



EMBASSY OF THE HELLENIC REPUBLIC
ADDIS ABABA
PERMANENT REPRESENTATIVE
TO THE AFRICAN UNION

Ref No.: 085.0864.2/AS: 172

Date: 19 May 2026

Subject: Expression of Interest – Procurement of One SUV for the Embassy of Greece in Ethiopia

The Embassy of the Hellenic Republic (Greece) in Addis Ababa hereby invites expressions of interest from **MOENCO**, that the Embassy believes is a qualified and authorized automobile supplier, distributor, and dealer operating in Ethiopia for the supply and delivery of one (1) new Sport Utility Vehicle (SUV) for official Embassy use.

Background

As part of its ongoing fleet renewal and operational enhancement program, the Embassy of Greece intends to procure a modern, reliable, and fuel-efficient SUV to support diplomatic, administrative, and consular activities within Addis Ababa and other regions of Ethiopia.

The Embassy seeks to engage reputable suppliers with proven experience in the Ethiopian automotive market and the capacity to provide high-quality vehicles together with dependable after-sales support and maintenance services.

Vehicle Requirements

MOENCO is invited to submit proposal for one (1) new SUV meeting, at minimum, the following indicative specifications:

- Type: Mid-size to full-size SUV (5 to 7 seats)
- Drive System: All-wheel drive (AWD) or 4x4 capability
- Transmission: Automatic
- Displacement (engine capacity): Preferably between 2000 CC to 3000 CC
- Fuel Type: Hybrid (fuel-efficient models preferred)
- Safety Features: ABS (Anti-lock Braking System) and ESC (Electronic Stability Control), multiple airbags, hill-start assist, rear sensors and/or 360° camera preferred
- Other Requirements:
 - Adequate ground clearance suitable for Ethiopian road conditions



- Reliable air-conditioning system
- Sufficient luggage and cargo space
- Manufacturer warranty and local maintenance support

Budget

The total budget allocated for the procurement shall not exceed **EUR 50,000** (fifty thousand Euros), inclusive of all applicable taxes, delivery (transportation) charges, customs clearance costs and initial registration costs in Ethiopia, unless otherwise specified under applicable diplomatic privileges and exemptions.

Delivery Timeline

MOENCO shall be able to deliver the vehicle before the end of 2026, subject to procurement procedures and vehicle availability.

Submission Requirements

MOENCO is requested to submit the following information:

1. Company profile and proof of authorization to distribute and/or sell vehicles in Ethiopia.
2. Detailed technical specifications of the proposed SUV model(s).
3. Comprehensive financial quotation, including:
 - Vehicle price
 - Taxes and duties (where applicable)
 - Delivery and registration charges
 - Any diplomatic pricing or exemptions available
4. Warranty terms and after-sales service arrangements.
5. Estimated delivery schedule.
6. References or evidence of previous supply experience with diplomatic missions, international organizations, or governmental institutions, if available.

Evaluation Criteria

Expressions of interest will be evaluated based on, but not limited to:

- Compliance with technical specifications
- Cost competitiveness
- Supplier experience and reputation
- Availability of after-sales service and spare parts
- Delivery timeline



- Warranty and maintenance support

Submission and Deadline

MOENCO is invited to submit its expression of interest and supporting documents in a sealed and stamped envelope by physically being present at the premises of the Embassy of Greece in Addis Ababa no later than **26th May 2026**.

Contact Information

For further information or clarification, interested suppliers may contact the Embassy on gremb.addis@mfa.gr and +251114654911-12

The Embassy of Greece reserves the right to accept or reject any submission and is under no obligation to award a contract as a result of this expression of interest.

We look forward to the opportunity to collaborate with MOENCO Ethiopia, a respected partner in the Ethiopian automotive sector.

Thank you for your consideration, and we await your favorable response.



Yours sincerely,

A handwritten signature in blue ink, consisting of a long horizontal stroke with a loop at the end and a vertical stroke crossing it.

Antonios Sgouropoulos
Ambassador of the Hellenic Republic (Greece)

To: MOENCO Ethiopia
Addis Ababa, Ethiopia



EMBASSY OF THE HELLENIC REPUBLIC
ADDIS ABABA
PERMANENT REPRESENTATIVE
TO THE AFRICAN UNION

Ref No.: 085.0864.2/AS:173

Date: 19 May 2026

Subject: Expression of Interest – Procurement of One SUV for the Embassy of Greece in Ethiopia

The Embassy of the Hellenic Republic (Greece) in Addis Ababa hereby invites expressions of interest from **BK General Trading FZCO**, that the Embassy believes is a qualified and authorized automobile supplier, distributor, and dealer operating in Ethiopia for the supply and delivery of one (1) new Sport Utility Vehicle (SUV) for official Embassy use.

Background

As part of its ongoing fleet renewal and operational enhancement program, the Embassy of Greece intends to procure a modern, reliable, and fuel-efficient SUV to support diplomatic, administrative, and consular activities within Addis Ababa and other regions of Ethiopia.

The Embassy seeks to engage reputable suppliers with proven experience in the Ethiopian automotive market and the capacity to provide high-quality vehicles together with dependable after-sales support and maintenance services.

Vehicle Requirements

BK General Trading FZCO is invited to submit proposal for one (1) new SUV meeting, at minimum, the following indicative specifications:

- Type: Mid-size to full-size SUV (5 to 7 seats)
- Drive System: All-wheel drive (AWD) or 4x4 capability
- Transmission: Automatic
- Displacement (engine capacity): Preferably between 2000 CC to 3000 CC
- Fuel Type: Hybrid (fuel-efficient models preferred)
- Safety Features: ABS (Anti-lock Braking System) and ESC (Electronic Stability Control), multiple airbags, hill-start assist, rear sensors and/or 360° camera preferred
- Other Requirements:
 - Adequate ground clearance suitable for Ethiopian road conditions



- Reliable air-conditioning system
- Sufficient luggage and cargo space
- Manufacturer warranty and local maintenance support

Budget

The total budget allocated for the procurement shall not exceed **EUR 50,000** (fifty thousand Euros), inclusive of all applicable taxes, delivery (transportation) charges, customs clearance costs and initial registration costs in Ethiopia, unless otherwise specified under applicable diplomatic privileges and exemptions.

Delivery Timeline

BK General Trading FZCO shall be able to deliver the vehicle before the end of 2026, subject to procurement procedures and vehicle availability.

Submission Requirements

BK General Trading FZCO is requested to submit the following information:

1. Company profile and proof of authorization to distribute and/or sell vehicles in Ethiopia.
2. Detailed technical specifications of the proposed SUV model(s).
3. Comprehensive financial quotation, including:
 - Vehicle price
 - Taxes and duties (where applicable)
 - Delivery and registration charges
 - Any diplomatic pricing or exemptions available
4. Warranty terms and after-sales service arrangements.
5. Estimated delivery schedule.
6. References or evidence of previous supply experience with diplomatic missions, international organizations, or governmental institutions, if available.

Evaluation Criteria

Expressions of interest will be evaluated based on, but not limited to:

- Compliance with technical specifications
- Cost competitiveness
- Supplier experience and reputation
- Availability of after-sales service and spare parts
- Delivery timeline



- Warranty and maintenance support

Submission and Deadline

BK General Trading FZCO is invited to submit its expression of interest and supporting documents in a sealed and stamped envelope by physically being present at the premises of the Embassy of Greece in Addis Ababa no later than **26th May 2026**.

Contact Information

For further information or clarification, interested suppliers may contact the Embassy on gremb.addis@mfa.gr and +251114654911-12

The Embassy of Greece reserves the right to accept or reject any submission and is under no obligation to award a contract as a result of this expression of interest.

We look forward to the opportunity to collaborate with BK General Trading FZCO, a respected partner in the Ethiopian automotive sector.

Thank you for your consideration, and we await your favorable response.

Yours sincerely,



Antonios Sgouropoulos
Ambassador of the Hellenic Republic (Greece)

To: BK General Trading FZCO
Addis Ababa, Ethiopia





EMBASSY OF THE HELLENIC REPUBLIC
ADDIS ABABA
PERMANENT REPRESENTATIVE
TO THE AFRICAN UNION

Ref No.: 085.0864.2/AS: 174

Date: 19 May 2026

Subject: Expression of Interest – Procurement of One SUV for the Embassy of Greece in Ethiopia

The Embassy of the Hellenic Republic (Greece) in Addis Ababa hereby invites expressions of interest from **Belayab Motors PLC**, that the Embassy believes is a qualified and authorized automobile supplier, distributor, and dealer operating in Ethiopia for the supply and delivery of one (1) new Sport Utility Vehicle (SUV) for official Embassy use.

Background

As part of its ongoing fleet renewal and operational enhancement program, the Embassy of Greece intends to procure a modern, reliable, and fuel-efficient SUV to support diplomatic, administrative, and consular activities within Addis Ababa and other regions of Ethiopia.

The Embassy seeks to engage reputable suppliers with proven experience in the Ethiopian automotive market and the capacity to provide high-quality vehicles together with dependable after-sales support and maintenance services.

Vehicle Requirements

Belayab Motors PLC is invited to submit proposal for one (1) new SUV meeting, at minimum, the following indicative specifications:

- Type: Mid-size to full-size SUV (5 to 7 seats)
- Drive System: All-wheel drive (AWD) or 4x4 capability
- Transmission: Automatic
- Displacement (engine capacity): Preferably between 2000 CC to 3000 CC
- Fuel Type: Hybrid (fuel-efficient models preferred)
- Safety Features: ABS (Anti-lock Braking System) and ESC (Electronic Stability Control), multiple airbags, hill-start assist, rear sensors and/or 360° camera preferred
- Other Requirements:
 - Adequate ground clearance suitable for Ethiopian road conditions



- Reliable air-conditioning system
- Sufficient luggage and cargo space
- Manufacturer warranty and local maintenance support

Budget

The total budget allocated for the procurement shall not exceed **EUR 50,000** (fifty thousand Euros), inclusive of all applicable taxes, delivery (transportation) charges, customs clearance costs and initial registration costs in Ethiopia, unless otherwise specified under applicable diplomatic privileges and exemptions.

Delivery Timeline

Belayab Motors PLC shall be able to deliver the vehicle before the end of 2026, subject to procurement procedures and vehicle availability.

Submission Requirements

Belayab Motors PLC is requested to submit the following information:

1. Company profile and proof of authorization to distribute and/or sell vehicles in Ethiopia.
2. Detailed technical specifications of the proposed SUV model(s).
3. Comprehensive financial quotation, including:
 - Vehicle price
 - Taxes and duties (where applicable)
 - Delivery and registration charges
 - Any diplomatic pricing or exemptions available
4. Warranty terms and after-sales service arrangements.
5. Estimated delivery schedule.
6. References or evidence of previous supply experience with diplomatic missions, international organizations, or governmental institutions, if available.

Evaluation Criteria

Expressions of interest will be evaluated based on, but not limited to:

- Compliance with technical specifications
- Cost competitiveness
- Supplier experience and reputation
- Availability of after-sales service and spare parts
- Delivery timeline



- Warranty and maintenance support

Submission and Deadline

Belayab Motors PLC is invited to submit its expression of interest and supporting documents in a sealed and stamped envelope by physically being present at the premises of the Embassy of Greece in Addis Ababa no later than **26th May 2026**.

Contact Information

For further information or clarification, interested suppliers may contact the Embassy on gremb.addis@mfa.gr and +251114654911-12

The Embassy of Greece reserves the right to accept or reject any submission and is under no obligation to award a contract as a result of this expression of interest.

We look forward to the opportunity to collaborate with Belayab Motors PLC Ethiopia, a respected partner in the Ethiopian automotive sector.

Thank you for your consideration, and we await your favorable response.

Yours sincerely,



Antonios Sgouropoulos
Ambassador of the Hellenic Republic (Greece)

To: Belayab Motors PLC
Addis Ababa, Ethiopia

