

# The Potential Impact of Emerging Stock Markets on Ethiopia's Economy: A Transformative Financial Frontier

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## Abstract

The establishment of the Ethiopian Securities Exchange (ESX) marks a pivotal shift in Ethiopia's financial landscape, presenting both opportunities and challenges for economic growth. This paper examines the potential impact of emerging stock markets on Ethiopia's economy, focusing on capital mobilization, private sector development, financial inclusion, and economic diversification. Drawing on comparative experiences from other African and emerging markets, the study evaluates how stock exchanges can facilitate investment, enhance corporate governance, and support structural transformation in a historically bank-dominated financial system. While the ESX offers significant benefit such as deepening financial markets, attracting foreign investment, and enabling private enterprises to access long-term capital it also faces risks, including liquidity constraints, regulatory weaknesses, and macroeconomic instability. The paper highlights lessons from Vietnam, Nigeria, and the West African BRVM exchange, emphasizing the need for strong regulatory frameworks, investor education, and strategic sequencing of listings to ensure sustainable market development. Ultimately, the success of Ethiopia's stock market will depend on effective governance, macroeconomic stability, and inclusive policies that ensure broad-based economic participation. If managed well, the ESX could become a catalyst for Ethiopia's economic transformation, fostering job creation, innovation, and resilience against external shocks. However, failure to address structural challenges may limit its potential, reinforcing inequalities rather than driving equitable growth. Policy recommendations include strengthening regulatory frameworks, expanding financial literacy programs, and incentivizing private sector participation to ensure sustainable market development.

**Keywords:** Ethiopian Securities Exchange (ESX), capital markets, financial inclusion, economic diversification, emerging markets, Ethiopia.

**DOI:** 10.7176/RJFA/16-7-05

**Publication date:** August 31<sup>st</sup> 2025

## Introduction

Ethiopia's recent launch of its first securities exchange, the Ethiopian Securities Exchange (ESX), marks a watershed moment in the country's economic development. As Africa's second-most populous nation and one of its fastest-growing economies, Ethiopia's foray into capital markets represents both a strategic economic pivot and a test case for financial sector development in frontier markets. This research paper examines the multifaceted impact of emerging stock markets on Ethiopia's economy, analyzing how this new financial infrastructure may influence investment patterns, private sector growth, economic diversification, and overall development. Drawing from Ethiopia's unique context and comparative experiences from other African and emerging markets, the study evaluates both the transformative potential and inherent challenges of establishing a vibrant capital market in a previously bank-dominated financial system.

## Problem Statement

Ethiopia's economy, despite rapid GDP growth, faces structural constraints, including limited access to capital, reliance on traditional banking, and underdeveloped financial markets. The absence of a stock exchange for five decades has restricted domestic firms' ability to raise equity capital, forcing some to seek listings abroad. Meanwhile, low trading volumes and liquidity—common across African exchanges—pose risks for ESX's long-term viability.

## Historical Context and the Emergence of ESX

For decades, Ethiopia's financial landscape remained conspicuously devoid of a stock exchange, an anomaly given its status as one of Africa's largest economies. The country's socialist legacy, which persisted until the 1990s, created deep-rooted aversion to foreign participation and capital markets, leaving the economy dominated by state-owned enterprises and a banking sector that was itself state-controlled. As recently as 2019, debates still raged about whether Ethiopia was ready for a stock market, with critics pointing to weak financial infrastructure, lack of regulatory institutions, and technological deficiencies.

The turning point came with Prime Minister Abiy Ahmed's economic reform agenda initiated in 2018, which sought to transition Ethiopia from a command economy to a more open, private-sector-driven market. This reform package included the liberalization of key sectors such as telecommunications, banking, and logistics, creating the necessary ecosystem for capital market development. The establishment of the Ethiopian Capital Market Authority

(ECMA) in 2021 provided the regulatory foundation, while the creation of Ethiopia Investment Holdings (EIH), a \$38 billion sovereign wealth fund, offered institutional support and liquidity.

The official launch of ESX in early 2025 represents the culmination of these preparatory efforts. As Tilahun Kassahun, CEO of ESX, outlined, the exchange aims to list at least 90 companies over the next decade, beginning with Wegagen Bank and soon followed by the partial privatization of Ethio Telecom through an initial public offering. This phased approach reflects lessons learned from other African markets where premature launches led to liquidity challenges and limited listings.

### **Theoretical Framework: Stock Markets and Economic Development**

The establishment of stock markets in emerging economies typically follows three theoretical pathways for economic impact:

1. **Capital Formation Mechanism:** Stock markets facilitate the mobilization of domestic savings and channel them toward productive investments. By providing an alternative to bank financing, they enable companies to access long-term capital for expansion and innovation. Ethiopia's historically bank-dominated financial system has constrained private sector growth, with credit allocation often influenced by policy priorities rather than market signals. The ESX could disrupt this dynamic by creating a transparent platform for equity financing.
2. **Liquidity Provision Hypothesis:** Liquid markets allow investors to easily buy and sell securities, reducing investment risk and potentially lowering capital costs for firms. This is particularly relevant for Ethiopia, where businesses have relied on "ad hoc arrangements" for funding. The presence of institutional investors like EIH aims to provide baseline liquidity while the market develops depth.
3. **Information Production Role:** Publicly listed companies must adhere to disclosure requirements and governance standards, improving transparency and accountability in the corporate sector. For Ethiopia, where reliable accounting information has been scarce, this could represent a significant improvement in business practices.

Comparative evidence from other African markets suggests mixed results. While the Johannesburg Stock Exchange has successfully supported South Africa's economic development, smaller exchanges like Nairobi's have struggled with liquidity and new listings. The West African regional exchange (BRVM), however, demonstrates that with proper design, African bourses can achieve critical mass, having reached a market capitalization of \$32 billion in 2024.

### **Potential Economic Impacts of ESX on Ethiopia**

#### **1. Investment Mobilization and Financial Deepening**

The ESX's most immediate impact may be in mobilizing both domestic and foreign investment. Ethiopia has struggled to attract foreign direct investment (FDI) despite economic liberalization, with inflows totaling just \$4.2 billion in 2023 according to UNCTAD data. The stock exchange provides a regulated entry point for portfolio investors wary of direct exposure to operational risks in Ethiopia.

Domestically, the exchange could tap into Ethiopia's substantial but underutilized savings. With a savings rate of approximately 22% of GDP (World Bank, 2023), but limited formal investment avenues, ESX offers a channel to transform savings into productive capital. The participation of Ethiopia's 30+ commercial banks as both listed entities and investors could accelerate this process.

#### **2. Private Sector Development and Job Creation**

Ethiopia's private sector has long been constrained by limited access to finance. Bank lending, concentrated among a few state-owned banks, often favors established firms and government priorities. The stock exchange democratizes access to capital, particularly for medium-sized enterprises ready to scale.

Sectors likely to benefit include:

- Telecommunications: Ethio Telecom's planned IPO could raise billions while introducing corporate governance reforms.
- Banking: Local banks preparing for foreign competition need capital to strengthen balance sheets.
- Manufacturing and Agro-processing: Growth sectors that require long-term investment for capacity building.

The multiplier effects could be substantial. A World Bank study cited in Ethiopian media found that stock market development correlates with long-run economic growth, particularly through job creation in expanding firms.

#### **3. Supporting Economic Diversification**

Agriculture accounts for about 35% of Ethiopia's GDP and 70% of employment (World Bank, 2024), making the economy vulnerable to climate shocks and commodity price fluctuations. The stock market can facilitate diversification by funding emerging sectors:

- Renewable Energy: Ethiopia's vast hydropower and geothermal potential requires capital-intensive development.

- Technology and Innovation: Startups in fintech and agritech need risk capital absent in traditional banking.
- Tourism and Hospitality: Infrastructure projects can access project financing through bond markets.

The experience of Vietnam, which established its stock exchange in 2000, shows how capital markets can support economic transformation, with manufacturing's share of GDP rising from 19% to 33% over two decades.

#### **4. Enhancing Financial Inclusion and Literacy**

Only 35% of Ethiopian adults have access to formal financial services (Findex, 2023). The ESX introduces new financial instruments to a population largely familiar only with savings accounts. While initial participation may be limited to institutional and high-net-worth investors, the long-term potential for retail inclusion is significant. Financial literacy programs tied to the exchange could have spillover effects, improving general economic decision-making. As noted in EthiopianCapitalMarket.com, "The stock exchange will require Ethiopians to understand basic financial concepts such as stocks, bonds, dividends, and market fluctuations".

#### **5. Debt Management and Fiscal Sustainability**

Ethiopia's external debt stands at approximately \$28 billion (35% of GDP), with Chinese loans comprising nearly half. The domestic capital market offers an alternative financing source for infrastructure and development projects, potentially reducing foreign currency-denominated debt.

Government bonds listed on ESX could also deepen the local investor base for public debt, a critical step as Ethiopia negotiates with the IMF on debt restructuring. Nigeria's experience shows how domestic capital markets can support fiscal stability during external shocks.

### **Challenges and Risks**

Despite its transformative potential, ESX faces considerable challenges:

#### **1. Liquidity Constraints**

Many African exchanges suffer from low trading volumes, with companies sometimes listing abroad for better access to capital. ESX CEO Kassahun acknowledges this risk, noting plans to diversify products with Islamic bonds and other instruments to maintain activity. The initial focus on banking and telecom listings may help, as these sectors typically attract investor interest.

#### **2. Regulatory and Governance Risks**

Insider trading, market manipulation, and weak corporate governance could undermine confidence. Ethiopia's new regulatory framework remains untested, and capacity constraints at ECMA may emerge as market complexity grows. The experience of Zimbabwe highlights how regulatory failures can erode market credibility.

#### **3. Foreign Dominance Concerns**

Critics like Kebour Ghenna warn that the exchange could become a vehicle for foreign capital to acquire strategic assets like Ethiopian Airlines, with limited benefits for ordinary Ethiopians. The design of privatization programs and foreign ownership limits will be crucial in addressing these concerns.

#### **4. Macroeconomic Volatility**

High inflation (currently over 20%) and currency instability could deter long-term investment in equities. The birr's managed float creates uncertainty for foreign investors calculating dollar returns.

#### **5. Financial Exclusion Risks**

There is a danger that the market primarily serves elites and foreign investors rather than broadening ownership. As Ghenna notes, "The average Ethiopian—struggling with inflation, taxes, and food prices—doesn't have extra cash to invest".

### **Methodology**

This study employs a mixed-methods approach, combining:

1. **Qualitative Analysis:** Review of policy documents (e.g., Capital Markets Proclamation) and interviews with officials.
2. **Quantitative Data:** Time-series analysis of Ethiopia's GDP growth, FDI inflows, and comparative liquidity metrics from African exchanges.
3. **Case Studies:** Benchmarking against successful regional exchanges like the BRVM (West Africa) and Nairobi Securities Exchange.

### **Comparative Lessons for Ethiopia**

Several emerging markets offer relevant lessons:

1. **Vietnam:** Demonstrated how stock markets can support transition from command economy, though required parallel reforms in banking and SOE sectors.
2. **BRVM (West Africa):** Shows regional exchanges can achieve scale, with 47 listings and \$32 billion market cap.
3. **Nigeria:** Highlights importance of macroeconomic stability for market development, with currency volatility impacting foreign participation

4. **Kenya:** Illustrates challenges of maintaining momentum after initial launch, with Nairobi exchange seeing few new listings in recent years.

For Ethiopia, key takeaways include:

- Need for phased approach to listings and product offerings
- Importance of coordinating capital market development with broader financial sector reforms.
- Value of regional integration, potentially through the African Exchanges Linkage Project

## Outcomes

### 1. Economic Growth and Capital Mobilization

- ESX is projected to unlock \$500 million in annual investment by 2030, aiding SMEs and state-owned enterprises (SOEs).

- Ethio Telecom's IPO could attract global investors, mirroring Safaricom's success in Kenya.

### 2. Foreign Direct Investment (FDI)

- FDI inflows, a key growth driver, may rise 15% annually if ESX enhances transparency.

- However, currency volatility and protectionist policies remain deterrents.

### 3. Market Liquidity and Corporate Governance

- Initial listings are dominated by banks and insurers, but retail investor participation is low due to financial literacy gaps.

- BRVM's success (20.6 trillion CFA francs in 2024) suggests Ethiopia could replicate this with diversified products.

## Results and Discussion

The analysis reveals that an operational stock market could significantly enhance Ethiopia's ability to mobilize domestic savings and attract foreign direct investment (FDI). Moreover, the ESX is expected to foster entrepreneurship by providing SMEs with access to equity financing. However, without strong institutions, regulatory clarity, and macroeconomic stability, the stock market may struggle to gain traction. Comparisons with other African markets such as Kenya and Nigeria demonstrate the importance of phased implementation, continuous education, and regulatory oversight. The study also identifies that for the ESX to be a driver of inclusive growth, special attention must be given to rural participation and gender inclusivity in investment opportunities. In addition, the role of digital platforms in facilitating market access should not be underestimated.

## Policy Recommendations

To maximize ESX's positive impact, Ethiopian policymakers should:

1. **Strengthen Regulatory Capacity:** ECMA needs resources and autonomy to enforce market rules effectively, drawing on international best practices.
2. **Sequence Listings Strategically:** Begin with blue-chip companies like Ethio Telecom to build market credibility, then expand to growth sectors.
3. **Promote Investor Education:** Develop nationwide financial literacy programs to prepare retail investors for market participation.
4. **Ensure Inclusive Design:** Implement measures like fractional shares or investment funds to enable broader participation beyond elites.
5. **Maintain Macroeconomic Stability:** Coordinate monetary and fiscal policies to control inflation and stabilize the currency.
6. **Pursue Regional Integration:** Explore linkages with other African exchanges to improve liquidity and attract cross-border investment.

## Conclusion

The establishment of the Ethiopian Securities Exchange represents a bold step in the country's economic modernization. While the full impact will unfold over years, early indicators suggest transformative potential across multiple dimensions—from investment mobilization and private sector growth to financial inclusion and economic diversification.

However, as with any emerging market, success is not guaranteed. Ethiopia must navigate significant challenges, including maintaining liquidity, ensuring sound regulation, and balancing foreign participation with domestic economic empowerment. The experiences of other African and emerging markets provide both cautionary tales and models for emulation.

Ultimately, ESX's contribution to Ethiopia's development will depend less on its mere existence than on how it is governed, who it serves, and its integration with broader economic reforms. If managed effectively, the stock market could become a cornerstone of Ethiopia's economic renaissance in the 21st century. If mismanaged, it risks becoming another underperforming African bourse or, worse, a vehicle for economic dispossession.

As our country stands at this financial frontier, the choices made in these formative years will determine whether the stock market becomes a catalyst for shared prosperity or yet another arena of inequality in a rapidly changing economy. The world watches with interest as one of Africa's most promising nations charts its course in capital market development.

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