



**Somaliland Ministry of  
Trade and Tourism**

Q4 2023

# **MOTT STATISTICAL BULLETIN**

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A quarterly publication from the Somaliland  
Ministry of Trade and Tourism on the state  
of in-house business registration, licensing,  
and tourism data.

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# Introduction

## Ministry of Trade and Tourism (MoTT)



### Vision

The Vision for the Ministry of Trade and Tourism is to have a nation whose citizens enjoy dynamic and sustained economic growth, leading with world-class Manufacture, enterprises, innovative and productive Small and Micro Enterprises and best tourism destination.



### Mission

The Mission for the Ministry of Trade and Tourism is to facilitate the creation of business enabling environment and infrastructure for accelerated growth of local and international trade, formulation and implementation of a comprehensive strategy for sustainable industrialization to mitigate poverty, stimulate job creation and enhancing Somaliland's international competitiveness and enhancement of the tourism sector as key engine of social-economic growth in Somaliland.



### Objective

The objective of the ministry is to ensure effective trade facilitation and improved tourism sector for enhanced economic growth.



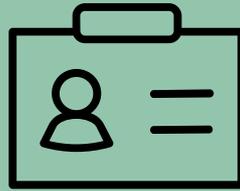
## Data Collection

As part of its mission, the Ministry of Trade and Tourism maintains the Business Registration and Licensing System (BRLS). BRLS is an online portal where businesses can be registered, and licenses obtained, without the need to attend the MoTT offices in person. This requires the collection of some business and firmographic data, including TIN number, business name, region, business activity, contact details, and others. This microdata is hosted securely and kept confidential. The Ministry also maintains the tourist site of Laas Geel, which hosts some of the oldest cave paintings in the region. The ticketing process involves the collection of nationality and number of tickets sold.



MoTT collects data such as business name, region, type, and contact details as part of the online business registration process. Microdata is held securely on MoTT servers, and is aggregated for publication within this report.

### Business Registration



Registered businesses can apply for a business license. Additional data captured includes the business activity, city/town, and license validity. These data can be joined with registration data to create one comprehensive dataset.

### Business Licensing



MoTT collects data on the number of tourists visiting the Laas Geel site. Personal information such as names and contact details are not kept in the MoTT dataset. Nationality information is stored and published in the aggregate.

### Tourism Services

# Methodology and Notes

The Ministry of Trade and Tourism tracks businesses at the industrial level through its Business Registration and Licensing System (BRLS). This serves as a business register that can be used to construct economic statistics and measure business activity. Data for this issue was downloaded on 15/01/2024.

## Business Registrations and Licenses

BRLS is an online system whereby businesses can be registered and licensed. This provides businesses with the required certification and legal authority to operate in Somaliland.

Businesses must create an account via the online portal. The user can then conduct a name search and register a business name with contact details. This business can then apply and pay for licenses depending on the activity they are in.

Throughout the process, data on geographical location, business activity, business type, and license validity are collected, as well as personal details associated with the business registration.

The Ministry of Trade and Tourism can access the full microdata; however, only aggregated data is published as part of the Ministry's data releases. If you believe any sensitive business information may be identifiable from the aggregated data, please contact the Ministry of Trade and Tourism.

These data are exported in .xlsx format and analysed by Ministry of Trade and Tourism staff for presentation in this Statistical Bulletin. Data are presented by time period, location, business activity, and business type.

Time of registration and time at which the license is granted are used as the date points in analysis. So an application made in 2022 but completed in the 2023 will count towards 2023 aggregates. The average difference between these times are included as an indicator in the sections below.

'Business licenses issued' includes both new licenses and renewed licenses in a given period. 'Valid licenses' is the number of active licenses that have not expired at a given point.

### Tourists

Tourists numbers, as measured by the Ministry of Trade and Tourism, are currently collated via tickets purchased for the Laas Geel site. As this is the most popular tourist site in Somaliland, this gives an indication of the number of international visitors who arrive in Somaliland for leisure purposes.

This is not, however, an ideal representation of total tourist numbers in Somaliland. To gain a better understanding of total international visitors to Somaliland, the Ministry of Trade and Tourism is working with Somaliland Immigration and the Central Statistics Office to obtain data on arrivals and to design a methodology by which tourist numbers can be estimated. This would involve a survey at Somaliland's main points of entry.

Estimates for tourist arrivals should be conducted using random sampling from Somaliland's principal land, sea, and air routes. This should ideally also cover earnings and expenditure associated with tourism.

Tourist estimates will be presented as part of this statistical bulletin once this process has been put in place.

# Business Registrations

**3,306** ▲ +69%

Businesses registered at the end of Q4 2023

(vs. 1,951 at the end of Q4 2022)

**1,355** ▼ -31%

Business registrations in 2023 up to end-Q4

(vs. 1,951 in same period 2022)

**1.7 days** ▼ -28%

Avg. time application to registration, 2023 up to end-Q4

(vs. 2.3 in same period 2022)

## Businesses Registered by Quarter

Quarter	2022	2023
Q1 Jan-Mar	368	456
Q2 Apr - Jun	459	282
Q3 Jul - Sep	619	320
Q4 Oct - Dec	505	<b>297</b>
Total	1951	1355

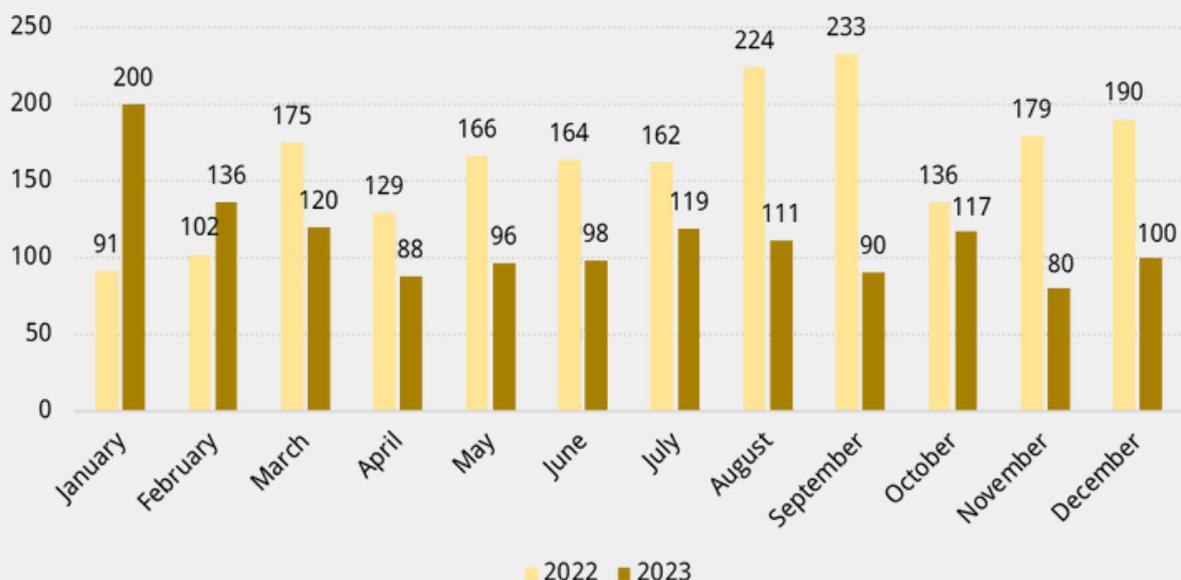
**Q4 2023**

**297** ▼ -41%

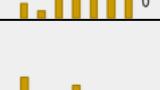
Businesses registrations in Q4 2023

(vs. 505 in same period 2022)

## Businesses Registered per Month, January 2022 - December 2023

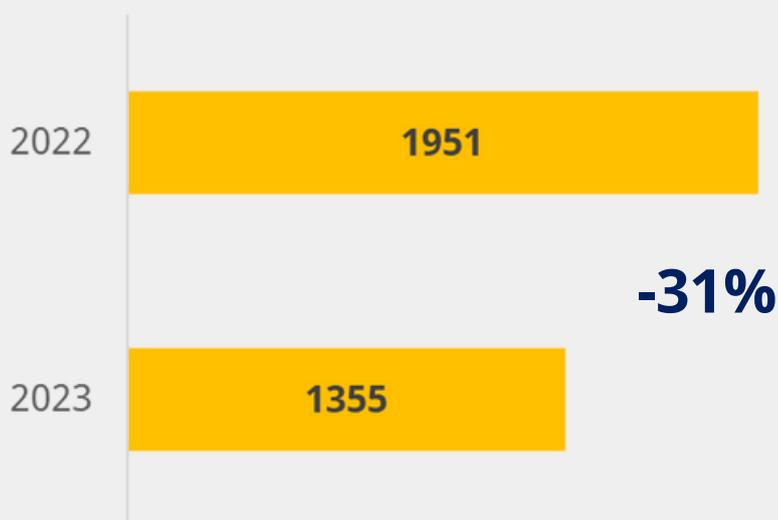


## Businesses Registered by Town, January 2022 - December 2023

Town	Year	Quarter				Trend
		Q1	Q2	Q3	Q4	
Hargeisa	2022	315	394	473	411	
	2023	377 ▲	234 ▼	275 ▼	251 ▼	
Berbera	2022	20	27	58	41	
	2023	40 ▲	18 ▼	17 ▼	29 ▼	
Borama	2022	11	25	44	17	
	2023	16 ▲	6 ▼	10 ▼	7 ▼	
Burco	2022	5	6	28	11	
	2023	17 ▲	12 ▲	7 ▼	7 ▼	
Wajaale	2022	6	4	6	9	
	2023	2 ▼	4 -	6 -	3 ▼	
Ceerigaabo	2022	2	1	4	9	
	2023	4 ▲	4 ▲	4 -	0 ▼	
Lascaanood	2022	5	2	3	4	
	2023	1 ▼	0 ▼	0 ▼	0 ▼	
Gabiley	2022	4	0	3	2	
	2023	0 ▼	4 ▲	1 ▼	0 ▼	

**Note:** The arrows represent the difference in business registrations compared to the same quarter in the previous year.

## Businesses Registered, January 2022 - December 2023



**Businesses Registered by Sector, January 2022 - December 2023**

		Quarter				Trend
Sector	Year	Q1	Q2	Q3	Q4	
Import	2022	84	139	210	159	
	2023	80 ▼	44 ▼	67 ▼	71 ▼	
Wholesale	2022	29	34	51	40	
	2023	30 ▲	22 ▼	22 ▼	35 ▼	
Logistics and Procurement	2022	22	22	20	30	
	2023	46 ▲	25 ▲	20 -	22 ▼	
Import and Export	2022	26	18	33	24	
	2023	21 ▼	15 ▼	19 ▼	10 ▼	
Export	2022	12	11	27	19	
	2023	25 ▲	22 ▲	18 ▼	14 ▼	
All Others	2022	195	235	278	234	
	2023	255 ▲	154 ▼	174 ▼	145 ▼	

**Businesses Registered by Type, January 2022 - December 2023**



Type	Q4 2023	Total
Single Member Company	254	2,647
General Partnerships	23	331
Company Limited By Shares (Public/Private)	14	246
All others	6	81

# Business Licenses

**4,331** ▲ +102%

**Total licenses\* issued at end of Q4 2023**

(vs. 2,142 at the end of Q4 2022)

**2,189** ▲ +10%

**Licenses issued in 2023 up to end-Q4**

(vs. 1,982 in same period 2022)

**2.9** days ▲ +26%

**Avg. time to license approval, 2023 up to end-Q4**

(vs. 2.3 in same period 2022)

\*includes expired licenses

## Licenses Issued by Quarter

Quarter	2022	2023
Q1 Jan-Mar	472	614
Q2 Apr - Jun	450	509
Q3 Jul - Sep	545	588
Q4 Oct - Dec	515	<b>478</b>
Total	1982	2189

**Q4 2023**

**478** ▼ -7%

**Licenses issued in Q4 2023**

(vs. 515 in same period 2022)

**2,185** **Valid licenses at end-Q4 2023**

(vs. 1,981 at end-Q4 2022) ▲ +10%

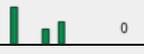
(vs. 2,226 at end-Q3 2023) ▼ -1.8%

**2,146** **Expired licenses at end-Q4 2023**

## Licenses Issued per Month, January 2022 - December 2023

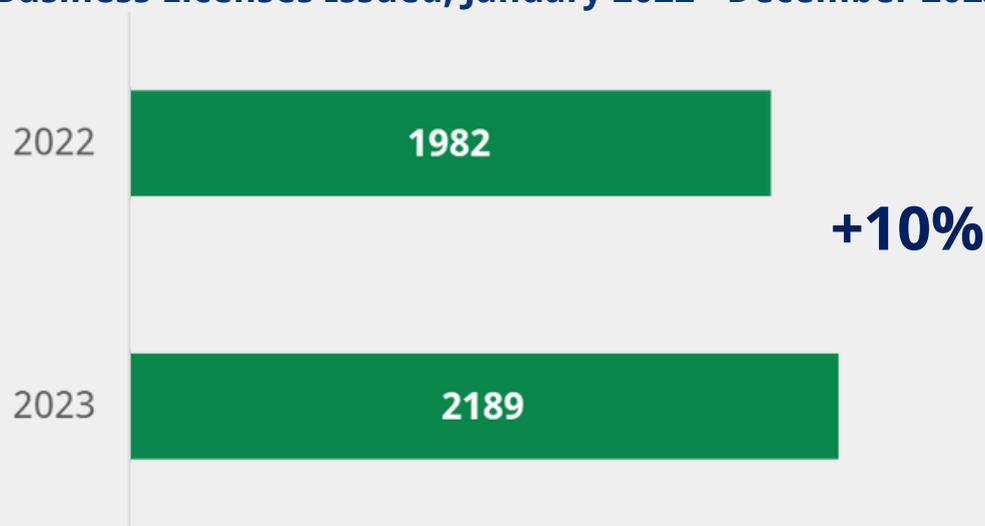


### Business Licenses Issued by Town, January 2022 - December 2023

Town	Year	Quarter				Trend
		Q1	Q2	Q3	Q4	
Hargeisa	2022	401	382	439	421	
	2023	523 ▲	444 ▲	529 ▼	414 ▼	
Berbera	2022	39	24	44	44	
	2023	55 ▲	26 ▼	29 ▼	39 ▼	
Borama	2022	10	26	35	13	
	2023	9 ▼	15 ▼	16 ▼	12 ▼	
Burco	2022	8	10	15	17	
	2023	17 ▲	14 ▲	6 ▼	4 ▼	
Wajaale	2022	6	6	6	5	
	2023	5 ▼	5 ▼	5 ▼	6 ▲	
Ceerigaabo	2022	1	2	2	10	
	2023	5 ▲	3 ▲	0 ▼	0 ▼	
Lascaanood	2022	5	0	2	3	
	2023	0 ▼	0 -	0 ▼	0 ▼	
Gabiley	2022	2	0	2	0	
	2023	0 ▼	1 ▲	0 ▼	1 ▲	

**Note:** The arrows represent the difference in business licenses compared to the same quarter in the previous year.

### Business Licenses Issued, January 2022 - December 2023



## Business Licenses Issued by Sector, January 2022 - December 2023

		Quarter				Trend
Sector	Year	Q1	Q2	Q3	Q4	
Import	2022	138	145	176	139	
	2023	148 ▲	105 ▼	143 ▼	91 ▼	
Wholesale	2022	36	30	41	46	
	2023	78 ▲	132 ▲	178 ▲	143 ▲	
Logistics and Procurement	2022	25	27	24	30	
	2023	45 ▲	31 ▲	27 ▼	28 ▼	
Import and Export	2022	25	22	30	28	
	2023	23 ▼	21 ▼	23 ▼	18 ▼	
Export	2022	13	18	18	24	
	2023	28 ▲	24 ▲	22 ▼	22 ▼	
All Others	2022	472	450	545	515	
	2023	614 ▲	509 ▲	588 ▼	478 ▼	

## Business Licenses Issued by New/Renewal, January 2022 - December 2023

Quarter	New Licenses		Renewed Licenses	
	2022	2023	2022	2023
Q1 Jan-Mar	221	325 ▲	251	289 ▲
Q2 Apr - Jun	269	314 ▲	181	195 ▼
Q3 Jul - Sep	291	376 ▲	254	212 ▼
Q4 Oct - Dec	264	325 ▲	251	153 ▼
Total	1045	1340 ▲	937	849 ▼

# Tourism

**829**  +29%

Tickets for Laas Geel bought in 2023 up to end-Q4  
(vs. 644 in same period 2022)

**301**  147%

Tickets bought by Somali-landers in 2023 up to end-Q4  
(vs. 122 in same period 2022)

**528**  1%

Tickets bought by foreigners in 2023 up to end-Q4  
(vs. 522 in same period 2022)

## Laas Geel Tickets Sold by Quarter

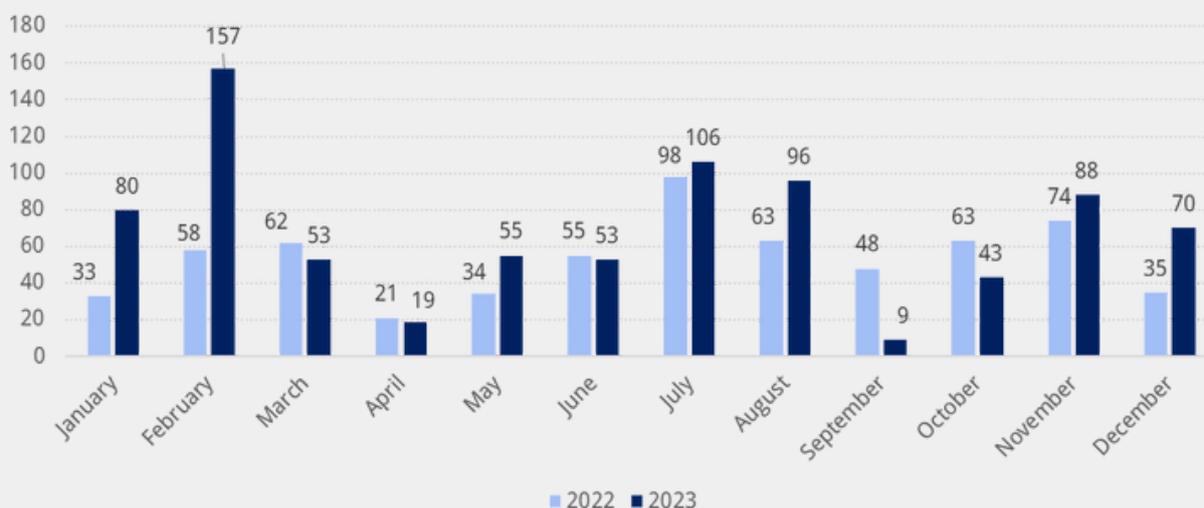
Quarter	2022	2023
Q1 Jan-Mar	153	290
Q2 Apr - Jun	110	127
Q3 Jul - Sep	209	211
Q4 Oct - Dec	172	<b>201</b>
Total	644	829

**Q4 2023**

**201**  -17%

Laas Geel tickets bought in Q4 2023  
(vs. 172 in same period 2022)

## Laas Geel Tickets Sold per Month, January 2022 - December 2023

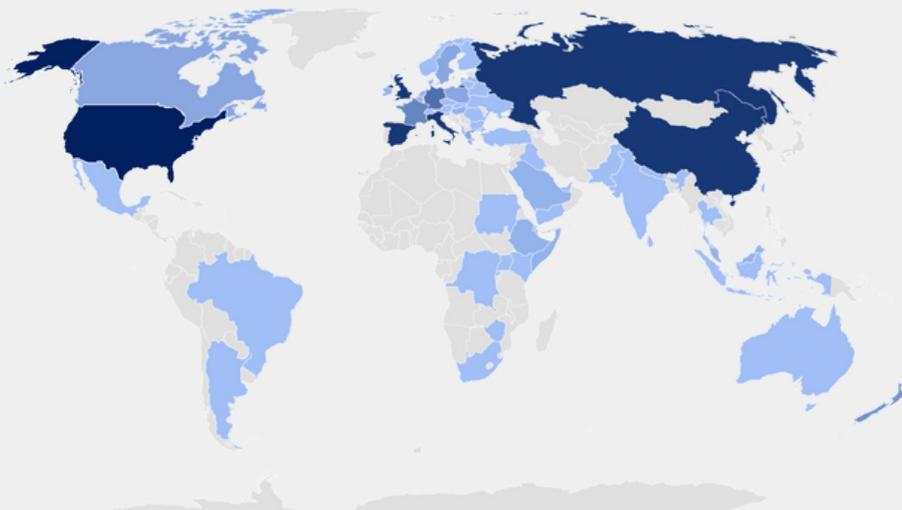


## Laas Geel Tickets Sold by Nationality, January 2022 - December 2023

Nationality	Year	Quarter				Totals	Trend
		Q1	Q2	Q3	Q4		
Somaliland	2022	46	38	149	31	264	
	2023	91	40	117	33	281 ▲	
United States	2022	27	9	6	15	57	
	2023	46	15	8	14	83 ▲	
United Kingdom	2022	8	9	20	15	52	
	2023	7	10	5	13	35 ▼	
China	2022	0	0	2	1	3	
	2023	3	9	20	14	46 ▲	
Russia	2022	0	1	1	1	3	
	2023	21	10	0	12	43 ▲	
Netherlands	2022	1	6	0	1	8	
	2023	4	5	13	2	24 ▲	
Germany	2022	2	0	6	5	13	
	2023	10	10	1	7	28 ▲	
Kenya	2022	5	1	2	3	11	
	2023	11	2	0	0	13 ▲	
Spain	2022	0	3	0	15	18	
	2023	3	1	0	12	16 ▼	
Thailand	2022	0	0	0	21	21	
	2023	0	0	0	0	0 ▼	
Italy	2022	6	1	3	0	10	
	2023	8	1	7	12	28 ▲	
Sweden	2022	0	6	5	0	11	
	2023	2	3	2	3	10 ▼	
Unknown	2022	2	0	12	25	39	
	2023	0	6	0	82	88 ▲	
All Others	2022	26	23	39	46	134	
	2023	37	31	26	39	133 ▼	

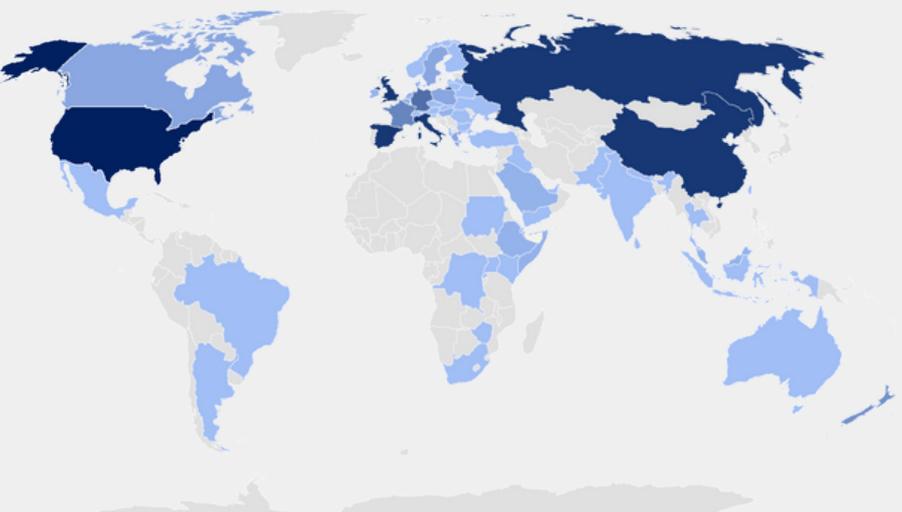
**Note:** The arrows represent the difference in Laas Geel tourists compared to the previous year.

### Laas Geel Tickets Sold by Foreign Nationality, Q4 2023



Nationality	Q4
US	14
UK	12
China	12
All Others	81
Total	119

### Laas Geel Tickets Sold by Foreign Nationality, January 2022 - December 2023



Nationality	#
USA	140
UK	88
China	49
All Others	524
Total	801



Behind Presidency Office, 26 June Avenue, Hargeisa, Somaliland



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