AN INTERNATIONAL MARKET ACCESS PROGRAMME

Egypt–Djibouti Business Forum

DJIBOUTI • 18–29 APRIL 2027

Proposed dates within the Nafath 2027 programme



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EGYPTIAN PRODUCTS. DJIBOUTIAN OPPORTUNITIES.

Meet the market. Build the relationship.

Connecting Egyptian exporters with qualified Djiboutian buyers through focused, mutually matched business meetings.

Organised by B2B Matchmaking

01 / ABOUT NAFATH

Opening markets. Creating connections.

Nafath is an export development programme designed to connect Egyptian companies with qualified international buyers through sector-focused trade missions and business forums.

The programme brings together market intelligence, exporter preparation, buyer selection and structured matchmaking to help companies build lasting commercial relationships.

The Djiboutian edition

The Egypt–Djibouti Business Forum connects Egyptian suppliers with Djibouti's leading distribution groups, free-zone investors, port and utility buyers, and the traders who supply Ethiopia through the Addis–Djibouti corridor. New Egyptian port, logistics and energy agreements signed in 2025 put Egypt at the heart of this gateway.

100
Trade missions targeted annually

1,000
Egyptian exporters targeted

30%
Target reduction in participation costs

A practical route from market understanding to meaningful business conversations.

Programme figures are targets, rather than results achieved by this forum.

02 / THE ORGANISER

B2B Matchmaking

An Egyptian company specialising in the development and delivery of trade missions and business forums, connecting exporters with international purchasing networks.

800
Trade missions in the company's track record

100,000
B2B meetings delivered

US$2bn
Deals concluded

16 years
Experience by 2027

A team of 75 international trade specialists supports activity across Africa, the Middle East, Europe, Asia and the Americas.

Explore B2B Matchmaking ↗

Company credentials and performance figures supplied by the organiser.

03 / WHY DJIBOUTI

A small country. A gateway market.

One of Africa's fastest-growing economies and the sea gateway for Ethiopia, a market of more than 120 million people.

6.5%
Real GDP growth / 2025 (IMF staff estimate)

0%
Inflation / 2025

US$5.29bn
Merchandise imports / 2023

96.7%
Ethiopia's external cargo through Djibouti / 2025–26

17.6m t Ethiopian import and export cargo handled by the Port of Djibouti in 2025–26

Multiple routes to market

Opportunities span Djibouti's supermarket and wholesale groups, free-zone manufacturers and traders, port, water and energy projects, and importers who re-export to Ethiopia. Djibouti imports most of what it consumes, so reliable shipping from Egyptian Red Sea and Suez ports, French or Arabic labelling and competitive landed prices are central to winning business.

Growth, inflation: IMF staff mission, January 2026, via African Leadership Magazine ↗

Imports: UN Comtrade, 2023, via Trading Economics ↗

Ethiopian cargo share: Ethiopian government report via APA News, 2026 ↗

04 / EGYPT–DJIBOUTI TRADE

A trading relationship to build on.

EGYPT'S NON-OIL EXPORTS TO DJIBOUTI / 2025

US$34.7m

Egypt-reported, all non-oil goods

FASTEST-GROWING SECTOR

▲ +54%

Engineering, Electrical & Metals, 2025 vs 2024

TOTAL BILATERAL TRADE / 2025

US$52.4m

All goods, exports plus imports

EGYPT'S TRADE SURPLUS

US$19.3m

All goods, exports minus imports, 2025

EGYPT'S EXPORTS TO DJIBOUTI BY MISSION SECTOR / 2025

3 of 10 sectors grew in 2025; fastest: Engineering, Electrical & Metals **+54%**

Food & Beverages

US$14.8m

+89% since 2020 −29% vs 2024

Detergents & Home Care

US$5.07m

+44% since 2020 −16% vs 2024

Chemicals & Paints

US$3.82m

−94% vs 2024

Engineering, Electrical & Metals

US$3.48m

▲ +54% vs 2024 **+35%** since 2020

Cosmetics & Personal Care

US$2.59m

−59% vs 2024

Agricultural Produce

US$2.23m

▲ +26% vs 2024

Building Materials, Marble & Ceramics

US$1.05m

▲ +48% vs 2024

Printing & Packaging

US$0.71m

−20% vs 2024

Plastics

US$0.33m

−49% vs 2024

Garments & Textiles

US$0.25m

−88% vs 2024

US$ values of Egypt's reported exports. Non-oil exports exclude mineral fuels (HS 27) and gold and precious metals (HS 71). Growth compares 2025 with 2024 and with 2020; small 2024 bases (under US$0.5m) are not given a rate. Mission sectors by HS chapter: food & beverages 04, 11, 15–22; agricultural produce 06–10, 12–14; building materials 25, 68–70; engineering, electrical & metals 72–76, 78–91; garments & textiles 50–56, 58–62; furniture & home textiles 57, 63, 94; plastics 39; printing & packaging 48–49; chemicals & paints 28–29, 31–32, 38; detergents 34; cosmetics 33. Sectors under US$0.1m in 2025: Furniture & Home Textiles.

Egypt's trade with Djibouti, 2020, 2024 and 2025: UN Comtrade, Egypt as reporter, HS chapters (retrieved 9 Nov 2026) ↗

WHY JOIN THIS FORUM

Room to grow. Reasons to join.

Egypt already sells food, detergents and cosmetics here. Djibouti and the Ethiopian corridor behind it import billions more each year.

2.2%

Egypt's share of Djibouti's US$5.29bn imports, with room to grow

96.7%

Share of Ethiopia's trade that moves through Djibouti

FASTEST-GROWING MISSION SECTORS IN DJIBOUTI / EGYPT'S EXPORTS

▲ **+54%**

Engineering, Electrical & Metals

US$3.48m in 2025, from US$2.27m in 2024

▲ **+48%**

Building Materials, Marble & Ceramics

US$1.05m in 2025, from US$0.71m in 2024

▲ **+26%**

Agricultural Produce

US$2.23m in 2025, from US$1.77m in 2024

+89%

Food & Beverages

Since 2020: US$14.8m in 2025, from US$7.82m

30%

Target reduction in participation costs through Nafath

100,000

B2B meetings delivered by the organiser

US$2bn

Deals concluded by the organiser

Djibouti imports by country and product, 2023: UN Comtrade via Trading Economics ↗

Egypt–Djibouti port and logistics agreements: Enterprise, Dec 2025 ↗

Egypt's trade with Djibouti, 2020, 2024 and 2025: UN Comtrade, Egypt as reporter, HS chapters (retrieved 9 Nov 2026) ↗

05 / THE PROJECT PIPELINE

Landmark projects. Future opportunities.

Six port, free-zone and energy programmes shaping Djibouti's demand, three of them with Egyptian partners.

PORTS / 2025 AGREEMENT

Egypt–Djibouti multipurpose terminal

Egypt's Holding Company for Maritime and Land Transport signed terms with Great Horn Investment Holding to develop and operate a multipurpose terminal.

POTENTIAL SECTOR FIT

Steel structures, cement, electrical systems, packaging.

LOGISTICS / 2025 AGREEMENT

Egyptian logistics centre, Khor Ambado

Elsewedy Electric and HCMLT agreed to co-develop a regional logistics centre in the Khor Ambado free zone, serving Ethiopia and the Horn of Africa.

POTENTIAL SECTOR FIT

Building materials, food and FMCG distribution, plastics.

ENERGY / 2025 AGREEMENT

Doraleh solar power plant

Elsewedy Electric signed terms to build a solar plant at Doraleh Port.

POTENTIAL SECTOR FIT

Cables, electrical components, steel.

INDUSTRY / ONGOING

Damerjog industrial free zone

A 15-year industrial and port programme, with a US$155m Afreximbank-led facility for an oil jetty and a 150,000 m^3 storage depot.

POTENTIAL SECTOR FIT

Steel, fabricated metals, paints and coatings.

FREE ZONES / TO 2028

Djibouti International Free Trade Zone

A planned 4,800-hectare zone with about US$3.5bn of investment, offering tax exemptions and duty-free access.

POTENTIAL SECTOR FIT

Plastics, packaging, light manufacturing inputs.

CORRIDOR / ONGOING

Addis–Djibouti corridor

The 750 km electric railway and the RN18 road link Doraleh to Ethiopia. Egypt has said it will work on the RN18 corridor.

POTENTIAL SECTOR FIT

Building materials, engineering, food for re-export.

Project summaries: Enterprise (Dec 2025), Afreximbank and lenders' announcements, Oxford Business Group and Container News. Sector fit is indicative analysis; procurement opportunities depend on project schedules and supplier qualification. No affiliation or participation is implied.

06 / PARTICIPATING SECTORS

One forum.
Multiple buying channels.

Nine Nafath mission sectors, matched to what Djiboutian buyers already source from Egypt.

- Food & Beverages
- Agricultural Produce
- Detergents & Home Care
- Cosmetics & Personal Care
- Chemicals & Paints
- Plastics
- Printing & Packaging
- Building Materials, Marble & Ceramics
- Engineering, Electrical & Metals

> **Product-level qualification determines the buyer shortlist for every exporter.**

SECTOR OPPORTUNITIES

Who buys, and how.

FOOD & CONSUMER GOODS

Food, Beverages & FMCG

Packaged foods, sugar confectionery, edible oils, beverages and flour for supermarkets and wholesale.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- Groupe Coubèche (Casino) ↗
- Al Gamil (Nougaprix) ↗
- MIDROC (Queens / Carrefour Ethiopia) ↗
- Food importers and wholesalers — Shortlisted per product

BUYING ROUTE Group buying teams, wholesale importers and re-export traders supplying Ethiopia.

Detergents, Home Care & Cosmetics

Soaps, detergents, toiletries and cosmetics, Egypt’s second- and fifth-largest lines here.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- Groupe Coubèche (Casino) ↗
- Al Gamil (Nougaprix) ↗
- MIDROC (Queens / Carrefour Ethiopia) ↗

BUYING ROUTE Supermarket category buyers and approved distributors.

PORTS, UTILITIES & CONSTRUCTION

Building Materials & Steel

Cement, stone, tiles, steel and finishing materials for ports, free zones and housing.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- Djibouti Ports & Free Zones Authority ↗
- Great Horn Investment Holding ↗
- Al Gamil (construction) ↗
- **Contractors on port and free-zone projects** — Shortlisted per product

BUYING ROUTE — Project tenders and contractor procurement.

Engineering & Electrical

Cables, pumps, transformers and solar components for power, water and port projects.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- Port de Djibouti ↗
- **ONEAD (water utility)** — Visit website ↗
- Ethiopian Electric Power ↗
- Great Horn Investment Holding ↗

BUYING ROUTE — Utility and port tenders, subject to technical approval.

MATERIALS

Plastics, Packaging & Chemicals

Plastic products, packaging, paints and chemical inputs for free-zone manufacturers and distributors.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- Groupe Coubèche (industry) ↗
- **Free-zone manufacturers, DIFTZ** — Shortlisted per product
- **Paint and chemical distributors** — Shortlisted per product

BUYING ROUTE — Manufacturer procurement and importer-distributors.

Illustrative invitation targets; attendance and purchasing interest are subject to qualification and confirmation. Names identify their respective owners.

Product fit

Positioning, ingredients, pack formats and category relevance.

Supply readiness

Pricing, capacity, documentation and reliable replenishment.

07 / HOW TO APPLY

Your route to the Djiboutian market.

A clear, six-step journey from registration to business meetings.

01

Register your interest

Submit your contact and company details, website, participating sector and product information.

02

Analyse your export opportunities

We assess your product's potential in the Djiboutian market and identify relevant opportunities and buyer categories.

03

Confirm your participation

Review and sign the participation agreement to formalise your company's place in the forum.

04

Review the initial buyer list

Receive an initial list of potential buyers, review their profiles and share your feedback on relevance.

05

Submit your buyer wish list

Nominate the buyers you would like to meet. Your preferences inform outreach and the matchmaking process.

06

Attend your B2B meetings

Take part in the scheduled business meetings with buyers, based on mutual interest and confirmed availability.

YOUR PRIORITIES SHAPE THE MATCHMAKING

The initial buyer list is provided for your review. You may also submit a wish list of additional buyers you would like to meet.

Buyer nominations are subject to qualification, interest and availability. A wish-list submission does not guarantee an appointment.

NAFATH / DJIBOUTI

Your next market.
Your next connection.

Bring an export-ready product. Meet a relevant purchasing partner.

Egypt–Djibouti Business Forum

Djibouti · 18–29 April 2027

Proposed dates; event day and venue to be confirmed.

www.i-b2b.co ↗