

**REPUBLIC OF SOMALILAND
MINISTRY OF TRADE AND TOURISM**



Tog-Wajaale Cross-Border Trade Survey

Table of Contents

1. Introduction	1
2. Background and objectives	1
3. Methodology	2
4. Results.....	3
4.1. Profile	3
4.2. Trade Patterns.....	4
4.3. Challenges	6
4.4. Government Support	7
5. Ethiopia-Somaliland trade in Tog-Wajaale.....	8
6. Summary	9
ANNEX I: Import and Export Figures.....	11

List of Tables and Figures

List of Tables

Table 1. Change in import tariff rates, Ethiopia 8

Table A1. Somaliland Imports from Ethiopia (2020)..... 11

Table A2. Exports from Somaliland to Ethiopia (2020) (Number of Transactions)..... 13

List of Figures

Figure 1. Age of respondents (a) and Number of children per respondent (b) 3

Figure 2. Institution of registration (a) and Reason why business is not registered (b)..... 4

Figure 3. Time respondent has been trading in Tog-Wajaale (a) and Number of years if respondent has been trading for two years or more (b) 4

Figure 4. Agent from whom respondent buys goods (a) and agent to whom respondent sells goods (b)..... 5

Figure 5. Value of stock (a) and Monthly income (b) 5

Figure 6. Monthly income by business type (a) and Monthly income by gender (b) 6

Figure 7. Top 3 challenges 7

Figure 8. Rating of common challenges 7

Figure 9. Types of government support 8

1. Introduction

Somaliland aims at promoting sustainable growth through increased trade integration with its main trading partners. To this end, the government is implementing laws, regulations and policies that can remove trade barriers and provide a better business environment for local producers, traders, and logistics companies that can help upscale Somaliland's position in the Horn of Africa. As part of the design of the Somaliland National Trade Policy, the Ministry of Trade and Tourism (MoTT) must gather the necessary information about tariff and non-tariff barriers hampering trade growth. One outstanding issue is that of Cross-Border Trade (CBT) which, in light of the lack of a comprehensive trade agreement between Ethiopia and Somaliland, is particularly acute.

This survey is aimed at helping the MoTT and the Somaliland government to have a better understanding of CBT practices in Tog-Wajaale, one of the most important transit zones for Somaliland-Ethiopian trade and a key component of the Berbera Corridor project. The survey interviewed traders operating in Tog-Wajaale and enticed information about their (i) profile, (ii) trade patterns, (iii) challenges, and (iv) government support. By providing evidence of CBT patterns in Tog-Wajaale, this survey will help design CBT and, in particular, small-scale CBT facilitation measures such as developing a simplified customs declaration form or creating a Trade Information Desk at the border.

The target population of the survey are all retailers and wholesalers operating in Tog-Wajaale. The survey follows a non-probabilistic method and interviewees were selected using purposive sampling. The final sample size was 200 interviewees. Data collection was carried out using structured interviews and the Computer-Assisted Personal Interview (CAPI) software *KoboToolbox*. The analysis is primarily descriptive and results are not generalisable, but nevertheless offer valuable insights into and evidence of current CBT practices in Tog-Wajaale.

The remaining of the report is structured as follows. Next section outlines the background and objectives of the study. Section 3 explains the methodology. Section 4 presents the main results. Based on the results of the survey, Section 5 extends the analysis by providing further detail on Ethiopian-Somaliland trade in Tog-Wajaale. Section 6 concludes by summarising the main tenets of the report.

2. Background and objectives

Somaliland is an open economy, with remittances and imports playing a key role in economic activity. Trade is set to become even more important as a result of the Berbera Corridor project. These developments are likely to increase the value of Somaliland as a transit zone, reduce the cost of imported goods, increase government revenue, and create direct jobs in the clearance, forwarding, transport, shipping, and ancillary service sectors such as finance and accounting. In addition, the facilitation of trade by reducing tariff and non-tariff barriers holds potential for improving working conditions, formalisation, and reducing the costs of trade, ultimately benefiting small-scale traders along the Somaliland-Ethiopian border. With the aim of harnessing these opportunities and as part and parcel of the Somaliland National Trade Policy, the MoTT intends to make of Cross-Border Trade (CBT) a key component of current trade facilitation efforts.

At present, there is no trade agreement between Somaliland and Ethiopia. Consequently, each country applies its own tariffs and customs procedures. Generally speaking, the Ethiopian government does not allow Somaliland citizens in Tog-Wajaale to cross the border and sell goods in Ethiopia. In addition to having to prove their Ethiopian nationality, Ethiopian

importers and exporters must hold a Letter of Credit (LC) from an Ethiopian commercial bank. On the other hand, the Somaliland government permits Somaliland citizens living in the Somali regions of Ethiopia and who also hold the Ethiopian citizenship, to import goods into Somaliland as long as they abide by the applicable customs regulations, which are relatively easy to comply with. This results in a situation whereby Somaliland citizens living in the Somali regions of Ethiopia adjacent to Tog-Wajaale can import goods into Somaliland, while Somaliland-based citizens are not able to trade their goods in Ethiopia.

Under these circumstances of (i) high import tariffs and (ii) stringent trade requirements, the present situation triggers a network of informal traders aiming at freely crossing the border and trading in Ethiopia (e.g. Somaliland citizens) and traders of relatively large consignments who attempt to avoid paying import taxes (e.g. Ethiopian citizens). Therefore, the current stringent requirements practically impede formal CBT of small-scale consignments. As a result, most goods are sold in Tog-Wajaale, which is recognized as an open market where Ethiopians flock to buy. The failure of the two governments to reach a comprehensive agreement on cross-border trade is the main reason underlying current trade practices.

Within this context, the objective of this survey is to help the Ministry understand the current state of cross-border trade in the Somaliland-Ethiopian Tog-Wajaale border with particular reference to Tog-Wajaale retailers and wholesalers (small scale traders). The survey aims at understanding how not being allowed to trade across the border is an important hurdle to their businesses, and the extent to which they would benefit from an open-border trade agreement.

To this end, the questionnaire used for the interview includes a mix of questions on:

1. Profile: age, gender, alternative source of income, registration status.
2. Trade patterns: stock value, types of traded goods, whom do they deal with, monthly income.
3. Challenges: transport, infrastructure, customs, finance.
4. Institutional environment: support received from government, suggestions for government action.

Information gathering in these areas can help simplify CBT measures, with potential action for:

- Development of a simplified customs declaration form (and procedure)
- Development of a common list of qualifying goods
- Establishment of a cross-border trade association
- Establishment of a Trade Information Desk at the border
- Ensuring goods have a (simplified) certificate of origin (if possible)
- Creation of a register of small-scale traders

Eventually, aiming at the establishment of better market infrastructures, improving capacity, and providing financial support to help traders keep their businesses afloat. Ultimately, this would boost trade, improve standards, and generate income most primarily for those trading across the border.

3. Methodology

The target population of the survey are all retailers and wholesalers operating in Tog-Wajaale. The study assumes they are either directly or indirectly involved in CBT given they either sell to Ethiopians who buy goods in Tog-Wajaale and subsequently cross the border, or indirectly buy/sell in Ethiopia through any means of trade networks.

The methodology is based on primary data collection through a structured interview with 4 sections: (i) profile, (ii) trade patterns, (iii) challenges, and (iv) government support. The questionnaire design was partly based on surveys used in other countries for similar purposes, such as *WB (2010) Cross Border Trader Impact Evaluation 2010, Baseline Survey*. The population of the survey are all retailers and wholesalers operating in Tog-Wajaale, as defined above. Purposive sampling was used to select survey respondents, which is a non-probabilistic technique. The sample size was set at 200 traders. Although the findings cannot be generalized, they provide the Ministry with benchmark data of CBT in Tog-Wajaale.

Interviews were conducted using the Computer-Assisted Personal Interview (CAPI) software *KoboToolbox*. Enumerators were MoTT officials based in the Tog-Wajaale MoTT office. Training aimed at ensuring enumerators have a full understanding of the questionnaire and of the *KoboToolbox* software, and was undertaken prior to conducting the interviews. The training sessions were supervised and coordinated by the Director General with support from the MoTT Departments of Planning, Regions and Trade. Overall project management was provided by the Department of Planning and Development. The analysis of the data is primarily descriptive. Preliminary results are presented in this report.

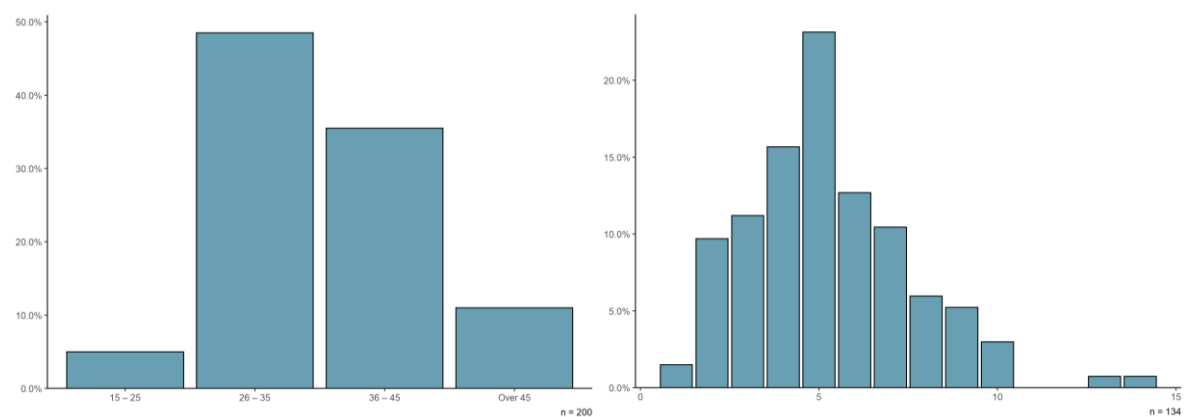
4. Results

4.1. Profile

Most respondents (88%) were Tog-Wajaale residents and 85% were male. Those who were not Tog-Wajaale residents are likely to have businesses in other cities. Almost 50% of total respondents were aged between 26-35 years old, followed by the 36-45 age range. Approximately 15% of total respondents were aged either over 45 or between 15 and 25 years old (Figure 1a). Most of the respondents had a family of their own (72%), with an average of 5 children per respondent (Figure 1b). For nearly 90% of the respondents, trading was their main business and they had no alternative source of income.

In addition, residents in Tog-Wajaale are known for having family ties with their relatives in the other side of the border and all the way to Jigjiga. In this respect, 38 respondents said they do cross the border often, with almost 60% crossing to the Ethiopian side 5 days per week or more. This validates prior knowledge of the close relations existing between groups on both sides of the border.

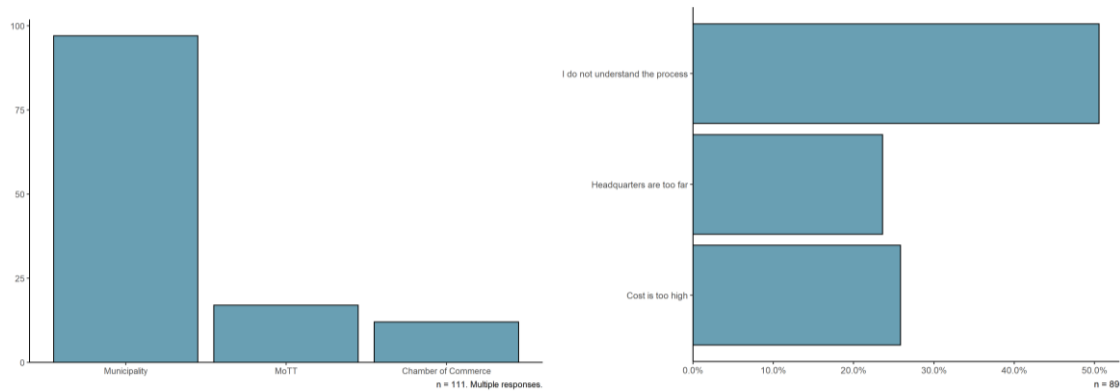
Figure 1. Age of respondents (a) and Number of children per respondent (b)



Respondents operated as either retailers or wholesalers, with approximately 65% being retailers and the remaining 35% wholesalers. 55% of respondents had their business registered, often in more than one institution. In total, registrations in the municipality were considerably greater than those with the MoTT or the Chamber of Commerce. In fact, only 17

businesses were registered at the MoTT (Figure 2a). As per the main reason for the lack of registration of their businesses, they argued that they did not understand the process (45 respondents), the headquarters were too far (21 respondents), or that the cost of registration was too high (23 respondents) (Figure 2b).

Figure 2. Institution of registration (a) and Reason why business is not registered (b)

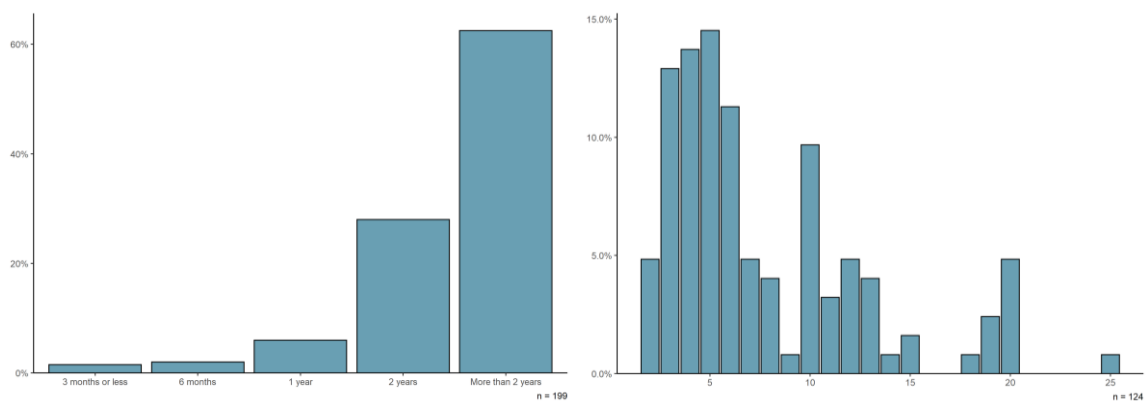


With relation to the institutional landscape, most respondents were not part of a business association and it seems there is no association in Tog-Wajaale that is specific to traders relying directly or indirectly on CBT. Albeit not pointed out as a way to support their business, this could be a potential action gap to be filled through government action.

4.2. Trade Patterns

Most businesses had been operating in the Tog-Wajaale border (direct or indirect trade) for more than two years (124 respondents). Out of these, the average time they had been running their business is 7.7 years with a median value of 6 years. Some had been operating in Tog-Wajaale for over 20 and 25 years (Figure 3a, 3b).

Figure 3. Time respondent has been trading in Tog-Wajaale (a) and Number of years if respondent has been trading for two years or more (b)

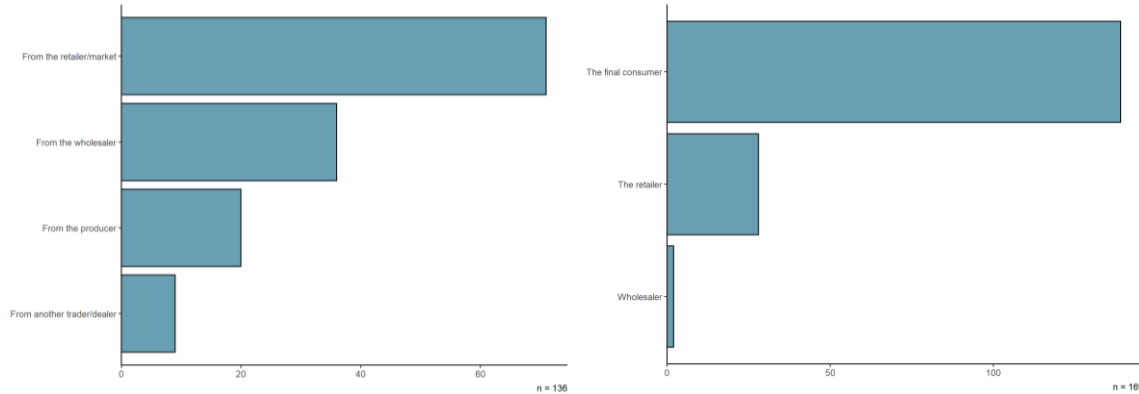


The main activity they performed was 'buying and/or selling' (87%) and 'importing' (11%), with only 4 respondents either 'exporting' or 'importing and exporting'. Of those who 'buy and sell', a meagre 2% did 'buying only', meaning virtually all traders either 'buy and sell', or 'only sell'. This is aligned with the nature of their businesses as retailers/wholesalers. With respect to the goods bought and sold, the largest single item was clothes and shoes, followed by electronics, medicines, livestock, vegetables and other foodstuffs, and baggage.

When looking at whom did they buy/sell their goods, selling activities were primarily focused on the final consumers, although some respondents argued they also sold to either another

retailer or the wholesaler (Figure 4a). With respect to buying, respondents bought from the retailer/marketplace, followed by the wholesaler, the producer, and other traders/dealers (Figure 4b). These markets refer to either Tog-Wajaale or other internal markets within Somaliland.

Figure 4. Agent from whom respondent buys goods (a) and agent to whom respondent sells goods (b)



The survey also asked respondents about the approximate, cumulative value of the products they trade (shop stock value). The distribution of the answers is relatively stable across most ranges (\$0 - \$500, \$501 - \$1000, \$1001 - \$1500, \$1501 - \$2000, over \$2000) and each range of \$2000 or lower accounts for between 13% and 18% of all responses for a total of 66%. The rest of the respondents indicated to have a total stock value greater than \$2000. As expected, when the data are split by business type, the product/store value of wholesalers is strongly skewed towards the 'over \$2000' range (Figure 5a).

Interviewees were also asked to indicate, approximately, their monthly income. Excluding two wholesalers who reported excessively high monthly incomes of \$80,000 and \$90,000, the average monthly income was \$994, with a median of \$250, and with 75% of the sample earning approximately \$470 or less per month. The average monthly income of retailers is \$557, against \$1523 in the case of wholesalers. By focusing on those respondents earning less than \$1000 per month, which represent 86% of the total sample, it becomes clear that most respondents fall within the range of \$0 - \$300 per month (Figure 5b). Looking at income by gender and type of business, retailers' and women's income distribution is more skewed towards the left (lower income values) in comparison to wholesalers and men (Figure 6a, 6b).

Figure 5. Value of stock (a) and Monthly income (b)

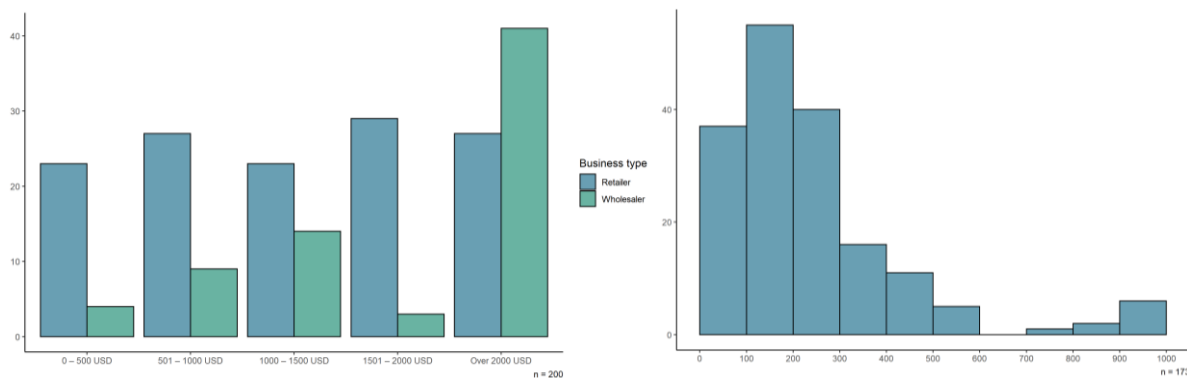
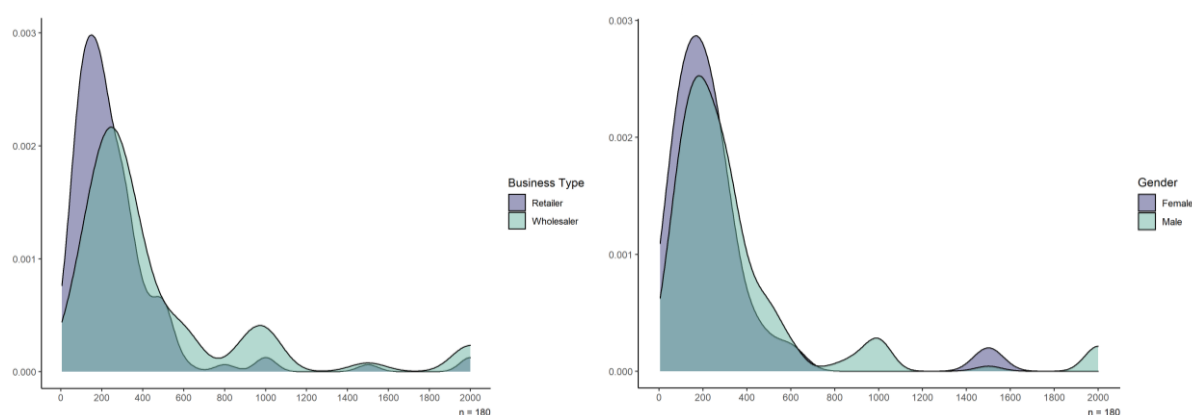


Figure 6. Monthly income by business type (a) and Monthly income by gender (b)



4.3. Challenges

The survey asked respondents which were the 3 most important challenges they were facing. The challenge that received the highest attention was volatility of the exchange rate (SLS, USD, Birr), which also relates to currency exchange availability issues, the sixth most cited issue. The second main concern was not being able to cross the border, followed by high taxes and low income. Poor infrastructure and transport costs accounted for a significant share of total responses as well. The current war in Ethiopia was also mentioned. Finally, only a few traders argued to not be facing any issues at all (Figure 7).

In order to explore further these issues, the survey asked respondents to rate (high, medium, low) difficulties related to 4 main areas that were regarded as particularly challenging: transport, finance, infrastructure¹, and customs (Figure 8). In line with the previous responses, finance and infrastructure stood out as the ones for which the rating 'high' was greater. In this regard, responses on financial issues were more clearly articulated towards 'high', while for infrastructure, many respondents also found the issues not to be so daunting ('low'). Most respondents rated transport- and customs-related challenges as 'low'². The latter result can be expected given that the virtual prohibition for Somaliland traders to cross the border makes customs-related operations seemingly irrelevant.

Thus seen, not being able to cross the border, the main focus of this survey, was cited as one of the three most important challenges traders are facing by 50 respondents, and overall accounted for the third most cited challenge. In this respect, in a related survey question 156 respondents (78%) argued they would benefit from being able to freely cross the border with consignments of less than \$2000. When specifying how being able to cross the border would benefit their business, they stressed how they perceived border crossing as key to their business operations. In fact, in a separate question, virtually all respondents indicated they would like to see their businesses to grow (98.5%). Finally, some of them emphasised security issues related to currently having to rely on informal trade networks.

¹ Infrastructure should be understood in a broad sense (e.g. not just roads but also hospitals and appropriate city planning, amongst others).

² Challenges related to customs include most primarily goods declaration, bureaucratic procedures and licensing and permit issuances.

Figure 7. Top 3 challenges

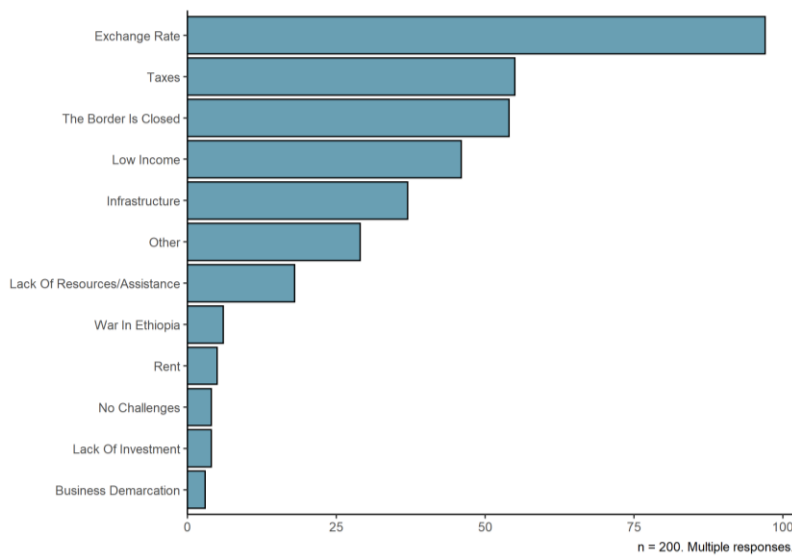
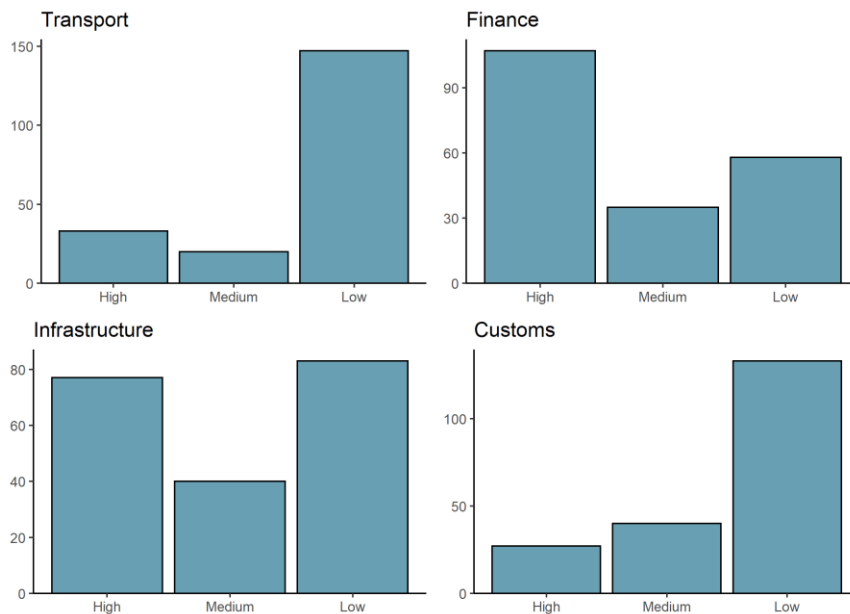


Figure 8. Rating of common challenges



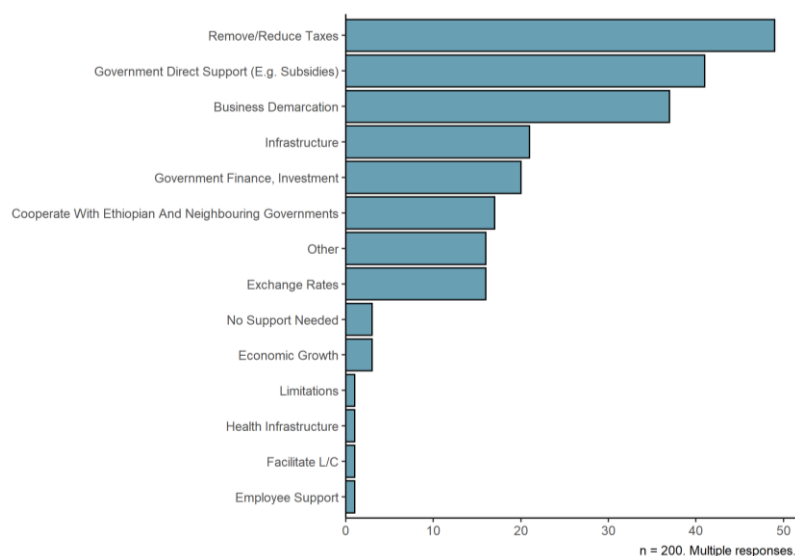
4.4. Government Support

Finally, the survey asked about what types of government support they would expect from the government (Figure 9). The first and foremost requirement was linked to the removal or reduction of taxes, which was also identified as the third biggest challenge, as specified above. Traders also argued in favour of direct support measures such as direct financial assistance. The third most important action they perceived the government should undertake was to establish a clearer distinction between retailers and wholesalers and the permits thereof. This responds to issues arising from wholesalers who do not have a retailer license undertaking retailing activities thus competing with retailers.

Two further measures, related to each other, are infrastructure improvements and government investment. Cooperating with neighbouring governments and the Ethiopian government in particular to facilitate cross-border trade was also highlighted by some respondents. The latter incorporates requests to open the border and ease trade restrictions, and is related to

'Facilitate LC' responses. Finally, government support in stabilising the exchange rate and ensuring currency exchange availability, in line with what respondents argued in Section 5.3., also featured prominently.

Figure 9. Types of government support



5. Ethiopia-Somaliland trade in Tog-Wajaale, a closer look

The results above shed light on the profile, trading patterns, challenges, and requests for government action of traders operating in the Somaliland-Ethiopia border and, more specifically, in the city of Tog-Wajaale (Somaliland), where most CBT happens. This trade is the result of the demand for goods imported through the Berbera Port and carried along the Berbera Corridor.

At this stage, and based on the survey results, this report looks into Ethiopia's customs regime to better understand why some CBT uses informal networks to avoid paying import taxes. This follows respondents' responses in Section 4.3, which revealed that the third most significant concern was not being able to cross the border due to high tariffs and the complexity of access to the Ethiopian market. Therefore, this section examines current Ethiopian customs tariff structures in order to shed light on current tariff barriers to trade.

On August 6, 2021, Ethiopia's Ministry of Finance (MoF) issued a new tariff handbook, which updated rates of over 8,000 import commodities. The Ministry of Finance announced that rate increases will be targeted on industry and agriculture products, with the objective of substituting imported finished commodities with domestically produced goods. The new tariffs, according to the MoF, will aid two strategies. The first aims to use higher tariffs to make locally produced items cheaper than imported ones of equivalent quality. The second method aims to encourage local manufacturers by lowering tariffs on imported inputs that are not available locally. An example of how tariffs have changed for goods that would be susceptible to be traded between Somaliland and Ethiopia are the following:

Table 1. Change in import tariff rates, Ethiopia

Product	Unit	Customs Tariff 2019	Customs tariff 2021	Change
Fish and crustaceans, molluscs and other aquatic invertebrates	Kg	10%	25%	+15%

Soap or detergent	Kg	30%	35%	+5%
Scrap	Kg	5%	free	-5%
Frankincense	Kg	5%	35%	+30
Electrical appliance	Kg	20%	35%	+15
Soft drinks	Kg	35%	35%	0%

Source: GoE (2019)³, GoE (2021)⁴

Therefore, customs tariff rates have been increased, which might discourage Somaliland businesses considering exporting such goods to Ethiopia as they will be less competitive in the market. This applies to the goods exported from Somaliland to Ethiopia, which in accordance to 2020 trade data are primarily onions, beans, watermelon, sesame oil, scraps, powder soap, and powder milk. According to the Ethiopia Customs Tariff Book 2021, import of these goods is currently taxed at 35% (onions, beans, soap, frankincense, electrical appliances) and 25% (fish), which can be considered as particularly high tariffs not least when these items are traded in large quantities. Interestingly, most goods traded into Ethiopia go through Burco rather than Tog-Wajaale⁵.

Goods that go through the formal process are declared, thus are also kept in record by the Ministry of Trade. Complementing the figures on Somaliland exports to Ethiopia above, MoTT data for 2020 allows for a better understanding of Somaliland imports from Ethiopia, both through Tog-Wajaale and other customs in the country. Accordingly, vehicles are the most commonly imported good, normally in the form of cars and trucks. Cereals such as wheat, daafi, and kidneys are also widely traded. Third, petroleum oil and kerosene in particular. Other widely traded products are fruits, sorghum, onion, and other foodstuffs, as well as soap, wood, and cement⁶. Most of the recorded transactions (86%) enter Somaliland through Tog-Wajaale customs.

In addition to this, the Ethiopian government used to use the Franco-Valuta privilege to ease CBT restrictions. Franco-Valuta refers to the authorization to import goods without the importer having to meet normal requirements such as opening a Letter of Credit (L/C). The importation of goods on a Franco-Valuta basis is currently incorporated into trade legislation⁷ which establishes a list of goods and entities that may make use of this privilege. For instance, the regulation applies to “goods imported for official use of diplomatic and consular missions, international organizations and donor agencies”. This provision is particularly designed for importers of capital goods used for manufacturing processes but is not limited to these uses since the Regulation indicates that “The Minister may, upon sufficient cause in exceptional situations, allow goods to be imported on franco-valuta basis”.

There is one more exception to tariff payments which is border crossing by Ethiopian residents who do their daily shopping in Tog-Wajaale markets. They are not allowed to bring back to Ethiopia more than one small bag. This trade is largely irrelevant given rather than importing for sale in Ethiopia it is day-to-day goods consumed by the purchaser.

6. Summary

The present report has outlined the main results of the Cross-Border Trade survey undertaken by the Ministry of Trade and Tourism in November 2021. The survey aimed at increasing the

³ Government of Ethiopia (2019). *Tariff Book 2019*. Accessed at: <https://www.lawethiopia.com/index.php/volume-3/6460-custom-tariff-books>

⁴ Government of Ethiopia (2021). *Tariff Book 2021*. Accessed at: https://www.lawethiopia.com/images/tariff%20books/tariff_book_english_version_june_29.pdf

⁵ See Annex I for the list of goods exported from Somaliland to Ethiopia

⁶ See Annex I for the list of goods imported into Somaliland from Ethiopia

⁷ Revised Regulation on the Importation of Goods on a Franco-Valuta Basis, Council of Ministers Regulation No. 88/2003 G.C.

MoTT's understanding of the profile of and challenges faced by retailers and wholesalers operating in Tog-Wajaale, with a particular focus on how not being allowed to trade across the border hampers their businesses. To that end, the report is complemented with a section on Ethiopian customs tariffs.

Respondents were mostly Tog-Wajaale male residents whose main activity was either retail or wholesale. While most of them were registered with at least one type of institution (e.g. municipality), only a very few were registered with the MoTT, arguing that they perceived the registration processes as too complex. Similarly, only a very few were part of a business association, indicating that there is scope for creating a CBT association in Tog-Wajaale.

Trade patterns were aligned with the profile of the interviewees. When the most extreme values were excluded, the average monthly income of respondents was \$900, with 75% of respondents earning \$300 or less. Wholesalers' average income was greater than that of retailers, as well as men's income compared to women's. Respondents had been operating in Tog-Wajaale for an average of 7.7 years and most of them had families, with an average approximately 5 children per person. Almost 90% had no alternative source of income.

The survey found that not being able to cross the border was highlighted as one of the three most important challenges by 50 respondents, and ranked third overall. Similarly, 156 respondents (78%) argued they would benefit from being able to freely cross the border with consignments of less than \$2000. When specifying how being able to cross the border would benefit their business, they stressed how they perceived border crossing as key to their business operations. The survey also enticed information about other challenges traders were facing. Respondents emphasised finance (e.g. low income), taxes, infrastructure (e.g. poor roads), and exchange rate volatility and foreign currency availability as key further issues.

Aligned with the above, respondents identified reducing taxes and providing direct financial support as the main actions the government could take. They also mentioned cooperating with neighbouring countries and Ethiopia in particular so as to ease trade restrictions as a potential area of intervention by the government. Support around the stabilisation of the exchange rate and the provision and improvement of hard infrastructure were also highly cited.

In sum, and with respect to the main objectives of the study, this survey sheds light on how current limitations to trade are hampering the growth of Tog-Wajaale traders in both the retail and wholesale sectors. Therefore, it is recommended that Somaliland's government negotiates with the Ethiopian government a facilitated trade regime for small traders crossing the border. Especially, it is suggested that small-scale trade (e.g. consignments of \$2000 or less) can freely cross the border, potentially benefiting from the Franco-Valuta privilege.

ANNEX I: Import and Export Figures

Table A1. Somaliland Imports from Ethiopia (2021)⁸

HS CATEGORY, 4 DIGITS	Number of Transactions ⁹
Motor cars and other motor vehicles; principally designed for the transport of persons (other than those of heading no. 8702), including station wagons and racing cars	31
Buckwheat, millet and canary seed; other cereals	30
Petroleum oils and oils from bituminous minerals, not crude; preparations n.e.c. containing by weight 70% or more of petroleum oils or oils from bituminous minerals; these being the basic constituents of the preparations; waste oils	21
Melons (including watermelons) and papaws (papayas); fresh	19
Plastic articles for the conveyance or packing of goods; stoppers, lids, caps and other closures of plastics	16
Grain sorghum	16
Swedes, mangolds, fodder roots, hay, lucerne (alfalfa), clover, sainfoin, forage kale, lupines, vetches and similar forage products, whether or not in the form of pellets	15
Bananas, including plantains; fresh or dried	15
Onions, shallots, garlic, leeks and other alliaceous vegetables; fresh or chilled	15
Soap; organic surface-active preparations used as soap, skin washing, in bars, cakes, moulded pieces, shapes, liquid or cream, containing soap or not; for retail, paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent	13
Seeds, fruit and spores; of a kind used for sowing	12
Potatoes; fresh or chilled	11
Maize (corn)	11
Wood sawn or chipped lengthwise, sliced or peeled, whether or not planed, sanded or end-jointed, of a thickness exceeding 6mm	11
Tomatoes; fresh or chilled	11
Ground-nuts; not roasted or otherwise cooked, whether or not shelled or broken	8
Portland cement, aluminous cement (ciment fondu), slag cement, supersulphate cement and similar hydraulic cements, whether or not coloured or in the form of clinkers	8
Coffee, whether or not roasted or decaffeinated; husks and skins; coffee substitutes containing coffee in any proportion	7
Vegetables preparations n.e.c.; prepared or preserved otherwise than by vinegar or acetic acid, not frozen, other than products of heading no. 2006	7
Cobalt; mattes and other intermediate products of cobalt metallurgy, cobalt and articles thereof, including waste and scrap	6
Medicaments; (not goods of heading no. 3002, 3005 or 3006) consisting of mixed or unmixed products for therapeutic or prophylactic use, put up in measured doses (incl. those in the form of transdermal admin. systems) or packed for retail sale	6
Honey; natural	5
Paints and varnishes (including enamels, lacquers and distempers), excluding those of heading no. 3209, prepared water pigments of a kind used for finishing leather	5
Wheat and meslin	5
Pasta; whether or not cooked or stuffed with meat or other substance, or otherwise prepared, egg spaghetti, macaroni, noodles, lasagne, gnocchi, ravioli, cannelloni; couscous, whether or not prepared	5
Footwear; with outer soles of rubber, plastics, leather or composition leather and uppers of leather	5
Molasses; resulting from the extraction or refining of sugar	5
Poultry; live, fowls of the species Gallus domesticus, ducks, geese, turkeys and guinea fowls	4
Birds' eggs, not in shell; egg yolks, fresh, dried, cooked by steaming or boiling in water, moulded, frozen or otherwise preserved, whether or not containing added sugar or other sweetening matter	4
Cosmetic and toilet preparations; beauty, make-up and skin care preparations (excluding medicaments, including sunscreen or sun tan preparations), manicure or pedicure preparations	4
Polishes, creams, scouring pastes, powders and similar; in any form, (including articles impregnated, coated or covered with such), for furniture, footwear, floors, coachwork, glass or metal	4
Fixed vegetable fats and oils (including jojoba oil) and their fractions, whether or not refined; but not chemically modified	3

⁸ Imported products categorised into HS categories for simplicity

⁹ Number of transactions refers to the number of times a transaction of a product falling within the cited HS category is recorded by MoTT customs. It helps understand the frequency of trade. However, it should not be taken as indicative of the volume or value of trade.

Fermented beverages, n.e.c. in chapter 22; (egg cider, perry, mead)	3
Vegetables, fruit, nuts, fruit-peel and other parts of plants, preserved by sugar (drained, glace or crystallised)	3
Milk and cream; concentrated or containing added sugar or other sweetening matter	3
Plywood, veneered panels and similar laminated wood	3
Prepared foods obtained by swelling or roasting cereals or cereal products (egg corn flakes); cereals (other than maize (corn)) in grain form or in the form of flakes or other worked grains (not flour and meal), pre-cooked or otherwise prepared, n.e.c.	2
Gauze; other than narrow fabrics of heading no. 5806	2
Fruit juices (including grape must) and vegetable juices, unfermented, not containing added spirit; whether or not containing added sugar or other sweetening matter	2
Plastics; builders' wares n.e.c. or included	2
Tubes, pipes and hoses and fittings thereof (for example, joints, elbows, flanges), of plastics	2
Coal gas, water gas, producer gas and similar gases, other than petroleum gases and other gaseous hydrocarbons	2
Dates, figs, pineapples, avocados, guavas, mangoes and mangosteens; fresh or dried	2
Tractors; (other than tractors of heading no 8709)	1
Ginger, saffron, tumeric (curcuma), thyme, bay leaves, curry and other spices	1
Stoves, ranges, grates, cookers (those with subsidiary boilers for central heating), barbecues, braziers, gas-rings, plate warmers and similar non-electric domestic appliances and parts, of iron or steel	1
Citrus fruit; fresh or dried	1
Tea	1
Perfumery, cosmetic or toilet preparations; pre-shave, shaving, after-shave, bath preparations; personal deodorants and depilatories; room deodorisers, perfumed or not with disinfectant properties or not	1
Containers for compressed or liquefied gas, of iron or steel	1
Leguminous vegetables; shelled or unshelled, fresh or chilled	1
Suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches and shorts (other than swimwear); men's or boys' (not knitted or crocheted)	1
Butter and other fats and oils derived from milk; dairy spreads	1
Tanned or crust hides and skins of bovine (including buffalo) or equine animals, without hair on, whether or not split, but not further prepared	1
Seeds of anise, badian, fennel, coriander, cumin, caraway or juniper	1
Glass beads, imitation pearls, precious or semi-precious stones and similar glass smallwares, statuettes and other ornaments of worked glass; glass microspheres not exceeding 1mm in diameter	1
Foliage, branches and other parts of plants, without flowers or flower buds, and grasses, mosses and lichens; suitable for bouquets or for ornamental purposes, fresh, dried, dyed, bleached, impregnated etc.	1
Ceramic building bricks, floor blocks, support or filler tiles and the like	1
Dish washing machines; machinery for cleaning, drying, filling, closing, sealing, capsuling or labelling bottles, cans, boxes, bags, etc, machinery for aerating beverages	1
Starches; inulin	1
Imitation jewellery	1
Clothing accessories n.e.c.; parts of garments or accessories other than those of heading no. 6212 (not knitted or crocheted)	1
Footwear; with outer soles and uppers of rubber or plastics (excluding waterproof footwear)	1
Clothing accessories; made up, knitted or crocheted, knitted or crocheted parts of garments or of clothing accessories	1

Table A2. Exports from Somaliland to Ethiopia (2021) (Number of Transactions)

PRODUCT	Burco	Tog-Wajaale
Beans	3	
Fresh fruit	3	
Macsaro	2	
Onion	5	
Powder milk		1
Powder soap		1
Scraps	5	
Sweet lemon	1	
Watermelon	3	