

ESTABLISHED IN  
ETHIOPIA

# Across Trading Plc

Your Trusted Partner in Global  
Agricultural Trade & Investment Excellence



Global Trade



Market Intelligence



Strategic Partnerships

Export Excellence

**Goat Meat &  
Avocados**

Import Solutions

**Sunflower Oil &  
Sugar**

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WHO WE ARE

# About Across Trading Plc

## Leading Ethiopian Trading House

Across Trading Plc is a premier Ethiopian import and export company strategically positioned at the intersection of agricultural commodity trading and investment consultancy. We specialize in connecting Ethiopia's rich agricultural heritage with global market opportunities, delivering superior quality products while providing expert guidance to international investors seeking to enter the Ethiopian market.

## Credibility & Compliance





Our company operates with full regulatory compliance, holding all necessary licenses and certifications from Ethiopian authorities. We maintain rigorous quality standards across our operations, ensuring that every shipment meets international specifications and every client receives professional, reliable service.

-  Licensed by Ethiopian Trade Minister
-  Halal certification for meat exports

## Partnership Philosophy

We believe in building long-term relationships based on trust, transparency, and mutual success. Whether you're a farmer looking to access international markets, a buyer seeking quality Ethiopian products, or an investor exploring opportunities, we are committed to being your reliable partner throughout your journey.

## Company Milestones

-  2024  
**Company Establishment**  
Founded with vision to bridge Ethiopian agriculture with global markets
-  2024  
**Export Operations Launch**  
Initiated goat meat and avocado export operations to key markets
-  2024  
**Import Division Established**  
Started importing sunflower oil and sugar to serve Ethiopian market
-  2025  
**Consultancy Services Expansion**  
Integrated investment consultancy to provide comprehensive solutions



15+

Countries Served



200+

Clients Worldwide



1000+

Tons Traded

# Our Vision & Mission

## Vision

To become Africa's most trusted agricultural commodity trading and investment consultancy partner , recognized for our commitment to quality, innovation, and sustainable growth in the global marketplace.



Excellence



Sustainability




Partnership


## Mission


Our mission is to deliver superior value through:

- ✓ **Quality Products:** Sourcing and delivering premium agricultural commodities
- ✓ **Expert Guidance:** Providing market intelligence and strategic advice
- ✓ **Sustainable Relationships:** Building long-term partnerships
- ✓ **Value Creation:** Connecting farmers with global opportunities

## Core Values

 Integrity

 Innovation

 Customer Focus

 Accountability

# Premium Goat Meat

## 📈 Global Market Overview

The global goat meat market represents a \$24.1 billion industry in 2025, projected to reach \$30.8 billion by 2034 with a CAGR of 2.8%. This growth is driven by increasing demand for protein-rich, low-fat meat options, with approximately 2.4 billion people worldwide consuming goat meat as part of their primary diet.

**6M+**

Tons Global Production

**64%**

Asia-Pacific Share

**18%**

Consumption Growth

## 🌿 Ethiopia's Advantages

- ✓ Ideal climate for goat farming
- ✓ Traditional free-range farming
- ✓ Rich genetic diversity
- ✓ Competitive pricing structure

## ☀️ Quality Assurance

- ✓ Halal certification
- ✓ Veterinary inspection
- ✓ Complete traceability
- ✓ Modern processing



# Fresh Avocados

## 🌐 Global Avocado Market

The global avocado market achieved 10 million tons consumption worth \$23.2 billion in 2024, with projections reaching 12 million tons and \$29.1 billion by 2035. Europe represents 34% of global imports, creating significant opportunities for Ethiopian exporters.

2024 Production

**10M tons**

Market Value

**\$23.2B**

## Target Export Markets

**EU** Europe

**AF** Africa

**ME** Middle East



## Ethiopian Avocado Advantages

- 🌿 High-altitude growing regions
- 📅 Counter-seasonal harvest
- 🏆 Premium Hass & Fuerte
- 💰 Competitive pricing

## ✔️ Quality Compliance

Phytosanitary certification, cold chain logistics, quality inspection, and full traceability from farm to consumer.

# Sunflower Oil

## Market Intelligence

The global sunflower oil market is valued at \$17 billion in 2025 , projected to reach \$22.8 billion by 2034. With 78% used in food applications, global production exceeds 22.6 million metric tons , offering substantial sourcing opportunities.

**22.6M**

Tons Production

**72%**

EU+Russia+Argentina

## Distribution Network

- 🏭 Food processing companies
- 🛒 Retail chains & supermarkets
- 🍴 Hospitality & restaurants
- 📦 Packaging & repackaging services



## Sourcing Strategy

We partner with top producers in Ukraine, Russia, and Argentina to ensure consistent supply of premium sunflower oil.

**Ukraine**

46% share

**Russia**

28% share

**Argentina**

7% share

## 📦 Packaging & Logistics

Flexible packaging from 1L to 25L, bulk shipments, and timely delivery across Ethiopia.

- 🚚 Fast Delivery
- 🛡️ Quality Assured

## IMPORT OPERATIONS

# Sugar

### Global Sugar Trade

Global sugar exports reached \$69.7 billion in 2024 , with Brazil, India and Thailand dominating production. Demand is strong in China, Indonesia, and the Middle East .

**180M**

Tons Annual Production

**40%**

Brazil Export Share

### Sugar Categories

- Raw Cane Sugar: For refining and processing
- Refined Sugar: Ready for consumption



### Ethiopian Market Distribution

- Food and beverage manufacturers
- Retail chains and wholesalers
- Bakery and confectionery producers

### Supply Chain Excellence

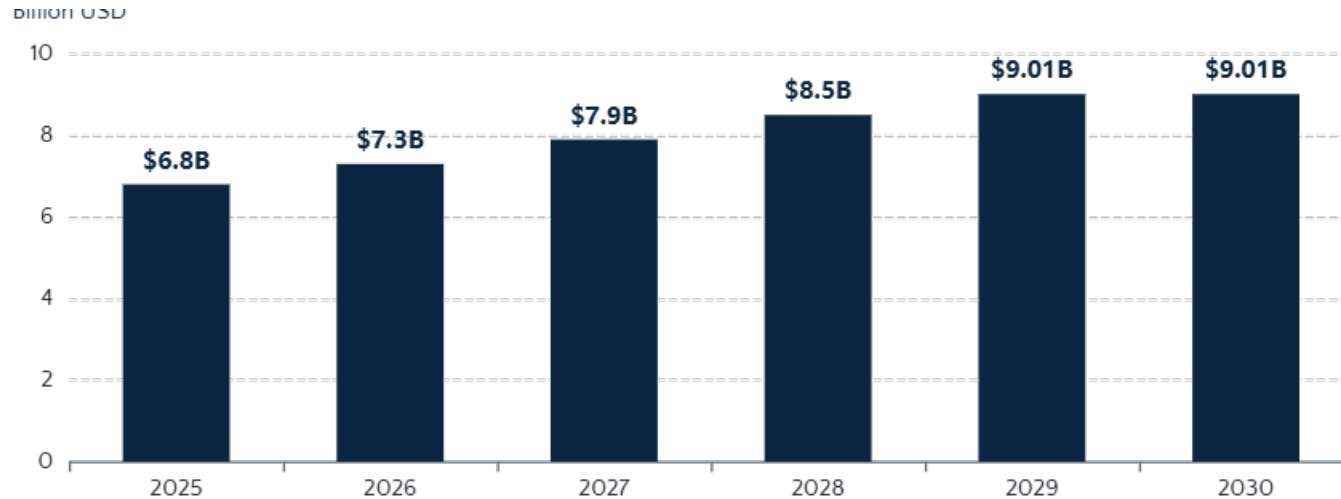
Reliable supply, competitive pricing, flexible packaging, and full traceability.

- Sea Freight
- Land Transport

# Global Market Intelligence

## Ethiopia Agriculture Market Growth

Market value in billions USD (2025-2030)



## Key Trade Insights

### Goat Meat

\$24.1B → \$30.8B (2034)

### Avocados

10M → 12M tons (2035)

### Sunflower Oil

\$17B → \$22.8B (2034)

### Sugar

## Emerging Opportunities

- ↑ Growing demand for healthy oils
- ↑ Premium meat consumption growth
- ↑ European import expansion
- ↑ Middle East market diversification



32.5%

Growth Rate



\$6.8B

2025 Market



\$9.01B

2030 Target



8.5%

Export CAGR

# Investment Consultancy Services

Leveraging our deep expertise from [acrossinvestmentconsultancy.com](https://acrossinvestmentconsultancy.com), we provide comprehensive support for foreign investors navigating the Ethiopian market. Our dual expertise in trading and consultancy creates unique value for clients seeking end-to-end solutions.

## 📈 Market Entry Strategy

- ✓ Feasibility studies & market research
- ✓ Business plan development
- ✓ Competitive landscape analysis

## 📄 Regulatory Compliance

- ✓ Business & investment licensing
- ✓ Work permit applications
- ✓ Support letters & documentation

## 🚚 Operational Support

- ✓ Customs clearing & facilitation
- ✓ Bank permits & insurance
- ✓ Transport & logistics coordination

## 👤 Why Our Consultancy Works

- ★ **Local Expertise:** Deep understanding of Ethiopian regulations
- ★ **Personalized Solutions:** Tailored strategies for your needs
- ★ **Efficient Processes:** Streamlined and timely results



# Why Choose Across Trading Plc



## Dual Expertise

Unique combination of trading and consultancy services providing seamless, end-to-end solutions.

- ✓ One-stop solution
- ✓ Integrated approach
- ✓ Holistic support



## Local Knowledge, Global Perspective

Deep understanding of Ethiopian culture, regulations, and business practices, combined with international market insights.

- ✓ Cultural fluency
- ✓ Regulatory mastery
- ✓ Global connectivity



## Established Network

Strong relationships with farmers, processors, regulatory bodies, logistics providers, and international buyers.

- ✓ Verified suppliers
- ✓ Regulatory contacts
- ✓ Global buyers



## Quality Assurance

Rigorous quality control, product testing, certification, and full traceability for every shipment.

- ✓ Product testing
- ✓ Complete traceability
- ✓ Compliance assurance



## Transparent Pricing

Competitive, market-reflective pricing with clear cost structures and no hidden fees. Ethical and transparent in all dealings.

- ✓ Market-reflective pricing
- ✓ No hidden fees
- ✓ Flexible payment terms



## Continuous Support

Dedicated account management, responsive communication, and ongoing assistance throughout our partnership.

- ✓ Dedicated account manager
- ✓ 24/7 communication
- ✓ Long-term partnership

LET'S BUILD SOMETHING GREAT  
TOGETHER

# Partner With Us

Join us in bridging Ethiopian agricultural excellence with global opportunities. Whether you're seeking premium products, market access, or investment guidance, we are committed to building long-term partnerships that drive mutual success.



## Export Partnerships

Premium goat meat & avocados to international markets



## Import Solutions

Sunflower oil & sugar for Ethiopian market



## Investment Guidance

Expert consultancy for market entry

## Connect With Us



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