



**Somaliland Ministry of  
Trade and Tourism**

Q2 2024

# **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.



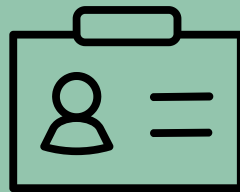
## Data Collection

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

**3,839** ▲ +43%

**Businesses registered at the end of Q2 2024**  
(vs. 2,685 at the end of Q2 2023)

**537** ▼ -27%

**Business registrations in 2024 up to end-Q2**  
(vs. 738 in same period 2023)

**2.3** days ▼ -20%

**Avg. time application to registration, 2024 up to end-Q2**  
(vs. 2.8 in same period 2023)

## Businesses Registered by Quarter

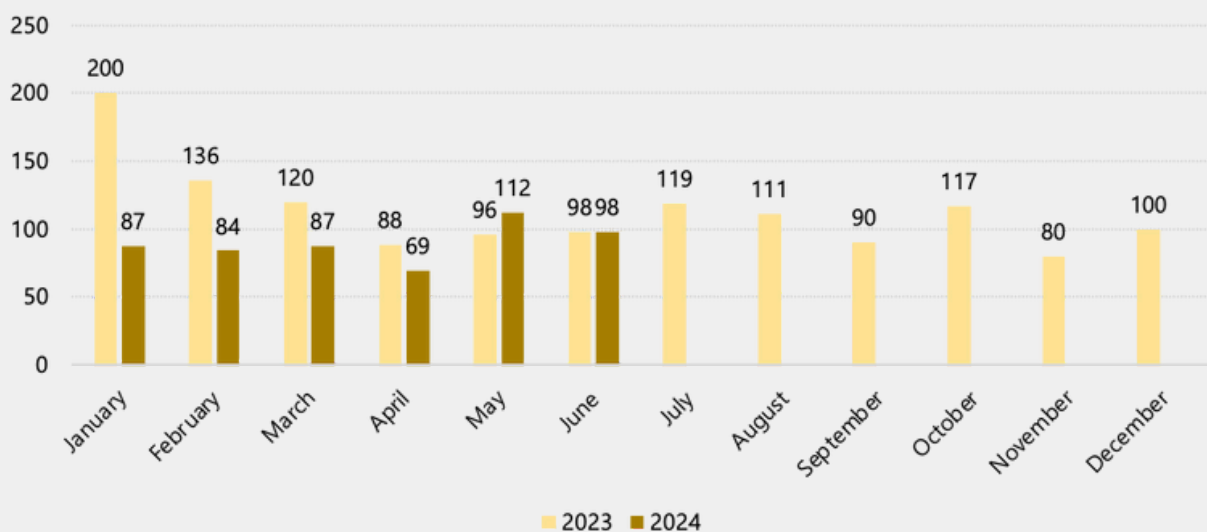
| Quarter      | 2023 | 2024       |
|--------------|------|------------|
| Q1 Jan-Mar   | 738  | 258        |
| Q2 Apr - Jun | 282  | <b>279</b> |
| Q3 Jul - Sep | 320  |            |
| Q4 Oct - Dec | 297  |            |
| Total        | 1637 | 537        |

**Q2 2024**


**279** — -1%

**Businesses registrations in Q2 2024**  
(vs. 282 in same period 2023)

## Businesses Registered per Month, January 2022 - June 2024

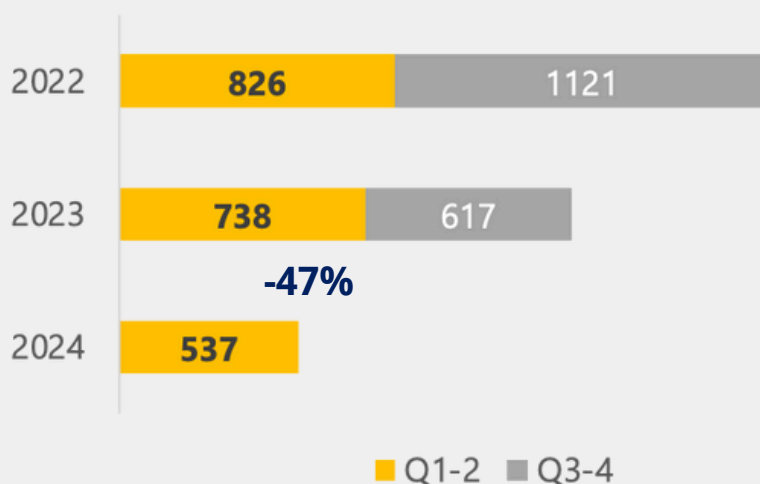


## Businesses Registered by Town, January 2023 - December 2023

| Town       | Year | Quarter |       |     |     | Trend   |
|------------|------|---------|-------|-----|-----|---|
|            |      | Q1      | Q2    | Q3  | Q4  |   |
| Hargeisa   | 2023 | 377     | 234   | 275 | 251 |    |
|            | 2024 | 221 ▼   | 244 ▲ |     |     |   |
| Berbera    | 2023 | 39      | 18    | 17  | 29  |    |
|            | 2024 | 18 ▼    | 12 ▼  |     |     |   |
| Borama     | 2023 | 16      | 6     | 10  | 7   |    |
|            | 2024 | 3 ▼     | 11 ▲  |     |     |   |
| Burco      | 2023 | 17      | 12    | 7   | 7   |    |
|            | 2024 | 9 ▼     | 6 ▼   |     |     |   |
| Wajaale    | 2023 | 2       | 4     | 6   | 3   |   |
|            | 2024 | 5 ▲     | 1 ▼   |     |     |   |
| Ceerigaabo | 2023 | 4       | 4     | 4   | 0   |  |
|            | 2024 | 0 ▼     | 4 -   |     |     |   |
| Lascaanood | 2023 | 1       | 0     | 0   | 0   |  |
|            | 2024 | 0 ▼     | 0 -   |     |     |   |
| Gabiley    | 2023 | 0       | 4     | 1   | 0   |  |
|            | 2024 | 2 ▲     | 1 ▼   |     |     |   |

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

## Businesses Registered, January 2022 - June 2024



**Businesses Registered by Sector, January 2023 - June 2024**

|                        |      | Quarter |       |     |     | Trend |
|------------------------|------|---------|-------|-----|-----|-------|
| Sector                 | Year | Q1      | Q2    | Q3  | Q4  |       |
| Import                 | 2023 | 82      | 44    | 67  | 71  |       |
|                        | 2024 | 43 ▼    | 40 ▼  |     |     |       |
| Wholesale              | 2023 | 30      | 22    | 22  | 35  |       |
|                        | 2024 | 30 ▬    | 21 ▼  |     |     |       |
| Logistic & Procurement | 2023 | 45      | 25    | 20  | 22  |       |
|                        | 2024 | 13 ▼    | 18 ▼  |     |     |       |
| Import and Export      | 2023 | 18      | 15    | 19  | 10  |       |
|                        | 2024 | 10 ▼    | 9 ▼   |     |     |       |
| Export                 | 2023 | 25      | 22    | 18  | 14  |       |
|                        | 2024 | 18 ▼    | 20 ▼  |     |     |       |
| All Others             | 2023 | 256     | 154   | 174 | 145 |       |
|                        | 2024 | 144 ▼   | 171 ▲ |     |     |       |

**Businesses Registered by Type, January 2022 - June 2024**



| Type                                       | Q2 2024 | Total |
|--|---------|-------|
| Single Member Company                      | 224     | 3,068 |
| General Partnerships                       | 48      | 422   |
| Company Limited By Shares (Public/Private) | 6       | 257   |
| All others                                 | 1       | 91    |

# Business Licenses

**5,516** ▲ +63%

**Total licenses\* issued at end of Q2 2024**

(vs. 3,376 at the end of Q3 2023)

**894** ▼ -27%

**Licenses issued in 2024 up to end-Q2**

(vs. 1,227 in same period 2023)

**5.0 days** ▲ +202%

**Avg. time to license approval, 2024 up to end-Q3**

(vs. 1.6 in same period 2023)

\*includes expired licenses

## Licenses Issued by Quarter

| Quarter      | 2023 | 2024       |
|--------------|------|------------|
| Q1 Jan-Mar   | 681  | 465        |
| Q2 Apr - Jun | 546  | <b>429</b> |
| Q3 Jul - Sep | 672  |            |
| Q4 Oct - Dec | 574  |            |
| Total        | 2473 | 894        |

**Q2 2024**

**429** ▼ -21%

**Licenses issued in Q2 2024**

(vs. 546 in same period 2023)

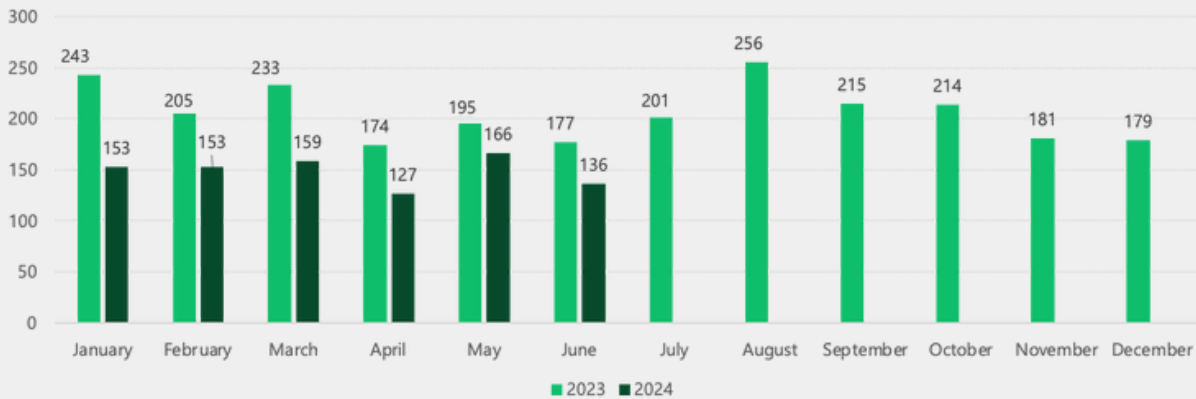
**2,139** **Valid licenses at end-Q2 2024**

(vs. 2,465 at end-Q2 2023) ▼ -13%

(vs. 1,789 at end-Q1 2024) ▲ +20%

**3,377** **Expired licenses at end-Q2 2024**

## Licenses Issued per Month, January 2022 - June 2024

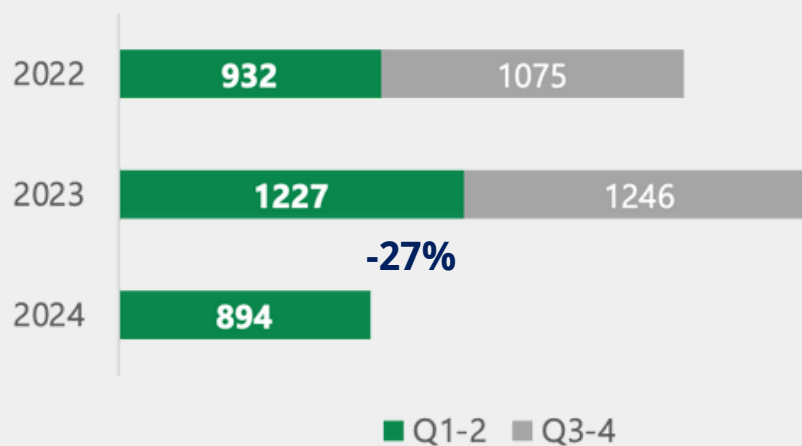


### Business Licenses Issued by Town, January 2022 - June 2024

| Town       | Year | Quarter |       |     |     | Trend   |
|------------|------|---------|-------|-----|-----|---|
|            |      | Q1      | Q2    | Q3  | Q4  |   |
| Hargeisa   | 2023 | 577     | 475   | 937 | 156 |    |
|            | 2024 | 396 ▼   | 385 ▼ |     |     |   |
| Berbera    | 2023 | 63      | 28    | 69  | 17  |    |
|            | 2024 | 46 ▼    | 18 ▼  |     |     |   |
| Borama     | 2023 | 10      | 16    | 31  | 3   |    |
|            | 2024 | 1 ▼     | 6 ▼   |     |     |   |
| Burco      | 2023 | 21      | 17    | 12  | 1   |    |
|            | 2024 | 12 ▼    | 7 ▼   |     |     |   |
| Wajaale    | 2023 | 5       | 5     | 11  | 2   |   |
|            | 2024 | 7 ▲     | 1 ▼   |     |     |   |
| Ceerigaabo | 2023 | 5       | 3     | 1   | 0   |  |
|            | 2024 | 0 ▼     | 2 ▼   |     |     |   |
| Lascaanood | 2023 | 0       | 0     | 0   | 0   |  |
|            | 2024 | 0 -     | 0 -   |     |     |   |
| Gabiley    | 2023 | 0       | 1     | 1   | 0   |  |
|            | 2024 | 1 ▲     | 0 ▼   |     |     |   |

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

### Business Licenses Issued, January 2022 - June 2024



## Business Licenses Issued by Sector, January 2022 - June 2024

|                        |      | Quarter |       |     |     | Trend |
|------------------------|------|---------|-------|-----|-----|-------|
| Sector                 | Year | Q1      | Q2    | Q3  | Q4  |       |
| Import                 | 2023 | 164     | 119   | 158 | 117 |       |
|                        | 2024 | 91 ▼    | 82 ▼  |     |     |       |
| Wholesale              | 2023 | 78      | 135   | 190 | 152 |       |
|                        | 2024 | 88 ▲    | 102 ▼ |     |     |       |
| Logistic & Procurement | 2023 | 50      | 33    | 34  | 31  |       |
|                        | 2024 | 28 ▼    | 20 ▼  |     |     |       |
| Import and Export      | 2023 | 29      | 23    | 27  | 20  |       |
|                        | 2024 | 23 ▼    | 11 ▼  |     |     |       |
| Export                 | 2023 | 28      | 24    | 22  | 25  |       |
|                        | 2024 | 25 ▼    | 23 ▼  |     |     |       |
| All Others             | 2023 | 332     | 212   | 241 | 229 |       |
|                        | 2024 | 116 ▼   | 191 ▼ |     |     |       |

## Business Licenses Issued by New/Renewal, January 2022 - June 2024

| Quarter      | New Licenses |              | Renewed Licenses |              |
|--------------|--------------|--------------|------------------|--------------|
|              | 2023         | 2024         | 2023             | 2024         |
| Q1 Jan-Mar   | 325          | 252 ▼        | 356              | 213 ▼        |
| Q2 Apr - Jun | 316          | <b>287</b> ▼ | 230              | <b>142</b> ▼ |
| Q3 Jul - Sep | 380          |              | 292              |              |
| Q4 Oct - Dec | 327          |              | 247              |              |
| Total        | 1348         | 539          | 1125             | 355          |

# Tourism

**250** ▼ -40%

Tickets for Laas Geel bought in 2024 up to end-Q2  
(vs. 417 in same period 2023)

**70** ▼ 31%

Tickets bought by Somali-landers in 2024 up to end-Q2  
(vs. 102 in same period 2023)

**180** ▼ -43%

Tickets bought by foreigners in 2024 up to end-Q2  
(vs. 315 in same period 2023)

## Laas Geel Tickets Sold by Quarter

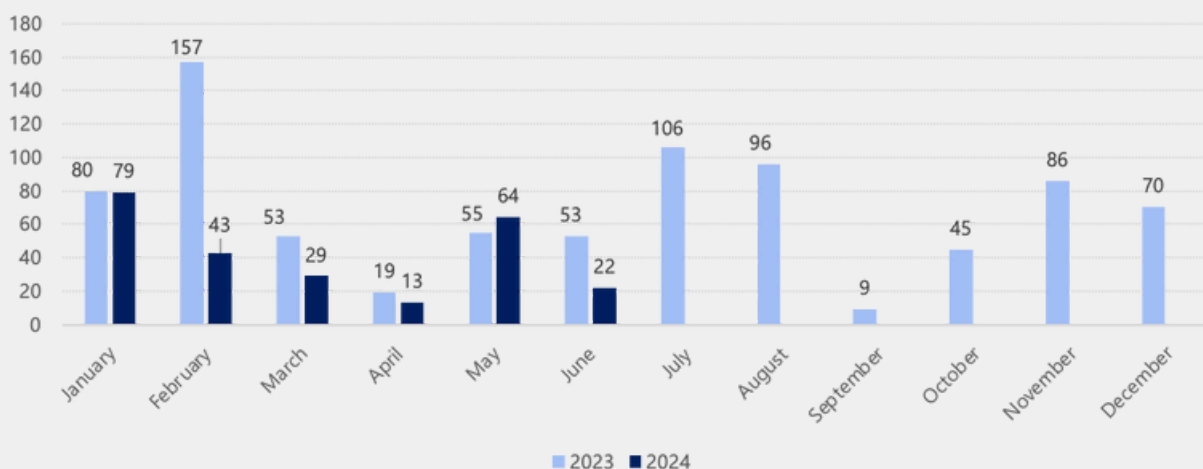
| Quarter      | 2023 | 2024      |
|--------------|------|-----------|
| Q1 Jan-Mar   | 229  | 150       |
| Q2 Apr - Jun | 214  | <b>99</b> |
| Q3 Jul - Sep | 150  |           |
| Q4 Oct - Dec | 157  |           |
| Total        | 750  | 249       |

**Q2 2024**








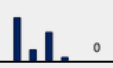

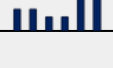


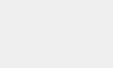
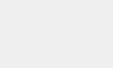
**99** ▼ -34%

Laas Geel tickets bought in Q2 2024  
(vs. 214 in same period 2023)

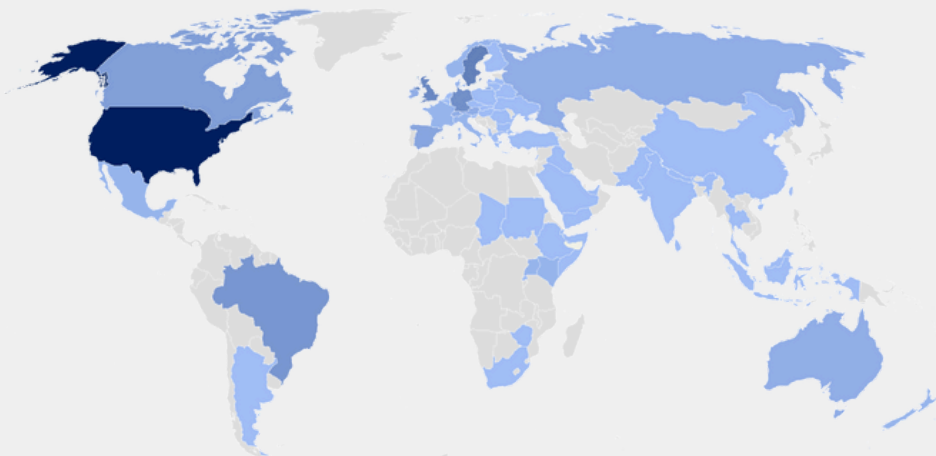
## Laas Geel Tickets Sold per Month, January 2022 - June 2024



## Laas Geel Tickets Sold by Nationality, January 2022 - June 2024

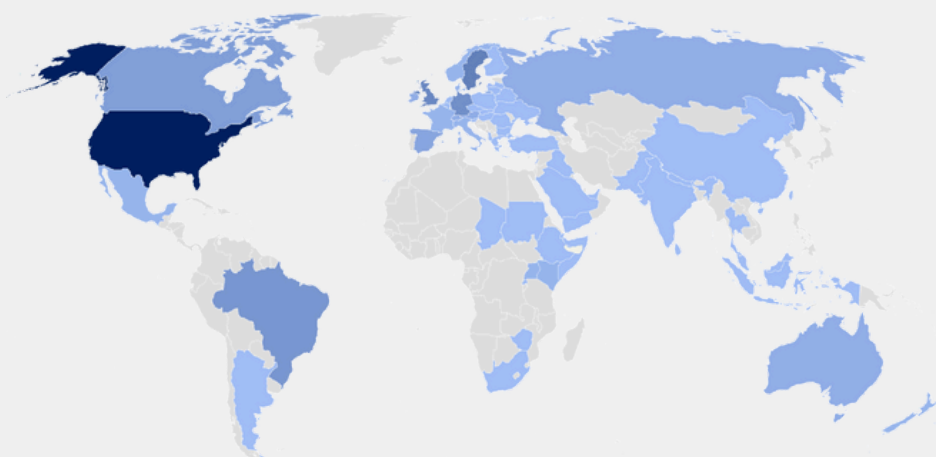
| Nationality    | Year | Quarter |           |          |    | Totals | Trend   |
|----------------|------|---------|-----------|----------|----|--------|---|
|                |      | Q1      | Q2        | Q3       | Q4 |        |   |
| Somaliland     | 2023 | 71      | 31        | 151      | 28 | 281    |    |
|                | 2024 | 47      | <b>23</b> |          |    |        |   |
| United States  | 2023 | 51      | 12        | 6        | 14 | 83     |    |
|                | 2024 | 16      | <b>21</b> |          |    |        |   |
| United Kingdom | 2023 | 18      | 3         | 3        | 12 | 36     |    |
|                | 2024 | 8       | <b>7</b>  |          |    |        |   |
| China          | 2023 | 19      | 2         | 0        | 7  | 28     |    |
|                | 2024 | 13      | <b>6</b>  |          |    |        |   |
| Russia         | 2023 | 10      | 4         | 20       | 12 | 46     |  |
|                | 2024 | 1       | <b>0</b>  |          |    |        |   |
| Netherlands    | 2023 | 27      | 4         | 0        | 12 | 43     |  |
|                | 2024 | 2       | <b>2</b>  |          |    |        |   |
| Germany        | 2023 | 9       | 2         | 5        | 12 | 28     |  |
|                | 2024 | 7       | <b>1</b>  |          |    |        |   |
| Kenya          | 2023 | 3       | 1         | 0        | 12 | 16     |  |
|                | 2024 | 0       | <b>3</b>  |          |    |        |   |
| Spain          | 2023 | 12      | 3         | 8        | 1  | 24     |  |
|                | 2024 | 0       | <b>0</b>  |          |    |        |   |
| Thailand       | 2023 | 11      | 2         | <b>0</b> | 0  | 13     |  |
|                | 2024 | 2       | <b>1</b>  |          |    |        |   |
| Italy          | 2023 | 3       | 3         | 2        | 2  | 10     |  |
|                | 2024 | 5       | <b>8</b>  |          |    |        |   |
| Sweden         | 2023 | 3       | 4         | 2        | 5  | 14     |  |
|                | 2024 | 1       | <b>1</b>  |          |    |        |   |
| Unknown        | 2023 | 0       | 34        | 0        | 54 | 88     |  |
|                | 2024 | 0       | <b>0</b>  |          |    |        |   |
| All Others     | 2023 | 53      | 22        | 14       | 30 | 119    |  |
|                | 2024 | 49      | <b>26</b> |          |    |        |   |

### Laas Geel Tickets Sold by Foreign Nationality, Q2 2024



| Nationality | Q4 |
|-------------|----|
| USA         | 21 |
| Sweden      | 10 |
| UK          | 7  |
| All Others  | 36 |
| Total       | 72 |

### Laas Geel Tickets Sold by Foreign Nationality, January 2022 - June 2024



| Nationality | #   |
|-------------|-----|
| USA         | 177 |
| UK          | 103 |
| Germany     | 60  |
| All Others  | 610 |
| Total       | 950 |



Behind Presidency Office, 26 June Avenue, Hargeisa, Somaliland



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