

# DIYORICH TRADING PLC

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## COMPANY PROFILE

NOVEMBER 2025

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# 1. GENERAL INFORMATION OF THE COMPANY

# 1. COMPANY INFORMATION FORM

**PLACE OF REGISTRATION:** *ADDIS ABABA, ETHIOPIA*

**PRINCIPAL PLACE OF BUSINESS:** *ADDIS ABABA, MINISTRY OF TRADE AND INDUSTRY*

**DATE:** *18-OCTOBER -2018*

**BIDDER'S NAME: -**

*DIYORICH TRADING PLC*

**BIDDER'S ACTUAL OR INTENDED COUNTRY OF REGISTRATION:**

*ETHIOPIA*

**BIDDER'S ACTUAL OR INTENDED YEAR OF INCORPORATION:**

*2018 G.C*

**BIDDER'S LEGAL ADDRESS [IN COUNTRY OF REGISTRATION]:**

*BOLE SUB CITY, WEREDA 13, HOUSE NO NEW/MQ 013,  
CITY OF ADDIS ABABA, COUNTY OF ETHIOPIA*

## **BIDDER'S AUTHORIZED REPRESENTATIVE INFORMATION**

**Name:** *DINBIYO MOHAMMED*

 **Mobile:** *+251 929 484 248 / +251 912 669 048*

 **Email:** *[diyolovefa@gmail.com](mailto:diyolovefa@gmail.com)*

 **WhatsApp:** *+251 929 484 248*

 **Telegram:** *[t.me/diyorichplc](https://t.me/diyorichplc)*

 **Instagram:** *[@diyorich2022](https://www.instagram.com/diyorich2022)*

 **Skype:** *[dinbiyo.mohammed](https://www.skype.com/people/dinbiyo.mohammed)*

 **WeChat:** *dinbiyo*

# 2. ABOUT THE COMPANY

## **2. ABOUT THE COMPANY**

### **2.1. INTRODUCTION**

Diyorich Trading PLC is a company engaged in importing a wide range of goods, equipment, machinery, and other items. The company provides both **direct supply services** and **procurement solutions** to clients throughout Ethiopia.

Since its establishment, Diyorich Trading PLC has consistently pushed the boundaries of the concept “**Better – Faster – Cheaper.**” Our unwavering commitment to quality defines our work ethic. In a service-driven industry, we recognize that superior service quality—combined with significant client savings—positions us as a leading choice in international procurement.

Diyorich Trading PLC offers comprehensive solutions that simplify and reduce expenditures related to small-order procurement and import processes. We supply products from leading regions such as **Europe** (United Kingdom, Germany, Italy, France, Switzerland), the **United States, Japan, China, India, and the Middle East** (Saudi Arabia, UAE, and Bahrain).

Our services help clients minimize purchasing, transportation, and import costs while simplifying procurement operations. Typically, overseas procurement involves challenges such as high transaction volumes, significant labor costs, and complex supply chains. Diyorich Trading PLC addresses these challenges by assessing customer requirements in terms of quality, price, punctuality, and delivery safety—ensuring the highest customer satisfaction.

Through our strong negotiation capabilities and global network, we meet our clients’ specific needs at the **lowest possible prices** and on the **best commercial terms**. Diyorich Trading PLC has also developed a range of services designed to support your purchasing department with any procurement task.

#### **2.1.1. OUR KEY SERVICES INCLUDE**

- Reducing purchasing, accounting, and administrative labor
- Lowering freight, transport, and import costs
- Providing direct access to global products and services
- Implementing and automating procurement processes
- Offering international access to business opportunities
- Increasing client competitiveness

## **2.2. BACKGROUND OF THE COMPANY**

Diyorich Trading PLC was established in September 2018 by Mr. Dinbiyo Mohammed Seid and Ms. Fatuma Mohammed Ebrahim.

The company's primary objective is to participate in the expanding **trading and manufacturing** sectors of Ethiopia.

### **2.2.1. OBJECTIVES**

- ❖ Create job opportunities for skilled and unskilled individuals.
- ❖ Generate revenue for the government through taxes.
- ❖ Provide economic benefits to the company's promoters and stakeholders.
- ❖ Contribute to national economic growth through payroll and tax contributions.

### **2.2.2. OUR MAIN BUSINESS SECTORS**

- ✚ Trading Sector – Import and supply of goods, machinery, and industrial materials.
- ✚ Consultancy Sector – Professional consultancy services in construction, infrastructure, and business development.
- ✚ Construction Sector – Building, real estate, solar system installation, and infrastructure projects.
- ✚ Service Sector – Equipment rental, transportation, cleaning, security, and maintenance services.

## **2.3. VISION & MISSION**

### **2.3.1. VISION**

To become a **world-class organization** and a **global leader** in the trading and manufacturing industry.

We aim to transform the business landscape by redefining how clients experience service—through **care, professionalism, and exceptional leadership**.

With the dedication of our skilled and motivated employees, we strive to deliver **excellent service quality**, ensuring compliance with all contractual standards and specifications. Our goal is to build a reputation for **quality, reliability, and integrity** both locally and internationally.

**We achieve this by:**

- ✓ Adhering to specifications, standards, and procedures with an emphasis on defect prevention and safety.
- ✓ Establishing and maintaining a continuously improving Quality Management System.
- ✓ Properly sourcing high-quality materials and resources.
- ✓ Developing a highly motivated, efficient, and competent workforce committed to total customer satisfaction.

**2.3.2. MISSION**

To serve government and non-government organizations, private companies, embassies, and individuals by delivering products, raw materials, and machinery with **unparalleled speed, professionalism, and care.**

**Service is our business.**

We take full responsibility for customer satisfaction—offering premium service without compromising on quality.

**2.3.3. BUSINESS MODEL**

Our business model is centered on delivering outstanding customer experiences. We target clients who value **quality, reliability, and professional service.** Through excellence and humility, we aim to build strong, trusted, and lasting business relationships.

**2.3.4. CONTINUOUS LEARNING**

Driven by a culture of continuous improvement, we have partnered with **E-Within**, a leading consulting firm specializing in system development, human capital optimization, and service improvement. This collaboration enables us to stay ahead in customer service excellence and product delivery.

**2.3.5. SOLUTION-BASED SERVICE OFFERING**

In today's rapidly changing global environment, productivity and access to modern technology are key to success.

Diyorich Trading PLC partners with companies to provide **advanced technological products and solutions** that enhance productivity and operational efficiency.

Our strong technical team, with over **10 years of experience**, offers expert support and after-sales service, including troubleshooting and problem-solving capabilities.

## **2.4. CORE BUSINESS SECTORS**

### **2.4.1. OUR MAIN BUSINESS SECTORS**

- Trading Sector – Import and supply of goods, machinery, and industrial materials.
- Consultancy Sector – Professional consultancy services in construction, infrastructure, and business development.
- Construction Sector – Building, real estate, solar system installation, and infrastructure projects.
- Service Sector – Equipment rental, transportation, cleaning, security, and maintenance services.

#### **1. Trading Sector**

Importing and supplying various items including:

- Household and office furniture, equipment, and related materials
- Construction materials
- Industrial products
- Chemicals and chemical products
- Petrochemical products (Vaseline, glycerin, tar, etc.)
- Dyeing, tanning, and coloring materials
- Plastics in primary and non-primary forms
- Industrial, agricultural, and construction machinery and spare parts
- Construction equipment (e.g., concrete mixers) and spare parts

#### **2. Consultancy Sector**

Providing professional consultancy services in:

- ❖ Construction and infrastructure project management
- ❖ Urban planning and development
- ❖ Water works consultancy
- ❖ Architectural and engineering consultancy
- ❖ Social affairs and community development
- ❖ Economic development, business, and investment consultancy
- ❖ Management consultancy services

### **3. Construction Sector**

Executing a wide range of construction projects including:

- ✚ Building and real estate development
- ✚ Water works construction
- ✚ Industrial Park development
- ✚ Solar system installation
- ✚ Infrastructure and related projects

### **4. Service Sector**

Delivering diverse services such as:

- ✓ Machinery and equipment rental
- ✓ Transportation and logistics
- ✓ Domestic trade agency services
- ✓ Commission and brokerage services
- ✓ Security and cleaning services
- ✓ Property leasing and subletting
- ✓ Local and overseas labor recruitment and placement
- ✓ Maintenance and technical support services

## **2.5. KEY SERVICES & SOLUTIONS**

- ✚ International procurement and import facilitation.
- ✚ Cost reduction through optimized purchasing and logistics.
- ✚ Supply of industrial and construction machinery.
- ✚ Technical consultancy and project management services.
- ✚ After-sales support and maintenance solutions.

## **2.6. WHY CHOOSE US (COMPETITIVE ADVANTAGES)**

DIYORICH TRADING PLC stands out as a trusted and dynamic business partner offering end-to-end procurement and supply solutions. We ensure reliability, quality, and cost efficiency in every project we handle.

- Extensive global supplier network (Europe, Asia, Middle East, USA).
- Competitive pricing and flexible terms.
- Strong experience in multi-sector procurement.
- Professional and dedicated team.
- Fast response and on-time delivery.
- Proven commitment to customer satisfaction.
- Ethical business practices and transparency.

## **2.7. OUR CUSTOMERS**

We proudly supply products and services to:

- ❖ Government Offices
- ❖ Private Organizations
- ❖ Charity Organizations
- ❖ Food Industries
- ❖ Detergent and Cosmetics Industries
- ❖ Packaging Industries
- ❖ Cement Industries
- ❖ Iron and Steel Industries
- ❖ Power and Electrical Industries
- ❖ Petrochemical Industries

We are actively engaged in marketing and promoting both **locally manufactured** and **imported products**.

## **2.8. CONTACT INFORMATION**

### **DIYORICH TRADING PLC**



Mobile: +251 929 484 248 / +251 912 669 048



Email: [diyorichtradingplc@gmail.com](mailto:diyorichtradingplc@gmail.com) / [diyolovefa@gmail.com](mailto:diyolovefa@gmail.com)



WhatsApp: +251 929 484 248



Telegram: [t.me/diyorichplc](https://t.me/diyorichplc)



Instagram: [@diyorich2022](https://www.instagram.com/diyorich2022)



Skype: **dinbiyo.mohammed**



WeChat: **dinbiyo**



Website: [www.diyorichplc.org.et](http://www.diyorichplc.org.et)



### **Head Office:**

Bole Sub-City, Woreda 13, House No. New/MQ 013  
100 meters from Gerji Taxi Station, on the right side of Gerji Georgis Building  
Ground Floor, Office No. 13, Addis Ababa, Ethiopia



### **Branch Office:**

Afar Region, Samara Town

# 3. LEGAL STATUS OF THE COMPANY

### **3. LEGAL STATUS OF OUR COMPANY**

DIYORICH TRADING PLC was established September, 2018 by Mr. Dinbiyo Mohammed Seid and Fatuma Mohammed Ebrahim.

The company business objective envisages participating in wider Trading and manufacturing opportunities in Ethiopia, inter Alia:

Our company has four main sectors

1. Trading sector
2. Consultancy sector
3. Construction sector
4. Service sector

#### **3.1. LEGAL STATUS DETAILS**

The LEGAL STATUS OF OUR COMPANY is as described below. Are as follows:

❖ **GENERAL MANAGER:**

➔ **MR DINBIYO MOHAMMED SEID**

❖ **NAME OF THE FIRM:**

➔ **DIYORICH TRADING PLC**

❖ **PLACE OF REGISTRATION:**

➔ **AFAR ADDIS ABABA, MINISTRY OF TRADE AND  
INDUSTRY**

➔ **ADDIS ABABA, ETHIOPIA**

❖ **ADDRESS:**

➔ **ADDIS ABABA**

➔ **BOLE SUB CITY, WEREDA 13, HOUSE NO. NEW**

➔ **TEL: +251929484248/+251912669048**

➔ **EMAIL: - [diyorichtradingplc@gmail.com](mailto:diyorichtradingplc@gmail.com) /  
[diyolovefa@gmail.com](mailto:diyolovefa@gmail.com)**

❖ **PRINCIPAL PLACE OF BUSINESS:**

➔ **ADDIS ABABA, ETHIOPIA**

➔ **SEMER, AFAR**

## ❖ REGISTRATION:

➔ **TRADING PLC**➔ **MAIN REG NO. MT/AA/2/0046949/2011**➔ **VAT REG. NO. 14405950010**➔ **TIN NO. 0059446263**

## ❖ YEAR OF REGISTRATION

➔ **2018 G.C**➔ **NB**

Please see the attached copies about legal status of the company on succeeding pages.

**3.2. THE COMPANY TRADE LICENSEES**

| NO                                                                       | LICENSING CATEGORY                                                                                       | LICENSING NUMBER             |
|--------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------|------------------------------|
| <b>CONSTRUCTION</b>                                                      |                                                                                                          |                              |
| 1                                                                        | Building works Contractor                                                                                | AA/ADISM/14/673/3698335/2014 |
| 2                                                                        | Water works Contractor                                                                                   | AA/ADISM/14/673/3698335/2014 |
| <b>CONSTRUCTION DEMOLISHING, PREPARATION &amp; FINISHING CONTRACTORS</b> |                                                                                                          |                              |
| 1                                                                        | Construction site preparation Contractor                                                                 | BL/AA/14/673/23486803/2017   |
| 2                                                                        | Construction completing/finishing contractor                                                             | BL/AA/14/673/23486803/2017   |
| <b>WHOLESALE TRADE; REPAIR, IMPORT AND EXPORT BUSINESSES</b>             |                                                                                                          |                              |
| <b>COMMISSION/BROKERS BUSINESS ACTIVITIES</b>                            |                                                                                                          |                              |
| 1                                                                        | Commission/brokers business activities                                                                   | AA/ADISM/14/673/3698356/2014 |
| 2                                                                        | Domestic trade Agent                                                                                     | AA/ADISM/14/673/3698356/2014 |
| 3                                                                        | Wholesale trade in stationeries, paper and paper products                                                | AA/ADISM/14/673/3698573/2014 |
| 4                                                                        | Wholesale trade in construction materials, hardware, metals, plumbing and heating equipment and supplies | AA/ADISM/14/673/3698345/2014 |
| 5                                                                        | Wholesale of logs and timber                                                                             | AA/ADISM/14/673/3698345/2014 |
| <b>MAINTENANCE AND REPAIR SERVICES</b>                                   |                                                                                                          |                              |
| 1                                                                        | Installation and maintenance work of household and office equipment                                      | MT/AA/14/673/789410/2011     |
| 2                                                                        | Maintenance of private household and office furniture                                                    | MT/AA/14/673/789410/2011     |
| <b>IMPORT TRADE ACTIVITIES</b>                                           |                                                                                                          |                              |

|                               |                                                                                                |                              |
|-------------------------------|------------------------------------------------------------------------------------------------|------------------------------|
| 1                             | Import trade in textile, textile fibers, Cotton, thread and apparel                            | MT/AA/14/673/788485/2011     |
| 2                             | Import trade in leather, leather products and related products                                 | MT/AA/14/673/788485/2011     |
| 3                             | Import of household and office appliances and furnishings                                      | MT/AA/14/673/788485/2011     |
| 4                             | Imports of musical instruments (film, theater and other arts objects)                          | MT/AA/14/673/789409/2011     |
| 5                             | Imports of hand crafts, souvenir articles, artificial goods and jewelries                      | MT/AA/14/673/789412/2011     |
| 6                             | Import trade in precious minerals, jewelry and silverware goods                                | MT/AA/14/673/789412/2011     |
| 7                             | Import trade in stationery materials, paper and paper products                                 | MT/AA/14/673/781326/2011     |
| 8                             | Import of sporting goods and equipment (excluding apparel)                                     | MT/AA/14/673/789409/2011     |
| 9                             | Import trade in Import trade in coal, coke and briquettes                                      | MT/AA/14/673/788490/2011     |
| 10                            | Import trade in petroleum and petroleum products and related products                          | MT/AA/14/673/781332/2011     |
| 11                            | Import trade in natural and man-made gas                                                       | MT/AA/14/673/789397/2011     |
| 12                            | Import trade in materials, metals and nonmetals and scraps                                     | MT/AA/14/673/789408/2011     |
| 13                            | Import trade in logs and timber                                                                | MT/AA/14/673/789408/2011     |
| 14                            | Import trade in chemicals for Industrial input                                                 | MT/AA/14/673/789402/2011     |
| 15                            | Import trade in rubber, plastics and plastic products and batteries                            | MT/AA/14/673/789402/2011     |
| 16                            | Import trade in industrial, agricultural and construction machineries, and other related works | MT/AA/14/673/789394/2011     |
| 17                            | Import trade in communication, computer and related equipment's                                | AA/ADISM/14/673/3698337/2014 |
| 18                            | Import of developed software                                                                   | AA/ADISM/14/673/3698337/2014 |
| <b>EXPORT TRADE</b>           |                                                                                                |                              |
| 1                             | Export trade in live animal products (for consumption)                                         | MT/AA/14/673/35897265/2017   |
| 2                             | Export trade in live animals and Inherited products                                            | MT/AA/14/673/35897257/2017   |
| 3                             | Export of beverage plants (except coffee and tea)                                              | AA/ADISM/14/673/3695964/2014 |
| <b>REAL ESTATE ACTIVITIES</b> |                                                                                                |                              |

|                                                                           |                                                                       |                              |
|---------------------------------------------------------------------------|-----------------------------------------------------------------------|------------------------------|
| 1                                                                         | Real estate development and distribution into lots activities         | BL/AA/14/673/4720774/2016    |
| 2                                                                         | Fixed property subletting/renting activities                          | BL/AA/14/673/4720774/2016    |
| <b>MACHINERIES AND EQUIPMENTS RENTING ACTIVITIES</b>                      |                                                                       |                              |
| 1                                                                         | Renting service of machineries and equipment                          | BL/AA/14/673/4245617/2015    |
| <b>OTHER BUSINESS ACTIVITIES</b>                                          |                                                                       |                              |
| <b>SOCIAL SCIENCE CONSULTANCY SERVICES</b>                                |                                                                       |                              |
| 1                                                                         | Management consultancy services                                       | BL/AA/14/673/4245631/2015    |
| 2                                                                         | Consultancy service for social affairs                                | BL/AA/14/673/4245631/2015    |
| 3                                                                         | Consultancy service for economic development, business and Investment | BL/AA/14/673/4245631/2015    |
| 4                                                                         | Consultancy service for food security                                 | BL/AA/14/673/4245631/2015    |
| <b>ARCHITECTURE, CONSTRUCTION AND RELATED MATTERS CONSULTANCY SERVICE</b> |                                                                       |                              |
| 1                                                                         | Consultancy service on construction works                             | AA/ADISM/14/673/3698366/2014 |
| 2                                                                         | Consultancy service on urban planning and related activities          | AA/ADISM/14/673/3698366/2014 |
| <b>ENGINEERING CONSULTANCY SERVICES</b>                                   |                                                                       |                              |
| 1                                                                         | Consultancy service on water Works                                    | BL/AA/14/673/4245612/2015    |
| 2                                                                         | Consultancy service metrology                                         | BL/AA/14/673/4245612/2015    |
| <b>LABOR RECRUITMENT AND LINKAGE ACTIVITIES</b>                           |                                                                       |                              |
| 1                                                                         | Local labor recruitment and linkage activities                        | BL/AA/14/673/4471848/2015    |
| 2                                                                         | Abroad labor recruitment and linkage activities                       | BL/AA/14/673/4471848/2015    |
| 3                                                                         | Security activities                                                   | BL/AA/14/673/4471848/2015    |

# 4. KEY PERSONAL OF THE COMPANY

## **4. KEY PERSONAL OF THE COMPANY**

### **4.1. MAN POWER OF THE COMPANY**

At present, Diyorich Trading PLC employs a diverse team of professionals across multiple disciplines. These experts are engaged in a variety of projects under the company's main business sectors — Trading, Consultancy, Construction, and Service — each bringing extensive experience, technical skill, and dedication to excellence.

Our workforce is composed of engineers, project managers, consultants, foremen, administrative personnel, and skilled as well as semi-skilled laborers who are committed to achieving the company's long-term vision. The wide range of professional exposure and technical expertise among our staff enables us to successfully manage and execute projects of various scope and complexity across different industries.

With its present organizational structure, the company has invested in modern equipment, advanced technology, and highly trained professionals to ensure the successful delivery of all projects within schedule, budget, and quality requirements.

#### **4.1.1. MANAGEMENT STRUCTURE**

The management of the company is led by General Manager Mr. Dinbiyo Mohammed, a seasoned professional with many years of experience in the construction and business sectors. He is supported by a Project Engineer and Administrative Units, who oversee the day-to-day operations of the company's technical and administrative departments under his supervision.

Each project is managed by an experienced Project Manager, assisted by qualified Foremen and on-site administrative staff. The Project Manager is responsible for planning, organizing, and monitoring all construction and service-related activities, including resource allocation, scheduling, and performance evaluation.

#### **4.1.2. COMMITMENT TO ENVIRONMENT AND SAFETY**

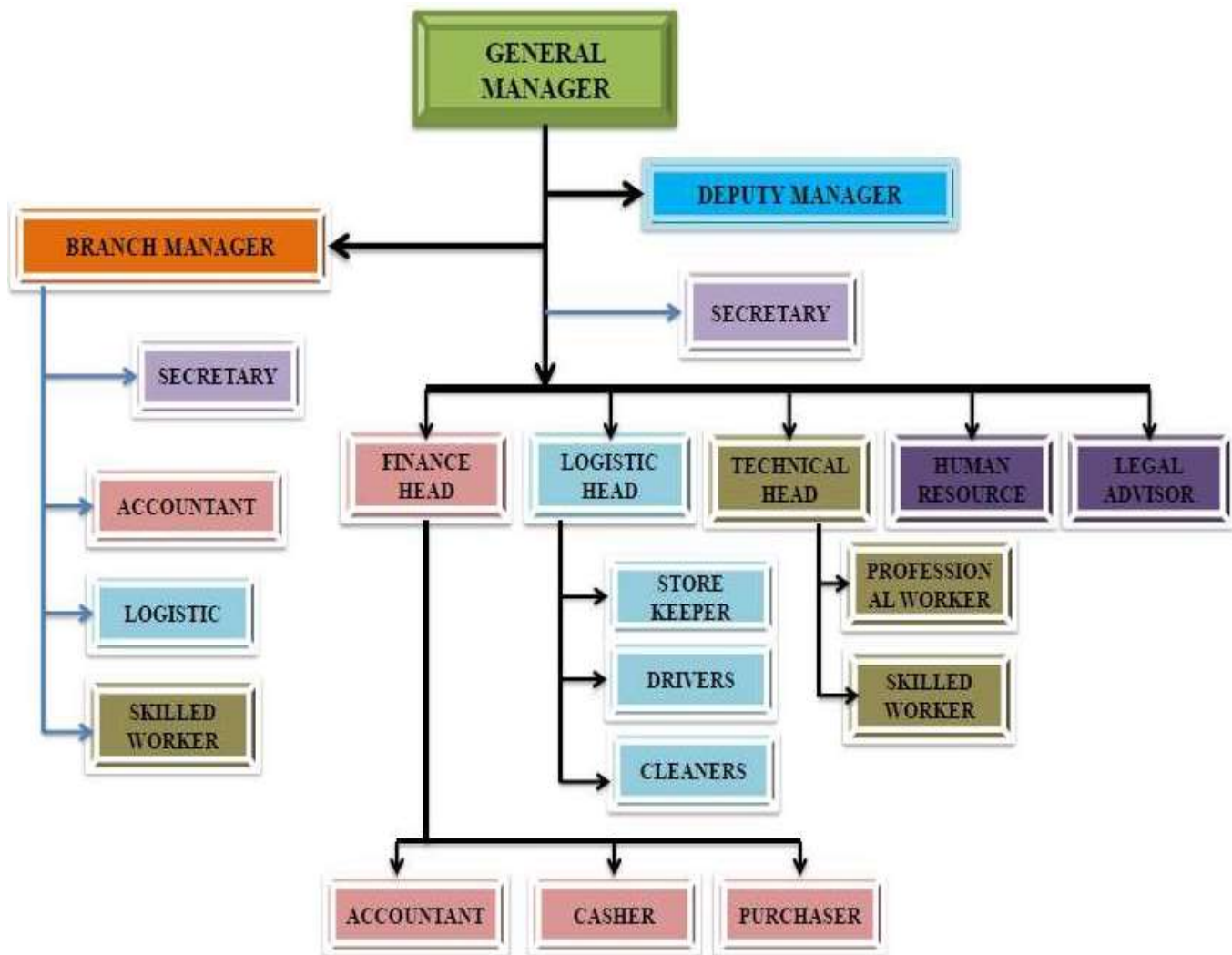
Our company gives due attention to minimizing — and where possible, eliminating — the environmental impacts of its operations. All project staff are trained to recognize the consequences of environmental pollution and adhere strictly to eco-friendly practices. In addition, occupational safety is a core principle of our operations: we have established and enforce safety regulations at all our project sites to protect our employees and maintain a safe working environment.

### **4.1.3. HUMAN RESOURCE PHILOSOPHY**

Educational background, technical competence, and practical experience are the primary considerations in forming our management and professional teams. We believe that our people are our greatest asset, and their continuous development ensures the company's sustainable growth and success.

### **4.2 ORGANIZATION AND MANAGEMENT**

Mr. Dinbiyo Mohammed is delegated as the general manager of the company. The organization chart of the project is presented here under



### **4.3. MAN POWER**

The company will be staffed with the required administrative, technical and support staff. The requirement is stated as below

### Qualifications and experience of key Personnel proposed for administration and execution of the Work.

| No. | Position               | Name                     | Qualifications                            | Total Experience | In Proposed Position |
|-----|------------------------|--------------------------|-------------------------------------------|------------------|----------------------|
| 1   | General Manager        | Dinbiyo Mohammed         | M.S.C Engineering                         | 14               | 8                    |
| 2   | Deputy Manager         | Mohammed Amin            | B.S.C Engineering                         | 17               | 9                    |
| 3   | Branch Manager         | Abdu Mohammed            | B.S.C Engineering                         | 26               | 16                   |
| 4   | Executive Secretary    | Fafi Mohammed            | Diploma IT                                | 7                | 3                    |
| 5   | Secretary              | Hayat Ahmed              | Diploma IT                                | 5                | 2                    |
| 6   | Project Manager        | Endris Seid Kassa        | MSC In Public Health                      | 23               | 13                   |
| 7   | Curriculum Specialist  | Aklilu Gezahegn          | MA in Social Policy                       | 20               | 12                   |
| 8   | Instructional Designer | Mohammed Tewfik Nuru     | BA in Educational Planning and Management | 20               | 10                   |
| 9   | Senior Consultant      | Dr. Elham Mohammed Seid  | Medical Doctor                            | 5                | 3                    |
| 10  | Senior Consultant      | Abdu Mohammed Seid       | BSC Chemical Engineering                  | 30               | 17                   |
| 11  | Associate consultant   | Mohammed Amin Ahmed      | BSC Food Processing Engineering           | 15               | 8                    |
| 12  | Administrator          | Fatuma Mohammad Ebrahim  | BA In Management                          | 15               | 9                    |
| 13  | Supervisor             | Muez G/Egziabher Asfaw   | BSC Civil Engineering                     | 12               | 7                    |
| 14  | IT Professional        | Kalifa Mohammed Yusuf    | BSC Electrical Engineering                | 15               | 8                    |
| 15  | Supervisor             | Abdu Mohammed Hassen     | Diploma In Electro Mechanics              | 14               | 7                    |
| 16  | Supervisor             | Amanuel Bekele Haile     | BSC Civil Engineering                     | 10               | 6                    |
| 17  | Supervisor             | Mikias Daneil G/Hawariat | BSC Civil Engineering                     | 7                | 4                    |
| 18  | Supervisor             | Mussie Yizengaw Hunegnaw | Construction Technology and Management    | 8                | 5                    |
| 19  | Finance Head           | Fatuma Mohammed          | B.A Management                            | 8                | 4                    |

| No. | Position            | Name               | Qualifications          | Total Experience (Years) | In Proposed Position |
|-----|---------------------|--------------------|-------------------------|--------------------------|----------------------|
| 20  | Logistic Head       | Seid Mohammed      | B.A Management          | 21                       | 8                    |
| 21  | Technical Head      | Ahmed Kebir        | B.S.C Engineering       | 12                       | 4                    |
| 22  | Human Resource      | Hana Temesgen      | B.A Management          | 14                       | 9                    |
| 23  | Legal Advisor       | Mohammed Seid      | B.A Law                 | 7                        | 4                    |
| 24  | Accountant          | Baharu Dinku       | BA Accountant           | 6                        | 6                    |
| 25  | Accountant          | Teshome Diriba     | BA Accountant           | 8                        | 8                    |
| 26  | Logistic            | Kedir Mohammed     | Grade 12 Completed      | 5                        | 4                    |
| 27  | Casher              | Eleni Getachew     | Grade 12 Completed      | 12                       | 12                   |
| 28  | Purchaser           | Kika Mohammed      | Diploma Health Sciences | 6                        | 4                    |
| 29  | Mechanic            | Birhanu Ayalew     | B.S.C Engineering       | 12                       | 6                    |
| 30  | Electrician         | Fresenbet Tekle    | B.S.C Engineering       | 14                       | 7                    |
| 31  | Skilled Welder      | Daniel Getahun     | Grade 12 Completed      | 17                       | 17                   |
| 32  | Skilled Welder      | Temesgen Ayele     | Grade 12 Completed      | 14                       | 14                   |
| 33  | Skilled Wood Worker | Nasreddin Bedru    | Grade 12 Completed      | 12                       | 12                   |
| 34  | Skilled Wood Worker | Gezahegne Amare    | Grade 12 Completed      | 9                        | 9                    |
| 35  | Skilled Mason       | Fuad Ahmed         | Grade 12 Completed      | 6                        | 6                    |
| 36  | Skilled Mason       | Kinde Yihune       | Grade 12 Completed      | 7                        | 7                    |
| 37  | Store Keeper        | Henock Mitiku      | Grade 12 Completed      | 5                        | 4                    |
| 38  | Driver              | Anwar Seid         | Grade 12 Completed      | 22                       | 22                   |
| 39  | Driver              | Abdusomed Mohammed | Grade 12 Completed      | 9                        | 7                    |
| 40  | Driver              | Eskinder Masresha  | Grade 12 Completed      | 7                        | 7                    |
| 41  | Cleaner             | Kamila Hussen      | Grade 8 Completed       | 5                        | 5                    |
| 42  | Cleaner             | Hayat Endris       | Grade 8 Completed       | 4                        | 4                    |
| 43  | Unskilled labor     | Men's              | Grade 8 Completed       | 4                        | 4                    |
| 44  | Unskilled labor     | Women's            | Grade 8 Completed       | 4                        | 4                    |

# 5.EQUIPMENT AND MACHINERY OF THE COMPANY

## **5. EQUIPMENT AND MACHINERY OF THE COMPANY**

### **5.1. MACHINERIES AND EQUIPMENT**

**DIYORICH TRADING PLC** own various equipment's and machineries which are necessary to support all aspects of its activities. These equipment's and machineries are operated with high experienced operations. The major construction equipment's which are owned so far are listed as follows.

### **5.2. LIST OF MACHINERIES AND EQUIPMENT**

| On | Equipment Type & Capacity                         | Qty               | Descri<br>ption | Condit<br>ion | Owne<br>d/ |
|----|---------------------------------------------------|-------------------|-----------------|---------------|------------|
|    | <b>Vehicles</b>                                   |                   |                 |               |            |
| 1  | Sino Dump truck (3Axle) (136qtl) 16m <sup>3</sup> | 1                 | China, 2018     | Good          | Owned      |
| 3  | Fiat Dump truck (2Axle) (85qt) 10m <sup>3</sup>   | 1                 | Fiat, Italy     | V.Good        | Owned      |
| 5  | Pick up 4WD (8qtl)                                | 1                 | Toyota, 2012    | V.Good        | Owned      |
|    | <b>Machineries</b>                                |                   |                 |               |            |
| 1  | Hand compactors                                   | 2                 |                 | V.Good        | owned      |
| 2  | Mixer 500 lit                                     | 2                 |                 | Good          | Owned      |
| 3  | Mixer 360 lit                                     | 3                 |                 | V.Good        | Owned      |
| 4  | Concrete vibrators                                | 15                |                 | Good          | Owned      |
|    | <b>Others</b>                                     |                   |                 |               |            |
| 1  | Formwork (steel)                                  | 580m <sup>2</sup> |                 | Good          | Owned      |
| 1  | Generator, 40 kva                                 | 1                 |                 | New           | Owned      |
| 2  | Welding machine                                   | 3                 |                 | Good          | Owned      |
| 3  | Water pumps                                       | 2                 |                 | V.Good        | Owned      |
| 4  | Reinforcement bar bending machine,                | 5                 |                 | Good          | Owned      |
| 5  | Mechanical HCB making machine, 100 pc/day         | 1                 |                 | V.Good        | Owned      |
| 6  | Water tank 10000 lit                              | 3                 |                 | V.Good        | Owned      |
| 7  | Water tank 5000 lit                               | 2                 |                 | V.Good        | Owned      |
| 8  | Plumbing tools Set                                | 8                 |                 | V.Good        | Owned      |
| 9  | Carpentry Tools Set                               | 7                 |                 | V.Good        | Owned      |
| 10 | Hand Tools Set                                    | 14                |                 | V.Good        | Owned      |

(Refer attached evidences of ownership title)

# 6. EXPERIANCE S OF THE COMPANY

## 6. EXPERIENCE FOR THE LAST YEARS

| NO.         | WORKED YEAR | TYPE OF WORK PERFORMED                                                        | NAME OF CLIENT AND ADDRESS                                                                                                            | VALUE OF CONTRACT |
|-------------|-------------|-------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|-------------------|
| <b>2018</b> |             |                                                                               |                                                                                                                                       |                   |
| 1           | Oct-18      | Supplying of Construction Materials, Stationery items, and Office Furniture's | Afar Pastoral & Agro-Pastoral Research Institute, Semera                                                                              | 8,492,687.32      |
| 2           | Oct-18      | Supplying of Construction Materials, Stationery items and Office Equipment's  | A/ N/R/S/ Elidaar Pastoral, Agricultural & Rural Development Office, Elidaar                                                          | 4,386,235.64      |
| 3           | Nov-18      | Supplying of Detergent Raw Materials,                                         | Addikhart Trading Enterprise, Addis Ababa                                                                                             | 3,008,528.24      |
| 4           | Nov-18      | Supplying of Stationery items and Cleaning Materials                          | MEDA Mennonite Economic Development Association                                                                                       | 368,451.98        |
| 5           | Nov-18      | Supplying of Stationery items and Cleaning Materials                          | Guna Trading House Plc                                                                                                                | 796,647.23        |
| 6           | Nov-18      | Supplying of Construction Materials                                           | City Government of Addis Ababa Construction and Housing Development Bureau Construction Industry Development and Regulatory Authority | 1,314,928.37      |
| 7           | Dec-18      | Supplying of Stationery items                                                 | JICA Japan International Cooperation Agency                                                                                           | 467,628.88        |
| 8           | Dec-18      | Supplying of Computers, Printers and Tonners                                  | The FDRE Science and Technology Information Center                                                                                    | 1,672,319.17      |
| 9           | Dec-18      | Supplying of Construction Materials                                           | Ethiopian Agricultural Transformation Agency                                                                                          | 2,322,579.18      |
| 10          | Dec-18      | Supplying of Stationery items and Cleaning Materials                          | Addis Ababa University Procurement and Property Administration Directorate                                                            | 1,477,680.00      |
| 11          | Dec-18      | Supplying of Stationery items and Cleaning Materials                          | The F.D.R.E Revenue and Customs Authority                                                                                             | 842,218.08        |

| <b>NO.</b>  | <b>WORKED YEAR</b> | <b>TYPE OF WORK PERFORMED</b>                                                       | <b>NAME OF CLIENT AND ADDRESS</b>                                                              | <b>VALUE OF CONTRACT</b> |
|-------------|--------------------|-------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------|--------------------------|
| 12          | Dec-18             | Supplying of Stationery items, Computers and Cleaning Materials                     | Ethio Telecom                                                                                  | 1,127,378.26             |
| 13          | Dec-18             | Supplying of Stationery items and Cleaning Materials                                | The Federal Democratic Republic of Ethiopia Ministry of Environment, Forest and Climate Change | 742,238.00               |
| 14          | Dec-18             | Supplying of Stationery items, Office equipment's, Computers and Cleaning Materials | Federal Democratic Republic of Ethiopia Ministry of Agriculture and Natural Resources          | 3,207,948.79             |
| 15          | Dec-18             | Supplying of Stationery items, Computers and Cleaning Materials                     | Ethiopian Shipping & Logistic Service Enterprise                                               | 2,874,309.46             |
| 16          | Dec-18             | Installation and maintenance of Generator                                           | ZEMEN BANK                                                                                     | 1,711.300.00             |
| 17          | Dec-18             | Supplying of Non-Food items                                                         | HelpAge International                                                                          | 44,000.00                |
| <b>2019</b> |                    |                                                                                     |                                                                                                |                          |
| 18          | Jan-19             | Installation and maintenance of Generator                                           | NICON PLC                                                                                      | 339,456.00               |
| 19          | Feb-19             | Installation and maintenance of Generator                                           | Addis Cardiac Hospital                                                                         | 828,942.66               |
| 20          | Mar-19             | Supplying of Stationery items, Computers and Office Equipment's                     | Myungsung Christian Medical Center (MCM)                                                       | 1,418,716.29             |
| 21          | Mar-19             | Supplying of Emergency Non-Food items                                               | Afar N/ R/ S/ Disaster Prevention & Food Security Program Coordinate Office                    | 6,500,000.00             |
| 22          | Apr-19             | Supplying of Construction Materials                                                 | Water Works Design & Supervision Enterprise                                                    | 6,869,535.78             |
| 23          | May-19             | Supplying of                                                                        | Oomiya Steel Pipe Building Construction Project (OSPBCP)                                       | 4,377,600.00             |
| 24          | Jun-19             | Supplying of Emergency Non-Food items                                               | Afar N/ R/ S/ Disaster Prevention & Food Security Program Coordinate Office                    | 3,051,000.00             |

| <b>NO.</b> | <b>WORKED YEAR</b> | <b>TYPE OF WORK PERFORMED</b>                                                        | <b>NAME OF CLIENT AND ADDRESS</b>                                           | <b>VALUE OF CONTRACT</b> |
|------------|--------------------|--------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|--------------------------|
| 25         | Jun-19             | Supplying of Photo Copy Machines & Laptops                                           | Afar N/ R/ S/ Disaster Prevention & Food Security Program Coordinate Office | 800,000.00               |
| 26         | Aug-19             | Supplying of Aluminum Profiles                                                       | National Bank of Ethiopia                                                   | 627,361.46               |
| 24         | Jun-19             | Supplying of Emergency Non-Food items                                                | Afar N/ R/ S/ Disaster Prevention & Food Security Program Coordinate Office | 3,051,000.00             |
| 25         | Jun-19             | Supplying of Photo Copy Machines & Laptops                                           | Afar N/ R/ S/ Disaster Prevention & Food Security Program Coordinate Office | 800,000.00               |
| 26         | Aug-19             | Supplying of Aluminum Profiles                                                       | National Bank of Ethiopia                                                   | 627,361.46               |
| 27         | Aug-19             | Supplying of Laboratory Machines                                                     | Semera University                                                           | 6,827,916.67             |
| 28         | Sep-19             | Supplying of Stationery items, Computers and Office Equipment's                      | Birhan International Bank Sc                                                | 472,396.00               |
| 29         | Sep-19             | Supplying of Emergency Non-Food items                                                | Afar N/ R/ S/ Disaster Prevention & Food Security Program Coordinate Office | 2,472,511.20             |
| 30         | Oct-19             | Supplying of Stationery items, Computers and Office Equipment's                      | Addis Park Development & Management P.L.C                                   | 1,436,570.10             |
| 31         | Oct-19             | Supplying of Stationery items, Computers and Office Equipment's                      | City Government of Addis Ababa Health Bureau                                | 987,654.34               |
| 32         | Nov-19             | Supplying Different Machines                                                         | Ethiopian Electric Utility                                                  | 3,492,833.26             |
| 33         | Nov-19             | Supplying of Computers, Office Equipment's, Stationery items, and Office Furniture's | Federal Democratic Republic of Ethiopia Ministry of Culture and Tourism     | 1,795,432.11             |
| 34         | Dec-19             | Supplying of Office Equipment's, Stationery items, and Office Furniture's            | Ethiopian Athletic Federation                                               | 1,235,887.90             |

| <b>NO.</b>  | <b>WORKED YEAR</b> | <b>TYPE OF WORK PERFORMED</b>                                                                                  | <b>NAME OF CLIENT AND ADDRESS</b>                            | <b>VALUE OF CONTRACT</b> |
|-------------|--------------------|----------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------|--------------------------|
| 35          | Dec-19             | Supplying of Surveying Equipment's                                                                             | FAO                                                          | 310,320.60               |
| <b>2020</b> |                    |                                                                                                                |                                                              |                          |
| 36          | Jan-20             | Supplying of Pumps and Generators                                                                              | Afar N/ R/ S/ Water Resource Development Bureau              | 3,787,668.33             |
| 37          | Feb-20             | Supplying of Agricultural Hand Tools                                                                           | Food & Agricultural Organization of the United Nations (FAO) | 52,288.70                |
| 38          | Apr-20             | Supplying of Stationery items, Computers and Office Equipment's                                                | Orchid Business Group P.L.C                                  | 447,889.21               |
| 39          | May-20             | Supplying of School Canteen Furniture (Dining Table & Horizontal Bench)                                        | Food & Agricultural Organization of the United Nations (FAO) | 1,031,233.75             |
| 40          | Nov-20             | Supplying of Office & Guest house Furniture                                                                    | Afar National Regional State Office of the President         | 19,764,078.22            |
| <b>2021</b> |                    |                                                                                                                |                                                              |                          |
| 41          | Oct-21             | Supplying of Office Furniture's and Equipment's                                                                | Semera University                                            | 15,675,398.18            |
| 42          | Oct-21             | Frame Agreement for Supplying of Office Stationery                                                             | UNHCR                                                        | 2,209,200.00             |
| 43          | Oct-21             | Supplying of Stationery items,                                                                                 | UNHCR                                                        | 12,224.50                |
| 44          | Dec-21             | Supplying of Stationery items,                                                                                 | UNHCR                                                        | 205,932.11               |
| <b>2022</b> |                    |                                                                                                                |                                                              |                          |
| 45          | Apr-22             | supply, installation, splicing, configuration, integration and commissioning of ICT equipment's infrastructure | Semera University                                            | 26,118,724.88            |
| 46          | Apr-22             | Supplying of Stationery items,                                                                                 | UNHCR                                                        | 3,027.30                 |
| 47          | Apr-22             | Supplying of Stationery items,                                                                                 | UNHCR                                                        | 465,495.16               |
| 48          | May-22             | Supplying of Stationery items,                                                                                 | UNHCR                                                        | 6,318.00                 |
| 49          | May-22             | Supplying of Steam iron,                                                                                       | UNHCR                                                        | 52,900.00                |

| <b>NO.</b>  | <b>WORKED YEAR</b> | <b>TYPE OF WORK PERFORMED</b>                                                                                                | <b>NAME OF CLIENT AND ADDRESS</b>                                       | <b>VALUE OF CONTRACT</b> |
|-------------|--------------------|------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------|--------------------------|
| 50          | May-22             | Supplying of Visibility Board,                                                                                               | UNHCR                                                                   | 376,000.00               |
| 51          | Jun-22             | Frame Agreement for Vehicles Rental Service                                                                                  | UNHCR                                                                   | 1,251,600.00             |
| 52          | Jul-22             | Local Transport Service                                                                                                      | UNHCR                                                                   | 56,500.00                |
| 53          | Jul-22             | Supplying of Vehicles                                                                                                        | Afar National Regional State Office of the President                    | 42,342,679.78            |
| 54          | Aug-22             | Transportation Services for Poc                                                                                              | UNHCR                                                                   | 11,475,000.00            |
| 55          | Aug-22             | Vehicle Rental Services                                                                                                      | UNHCR                                                                   | 340,000.00               |
| <b>2023</b> |                    |                                                                                                                              |                                                                         |                          |
| 56          | Jul-23             | Feasibility Study for Campus Expansion Infrastructure Assessment and Planning EIA and Capacity Building for University Staff | Samara University                                                       | 2,194,726.16             |
| <b>2024</b> |                    |                                                                                                                              |                                                                         |                          |
| 57          | Jan-24             | Inventory of Animal Health Posts and Public Water Facilities                                                                 | Bureau of Livestock, Agriculture and Natural Resource Development       | 3,798,161.60             |
| 58          | Apr-24             | Supplying of Different Steel Structure,                                                                                      | Federal Democratic Republic of Ethiopia Ministry of Culture and Tourism | 32,476,795.23            |
| 59          | May-24             | Supplying of Computers, Office Equipment's, Stationery items, and Office Furniture's                                         | Afar National Regional State Office of the President                    | 27,144,986.17            |
| 60          | Oct-24             | Drivers Uniform                                                                                                              | UN OCHA                                                                 | 1,035,000.00             |

| <b><i>NO.</i></b> | <b><i>WORKED<br/>YEAR</i></b> | <b><i>TYPE OF WORK<br/>PERFORMED</i></b>                                                      | <b><i>NAME OF CLIENT<br/>AND ADDRESS</i></b>                            | <b><i>VALUE OF<br/>CONTRACT</i></b> |
|-------------------|-------------------------------|-----------------------------------------------------------------------------------------------|-------------------------------------------------------------------------|-------------------------------------|
| <b>2025</b>       |                               |                                                                                               |                                                                         |                                     |
| 61                | Feb-25                        | Supplying of Computers,<br>Office Equipment's,<br>Stationery items, and<br>Office Furniture's | Bureau of Livestock,<br>Agriculture and Natural<br>Resource Development | 23,112,705.60                       |
| 62                | Apr-25                        | Fundraising consulting                                                                        | Bureau of Livestock,<br>Agriculture and Natural<br>Resource Development | 50,000,000.00                       |
| 63                | Mar-25                        | Supplying of Vehicles<br>Tyers                                                                | <b>UNHCR</b>                                                            | 3,975,230.00                        |

# 7. FINANCIAL OF THE COMPANY

## **7. HISTORICAL FINANCIAL REPORTS OF THE COMPANY**

As it has been mentioned earlier, **DIYORICH TRADING PLC** has become a leading and most progressive firm in the industry and has secure dramatic growth from a lower to a higher class with in short period of time.

To ensure a smooth flow of finance to every activity of the company it has employed a well experienced personnel and concrete financial guideline as well.

Along with financial data we have attached the following documents as proof of our financial standing, as required in the BDS:

(a) Audited financial statements

Attached documents comply with the following conditions:

- Documents reflect the financial situation of the Bidder or partner to a Joint Venture, and not sister or parent companies;
- Historic financial statements are audited by a certified accountant;
- Historic financial statements are complete, including all notes to the financial statements;
- Historic financial statements correspond to accounting periods already completed and audited.

### **Financial Statement of the company for the year from 2018 to 2025**

Attached documents comply with the following conditions:

- Documents reflect the financial situation of the Bidder or partner to a Joint Venture, and not sister or parent companies;
  - Historic financial statements are audited by a certified accountant;
  - Historic financial statements are complete, including all notes to the financial statements;
  - Historic financial statements correspond to accounting periods already completed and audited.
- **Please Bank Account Statements**
  - **Financial Statements**

### **NB.**

Please see the attached copies about financial statement of the company on succeeding pages.

## HISTORICAL CONTRACT NON-PERFORMANCE, PENDING LITIGATION AND LITIGATION HISTORY

### 7.1 HISTORY OF NON- PERFORMING CONTRACT

| <i>Non-Performing Contracts in accordance with Section 3, Evaluation and Qualification Criteria</i> |                                                                                                                                                                    |                                                                                         |                                              |
|-----------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|----------------------------------------------|
| <input checked="" type="checkbox"/>                                                                 | <i>Contract non-performance did not occur during the stipulated period, in accordance with Sub-Factor 3.3 of Section 3, Evaluation and Qualification Criteria.</i> |                                                                                         |                                              |
|                                                                                                     | <i>Contract non-performance during the stipulated period, in accordance with Sub-Factor 3.3 of Section 3, Evaluation and Qualification Criteria.</i>               |                                                                                         |                                              |
| <i>Year</i>                                                                                         | <i>Outcome as Percent of Total Assets</i>                                                                                                                          | <i>Contract Identification</i>                                                          | <i>Total Contract Amount (current value)</i> |
|                                                                                                     |                                                                                                                                                                    | Contract Identification:<br>Name of Client:<br>Address of Client:<br>Matter in dispute: | NONE                                         |
| <i>Pending Litigation, in accordance with Section 3, Evaluation and Qualification Criteria</i>      |                                                                                                                                                                    |                                                                                         |                                              |
|                                                                                                     | <i>No pending litigation in accordance with Sub-Factor 3.4 of Section 3, Evaluation and Qualification Criteria</i>                                                 |                                                                                         |                                              |
|                                                                                                     | <i>Pending litigation in accordance with Sub-Factor 3.4 of Section 3, Evaluation and Qualification Criteria, as indicated below</i>                                |                                                                                         |                                              |
| <i>Year</i>                                                                                         | <i>Outcome as Percent of Total Assets</i>                                                                                                                          | <i>Contract Identification</i>                                                          | <i>Total Contract Amount (current value)</i> |
|                                                                                                     |                                                                                                                                                                    | Contract Identification:<br>Name of Client:<br>Address of Client:<br>Matter in dispute: |                                              |
|                                                                                                     |                                                                                                                                                                    | Contract Identification:<br>Name of Client:<br>Address of Client:<br>Matter in dispute: |                                              |

## **7.2 SUSPENSION**

Date: \_\_\_\_\_

ICB No & Title.: \_\_\_\_\_

Joint Venture Member's Name: \_\_\_\_\_

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**NONE**

## 7.3 PENDING LITIGATION

Date: \_\_\_\_\_

ICB No & Title.: \_\_\_\_\_

Joint Venture Member's Name: \_\_\_\_\_

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| Pending Litigation, in accordance with Section 3, Evaluation and Qualification Criteria |                                                                                                                              |                                                                                                     |                                       |
|-----------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|---------------------------------------|
| <input checked="" type="checkbox"/>                                                     | No pending litigation in accordance with Sub-Factor 3.4 of Section 3, Evaluation and Qualification Criteria                  |                                                                                                     |                                       |
|                                                                                         | Pending litigation in accordance with Sub-Factor 3.4 of Section 3, Evaluation and Qualification Criteria, as indicated below |                                                                                                     |                                       |
| Year                                                                                    | Outcome as Percent of Total Assets                                                                                           | Contract Identification                                                                             | Total Contract Amount (current value) |
|                                                                                         |                                                                                                                              | Contract Identification:<br><br>Name of Client:<br><br>Address of Client:<br><br>Matter in dispute: |                                       |
|                                                                                         |                                                                                                                              | Contract Identification:<br><br>Name of Client:<br><br>Address of Client:<br><br>Matter in dispute: |                                       |

NONE

## 7.4 LITIGATION HISTORY

Date: \_\_\_\_\_

ICB No & Title.: \_\_\_\_\_

Joint Venture Member's Name: \_\_\_\_\_

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NONE

## **7.5. FINANCIAL SITUATION AND PERFORMANCE**

### **7.5.1. FINANCIAL CAPABILITY**

#### **FINANCIAL RESOURCES**

The Company has enough resources with respect to financial facility, such as liquid assets unencumbered real assets and line of credit etc. Even if smooth cash flow of any project shall be kept for construction i.e. timely advance payment and interim payments, sometimes there will be some obstacles during the implementation of the project. During shortage of cash flow, our company shall have a liquid finance and or access to availability of financial resources to precede the work until the payment is facilitated.

| SR.NO | SOURCE OF FINANCE        | AMOUNT IN ETH BIRR    |
|-------|--------------------------|-----------------------|
|       | <i>Cash in Hand</i>      | <i>115,000,000.00</i> |
|       | <i>Credit Facilities</i> | <i>60,000,000.00</i>  |

**N.B. Attached Original Bank Letter**

## **7.5.2. HISTORICAL FINANCIAL PERFORMANCE**

Has adequate financial resources to manage this Contract as established by our audited financial statements, audited by an independent auditor, and submitted in this Bid. The following table contains our financial data. These data are based on our annual audited accounts. Figures in all columns have been provided on the same basis to allow a direct, year-on-year comparison to be made.

| FINANCIAL DATA            | in [Birr]     |               |               |               |               |
|---------------------------|---------------|---------------|---------------|---------------|---------------|
|                           | 2019 G.C      | 2020 G.C      | 2021 G.C      | 2022 G.C      | Average       |
| 1.Total Assets            | 5,072,777.50  | 7,442,381.74  | 16,581,047.44 | 23,209,755.66 | 13,076,490.58 |
| 2. Total Liabilities      | 2,054,166.95  | 3,505,492.76  | 2,556,338.32  | 3,457,865.22  | 2,893,465.81  |
| I. Net Value (1-2)        | 3,018,610.54  | 3,936,888.98  | 14,024,709.12 | 19,751,890.44 | 10,183,024.77 |
| 3. Current Assets         | 4,808,795.24  | 7,024,604.44  | 11,357,266.88 | 15,017,561.10 | 9,552,056.92  |
| 4. Short-term debts       | 2,054,166.95  | 3,505,492.76  | 2556338.32    | 3,457,865.22  | 2,893,465.81  |
| II. Working Capital (3-4) | 2,754,628.29  | 3,519,111.68  | 8,800,928.56  | 11,559,695.88 | 6,658,591.10  |
| 1. Total Revenue          | 56,995,329.35 | 22,230,589.30 | 41,571,201.99 | 61,109,666.93 | 45,476,696.89 |
| 2. Pre-tax Profits        | 5,636,475.37  | 2,810,934.29  | 6,172,110.32  | 7,257,832.53  | 5,469,338.13  |
| 3. Losses                 |               |               |               |               |               |

| FINANCIAL DATA            |               |               |               |               |
|---------------------------|---------------|---------------|---------------|---------------|
|                           | 2023 G.C      | 2024 G.C      | 2025 G.C      | Average       |
| 1.Total Assets            | 26,012,088.51 | 26,986,686.99 | 27,965,537.08 | 26,988,104.19 |
| 2. Total Liabilities      | 4,029,605.47  | 4,536,954.99  | 5,249,977.89  | 4,605,512.78  |
| I. Net Value (1-2)        | 21,982,483.04 | 22,449,732.00 | 22,715,559.19 | 22,382,591.41 |
| 3. Current Assets         | 19,188,597.46 | 21,604,547.58 | 20,611,698.24 | 20,468,281.09 |
| 4. Short-term debts       | 4,029,605.47  | 4,536,954.99  | 5,249,977.89  | 4,605,512.78  |
| II. Working Capital (3-4) | 15,158,991.99 | 17,067,592.59 | 15,361,720.34 | 15,862,768.31 |
| 1. Total Revenue          | 76,423,519.44 | 48,391,624.06 | 38,713,299.25 | 54,509,480.92 |
| 2. Pre-tax Profits        | 11,613,403.77 | 6,533,655.60  | 4,260,904.21  | 7,469,321.19  |
| 3. Losses                 |               |               |               |               |

Along with financial data we provided above we have attached the following documents as proof of our financial standing, as required in the BDS:

(b) Audited financial statements

Attached documents comply with the following conditions:

- Documents reflect the financial situation of the Bidder or partner to a Joint Venture, and not sister or parent companies;
- Historic financial statements are audited by a certified accountant;
- Historic financial statements are complete, including all notes to the financial statements;
- Historic financial statements correspond to accounting periods already completed and audited.

NB. Attached Financial and Audited Reports

### **7.5.3. AVERAGE ANNUAL TURNOVER OF THE COMPANY**

#### **AVERAGE ANNUAL TURNOVER OF DIYORICH TRADING PLC**

| <b>ANNUAL TURN OVER DATA</b>         |                            |                      |                           |
|--------------------------------------|----------------------------|----------------------|---------------------------|
| <b>Year</b>                          | <b>Amount<br/>Currency</b> | <b>Exchange rate</b> | <b>USD<br/>equivalent</b> |
|                                      | <b>ETB</b>                 | <b>USD (1 USD=)</b>  | <b>USD</b>                |
| 2011 E.C                             | 56,995,329.35              | 28.96                | 1,968,335.84              |
| 2012 E.C                             | 22,230,589.30              | 33.75                | 658,730.97                |
| 2013 E.C                             | 41,571,201.99              | 43.50                | 955,694.97                |
| 2014 E.C                             | 61,109,666.93              | 51.64                | 1,183,458.73              |
| 2015 E.C                             | 76,423,519.44              | 54.37                | 1,405,567.56              |
| 2016 E.C                             | 48,391,624.06              | 57.50                | 841,549.55                |
| 2017 E.C                             | 38,713,299.25              | 134.64               | 287,530.65                |
| <b>Total</b>                         | <b>345,435,230.32</b>      |                      | <b>7,300,868.28</b>       |
| <b>Average Annual<br/>Turnover *</b> | <b>49,347,890.05</b>       |                      | <b>1,042,981.18</b>       |

\* See Section III, Evaluation and Qualification Criteria, Sub-Factor 3.2.