

# **ANNUAL PROGRESS REPORT**

**JANUARY – DECEMBER 2019**

**With respect to National Development Plan II  
2017-2021**

**DEPARTMENT OF POLICY PLANNING AND MONITORING & EVALUATION**

**GOVERNMENT OF SOMALILAND**

## TABLE OF CONTENTS

MINISTER'S FOREWORD.....	3
DIRECTOR GENERAL'S FORWARD.....	4
INTRODUCTION .....	5
VISION .....	5
MISSION STATEMENT .....	5
CORE FUNCTIONS .....	6
MINISTRY'S STRUCTURE.....	7
PART I: PLANNED INTERVENTION FOR 2019 .....	8
PART II: LEGAL AND REGULATORY FRAMEWORK.....	10
2.1 Development of Somaliland National MSME Policy .....	10
2.2 Development of the Somaliland National Trade Policy .....	12
2.3 Development of the Somaliland Licensing Act .....	13
2.4 Development of Intellectual Property Rights regulation.....	14
PART III: IMPROVING START-UP PROCEDURE TO REGISTER A BUSINESS.....	15
3.1. Procedure for business registration.....	15
3.2. Develop a database for business registration.....	17
3.3. Physical One Stop Shop Business Registration Office.....	18
3.4. Business Licesing Inspection .....	19
3.5. Analysis of business registrations .....	21
3.6. Count of business licenses .....	23
PART IV: INDUSTRIALIALIZATION AGENDA.....	27
4.1. Count of tax-incentivised industries .....	27
4.2. Categorization and grading of manufacturing industries .....	28
4.3. Somaliland Local Industarial Exhibition Summit.....	31
PART V: TOURISM AND ARCHEOLOGICAL SECTOR .....	32
5.1. Count of local and foreign tourists.....	32
5.2. Rehabilitation of archeological sites .....	34
5.3. Archeological survey, the Spanish Archaeological Mission in somaliland .....	38
5.3.1. Fieldwork.....	39
5.3.2. Main results .....	48
5.3.4. Institutional collaboration.....	49
5.3.5. Future plans .....	49
5.4. Laasgeel archeological survey by EU experts.....	50
PART VI. PRIVATE SECTOR DEVELOPMENT AGENDA.....	51
6.1. Economic Sector Coordination Meeting (ESCOM).....	51
Annex and Attachments .....	53
ANNEXES & ATTACHMENTS.....	54
I. Ministry officials photos .....	54

## MINISTER'S FOREWORD



Under the guidance of the National Development Plan II (2017-2021) and the Somaliland Vision 2030, Somaliland is on the path of social and economic development, and the year 2019 has been one of significant progress. The MoTIT is proud to have contributed to this progress in different ways.

The mandate of the MoTIT positions it at the core of Somaliland's structural transformation. Within this context, it is important to highlight the role of the MoTIT in promoting a vibrant, technology-driven, and competitive private sector which can significantly contribute to economic growth and employment creation. Other key and complementary responsibilities of the Ministry are fostering industrial development, supporting and promoting indigenous knowledge and traditional agricultural practices, attracting tourists and reaching out to the international community, promoting the formalisation of the informal sector, and overseeing environmental and safety standards.

Against this background, 2019 has been a year of intense work and substantial progress. Amongst the main achievements, the MoTIT has finalized the first Micro, Small and Medium Enterprises (MSME) Policy (2019), it has mainstreamed the process of registering a business in Somaliland and created the One-Stop-Shop Office, located at the MoTIT headquarters, successfully coordinated the 13<sup>th</sup> and 14<sup>th</sup> Economic Sector Coordination Meetings (ESCOM), and it has significantly improved its information gathering and analytical capabilities regarding business licenses, registration, and export/import data, among others.

The present Progress Report 2019 highlights the aforementioned achievements and provides further detail on how these were accomplished. While taking stock of finalized projects, it also offers guidance regarding ongoing and future projects, compares 2018 and 2019 figures for specific areas such as registered and licensed businesses, and identifies important hurdles that might have hampered the activities of the MoTIT. Overall, this Report is a key building block of the work of the MoTIT and will allow it to learn from past experience and sharpen its performance in the near future.

Thus, I am delighted and honoured to introduce the reader to the Progress Report 2019 and would like to take this opportunity to recognise the work of the ministry's talented and professional staff who, under my leadership are committed to the mandate of the MoTIT and the development of Somaliland.

**The Minister of Trade, Industry and Tourism**  
**Republic of Somaliland**  
**Mohamoud Hassan Saad Saajin**

## DIRECTOR GENERAL'S FORWARD



We have embarked upon a major progress in the year 2019 under the theme “**Improving Business Environment**”. In order to achieve the Ministry’s vision, we have utilized our resources with utmost good faith and ensured good working relations with our partners in government, private sector, local and international organisations.

As Ministry of Trade, Industry and Tourism, we recognize that our role is primarily to assist the private sector in fostering economic transformation. To this aim, particular attention has been paid to private sector development initiatives that take into account the growth of MSMEs, industrial development, regulatory reforms, improving business environment , intellectual property rights, and the creation of an empowering trade regulatory framework.

This document outlines the result areas of success in 2019 by the Ministry against the NDPII in achieving the goals of (i) leading the business environment reform, (ii) revitalizing the economy, (iii) opening up the private sector and (iv) facilitating work opportunities for the future. During the 2019 ending year we have overwhelmingly achieved key milestones.

The Ministry has prioritized the finalization of the Companies Law, the development and implementation of the SMEs policy, and the implementation of the one-stop-shop for business registration and licensing.

The Ministry has also prioritized the inspection and supervision of private sector licenses, which required inter-ministerial coordination and the successful coordination with the Ministry of Finance Development and Security’s personnel to ensure that there is a coordinated effort with regard to licensing inspection activities.

In conclusion, we have spent huge effort in improving the protection mechanism for the country’s indigenous archaeological sites, including Laasgeel and Dhagah Guure.

I am very pleased to acknowledge that the Ministry has remarkably achieved great accomplishments during the year 2019.

**The Director General**  
**Ministry of Trade, Industry and Tourism**  
**Eng. Abdirahman Mohamed Mohumed ( Abdeeq)**

## INTRODUCTION

The Somaliland Ministry of Trade, Industry and Tourism provides policy guidance to the Government on Trade, Industrial, Tourism and private sector development. It is responsible for the formulation and implementation of policies to promote growth and development for domestic and international cross border trade. The Ministry also ensures robust protection and development mechanisms for the country's archeology and indigenous arts, while it also puts forth a better execution of sound marketing strategies for the tourism sector.

The Ministry is the principal agency responsible for monitoring and regulating the Government's private sector development programs and activities. The Ministry also ensures that Somaliland derives maximum benefit from international trade relations and that domestic trade is conducted in a smooth and orderly manner.

Furthermore, it is the responsibility of the Ministry to strengthen trade relations with all friendly countries on a most favored nation basis consistent with the country's Trade Policy and international best practice. Special attention continues to be focused on the diversification of markets, businesses classification and the commodity export base by promoting the development of local manufacturing with the aim of developing an export-led economy.

Regarding the manufacturing sector, the Ministry's policy primary motive continues to be the development of a more competitive industrial sub-sector with the potential to make in-roads into the international market with value added local products derived from local resources.

With respect to tourism, the Ministry's policy continues to be focused on building an economically profitable tourism industry that is in harmony with its natural environment, cultural resources and contributes to sustainable national development and the elimination of poverty.

## VISION

**A nation with a sustainable, vibrant and dynamic private sector that is competitive, innovative, technology driven, and environmentally sensitive, and with an economically profitable tourism industry that contributes to sustainable national development and the elimination of poverty.**

## MISSION STATEMENT

**The Mission statement of Ministry of Trade, Industry and Tourism is to facilitate creation of vibrant, technology-driven, and competitive private sector and Tourism industry which significantly contribute to economic growth and employment creation, while ensuring mass mobilization of proper formalization of the informal economy and trade relations.**

**This will lead to the diversification and structural transformation of the economy. MOTIT will, in order to realise the above mission, use well-trained and highly motivated personnel to serve the stakeholders with utmost efficiency, transparency, and promptness.**

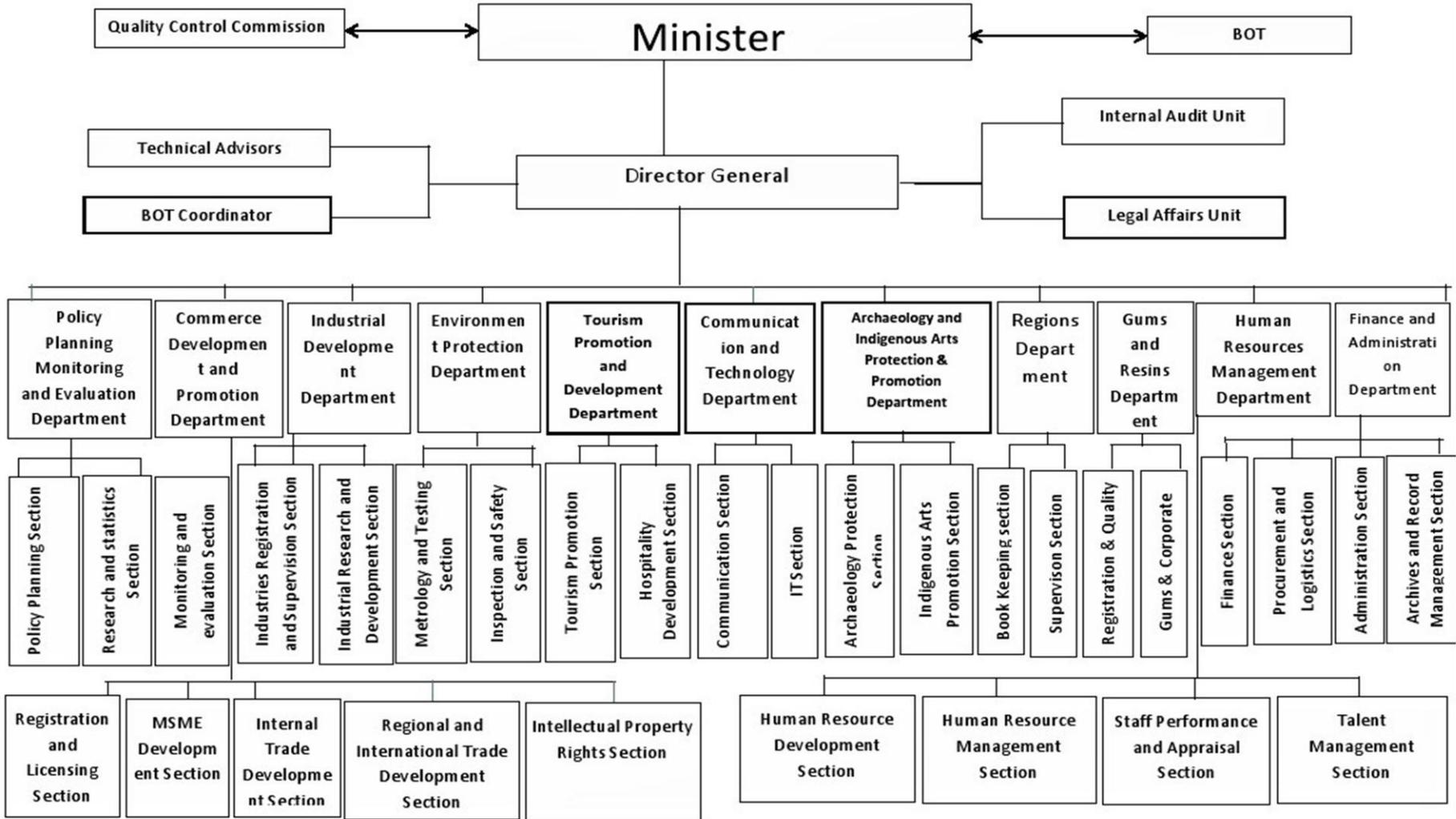
## CORE FUNCTIONS

### **The Ministry's functions are to:**

- Formulate and harmonize policies that will ensure the implementation of trade, industrial and Tourism policies both at the national and the global levels.
- Promote and facilitate Somaliland's domestic and international trade, with emphasis on diversification, business classification and value-addition.
- Improve entrepreneurial skills, technological capabilities and accessibility to credit and markets
- Develop programs and activities for institutional capacity building to meet the challenges of the national and global markets.
- Facilitate the development of the production base and the expansion of cross-border trade.
- Collect, process, store and disseminate timely and accurate trade information.
- Facilitate private sector access to capital and ensure proper formalization of the informal economy.
- Ensure that private sector development programs are complementary and cover a broad range of needs.

## MINISTRY'S STRUCTURE

Figure 3: Organizational Structure for the Ministry of Commerce, Industry and Tourism



## PART I: PLANNED INTERVENTION FOR 2019

Objectives	Activities	First Quarter	Second Quarter	Third Quarter	Fourth Quarter
<b>Improved working conditions and infrastructural development</b>	Rehabilitation and reconstruction of the Ministry's main HQ department				
	Construction of six (6) new offices for One Stop Shop Business Registration				
	<ul style="list-style-type: none"> <li>• Construction of 3km fencing structure for Laasgeel Archeological site</li> <li>• 2 Latrines at Laasgeel</li> <li>• Installation of a solar powered lights infrastructure at Laasgeel</li> </ul>				
	<ul style="list-style-type: none"> <li>• Construction of pit latrines at Dhagah Guure</li> <li>• Construction of a security office at Dhagah-Kuure</li> <li>• Construction Berkad at Dhagah-Kuure</li> </ul>				
	Opening of new offices at Gabiley and Awdal regions to streamline the Ministry's working conditions.				
<b>Improved start up procedure for Business Registration</b>	Establishment of Physical One Stop Shop Business Registration by bringing together the relevant government agencies in charge of Business registration at one office				
	Develop a Business Registration Database for improved Business registration data collection and analysis				
	Delivery of training programs for Ministry's regional offices				
	Industrial grading and Classification. e.g A, B and C.				

<b>Legal and Regulatory Environment</b>	Finalization of the MSME Policy				
	Workshop on implementing the MSME Policy				
	Finalization of the Licensing Act				
	Formulation of the Intellectual Property rights Regulation				
	Validation workshop for IPRT regulation				
	Draft of the Somaliland National Trade Policy				
<b>PPD and Economic Coordination meetings</b>	<ul style="list-style-type: none"> <li>• 13<sup>th</sup> and 14<sup>th</sup> Economic Sector Coordination Meeting</li> <li>• Economy wide PPD forum</li> </ul>				

## PART II: LEGAL AND REGULATORY FRAMEWORK

**SDG8: Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all**

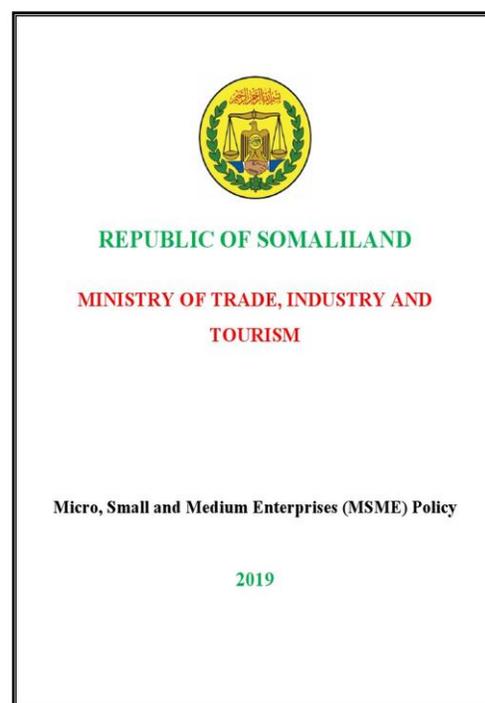
- By 2021, Somaliland will develop a development and entrepreneurship-oriented policy framework

To respond to the outcome and objectives above, which are indicated in the National Development Plan II (2017-2021), the Ministry of Trade, Industry and Tourism developed and officially published the Somaliland National MSME Policy, which is a key output with regard to the achievement of the above outcome. The Policy also covers more on entrepreneurial environment conditions that will help meet all related entrepreneurship requirements. This implies that there will not be a need for a separate policy that should focus on Entrepreneurship.

### 2.1 Development of Somaliland National MSME Policy

With the support of World Bank Group / IFC, the Ministry of Trade, Industry and Tourism developed the MSME Policy. The objectives of this policy are to:

- Facilitate the development of MSME enterprises and enhance their competitiveness.
- Define Micro, Small and Medium enterprises for the first time and integrate the three tiers of these enterprises, namely, micro, small and medium.
- Provide a legal consultative mechanism at the national level with balanced representation of all stakeholders' sections, particularly the three classes of enterprises; and with a wide range of advisory functions that will support the implementation of the policy.
- Coordinate supports with regard to the ongoing interventions for the MSME sector and ensure that there is no MSME-related overlapping projects.
- The Micro, Small and Medium Enterprises (MSMEs) have been acknowledged as the engine of economic growth and for promoting equitable development.
- Provide guidance for the strategic interventions required in order to implement the policy.



During the year of 2019, the Ministry of Trade Industry and Tourism has achieved following progress in regard to MSMEs.

SN	Activities	Timeline
1	Drafted MSMSE Policy	1 <sup>st</sup> May 2018
2	MSME Policy validation Workshop	13 <sup>th</sup> May-2018
3	MSME Policy Translation	9 <sup>th</sup> July 2018
4	Internal verification of the MSME Policy	10 <sup>th</sup> October 2018
5	Submission of the hMSME Policy to the cabinet	18 <sup>th</sup> April 2019
6	MSME Policy Approval by the cabinet	11 <sup>th</sup> July 2019
7	MSME Policy Minister signature , release and official publication online	21 <sup>st</sup> July 2019
8	Implementing MSME Policy consultative workshop	23 <sup>rd</sup> October 2019
9	Awareness raising and educating workshop on MSME Policy to youth and young entrepreneurs	5 <sup>th</sup> November 2019

Home > Government > Somaliland Minister of Trade, Industry and Tourism signs and releases officially MSME...

Government

## Somaliland Minister of Trade, Industry and Tourism signs and releases officially MSME Policy

By [Somaliland Sun](#) - 07/21/2019 👁 3067 💬 0



Minister signs , releases and officially made publicly available



MSME Policy Approval by the cabinet on 11<sup>th</sup> July 2019



11 | Implementing MSME Policy consultative workshop 23<sup>rd</sup> October 2019



Implementing MSME Policy consultative workshop 23<sup>rd</sup> October 2019

## **SDG17: Strengthen the means of implementation and revitalize the Global Partnership for Sustainable Development**

- **By 2021, increase the overall export share of the GDP to 10%**
- **By 2021, reduce overall imports' share of the GDP by 20%**

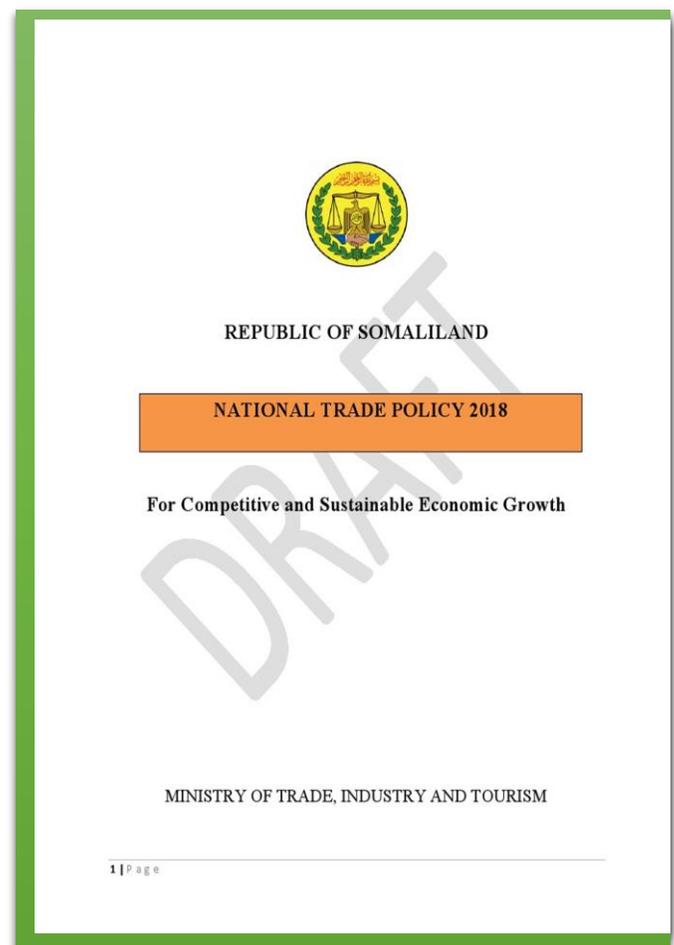
To respond to the above objectives of the National NDPII (2017-2021), the Ministry has drafted following Policy which will cover the need of following priority interventions.

- Develop export promotion policy
- Diversify export markets
- Promote value added in export products

### **2.2 Development of the Somaliland National Trade Policy**

With the support of the World Bank Group/IFC , the Ministry of Trade, Industry and Tourism has drafted the National Trade policy to respond to the need stated in the National Development Plan II (2017-2020). The policy lays the foundation for achieving following objectives:

- Securing reliable market access through a combination of bilateral and multilateral trade arrangements.
- Optimizing and expanding bilateral trade, including transit trade, especially with neighboring countries.
- Building export capacity and enabling export-led growth and enhanced participation of Somalilanders in regional and international trade by taking advantage of trade opportunities available in the horn of Africa and beyond. Special attention needs to be paid to supporting women businesses, MSMEs, the informal economy sector, youth innovative businesses and entrepreneurs as well as rural-based exporters.
- Increasing productivity, competitiveness and diversified sustainable productive capacities to improve trade nationally, regionally and internationally.
- Creating and maintaining national quality standards for infrastructure, underpinning growth of both domestic and international trade.
- Attaining and maintaining long-term current account balances and balance of payments positions.
- Effectively controlling and limiting the import of restricted goods, substandard products and other harmful and addictive substances.
- Increasing human resources' skills in trade and development through training and retraining by private and public institutions.
- Strengthening trade-related science, technology and innovation policies, strategies and enhancing capacity of mandated institutions to regulate trade.
- Increasing trade related investment, including foreign direct investment, and expanding Somaliland's capacity to produce tradeable goods and services for both domestic and export markets.



## Current status of the National Trade Policy

- The policy has been drafted
- No consultation workshop has been held for the policy due to the fact that it needs further information to be fed in with.
- Review and further drafting has been recommended
- The policy is currently in the early consultation stage with local and international experts of World Bank Group/IFC.

## Next stage

- The Policy will be finalized by next year 2020

## 2.3 Development of the Somaliland Licensing Act

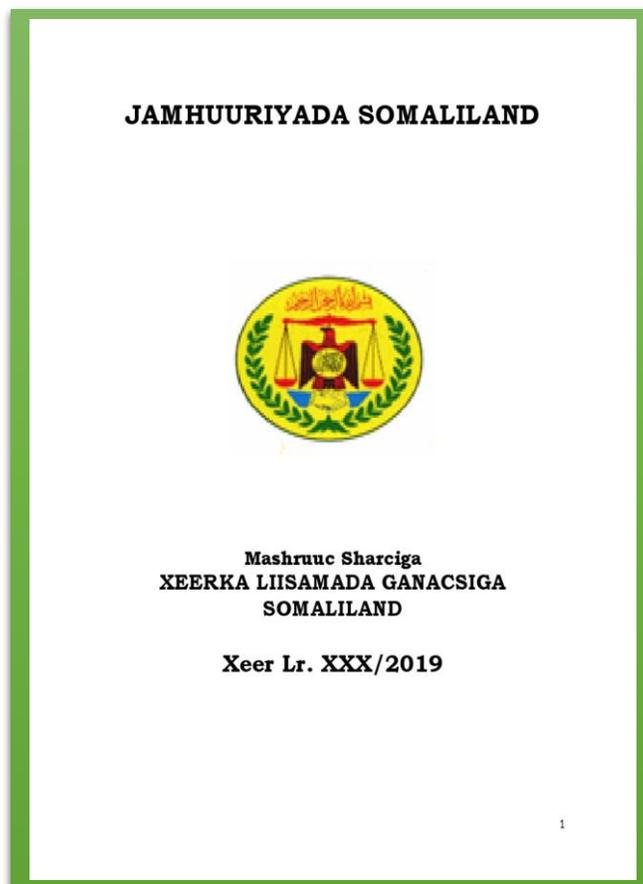
**SDG8: Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all**

- By 2021, formalize existing Micro, Small, Medium Enterprises activities by 50%

### Objectives of this Act are to:

- Provide a system of standardized procedures that regulate trade activities, particularly regarding business licensing.
- Set business licensing procedures which are not only efficient and transparent, but also easily conveyed to any trader or body interested in obtaining a business license.
- Reinforce and enhance the confidence of business people and investors in responsible government authorities and legal frameworks pertaining to trade affairs in Somaliland; and
- Determine and define functions and authorities of government entities responsible for licensing business.

SN	Activities	Timeline
1	Internal review and discussion of the Act.	January-March 2019
2	Consultation of the Act with the Solicitor General	April - July 2019
3	Submission of the Act for cabinet's for approval	4 <sup>th</sup> October -2019
4	Cabinet discussion on the Act	28 <sup>th</sup> –November 2019
5	President appointed a Ministerial Committee for reviewing certain provisions of the Act	28 <sup>th</sup> –November 2019
6	Approval of the Licensing Act by the cabinet	12 <sup>th</sup> -12-2019





Approval of Licensing Act by the cabinet on 12<sup>th</sup>-12-2019

## 2.4 Development of Intellectual Property Rights regulation

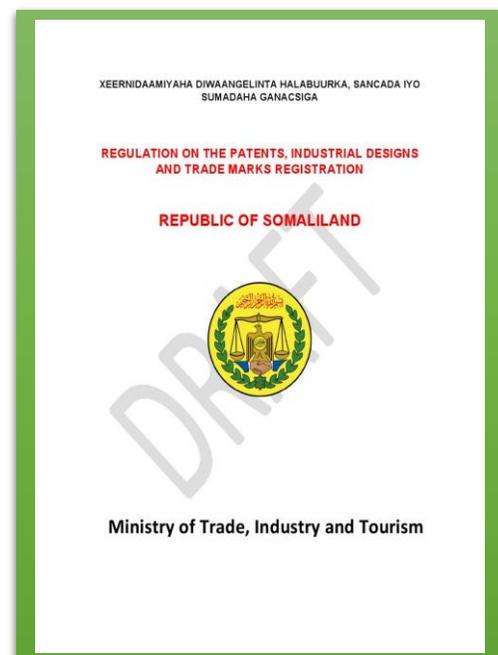
According to the Department of Trade of the Ministry of Trade, Industry and Tourism, the total business registration data stands at 3,641 registrations since 1994 and in 2019 alone the Ministry has registered 1,139 businesses. Hence, the Ministry spends considerable time in resolving disputes among businesses, especially regarding Trademarks and Industrial Designs. In order to respond to these recurrent issues, the Ministry has drafted the **“Regulation on the Patents, Industrial Designs and Trade Marks Registration”**

### Status of the Regulation

- The regulation has been drafted but has not been consulted with stakeholders.
- The regulation is currently in internal review and Discussion among the Ministry officials.

### Next Step

- The regulation will be consulted with the Private sector stakeholders in mid-January 2020 for receiving inputs from the Business people



## PART III: IMPROVING START-UP PROCEDURE TO REGISTER A BUSINESS

### SDG8: Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all

- By 2021, formalize existing Micro, Small, Medium Enterprises activities by 50%

According to the World Bank Group Doing Business Survey conducted in 2012 in Hargeisa, the Business registration and start-up procedure to register a business implied a considerable hurdle for businesses, thus making it difficult to formalize businesses effectively. To respond to this challenge, the Ministry has aimed at easing the business registration procedures to ensure that it is easily accessed by all businesses. Thus, the Ministry has undertaken following activities to improve the business registration system.

### 3.1. Procedure for business registration

#### BUSINESS REGISTRATION PROCEDURE IN 2017 AND 2018

##### Ministry of Trade

- Obtain information from the Ministry of Trade to register a business and make the name search (1 day)
- Apply for the commercial license at the Ministry of Commerce (1 day)
- Provide an Article of Association (1 day)
- Document notarisation (1 day)
- Provide National ID card
- Obtain clearance from the Ministry of Trade to register at the Attorney General's Office (1 day)
- Obtain clearance from the Ministry of Trade to pay the fee with the Inland Revenue Department (1 day)
- Obtain the business license from the Minister's Office (1 day)

##### Chamber of Commerce

- Register with the Somaliland Chamber of Commerce (1/2 day)

##### Attorney General Office

- Obtain the certificate of incorporation from the Attorney General's Office.(2 days)

##### Ministry of Finance

- Pay a commercial license fee (1/2 day)
- Obtain the Tax Clearance Certificate from the Ministry of Finance to register and issue the license at the Ministry of Trade.(1/2 day)

#### TIME REQUIRED TO COMPLETE EACH PROCEDURE (CALENDAR DAYS) IN 2017 AND 2018

- Does not include time spent on gathering information
- Procedure is considered completed once the final document is received
- Prior contact with officials could have previously been done
- Some procedures could take place on the same day.i.e Information gathering, name search. Other procedures that take place same day include the application for the commercial license, and the provision of the Article of Association and National ID Card.
- Total number of days to register a business was 10.5 days

#### COST REQUIRED TO COMPLETE EACH PROCEDURE (% OF INCOME PER CAPITA)

- Official costs only, no bribes
- No professional fees unless services required by law or commonly used in practice

#### PAID-IN MINIMUM CAPITAL (% OF INCOME PER CAPITA)

- No paid-in capital deposits

## BUSINESS REGISTRATION PROCEDURE IN 2019

### Ministry of Trade

- 1) Obtain Information from the Ministry of Trade to register a business and make the name search (1 day)
- 2) Apply for the commercial license at the Ministry of Commerce (1 day)
- 3) Provide Article of Association (same day as above (2))
- 4) Provide Document notarization (same day as above (2))
- 5) Provide National ID card (same day as above (2))
- 6) Obtain clearance from the Ministry of Trade to register at the Attorney General's Office (same day as above (2))
- 7) Obtain clearance from the Ministry of Trade to pay the fee with the Inland Revenue Department (same day as above (2))
- 8) Obtain the business license from the Minister's Office (same day as above (2))

### Attorney General Office

- 9) Obtain certificate of incorporation from the Attorney General's Office (same day as above (2))

### Ministry of Finance

- Pay commercial license fee (same day as above (2))
- Obtain Tax Clearance Certificate from the Ministry of Finance to register and issue the license at the Ministry of Trade (same day as above (2))

## TIME REQUIRED TO COMPLETE EACH PROCEDURE (CALENDAR DAYS) IN 2019

- Does not include time spent on gathering information
- Procedure is considered completed once the final document is received
- Prior contact with officials could be done
- Some procedures could take place on the same day, i.e. Information gathering, name search. Other procedures that take place same day include the application for the commercial license, and the provision of the Article of Association and National ID Card, and to obtain clearance from the Ministry of Trade to register at the Attorney General's Office
- Total number of days to register a business was 2 days

## COST REQUIRED TO COMPLETE EACH PROCEDURE (% OF INCOME PER CAPITA)

- Official costs only, no bribes
- No professional fees unless services required by law or commonly used in practice

## PAID-IN MINIMUM CAPITAL (% OF INCOME PER CAPITA)

- No paid in capital deposits

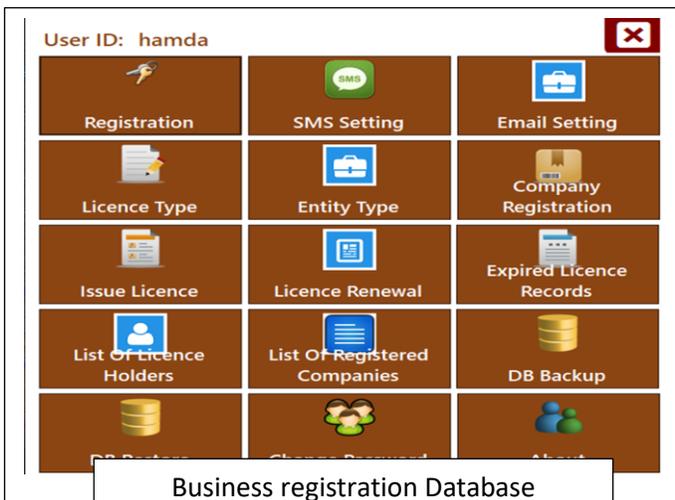
## What progress has been achieved with regard to improving the procedure for business registration?

- **Procedures that previously required more several days have been put together in one day.** i.e Apply for commercial license at the Ministry of Commerce, provide documentations, obtain clearance from the Ministry of Trade to register at the Attorney General's Office, obtain clearance from the Ministry of Trade to pay the fee with the Inland Revenue Department, etc.
- **Eliminated registration at the Chamber of Commerce**
- **Established Physical One-Stop-Shop for Business Registration office, based at the Ministry of Trade, Industry and Tourism, and which has brought together the different Government agencies responsible for the registration of businesses; *this has significantly reduced the timeline for Business registration.***
- **Reduced the timeline for business registration from 10.5 days to only 2**

### 3.2. Develop a database for business registration

The Ministry of Trade, Industry and Tourism has developed a database for Business registration to ensure that the following goals are achieved:

- Access to clean and improved Business registration data
- Quick production of data reports that could be exported into Excel format
- Efficient management of business registration data that allows users to easily perform multiple tasks.
- Ensure to store, organize and manage a large amount of business registration information within a single software application



### 3.3. Physical One Stop Shop Business Registration Office

The Ministry of Trade, Industry and Tourism alongside the Ministry of Finance, Chamber of Commerce and Attorney General, has implemented a physical One Stop Shop Business Registration Office, which has brought together all business registration-relevant Governmental bodies at the Ministry of Trade Industry and Tourism. This is aimed at reducing the bureaucratic procedure of business registration. Additionally, it is an initial step to show the commitment of the government to undertake business registration reforms to respond to the priority interventions indicated in the National Development Plan II (2017-2022).

The new physical OSS will help also develop a streamlined business registration process for new businesses and an automated online company registration system will be implemented in 2020 with the support of the IFC/WBG. The key relevant government agencies involved in Business registration process met several times in April 2019 to discuss the start of the Physical OSS and finally came to a conclusion of urgently starting the physical OSS (Manual) not later than May-2019.



**Ministers of Trade and Finance are making the official opening of the physical One Stop Shop Business Registration**



**Business registration One Stop Shop Office**

#### **Objectives of the One Stop Shop Business Registration Office**

- Create an enabling and friendly business environment that improves the competitiveness of firms and promotes productivity.
- Provide easy access to businesses for registration
- Reduce the long procedure to register a business.
- Improve the start-up procedure for business registrations.

### 3.4. Business Licesing Inspection

In an effort to improve the awareness and number of businesses operating formally in the country, the Ministry of Trade Industry and Tourism has undertaken business licensing inspection activities to ensure that all types of businesses operating in the country legally exist and are registered at the Ministry. This step is aimed at reducing the increased number of businesses operating informally, without registration and license. The first phase of this pilot project started on November-2018 and ended on Jan, 2019, while the next phase of the project ended in December 2019. The Ministry has collaborated with Ministry of Finance – Inland Revenue department and the Police Unit in charge of supporting tariff collection activities (Tulbatariya).



**Business Licensing Inspection team embarking on Licensing inspection activities**

#### **Project Methodology implementation**

The Ministry has created a unit named “**Business Inspection Unit**” under the Trade Department of the Ministry as enshrined in the Business Licensing Act (currently approved by the cabinet). The team within the unit have targeted, in the first phase of the project, different Hargeisa districts, with the focus on the different sub-districts of Hargeisa (*Koodbuur, 26 June, Gacan Libah, Mohamed Haybe, Macallin Harun, etc.*). The first phase of the project closed with the inspection and licensing of those sub districts.

The Ministry will also ensure to sustain this project for the next few years 2020, 2021, and 2022, and will prioritize following activities:

- Develop a road map and enforcement plan framework for the Licensing and Inspection Act
- Train and educate business licensing inspectors at regional level. i.e Borama, Gabiley, Burao and Berbera.

#### **Business Licesing Inspection Project outcome**

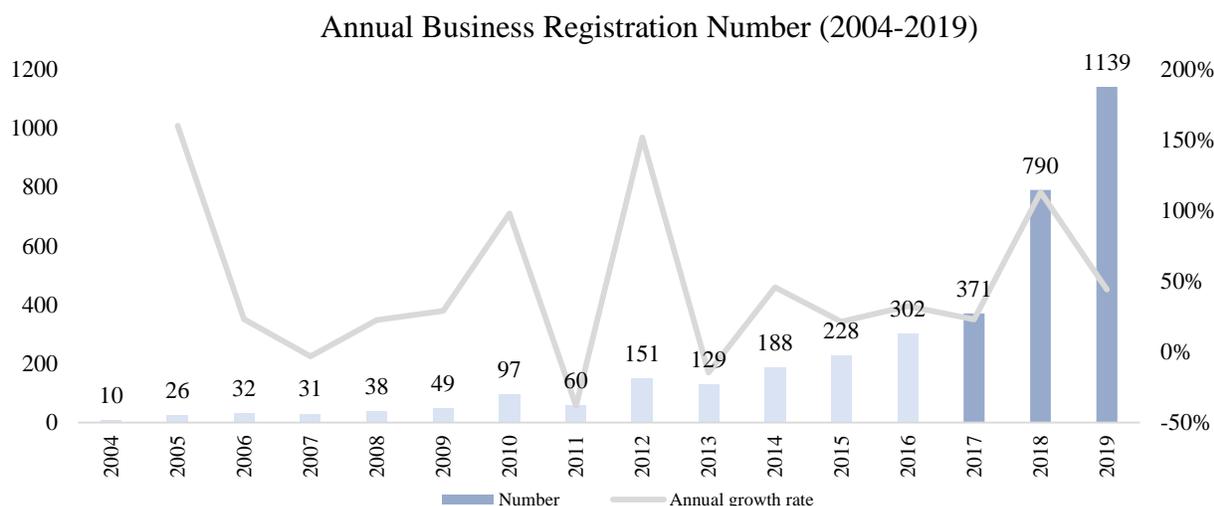
- Increased level of business registration
- Increased level of business formalization
- Increased contribution of businesses to the national GDP
- Enhanced performance of the Ministry of Trade, Industry, and Tourism in streamlining businesses operating in the country
- Create an enabling environment for businesses catered towards sustained growth
- Increase the knowledge base of the employees in charge of business inspection activities

### 3.5. Analysis of business registrations

This section shows the evolution of the number of registered businesses. While showing time series data from 2004 to 2019, the main focus is on the businesses registered in 2019. In this regard, the section will provide detail on the number of businesses registered by month, region and business objective. While efforts in enhancing the coverage and quality of the data available are still needed, the present analysis already allows drawing some conclusions about the businesses operating in Somaliland.

#### Annual Business Registrations, 2004-2019.

The graph below shows the evolution of the number of businesses registered since 2004 and depicts its annual growth rate. The number of registered businesses has dramatically increased since 2004. Not least from 2013 to 2016, period during which the number of businesses registered per year nearly doubled. Since 2017, this same figure has increased significantly, reaching its highest point in 2019, with 1139 registrations. In coherence, the annual growth rates have been, on average, almost 50%, meaning that the number of annual businesses registered nearly doubled every two years. Importantly, some years recorded an almost 100% growth rate, namely 2010, 2012 and 2018.



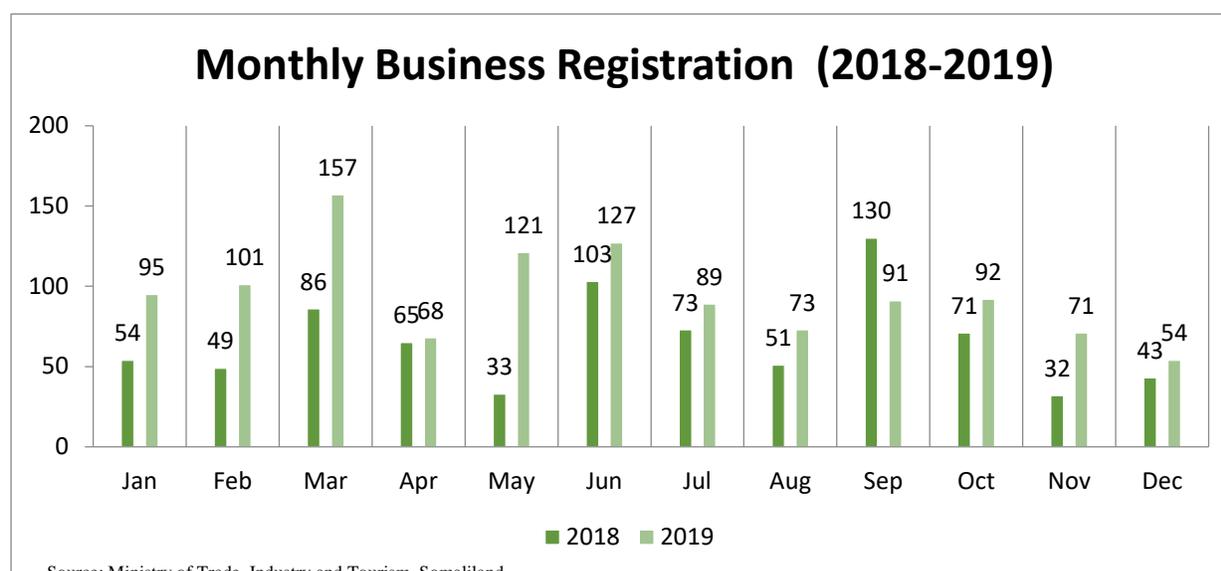
Source: Ministry of Trade, Industry and Tourism, Somaliland

#### Total Registration by month (2019)

The graph below shows the number of businesses registered by month during 2018 and 2019. The subsequent table compares these figures and shows the difference between these years. In 2019, the number of businesses registered was the highest in March, May and June. The lowest registration numbers were recorded in April, November and December. Thus, highest number of businesses registered was recorded in March, with 157. The lowest, in December, with 54.

In comparison to 2018, 2019 has registered a larger number of businesses in all months except for September. Overall, the monthly trend is, to some extent, similar between 2018 and 2019.

Nevertheless, further data is needed in order to draw meaningful conclusions about the trend.



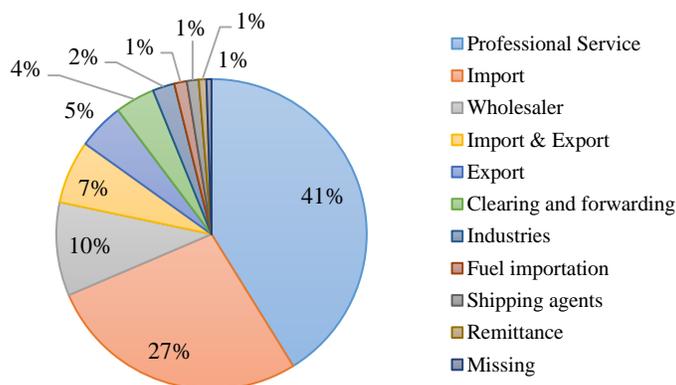
Month Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Tot.
<b>2019</b>	95	101	157	68	121	127	89	73	91	92	71	54	1139
<b>Difference (2018-2019)</b>	41	52	71	3	88	24	16	22	-39	21	39	11	291

Source: Ministry of Trade, Industry and Tourism, Somaliland

### Total Registrations by business objective (2019)

The business objective defines the main motive of the enterprise. The different categories have been classified in the taxonomy showed in the table below. Most of the registered enterprises operate in the import and export business (40%) or are classified as professional services (41%). The latter is comprised of business management consultancy services, research and development, and accounting and auditing services, amongst other. The remaining businesses are registered in the services sector (wholesale and transport), while only a small 5% falls into the industry category. This distribution is in coherence with the economic structure of Somaliland.

### Business Registration by Business Objective (2019)



Source: Ministry of Trade, Industry and Tourism, Somaliland

### Business registrations by business objective

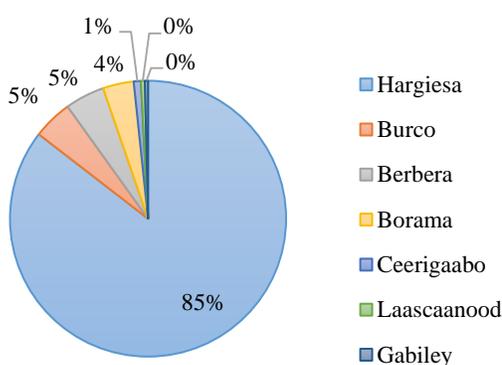
Business Object.	N°
Professional Service	469
Import	312
Wholesaler	111
Import & Export	75
Export	55
Clearing and forwarding	47
Industries	26
Fuel importation	15
Shipping agents	14
Remittance	9
Missing	6
<b>Total</b>	<b>1139</b>

Source: Ministry of Trade, Industry and Tourism, Somaliland

### Total Registrations by location (2019)

The regional distribution of business registration figures is clearly dominated by Hargeisa, with an 85% of total business registrations in 2019. The other relevant locations are Burco, Berbera and Borama, with nearly 5% of the total each. Ceerigaabo, Laascaanood and Gabiley represent the lowest share of total registered businesses. Again, this reflects the dynamism of Hargeisa as a business hub, however it also suggests that the ratio of non-registered active business might be higher in other regions.

### Business Registrations by City (2019)



Source: Ministry of Trade, Industry and Tourism, Somaliland

### Business registration by location

Location	N°
Hargiesia	966
Burco	59
Berbera	53
Borama	41
Ceerigaabo	9
Laascaanood	6
Gabiley	5
<b>Total</b>	<b>1139</b>

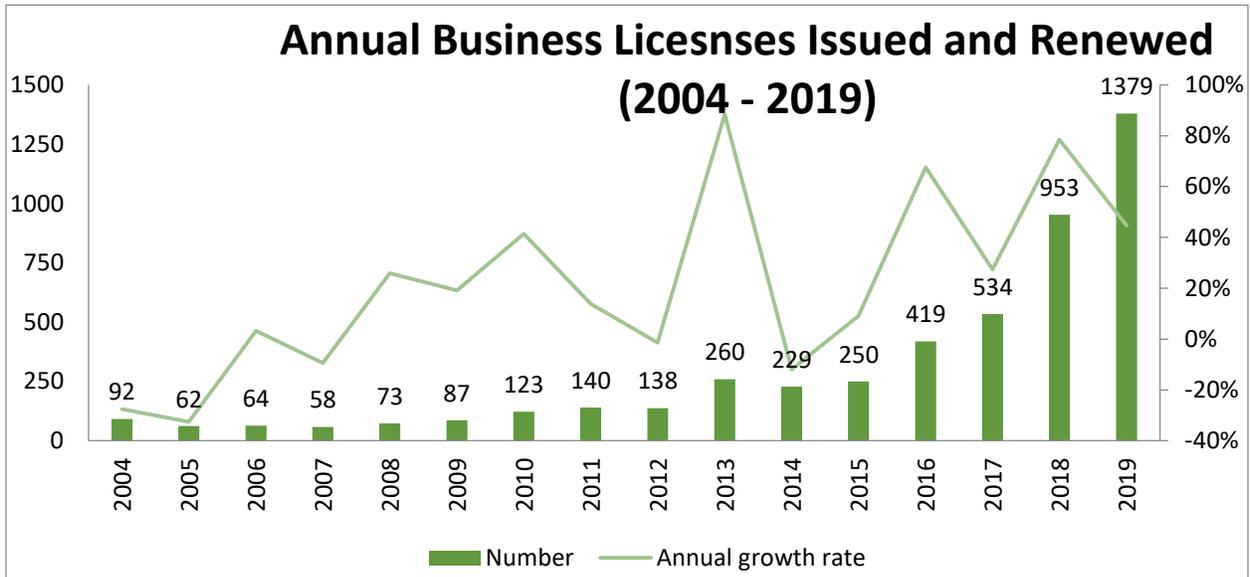
Source: Ministry of Trade, Industry and Tourism, Somaliland

## 3.6. Count of business licenses

As introduced in the previous sections of this report, in order to be allowed to operate in Somaliland, businesses not only need to be registered, but they also need to be issued the appropriate license. In addition to business registration, the MoTIT has made significant progress regarding the analysis of business licensing information. This section shows the preliminary results of these improvements.

#### 4.6 Annual issuance of business licenses, 2004-2019.

The number of licenses issued and renewed has steadily increased from 2004 until 2012<sup>123</sup>. From 2012 onwards, this increase has been even more significant, as showed with rising annual growth rates. In particular, 2018 and 2019 have been years in which the annual licensing activity has peaked at approximately 810 and 1400 licenses respectively. These trends are aligned with those of business registrations, showing the results of the efforts of the MoTIT in these areas. Finally, the business licensing data can provide information about the current number of businesses with an active license. This figure stands at, as of January 2020, 1408.



Source: Ministry of Trade, Industry and Tourism, Somaliland

#### New and renewed business licenses by month (2019)

In total, new licenses stood at 1016 and renewed licenses at 568, adding up to 1584 licenses<sup>4</sup>. The number of licenses issued and renewed by month during 2019 showed a steady trend, as depicted in the graph below. Comparing new and renewed licenses, the rate of issuance was higher than the rate of renewal for most months and this difference was greater during the first half of the year.

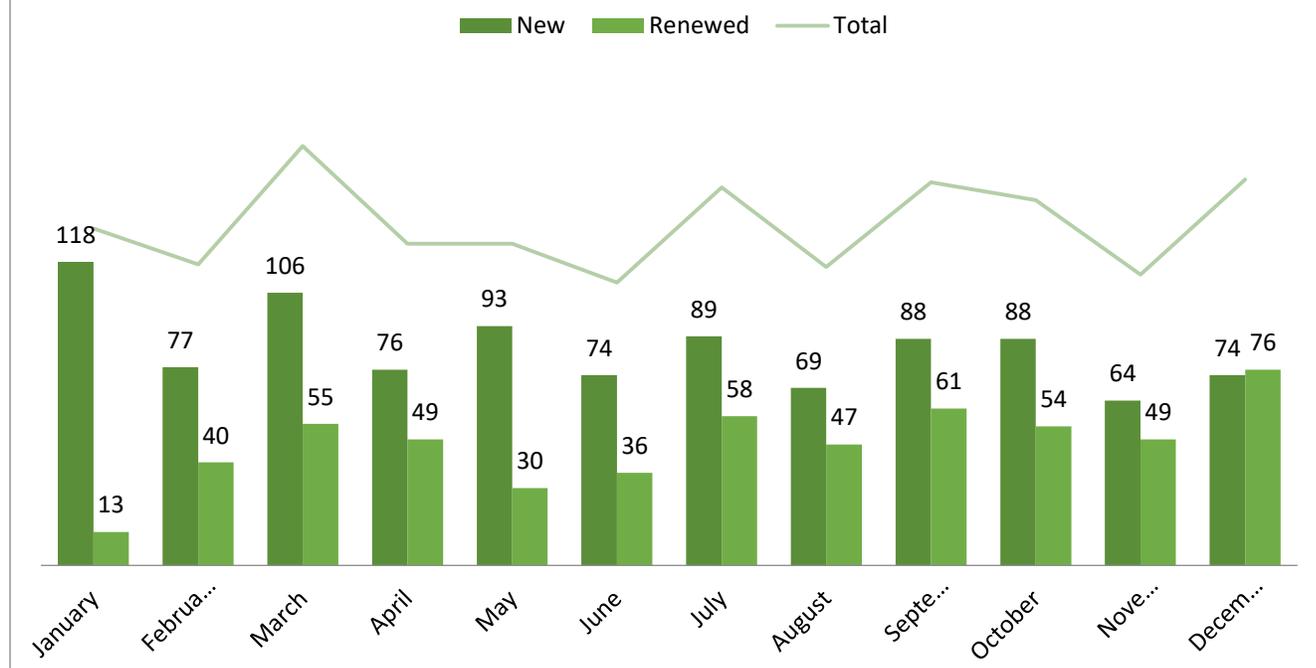
<sup>1</sup> Data sources for figures before 2019 and for 2019 values slightly differ. Therefore, the two are not totally comparable. An improved version and eventual homogenisation of the data will be presented in the next MoTIT Progress Report.

<sup>2</sup> Data up to 2018 does not distinguish between new and renewed licenses. Data for 2019 allows for such distinction. For simplicity, this first graph shows issued and renewed licenses together.

<sup>3</sup> This graph does not fully represent the performance of the OSS, since it records the date of issuance/renewal of the license, which can be different from the date when the company's representative actually visited the OSS and paid the license. For instance, if a company has been operating without a license for two years, and then it visits the OSS to acquire the license, the company will be given a license with an issued date in accordance with the date when the company started operating, instead of the date when the company visited the OSS.

<sup>4</sup> The difference between this value and 1379 (graph in page 23), is due to the fact that the former refers to the number of licenses issued and renewed during 2019, regardless of the issue date they were given. See footnote 3 for more details.

## New and Renewed Licenses by Month (2019)

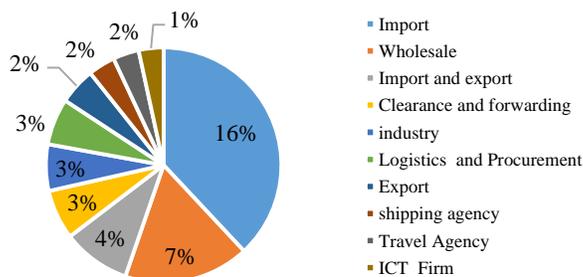


Source: Ministry of Trade, Industry and Tourism, Somaliland

### Total Licenses issued by business objective (2019)

The distribution of licenses by business objective is similar to that of registered businesses. Import and export enterprises represent the lion's share of total licenses, while professional services and other services like wholesale and transport also feature within the top 10. When only new issued licenses are displayed, such as in the table below, the results almost the same. In 2019, the largest number of licenses were issued to importing companies, followed by wholesale enterprises, and import and export companies. The level of detail provided by the licensing data is rich and further efforts in analysing such information hold significant potential.

#### Top 10 Type of Licenses Issued and Renewed (2019)



Source: Ministry of Trade, Industry and Tourism, Somaliland

#### Top 10 new licenses issued in 2019 by type of license

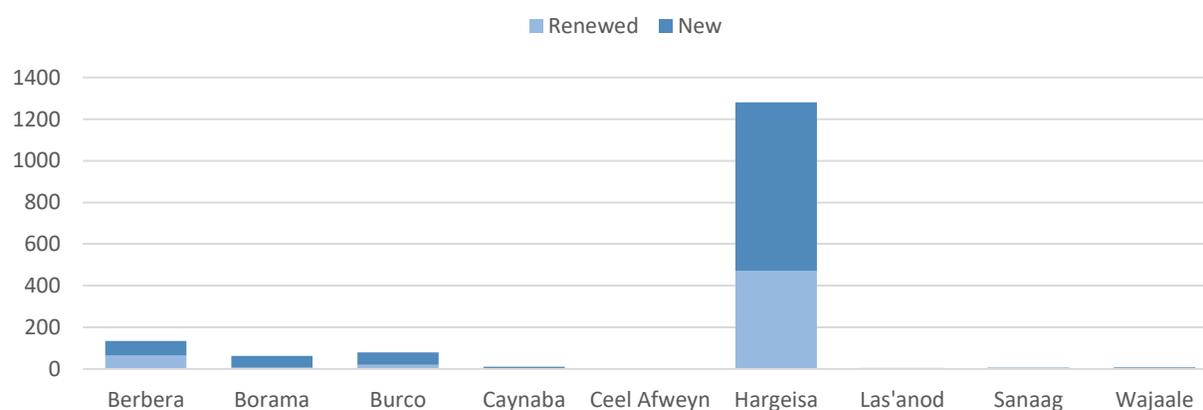
Business Object.	N°
Import	256
Wholesale	116
Import and export	63
Logistics and Procurement	46
Clearance and forwarding	43
Export	43
Industry	34
Clinic Service	25
Travel Agency	24
Business Management	23
Counslancy	23
<b>Total Top 10</b>	<b>772</b>

Source: Ministry of Trade, Industry and Tourism, Somaliland

## Total Licenses issued and renewed by city (2019)

As with license type by business objective, the distribution of licenses issued and renewed by city is similar to that of registered businesses. Hargeisa features as the main location, followed by Berbera, Borama and Burco. Locations with the highest number of issued licenses also present the highest number of renewed licenses.

### New and Renewed Licenses by Location (2019)



Source: Ministry of Trade, Industry and Tourism, Somaliland

### New and Renewed Licenses by Location (2019)

Location \ Type	Berbera	Borama	Burco	Caynaba	Ceel Afweyn	Hargeisa	Las'anod	Sanaag	Wajaale	Total
Renewed	64	6	20	1	0	471	1	0	5	568
New	70	56	59	9	1	810	3	5	3	1016
Total	134	62	79	10	1	1285	4	5	8	1584

Source: Ministry of Trade, Industry and Tourism, Somaliland

## PART IV: INDUSTRIALIALIZATION AGENDA

### SDG9: Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation

By 2021, increase the contribution of the manufacturing industry to the national GDP to 7% and the employment level to 40%.

#### 4.1. Count of tax-incentivised industries

The following table details the import tax holidays given during 2019.

SN	Name of the Industry	Frequency of the import tax holiday given in 2019	Total weight of the imported goods	Total value of the imported goods
1	Somaliland Beverage Industry	120	131,125,347.994	\$ 5,160,116.425
2	Aadco Paper Factory	43	119,441,401.464	\$ 1,623,867.43
3	Alkhayraat Foam Factory	31	783,655.898	\$ 246,476.1
4	Raho Foam Factory	20	556,661.7	\$ 500,634.7
5	Royal Foam Factory	41	876,725.07	\$1,594,358.35
6	Lis Diaries	28	348,740.294	\$ 899,752.72
7	Ilo-Tango Factory	14	602,536.72	\$ 422,513.48
8	Saxan-Saxo Mineral Water	15	372,701.72	\$ 403,444.7
9	National Steel Industry	17	3,012,119.154	\$ 3,067,175.95
10	Zamzam Foster	27	726,318.95	\$ 240,752.92
11	Darar Loota Group	11	516,394	\$ 374,495.61
12	Berbera Fiber Glass	3	6,069	\$ 331,855.78
13	Amoud Industry	3	30,949	\$ 28,245.948
14	Fortune Paints	8	175,495.79	\$ 137,871.825
15	Siraj Paints	6	120,638.25	\$ 178,332.46
16	City Furniture	8	567,197.87	\$ 311,346.58
17	Somaliland Vegetable Oil	9	359,984	\$ 268,761.655
18	Tayo House Hold Plastic Factory	7	149,465.15	\$ 234,240.4
19	Shaam Factory	4	77,531.79	\$ 151,713.2
20	Xays Mineral Water	3	51,945	\$ 94,814.3
21	Nuria Product Inc	4	78,824	\$ 97,756
22	Nuurshiil Industrial Company	3	52,290	\$ 40,948.7
23	Bulayle Machinery	2	36,020	\$ 170,229
24	Togdheer Mineral Water	8	413,506.78	\$ 337,598.82
25	Al-Ain Mineral Water	1	6,584	\$12,263.224
26	U-Fresh Enterprise LTD	3	83,092	\$ 56,084
27	Tayyib Buroa Abbitator	8	1,896,517	\$ 345,336.133
28	Zhongland International Company	4	169,348	\$ 93,600.1

29	Ileys Detergent	2	48,874.566	\$ 20,427.73
30	Biyo-Sixa Mineral Water	4	225,651	\$ 346,191.2
31	Hargiesa Plastic Factory	3	6,891	\$ 59,348.45
32	Aloos Industries Limited	4	72,514	\$ 124,877.07
33	Damal Shampoo	1	26,030	\$1,890.19
34	Hargeisa Food Industry	3	44,546	\$ 32,162.68
35	Asli Health Care	4	50,593	\$ 55,6088.91
36	Gamuur Plastic	3	7,224	\$ 28,057.6
37	Nugaal Inc	1	30,225	\$149,040
38	Iqbaal Converting Company	2	46,380	\$ 88,254.05
39	Medeni Industry	1	172	\$ 350
40	Horsed Tiles & Concrete	1	12,482	\$ 32,489.2
41	Dayibaat Dairy Milk Production	2	21,294	\$ 173,938.09
42	Benjawi & Associates	1	8,700.000	\$ 13,000
43	Saylac Charcoal Briquette Company	1	6,240	\$12,000.00
44	Singapore New Silk Somaliland Energy	1	12000.000	\$27,826.00
45	Waaweel Factory	1	64,750	\$ 141,752.89
46	Zhong Sou Factory	1	4,066.93	\$ 7,056.00
47	Sool Construction	1	9,710.00	\$ 22,900
48	Mandar Group	1		\$ 24,689.70
	<b>Total</b>	<b>489</b>	<b>263,336,404.09</b>	<b>\$19,286,926.27</b>

Source: Industries Development Department, MoTIT

## 4.2. Categorization and grading of manufacturing industries

The Ministry of Trade, Industry and Tourism has for the first time developed in 2019 a selection criteria for the country industries. The Ministry has divided active industries in the country into three grades (A, B and C).

### Criteria for Grading

- All industries with capital investment more than \$450,000 are regarded as “A” Grade
- All industries with capital Investment between \$250,000-\$450,000 are regarded as “B” Grade
- All industries with capital Investment below \$250,000 are regarded as “C” Grade

## List of active Industries with grades

SN	Name of Industry	Grade
1	Togdheer mineral water	A
2	Somaliland beverage industry	A
3	Aadco paper factory	A
4	Alkhayraat foam factory	A
5	Raho foam factory	A
6	Royal foam factory	A
7	Lis diaries	A
8	Ilo-tango factory	A
9	Saxan-saxo mineral water	A
10	National steel industry	A
11	Zamzam foster	A
12	Dararloota group	A
13	Somaliland vegetable oil	A
14	Tayo house hold plastic factory	A
15	Nuria product inc	A
16	U-fresh enterprise LTD	A
17	Tayyib buroa abbitator	A
18	Ileys detergent	A
19	Biyo-sixa mineral water	A
20	Hargiesa plastic factory	A
21	Hargeisa food industry	A
22	Gamuur plastic	A
23	Horsed tiles & concrete	A
24	Dayibaat diary milk production	A
25	Singapore new silk Somaliland energy	A
26	Waaweel factory	A
27	ZhongSou Factory	A
28	Berbera fiber glass	B
29	Amoud industry	B
30	Fortune paints	B
31	Siraj paints	B
32	City furniture	B
33	Shaam factory	B
34	Xays mineral water	B
35	Nuurshiil industrial company	B

36	Bulayle machinery	B
37	Al-ain mineral water	B
38	Zhongland international company	B
39	Aloos industries limited	B
40	Asli health care	B
41	Iqbaal converting company	B
42	Benjawi& Associates	B
43	Saylac charcoal briquette company	B
44	Mandar group	B
45	Nugaalinc	C
46	Medeni industry	C
47	Sool construction	C

**Based on the above criteria , the following are the sum of industries by grade: A=27, B=17, C=3**

### 4.3. Somaliland Local Industrial Exhibition Summit

The Ministry of Trade, Industry and Tourism, alongside the Chamber of Commerce and the Industries Association, organized a large event for local Industrial product exhibition.

The event was also graced by the Deputy President of the Oromia region of Ethiopia. The occasion was used as an opportunity to showcase the country's local industrial product manufacturers.

**During the summit, there were 25 local Industries that showcased their locally made products.**



Somaliland President launching Local Industrial summit @25<sup>th</sup> December 2019



## PART V: TOURISM AND ARCHEOLOGICAL SECTOR

**SDG8: Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all<sup>5</sup>**

**By 2021, increase the contribution of tourism activities into the GDP by 10%<sup>6</sup>**

### 5.1. Count of local and foreign tourists

The Ministry of Trade, Industry and Tourism, ensuring its mandate with regard **to increasing the contribution of tourism activities into the GDP by 10%** , has undertaken the following activities to meet this outcome, which is also part of the National Development Plan II.

- Increased the tourism programmes aimed at increasing the awareness of local and international tourists. i.e English and Somali speaking programmes.
- Rehabilitated the archeological sites to ensure that they are appealing to tourists and increase tourists' visit<sup>7</sup>.i.e Laasgeel, Dhagah Guure and Abbasa.
- Built premises and toilets at Tourist destination sites. i.e Laasgeel, Dhagah Guure and Abbasa.
- Built Berkads and water wells for access to water facilities at Laasgeel , Dhagah Guure and Abbasa.
- Fenced Laasgeel Tourism site to ensure that its protected and attractive for tourists. i.e 2.5 KM2 has been fenced.

These interventions significantly improved the tourism infrastructure of the country and it has probably been one of the reasons why local and foreign tourism in 2019 has increased in comparison to previous years (see tables below).

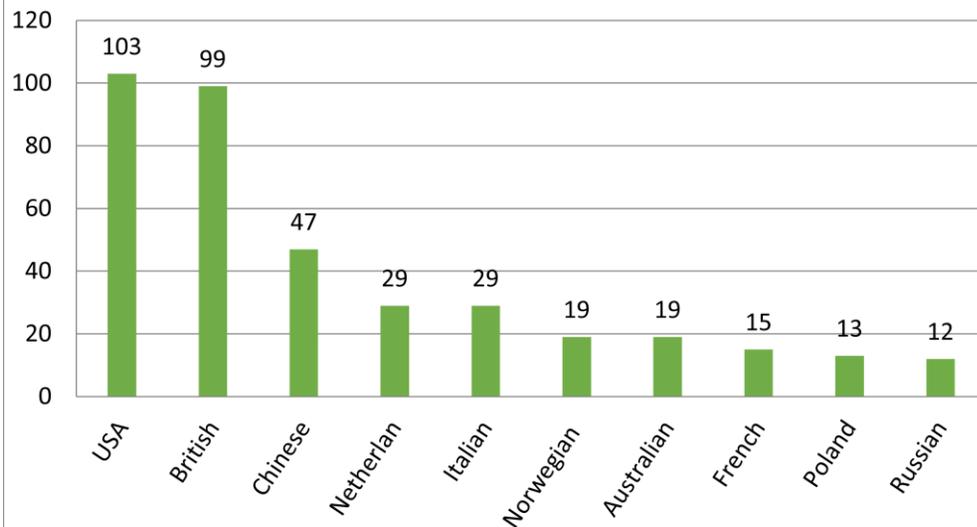
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<sup>5</sup> Somaliland National Development Plan II (Economic Sector Matrix)

<sup>6</sup> Somaliland National Development Plan II (Economic Sector Matrix)

<sup>7</sup> See page 33 for details on the exact improvements made at the Archeological sites

**Foreign Tourists by country, Top 10 Countries (2019)**



(2019)

Month	Local	Foreign	Total
January	33	48	81
February	13	76	89
March	19	41	60
April	28	48	76
May	7	54	61
June	7	25	32
July	60	33	93
August	47	57	104
September	14	22	36
October	28	79	107
November	3	86	89
December	15	39	54
<b>Total</b>	<b>274</b>	<b>608</b>	<b>882</b>

**Total Number of Tourists by Month (2018 - 2019)**



**Local and foreign tourists (2018-2019)**

	2018		2019	
	Num	Perc	Num	Perc
Local	98	15%	274	31%
Foreign	570	85%	608	69%
<b>Total</b>	<b>668</b>	<b>100%</b>	<b>882</b>	<b>100%</b>

Source: Ministry of Trade, Industry and Tourism, Somaliland

## 5.2. Rehabilitation of archeological sites

**SDG8: Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all<sup>8</sup>**

**By 2021, increase the contribution of tourism activities into the GDP by 10%<sup>9</sup>**

The Ministry has undertaken certain activities which are necessary to meet the needs of tourists and increase tourist satisfaction during their stay at the destination. For the development of the tourism infrastructure, the following tasks have been prioritized and implemented in 2019:

- Fencing the archeological site. E.g Laasgeel.
- Rehabilitation works at the archeological sites. i.e Laasgeel, Dhagah Guure , Old Amuud , Qiblatayn and Abbassa.
- Constructed wells at the archeological sites. E,g Laasgeel, Dhagah guure , Old Camuud and Qiblatay.
- Installed solar-powered energy infrastructure for lighting. i.e Laas Geel



Fencing of 2.5 Km on Laasgeel Archeological site



4 Toilets constructed at Laasgeel Archeological site

<sup>8</sup> Somaliland National Development Plan II ( Economic Sector Matrix)

<sup>9</sup> Somaliland National Development Plan II ( Economic Sector Matrix)



Installation of solar panels at Laasgeel Archeological site



Water berkad constructed at Laasgeel Archeological site



Water well constructed at Laasgeel Archeological site



Entrance door constructed at Lasgeel



Entrance door constructed at Lasgeel



President of Somaliland opens new constructions at Laasgeel



Fencing construction for Qiblatayn



DG welcomes President at Laasgeel



President of Somaliland tours at Laasgeel



A toilet and a room constructed at Dhagah Guure Archeological site



Berkad constructed at Dhagah Guure



Berkad and water reservoir constructed at Dhagah Guure

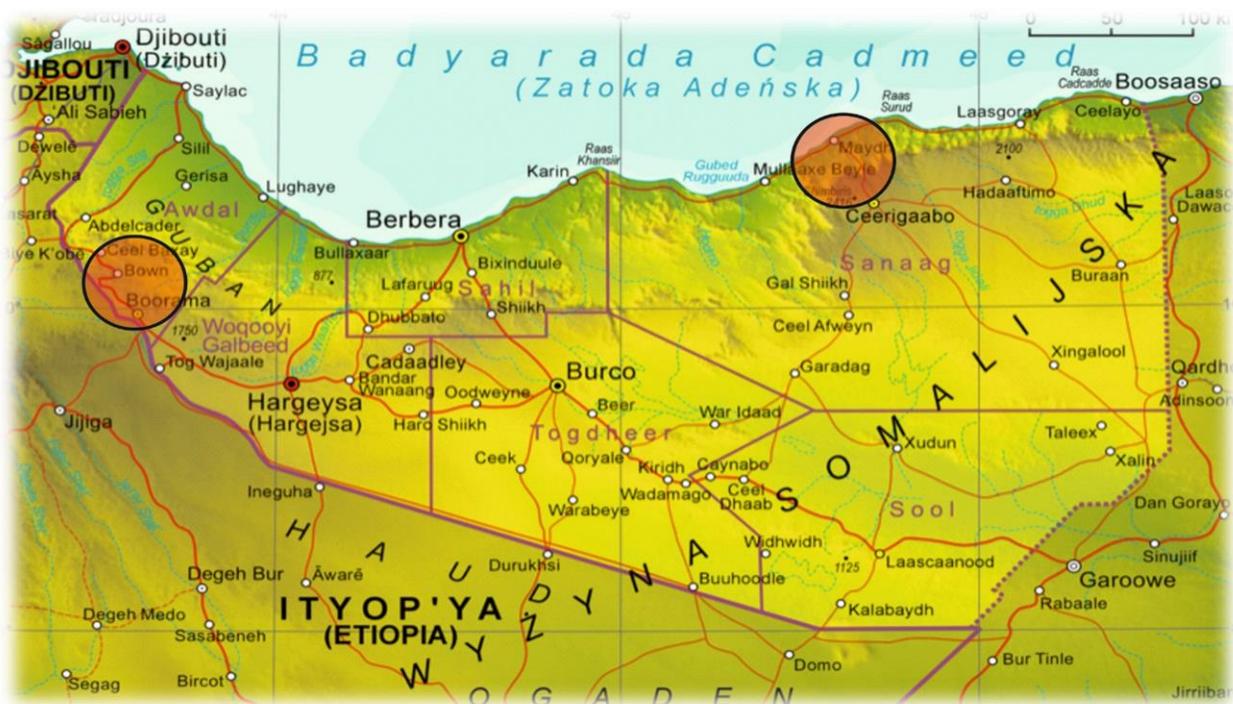
### 5.3. Archeological survey, the Spanish Archaeological Mission in somaliland

SDG8: Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all<sup>10</sup>

By 2021, increase the contribution of tourism activities into the GDP by 10%<sup>11</sup>.

#### The Spanish Archaeological Mission in Somaliland

For the fourth successive year, the Spanish Archaeological Mission in Somaliland, organized by the Institute of Heritage Sciences of the Spanish National Research Council and directed by Alfredo González Ruibal and Jorge de Torres Rodríguez, and the Ministry of Trade, Industry and Tourism, have undertaken archaeological activities in Somaliland. This year's fieldwork season has been focused on two main geographic areas: **the coastal sites of Xiis and Mayd in Sanaag region** and **the area around the village of Boon, to the north of Borama in the Awdal region**.



Areas of fieldwork during the 2019 campaign

<sup>10</sup> Somaliland National Development Plan II ( Economic Sector Matrix)

<sup>11</sup> Somaliland National Development Plan II ( Economic Sector Matrix)

### 5.3.1. Fieldwork

#### 5.3.1.1 Archaeological research in the Sanaag region

During the last three years the research conducted by the Spanish Archaeological Mission in Somaliland has been focused in the eastern half of the country, broadly to the east of the road between Hargeisa and Berbera. This year and for the first time a week has been dedicated to the study of archaeological sites to the east of the country, with three complementary objectives: 1) to document some important sites recorded in the late 80's but poorly known 2) to evaluate the archaeological potential of the region 3) to gather information about the logistics required to work in the area. For this first time in the region, two important coastal sites have been selected, Xiis and Mayd, both identified as relevant historical places but never documented comprehensively.

#### A. Xiis

The huge field of cairns close to the small village of Xiis is probably house to one of the most important archaeological sites in all the Horn of Africa, documented for the first time in 1882 when a French traveller, Georges Revoil discovered Roman and Egyptian materials approximately 2000 years old. In the 70's Neville Chittick, a British archaeologist specialized in East Africa, visited briefly the area and confirmed the antiquity of the materials found around the burials, but published only short notes in more general articles. The site is one of the most impressive fields of tumuli in all Somaliland, covering several kilometers along the coast in front of a small island, which was an important reference for sailors since the Antiquity, when this area was called Mosyllon by the Greeks.



Xiis' field of tumuli seen from the nearby hill

The work in Xiis consisted of a three days systematic survey combined with a comprehensive mapping of all the tumuli using GPS devices and drone flights. Two hundred and thirteen tumuli have been documented, along with many other structures of less clear interpretation. In addition, another

archaeological site has been documented on the top of the hill that surrounds the tumuli, in front of the island and the harbor. Although most of the tumuli have been looted, some in recent times, the survey has identified at least 25 intact structures which can provide an excellent starting point for the study of the population of Somaliland centuries before the arrival of Islam to the region.



Group of tumuli at Xiis

The survey has documented a remarkable set of pieces of pottery that confirm the antiquity of this site, around two millennia. The most important pieces are of Roman origin, dated around the 1<sup>st</sup> century AD and of an excellent quality similar to those found in Italy or Spain. Fragments of Roman containers for oil or wine (amphorae) have also been found throughout the site, along with fragments of glass. Materials from the Sassanid Empire (which occupied the area of current Iran from the 3<sup>rd</sup> to the 7<sup>th</sup> centuries AD) have also been documented. Although all these important materials have yet to be studied, it is clear that Xiis is one of the oldest trading places in all the Horn of Africa, as important as other better known places such as Ras Hafun, and one of the sites cited in the famous Peryplus of the Erytrean Sea, written in the first century BC.



Roman pottery in Xiis

### **B. Maydh**

Although not as old as Xiis, Maydh is also a relevant place in the history of Somaliland and the Horn of Africa, being the place where Sheikh Isaaq Bin Ahmed Al Hashimi is buried. The site was also one of the main coastal towns during the 16<sup>th</sup> century, appearing repeatedly in the Portuguese chronicles and maps along with Zeila and Berbera, and it also appears in “The Conquest of Abyssinia” the book that narrates the life of Ahmed Gragn.



Map of 1662 where Maydh is represented as Mette

The Spanish Archaeological Mission in Somaliland stopped briefly in Maydh during the trip to Xiis, and surveyed the village and especially the old quarter where the Arabs used to live, according to local informants. Although no archaeological materials were collected, the old quarter looks potentially interesting to conduct an archaeological excavation, being close to the big wadi which is described in some Portuguese texts from the 16<sup>th</sup> century.



House at the old quarter of Maydh

### **5.3.1.2 Work in the Awdal district**

The Awdal district and the especially the region around Borama have been since long time ago identified as one of the main areas of archaeological interest of Somaliland, with some of the most important sites in the country as Amud or Abasa. Most of these places were described in the 30's when the border between Somaliland and Ethiopia was established, and since then its study has been sporadic at best. During 2017, several places –Amud, Qorgab, Derbi Cad- were visited and studied around Borama, and during the field season of 2018 the work has continued to the north of Borama, where four sites have been documented in detail.

#### **A. Abasa**

The most important site to the north of Borama is Abasa, an impressive city of a size comparable to Amud, extending throughout a sloppy plain surrounded by mountains close to the village of Boon. The site has been frequently visited by archaeologists (AT Curle, GW Huntingford, Neville Chittick), but it has never been properly documented. The team has been working three days in this city, using GPS, photographs and drone flights to map the city and study some of its most important buildings. The work conducted in the site has led to the discovery of a second mosque, another building which could be interpreted as a tower or fortified building and two main cemeteries with different burial traditions. A small test pit (2x2 m) conducted in the main mosque of the city has gathered valuable information about

the architecture of the building, amending previous plans made in the 80's and the history of this important building. The archaeological materials collected during the survey show clear similarities with those of Amud and other archaeological sites to the south, all of them chronologically ascribed to the Sultanate of Adal period.



Wall of house at Abasa



Main mosque of Abasa

## **B. Abasa 2**

This archaeological site is also close to the village of Boon, and is called by the locals “Iskudarka Dayeergalka”, although most of the people refers to it as Abasa 2. It is a very small village (about 10 houses) never documented before, with a small mosque and clear evidences of a urban layout with the existence of a street and a clearly defined center of the village. During an intensive day of survey, the site was fully documented, including a complete map of the village through the use of drone technologies. The archaeological materials were almost identical to those of Abasa.



Main Street of Abasa 2, with the mosque on the right

### **C. Hasa Dile**

The archaeological site of Hasa Dile was located by AT Curle in 1934 but no information about it was provided aside its name. The site is located in the road from Borama to Boon, and is a middle sized village of about 60 well preserved houses, in some cases standing at almost one meter of height. The two days of survey conducted at the site documented all the structures and located a mosque previously unidentified, with four square pillars following the same pattern as Abasa. Regarding the material culture, it is very similar to the rest of sites located in the area, chronologically placing the site in the 14<sup>th</sup>-16<sup>th</sup> centuries AD, that is, during the heyday of the Sultanate of Adal



Wall of house at Hasa Dile

### **D. Dameraqad**

The site of Dameraqad is cited by AT Curle in 1937, as being of the same chronology as Abasa, Amud and the rest of villages around Borama. However, no other information at all exists about this site, the Spanish Archaeological Mission being the first one to conduct a systematic study of the area since the 30's. The survey and analysis of the archaeological structures show that this site, rather than a town or village, was a religious centre with several mosques, a big graveyard and many buildings associated to these structures. Local traditions refer to the place as a siyaaro or pilgrimage place where Sheikh Osman is buried. The archaeological remains and materials, however, are similar to those found at other places dated in the 15<sup>th</sup>-16<sup>th</sup> centuries AD, making of Dameraqad one of the better preserved old religious centers in Somaliland.



Mosque in Dameraqad



Nomads mosque in Dameraqad

## **E. Aroqolab**

The site of Aroqolab is described as a small settlement (just a single building) close to Borama, and it was the only site around that city not visited during the 2017 season. This year a day of survey was dedicated to locate the site, referred only by Curle in 1937. The survey couldn't find the site described by Curle, but thanks to local informants a completely unknown site of the same chronology and with the same name was identified. The site is a small village of about ten houses and a small mosque, located on the slope of a hill very close to a big wadi. Some of the houses were excavated in the rock, and a big cemetery close to the houses was also documented. The discovery of a new archaeological site dated to the period of the Sultanate of Adal, close to Borama, showing how the region still has huge archaeological potential even considering all the previous work already done, and confirms the importance of this area during the Sultanate of Adal, one of the key states in the history of the Horn.



Ruins of Aroqolab

### **5.3.2. Main results**

The outcomes of the 2018 field season have been extremely positive in both of the studied areas. In Xiis the incredible antiquity of the site has been confirmed, and the systematic survey conducted during the first week of the campaign has laid the foundations of a professional study of one of the most important sites of Somaliland, maybe comparable to Laas Geel. To the southwest, the identification of three known places and the archaeological documentation of two more unpublished ones have started to complete our understanding of the territorial and economical role of this region during the Medieval and Modern periods. The materials collected in this area will allow to reconstruct the daily life of the people who were part of the Sultanate of Adal.

#### **5.3.4. Institutional collaboration**

The constitution of the Department of Archaeology as a new section of the Ministry of Trade, Industry and Tourism has represented a major benchmark in the history of the Mission, since for the first time the archaeological work is regulated in a specific way and separated from the touristic activities. The collaboration with the Department of Archaeology and his new director Ayaanle Abdirahmaan Ibraahin has proved excellent, and it will hopefully be expanded not just towards the archaeological work but to other aspects related to the preservation and study of the Somaliland heritage.

#### **5.3.5. Future plans**

The success of the 2019 campaign makes another campaign in 2020 highly probable, assuming funding is available. In this case, the importance of the information gathered at Xiis makes of this site a priority for the Spanish Archaeological Mission in Somaliland, which could plan a long term excavation in the site for next year. During 2019, a series of analyses will be conducted in Spain and the United Kingdom with materials collected during the surveys and excavations of the last four years, including the materials from Xiis and the Chinese porcelain which will be studied by Ruiqi Zhang, PhD candidate from the University of Liverpool. Leaving aside the strict archaeological work, the mission hopes to reinforce the collaboration with the newly created Department of Archaeology at the Ministry of Culture and Tourism in areas such as the training of personnel, the remodeling of the existing archaeological museum or the support for the approval and implementation of the Antiquities Monuments and Museums bill which will provide a legal framework for the legal protection of Somaliland's heritage.

## 5.4. Laasgeel archeological survey by EU experts

The EU Representative to Somaliland and Somalia, who arrived in Somaliland on October 2019, has visited Laasgeel Archeological site to see the old cave paintings. The EU representative has promised a commitment to support the Government of Somaliland's archaeological work by sending two archeology experts to conduct a survey on the site and write a report on what could be done to protect the cave paintings of Laasgeel.

In November 2019, the experts arrived and conducted an indepth 48h survey at Lasgeel which identified the sites' needs in terms of future protection.



Following the EU experts' report of Lasgeel, the EU has committed to implement the following interventions in 2020

- Enclose the cave paintings in Laasgeel by a protective mechanist.
- Laasgeel fencing hase 2.
- Construct premises at Laasgeel which will serve as guidance for tourists to learn about the cave paintings.

## **PART VI. PRIVATE SECTOR DEVELOPMENT AGENDA**

The Ministry of Trade Industry and Tourism, with the support and in close collaboration with the WBG-IFC, has been engaged for the past five years (2015-2019) in the improvement of an enabling environment for business growth and private sector development. The joint efforts of the Ministry and the WBG consists of creating a better environment for businesses to grow and ensure business reforms are effectively implemented.

In 2019 (April and July), the Ministry of Trade, Industry and Tourism, with the facilitation and technical support of the WBG-IFC, has organized two meetings for public-private dialogue s part of the Economic Sector Coordination Meeting(s).

### **6.1. Economic Sector Coordination Meeting (ESCOM)**

The purpose of the Economic Sector Coordination Meeting (ESCOM) is to: develop sector monitoring and coordination mechanisms, oversee the implementation of agreed policy interventions, provide policy guidelines and act as a forum for networking and information sharing. The Economic Sector Coordination Meeting (ESCOM) brings together different economic sector stakeholders to enable information sharing and networking on issues that impact the economic sector in particular and Somaliland's economy in general.



ESCOM in progress

ESCOM Group Photograph



## Annex and Attachments

Ministry Revenue generated in the years of 2017 2018 & 2019							
Revenue generated from License	2017	2018	2019	Difference 2017-2019	Difference 2018-2019	2017-19%	2018-19%
January	355,990,000.00	310,615,000.00	494,201,450	138,211,450	183,586,450	39%	59%
February	380,205,576.00	593,957,000.00	892,070,184	511,864,608	298,113,184	135%	50%
March	252,067,500.00	657,151,000.00	1,002,798,530	750,731,030	345,647,530	298%	53%
April	335,101,500.00	369,353,000.00	686,505,584	351,404,084	317,152,584	105%	86%
May	165,055,500.00	445,967,000.00	456,160,764	291,105,264	10,193,764	176%	2%
June	152,535,000.00	374,314,000.00	526,077,000	373,542,000	151,763,000	245%	41%
July	304,269,000.00	477,295,000.00	865,187,731.00	560,918,731.00	387,892,731.00	184%	81%
August	405,532,500.00	388,992,000.00	525,561,500	120,029,000.00	136,569,500.00	30%	35%
September	266,605,500.00	655,047,000.00	583,355,543	316,750,043.00	-71,691,457.00	119%	-11%
October	229,108,500.00	528,001,250.00	650,196,960	421,088,460.00	122,195,710.00	184%	23%
November	143,616,000.00	422,961,250.00	405,884,792	262,268,792.00	-17,076,458.00	183%	-4%
December	298,817,500.00	545,490,250.00	674,659,688	375,842,188.00	129,169,438.00	126%	24%
<b>Sub Total</b>	<b>3,288,904,076</b>	<b>5,769,143,750</b>	<b>7,762,659,726</b>	<b>4,473,755,650</b>	<b>1,993,515,976</b>	<b>136%</b>	<b>35%</b>
Revenue generated from Import and Export permits	2017	2018	2019	Difference 2017-2019	Difference 2017-2019	2017-19%	2018-19%
January	527,390,500	518,625,900	439,291,397	-88,099,103	-79,334,503	-17%	-15%
February	452,173,900	489,000,748	548,787,600	96,613,700	59,786,852	21%	12%
March	510,400,300	466,166,000	579,137,200	68,736,900	112,971,200	13%	24%
April	512,506,170	562,297,500	655,083,700	142,577,530	92,786,200	28%	17%
May	537,549,100	581,636,412	577,353,500	39,804,400	-4,282,912	7.40%	-1%
June	431,418,300	542,499,252	591,296,330	159,878,030	48,797,078	37%	9%
July	562,586,700.00	601,114,400	698,447,400	135,860,700	97,333,000	24%	16%
August	659,696,000.00	585,158,880.00	681,563,100	21,867,100	96,404,220	3%	16%
September	427,360,800.00	562,188,500.00	793,626,500	366,265,700	231,438,000	86%	41%
October	454,459,750.00	635,145,744.00	641,091,500	186,631,750	5,945,756	41%	1%
November	513,706,800.00	613,573,216.00	628,806,700	115,099,900	15,233,484	22%	2%
December	461,644,200.00	475,024,732.00	638,160,300	176,516,100	163,135,568	38%	34%
<b>Sub Total</b>	<b>6,050,892,520</b>	<b>6,632,431,284</b>	<b>7,472,645,227</b>	<b>1,421,752,707</b>	<b>840,213,943</b>	<b>23%</b>	<b>13%</b>
Revenue generated from Tourism	2017	2018	2019	Difference 2017-2019	Difference 2018-2019	2017-19%	2018-19%
January	9,500,000	12,000,000	15,300,000	5,800,000	3,300,000	61%	28%
February	1,300,000	15,000,000	20,300,000	19,000,000	5,300,000	1462%	35%
March	6,000,000	9,700,000	12,150,000	6,150,000	2,450,000	103%	25%
April	8,750,000	10,400,000	14,800,000	6,050,000	4,400,000	69%	42%
May	7,000,000	7,100,000	12,070,000	5,070,000	4,970,000	72%	70%
June	4,000,000	2,350,000	5,907,500	1,907,500	3,557,500	48%	151%
July	5,000,000	14,150,000	12,112,500	7,112,500	-2,037,500	142%	-14%
August	5,500,000.00	13,050,000.00	16,107,500	10,607,500	3,057,500	193%	23%
September	6,250,000.00	12,350,000.00	5,865,000	-385,000	-6,485,000	-6%	-53%
October	13,250,000.00	7,800,000.00	19,167,500	5,917,500	11,367,500	45%	146%
November	9,000,000.00	17,750,000.00	18,530,000	9,530,000	780,000	106%	4%
December	6,000,000.00	24,450,000.00	9,562,500	3,562,500	-14,887,500	59%	-61%
<b>Sub Total</b>	<b>81,552,017.00</b>	<b>146,100,000.00</b>	<b>161,872,500.00</b>	<b>80,320,483.00</b>	<b>15,772,500.00</b>	<b>98%</b>	<b>11%</b>
Summary of Total revenue generated in 2017-2018-2019							
Types of revenues generated	2017	2018	2019	Difference 2017- 2019	Difference 2018-2019	2017-19%	2018-19%
License issuance	3,288,904,076	5,769,143,750	7,762,659,726.00	4,473,755,650	1,993,515,976	136%	35%
Permits	6,050,892,520	6,632,431,284	7,472,645,227.00	1,421,752,707	840,213,943	23%	13%
Tourism	81,552,017	146,100,000	161,872,500.00	80,320,483.00	15,772,500.00	98%	11%
<b>Total</b>	<b>9,421,348,613.00</b>	<b>12,547,675,034.00</b>	<b>15,397,177,453.00</b>	<b>5,975,828,840.00</b>	<b>2,849,502,419.00</b>	<b>63%</b>	<b>23%</b>

## ANNEXES & ATTACHMENTS

### I. Ministry officials photos



Barkhad Abib Hassan  
Director of Planning Department



Ahmad Abdirahman Mohmud  
D. Director of Planning Department



Ibrahim Mohamed Ismail  
Director of Communication  
& Technology



Fuad Rashid Bullo  
Director of Trade Development  
& Promotion



Fardous C/Laahi Axmed  
Director of Human resources Department



Cabdale Maxamud Sh.C/laahi  
Director of Industry



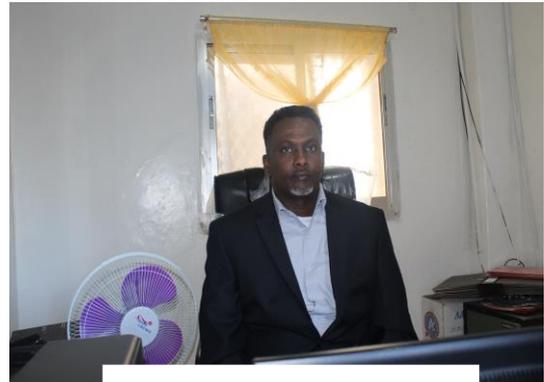
Fadumo Axmed Awale  
Director of Legal Unit



Ali Farah Jama (Handulle)  
Director of Tourism Development



Botaan Maxamed Xasan  
Director of Industrial Environmental  
Protection



Jibriil Maxamed Cilmi  
Director of Admin and Flnance



ALI Nuur Farah  
Duputy Director of Trade Development and  
promotion



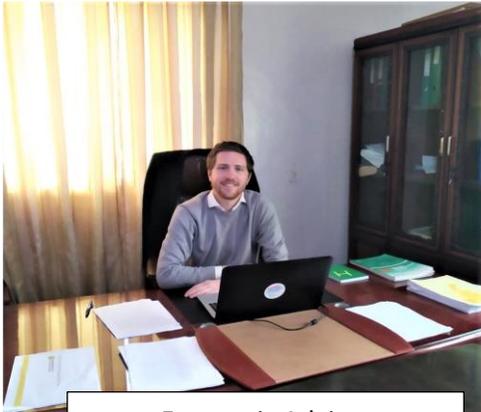
Dhuuh Cabdilaahi Abdi  
Director of Regions Department



Abdisalan Mohamed (Shabelleh)  
Director of Gums & Resins Department



Xasan cumar C.Iaahi  
DD of Human resources



Economic Adviser  
Adria Rius Rodriguez



Ayanle Abdirahman Ibrahim  
Director of Archeology Department



Abdirashid Mohamed Abdir  
Director of MOTIT-BOT coordinator