a circular economy where waste is repurposed into valuable, planet-friendly packaging. This business model aligns with global sustainability trends while addressing a critical local need.



Photos from Markon



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