



COMPANY PROFILE

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Executive Summary & Company Overview

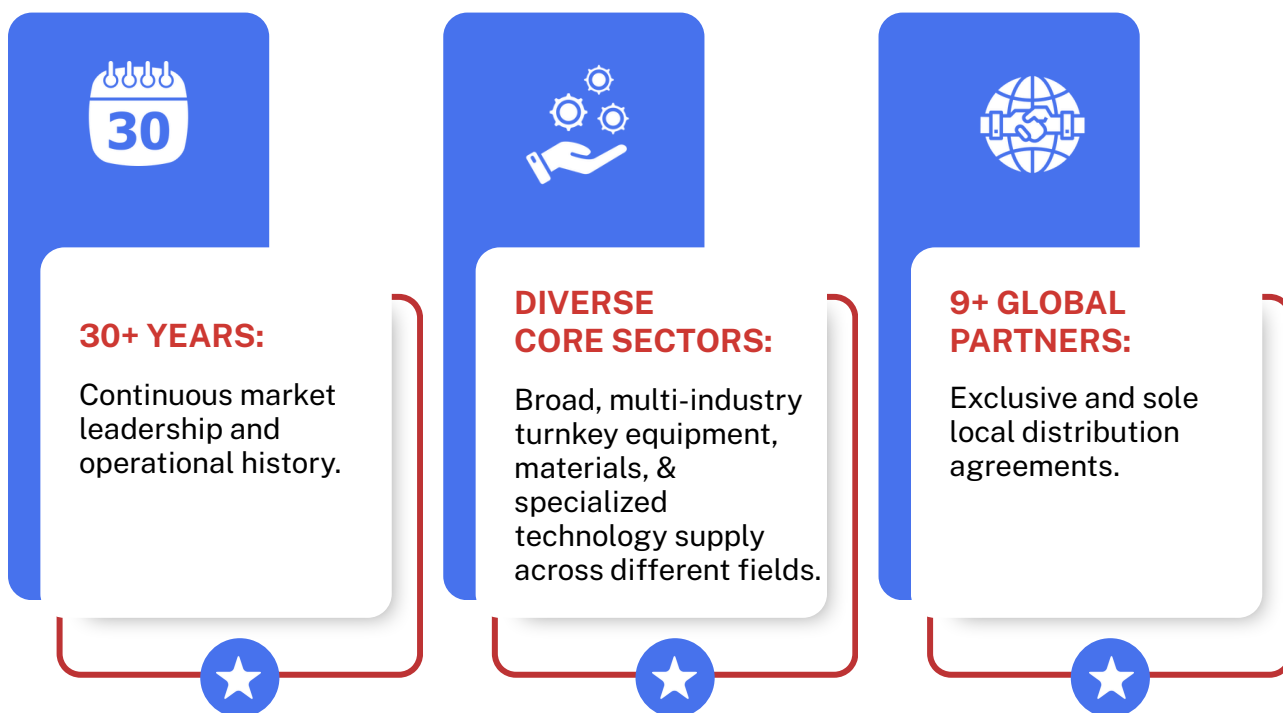
Executive Summary

Elfakal PLC is a premier Ethiopian trading, representation, and distribution enterprise with over three decades of operational excellence. Built on trust, technical reliability, and sustainable partnerships, Elfakal PLC acts as a crucial bridge introducing internationally recognized manufacturers and advanced technologies to support Ethiopia's and East Africa's national development goals.

Company Overview

Founded over 30 years ago, Elfakal PLC has evolved from a small trading startup into a leading multi-sector solution provider. Headquartered in Addis Ababa near Teklehaimanot Square (Garad Building), the company maintains a strong regional presence, delivering turnkey equipment, specialty materials, and post-installation support across critical economic sectors.

Key Corporate Highlights:



VISION, MISSION, CORE VALUES



Mission

To deliver exceptional value through innovative solutions, quality products, and outstanding service. Guided by excellence, integrity, and sustainability, we provide reliable tools and resources that help businesses and individuals thrive while supporting our community, the environment, and long-term growth.

Vision

To become a globally recognized trading leader known for innovation, quality, and sustainability delivering products and services that create lasting value for customers and communities while building a trusted company with meaningful impact.

Core Values

- Excellence & Reliability
- Integrity & Transparency
- Sustainability & Development
- Technology Transfer



AGRO-INDUSTRY & DAIRY SOLUTIONS

Elfakal PLC plays a vital role in transforming the regional agricultural landscape by introducing state-of-the-art agricultural infrastructure, mechanized dairy systems, precision milk testing technologies, and specialized post-harvest coffee processing machinery. By bridging international manufacturing excellence with local operational needs, we empower commercial farms, dairy enterprises, and agricultural cooperatives across Ethiopia and East Africa. Our turnkey solutions enhance yield efficiency, guarantee stringent quality compliance, minimize post-harvest losses, and elevate product value driving sustainable growth and competitiveness throughout the agricultural supply chain.

Key Offerings & Technologies:

- **Milking Parlor & Processing Equipment:** Advanced milking systems and automated milk packing/testing plants in partnership with Milfos International / GEA Technologies.
- **Milk Quality Analysis:** Lactoscan milk analyzers supplied via Milkptronic Ltd. (Bulgaria) for rapid field and laboratory testing.
- **Agricultural Inputs & Agro-Textiles:** High-density shade nets, crop covers, and mulching films for commercial crop production and coffee farms.
- **Wet Coffee Processing Units:** Specialized coffee washing equipment and processing machinery designed to enhance export quality.



EDUCATIONAL & TVET SUPPLIES

Equipping higher learning institutions, TVET centers, and research facilities with advanced technical teaching units, simulation laboratories, and institutional furniture.

Key Offerings & Technologies:

- **Turnkey Technical & Engineering Labs:** Over 3,000 technical teaching units and 2,800 software packages in fields including Fluid Mechanics, Thermodynamics, Mechatronics, Process Control, Chemical Engineering, Aerodynamics, and Water Technologies (in partnership with EDIBON International, Spain).
- **Mechanical & Cut-Away Training Systems:** Automotive cut-away engines (Turbojet J79, petrol/diesel engines), double circuit braking systems, and mechanical training models for vocational driving and technical schools.
- **Language & Digital Labs:** Integrated language software and computer lab setups.
- **Library & Archive Infrastructure:** Specialty preservation supplies, archival units, and institutional furniture (in partnership with Gaylord Bros., USA).



PHARMACEUTICALS & SPECIALTY CHEMICALS

Supporting national health initiatives and pharmaceutical manufacturing through raw materials, specialized active ingredients, empty gelatin capsules, and quality control laboratory supplies. By supplying premium-grade chemicals and industrial ingredients from world-class producers, we enable local pharmaceutical facilities and industrial laboratories to maintain high safety standards, optimize output, and meet strict regulatory requirements.

Key Offerings & Technologies:

- **Empty Gelatin Capsules:** High-grade empty gel capsules for hard and soft capsule manufacturing lines.
- **Pharmaceutical Grade Chemicals:** Raw chemicals, reagents, and laboratory consumables for production and quality testing.
- **Fragrances & Specialty Ingredients:** Industrial fragrances and aroma compounds for personal care, cosmetic, and pharmaceutical applications (in partnership with Iberchem S.A., Spain).
- **Quality Control Laboratory Instrumentation:** Supporting industrial laboratories with precision analytical tools.



DEFENSE, AEROSPACE & LAW ENFORCEMENT

We provide national defense agencies, law enforcement authorities, and security institutions with military-grade components, aeronautical parts, and comprehensive technical support. By delivering specialized equipment, hands-on cut-away training models, and tactical gear from authorized international defense partners, we provide our clients with the operational readiness, security infrastructure, and life-cycle maintenance required to safeguard critical national interests.

Key Offerings & Technologies:

- **Aeronautical Equipment & Parts:** Flight components, engine parts, and maintenance hardware (sole local representative for Avtech International, USA).
- **Technical Training Models:** Cut-away jet engines (e.g., J79 mounted on F104 aircraft models) and tactical simulation units for air force academies and defense training institutions.
- **Law Enforcement & Tactical Gear:** Specialized operational gear, communications units, and monitoring laboratory equipment.
- **Lifecycle Support:** Comprehensive spare parts sourcing and equipment maintenance support.



Telecommunications & Infrastructure Solutions

We provide telecommunications infrastructure testing units and national-scale road safety systems to strengthen digital and physical networks. By supplying state-of-the-art diagnostic equipment, high-visibility retroreflective materials, and secure license plate solutions, we provide public authorities and telecom operators with the reliable tools needed to build safer, more connected communities.

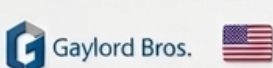
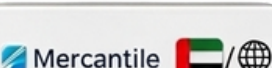
Key Offerings & Technologies:

- **Telecom Testing Equipment:** Advanced network testing tools, line analyzer equipment, and enterprise maintenance gear (in partnership with Mercantile Information & Telecommunication Technology).
- **Retroreflective Sheeting & Markings:** High-visibility reflective sheeting for highway signs, vehicle conspicuity, and traffic safety (sole local distributor for 3M, USA/Kenya).
- **Vehicle Registration Systems:** Blank vehicle license plates and production inputs meeting national transport security standards (sole representative for UTAL sp. z o.o., Poland).
- **Off-Grid & Solar Lighting:** Solar-powered traffic lights, road studs, and off-grid institutional lighting solutions.

INTERNATIONAL PARTNERS & REPRESENTATION MATRIX

We collaborate directly with premier global manufacturers and technology providers to deliver factory-certified equipment, original spare parts, and exclusive local distribution across East Africa.

Global Manufacturer Network:

  3M Product Line High-visibility reflective sheeting and road safety solutions.  Sole Local Dealer & Distributor	  Avtech International Product Line Aircraft equipment, avionics, and aeronautical spare parts.  Sole Local Representative	  EDIBON International Product Line Advanced technical teaching units and engineering laboratory equipment.  Official Representative
  UTAL sp. z o.o. Blank vehicle license plates and production technology.  Sole Local Representative	  Milkptronic Ltd. Lactoscan precision milk analyzers.  Sole Local Dealer & Distributor	  Milfos / GEA Technologies Automated milking parlors and dairy processing systems.  Sole Local Representative
  Gaylord Bros., Inc. Institutional library, archive, and preservation supplies.  Sole Local Dealer & Distributor	  Iberchem S.A. Fine fragrances and industrial chemical compounds.  Sole Local Distributor	  Mercantile Info & Telecom Telecommunications testing gear and network diagnostics.  Official Representative

PAST PROJECTS & CLIENT TRACK RECORD



Ministry of National Defense — Air Force:

Supply of aircraft equipment, jet engine components, and specialized parts.



Transport Authority:

Complete supply of secure blank vehicle license plates and high-grade 3M reflective sheeting.



Ethio Telecom:

Provision of telecommunications network testing equipment and diagnostic tools.



Higher Education Institutions (AAU, Haramaya, Jimma, Debre Birhan, etc.):

Turnkey supply and installation of engineering laboratories, science facilities, and library preservation systems.



National Artificial Insemination Center & Lame Dairy (Shola):

Milking parlor equipment supply, milk packing systems, and laboratory testing setups.



Ethiopian Pharmaceutical Manufacturing (EPHARM):

Long-term supply of empty gelatin capsules and production chemicals.



Sugar Corporation & Coffee Sector:

High-density shade nets for nurseries, crop covers, and coffee washing equipment.



International Agencies (UN-ECA & African Union):

Supply of specialized institutional archive systems, project hardware, and support.

Why Work With Us?

- **Three Decades of Proven Trust:** Over 30 years of successful execution in government tenders, university contracts, and commercial supply chains.
- **Direct Manufacturer Authorization:** Direct access to global OEMs, guaranteeing authentic original equipment, factory warranties, and competitive pricing.
- **End-to-End Capabilities:** From procurement, customs clearance, and logistics to on-site assembly, testing, and technology transfer.
- **Multi-Sector Versatility:** Single point of contact for complex projects requiring cross-disciplinary solutions in engineering, agriculture, and defense.





FOLLOW US

E/fakal



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