



CATALOGUE

OF BUSINESS OPPORTUNITIES IN SOMALIA



Edition n.1

Acknowledgment

This catalogue was prepared by team of experts from UNIDO Somalia Programme and UNIDO Investment Technology Promotion Office in Italy, within the framework of the “Agro-technology development for Economic Growth in South and Central Somalia” project, implemented by UNIDO, in collaboration with the Federal and state level Ministry of Commerce and Industry, the Somali Chamber of Commerce and Industry and the respective Enterprise Development Units in Mogadishu, Kismayo, Baidoa and Beletwayne. The project is funded by the Italian Agency for Development Cooperation.

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Somalia is situated in the Horn of Africa, and is bordered by Djibouti, Ethiopia and Kenya. The Country has a surface area of about 637,700 km² and a very long coastline of approximately 3,333 km.

Despite political and security issues, Somalia has maintained a healthy informal economy, largely based on agriculture and livestock, fishery and constructions. Agriculture and livestock are the most important sectors, accounting for about 65 percent of GDP and more than 50 percent of export earnings.

Within this framework, the project “Agro-technology development for economic growth in South and Central Somalia”, funded by the Italian Agency of Development Cooperation (AICS) and implemented by UNIDO in collaboration with the Ministry of Commerce and Industry of the Federal Government of Somalia, is designed to assist the revival of productive sectors in Central and South Somalia regions by establishing a network of three agro-technology and enterprise development units aimed at supporting Somali businesses in starting, rehabilitating and upgrading agro-industrial operations, accessing new technologies, markets

and financing facilities.

The project is providing technical assistance for the delivery of technical and vocational skills trainings to meet the local needs of mechanization, production of tools, and in installing, operating, maintaining and repairing old agro-industrial equipment.

A credit facility to facilitate access to finance to project supported entrepreneurs has been established and deployed within the framework of the project. Overall, the project aims at increasing the potential for economic opportunities and job creation in the productive sectors of the Central and Southern regions of the Somalia by focusing on four key actions: i) promotion of agro-technology upgrading and entrepreneurship development; ii) delivery of vocational and technical skill trainings; iii) facilitate access to technology, markets and finance; and iv) provide institutional support in the area of agro-industrial technology transfer, investment promotion, entrepreneurship development.

The project has been implemented in four locations: Mogadishu, Kismayo, Baidoa and Beledweyne.

BOOST PRODUCTIVE SECTOR COMPETITIVENESS



SMEs AND VALUE CHAINS DEVELOPMENT



MARKET-BASED VOCATIONAL AND TECHNICAL SKILLS TRAININGS



ACCESS TO MARKET, TECHNOLOGY, INVESTMENT AND FINANCE



AGRO-TECHNOLOGY DEVELOPMENT FOR ECONOMIC GROWTH IN SOUTH AND CENTRAL SOMALIA

BELETWAYNE

BAIDOA

MOGADISHU

KISMAYO



AGRICULTURE

Agriculture is one of the main components of the national GDP, indeed agricultural exports have a significant contribution in the overall country's total export and is valued to be more than 600 million USD every year.

Most crop production is undertaken in the Southern regions by small-scale farmers with an average size of land comprised between 3 and 10 hectares. According to the FAO, the smallholder farming subsector accounts for 80 percent of total crop output and 70 percent of marketed agricultural production.

The main crops grown in Somalia are: tomatoes, onions, cucumbers, watermelons, tangerines, bananas, maize, beans, sesame, sorghum, sugar cane, guava, lemons (dry and fresh), grapefruits, mangoes, papayas, melons, sunflowers. Most of these crops are cultivated with old machineries, the needs in terms of agriculture mechanization make the Somali market extremely interesting for

international companies that produce tractors or other agricultural equipment.

Regarding the infrastructure scenario, 25% of the crop production is grown through irrigation systems, while rest 75% is grown through rain-fed farming. This shows the big potential for international companies involved in the production of irrigation equipment. Moreover, agricultural production suffers greatly from post-harvest and storage grain losses. Almost 20-30% of the total harvest is lost due to storage losses which translates to the order of 50,000 to 80,000 tonnes per year. The need in terms of storage solutions and cold chain is very high.

A high potential also exists in the fruit processing sector, indeed it is very limited with few exceptions that regard sesame seed oil and dry lemons.

PROJECT CODE: SOM/001/2106
SECTOR: AGRICULTURE

Project description: The company deals with Agricultural products. It exports dry lemons to Dubai & Iran and fresh Mango & Banana to Kenya, where there is high demand. The company have two firms in Gobweyn and Yontooy villages in Kismayo.

Type of partnership required: They are looking for possibility of joint ventures, access to the foreign markets and technology transfers.

Date of establishment: 2015

Strengths: Excellent quality of the products, technical and managerial skills.

Classification: Expansion



PROJECT CODE: SOM/002/2106
SECTOR: AGRICULTURE

Project description: The company owns a big farm that produces a large variety of crops, such as lemons, pawpaws, sesame and banana. They export to Dubai every year (around 1800 tons of sesame and 1,500 tons of dry lemons). The company also trades agricultural and construction machineries

Type of partnership required: They are looking for joint-venture opportunities and access to the foreign markets to expand their business.

Date of establishment: 2010

Strengths: Experience in the production of agricultural products, technical and managerial skills.

Classification: Expansion

PROJECT CODE: SOM/003/2106
SECTOR: AGRICULTURE

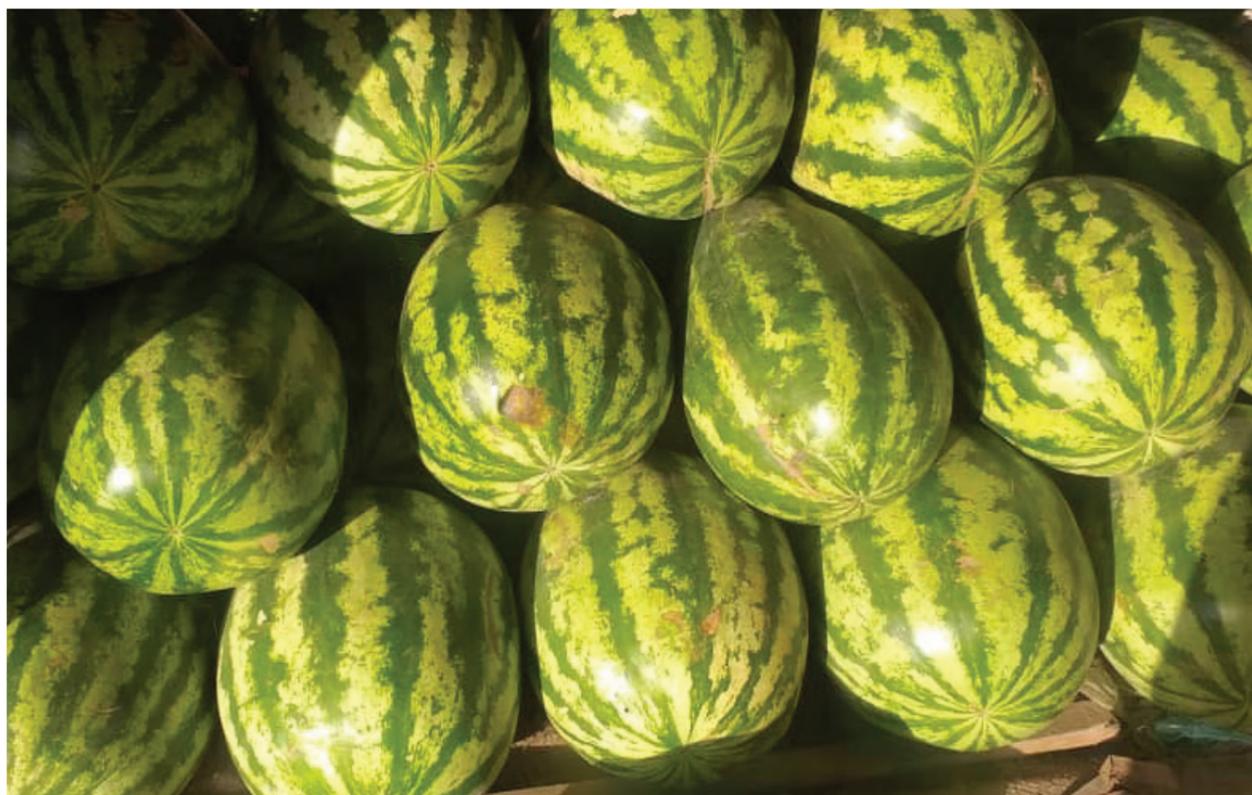
Project description: The company has been growing different vegetables and other food crops on 3.5 acres of land in Gobweyn village in Kismayo District since 2010. They are preparing to purchase a farm in the same region to move and expand their current operations. The new farm will provide opportunity for important business growth while allowing them to maintain their existing markets and core customer base in the area.

Type of partnership required: They are looking for joint-venture opportunities, access to the foreign markets and technology transfer.

Date of establishment: 2010

Strengths: Good knowledge on Agricultural concept, excellent production, technical and managerial skills.

Classification: Expansion



PROJECT CODE: SOM/004/2106
SECTOR: AGRICULTURE

Project description: The company is a sole woman-owned agricultural enterprises in Somalia that supplies organic sweet yellow banana together with other high quality organic fruits and vegetable to major hotels in Mogadishu and other regions of Somalia.

The firm maintains strong partnerships with fruit and vegetables growers from Afgooye and Bal'ad districts in Lower Shebelle region, as well as agricultural village of Jowhar district of Middle Shebelle region.

Moreover, it pays particular attention to small and medium farmers including women farmers who grow fruits and vegetable crops in small areas as well as women involved in fruits and vegetable sale.

Type of partnership required: The company is looking for market access, joint ventures and equipment purchase (tractors, trucks etc...)

Date of establishment: 2014

Strengths: Market leadership in yellow banana production, technical and managerial skills.

Classification: Expansion

PROJECT CODE: SOM/005/2106
SECTOR: AGRICULTURE

Project description: The company is an authorised re-seller of agricultural machinery and implements importer based in Mogadishu. It provides local farmers with proper farming tools such as implements, tractors, trailers, water pumps, drip and sprinkler irrigation systems.

The company Specialization areas are:

- ◆ Sales, Hire/lease and services of Farm machineries
- ◆ Export of fruits and vegetables
- ◆ Sales and services of Farm inputs and accessories

The company delivers high quality and affordable products and services to the farmers in Somalia and in the region. Moreover, the firm supports local communities by increasing productivity within the

productive sector and offering services to reduce pre/post-harvest food losses

Type of partnership required: The company is looking for market access, technology transfer, dealership agreements and possible joint-ventures.

Date of establishment: 2011

Strengths: Long experience in the Sector; close relationship with the Somali Federal Government, Farmers union, and Somali cooperative farmers association, good market share in the region.

Classification: Expansion



PROJECT CODE: SOM/006/2106
SECTOR: AGRICULTURE

Project description: The company is involved in the production of different types of cereals, fruits and vegetables, in order to sell them to the local market and also export to the neighbouring countries.

The company also provides services like rehabilitation of government offices, schools and civil engineering structures

Type of partnership required: They are looking for market access and partnership with international investors.

Date of establishment: 2008

Strengths: Experience in the sector.

Classification: Expansion

PROJECT CODE: SOM/007/2106
SECTOR: AGRICULTURE

Project description: The company is dedicated to the production and sale of various types of agricultural products, mainly sunflowers, groundnuts and sesame. The aim is to supply local and international markets with the above mentioned and by-products (healthy oil).

Type of partnership required: The company is looking for market access and possible joint-ventures.

Date of establishment: 2020

Strengths: One of the largest companies in the South West State of Somalia.

Classification: Expansion

PROJECT CODE: SOM/009/2106
SECTOR: AGRICULTURE

Project description: The company was established for the purpose of selling, treating, caring and exporting several crops, such as maize, sorghum, cowpea as well as fruit and vegetables.

Type of partnership required: The company is looking for market access and possible joint-ventures.

Date of establishment: 1998

Strengths: Experience in the field, technical and managerial skills.

Classification: Expansion

PROJECT CODE: SOM/010/2106
SECTOR: AGRICULTURE

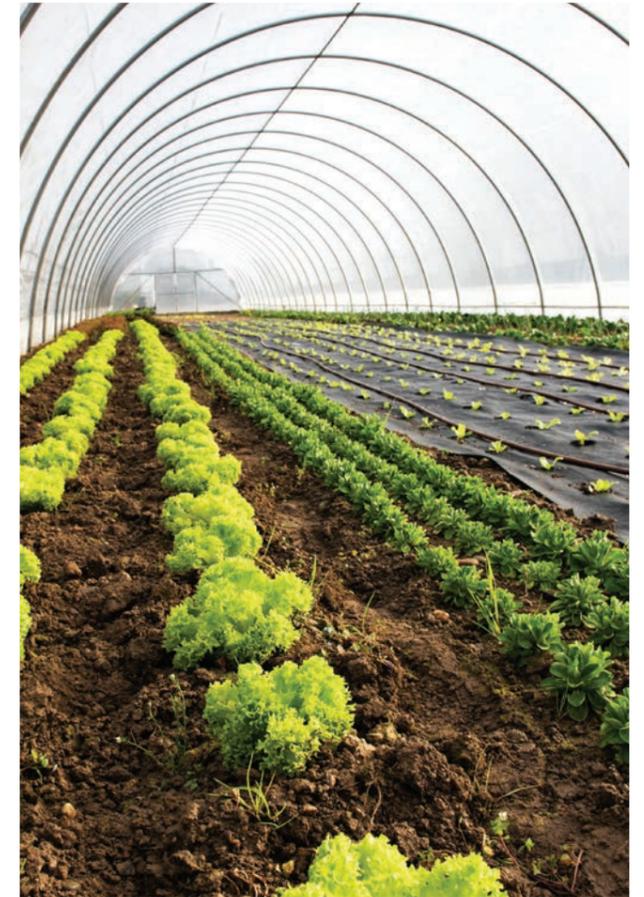
Project description: The company is involved in the production of several fruits and vegetables, such as Lemon, Mango, Papaya, Sesame and cash crops, as well as fresh honey. They export dry lemons in Turkey and UAE.

Type of partnership required: They are looking for joint-venture opportunities and access to the foreign market.

Date of establishment: 2001

Strengths: Good quality of the products, great experience in the sector

Classification: Expansion



PROJECT CODE: SOM/011/2106
SECTOR: AGRICULTURE

Project description: The company was founded by a group of Somali local scholars including diaspora, thus combining local knowledge with international experience and exposure. With the main goal of creating a business venture that accommodates both local & international experience and thus facilitates an open market, the company is involved in processing, export and marketing of fresh vegetables, fruits and flowers.

Type of partnership required: The company is looking for market access and possible joint-ventures.

Date of establishment: 2012

Strengths: Good experience of the founders at the international level.

Classification: Expansion



PROJECT CODE: SOM/008/2106
SECTOR: AGRICULTURE

Project description: The company is a leader in export of fresh fruits (lemon and banana) to Djibouti and Ethiopia. It has years of experience in trading agricultural products and consequently a good knowledge of the markets. They currently aim to extend the existing production with the prospect of new markets in Europe.

Type of partnership required: Market access and equipment purchase.

Date of establishment: 1998

Strengths: High level of production, technical and managerial skills.

Classification: Expansion



PROJECT CODE: SOM/012/2106
SECTOR: AGRICULTURE

Project description: The company works with small/middle scale farmers in Banadir, Middle Shabelle and Hirshabelle. They deal with more than 33 villages in Somalia, with very well organised farmer Cooperatives, in order to provide them with the necessary tools to handle village needs in terms of agriculture. Moreover, the company owns 3,850 hectares of cultivated land and 7,700 uncultivated land.

Type of partnership required: The company is looking for market access, technology transfer and possible joint- ventures.

Date of establishment: 2017

Strengths: The company has great management skills and customers support system for all the farmers in the village.

Classification: Expansion

PROJECT CODE: SOM/013/2106
SECTOR: AGRICULTURE

Project description: The company deals with growing different types of cereals, fruits and vegetables products, in order to sell them to the local market.

The company also provides services related to the building/construction sector.

Type of partnership required: They are looking for market access and partnerships with international investors.

Date of establishment: 2015

Strengths: High productivity of the farm, excellent quality of the products.

Classification: Expansion

PROJECT CODE: SOM/015/2106
SECTOR: AGRICULTURE

Project description: The company is a leading distributor of agro-chemical products, fertilizers, seeds and agricultural equipment in South-West State. They also provide customized technical field training.

Type of partnership required: They are looking for market access, technology transfer and partnerships with international investors.

Date of establishment: 2019

Strengths: High variety of the products and services provided.

Classification: Expansion

PROJECT CODE: SOM/014/2106
SECTOR: AGRICULTURE

Project description: This is a large-scale farmer cooperative involved in growing different types of cereals, fruits and vegetables products, in order to export to the neighbouring Countries and supply local markets.

The company also deals with dairy production, supplying milk to Baidoa local market.

Type of partnership required: They are looking for market access, technology transfer and partnerships with international investors.

Date of establishment: 2015

Strengths: Good quality of products, big dimension of the cooperative.

Classification: Expansion

PROJECT CODE: SOM/016/2106
SECTOR: AGRICULTURE

Project description: It is a pioneering and diversified Group with prominent interests in almost all areas of Somalia's consumer trade (agriculture, fishery, medicine etc...).

Type of partnership required: Market access and Joint-ventures.

Date of establishment: 1983

Strengths: Address the change in the society, while striving for stability and progress in the corporate, while contributing to its community. At the same time sincere marketing practice to win the trust and expectation of the customer.

Respect the character and individuality of each employee, nurturing human resources high in specialization, innovative spirit and creativity.

Classification: Expansion

PROJECT CODE: SOM/017/2106
SECTOR: AGRICULTURE

Project description: This very well organized cooperative is involved in the production of different crops, such as cereals and fruits. They are interested in agricultural machines to improve their production, namely tractors, harvesting machines, sprayers or solar panels to produce electricity. The company also provides services related to the building/construction sector.

Type of partnership required: Market access, technology transfer and Joint-ventures

Date of establishment: 1995

Strengths: High quality of the products, technical and managerial skills.

Classification: Expansion





FISHERY

With a 3,333 km long coast-line, Somalia should have been in the fore-front of fish exploitation in Africa. The country, due to its long coast-line, has a large exclusive economic zone (EEZ) estimated at more than 800,000 square kilometres. Unfortunately, due to years of instability, Somalia has never developed its fishery sub-sector for contributing significantly to the country's GDP. According to FAO, the contribution of Fishery to the GDP ranges around 1%, which indicates how under developed the sub-sector is.

Nevertheless, there are several SMEs involved in fishery activities, both in inland waters and in the sea. Regarding inland fisheries, it is practiced near the two main rivers of Juba and Shabelle, in order to catch Catfish, Tilapia, and Mullidae among others.

In respect of fisheries activities carried out in the sea, it should be considered that most of the Somalia's EEZ is oceanic, because the continental shelf along its coastline is relatively narrow. All the

fishing activities within this narrow zone is called the in-shore fishery where most of the catches are of the demersal variety. Many of the reef-associated, demersal species found in the coastal areas are the grunt, emperor, grouper, goatfish, snapper, jack, seabream, and lizardfish families. These fish are generally found close to shore, making them easier to catch from small boats with artisanal gear like handlines and nets. Species that frequent reefs and inshore habitats, such as blacktip reef shark, thintail thresher shark, and hammerhead sharks are other varieties found in this zone, which come to look for demersal and pelagic varieties.

Fishing activities conducted beyond 24 nautical miles from the coast can be classified as off-shore fishing. Commercially important species of large pelagic types, including tuna and tuna-like species, billfish, and sharks, are found in the offshore areas.

The classification of fishery in Somalia can be further categorized by the nature of fishing activity.

Primarily, it is divided into two types, artisanal or traditional fishing and commercial fishing. The artisanal fishing involves the local traditional fishermen community, mostly residing in the coastal areas, from Puntland to Kismayo. Most of the Somalia's artisanal fleet is made of small wooden boats, mainly built locally from old designs and generally beach launched. In recent years, the introduction of fibre-glass made boats can be observed amongst the fishing community. The artisanal fishermen target coastal species using traps, spear, and nets and normally remains within the coastal zone. Meanwhile commercial fishing is practiced in the Somali maritime area using mechanized fishing boats and equipment. To avoid IUU (Illegal- Un-reported- Un-regulated) activities, the Ministry of Fishery decided to regulate the market through licenses to be provided to foreign companies interested in fishing activities in the off-shore areas.

The fish resources in Somali inshore and off-shore areas can be grouped into following categories:

Large Pelagic Stocks: The large pelagic fish are mainly tunas and big mackerels such as yellowfin tuna, bigeye tuna, long-tail tuna, bonito, skipjack tuna and Spanish mackerel. The quantum of these species varies greatly in accordance to the season of the year. The availability peaks in November and March but drastically falls during the South-West monsoon. The primary season for Spanish mackerel is March–June, and for tunas it is October–November.

Small Pelagic Stocks: The dominant species are the Indian oil sardine, rainbow sardine, scads, chub mackerel, and horse mackerel. Anchovies belonging to this stock group also is found but lesser in abundance.

Demersal Species: These stocks of fishes found mostly in the coastal reef includes the following varieties: Snappers, Groupers, Grunts, Sea breams, Goat fish, lizard fish etc. Several hundred species are exploited of this group by artisanal fishermen. These species support a year-round fishery as they show limited migration patterns. Elasmobranchs such as sharks and rays represent 40% of the artisanal catches. The principal groups are hammerheads, blacktip sharks, thin tail sharks etc.

Large Crustaceans: Most of the common lobsters caught by the artisanal fishermen are the Spiny lobsters of the genus *Panulirus*.

Regarding the related value chain, the limited availability of cold storage facilities is one of the factors that is hampering the fish storage capacities. Investing in cold chain solutions or providing freezing equipment is one of the main opportunities for international companies involved in this sector. As far as fish processing is concerned, due to the lack of cold chain the artisanal methods are very widespread in the Country. They are aimed at preserving fish and consume it later (smoked, salted or dried). On the other hand, commercial methods (to obtain fish fillets, frozen fish or canned tuna) are mechanised and targeted to cater to the export market. After the end of the civil war, sensing the huge business opportunity in the fishery sub-sector, some private companies have invested and established mechanized fish processing units.

Concerning the market potential, the companies involved in export activities transfer fresh fish, dried and salted fish, shark fins, lobster and lobster tails to Yemen, Kenya, Ethiopia, Oman, Jordan, UAE, Egypt as well as in far east markets (China, Japan, South Korea).

PROJECT CODE: SOM/018/2106
SECTOR: FISHERY

Project description: The company is based in Raskamboni with a special interest in marine resources production. It is designed to target a currently unsatisfied and expanding market for quality fish products, in the mostly urban areas of greater Somalia. The close proximity of the company facility to such an urban neighbourhood will ensure that fish production assumes a fast and steady trading growth. They intend to develop a socially and environmentally responsible product-based enterprise whose goal is to exceed customer's expectations, as well as increase production.

Type of partnership required: They are looking for Possible joint ventures, market access, technical and managerial skills, marketing skills and new technologies.

Date of establishment: 2016

Strengths: Good position (at the border between Kenya and Somalia). Big market potential.

Classification: Expansion

PROJECT CODE: SOM/019/2106
SECTOR: FISHERY

Project description: The company is involved in catching, processing, storing, packaging and selling fishery products at local and international level (Africa and Asia). This is done through a team of fishermen, skilled fish processors and a network of retailers and marketers.

Type of partnership required: The company is looking for market access, technology transfer and possible joint- ventures.

Date of establishment: 2005

Strengths: Since its inception the company has created a strong business presence in Somalia with deep reaching retail and supply networks. The service provision in marine products has earned the exceptional reputation by being consistent in service delivery.

Classification: Expansion

PROJECT CODE: SOM/020/2106
SECTOR: FISHERY

Project description: The main products provided by the company are Shark Ears, Lobster, Fish/ Salmon and Sea Jaw. They have great cooling and preserving system for different kind of seafood to ensure quality and health and to maximize customer satisfaction. They also Market different kinds of seafood locally and internationally.

Type of partnership required: The company is looking for market access, technology transfer and possible joint- ventures.

Date of establishment: 1999

Strengths: The company has substantial expertise and experience regarding the natural resources of the Somali marine waters, as well as a great customer experience locally and internationally.

Classification: Expansion

PROJECT CODE: SOM/022/2106
SECTOR: FISHERY

Project description: The company is engaged in selling fishing equipment to the local fisheries, due to increase in demand they extended their activities to other cities in South-West State.

Type of partnership required: Technology transfer, market access and partnerships

Date of establishment: 2014

Strengths: Provide sustainable fishing standard with competitive price.

Classification: Expansion

PROJECT CODE: SOM/021/2106
SECTOR: FISHERY

Project description: This social enterprise is specialized in sourcing, storage, sales and distribution of premium quality fresh fish caught from Somali coast Ocean based in Jazeera, South-West State. They can count on well-equipped fishing boats and ice boxes.

Type of partnership required: The company is looking for joint ventures, market access, partnerships, marketing skills and technology transfer.

Date of establishment: 2018

Strengths: Excellent position for fishery activities, skilled workforce and good quality of equipment for fishing.

Classification: Expansion

PROJECT CODE: SOM/023/2106
SECTOR: FISHERY

Project description: This is a young fishing company based in Mogadishu, with a focus on processing and delivering fish to local and export markets. The company supplies fish to hotels, restaurants, and supermarkets in all of the regions of Somalia. Moreover, the owner is working on establishing connections with foreign companies for export activities.

Type of partnership required: The company is looking for market access and possible joint- ventures.

Date of establishment: 2019

Strengths: Large customer base, high quality of the products.

Classification: Expansion



PROJECT CODE: SOM/024/2106
SECTOR: FISHERY

Project description: This is a large-scale fishing company with a focus on processing and delivering fish to local and foreign markets. They supply fish to hotels, restaurants, and supermarkets in Somalia. They also export to the neighbouring Countries like Djibouti or Oman.

Type of partnership required: The company is looking for market access and possible joint-ventures.

Date of establishment: 2015

Strengths: The founders and shareholders come from different background, their combined experience (more than 20 years) is an important strength. Great experience in the fishery industry and knowledge of cold chain solutions as well as needs of foreign companies interested in Somali fishery products.

Classification: Expansion





BUILDING, CONSTRUCTION, LOGISTIC

Infrastructure in Somalia has suffered from lack of maintenance. The country can count on about 22,000 km of roads, of which 4,124 are main roads. Out of the 2,860 km of these are paved and 1,264 km are unpaved. Therefore, overall, 14% of all roads are paved, 4% are gravel and 83% are earthen. Somalia's current road network facilitates the annual movement of approximately 1.2 billion ton/km and 3.2 billion passengers/km.

The country has a huge potential to do cross-border trade, which could prove significant, as the trade routes between Kenya, Somalia and Ethiopia are crucial. Having said that, currently, the only established corridor is the Berbera-Addis, which competes with Djibouti for Ethiopian imports/exports. Due to security and greatly deteriorated roads, routes such as Mogadishu-Beletweyne-Addis Ababa, Mogadishu-Baidoa to Dolo and Mandhera become insignificant. Thus, investment in infrastructure could allow the resumption

of cross-border trade and trigger sustainable economic development and inclusive job creation.



Somalia has the longest coastline in Africa with several harbours and ports. Hence, the increased accessibility and upgrading will lead the ports to promoting inland trade and even cross-border trade with Ethiopia with its large population – facilitating the exports of livestock and fishery. The ports of Somalia, namely Mogadishu, Berbera, Kismayo and Bosaso are reasonably in good condition. Two of them employ large number of workers, 5,000 in Mogadishu and 2,000 in Berbera. Moreover, the ports capacity is estimated at about 20% and there is huge room for improvement. Air travel is under development with ratio of 0.13 (0.85 in Kenya), which is the ratio of passenger movement to the urban population.

In recent years, there has been a boom in the construction sector as result of Diaspora investments. The construction activities of apartments and offices is visible in the main cities, especially in the capital Mogadishu. Construction is often described as the path of recovery and while overall unemployment in the country remains high, construction sector in Somalia is of major source of employment.

PROJECT CODE: SOM/026/2106
SECTOR: BUILDING, CONSTRUCTION, LOGISTIC

Project description: The company deals with construction of roads, schools, hospitals and real estates. It also provides services like transportation of goods.

Type of partnership required: They are looking for joint-venture opportunities and access to the foreign markets.

Date of establishment: 2010

Strengths: Great experience in the construction and logistics sectors.

Classification: Expansion

PROJECT CODE: SOM/027/2106
SECTOR: BUILDING, CONSTRUCTION, LOGISTIC

Project description: The company is formed by a group of business practitioners and Engineers involved in the works of humanitarian organizations, logistics, transportation, preconstruction and construction.

Type of partnership required: Marketing skills and new technologies.

Date of establishment: 2011

Strengths: Experience in the field, technical and managerial skills.

Classification: Expansion

PROJECT CODE: SOM/025/2106
SECTOR: BUILDING, CONSTRUCTION, LOGISTIC

Project description: The company is formed by a group of business practitioners and engineers who want to make a real difference in the sectors of road transport and other logistics solutions between Lower Juba, South and Central regions of Somalia and neighbouring countries.

Type of partnership required: They are looking for joint-venture opportunities and access to the foreign markets.

Date of establishment: 2005

Strengths: Great experience in the field, technical and managerial skills.

Classification: Expansion



LIVESTOCK, POULTRY, DAIRY

Somalia has been traditionally a pastoral society with livestock rearing a part and parcel of the economy. Somalia's terrain consists mainly of plateaus, plains and highlands with year-round hot climate with sporadic rainfall. This has resulted in arid and semi-arid lands where livestock becomes a vital source of livelihoods. Livestock production has been the backbone of the Somali economy for many centuries. It is the most important source of food and income for the predominantly rural population.

Livestock provides a source of income as well as food in form of meat and other animal products like milk, which is an integral part of food security. The pastoral communities get their calories from milk and meat consumption and also support the families through sales of animals for their cereal and non-cereal foodstuffs. Several reports estimate that 26% of the Somali population is classified as nomads, for whom livestock sub-sector is the sole source for livelihoods.

The country has the following livestock reared: Sheep, Goat, Camel, Cattle as the predominant animals while poultry is also reported to be reared in smaller numbers.

Regarding milk sub-sector and its associated value chains, the production and marketing of this important beverage has been a traditional livelihood source for the pre-dominant agropastoral society of Somalia. It provides employment and income for large segment of the population and particularly to the women-folk which provides them economic empowerment. The maximum milk production comes from camels and then cows. Camels as sturdy animals can survive and produce milk even in adverse conditions when there is shortage of fodder. That's why camel milk has been preferred during the years compared to the one produced by other animals.

Despite this scenario, dairy sector remains underdeveloped and with a high potential to exploit. In-fact, Somalia is a net importer of yoghurt, cheese

or butter. The reason that can be attributed to this trend is lack of processing facilities of milk and very weak cold chain and transportation network that leads to huge spoilages. This is a big opportunity for international companies involved in dairy equipment, interested in partnerships with local small-scale milk processing firms, that currently produce clarified butter (Ghee) and yoghurt.

As far as meat sub-sector is concerned, domestic meat production is geared towards local market need, which prefers fresh meat, not chilled or frozen. It is implemented through small slaughterhouses either operated by private players or local authorities, and are mostly un-hygienic. Consequently, international companies that provide meat processing plants could have huge opportunities in the Country.

In terms of quantity, the maximum meat production comes from cattle or beefs followed by camels, even if combination of goat, sheep or shoat meat would be higher. There is a gradual increase in chicken meat consumption due to large scale imports. As a consequence, commercial poultry farming is on the rise, particularly in urban areas.

PROJECT CODE: SOM/028/2106
SECTOR: LIVESTOCK, POULTRY, DAIRY

Project description: The company is interested to undertake all issues related to improve human consumption of meat, from farm to fork. It means to invest in the standards, slaughtering, training, product development (hides and skins) and delivery methods necessary to produce quality hygienic meat suitable for human consumption and promote trust of meat consumers. They would like to extend their services to the region and nationwide, as well as to export local meat to the international markets.

Type of partnership required: The company is looking for market access and possible joint-ventures.

Date of establishment: 2015

Strengths: It's the company which deals with these activities at the state level and has accreditation from the Ministry of livestock, trade and health.

Classification: Expansion



PROJECT CODE: SOM/029/2106
SECTOR: LIVESTOCK, POULTRY, DAIRY

Project description: The company is currently supplying high quality, optimum nutritious dairy products such as high-quality Yoghurt (around 500 lt/day) from cow milk. The firm is planning to expand the production and introduce new dairy products in the market, such as ice creams and cheese. It also envisages to produce tetra packed ultra-heat treated milk.

Through this product diversification the company would attract new customers, and create new employment opportunities.

Type of partnership required: The company is looking for market access, technology transfer and possible joint-ventures.

Date of establishment: 2015

Strengths: First yoghurt manufacturer in Somalia, technical and managerial skills.

Classification: Diversification/expansion



PROJECT CODE: SOM/030/2106
SECTOR: LIVESTOCK, POULTRY, DAIRY

Project description: The company produces 700 lt. of milk per day and supplies nutritious and tasty dairy products that include milk in sachets and yoghurt. It encompasses 47 Holstein milk-producing cows and 21 calves and targets to reach 500 producing milk cows within a few years. The firm also aims at establishing a small-scale milk processing plant.

Type of partnership required: The company is looking for equipment purchase and possible joint-ventures.

Date of establishment: 2016

Strengths: The company is the largest cow milk producing farm in Somalia. The milk comes from Holstein Friesian Cows, the world's top milk producing breed.

Classification: Expansion



PROJECT CODE: SOM/031/2106
SECTOR: LIVESTOCK, POULTRY, DAIRY

Project description: The company is a leader in bovine genetics and artificial breeding technology in Somalia. They provide quality genetics and related products to farmers in the Country. They maintain a fully staffed imported semen distribution facility and liquid nitrogen production centre, complete with animal feed mill in Mogadishu. In the coming months they plan to set up feed analysis laboratory and milk processing plant with proper cold chains.

Type of partnership required: The company is looking for market access, technology transfer and possible joint-ventures.

Date of establishment: 2015

Strengths: The company has a great experience in agriculture and dairy, irrigation equipment and milk value addition.

Classification: Expansion, diversification



PROJECT CODE: SOM/032/2106
SECTOR: LIVESTOCK, POULTRY, DAIRY

Project description: The company is involved in breeding and dairy production in order to produce quality milk and meat for local consumers.

Type of partnership required: The company is looking for market access, technology transfer and possible joint-ventures.

Date of establishment: 2008

Strengths: Excellent quality of the products at a competitive price.

Classification: Expansion

PROJECT CODE: SOM/033/2106
SECTOR: LIVESTOCK, POULTRY, DAIRY

Project description: The company is involved in milk production and fish farming, they supply local market with milk and fish, as well as animal trading.

Type of partnership required: The company is looking for market access, technology transfer and possible joint-ventures.

Date of establishment: 2019

Strengths: Skilled workforce, competitive prices.

Classification: Expansion

PROJECT CODE: SOM/034/2106
SECTOR: LIVESTOCK, POULTRY, DAIRY

Project description: The company is composed by a group of meat exporters involved in the production and export of quality, wholesome, and disease-free meat, which is fit for human consumption by applying HALAL slaughtering and adopting of HACCP program with fresh & frozen meat.

Type of partnership required: Market access and possible Joint-ventures.

Date of establishment: 1995

Strengths: High quality of meat and rigorous health programs in order to discover fatal animal diseases, inspection made before & after slaughtering..

Classification: Expansion



OTHER SECTORS

PROJECT CODE: SOM/035/2106
SECTOR: Trade oxygen and nitrogen liquid and gas

Project description: This is a youthful and dynamic company specialized in the production and distribution of oxygen and nitrogen in both liquid and gas for medical and industrial use.

Type of partnership required: The company is looking for market access and possible joint-ventures.

Date of establishment: 2019

Strengths: High reliability, high quality of the oxygen useful for health centres countrywide.

Classification: Expansion

PROJECT CODE: SOM/036/2106
SECTOR: Renewable energies

Project description: This is a renewable energy company that delivers affordable and reliable solar energy systems for medium and large users in Somalia (mainly commercial and industrial buildings).

Type of partnership required: The company is looking for market access and possible joint-ventures.

Date of establishment: 2016

Strengths: They assist customers in securing finance and investments to procure the systems by collaborating with local and international financial institutions. Moreover, the company is dedicated to contribute towards the global energy transition by stimulating the use of renewables as the primary source of energy.

They provide holistic, high quality and reliable energy solutions to businesses such as hotels, large office buildings, universities, hospitals and industries in Somalia. They have the capacity and skills to deliver systems between 30kW and 5mW

Classification: Expansion

PROJECT CODE: SOM/037/2106
SECTOR: General trading

Project description: This company is one of the leading supplier of food, construction materials and cosmetics. They are engaged in importing and distributing, as well as marketing of high quality products.

Type of partnership required: Marketing skills and new technologies.

Date of establishment: 2003

Strengths: Great experience in the field, operational at the State level.

Classification: Expansion

PROJECT CODE: SOM/038/2106
SECTOR: General trading

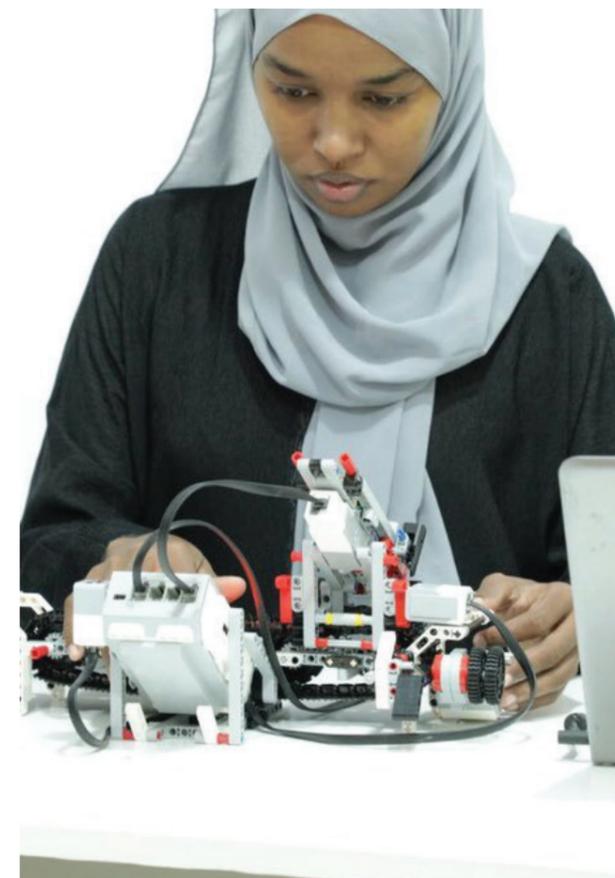
Project description: This company provides a range of business activities such as import/export in different fields (food and non-food items), as well as promotion and marketing of the items they deal with.

Type of partnership required: They are looking for joint-venture opportunities and access to the foreign markets.

Date of establishment: 2005

Strengths: High experience in the general trading.

Classification: Expansion





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