



FEDERAL GOVERNMENT OF SOMALIA
MINISTRY OF COMMERCE & INDUSTRY

NATIONAL EXPORT DEVELOPMENT AND PROMOTION STRATEGY FOR SOMALIA

FINAL REPORT



Prepared by:



In partnership with:





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DEFINITION OF TERMS

1. An **Export Development Strategy** is a national plan outlining interventions, reforms, and investments to increase a country's export capacity, competitiveness, and value-added potential.
2. **Comparative Advantage** refers to the natural or acquired economic advantages that enable Somalia to produce certain goods (like livestock or sesame) more efficiently or uniquely than other countries.
3. **Priority Export Sectors** refers to the four key sectors identified for focus due to their export potential and current economic contribution: Livestock, Agriculture (e.g., sesame, bananas, citrus), Fisheries, and Mining.
4. **Target Markets** are the specific regions and countries prioritized for Somali exports based on market potential, proximity, and trade ties. These include the Gulf Cooperation Council (GCC), East Africa, China and India, the European Union, and Other Muslim-majority countries (e.g., Malaysia, Egypt, Turkey)
5. **Sanitary and Phytosanitary (SPS) Compliance** is a Regulatory standard to ensure food safety and animal/plant health for exports. Somalia seeks to meet international SPS standards to access high-value markets like the EU.
6. **Trade Facilitation** refers to simplifying and modernizing trade procedures, including customs processes, export documentation, and logistics, to make export activities more efficient and cost-effective.
7. **Cold Chain Infrastructure** is a temperature-controlled supply chain crucial for perishable goods like fruits, meat, and seafood. It includes cold storage, refrigerated trucks, and facilities at ports.
8. The **Export Credit Guarantee Scheme** is a government-supported program that encourages banks to finance exporters by covering a portion of non-repayment risk.
9. **Aggregation Centers** are facilities that collect produce from multiple small-scale farmers or producers to create volume, consistency, and quality control for export readiness.
10. **Value Addition** is processing raw products into finished or semi-finished goods to increase their market value—e.g., producing sesame oil from seeds or drying fruits for export.
11. The **Export Promotion Agency** is a dedicated body that supports exporters, conducts market research, organizes trade fairs, and improves Somalia's trade visibility.

12. A **Vessel Monitoring System (VMS)** is a digital tool for tracking fishing vessels and monitoring fishing activity. It is essential for combating illegal fishing and ensuring sustainable fisheries management.
13. A **One-Stop Export Facilitation Platform** is a digital system that integrates customs, quarantine, and certification services to streamline and speed up the export process.
14. **Logistics Performance Index (LPI)** is a World Bank ranking that evaluates countries on trade logistics including infrastructure, customs, and timeliness. Somalia scored low, indicating urgent reforms needed.
15. **Public-private partnerships (PPPs)** are collaborative investment and operational arrangements between the government and the private sector to deliver export-related infrastructure, such as processing plants or ports.
16. **Diaspora Linkages** refers to the engagement with Somali diaspora communities abroad to facilitate trade, investment, and entry into foreign markets where these communities are active.
17. **Illegal, Unreported, and Unregulated (IUU) Fishing** refers to fishing that violates national laws or international norms. Foreign fleets often fish in Somali waters without permits, reducing the country's potential export earnings.
18. **Entry Through Azerbaijan (to EU)** refers to a strategic approach of using trade or diplomatic ties with Azerbaijan to ease Somali access to the European market, given existing barriers.



LIST OF ABBREVIATIONS

AfCFTA	African Continental Free Trade Area
DRIVE	De-Risking, Inclusion and Value Enhancement of Pastoral Economies Project
EAC	East African Community
EPAP	Export Promotion Action Plan
EPS	Export Promotion Strategy
EU	European Union
GCC	Gulf Cooperation Council
HoA	Horn of Africa
HS Code	Harmonized System Code (used for customs classification of traded products)
ICT	Information and Communications Technology
IUU	Illegal, Unreported, and Unregulated (fishing)
LPI	Logistics Performance Index
MDA	Ministries, Departments, and Agencies
MoCI	Ministry of Commerce and Industry (Federal Government of Somalia)
NEPS	National Export Promotion Strategy
PPP	Public-Private Partnership
SME	Small and Medium-sized Enterprise
SPS	Sanitary and Phytosanitary (measures)
UNDP	United Nations Development Programme
VMS	Vessel Monitoring System
WBG	World Bank Group



➤ EXECUTIVE SUMMARY

Overview

Somalia is charting a path to revive and expand its export sector as a driver of economic recovery, job creation, and resilience. The Somalia Export Development Strategy (2025-2030) provides a roadmap to enhance the country's export competitiveness, focus on high-potential sectors, target promising markets, and implement key reforms. This strategy comes at a pivotal moment: after decades of instability, Somalia is rebuilding its institutions and infrastructure to rejoin global markets. By leveraging its comparative advantages – including vast pastoral rangelands, fertile river valleys, and a 3,300 km coastline – the plan aims to boost export earnings and reduce reliance on traditional livestock exports through diversification. It emphasizes clear, phased actions to strengthen trade logistics, streamline regulations, expand financing, and promote four priority export sectors (Livestock, Agriculture, Fisheries, and Mining) selected for their current significance and future promise. Ultimately, the strategy envisions Somalia becoming a more competitive exporter, tapping into regional and global markets while creating jobs and improving livelihoods at home.

Background and Context

The Somalia National Export Development and Promotion Strategy (2025–2030) was commissioned by the Ministry of Commerce and Industry (MoCI) of the Federal Government of Somalia as part of its mandate to revitalize the country's trade and investment landscape. The strategy was developed with financial and technical support from the World Bank Group, reflecting a broader partnership aimed at boosting Somalia's export competitiveness and economic diversification. The initiative aligns with national priorities to strengthen trade policy, improve export infrastructure, and create sustainable pathways for private sector-led growth.

The development of the National Export Promotion Strategy (NEPS) was directly supported under the World Bank-funded De-Risking, Inclusion, and Value Enhancement of Pastoral Economies (DRIVE) project. The DRIVE project, implemented under the Horn of Africa Initiative, seeks to enhance the resilience of pastoral economies through financial inclusion, livestock value chain development, and regional trade facilitation. Recognizing the urgent need to stabilize and expand Somalia's export base—particularly in livestock—the DRIVE project financed the strategy to guide targeted interventions that address bottlenecks, diversify exports, and help Somalia recapture lost markets in the Gulf and beyond. The strategy is a key deliverable under DRIVE's broader objective of improving livelihoods and regional integration for pastoralist communities.

INTRODUCTION

Study methodology

The development of Somalia's NEPS followed a structured and consultative methodology, combining both qualitative and quantitative approaches. The process was designed to ensure evidence-based analysis, national ownership, and alignment with Somalia's economic and trade development priorities.

- 1. Review of Relevant Literature and Policy Documents:** The first step involved an in-depth desk review of relevant national and regional policy documents, strategies, and regulatory frameworks. This included Somalia's previous export strategy, sector development plans, national development frameworks, trade agreements (e.g., AfCFTA), and global trade policy benchmarks. Comparative reviews with regional peers were also undertaken to identify lessons and best practices.
- 2. Data Collection and Sector Diagnostics:** Primary and secondary data were gathered through various channels. Secondary data included trade statistics, production volumes, and market access conditions from national and international databases. Primary data collection involved key informant interviews, focus group discussions, and field consultations with stakeholders across key export sectors—livestock, agriculture, fisheries, and mining. Export value chain analyses were conducted to assess competitiveness, quality gaps, infrastructure constraints, and market opportunities.
- 3. Stakeholder Consultations:** A highly participatory approach was used, with extensive consultations involving government ministries, regional authorities, private sector actors, producers, exporters, financial institutions, and development partners. These engagements were conducted through workshops, bilateral interviews, and validation meetings to ensure inputs were captured and integrated at each stage.

Enhancing Export Competitiveness

The strategy identifies several critical challenges and reforms in logistics, regulation, and finance to make Somali exports more competitive.

Weak Trade Logistics and Infrastructure: High transportation costs and delays undermine Somalia's competitiveness. Many roads are in poor condition, and both port facilities and cold-chain infrastructure remain limited. In the World Bank's 2023 Logistics Performance Index, Somalia scored just 2.0 out of 5— one of the lowest scores globally. Customs efficiency was particularly weak, with a score of only 1.5 compared to over 4.0 in top-performing countries. Limited air cargo connectivity—with only a few operating airlines—further constrains the export of perishable and high-value goods. Upgrading roads, ports, and cold storage, along with improving air and sea transport links, is a priority to reduce costs and spoilage.

Cumbersome Customs and Trade Procedures: There is no national "single window" for trade; exporters must navigate manual, paper-based processes that are slow and

susceptible to rent-seeking. Lengthy clearance times (a typical export shipment endures 117 hours of compliance time) and high fees (\$845 per shipment in border/document costs) render Somali goods less competitive. The strategy calls for streamlining and digitizing export procedures, creating one-stop online systems to integrate customs, quarantine, and certification steps. This will reduce delays and informal fees, encouraging more traders to use formal channels. Training customs and border officials and adopting risk-based inspections are part of making trade facilitation more efficient.

Standards and Regulatory Gaps: Somalia’s quality infrastructure is underdeveloped. The Somali Bureau of Standards (SBS) is under-resourced, with limited labs, making it difficult for exporters to obtain internationally recognized certifications (e.g., sanitary-phytosanitary certificates). Regulations are fragmented across federal and state levels, and enforcement is weak, creating an unpredictable business climate. Aligning Somali regulations with international norms (e.g., WTO food safety standards) and enforcing them consistently remains an ongoing challenge. The strategy prioritizes upgrading testing laboratories and establishing basic certification systems – covering livestock health, crop phytosanitary standards, fisheries safety, and more – to help exporters meet the import requirements of target markets. It also calls for harmonizing regulations and taxes between the Federal Government and the States to eliminate contradictions, such as past disputes over livestock export levies that left shipments stranded.

Limited Access to Finance: Somali farmers, processors, and traders face challenges obtaining affordable credit and insurance to support export production. The financial sector is still developing, with few banks that often require high collateral and charge steep interest rates due to perceived risks. This credit gap prevents many producers from scaling up or forces them to sell to middlemen at lower prices. The strategy emphasizes the need to enhance access to trade finance through innovative mechanisms. Suggestions include establishing a government-backed Export Credit Guarantee Scheme to encourage banks to lend to export-oriented businesses, expanding microfinance programs for farmers, and promoting Islamic finance products tailored to trade (important in Somalia’s context). Strengthening export insurance options will also mitigate risk for lenders and exporters. By easing financing constraints, Somalia’s producers can confidently invest in better inputs, processing, and fulfill larger orders.

Institutional Capacity and Coordination: Decades of conflict have left Somalia’s trade-support institutions weak. There is no centralized export promotion agency to assist Somali exporters with marketing or market information. Support services, such as trade information, quality assurance, and training are limited. Coordination among ministries (commerce, agriculture, fisheries, etc.) has been ad hoc. The strategy calls for forming a national export development council or a similar coordination body to align efforts and establishing a dedicated export promotion unit. Public agencies like the SBS, customs authority, and line ministries will undergo capacity building to serve exporters better. The government has acknowledged these gaps and is pursuing key reforms—including harmonizing export taxes between federal and state authorities, creating a unified licensing system, strengthening the standards bureau, and transitioning from paper to e-governance for trade facilitation.

Priority Export Sectors

Given limited resources, Somalia is prioritizing four export sectors—Livestock, Agriculture, Fisheries, and Mining—selected for their current contributions, comparative advantages, and future potential. These sectors provide a blend of traditional strengths to build on and new frontiers to explore, aligning with the strategy’s goals of diversifying exports and enhancing resilience. The table below presents an overview of these sectors, their export values, and key characteristics:

Table 1: Priority export sectors for Somalia

Sector	2023 Export Value	Key Exports	Comparative Advantages
Livestock	~\$861 million (≈90% of total)	Live animals (camels, cattle, sheep, goats)	Vast rangelands and herds; hardy, disease-resistant breeds; strong demand for Somali halal livestock in Gulf markets; proximity to the Middle East
Agriculture	~\$63 million (≈7%)	Sesame seeds; Bananas & citrus fruits; Frankincense & myrrh (resins)	Fertile river valleys (Jubba & Shabelle); tropical climate with multiple growing seasons; organically grown crops by default; historic reputation for high-quality bananas; unique aromatic resins (frankincense) prized globally.
Fisheries	~\$15 million (≈2%)	Fish (tuna, snapper), lobster, dried fish, etc.	One of Africa’s longest coastlines (3,300 km) with rich marine fisheries; abundant species (tuna, lobster, prawns); under-fished waters offer large untapped potential; growing global and regional seafood demand.
Mining	Negligible formal exports (long-term potential)	Gold (artisanal small-scale); Gypsum; potential minerals (iron, uranium, etc.)	Diverse mineral deposits largely unexplored due to past instability; signs of minerals like gold, gemstones, gypsum in Somalia; strategic location near Middle East and South Asia markets for minerals; a new mining code drafted to attract investment.

Categorization

The study analyzed Somalia’s key export products by sectors, spices and volumes. These products are categorized using the following Harmonized System (HS) codes.

Livestock

- a) (HS) 0102.90 Live bovine animals (excluding pure-bred breeding)
- b) (HS) 0106.41 Other live animals (e.g., camels, sheep, goats).

Agriculture

- a) (HS) 1207.40.00 Sesame seeds
- b) (HS) 0803.90.10 Bananas, fresh (excluding plantains)
- c) (HS) 0805.00 Citrus Fruits.

Fisheries

- a) (HS) 0302 Fish, fresh or chilled (excluding fillets)
- b) (HS) 0303 Fish, frozen (excluding fillets)
- c) (HS) 0304 Fish fillets and other fish meat, fresh, chilled, or frozen
- d) (HS) 0305 Fish, dried, salted, or in brine; smoked fish
- e) (HS) 0306 - 0308 Crustaceans, mollusks, and other aquatic invertebrates.

Mining

- a) (HS) 7108 Gold (unwrought or semi-manufactured)
- b) (HS) 2520.10 Gypsum
- c) (HS) 7210 Iron or non-alloy steel, flat-rolled products.

Target Markets for Somali Exports

Alongside prioritizing what to export, the strategy outlines where to export—focusing on destination markets that offer the best opportunities. Currently, Somalia’s exports are heavily concentrated in a few countries: as of 2018, 82% of exports went to just five countries, primarily in the Gulf region (led by the UAE and Oman). This concentration leaves Somalia vulnerable to shocks, such as import bans from a single country, and means it may be missing out on other growing markets. The strategy emphasizes consolidating key existing markets like the Gulf and diversifying into new markets in Africa, Asia, and Europe. Priority target markets were chosen based on existing trade ties and demand, market size and growth, access conditions (tariffs/quotas), logistical proximity, and the presence of Somali diaspora or trade links. The major target market regions identified include:

Gulf Cooperation Council (GCC) Countries: The Arabian Peninsula, particularly Saudi Arabia, the United Arab Emirates, Oman, Kuwait, and Qatar, is Somalia’s traditional export stronghold. The Gulf accounts for most Somali livestock exports, with millions of animals shipped via the Red Sea each year to meet the region’s high demand for halal meat and sacrificial animals. These countries value Somali products such as livestock (and historically, bananas and citrus) due to geographic proximity and cultural affinity, including Muslim dietary preferences. The strategy prioritizes engagement with the GCC to maintain and deepen ties by securing long-term livestock supply agreements, expanding into meat exports, and reviving fruit exports to Gulf markets that used to import Somali bananas

and lemons. Keeping access to the Gulf market open is critical, for instance, by meeting animal health import requirements to prevent bans. Simultaneously, the plan encourages expanding beyond just the UAE/Oman to explore other opportunities in the Middle East. For example, Egypt is identified as a major Arab market with substantial meat import needs, enabling Somalia to negotiate deals for meat or livestock exports there.

East Africa & Neighbors: Somalia aims to increase trade with its African neighbors—particularly the East African Community (EAC) and the Horn of Africa region. These markets are geographically closer, which reduces transportation costs, and some, like Kenya, have sizeable Somali diaspora communities. Somalia seeks to join regional trade initiatives and potentially the EAC to ease market access. The strategy highlights working with African partners to harmonize standards (for instance, mutual recognition of livestock health certificates to enable cross-border trade). Somalia can tap into the growing African continental market by developing formal trade corridors (e.g., rehabilitating key roads connecting Somalia’s producing areas to the Kenyan or Ethiopian borders). East Africa may not replace the Gulf immediately, but it provides a diversification outlet and fosters regional economic cooperation.

South and East Asia (China, Malaysia, etc.): The strategy identifies Asia’s giant, China, as a promising market for Somali exports. China is one of the world’s largest importers of sesame and a major seafood consumer – a natural fit for Somalia’s sesame seeds and potentially its fisheries exports. In fact, a significant portion of Somali sesame already makes its way to China (often through middlemen). Strengthening direct trade links could secure better prices for Somali farmers. Engaging Asian markets might involve marketing Somalia’s organic and natural products to health-conscious consumers there. Beyond these two, broader Asian Muslim markets like Malaysia and Indonesia are potential targets; these countries import halal meat and could be buyers of Somali livestock or meat if quality standards are met. They also use frankincense and myrrh in traditional medicines and religious practices, which Somalia can supply. To penetrate Asian markets, Somalia will need to negotiate sanitary agreements and possibly leverage diplomatic ties, such as utilizing forums like the China-Africa cooperation summit to promote its products. The presence of Somali diaspora business networks in places like China and Malaysia can serve as a bridge to open these markets.

European Union and Western Markets: Although Somalia currently exports very little directly to Europe, the EU is perceived as a high-value market, especially for fisheries and niche agricultural products. European countries (such as those in the EU) have stringent standards; however, if Somalia can achieve compliance, the price premium could be significant. For example, EU consumers pay high prices for yellowfin tuna, shrimp, and organic products. Somalia is working to enhance its sanitary and phytosanitary controls to eventually qualify for EU market access, particularly for fish (this involves meeting EU fish hygiene standards and getting fisheries inspected and approved). One innovative approach noted is exploring entry through friendly countries – the strategy identifies “entry through Azerbaijan” as a potential opportunity. Additionally, Turkey, which straddles Europe and the Middle East, is a growing market and partner (Turkey has close ties with Somalia and could import meat or fish, and provide investment).

Scorecard

As part of the Somalia National Export Promotion Strategy, a scorecard methodology was used to assess the export potential of key sectors; agriculture, fisheries, livestock, and mining and across the priority markets. This analytical tool offered a visual framework to evaluate how well Somali products align with the requirements and opportunities in priority export destinations.

The scorecard applied a traffic light color system:

- **Green** = High market potential and readiness.
- **Yellow** = Moderate potential with some constraints.
- **Red** = Low potential or significant barriers to market entry.

For priority markets (EU, GCC, EAC, China), where agriculture and fisheries show strong readiness. Livestock performs well in the GCC and EAC but faces compliance challenges in the EU and China. Mining is broadly viable, except in areas with infrastructure gaps. For other markets (e.g., Egypt, Turkey, Indonesia, Malaysia), there is moderate potential for agriculture and fisheries, but significant constraints for livestock due to certification and market access issues.

Implementation Plan and Way Forward

The strategy outlines a clear implementation roadmap to turn these plans into reality. Recognizing that reforms and sector investments will take time, the approach is divided into short-term (1-2 years) and medium-term (3-5 years) actions, focusing on longer-term goals. Implementation will be incremental, coordinated, and monitored:

Immediate Priorities (Years 1-2: "Building Foundations"): In the short term, the focus is on "quick wins" and laying the groundwork. This includes finalizing key policies and regulatory frameworks (e.g., enacting the new mining code, harmonizing livestock export regulations across regions), establishing basic infrastructure and services, and kick-starting priority projects on a pilot scale. For example, in fisheries, short-term actions involve creating a centralized vessel licensing system, updating fisheries regulations, and launching visible anti-IUU (illegal fishing) efforts such as a monitoring center and vessel tracking. Similarly, an early step in agriculture is to enhance testing laboratories and phytosanitary control to ensure exports meet international standards. Other quick wins include organizing Somalia's participation in major trade fairs (to signal its re-entry to markets), issuing internationally recognized health certificates for the first batch of exports (e.g., a first seafood shipment to a new market), or facilitating private investment in a small export processing facility through incentives. Institutionally, a National Export Coordination Committee is to be formed to steer and monitor implementation across ministries.

Medium-Term Priorities (Years 3-5: "Scaling Up and Expansion"): In the medium term, the strategy shifts toward expanding infrastructure and launching growth initiatives, once foundational systems are in place. Full-scale projects are expected to begin around Year 3 or 4. These include constructing larger cold storage facilities at major ports (Mogadishu,

Berbera, Kismayo), completing regional fish landing hubs, rehabilitating key trade corridors (such as roads linking production areas to ports), and establishing processing facilities – including modern abattoirs and fruit packhouses – supported by earlier investment incentives and public-private partnership (PPP) frameworks.

By Year 3, Somalia aims to access at least one new high-value export market by meeting required standards – for example, securing EU approval for fish exports from a designated fishery or achieving Gulf certification for meat exports from a new abattoir. Monitoring and enforcement capacities will also be strengthened: the goal is for all licensed fishing vessels to be integrated into a Vessel Monitoring System (VMS) and for increased Coast Guard patrols to reduce illegal fishing significantly.

In the livestock sector, medium-term goals include eradicating major animal diseases through nationwide vaccination campaigns and establishing fully operational quarantine stations and testing laboratories to support reliable exports.

Human capital development is another focus area. Plans include launching a fisheries training center by Year 4 and introducing agricultural extension programs to train farmers in export-grade crop production.

Implementation Leadership, and Monitoring

The Ministry of Commerce and Industry will lead overall coordination, working closely with relevant line ministries (e.g., Agriculture, Fisheries, Livestock, Finance) and agencies such as the Somali Bureau of Standards (SBS) and Customs. An inter-ministerial committee or task force will oversee the roadmap, address bottlenecks, and harmonize actions between federal and state authorities. Donor agencies and international partners – including the FAO, ITC, and development banks – are expected to align their programs with the strategy's priorities, whether by funding infrastructure, providing technical expertise for capacity building, or facilitating market linkages.

The strategy emphasizes the importance of clearly assigning responsibilities for each initiative and establishing a monitoring framework with key performance indicators (KPIs) and timelines to track progress. Transparency and communication will be maintained to keep stakeholders – including producers, traders, investors, and the public – informed about progress and emerging opportunities.



EXPORT COMPETITIVENESS AND STRATEGIC PRIORITIES

1

A combination of inherent advantages and significant structural challenges influences Somalia's export competitiveness. This section outlines the key factors affecting the country's current export performance, including trade logistics, the regulatory and governance environment, customs and border procedures, access to finance, and institutional and infrastructure gaps.

1.1 Trade Logistics and Infrastructure

Efficient trade logistics are critical for competitiveness, yet Somalia currently faces significant logistical challenges. The country's transportation network is underdeveloped and fragile, resulting in high costs and delays. Road connectivity is poor; many key highways (e.g., Mogadishu-Kismayo) are in disrepair, leading to long transit times and frequent spoilage of agricultural goods. The expense of transporting goods by road is exacerbated by insecurity and illegal checkpoints, where informal "taxes" are imposed on trucks, further increasing costs for exporters. Somalia's performance on global logistics benchmarks reflects these difficulties. In the World Bank's 2023 Logistics Performance Index (LPI), Somalia's overall score was only 2.0 out of 5, one of the lowest in the world. In areas such as customs efficiency, Somalia scored just 1.5, compared to scores above 4.0 for top-performing countries. Such low ratings underscore the significant gaps in infrastructure, timeliness, and supply chain reliability that Somali exporters face.

In the World Bank's 2023 Logistics Performance Index (LPI), Somalia's overall score was only **2.0** out of **5**, one of the lowest in the world. In areas such as customs efficiency, Somalia scored just **1.5**, compared to scores above **4.0** for top-performing countries.

Limited port capacity: Somalia's seaport infrastructure is also under strain. The country depends on four main ports (Mogadishu, Berbera, Kismayo, and Bosaso), all facing capacity limitations and outdated facilities. Without modernization, these ports struggle to handle growing export volumes efficiently. Consequently, port congestion and insufficient cargo handling equipment result in longer turnaround times for ships and increased shipping costs. These delays directly affect product quality and market access value for exporters of perishable goods like fruit, meat, or fish.

Limited airfreight options: Limited air freight options also hinder export logistics. Currently, only two major international airlines, Turkish Airlines and Ethiopian Airlines, service Somalia, offering very few cargo flights. This lack of air connectivity limits the export of high-value, short-shelf-life products, such as fresh fish, horticulture, or chilled meat, which require rapid transport delivery.

Table 2: Shipping cost comparison for Somalia

Port of Loading/Port of Discharge	MAERSK		MSC		Distance KM	Cost/ km	Time DAYS
	20'	40'	20'	40'			
Santos (Brazil) - Jeddah (KSA)	\$1,553	\$1,686	-	-	12,902	\$0.13	35-72
Santos (Brazil) - Jebel Ali (UAE)	\$1,570	\$1,767	-	-	15,001	\$0.12	37-65
Melbourne (Australia) - Jeddah (KSA)	-	-	\$4,846	\$5,281	13,185	\$0.40	40-59
Melbourne (Australia) -Jebel Ali (UAE)	-	-	\$1,455	\$1,800	12,103	\$0.15	32-53
Nhava Sheva (India) - Jeddah (KSA)	-	-	\$2,634	\$3,155	4,318	\$0.73	10-22
Nhava Sheva (India) - Jebel Ali (UAE)	-	-	\$500	\$520	2,093	\$0.25	3-10
Mombasa (Kenya) - Jeddah (KSA)	-	-	-	\$3,600	4,184	\$0.86	13-23
Mombasa (Kenya) - Jebel Ali (UAE)	-	-	-	\$3,300	4,464	\$0.73	8-23
Mogadishu (Somalia) - Jebel Ali (UAE)	\$1,000	\$1,500	-	-	3,550	\$0.42	8-9
Mogadishu (Somalia) - Jeddah (KSA)	\$1,750	\$3,500	-	-	3,333	\$1.05	7-8
Bosaso (Somalia) - Jebel Ali (UAE)	\$1,500	\$5,000	-	-	3,453	\$1.45	6-8
Bosaso (Somalia) - Jeddah (KSA)	\$750	\$1,000	-	-	1,976	\$0.51	2-3

1.2 Regulatory Environment and Governance

Fragmented regulatory Landscape: The regulatory and institutional environment for trade in Somalia is marked by fragmentation and weak capacity, which hampers exporters. The Federal Government and Federal Member States (FMS) often maintain overlapping or inconsistent trade rules and taxes. For instance, exporters have faced double taxation and disputes due to unharmonized export taxes between the federal and state levels. Similarly, export licensing and permitting processes are fragmented—businesses must navigate varying requirements across multiple authorities and regions. This complex licensing and export approval system creates uncertainty and additional costs for firms.

Inefficiencies in export documentation processes: Transparency and coordination in trade governance remain limited as Somalia rebuilds its institutions. A single national window or one-stop system for exporters has yet to be established. Instead, trade procedures are managed manually through paper-based processes that are slow, inefficient, and susceptible to rent-seeking.

The absence of a unified electronic trade facilitation system forces exporters to spend significant time securing signatures and clearances from multiple offices. Digitizing trade procedures and streamlining approvals is critical to reducing delays and improving efficiency.

Inefficient border processes and customs clearance significantly hinder Somalia's export competitiveness. Lengthy clearance times and high compliance costs increase the price of Somali goods and hinder timely delivery. According to the World Bank's *Doing Business 2020* data, a typical export shipment from Somalia requires approximately 117 hours and incurs \$845 in direct costs to meet border and documentary requirements—including around 73 hours for documentation and 44 hours for border inspections and clearance, along with several hundred dollars in paperwork processing and related fees.

Lack of quality standards Infrastructure: Standards and compliance infrastructure remain a critical gap for Somalia. The country is still in the early stages of developing a national quality and standards framework. The SBS, responsible for ensuring product standards and testing, is under-resourced and operates with limited laboratory facilities. As a result, exporters face difficulties obtaining internationally recognized certifications—such as sanitary and phytosanitary certificates or quality marks—required to access foreign markets.

Aligning Somali regulations with international norms, including adopting national phytosanitary standards in line with WTO/SPS agreements, remains an ongoing challenge. Regulatory fragmentation and weak enforcement further contribute to an unpredictable business environment, undermining investor confidence in export sectors.

Access to trade finance and export credit: Limited access to finance is another significant constraint for Somali exporters, particularly small and medium-sized enterprises (SMEs). The export financing landscape is underdeveloped, making it challenging for Somali businesses to secure affordable credit, insurance, and banking services to support trade. Domestic financial institutions remain nascent after decades of conflict; only a few banks are operational, and they often require high collateral or impose steep interest rates, reflecting perceived risks. Consequently, many producers struggle to obtain the

working capital necessary to scale up production for export or to bridge the cash-flow gap between producing goods and receiving payment from overseas buyers.

Institutional and capacity gaps: Somalia’s institutional capacity to support exporters remains limited, resulting in significant gaps within the export ecosystem. Decades of state instability have left a legacy of weak public-sector delivery in critical areas such as trade promotion, quality infrastructure, and market intelligence.

Currently, there is no fully functional central export promotion agency at the national level, leaving exporters with minimal formal support in marketing, matchmaking, or navigating foreign regulations. Coordination among ministries and agencies relevant to trade – including agriculture, fisheries, commerce, transport, and customs—is improving but remains ad hoc, leading to contradictory policies or duplication of efforts.

On a positive note, the government recognizes these challenges and has identified key reforms to improve the trade environment. Planned measures include harmonizing export taxes between federal and state authorities, establishing a unified export licensing system, strengthening the SBS to enhance quality control, and transitioning from manual paperwork to e-governance for trade facilitation. These initiatives are strategic priorities to improve governance and reduce the “friction” costs that Somali exporters bear.

1.3 Prioritization of Key Export Products

Given limited resources, Somalia must develop a select group of high-potential export products to drive growth and create jobs. This section outlines the criteria for prioritizing these products and identifies the key sectors selected as strategic priorities. The priority sectors – livestock, agriculture (focusing on sesame and bananas), fisheries, and mining – were chosen based on their current contributions, comparative advantages, and future potential.



Figure 1.1: Somalia export sectors contribution on the total export

Criteria for Product Prioritization

Somalia's export development strategy applies several criteria to determine which products/sectors merit priority attention:

- **Current export value and volume:** Products that contribute significantly to export earnings or volumes are prioritized, as success in these areas can be scaled up further. For example, sectors accounting for a large share of Somalia's current exports—such as livestock and sesame—naturally rank high in importance.
- **Employment and livelihood impact:** Sectors that support large population segments and generate employment—particularly for women and youth—are prioritized. Since livestock and farming employ the majority of Somalis, strengthening exports in these areas directly contributes to improving livelihoods.
- **Growth potential and market demand:** Products with strong projected demand in regional or global markets, or where Somalia has the potential to increase production rapidly, are prioritized. This includes sectors in which Somalia holds a comparative advantage or unique selling point—such as organic sesame seeds or abundant fish stocks. High potential for value addition and moving up the value chain are also important considerations.
- **Diversification and risk mitigation:** Emphasis is given to sectors that can diversify Somalia's export base, reducing over-reliance on any single commodity or market. New or underdeveloped exports (like fisheries or mining) can broaden the economic base and provide buffers against shocks (such as drought or market bans on livestock).
- **Feasibility and enabling environment:** The strategy also considers the practicality of developing each sector, including required investments, time horizon, and alignment with government capacity. Sectors with existing momentum, donor support, or quicker wins—such as reviving the once-thriving banana industry—may be prioritized over those that need extensive groundwork.

Using these criteria, Somalia has identified four priority export sectors: (1) Livestock, (2) Agriculture (notably citrus fruits, sesame, and bananas), (3) Fisheries, and (4) Mining. Below is an overview of each priority sector, including Somalia's comparative advantages and export potential.

Livestock

The livestock sector is the backbone of Somalia's economy and its most competitive export industry. Livestock—including cattle, camels, sheep, and goats—typically accounts for around 40% of Somalia's GDP and over 50% of its export earnings. Somalia is renowned globally as a major supplier of live animals and has been one of the world's largest exporters of live sheep and goats in recent years.

This dominance is supported by Somalia's vast rangelands and pastoralist traditions, which produce hardy, grass-fed animals highly valued by importing countries. A key

comparative advantage is Somalia's proximity to the Gulf states, where demand for halal livestock is strong. Somali animals are transported quickly across the Red Sea to markets such as Saudi Arabia, Oman, the United Arab Emirates (UAE), Kuwait, and Yemen. Importers appreciate Somali livestock for their quality—including taste and disease-resistant breeds—as well as Somalia's geographic closeness, which reduces transport time and costs.

Livestock exports generate substantial foreign exchange and employ a large portion of the population, including nomadic herders, traders, and feed suppliers. The sector's export potential remains strong. By improving veterinary services and health certification, Somalia can raise animal health standards to consistently meet import requirements, helping to prevent periodic bans—such as those caused by past Rift Valley Fever outbreaks—and ensuring steady market access.

There is also significant potential for value addition. Rather than exporting solely live animals, Somalia could expand into exporting chilled or frozen meat, leather, and other animal products if adequate processing facilities and cold chain infrastructure are developed. Establishing export-oriented abattoirs and meat-packing plants would increase earnings and create jobs domestically.

With rising meat consumption in the Middle East and other regions, Somalia's livestock sector is well-positioned for growth. The strategic priority is to sustain and expand this sector by enhancing animal health systems, improving fodder production, and upgrading export infrastructure such as quarantine stations and abattoirs.

Agriculture (Citrus Fruits, Sesame, and Bananas)

Somalia's agriculture sector offers several high-potential export crops, with sesame standing out as a top priority. Bananas are also being revived as a heritage export, as are citrus fruits, including lemons. Agriculture—including both crops and livestock—accounts for roughly 70% of GDP and employs the majority of Somalis.

Among crops, sesame seeds have become Somalia's leading export crop by value. The country ranks among the top 10 exporters of sesame by volume, reflecting strong international demand. Somali sesame is prized for its high oil content and organic production methods—with minimal chemical inputs—which appeals to markets in China, the Middle East, and Europe.

In recent years, Somalia has exported approximately 1,000 to 1,500 tons of sesame annually, with production on an upward trend. With support to farmers in improving yields and quality—through better seeds, pest control, and post-harvest handling—Somalia could substantially increase sesame output. Expanding processing capabilities, such as oil pressing for export, also presents an opportunity to add value.

The global market for sesame products—including oil, food ingredients, and tahini—is growing, particularly in Asia. Somalia's comparative advantages include a suitable climate allowing for two cropping seasons per year, abundant arable land, and the established reputation of its sesame seeds.

Bananas were once Somalia’s flagship export crop. In the 1980s, Somalia was the largest banana exporter in Africa, with exports peaking at over \$90 million. The fertile riverine areas of southern Somalia—particularly along the Shebelle and Juba rivers—offer ideal conditions for banana cultivation. Before the civil war, bananas accounted for as much as 20% of the national economy.

Reviving banana exports is a strategic priority, as it can generate substantial rural employment and foreign exchange. Encouraging signs have emerged in recent years: farms in areas such as Jowhar, Bal’ad, and Afgoye have resumed banana production on a modest scale, targeting markets in the Gulf and other former trading partners. Somali bananas are known for their sweet flavor and were historically exported to destinations like Italy and the Middle East.

However, significant challenges remain. Plantations and irrigation infrastructure require rehabilitation, and modern packing and cold storage facilities are needed to meet international standards. With the right investments, bananas could once again become a major export. The growth potential is strong, driven by regional demand for tropical fruits and Somalia’s comparative climate and arable land advantages.

Citrus fruits (lemons and other citrus): Citrus fruits—particularly lemons—have long been a notable component of Somalia’s agriculture. Before 1991, citrus crops such as lemons and grapefruits were widely cultivated in the fertile southern riverine zones (Lower and Middle Shabelle, and the Juba regions), often alongside bananas. However, citrus output today remains well below its late-1980s peak.

After the collapse of banana exports following the civil war, sun-dried lemons became one of Somalia’s few enduring fruit exports. The warm climate and irrigation potential along the Shabelle and Juba rivers offer ideal conditions for citrus orchards, enabling up to two harvests annually. Farmers have revived lemon production in areas such as Afgoye and Luuq, and Somalia’s dried lemons—commonly known as “black lemons”—are prized in Gulf markets.

Dried lemon exports have grown in recent years. Somali lemons are valued for their strong aroma and flavor, which align well with Middle Eastern culinary preferences. With robust regional demand for tropical fruits, Somalia is well-positioned to expand citrus exports, thanks to its favorable climate and abundant arable land.

Somalia’s agriculture sector offers several high-potential export crops, with sesame standing out as a top priority. Bananas are also being revived as a heritage export, as are citrus fruits, including lemons.

Frankincense and gum resins: Frankincense (along with myrrh and other gum resins) is one of Somalia's oldest and most iconic exports. The fragrant resins from *Boswellia* and *Commiphora* trees in Somalia's arid north have been traded for thousands of years—historically, frankincense and myrrh from Somali areas were as valuable as gold. In the modern era, gums and resins became vital to Somalia's economy when other sectors faltered. After the State collapse in 1991, frankincense and myrrh exports emerged as the second-largest foreign exchange earner, after livestock.

Today, Somalia is one of the world's top producers of frankincense, alongside Ethiopia. The trees grow wild in the mountainous regions of Somaliland and Puntland (notably, Sanaag and Bari), where pastoral families tap them for resin. Before the recent drought, annual production was valued at around \$80-90 million, and Somali frankincense is widely regarded for its high quality. Most resin is exported in raw form by traders to the Middle East—often via the UAE—and then re-exported to Europe, Asia, and the United States for use in incense, perfumes, and essential oils.

Frankincense and other gum resins hold strong growth potential and remain a priority in export. Global demand for natural resins is rising, particularly in aromatherapy, cosmetics, and pharmaceuticals. Somalia's unique geographic advantage—being home to endemic frankincense species and having a suitable climate—gives it a distinct comparative edge. With investments in sustainable harvesting (to protect these ancient trees), improved producer organization for better pricing, and the development of local processing facilities, Somalia could significantly boost export revenues from this high-value product.

Fisheries

Somalia's fisheries sector is often described as an untapped frontier for export growth. With over 3,300 km of coastline along nutrient-rich marine waters, the country boasts one of the largest fisheries potentials in Africa. Key species include tuna, lobster, prawns, cuttlefish, and other high-value seafood.

Despite this natural abundance, the sector remains underdeveloped and currently contributes only a small share to Somalia's total exports. Several factors constrain its growth: limited domestic fishing capacity (most activity is small-scale and artisanal), a lack of cold storage and processing infrastructure, and a history of illegal, unreported, and unregulated (IUU) fishing by foreign vessels in Somali waters. As a result, Somalia is far from realizing its sustainable catch potential.

The strategic rationale for prioritizing fisheries is clear: global and regional demand for seafood is strong—particularly in markets such as the EU, Middle East, and Asia—and Somali waters are rich in marine resources. Developing the fisheries sector for export would help diversify the economy and create jobs in coastal communities, including in fishing, processing, and supporting services. Somalia holds a comparative advantage in species such as tuna—due to migratory routes passing through its Exclusive Economic Zone (EEZ)—and high-value crustaceans like lobsters and prawns, which can command premium prices in international markets if quality standards are upheld.

Mining

Somalia's mining and extractives sector is currently in its infancy but possesses long-term strategic potential for export development. The country is believed to have significant untapped mineral resources, including deposits of iron ore, tin, gypsum, bauxite, uranium, and other metals and industrial minerals. In the past, small-scale (often artisanal) mining has generated exports such as gold and gemstones. For instance, in some recent years, Somalia recorded gold exports—largely informal—primarily to destinations like the UAE. However, beyond these limited cases, Somalia's minerals remain largely unexploited due to decades of instability and a lack of investment in geological surveys and mining infrastructure.

The inclusion of mining among Somalia's priority sectors is driven by the potential to capitalize on its natural resource endowment—provided peace and investment continue to improve. Neighboring countries, such as Ethiopia and Kenya, have successfully developed mining industries (e.g., gold, soda ash), and Somalia could follow a similar path. For example, gypsum is available in ample quantities and could be exported for cement production in regional markets. There is also renewed interest in Somalia's uranium and iron ore deposits, which were considered among the largest in Africa during the late 1980s. If global commodity prices and domestic security conditions are favorable, the extraction of these minerals could become viable.

In the medium term, the focus is on establishing a robust legal and regulatory framework to attract responsible mining exploration. Somalia has recently drafted a mining code to govern licensing and revenue sharing—an essential step to building investor confidence. Small-scale quarrying of construction materials (such as stone and sand) is already underway and offers a foundation for future growth.

While mining is not expected to generate export revenues on the scale of livestock or agriculture in the near term, it remains a strategic priority for economic diversification. Over the longer term, a well-regulated mining sector could emerge as a significant source of foreign exchange and help reduce dependence on climate-sensitive sectors.

In summary, the four priority product groups - livestock, agriculture, fisheries and mining—represent a balanced mix of enhancing traditional strengths (like livestock and sesame), reviving high-potential legacy sectors (like bananas), and developing new frontiers (including fisheries and mining). Together, these sectors have the potential to drive export growth, increase foreign earnings, and broaden Somalia's economic base.

Today, Somalia is one of the world's top producers of **frankincense**, alongside Ethiopia. The trees grow wild in the mountainous regions of Somaliland and Puntland (notably, Sanaag and Bari), where pastoral families tap them for resin. Before the recent drought, annual production was valued at around **\$80-90 million**

Table 3 below summarizes these priority sectors, their current export role, and growth prospects:

Table 3: Somalia's priority export sectors - current role and potential

Priority Sector	Current Export Role	Comparative Advantage & Potential
Livestock	Largest export sector (est. 50+% of export earnings) – primarily live sheep, goats, camels, and cattle to Gulf States.	Vast pastoral land and herds, proximity to Middle East markets, and reputation for quality livestock. Potential: Expand into chilled meat export, adding value via leather goods, and meet rising Halal meat demand in the GCC.
Sesame (Oilseeds)	Somalia is a leading cash crop exporter and is ranked the 8th largest global exporter of sesame seeds (over 1,000 tons/year). It also exports frankincense and gums/resins as niche products.	Fertile riverine farms; organic sesame is well-suited for oils and food markets. Potential: Scale up cultivation and yields; target growing demand in Asia (China, India) and the Middle East; develop sesame oil extraction for export.
Bananas & Citrus Fruits	Once a top African banana exporter (up to \$96m in the late 1980s), its current exports to the Middle East are recovering at a small scale. It also exports lemons and mangoes in regional trade.	Rich soil and climate for year-round fruit production along the Shebelle and Juba rivers. Potential: Rehabilitate plantations and irrigation; establish cold chain and packaging; recapture GCC and new markets with high-quality Somali bananas, fresh and dried lemons leveraging existing relationships.
Frankincense and Gum Resins	Frankincense (along with myrrh and other gum resins) is one of Somalia's oldest and most iconic exports.	Today, Somalia is one of the world's top producers of frankincense, alongside Ethiopia. The trees grow wild in the mountainous regions of Somaliland and Puntland (such as Sanaag and Bari), where pastoral families tap them for resin. Annual production was valued at around \$80-90 million pre-drought, and Somali frankincense is highly regarded for its quality.
Fisheries	Underdeveloped sector (<5% of exports); mainly artisanal fishing with limited exports of fish, lobster, dried shark, etc.	3,300 km coastline in rich fishing grounds (Gulf of Aden, Indian Ocean) with tuna, shellfish, etc. Potential: Invest in boats, cold storage, and processing to export to EU, GCC, and Asian markets; enforce fishing regulations to tap sustainable quotas; high long-term revenue and job creation possible.

Priority Sector	Current Export Role	Comparative Advantage & Potential
Mining	Minimal formal exports currently (small-scale gold, salts, scrap metals). Large mineral deposits are known but unexploited due to past instability.	Deposits of uranium, iron ore, gypsum, limestone, and others across Somalia Potential: With stability and investment, develop mining of select minerals (e.g., gypsum for regional export, precious metals); attract exploration to diversify exports beyond agriculture.

By focusing on these sectors, Somalia seeks to maximize the impact of policy interventions and investments. These sectors were chosen not only for their economic potential but also for their inclusivity—offering benefits to pastoralists, farmers, fishermen, and small manufacturers across the country. They will be the foundation of Somalia’s export development and promotion efforts.

The following section outlines Somalia’s priority export markets—the destinations where these products can be most competitively sold—and presents the strategic approach to market selection.

1.4 Selection of Priority Destination Markets

A critical element of the export strategy is identifying and prioritizing the foreign markets that offer the greatest opportunity for Somalia’s exports. Since Somalia’s trade is currently concentrated in a few countries, there is a need to consolidate key existing markets and diversify into new ones. This section outlines the methodology used for market prioritization and identifies the key destination markets for Somali exports: the Gulf Cooperation Council (GCC) countries, East Africa (regional markets), China, and the European Union (entry through Azerbaijan), Egypt, Indonesia, and Malaysia.

Methodology for Market Prioritization

The selection of target markets is based on a mix of analytical criteria and strategic considerations:

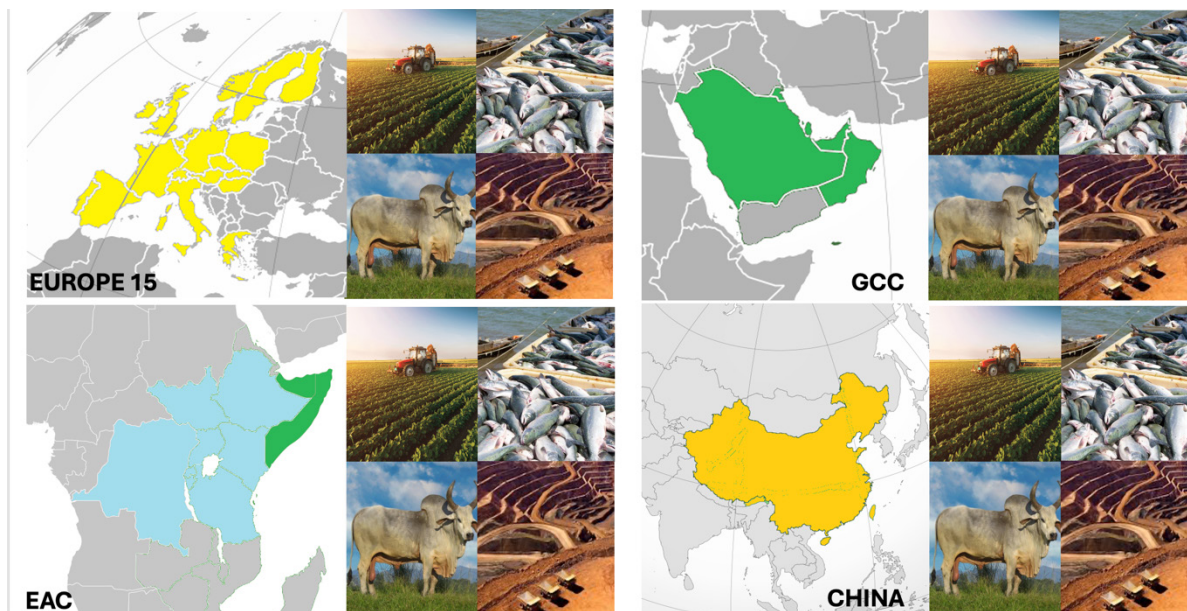
- **Historical trade patterns:** Markets that import significant quantities of Somali goods are prioritized, as they indicate established demand and trading relationships. Understanding current trade flows (e.g., where Somali livestock or sesame are going) guides where to focus or deepen engagement.
- **Market size and growth trends:** Potential markets’ population size, income levels, and growth in demand are analyzed. Fast-growing economies or those with increasing food import needs (like the GCC and Asian giants) are attractive for Somali exports.

- **Market access conditions:** Tariff and non-tariff barriers are considered. Markets where Somalia enjoys preferential access (for example, preferential access under trade agreements) are prioritized, as well as those with manageable standards requirements. Conversely, markets with prohibitive restrictions are less immediate priorities until compliance capacity is built.
- **Geographic proximity and logistics:** Given Somalia's high transport costs, nearby Middle East and Africa markets are naturally favored for bulky or perishable goods due to shorter shipping distances. Proximity also typically results in lower freight costs and greater cultural familiarity—such as shared halal requirements in predominantly Muslim markets.
- **Strategic diversification:** The strategy seeks a balanced portfolio to avoid overreliance on one region. New markets are considered to spread risk—for instance, developing more Asian markets to complement the traditional Gulf focus. The presence of diaspora communities or existing diplomatic/economic ties can also be a factor in prioritizing a market, as they can facilitate entry.

Using these criteria, Somalia will concentrate on a set of priority export markets: the GCC countries, its East African neighbors, the emerging Asian giants China and India, the European Union, as well as predominant Muslim Countries like Egypt, Azerbaijan, Malaysia, Turkey, and Indonesia. Together, these destinations represent Somalia's current main trading partners and the best prospects for expanding exports in the future. Notably, as of 2018, 82% of Somalia's exports were concentrated in just five countries—primarily in the Gulf region, led by the UAE and Oman. This underscores the strategic importance of Gulf markets, while also highlighting the urgent need to diversify Somalia's export destinations. Below is a brief overview of each priority market region and the opportunities they present:

DESTINATION MARKETS





Potential Growth Markets for Somalia's Exports

Somalia is focusing on a set of priority foreign markets that offer the greatest growth opportunity for its main export sectors – **livestock**, **agriculture**, **fisheries**, and **mining**. The color-coded scorecard below highlights high-potential markets (green), moderate potential (yellow), and low potential (red) for each product category across key regions.

GCC (Gulf Cooperation Council) – The GCC region (led by Saudi Arabia, UAE, Oman) is Somalia's most important market across nearly all sectors. It is **the primary destination for Somali livestock** exports, accounting for the vast majority of live animal sales. Gulf countries also present **a strong demand for Somali agricultural** products – historically buying Somali bananas, citrus, sesame, and frankincense. In the fisheries sector, **Middle Eastern buyers are significant**; GCC importers (notably in UAE/Oman) already take ~35% of Somalia's fish exports. Even in mining, the UAE dominates Somali mineral exports today. The GCC's geographic proximity, halal consumer base, and established trade ties make it a top-priority high-potential market for all key exports.

European Union – The **EU offers high-value niche opportunities** for Somalia's exports, though with a more selective scope. **Seafood and fish products** have *high potential* in European markets, which demand high-quality fresh/chilled fish and specialty seafood (e.g. octopus, shrimp) – provided Somalia can meet stringent EU standards. Certain **agricultural goods** also have significant promise in Europe. For example, Somali frankincense and myrrh resins are prized in markets like France, and Somali bananas once had a niche in Italy. Europe is also a major global importer of minerals (iron, ores, precious metals), pointing to **strong potential for Somali mining exports** if supply and compliance improve. However, **livestock exports to the EU remain very limited** due to strict animal health regulations and market preferences, meaning the EU market is not currently accessible for live animals from Somalia.

East Africa - Somalia's neighboring **East African countries** represent a secondary market with **moderate potential** in certain areas. There is some regional demand for Somali livestock and meat products - for instance, cross-border trade and the possibility of formal meat exports to countries like Kenya or Uganda suggest *fair potential* if trade frameworks improve. Likewise, Somali fisheries could find **niche outlets in East Africa** (with moderate potential), especially through value-added products - e.g., processed fish fillets for markets in the East African Community. However, for **agricultural crops and mineral exports**, regional demand is **relatively low**. Neighboring countries often produce similar crops or have limited purchasing power, so Somalia's **fruits, sesame, or minerals see little demand regionally**.

China (Far East Asia) - China (along with other Far East Asian markets) is an emerging powerhouse destination for Somali exports, especially outside the livestock sector. In the fisheries industry, **China (and East Asia) is currently the top importer of Somali seafood**, taking about half of all fish export volumes - including high-value products like sea cucumber and dried fish for which Chinese demand is strong. China is also a **major buyer of Somalia's agricultural outputs** notably sesame seeds; China's growing demand for oilseeds and natural gums aligns well with Somalia's production. In the mining sector, China's status as **the world's largest minerals importer** makes it a critical high-potential market for Somali mineral exports, from precious metals to iron ore. By contrast, **livestock exports to China are minimal** - the Chinese market for live animals is limited and geographically distant. Overall, China (and the broader Far East) presents Somalia with some of the most significant growth opportunities in fish, agriculture, and mining exports.

Southeast Asia - Southeast Asian markets such as Malaysia and Indonesia offer promising niches for Somali exports, albeit on a smaller scale (overall **moderate potential**). These predominantly Muslim countries could become buyers of Somali **halal meat and livestock products** (if Somalia develops export-oriented meat processing) - an area of *moderate opportunity* given their large populations and halal food demand. There is also some scope for exports of **fisheries products**, as Southeast Asia's seafood trade is robust, though these countries are also producers and typically source fish regionally. The region's potential for Somalia's agricultural goods is moderate: niche products like **dried Somali lemons or frankincense** may find markets in Southeast Asia's spice and incense trades (especially in Malaysia/Indonesia's traditional medicine and perfumery sectors). **Mining exports to Southeast Asia are limited**, as the region does not represent a major minerals import hub compared to China or the Middle East.

SCORECARD: MARKET POTENTIAL



1.5 Competitive Landscape Assessment

An essential component of Somalia’s export development strategy is understanding the competitive landscape in key export markets. This section outlines the approach used to assess Somalia’s position relative to major competitors and provides insights into how Somalia’s exports compare in terms of volume and product range—two critical metrics for export success.

Methodology

The competitive analysis was conducted using a competitive positioning matrix that maps each competitor along two axes:

- **Export Volume (horizontal axis):** Reflects the quantity and consistency of product supply to international markets.
- **Product Range (vertical axis):** Indicates the diversity and value-added sophistication of exported products within a sector.

This matrix helps visualize Somalia's relative positioning and that of its competitors in each sector. Competitors are plotted into four quadrants:

- **Leaders:** High volume and wide product range (e.g., Ethiopia in livestock or South Africa in agriculture).
- **Emerging threats:** High volume but limited product range.
- **Niche players:** Low volume but with diversified or high-value products.
- **Low performers:** Limited in both volume and product diversity.



AGRICULTURE SECTOR EXPORT DEVELOPMENT STRATEGY

2

2.1 Agriculture Sector Overview

Somalia's agriculture sector—encompassing crop farming and natural plant products—plays a vital role alongside the dominant livestock trade in the economy. Key agricultural exports include sesame seeds, citrus fruits (notably lemons), bananas, and aromatic resins like frankincense and myrrh. Although these products are overshadowed by livestock in export value, they form the backbone of Somalia's crop export portfolio. In 2023, agricultural (crop) exports were valued at approximately \$63 million, with primary markets in the Gulf Cooperation Council (GCC) countries, India, and Europe. This reflects a modest yet significant contribution of crops to Somalia's export earnings, along with considerable potential for growth through diversification and value addition.

Somali agricultural products benefit from several notable comparative advantages. The country's two major river basins—the Jubba and Shabelle—support fertile riverine plains that enable the cultivation of high-quality tropical produce. Historically, Somalia was renowned for its premium bananas, once considered among the finest globally. This legacy lends Somali bananas a positive international reputation that can be strategically leveraged when re-entering global markets. Farmers also possess deep-rooted expertise in cultivating export-oriented crops such as bananas and sesame, reflecting generations of agricultural specialization. Additionally, much of Somalia's produce is organically grown by default, an attribute that could be developed into a marketable strength (for instance, the organic sesame and frankincense segments show high-value niche potential).



In **2023**, agricultural (crop) exports were valued at approximately **\$63 million**, with primary markets in the Gulf Cooperation Council (GCC) countries, India, and Europe.

Another distinctive asset is Somalia's position as a leading global source of frankincense and myrrh—aromatic resins harvested from wild trees in the country's northern regions. These resins have been valued as trade commodities for millennia and continue to be in strong demand for use in incense, essential oils, and perfumery. Somali frankincense, particularly from Somaliland, is highly prized for its superior quality and is exported to major perfumery hubs such as Grasse in France and markets across the Middle East. These high-value niche products highlight Somalia's capacity to supply specialized global markets. Additionally, the country's geographic proximity to the Arabian Peninsula offers a freight advantage and cultural affinity—factors supporting strong demand for Somali products like bananas and citrus in Gulf Cooperation Council (GCC) markets.

Despite these advantages and a favorable tropical climate allowing multiple growing seasons, Somalia's agricultural export base remains underdeveloped compared to its potential. Nearly all agricultural exports are in raw or minimally processed form, which limits the value captured domestically. For example, sesame seeds are exported without being processed into oil or tahini, and frankincense is shipped as raw resin lumps with little in-country refining. This lack of value addition means Somalia foregoes significant earnings that processing and branding its produce could obtain. In summary, Somalia's agriculture sector holds significant promise—underpinned by fertile land, distinctive products, and experienced farmers—but it currently contributes only a modest share of the country's export revenues. The following sections explore the sector's key constraints and outline strategic interventions to unlock its full export potential.

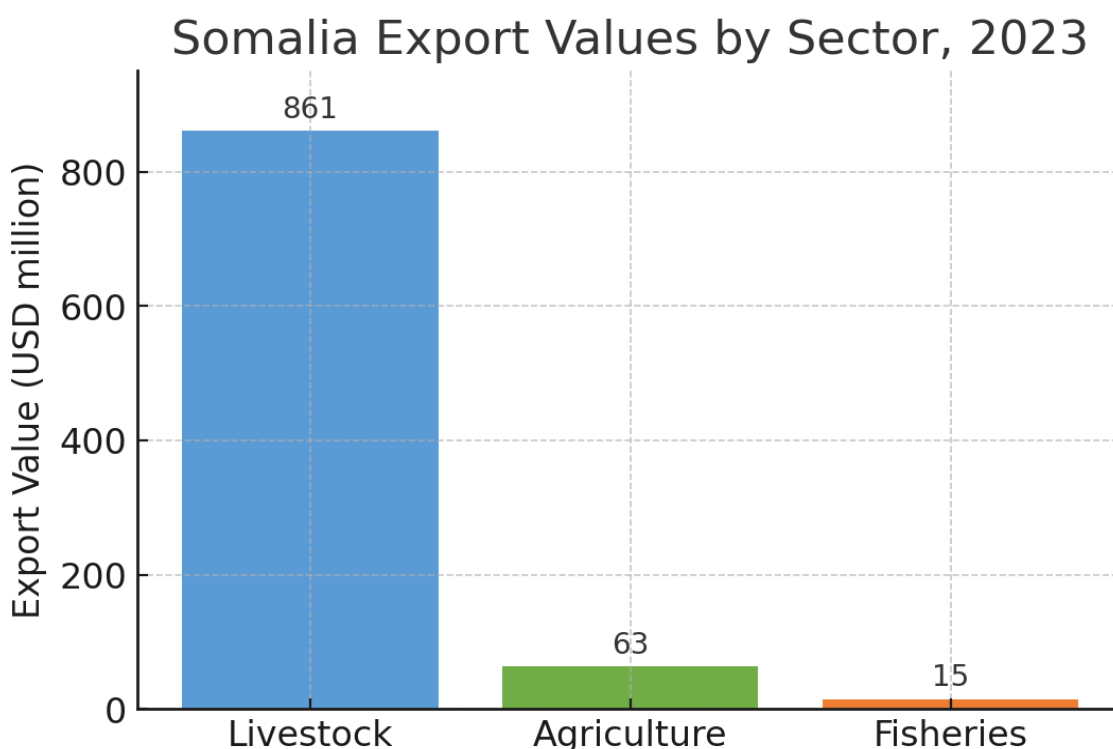


Figure 2.1: Export values by sector (2023), illustrating the dominant share of livestock (\$861 million) compared to agriculture (\$63 million) and fisheries (\$15 million)

2.2 Export Potential of the Agriculture Sector

Due to limited surplus production, Somalia’s agriculture sector plays a modest role in formal exports. Domestic production of staple crops is insufficient to meet local demand – an estimated 73% of Somalia’s food needs are covered by imports. Consequently, only a small portion of agricultural output is available for export. Nevertheless, Somalia exports several high-value agricultural commodities, notably sesame seeds, bananas, citrus fruits (especially lemons), and aromatic resins like frankincense. These four products– sesame, bananas, citrus, and frankincense–constitute the core of Somalia’s agricultural exports by value. Sesame seeds are currently the leading agricultural export commodity, reflecting global demand for edible oilseeds. Bananas and citrus fruits hold historical significance, with Somalia once recognized as a major banana exporter in Africa. Most exports remain in unprocessed form–such as raw sesame or fresh fruits–due to a lack of agro-processing infrastructure, limiting opportunities for value addition.

2.2.1 Production capacity

Somalia’s agricultural output is significantly lower than its regional peers, Kenya and Ethiopia, and far below South Africa’s. Among these countries, Somalia is the only one whose agricultural production has declined over the past decade. In contrast, Kenya and Ethiopia have increased crop production in recent years, although nearly all of it is consumed domestically rather than exported. South Africa stands out as a best-in-class regional benchmark: it achieves substantially higher production volumes than the East African countries. It successfully exports approximately 25% of its total agricultural output. Table 4 summarizes Somalia’s relative production levels and export orientation compared to its peers.

Table 4: Assessment of agricultural output and exports for African countries

Country	Agricultural Output (approx.)	Recent 10-Year Trend	Export Orientation
Somalia	Very low (under 1 million tons/year)	Decreasing (output contracted)	Minimal exports (almost all production used domestically)
Kenya	Moderate (several million tons/year)	Increasing (output growing)	Negligible exports (production for domestic consumption)
Ethiopia	High (tens of millions of tons/year)	Increasing (output growing)	Negligible exports (production for domestic consumption)
South Africa	Very high (tens of millions of tons/year)	Increasing (output growing)	Significant exports (≈25% of output exported)

2.2.2 Main Export Markets and Destinations

Somalia's agricultural exports are geographically concentrated in a few key markets. The Gulf Cooperation Council (GCC) countries and India account for most of Somalia's agricultural export destinations. In particular, neighboring Gulf states—such as the United Arab Emirates, Saudi Arabia, and Oman—are the dominant importers of Somali agricultural goods. These markets import products like bananas, lemons, and frankincense, benefiting from geographic proximity and long-standing historical trade ties; Somali produce has been consumed in the Gulf for decades.

Meanwhile, India is a major buyer of Somali sesame seed, reflecting its strong demand for oilseeds. Several large Somali enterprises export sesame to India and Gulf markets like the UAE. France has also emerged as a notable destination for Somalia's agricultural exports in recent years. Although French imports of Somali produce are currently small in volume, this "open channel" is strategically significant, providing Somalia with a potential gateway into European markets. The presence of a European buyer signals an opportunity to expand into the EU—provided Somali exporters can meet quality standards and scale their supply. Table 5 below summarizes Somalia's main export markets for agricultural goods.

Table 5: Top export destinations for Somalia's agricultural products

Export Destination	Relative Importance	Key Somali Exports to Market
GCC - Gulf States (e.g., UAE, Saudi Arabia, Oman)	Primary market (largest share of Somalia's agri-export value)	Bananas, citrus fruits (lemons), frankincense and myrrh - high demand due to regional proximity and cultural ties.
India	Secondary market (major buyer)	Sesame seeds - purchased for oil extraction and the food industry (Somali sesame is valued for its oil content).
France (EU)	Niche market (small but growing)	Specialty fruits (e.g., bananas) and resins - offers entry point into European Union markets for Somali products.

2.2.3 Agriculture Sector SWOT Analysis

A high-level SWOT analysis of Somalia's agriculture sector highlights inherent strengths, weaknesses, and external opportunities and threats that shape its export potential.

Table 6: SWOT analysis of Somalia’s agriculture sector

Strengths (Internal)	Weaknesses (Internal)
<ul style="list-style-type: none"> • High-quality export crops (sesame, bananas, citrus) are in international demand. • Fertile riverine farmland with abundant water (potential for large-scale irrigation). • Reputation for world-class bananas (historically known as the “world’s best”). • Farmers have specialized know-how in traditional export crops like sesame and banana cultivation. 	<ul style="list-style-type: none"> • Limited value addition—exports are mostly raw products with minimal processing (e.g., no local sesame oil extraction, fruit drying, or citrus packaging). • Poor infrastructure - lack of good roads and cold storage facilities increases costs and spoilage for perishable goods. • Security challenges - checkpoints and militia-controlled areas disrupt transport, adding risk and cost. • Farmers have difficulty accessing credit and obtaining export certifications, which hampers scaling up production for export.
Opportunities (External)	Threats (External)
<ul style="list-style-type: none"> • Agro-processing development: Invest in processing (sesame oil pressing, citrus essential oils, dried fruits) to increase export value-added. • Market expansion: The increasing demand in the Gulf and nearby East African markets presents opportunities to boost Somali agricultural export sales. • Supportive policies: Government and investor focus on irrigation, infrastructure, and light regulation can boost production and export capacity. • Establish a dedicated export promotion agency to streamline export procedures and reduce bureaucratic hurdles for exporters. 	<ul style="list-style-type: none"> • Ongoing security risks - instability, checkpoints, and roadblocks threaten supply chains and export shipments. • Crop diseases - Vulnerabilities of crops to agricultural diseases (e.g., Panama disease in bananas) can significantly affect output and trade. • Regional competition - neighboring countries like Ethiopia and Kenya are strong competitors in agricultural markets, potentially limiting Somalia’s market share. • Inconsistent output & high costs - frequent droughts and high transport costs, coupled with inconsistent trade policies, create uncertainty and barriers for Somalia’s agricultural exporters.

2.3 Key Constraints and Challenges

SCORECARD: AGRICULTURE



		MARKET SIZE	SOMALI PRODUCTION	CERTIFICATION REQUIREMENTS	SHIPPING
EU15		Huge market with growing trends and high price positioning	Not currently aligned to the minimum order quantity (MOQ) and consistency	Very high standards and certification for food safety and quality	Shipping costs are very high and not competitive
GCC		Big market with growing trends and high price positioning	Not currently aligned to the minimum order quantity (MOQ) and consistency	Very high standards and certification for food safety and quality	Shipping costs are very high and not competitive
EAC		Big market with steady trends and low-price positioning	Aligned for production standards	Medium standards and certification for food safety and quality	The proximity and the land shipping are a competitive advantage
CHINA		Huge market with high trends and medium price positioning	Not currently aligned to the minimum order quantity (MOQ) and consistency	Medium standards and certification for food safety and quality	Shipping costs are very high and not competitive

Despite its natural resources and strong demand for Somali agricultural products, the sector encounters significant constraints that hinder productivity and export growth. These challenges include on-farm production issues, supply chain and infrastructure bottlenecks, deficiencies in quality standards, and market and financial constraints. A diagnostic conducted as part of the preparation process for the national export strategy identified the following key constraints for the growth of the agriculture export sector:

2.3.1 Low Productivity and Limited Irrigation

Agricultural productivity in Somalia is low and has declined over the past decade, partly due to inadequate irrigation infrastructure and recurrent droughts. Much of Somalia's farming remains rain-fed and susceptible to climate shocks - the country has faced 14 droughts in the last two decades. Irrigation canals and pumping systems in the once-fertile river valleys have been damaged or neglected during decades of conflict, drastically reducing the irrigated acreage. Consequently, farmers struggle with inconsistent yields and cannot reliably supply large export volumes. Infrastructure for water management, including river embankments and canal networks, urgently needs rehabilitation. The unreliability of water supply hinders double-cropping and year-round cultivation of export crops, directly limiting Somalia's agricultural export capacity.

2.3.2 Poor Transport and Logistics Infrastructure

Somalia's transportation network is severely underdeveloped, resulting in high costs, frequent delays, and significant spoilage. Many rural feeder roads and major highways are in disrepair—for example, key trade corridors such as Mogadishu-Kismayo are in poor condition—making it difficult to transport produce from farms to ports. The lack of cold chain facilities for perishable fruits leads to high post-harvest losses. While Somalia's ports are operational, they have limited capacity and outdated infrastructure for handling agricultural goods, including a shortage of reefer containers and cold storage. Air freight options for fresh produce are also scarce, with only a few international airlines serving the country, further restricting exports of high-value fruits and vegetables. Additionally, insecurity and numerous road checkpoints increase transport times and costs, with illegal road taxes imposed by various actors adding to the burden. These logistical barriers reduce the competitiveness and reliability of Somali exports, deterring potential international buyers.

2.3.3 Quality and Phytosanitary Compliance Issues

A significant challenge for Somali agriculture is the inability to meet international food safety and phytosanitary standards. The country currently lacks a robust national system for quality control. There is no accredited laboratory or certification facility to test export crops for contaminants such as aflatoxins, pesticide residues, or heavy metals. As a result, exporters struggle to obtain the certificates of analysis and health certifications required by importing countries. For example, Somali sesame seed shipments have previously faced rejections and bans due to aflatoxin contamination, with no effective screening or mitigation system in place.

Somalia is not yet a signatory to key international frameworks such as the WTO Sanitary and Phytosanitary (SPS) Agreement and the International Plant Protection Convention (IPPC), and it lacks an official plant health inspectorate. Phytosanitary inspection services at ports are also absent, allowing pests and diseases to go undetected and increasing the risk of export bans. The Somali Bureau of Standards (SBS), responsible for setting and enforcing quality standards, is severely under-resourced and has limited technical capacity. This weak enforcement makes it difficult for Somali agricultural products to compete in markets with strict import requirements, significantly undermining market access.

2.3.4 Fragmented Supply Chains and Market Information Gaps

Most Somali crop producers are smallholder farmers or pastoral gatherers (in the case of gums and resins), operating in isolation. There are few organized cooperatives or aggregation systems to collectively market produce. This fragmentation results in low individual volumes that often fall short of export order requirements, and quality varies widely due to the absence of standard grading and packing systems. Without aggregation centers or pack houses, achieving a consistent and reliable export supply—especially for products like fruits and sesame—is challenging.

Moreover, farmers and many traders have limited access to market information, including pricing, quality standards, and demand trends in destination markets. The flow of information on export opportunities is weak; for example, rural producers may be unaware of emerging demand in new markets or specific quality requirements, leading to a mismatch between supply and market expectations. The absence of formal marketing channels or an export promotion body for agriculture further exacerbates this gap.

In addition, Somalia lacks a centralized, “one-stop” export facilitation platform. Exporters must navigate multiple agencies—including the Ministries of Commerce and Agriculture, the Somali Bureau of Standards (SBS), and port authorities—facing cumbersome licensing procedures and paperwork. These bureaucratic hurdles and persistent information asymmetries raise transaction costs and discourage new entrants from participating in export trade.

2.3.5 Limited Access to Finance

Somalia’s underdeveloped financial sector offers few tailored products for agriculture or export-oriented businesses. Farmers and processors struggle to access credit for investing in improved inputs, equipment, or processing facilities. Exporters similarly face difficulties securing pre-export financing or insurance to bridge the gap between sourcing products and receiving payment from international buyers. Somalia has no dedicated export credit agencies or agricultural trade insurance schemes. Commercial banks are risk-averse and often require high collateral, which most small agribusinesses cannot provide.

This financing gap limits producers’ capacity to scale and traders’ engagement in larger, more consistent export deals. Without adequate working capital, exporters cannot invest in essentials such as refrigerated transport or buffer stocks that help ensure a stable supply. Likewise, the lack of financing hampers innovation and processing: entrepreneurs struggle to fund value-added ventures like oilseed processing mills or modern packhouses. These constraints reduce current export volumes and impede diversification into higher-value products.

2.4 Strategic Objectives for the Agriculture Sector

The following high-level strategic objectives are proposed to unlock Somalia’s agricultural potential as a driver of export growth and economic diversification. These objectives are designed to directly address the key constraints identified and build on Somalia’s comparative advantages.

- **Enhance agricultural productivity and climate resilience:** Rehabilitating irrigation systems, improving farm management, and adopting climate-smart practices can increase the volume and consistency of exportable crop production. Expanding the area under irrigation and protecting agriculture from droughts will enable more reliable and higher yields, directly supporting export growth.

- **Ensure quality, food safety, and international SPS compliance:** Strengthen Somalia’s capacity to meet international standards for agricultural exports. This includes establishing quality infrastructure (testing laboratories, certification bodies) and on-farm training to achieve certifications (e.g., GlobalG.A.P, Organic). The objective is to eliminate quality-related trade barriers and gain access to high-value markets by securing Sanitary and Phytosanitary (SPS) compliance and traceability for all key export products.
- **Increase value addition and diversify export products:** Transition from primarily raw commodity exports to value-added agricultural exports. Promote local value addition by developing processing capacity for key export crops—such as sesame (oil extraction, tahini), fruits (dried fruits, juices), and resins (essential oils, incense products)—to increase export revenue per unit. Also, diversify the agricultural export basket by reintroducing and scaling high-potential products (e.g., reviving banana exports and expanding into new horticultural products such as citrus fruits, mangoes, or avocados). This objective aims to raise the overall value and resilience of agricultural exports.
- **Strengthen market linkages and enabling environment for exports:** Improve the linkage between Somali producers and international markets through better infrastructure, information, and institutional support. This involves upgrading transport and storage infrastructure, improving market information systems, and actively promoting Somali agricultural products abroad. Additionally, streamline export procedures and expand access to trade finance by establishing one-stop services and harmonizing regulatory requirements. The objective is to create an enabling environment in which farmers, traders, and processors can efficiently connect with buyers in key markets—such as the Gulf, South Asia, and Europe—thereby enhancing market penetration and increasing export volumes.



2.5 Growth Potential for Agriculture Exports

Somalia’s agricultural exports have significant room to grow. Today, the country exports only around **\$36 million** worth of fruits, vegetables, grains, spices, and resins per year. However, by tapping into high-demand foreign markets, these exports could expand to over **\$1 billion**—more than **25 times** the current level. This represents a tremendous opportunity to boost rural incomes and national earnings through agriculture.

Major destination markets offer the biggest opportunities: The Gulf Cooperation Council (GCC) countries, the European Union (EU), and China stand out as key buyers, collectively accounting for the bulk of this potential demand (over **\$800 million** of the \$1 billion). For example, EU markets alone could absorb up to **\$281 million** in Somali fruits and around **\$96 million** in other farm products. China’s fast-growing market could be worth nearly **\$300 million** (about **\$234 million** of it in oilseeds and resins) for Somali agricultural goods. Closer to home, regional East African markets (EAC) offer a more modest opportunity (approximately **\$17 million** in potential demand). In addition, several predominantly Muslim countries present promising niches: **Egypt (\$36 million), Turkey (\$83 million), Malaysia (\$38 million), Indonesia (\$9 million),** and even **Azerbaijan (\$8 million)** collectively add roughly **\$174 million** in further export prospects. These

figures highlight a wide range of markets—from neighboring Africa and the Middle East to Europe and Asia—hungry for Somali agricultural products.

All major crop categories show room for growth: Fruits (notably bananas and citrus) are a standout opportunity: from current exports of only about **\$12 million**, Somali fruit exports could reach **\$435 million** by serving these global markets. Vegetables, while negligible today, have an estimated **\$27 million** international market waiting to be tapped. The most striking potential lies in Somalia’s other agricultural outputs - including grains and oilseeds like sesame, plus spices and aromatic resins (e.g. frankincense and myrrh). These **non-fruit/veg** products could grow from roughly **\$26 million** now to around **\$378 million** in export value across the identified markets. Somalia’s unique crops underpin this opportunity: **sesame seeds** (already the leading export crop) enjoy strong demand in Asia, and **frankincense resin** from Somalia is renowned in Middle Eastern and global perfumery markets. In fact, sesame, bananas, citrus (lemons), and frankincense currently form the core of Somalia’s crop exports- and scaling up their supply for export can unlock the huge untapped market indicated by the analysis.






SECTOR	CURRENT EXPORT	POTENTIAL MARKET GCC	POTENTIAL MARKET EU	POTENTIAL MARKET CHINA	POTENTIAL MARKET EAC	TOTAL	GRWTH %
FRUIT	12 mln \$	90 mln \$	281 mln \$	50 mln \$	14 mln \$	435 mln \$	+100%
VEGETABLES	-	1 mln \$	11 mln \$	14 mln \$	1 mln \$	27 mln \$	+100%
AGRICULTURE	26 mln \$	46 mln \$	96 mln \$	234 mln \$	2 mln \$	378 mln \$	+100%
TOTAL	36 mln \$	137 mln \$	388 mln \$	298 mln \$	17 mln \$	840 mln \$	+100%





SECTOR	POTENTIAL FRUIT	FRUIT %	POTENTIAL VEGETABLES	VEGETABLES %	POTENTIAL AGRICULTURE	AGRICULTURE %
TOTAL	435 mln \$	52%	27 mln \$	3%	378 mln \$	45%

SECTOR	POTENTIAL MARKET EGYPT	POTENTIAL MARKET TURKEY	POTENTIAL MARKET INDONESIA	POTENTIAL MARKET MALAYSIA	POTENTIAL MARKET AZERBAIJAN	TOTAL
FRUIT	6 mln \$	16 mln \$	7 mln \$	32 mln \$	8 mln \$	69 mln \$
VEGETABLES	-	-	-	-	-	-
AGRICULTURE	30 mln \$	67 mln \$	2 mln \$	6 mln \$	-	105 mln \$
TOTAL	36 mln \$	83 mln \$	9 mln \$	38 mln \$	8 mln \$	174 mln \$



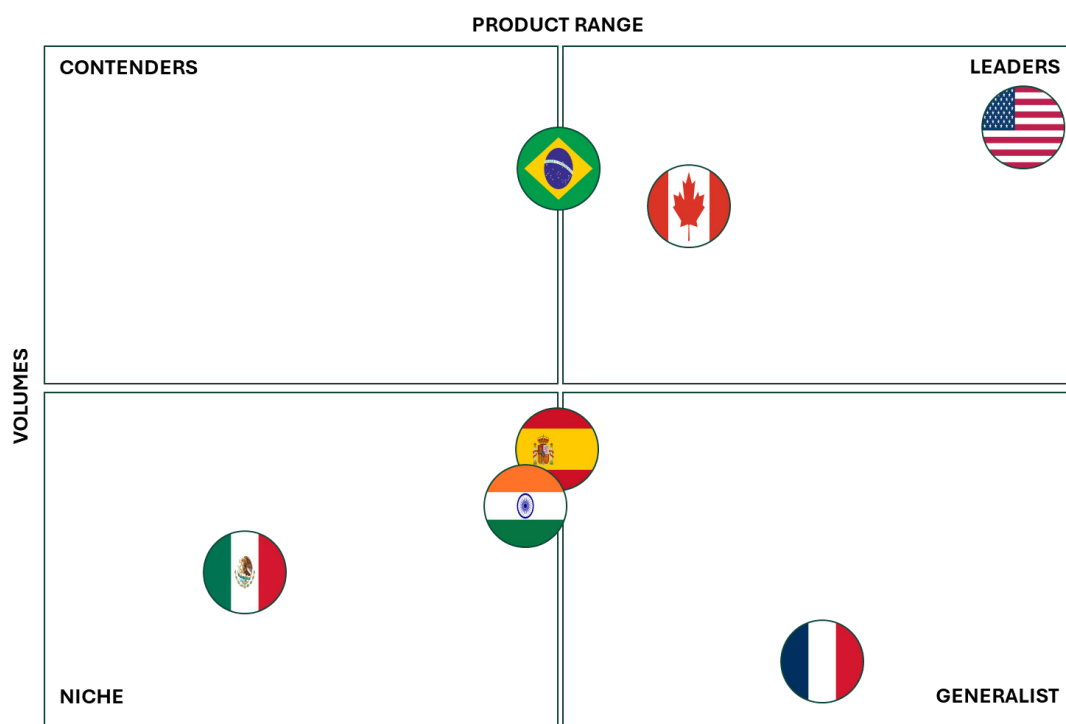


SECTOR	POTENTIAL FRUIT	FRUIT %	POTENTIAL VEGETABLES	VEGETABLES %	POTENTIAL AGRICULTURE	AGRICULTURE %
TOTAL	69 mln \$	40%	-	-	105 mln \$	60%

2.6 Competitor Assessment

In global agriculture trade, countries such as the United States, China, and Canada dominate as leaders, exporting both high volumes and a wide range of agricultural products. Brazil emerges as a strong contender, with a diversified product mix and rising volumes. France, Spain, and the Netherlands are categorized as generalists—countries with extensive product offerings but lower export volumes relative to leaders. Meanwhile, India, Australia, and Mexico occupy niche or emerging roles, focusing on specialized commodities or regional markets.

Somalia’s current agricultural exports, including sesame, bananas, and frankincense, place it closer to the niche segment. However, the global demand for organic and natural products, particularly in the Gulf, Asia, and Europe, provides a pathway for Somalia to evolve as a competitive niche exporter. Investments in value addition, such as sesame oil extraction or citrus processing, could help Somalia expand its product range and move toward the contender quadrant over time.



2.7 Proposed Interventions

To achieve the above objectives and overcome the identified constraints, a set of actionable interventions is proposed for the agriculture export sector. Each intervention is designed to address specific bottlenecks and is aligned with one or more strategic objectives. Below are the key interventions:

- Rehabilitate and expand irrigation infrastructure:** Launch programs to repair, modernize, and extend irrigation systems in prime agricultural zones (e.g., along the Shabelle and Jubba rivers). This includes dredging and rebuilding canals, installing

pumps, and promoting water-efficient irrigation technologies. Improved irrigation will enable year-round cultivation of export crops and mitigate drought impacts, directly boosting productivity (addresses water scarcity constraint and supports Objective 1). Expanded irrigation can revitalize banana and citrus plantations that once thrived under controlled watering. Donor-backed infrastructure projects and public-private partnerships can be pursued to fund these upgrades.

- **Establish accredited testing laboratories and certification facilities:** Invest in creating a national quality laboratory (under the Somali Bureau of Standards or Ministry of Agriculture) equipped to test agricultural exports for aflatoxins, pesticide residues, moisture content, etc., in accordance with international standards. In parallel, local certification capacity can be developed by training inspectors and auditors so that Somalia can issue internationally recognized phytosanitary certificates and quality marks. This intervention will ensure exporters can verify their products' compliance with EU, GCC, and other market requirements (addressing the SPS compliance gap and supporting Objective 2). Over time, Somalia should formalize its SPS regulatory framework (e.g., join the IPPC/WTO SPS agreements and establish a national plant health inspectorate). Domestic labs and certification will reduce reliance on foreign testing and speed up the export process.
- **Develop cold chain and storage facilities:** Support the development of cold storage units and refrigerated transportation links at critical points in the value chain—near production hubs and at ports or airports. This may involve incentivizing private logistics firms to invest in cold rooms, reefer trucks, and ice plants, and upgrading port facilities to handle perishable cargo. Establishing pack-houses with pre-cooling for fruits (e.g., bananas, mangoes) will maintain quality from the farm gate to shipment. A better cold chain will significantly reduce post-harvest losses and enable Somali produce to meet the quality expectations of overseas buyers (addressing infrastructure/logistics constraints in line with Objectives 2 and 4). For instance, maintaining a cold chain can extend the shelf life of Somali bananas and make consistent export revival feasible.
- **Create processing and value-addition hubs:** Facilitate the establishment of agro-processing facilities to add value to key exports. Priority initiatives include: setting up sesame processing plants (for oil pressing and possibly sesame paste production), fruit processing centers (for drying fruits, juicing, or concentrate production from citrus and mangoes), and small-scale distilleries for essential oils (from frankincense, myrrh, and lemon peel). These hubs could be developed in agro-industrial parks or special economic zones to attract investment. Value-added processing will move Somalia up the value chain – e.g., exporting sesame oil or packaged dried fruits instead of raw outputs – thereby increasing export earnings and creating jobs.

This intervention addresses the current lack of diversification and value addition (supporting Objective 3). Implementation will likely require encouraging private sector investment through targeted incentives, such as tax breaks and land provision, and technical assistance from agencies like the United Nations Industrial Development Organization (UNIDO) or similar agencies to ensure products meet international quality standards. Over time, successful processing hubs can

build brand recognition for Somali specialty products—for example, positioning Somali sesame oil as a premium product in global markets.

- **Implement farmer training and certification programs:** Roll out capacity-building programs to help farmers and exporters adopt international standards. This involves training export-oriented producers on GlobalGAP good agricultural practices, proper use of agrochemicals, post-harvest handling, and organic farming methods where applicable. Establish pilot projects to achieve organic certification for sesame or frankincense, capitalizing on Somalia’s minimal chemical use. Similarly, assist exporters and processing firms in obtaining Hazard Analysis and Critical Control Points (HACCP) and other food safety certifications needed for value-added products. Such programs can be implemented with support from international partners such as the International Trade Centre (ITC), the Food and Agriculture Organization of the United Nations (FAO), which have experience upgrading export value chains. This intervention improves product quality at the source by raising skills and compliance at the farm and facility level. It helps fulfill Objective 2 (SPS compliance) and Objective 3 (higher-value products). It also empowers producers with knowledge of market requirements, partially bridging the market information gap.
- **Strengthen market linkages and export promotion:** Engage in dedicated export promotion activities for Somali agriculture. This includes organizing participation in international trade fairs and buyer missions (especially in target markets like the GCC, South Asia, and Europe) to showcase Somali products. Developing a “Somali brand” for premium natural products (for example, branding Somali bananas or frankincense) can enhance marketing campaigns. Additionally, establish a market information system – possibly an online portal or a unit within the Ministry of Commerce – to share export market prices, quality requirements, and opportunities with Somali producers and traders. Re-establishing direct relationships with overseas importers and diaspora business networks will be essential. The formation of a Somali Export Promotion Agency or a dedicated agricultural export desk can coordinate these efforts. This intervention addresses market information and access constraints by improving market connectivity and actively promoting goods abroad (advancing Objective 4). Early actions could include trade delegations to GCC countries (which already import Somali produce formally and informally) and leveraging platforms



Fruits (notably bananas and citrus) are a standout opportunity: from current exports of only about **\$12 million**, Somali fruit exports could reach **\$435 million** by serving global markets.

like the African Continental Free Trade Area (AfCFTA) to discover new regional outlets.

- **Establish aggregation centers and cooperative marketing:** Encourage and support the establishment of farmer cooperatives, collection centers, or aggregation hubs in major producing regions. The aim is to organize small producers to collectively sort, grade, and bulk their products for export. For instance, a sesame collection and cleaning center in the Shabelle region could gather farmers' harvests to fulfill a large export order with consistent quality. Likewise, a fruit packing house in Lower Juba could consolidate bananas from numerous small farms, ensuring uniform packaging and quality for shipment. These hubs should have basic storage (and potentially cold rooms for fruits) and quality control measures before export. The government can facilitate this by providing initial infrastructure or matching grants, while NGOs and development partners mobilize farmer groups. Aggregation will enhance economies of scale, making it feasible to meet the volume requirements of large buyers and reduce unit transport costs (addressing the fragmentation issue, in line with Objectives 1 and 4). It also empowers farmers in price negotiations through collective marketing. Over time, these cooperatives can develop into export companies or robust negotiating bodies linking directly with foreign buyers.
- **Improve access to export finance:** Work with financial institutions and donors to create financing mechanisms for exporters and agro-processors. One key intervention is establishing a dedicated Export Credit Facility or guarantee scheme - possibly government-backed - offering short-term working capital loans to export-oriented businesses (following models used in other countries). Such a facility could help traders finance the purchase of sesame or bananas from farmers and cover logistics costs while waiting for payment from importers. Additionally, expand microfinance and credit programs targeting agricultural producers to purchase inputs like seeds, irrigation equipment, or processing machinery. Exploring Islamic finance products (popular in Somalia) tailored to crop financing could also increase uptake. Improving export insurance options (to mitigate the risk of non-payment or cargo loss) would further encourage banks to lend. By easing the credit constraint, this intervention supports all objectives - it enables farmers to invest in productivity, processors to upgrade for quality, and traders to engage more actively in markets.

2.8 Implementation Roadmap

Delivering on the above interventions will require coordinated action and phasing over the short, medium, and long term. The implementation approach will be incremental and multisectoral. In the immediate term, the focus will be on "quick wins" that lay the foundation, such as establishing labs, launching farmer training, and initiating export promotion, since these build capacity and confidence. Concurrently, planning for larger infrastructure projects (irrigation, cold chain, processing facilities) must begin, even if their full realization is medium to long term. It will be crucial to designate clear lead institutions for each initiative while leveraging the expertise and resources of development partners (e.g., FAO, ITC) and the private sector. A public-private partnership approach is encouraged, especially for processing and logistics infrastructure investments. Strong

inter-ministerial coordination will be needed, led by the Ministry of Commerce and Industry in collaboration with the Ministry of Agriculture, the Ministry of Finance, and specialized agencies like the SBS. Regular monitoring against defined milestones should be instituted, and the plan should remain adaptive to changing circumstances (e.g., weather events or shifts in market demand).

Table 7: Short-term (1-2 years) interventions

Area	Intervention	Key Activities	Lead Agency
Quality Improvement	Upgrade the Ministry of Agriculture and SBS testing facilities	<ul style="list-style-type: none"> Invest in real-time pesticide residue, aflatoxin, and microbiological testing laboratories Install rapid analysis tools (e.g., maturity and moisture testers) to prevent substandard or immature produce export. 	Ministry of Agriculture & Irrigation (MoAI); Somali Bureau of Standards (SBS)
	Implement Digital Traceability System	<ul style="list-style-type: none"> Develop a farm-to-market traceability platform for export crops, enabling transparent tracking of origin and safety compliance Pilot QR code or blockchain-based tracking with major exporters to meet EU and GCC import requirements. 	MoAI (with the Ministry of Commerce & Industry (MoCI))
Logistics & Cold Chain Development	Develop PPPs for packhouses & storage	<ul style="list-style-type: none"> Engage exporters, investors, and cooperatives to co-finance modern packhouses and warehouses Provide incentives (e.g., tax breaks or land in economic zones) to attract private investment in cold storage infrastructure. 	MoCI
	Increase refrigerated transport capacity	<ul style="list-style-type: none"> Introduce financial incentives for transport companies to acquire reefer trucks Support expansion of cold-chain logistics hubs near production areas to improve produce handling and reduce spoilage. 	Ministry of Transport and Civil Aviation & Ministry of Ports and Marine Transport (with MoCI)
Export Facilitation and Policy	Create an exporter pre-certification program	<ul style="list-style-type: none"> Design a “fast-track” compliance audit system where regular audits enable certified exporters to bypass lengthy inspections Provide technical support and training to help exporters consistently meet EU/GCC quality standards, earning an “Export-Ready” certification. 	SBS; MoCI

Area	Intervention	Key Activities	Lead Agency
	Pursue Trade Negotiations for Market Access	<ul style="list-style-type: none"> Engage with trading partners (e.g., India, China, GCC, EU) to secure lower tariffs, quota-free access or sanitary agreements for Somali agricultural exports. Conduct diplomatic lobbying to lift any import bans and streamline import clearance for Somali products in target markets. 	MoCI
	Pilot export finance guarantee scheme	<ul style="list-style-type: none"> Develop a government-backed first-loss guarantee facility to encourage banks to lend to farmers and exporters Partner with financial institutions to pilot affordable loan products for export crop production, processing, and trade. 	Ministry of Finance (with Central Bank); MoCI

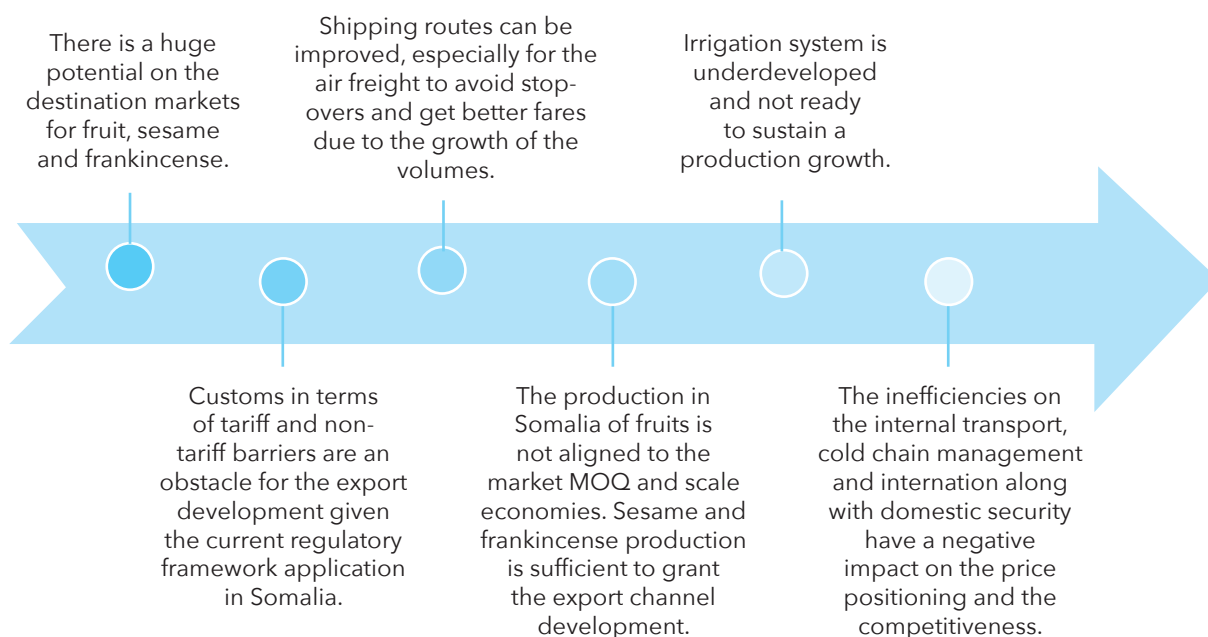
Table 8: Medium Term (2-5 years) interventions

Area	Intervention	Key Activities	Lead Agency
Quality Improvement	Implement National Quality Standards & Lab Accreditation	<ul style="list-style-type: none"> Develop and implement national sanitary and phytosanitary (SPS) standards aligned with WTO Codex requirements Strengthen and accredit testing laboratories to ISO 17025 standards for export certification 	SBS; MoAI
	Promote organic and global certification	<ul style="list-style-type: none"> Support certification programs for organic sesame, bananas, citrus, and frankincense, including training and cost-sharing. Assist producers in obtaining GlobalG.A.P., Fair Trade, or Halal certifications and link certified exporters to premium niche buyers. 	SBS; MoAI
Logistics & Cold Chain Development	Construct regional aggregation & packing centers	<ul style="list-style-type: none"> Develop modern sorting, grading, and packing centers in major producing zones (e.g., Lower Shabelle for bananas, Puntland for frankincense) 	MoAI (with MoCI)

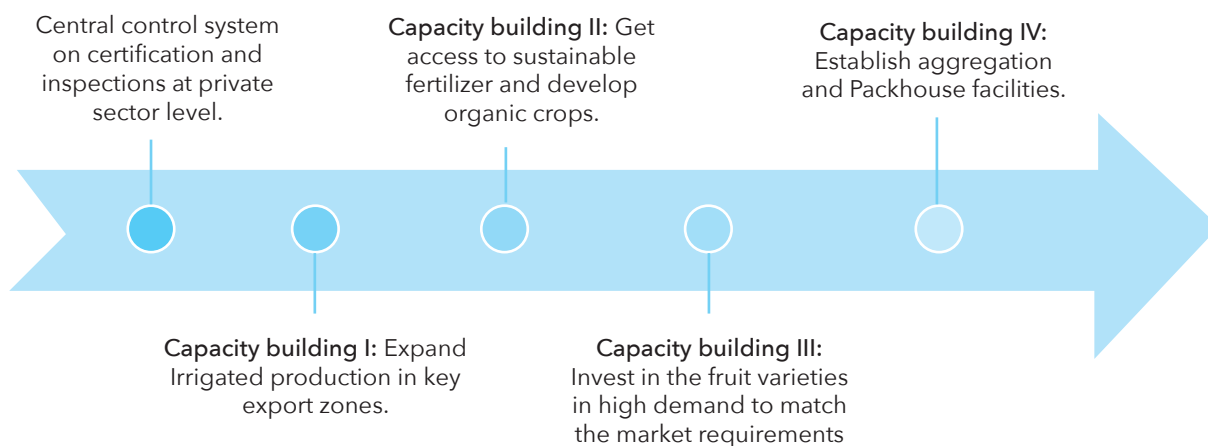
Area	Intervention	Key Activities	Lead Agency
	Expand cold storage capacity	<ul style="list-style-type: none"> Install additional cold storage units at strategic export points (Mogadishu and Kismayo ports, airports) to preserve perishable produce quality Upgrade packhouses in secondary production areas with modern cooling and packaging technology to extend the shelf life of fruits. 	Ministry of Transport and Civil Aviation & Ministry of Ports and Marine Transport
	Develop dedicated export corridors	<ul style="list-style-type: none"> Rehabilitate and upgrade key feeder roads connecting production areas to ports (e.g., Shabelle River valley farms to Mogadishu) 	Ministry of Transport and Civil Aviation & Ministry of Ports and Marine Transport
Export Facilitation and Policy	Develop a digital market intelligence platform	<ul style="list-style-type: none"> Provide exporters with an online platform (and mobile app) offering real-time international market prices, demand trends, and competitor analysis 	MoCI
	Launch "Somali Organic & Specialty" branding initiative	<ul style="list-style-type: none"> Roll out a national branding campaign highlighting Somali organic sesame, frankincense, tropical fruits, and other specialty crops 	MoCI
	Increase participation in trade fairs	<ul style="list-style-type: none"> Sponsor Somali exporters to attend major global food exhibitions (e.g., Gulfood Dubai, Fruit Logistica Berlin) and showcase products Organize trade missions and business-to-business matchmaking events to connect Somali suppliers with foreign buyers and importers. 	MoCI

2.9 Business and Capacity Building Model

Main Steps



Capacity Building





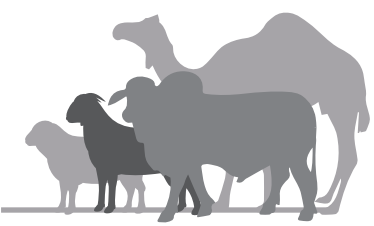
LIVESTOCK SECTOR EXPORT STRATEGY

3.1 Overview of Somalia’s Livestock Export Sector

Somalia’s livestock sector—centered on ruminant animals such as camels, sheep, goats, and cattle—is the backbone of the national export economy. It is the country’s dominant export sector, contributing over 40% of GDP and accounting for approximately 80% of total export earnings. In 2023, live animal exports reached an estimated \$861 million, driven by strong demand from Gulf states. This made Somalia the world’s largest livestock exporter, surpassing the combined exports of all other East African nations.

During 2023-24, Somalia exported approximately 7.6 million sheep and goats, 250,000 camels, and 280,000 cattle to foreign markets. These volumes highlight the sector’s critical role in the national trade portfolio—especially when compared to agricultural crop exports, which earned only \$63 million, and fisheries, which brought in \$15 million in 2023.

The vast majority of Somalia’s livestock exports consist of live animals shipped to the Gulf Cooperation Council (GCC) region. Saudi Arabia, the United Arab Emirates (UAE), and Oman are consistently the top importers, particularly of Somali sheep and goats, which are in high demand during religious festivals. Somalia benefits from its proximity to the Arabian Peninsula, with short sea routes enabling frequent and cost-effective shipments.



During **2023-24**, Somalia exported approximately **7.6 million sheep and goats, 250,000 camels, and 280,000 cattle** to foreign markets.

Long-standing trade relationships and cultural affinities—including shared Islamic dietary practices requiring halal slaughter—have firmly established the GCC as Somalia’s primary livestock market. Somalia’s livestock trade routes and logistics networks are highly efficient; Somali traders routinely move 200,000 to 300,000 animals per month to ports, using local transportation systems and distinctive animal identification markings to ensure traceability. Somali livestock is widely recognized in Gulf markets under the trusted “Barbaraawi” label, which is associated with high-quality animals. Livestock originating in neighboring countries such as Ethiopia and Kenya often transits through Somalia and is exported under this label.

While live animal exports dominate, Somalia currently engages in minimal value addition or processing of livestock products. Nearly all exports are live animals; exports of chilled or frozen meat, canned meat, leather, or other processed ruminant products are negligible. Hides and skins are exported raw with slight local tanning, and meat export is mainly limited to small ad hoc chilled meat trade during peak Islamic holiday seasons. This heavy reliance on exporting live animals means Somalia forgoes substantial potential earnings that could be obtained by processing livestock domestically (such as exporting meat cuts or leather). The lack of cold-chain infrastructure and export-grade slaughterhouses has historically constrained moves up the value chain.

Somalia’s livestock sector benefits from several comparative advantages beyond just volume. The country’s largely pastoral production system yields hardy animals well-suited to market preferences in the Middle East (e.g., lean, range-fed sheep and goats). The geographic location along the Horn of Africa provides strategic access to major Red Sea shipping routes and nearby consumer markets. Longstanding trade expertise and networks (often informal, clan-based networks spanning Somalia, Ethiopia, Djibouti, and Kenya) enable Somali exporters to aggregate herds from a wide catchment area. The livestock trade in Somalia is regionally integrated, with a significant share of animals exported through Somali ports originating from cross-border sources—particularly the Somali Region of Ethiopia. These animals are funneled through Somalia’s well-established port facilities and market networks, reinforcing the country’s role as a regional livestock export hub.

However, Somalia’s livestock sector’s performance is highly sensitive to seasonal and climatic factors. Recurrent droughts have had a direct impact on herd sizes and export volumes. Somalia has experienced 14 droughts over the past two decades, including the severe 2020–2022 drought, which decimated herds—in the worst-affected areas, an estimated one-third of all livestock perished by 2021. These shocks temporarily curtailed the country’s export supply.

Notably, livestock exports rebounded strongly in 2023 following improved rainfall. Exports of sheep and goats surged by 43%, while cattle exports rose by 35% compared to the previous year. This recovery underscores the sector’s resilience and vulnerability to climate variability, highlighting the urgent need to strengthen drought resilience to sustain a stable export supply.

Another key risk is the threat of disease outbreaks. For instance, Rift Valley Fever (RVF) epidemics, often linked to heavy rains, have periodically led major importers—particularly Saudi Arabia—to impose bans on Somali livestock. The 2006–07 RVF outbreak resulted in

Gulf countries closing their markets to Somali exports, causing an estimated \$470 million in economic losses. These events illustrate that while livestock exports are a cornerstone of Somalia’s economy, they remain exposed to external shocks—both climatic and health-related—that require proactive risk management.

Table 9: Value of Somalia livestock exports

Year	Sheep & Goats (USD)	Camels (USD)	Cattle (USD)	Total Livestock Exports (USD)
2020	268 million	73 million	58 million	397.8 million
2021	377 million	74.7 million	43 million	499.4 million
2022	280 million	276 million	2 million	558.4 million
2023	550 million	280 million	29 million	859.9 million

Somalia Livestock Export Values by Species (2020–2023)

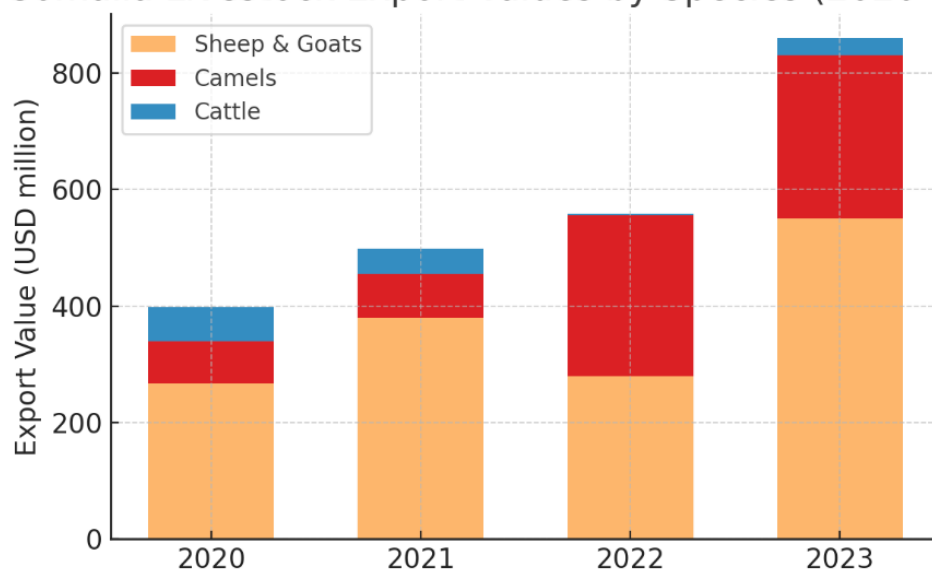












Figure 3.1: Somalia livestock exports by value

3.2 Somalia's Livestock Export Development Potential

SCORECARD: LIVESTOCK & MEAT					
		MARKET SIZE	SOMALI PRODUCTION	CERTIFICATION REQUIREMENTS	SHIPPING
EU15		Huge market with high price positioning but totally focused on European product	The production of meat products is totally undeveloped	Very high standards and certification for food safety and quality	Shipping costs are very high and not competitive
GCC		Export channel already developed but just on livestock	Lack of meat production can affect the export in the mid term	Very high standards and certification for food safety and quality	Shipping costs of livestock are not competitive
EAC		Medium market with steady trends and low-price positioning	EAC countries are willing to import livestock	Medium standards and certification for food safety and quality	The proximity and the land shipping are a competitive advantage
CHINA		Huge market with high trends and medium price positioning	Good production with high potential to be developed in a quick time	Medium standards and certification for food safety and quality	Shipping costs of livestock are not competitive
EGYPT		Very big market with negative trend and very low-price positioning	Import is not aligned to the Somali production	Low standards and certification for food safety and quality	The relative proximity is a competitive advantage
TURKEY		Big market with positive import trends and low-price positioning	Import is not aligned to the Somali production	Medium standards and certification for food safety and quality	Shipping costs are very high and not competitive
INDONESIA		Big market with low-price positioning and steady import trend	Import is not aligned to the Somali production	Medium standards and certification for food safety and quality	Shipping costs are very high and not competitive
MALAYSIA		Very big market with positive trend and low-price positioning	Import is not aligned to the Somali production	Medium standards and certification for food safety and quality	Shipping costs are very high and not competitive

Livestock is the cornerstone of Somalia's export economy and remains one of its most resilient and competitive sectors. As the world's largest exporter of live animals, Somalia maintains a robust trade in sheep, goats, camels, and cattle—primarily with countries in the Gulf Cooperation Council (GCC). In 2023, livestock and meat exports were the top foreign exchange earners, accounting for most of national export revenues. Despite ongoing challenges, the sector holds strong potential for diversification, value addition, and deeper market integration.

Somalia's exports are dominated by live animals, with minimal contribution from processed meat or hides. Production is almost entirely oriented toward live animal exports, with limited domestic processing of meat or by-products. Well-established trade relationships with Saudi Arabia, the United Arab Emirates, and Oman enable Somalia to export between 200,000 and 300,000 animals monthly, supported by efficient transport logistics and traditional supply chain systems.

Somali livestock is widely recognized under the “Barbaraawi” brand, a trusted label among Gulf buyers. This brand is so well-regarded that even animals originating in Ethiopia but exported through Somalia are marketed under the Barbaraawi name. Somalia’s strong export performance is evident in its leadership within East Africa, which is underpinned by longstanding trade practices and high export volumes.

Domestically, Somalia is well-positioned to expand its exports of ruminants—goats, sheep, and cattle. The country’s export capacity for these animals exceeds 160% of domestic demand, offering a solid base for scaling up. In contrast, poultry remains underdeveloped and is excluded from current export development strategies.

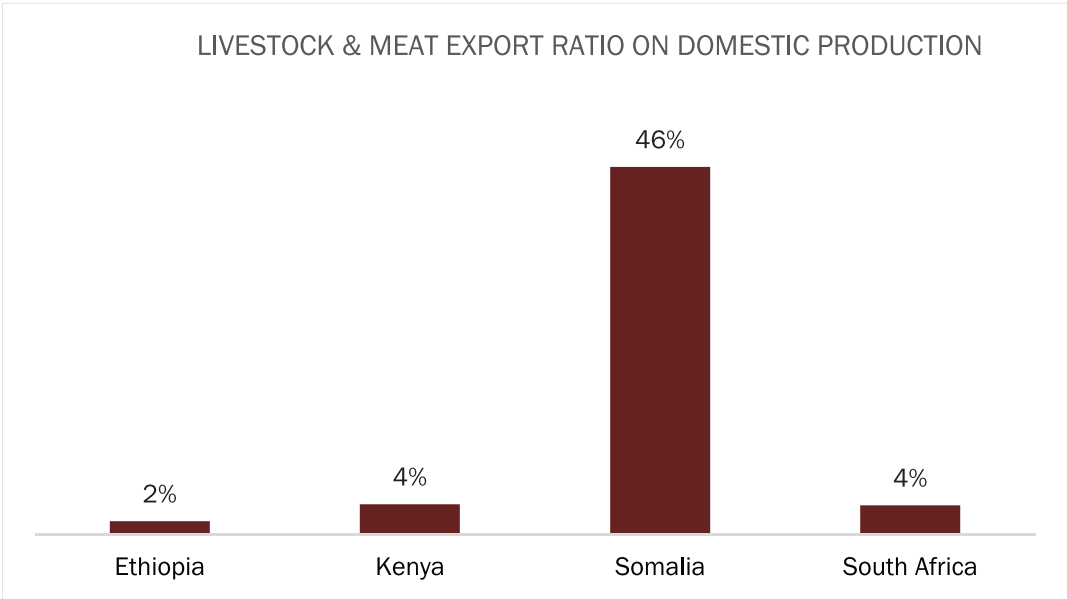


Figure 3.2: Livestock and meat exports as a percentage of the livestock output for different African countries

Despite Somalia’s comparative advantage in livestock numbers, it lags behind regional competitors in value-added production. While countries like Ethiopia and Kenya are advancing in meat processing, Somalia continues to export raw live animals, which results in significant value capture for importing countries.

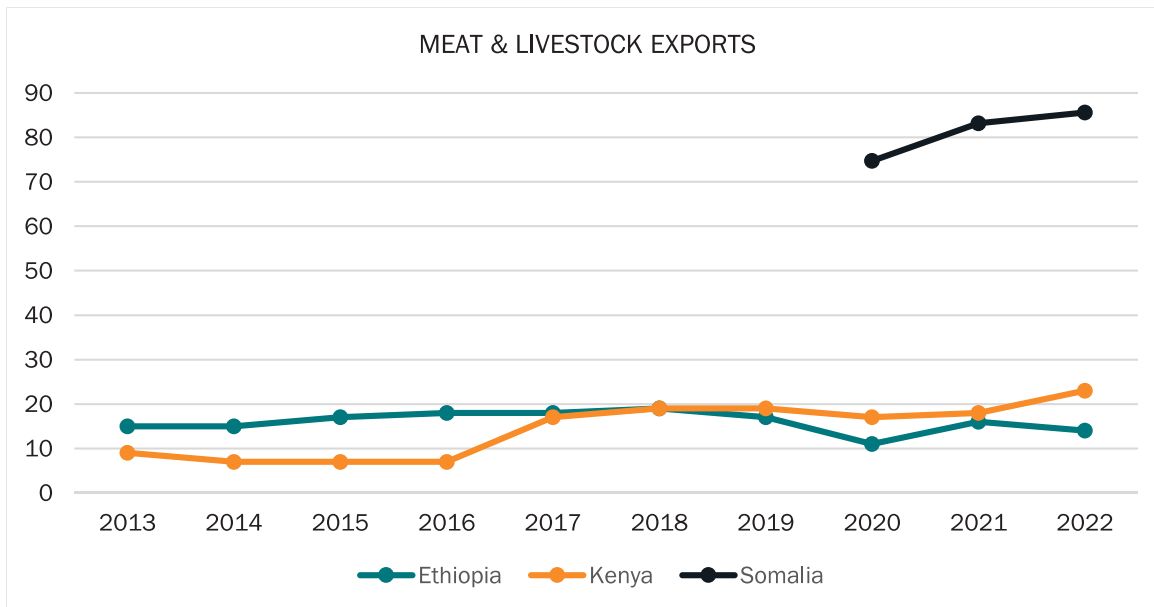


Figure 3.3: Trends in livestock exports for African countries

3.2.1 SWOT Summary

A sector-level SWOT analysis reveals the following export development dynamics:

Table 10: SWOT analysis for the livestock sector

Strengths	Weaknesses
<ul style="list-style-type: none"> • The world’s leading live animal exporter. • Trusted brand (Barbaraawi) and efficient logistics. • Strong GCC trade relationships and short shipping distances. • Capacity to move large volumes monthly. 	<ul style="list-style-type: none"> • Heavy reliance on live animal exports (minimal processing). • Feed supply challenges during quarantine (imported from Oman). • Intra-government export taxation conflicts and inconsistent regulation. • Weak enforcement of export certification standards.
Opportunities	Threats
<ul style="list-style-type: none"> • Investment in meat processing and leather tanning. • Quarantine upgrades through PPPs. • Infrastructure modernization (ports, roads). • Harmonizing export certificates and trade procedures across states. 	<ul style="list-style-type: none"> • Political conflicts delaying exports (e.g., stranded 200,000 livestock). • Rising export costs from overlapping taxes. • Dependence on a few markets, especially Saudi Arabia and Oman. • Weak governance and limited international compliance frameworks.

The livestock sector offers Somalia a unique **export-led growth** platform grounded in comparative advantage and international demand. However, to realize this potential, the country must shift from its current low-value, live-animal export model to a more diversified system emphasizing **value addition, infrastructure modernization, and regulatory harmonization**. Expanding into **meat processing, leather exports, and new markets** (e.g., North Africa, EU) would increase earnings and reduce exposure to shocks caused by market disruptions or disease-related bans.

3.3 Key Constraints and Challenges

Despite its dominant role and strong demand, Somalia's livestock export industry faces considerable constraints and challenges that restrict its current performance and future growth. A diagnostic assessment identified multiple bottlenecks across the value chain—from farm-level production and health management to market access and institutional frameworks. The main challenges obstructing Somalia's ruminant livestock exports include:

Dependence on Live Animal Exports and Limited Value Addition

A fundamental structural challenge is the heavy reliance on exporting live animals rather than processed products. Over 95% of Somalia's livestock exports are live goats, sheep, camels, and cattle, with very little export of meat, carcasses, or other value-added goods. This dependence on live exports means Somalia captures only a fraction of the ultimate value—foreign buyers conduct the fattening, slaughter, processing, and packaging, obtaining the higher downstream profits. The absence of local meat processing or leather manufacturing facilities keeps export earnings low relative to potential. It also leaves Somalia vulnerable to livestock import bans (since live animals carry a higher disease risk than chilled meat). As noted, the country currently lacks significant exports of processed meat, dairy, or leather products. This status quo "low value trap" limits revenue and jobs at home. Transitioning toward more value addition (exporting chilled/frozen meat cuts, canned meat, leather, etc.) is a significant challenge due to infrastructure and investment deficits.

Animal Health Risks and Inadequate Veterinary Systems

Animal health and sanitary control represent a critical vulnerability in Somalia's livestock export chain. Importing countries—especially in the Gulf—impose strict health requirements, yet Somalia's capacity to meet these standards remains weak. The country lacks a comprehensive, government-run veterinary health certification system with international recognition. Instead, private veterinarians or trading companies handle export health certification and disease screening ad hoc, leading to inconsistencies.

This weakness has had serious consequences: periodic disease outbreaks have triggered livestock import bans in key markets. For example, Saudi Arabia and the UAE have banned Somali livestock imports in the past due to concerns over diseases such as Rift Valley Fever (RVF) and other transboundary animal diseases. These bans highlight gaps in Somalia's veterinary surveillance and certification processes.

Currently, Somalia lacks a nationally accredited laboratory for testing animal diseases or residues in animal products and an internationally certified quality control facility for livestock exports. Additionally, the country is not yet a member of the World Trade Organization's Sanitary and Phytosanitary (SPS) framework nor fully aligned with the World Organisation for Animal Health (OIE) standards, complicating the formal acceptance of its health certificates abroad.

On the ground, veterinary services are under-resourced. Disease surveillance for RVF, *peste des petits ruminants* (PPR), and foot-and-mouth disease is patchy, and vaccination coverage remains limited.

In sum, animal health management remains a serious challenge: weak veterinary systems and unreliable certification undermine export stability and can abruptly halt trade, as seen during past disease-related bans. Strengthening animal health controls is therefore essential for sustaining livestock exports.

Quarantine Capacity and Feed/Water Constraints

All exported livestock from Somalia must undergo pre-export quarantine to satisfy importers' health requirements, but current quarantine facilities and practices are suboptimal. Quarantine stations are run mainly by private operators (with minimal government oversight) and vary in quality. There is no standardized national network of quarantine centers – instead, major exporting regions like Somaliland and Puntland maintain their own facilities near ports (e.g., Berbera, Bossaso). Capacity can become strained during peak export periods, leading to overcrowding and sub-par animal care. Furthermore, animals in quarantine require adequate feed and water for around 20 days, yet the local feed supply is insufficient. Somalia imports livestock feed (fodder) from Oman to sustain animals during quarantine, significantly increasing costs. The reliance on imported feed and limited water availability in holding grounds are significant challenges. Even securing water for livestock at quarantine or holding pens can be difficult during drought, affecting animal condition. Feed costs erode trader margins and make Somali exports less price-competitive. Additionally, limited quarantine space means that during peak times (e.g., before Hajj), some exporters may bypass official quarantine or rush the process, raising health risks. The lack of publicly regulated, high-capacity quarantine infrastructure – and the associated feed/water supply issues – is thus a key constraint to ensuring consistent export quality and compliance. Improving quarantine management (capacity, feed logistics, veterinary supervision) is a clear need for the sector.

Poor Transport Infrastructure and Export Facilities

Decades of underinvestment in infrastructure have created logistical bottlenecks for the livestock export trade. Road networks in pastoral regions remain underdeveloped, making it costly and time-consuming to transport animals from remote grazing areas to seaports. Many feeder roads are unpaved and prone to flood damage, while insecurity—such as checkpoints and militia roadblocks—further hampers overland transport. The result is a high transport cost per head of livestock, increased incidence of animal stress and injury during transit, and occasional significant losses en route.

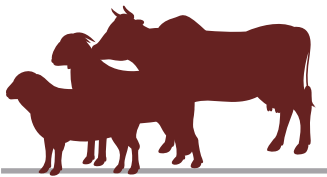
At the ports, dedicated livestock handling facilities are limited. Berbera port (in Somaliland) and Bossaso port (in Puntland) are the primary live animal export points; they have livestock yards and loading infrastructure, but expansion and modernization have not kept pace with export growth. Loading thousands of animals onto vessels remains a labor-intensive process, and congestion or delays can occur, especially when multiple shipments coincide.

In the south, Mogadishu and Kismayo ports handle far smaller volumes of livestock and lack specialized infrastructure. Moreover, if Somalia is to expand into meat exports, cold-chain infrastructure is severely lacking—there are few refrigerated transport trucks, almost no cold storage at ports for meat, and limited electricity reliability for freezers. This logistics and cold-chain gap makes it challenging to export chilled meat or other perishables at scale.

Fragmented Regulatory Framework and Regional Disparities

Somalia’s complex political structure and recent history of decentralization mean there is no unified regulatory regime for livestock exports across the country. Different regions (Federal Member States and Regions) have developed parallel export licensing, taxation, and certification systems, leading to inconsistencies and, sometimes, direct conflicts. For instance, Somaliland and Puntland, which operate relatively autonomously, issue their own export licenses and health certificates for livestock, which are not fully harmonized with federal authorities.

This fragmentation creates uncertainty for traders, as exit port regulations and fees vary. A recent example is the dispute over export taxes between the Federal Government and Puntland/Somaliland authorities - conflicting imposition of livestock export levies led to confusion and an episode where approximately 200,000 livestock were stranded at export points, unable to depart due to disagreements. Such incidents cause heavy financial losses and erode buyers’ confidence in Somalia’s reliability. Without a single accepted law governing commerce, exporters must navigate a patchwork of informal, trust-based arrangements and region-specific rules. The lack of harmonization extends to standards as well. No national standard for meat and livestock export quality exists, and regional administrations have developed their own certificates and procedures. This prevents Somalia from presenting a unified “Somali export” brand or guarantee to importing countries. The institutional fragmentation is a serious challenge - it not only complicates compliance and increases bureaucracy, but also weakens Somalia’s negotiating position in trade (as importers see Somalia as fragmented jurisdictions



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rather than one coordinated entity). Overcoming internal fragmentation by harmonizing policies and strengthening federal-state coordination is thus a key priority.

Reliance on Limited Markets and Trade Barriers

Another challenge is the high concentration of Somalia's livestock exports in a few markets, primarily the Gulf states. Over 80% of exported animals are destined for the GCC, with Saudi Arabia alone accounting for the largest share. This heavy dependence on a single region exposes Somalia to significant market risk. If, for any reason, Gulf countries reduce imports—due to disease concerns, shifts in domestic policy, or sourcing from alternative suppliers—Somalia has few other buyers to absorb its export supply. As noted, past bans by Saudi Arabia and the UAE immediately caused export earnings to plummet, underscoring this vulnerability.

In addition, limited market diversification means Somalia has yet to tap into potentially lucrative markets such as North Africa (e.g., Egypt), the EU, or Asia (beyond the traditional Hajj season sales). Breaking into new markets is difficult due to intense competition—countries like Australia, Sudan, Ethiopia, and Kenya also export livestock and meat to the Middle East—and stringent import requirements. For instance, Egypt requires certification of disease-free zones, which Somalia currently lacks. Non-tariff barriers, including strict Sanitary and Phytosanitary (SPS) standards, effectively act as trade barriers for Somalia.

Furthermore, Somalia lacks trade agreements or preferential arrangements that might facilitate animal product exports beyond livestock—for example, there is no preferential access to the EU or other high-value markets. However, Somalia's recent accession to the East African Community (EAC) offers an opportunity to expand regional livestock trade, though this will require substantial infrastructure development and policy harmonization.

Finally, while beneficial to pastoralists, the large volume of informal cross-border livestock trade with neighboring countries such as Kenya and Ethiopia undermines formal export channels. Many animals are sold or exchanged across porous borders without official documentation or health controls, weakening the formal supply chain and bypassing government revenue collection. Estimates suggest that millions of animals cross borders informally each year, representing a significant loss of potential export revenue and complicating the enforcement of animal health standards.

Overall, Somalia's narrow market focus and the presence of both external trade barriers and a lack of trade agreements constrain export growth and heighten vulnerability to external shocks.

3.4 Growth Potential for Somalia Livestock Exports

Somalia's livestock sector is the backbone of its economy and already a leading exporter of live animals. Live animal sales currently generate around **\$495 million** in export earnings annually, primarily from Gulf Cooperation Council (GCC) countries such as Saudi Arabia and the UAE. Somali livestock (mainly camels, cattle, sheep, and goats) are prized for their quality and are delivered quickly to nearby markets across the Red Sea. This strong base of live exports provides a solid foundation for the national export portfolio.

Despite this success in live animals, Somalia captures only a fraction of the livestock value chain – over 95% of exports are live animals, with very little processed meat shipped abroad. The current export of meat is only about \$2 million, highlighting enormous room for growth through value addition. By investing in local meat processing (slaughtering, cold storage, packaging) and reaching new buyers, Somalia’s total livestock export revenues could rise from roughly \$495 million to an estimated \$749 million. This ~50% increase would come mainly from boosting meat exports to around \$245 million and diversifying beyond live-animal trade. There is significant scope to export chilled and frozen halal meat – a segment in high demand – which would increase earnings and create jobs domestically.



Tapping into new markets is crucial for realizing this potential. The GCC region will remain Somalia’s largest market (with an estimated demand of over \$560 million for Somali livestock products) given its high halal meat consumption. At the same time, the national strategy prioritizes expanding exports to East Africa (EAC), the European Union (EU), China, and other predominantly Muslim markets as next destinations. For example, China alone could import an estimated \$89 million worth of Somali meat, and substantial opportunities exist in Malaysia, Indonesia, Egypt, Turkey, and even emerging partners like Azerbaijan. By leveraging its reputation for quality halal livestock, Somalia can broaden its export base and significantly boost sector revenues. Overall, the country’s strong live-animal export foundation – coupled with new meat export ventures – positions Somalia’s livestock sector for robust growth in the coming years.

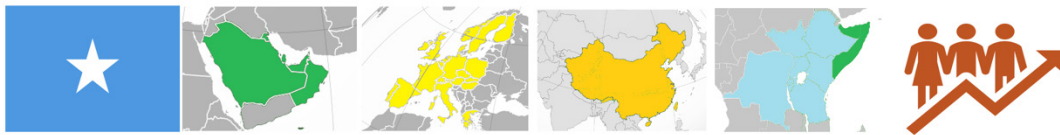
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SECTOR	POTENTIAL MARKET EGYPT	POTENTIAL MARKET TURKEY	POTENTIAL MARKET INDONESIA	POTENTIAL MARKET MALAYSIA	POTENTIAL MARKET AZERBAIJAN	TOTAL
MEAT	58 mln \$	13 mln \$	28 mln \$	63 mln \$	6 mln \$	168 mln \$
LIVESTOCK	25 mln \$	7 mln \$	15 mln \$	7 mln \$	2 mln \$	56 mln \$
TOTAL	83 mln \$	20 mln \$	43 mln \$	70 mln \$	8 mln \$	224 mln \$



SECTOR	POTENTIAL BEEF	BEEF %	POTENTIAL SHEEP	SHEEP %	POTENTIAL GOAT	GOAT %	POTENTIAL CHICKEN	CHICKEN %
MEAT	122 mln \$	72%	13 mln \$	8%	-	-	33 mln \$	20%
LIVESTOCK	52 mln \$	93%	-	-	-	-	4 mln \$	7%
TOTAL	174 mln \$	78%	13 mln \$	6%	-	-	37 mln \$	16%



SECTOR	CURRENT EXPORT	POTENTIAL MARKET GCC	POTENTIAL MARKET EU	POTENTIAL MARKET CHINA	POTENTIAL MARKET EAC	TOTAL	GRWTH %
MEAT	2 mln \$	121 mln \$	15 mln \$	89 mln \$	20 mln \$	245 mln \$	+100%
LIVESTOCK	495 mln \$	445 mln \$	44 mln \$	-	15 mln \$	504 mln \$	-
TOTAL	497 mln \$	566 mln \$	59 mln \$	89 mln \$	35 mln \$	749 mln \$	+51%

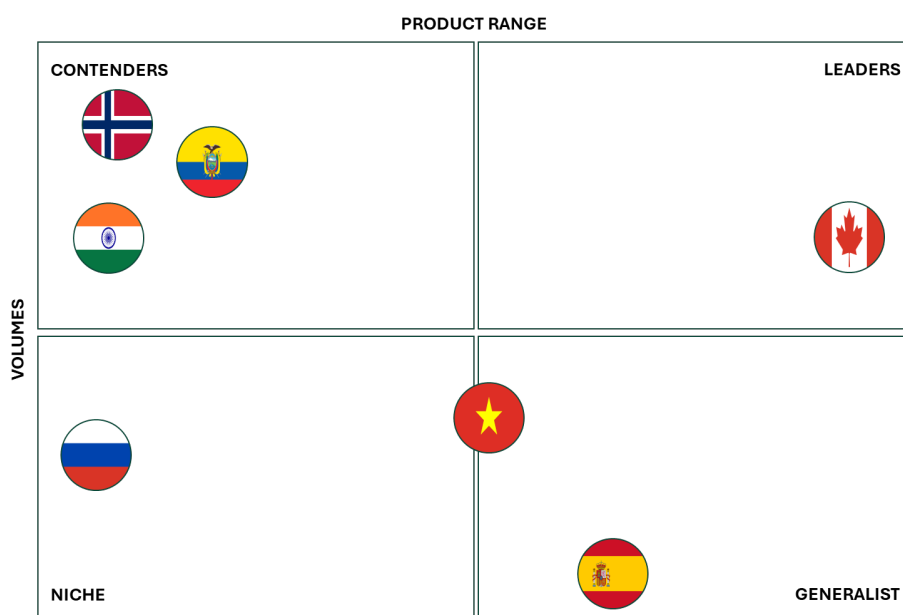


SECTOR	POTENTIAL BEEF	BEEF %	POTENTIAL SHEEP	SHEEP %	POTENTIAL GOAT	GOAT %	POTENTIAL CHICKEN	CHICKEN %
MEAT	73 mln \$	30%	72 mln \$	29%	29 mln \$	12%	71 mln \$	29%
LIVESTOCK	51 mln \$	10%	352 mln \$	70%	98 mln \$	19%	3 mln \$	1%
TOTAL	124 mln \$	16%	424 mln \$	57%	127 mln \$	17%	74 mln \$	10%

3.5 Competitor Assessment

The fisheries competitive landscape highlights Canada as the global leader, leveraging both high volumes and product diversity. Countries like Norway, Ecuador, India, and Sweden are positioned as strong contenders with robust output and expanding product lines. Vietnam, Spain, and Indonesia fall into the generalist category, while Russia occupies a niche position with lower overall competitiveness.

Although Somalia has abundant marine resources and one of Africa’s longest coastlines, its fisheries exports remain limited in both scale and processing sophistication. However, the sector holds strong potential for advancement. With strategic investments in cold chain infrastructure, sustainable fishing practices, and compliance with international standards (e.g., HACCP), Somalia can transition from a low-performing exporter to an emerging contender in high-value markets such as the EU, China, and the GCC.



3.6 Strategic Objectives to Strengthen Livestock Export Capacity

Somalia will pursue several strategic objectives that directly respond to the above challenges to unlock growth and resilience in the livestock export sector. These high-level goals provide a roadmap for strengthening the value chain from farm to port, improving competitiveness, and ensuring the sector's long-term sustainability. The strategic objectives for the ruminant livestock export sector are:

1. Improve Animal Health Systems and Sanitary Standards Compliance

The first objective is to markedly strengthen Somalia's animal health services and its compliance with international Sanitary and Phytosanitary (SPS) standards. This addresses the critical need to prevent disease-related trade disruptions and meet target market import requirements. Key elements include building a robust veterinary surveillance and vaccination program for major livestock diseases, establishing accredited diagnostic laboratories, and implementing a credible national certification system for livestock exports. By developing the capacity to issue internationally recognized health certificates and ensuring all export animals are disease-free and traceable, Somalia can eliminate the frequent health-related barriers to trade. Achieving this objective would restore importers' confidence (reducing ban risks) and facilitate entry into higher-value markets that demand rigorous SPS compliance.

2. Expand Value Addition and Diversify Livestock Products

Moving up the value chain is a core strategic objective. Somalia aims to transition from primarily exporting live animals to exporting more value-added livestock products such as chilled meat, frozen meat cuts, processed meat products, and processed animal by-products (hides/skin leather, bone meal, etc.). By investing in domestic slaughtering and processing capacity, Somalia can capture greater value per animal. For example, exporting meat (even frozen) typically yields significantly higher revenue than exporting the equivalent animal's life and generates employment in-country. Expanding value addition will involve establishing export-grade abattoirs, meat packing and cold storage facilities, leather tanneries, and related processing industries. The objective also includes improving handling to maintain quality (e.g., hygienic slaughter, cold chain logistics) and obtaining certifications such as Halal accreditation for Somali meat plants. Over time, this will enable Somalia to offer a range of products - fresh chilled goat/sheep carcasses, frozen beef primal cuts, camel meat, quality leather hides - in addition to live animals. Diversifying into meat and hide exports will increase earnings and reduce vulnerability to live animal bans (since meat can often be exported even when live exports are restricted, if properly processed).

3. Upgrade Infrastructure and Logistics for Livestock Exports

A critical objective is to enhance the physical infrastructure and logistical systems supporting the livestock export chain. This includes investing in transportation, storage, and border/export facilities to reduce costs and improve efficiency from production to port shipment. Priority actions include rehabilitating and upgrading key trade corridors—particularly roads used to transport livestock from pastoral areas to fattening and quarantine centers and onward to ports. Additionally, developing modern holding grounds and quarantine stations with adequate feed and water supply, as well as upgrading port infrastructure for livestock handling, are essential.

At the ports, expanding dedicated livestock export infrastructure—such as holding yards, loading ramps, veterinary inspection posts, water supply, and waste management systems—will streamline the loading process and enhance animal welfare. To support value-added exports, establishing a functional cold chain is crucial. This includes refrigerated transport, cold storage at ports and airports, ice plants, and related facilities necessary for handling chilled meat and other perishable products. Improving power and water supply at export-focused facilities, such as ensuring abattoirs have reliable electricity for refrigeration, is also a key component.

Upgraded infrastructure will address the current logistical bottlenecks and high transportation costs that diminish Somali exports.

4. Harmonize Policies and Strengthen the Institutional Framework

This objective seeks to create a cohesive policy and institutional environment for livestock exports throughout Somalia. It addresses internal fragmentation by harmonizing export-related regulations, taxes, and standards among Somalia's Federal Government, Federal Member States, and relevant authorities. The goal is to implement uniform national standards and procedures for livestock export certification, simplify the licensing process, and eliminate duplicative or conflicting rules. For example, a single national export permit system and a unified veterinary certification protocol would replace the current multiple systems.

In addition, export taxation policies should be aligned to avoid double taxation and prevent harmful regional competition within the industry. Strengthening institutions is also crucial: the SBS and relevant ministries, such as the Ministry of Livestock and the Ministry of Commerce and Industry, require capacity building, funding, and clearer mandates to enforce quality control and provide support. Part of this objective is to digitize and streamline export procedures, implementing one-stop shops or "single window" systems to reduce bureaucracy and informal practices. By improving governance—through clear policies, better coordination between federal and state levels, and stronger enforcement of rules—Somalia can create a more predictable business climate for exporters and attract investment in the sector. This objective will mitigate the current regulatory uncertainty and inconsistency that discourages formal investment.

5. Expand Market Access and Diversify Export Markets

Finally, Somalia seeks to broaden its export destinations and integrate into new markets, reducing the over-concentration in the Gulf. This strategic objective involves proactive trade diplomacy and marketing to open opportunities in additional countries.

Regionally, Somalia's entry into the EAC provides a platform to explore livestock and meat trade with East African neighbors (for example, legal live animal sales or meat exports to Kenya, Uganda, etc.). Likewise, Somalia can leverage the African Continental Free Trade Area (AfCFTA) to target markets in North and West Africa for halal meat products. Internationally, the objective includes negotiating bilateral animal health protocols and trade agreements with key countries, such as Egypt, which has a large and growing demand for meat imports. Somalia can also explore niche markets in Asia—for example, exporting specialty camel meat to select Asian countries.

Complementing these efforts, Somalia should increase its participation in trade fairs and promotional campaigns to build a reputation for high-quality livestock and meat products. Branding initiatives—such as developing a “Somali Halal Meat” brand—and ensuring packaging and labeling meet international standards will support successful market entry. Additionally, maintaining strong relationships with core Gulf buyers remains important, but the aim is to reduce sole dependence on any one market by developing alternatives. Diversification will improve the sector's resilience to demand fluctuations or import policy changes. Expanding market access also requires meeting the specific standards of new markets (tying back to Objective 1 on SPS compliance). By achieving this objective, Somalia envisions a future where its livestock products reach a wider array of regions—the Gulf, East Africa, North Africa, the EU, and beyond—ensuring stable demand and better prices for Somali exports.

These five strategic objectives—strengthening animal health/SPS systems, increasing value addition, upgrading infrastructure, harmonizing the policy framework, and expanding market access—collectively provide a roadmap for transforming Somalia's livestock export sector. They are mutually reinforcing: for example, improved health systems and infrastructure will enable value-added meat exports; policy harmonization and market diversification will facilitate investment in processing, and so on. The next section expands these objectives into concrete interventions and initiatives.



Regionally, Somalia's entry into the EAC provides a platform to explore livestock and meat trade with East African neighbors.

3.7 Proposed Interventions and Initiatives

To realize the above strategic objectives, a set of targeted interventions is proposed for Somalia's livestock export sector. Each intervention addresses specific bottlenecks identified in the value chain and is aligned with one or more strategic objectives. The interventions are designed to be actionable, focusing on building capacity, infrastructure, and systems needed for a sustainable export trade.

1. Establish Accredited Central Veterinary Laboratories and Testing Facilities

Invest in creating one or more modern veterinary diagnostic and food safety laboratories in Somalia, accredited to international standards (e.g., ISO/IEC 17025). These labs would be equipped to perform all necessary tests on livestock and livestock products destined for export—such as screening for infectious diseases (RVF, brucellosis, FMD, etc.), testing meat for pathogens and residues, and verifying animal health status. An accredited national lab (under the Ministry of Livestock or Somali Bureau of Standards) would enable Somalia to issue credible health certificates and export testing reports accepted by importing countries. The lab should attain international accreditation and participate in proficiency testing so that its results are trusted abroad. In parallel, a network of sample collection points and mobile labs can be established in major livestock regions to feed into the central lab. This intervention fills the current gap of no accredited testing facilities and directly supports Objective 1 (improving animal health/SPS compliance). With domestic labs, exporters will no longer rely on foreign labs for certification, thus reducing delays and costs.

2. Strengthen Disease Surveillance, Veterinary Services, and Certification Processes

Launch a comprehensive capacity-building program for veterinary services to improve disease surveillance and export certification. This involves training and deploying more veterinary inspectors and animal health professionals across all regions, equipped with the skills to detect and manage outbreaks. A national surveillance system for priority diseases like RVF, PPR, and Brucellosis should be implemented, including regular disease surveys in herds and early warning mechanisms.

Alongside enhanced surveillance, Somalia should establish a unified export certification system. This includes developing standardized protocols for pre-export inspection, vaccination, and treatment of animals, and issuing a single, harmonized Export Health Certificate recognized nationwide—replacing existing regional certificates. Ideally, the system should be digitized, featuring an electronic database that records livestock health status and movement, enabling full traceability from point of origin to export. This could involve measures such as ear-tagging animals and tracking them throughout the supply chain. Additionally, Somalia should formalize Halal certification for meat exports by training local certifiers or partnering with internationally recognized Halal certification bodies. This will ensure Somali meat products meet religious and sanitary requirements

in key Muslim markets. Overall, this intervention will professionalize Somalia's veterinary export processes, address the gaps contributing to past trade bans, and facilitate smoother trade.

3. Expand and Modernize Quarantine Stations

Improve and increase the capacity of livestock quarantine facilities at strategic export points. With uniform standards, this intervention would establish or upgrade quarantine centers near the major ports, such as Berbera, Bossaso, Kismayo, and Mogadishu. Upgrades should include constructing proper fencing, watering systems, feeding troughs, shelters, and veterinary inspection areas.

Public-Private Partnership (PPP) models can be leveraged to enhance efficiency and sustainability—for instance, private operators managing quarantine centers would be required to meet government-defined standards and undergo certification, while government veterinarians oversee health checks and compliance. The quarantine period—typically 2 to 3 weeks—should be used effectively to ensure that all animals are disease-free through appropriate testing and vaccinations and are in good physical condition. To address the feed supply issue, this intervention will also develop local fodder supply chains for quarantines. This may involve contracting local fodder producers, establish feed storage silos at quarantine sites, and explore growing or procuring feed within Somalia to reduce reliance on imported feed from Oman. Where feasible, integrating feedlot operations with quarantine could help fatten animals during the holding period, increasing their weight/value for export. By expanding quarantine capacity, Somalia can handle peak export surges without compromising animal health or incurring huge feed costs. Healthy, well-fed animals in quarantine translate to better quality exports and fewer rejections.

4. Develop Export-Oriented Abattoirs and Meat Processing Facilities

Facilitate the establishment of modern slaughterhouses geared for export production of chilled and frozen meat. This intervention would identify key locations—such as high-production zones or areas near major ports—and promote investment in abattoirs that meet international hygiene and quality standards (e.g., HACCP-certified processing).

New facilities should be equipped with essential infrastructure, including sanitation systems, cold storage rooms, cutting and deboning lines, and packaging capabilities. The government can provide incentives (land, tax breaks, public investment) to attract private investors or diaspora investments into meat processing. Halal slaughter certification must be integrated into all operations, given the importance of halal compliance for accessing major Muslim markets. Once operational, these abattoirs can slaughter animals that would otherwise be exported live, process them into carcasses or primal cuts, and then use refrigerated containers or air freight to export the meat. The intervention also involves training butchers and meat handlers in international standards and establishing quality control (perhaps with SBS oversight for meat exports).

Over time, additional value-added lines—such as canned meat, sausages, or dried meat—can be introduced. This is a pivotal intervention for Objective 2 (value addition) – by shifting even a portion of exports from live to meat, Somalia can substantially increase revenue. For example, exporting meat by weight generates higher returns than selling live animals at the port. Furthermore, processing creates by-products like hides and offal, which can be developed into separate value chains. Notably, having export abattoirs provides an option to continue exports even during bans on live animals (since meat can be processed to eliminate disease risk).

5. Promote Leather and Hides Value Addition (Tanneries)

Parallel to meat processing, Somalia should develop facilities to export raw hides and skins from its livestock into finished leather. Currently, hides from cattle or camels and skins from goats/sheep are often exported in raw or semi-processed form—or discarded. Establishing leather tanneries—initially for vegetable tanning and later chrome tanning for higher quality—would enable export of higher-value leather rather than low-value raw hides.

This intervention involves attracting investment in at least one modern tannery (possibly located near a slaughterhouse or in an industrial zone) and training technicians in leather processing. By processing locally, Somali hides—which are of decent quality—could be turned into finished leather suitable for export to markets like Italy, China, or the UAE for use in garments, upholstery, and artisan products. This adds value and diversifies the export basket (supporting Objective 2). It also creates jobs and potentially links to light manufacturing (e.g., small-scale production of leather goods).

Implementation:

- **Lead:** Ministry of Industry & Commerce, collaborating with livestock associations.
- **Timeline:** Medium-term (operational tannery within 5 years).
- **Priority:** Medium (critical for diversification but secondary to immediate meat processing and health needs).

6. Improve Feed Production and Water Supply for Livestock Exporters

To mitigate the perennial issue of feed and water scarcity for export animals (especially during droughts), this intervention focuses on boosting domestic feed resources and water infrastructure. The government, with donors, can support fodder production programs – for example, incentivizing farmers in irrigated areas to grow sorghum, alfalfa, or other fodder crops that can be harvested, baled, and transported to pastoral areas and quarantines. Establishing a strategic fodder reserve (a stockpile of dry hay or feed concentrate) could help stabilize feed prices during dry seasons.

Additionally, water points should be built or rehabilitated along key trekking routes and near holding grounds to ensure a consistent water supply for livestock in transit. Building or repairing boreholes and water catchments in export corridors can dramatically improve animal condition by reducing weight loss and mortality on journeys. This intervention ties

into climate adaptation – by improving the supply chain’s resilience against drought, it ensures more stable export volumes year to year. It supports Objective 3 (infrastructure/logistics) and indirectly Objective 1 (animal health, as nutrition improves immunity). It also reduces costs for exporters who currently must import feed, thereby improving competitiveness.

7. Rehabilitate and Secure Transport Routes (“Livestock Corridors”)

Launch infrastructure projects to fix critical road segments used in livestock transport. Priority routes include the Berbera corridor (from the Ethiopian border to Berbera port), the road from Galkayo to Bossaso, and routes feeding into Mogadishu and Kismayo ports should be prioritized for rehabilitation (grading, graveling or paving, bridge repairs, security improvements). The concept is to develop designated “livestock corridors” that allow large herds/truck convoys to move safely and quickly.

As part of this initiative, resting points or staging areas should be established along routes where animals can be offloaded, watered, and fed during multi-day journeys (limiting weight loss and stress). Improving these routes will lower transport costs and time for exporters. It will also reduce animal injuries and losses in transit, improving the quality and quantity of animals that reach the port. Exploring alternative transport modes, such as specialized livestock ferries between Somali ports, could also be part of long-term planning. This intervention is aligned with Objective 3 (logistics) and complements the quarantine and port improvements by ensuring an efficient supply chain to those facilities.

8. Upgrade Port Facilities and Cold Chain Infrastructure

Building on transport improvements, Somalia’s ports require targeted investments to enhance livestock and meat export efficiency. This intervention would outfit major ports with enhanced livestock handling equipment—for example, installing additional loading ramps, larger holding pens dockside, and mechanisms to separate and feed/water animals awaiting loading. Modern automated livestock loading systems similar to those used in Australia or Sudan could be introduced to reduce loading time and animal stress.

Additionally, veterinary inspection units at ports should be established so that last-minute health checks or treatments can be done on-site by officials before animals are loaded for export. For meat exports, ports—and airports handling high-value chilled meat shipments—must be equipped with adequate cold storage infrastructure. This intervention includes installing refrigerated storage units at key ports such as Berbera and Mogadishu, and increasing the availability of refrigerated containers (“reefers”) for sea transport. A supporting action is to improve the electricity supply at ports or provide backup generators dedicated to cold storage, ensuring consistent cooling. With its cold chain capability, Somalia can export frozen meat and reduce the spoilage of any perishable goods.

9. Harmonize Export Regulation and One-Stop Trade Facilitation

On the policy side, reforms should be implemented to unify and simplify export procedures. Specifically, this intervention will establish a National Livestock Export Authority or Coordination Committee that brings together federal and state officials to agree on a single set of export rules. Legal or regulatory instruments should be enacted to harmonize export taxes across regions (preventing multiple taxation), standardize licensing (a single export license valid countrywide), and enforce mutual recognition of certificates issued by any Somali authority.

Additionally, a “single window” electronic system for processing export documents should be introduced. Exporters should be able to submit all paperwork (licenses, certificates, customs declarations) through one online portal, which then coordinates approvals from various agencies. This will reduce the lengthy multi-agency process, often requiring visits to Mogadishu and state capitals for different documents. The system can integrate customs, quarantine release, port clearance, etc., thereby minimizing delays and opportunities for informal fees. Capacity-building for customs and quarantine officials is part of this intervention, ensuring they are trained in the new unified procedures and customer service. By making export formalities more business-friendly, this intervention encourages more traders to utilize formal channels (countering the incentive for informal cross-border trade). It strengthens oversight (since all data are captured centrally).

10. Pursue Trade Agreements and Market Diversification Initiatives

Step up diplomatic and commercial efforts to open new Somali livestock and meat markets. This intervention involves negotiating bilateral agreements/MoUs focused on livestock trade with potential importing countries. For example, Somalia can seek an agreement with Egypt to regularly export Somali livestock or chilled meat, under specified health protocols acceptable to Egyptian authorities. Similarly, discussions with Gulf countries (Saudi Arabia, UAE, Oman) should aim to formalize and possibly liberalize the trade (e.g., secure long-term purchase commitments or health protocol agreements to reduce uncertainty).

Joining regional standards bodies and trade committees within the EAC will allow Somalia to influence and harmonize health standards, potentially enabling cross-border livestock trade with Kenya/Ethiopia under the EAC framework. Another aspect is active participation in international trade fairs and exhibitions. Somalia should regularly send trade delegations and booths to events like Gulfood in Dubai, one of the largest global food industry exhibitions, to showcase Somali meat and livestock products. Promotion can also target niche markets (for instance, marketing camel meat as a specialty health product in certain Asian markets). Furthermore, exploring the feasibility of live animal export to new Gulf markets such as Qatar, Kuwait, and Bahrain, or even outside the Gulf (e.g., Malaysia for halal meat) could diversify the client base. To support these efforts, Somalia should develop a “Somali Livestock Export Brand”—a national branding initiative that emphasizes the natural, organic rearing conditions of Somali animals and the distinct quality and flavor of their meat. This brand identity could be reflected in marketing materials, export packaging, and official quality seals to differentiate Somali products in

competitive markets. By broadening the market horizon, Somalia can reduce its exposure to any country’s policies (supporting Objective 5).

Enhance Finance and Credit Support for Exporters

While not explicitly highlighted earlier, a supporting intervention is improving finance access for those investing in the livestock export value chain. The government can work with financial institutions and donors to establish an Export Development Fund or a credit facility that offers low-interest loans or grants to projects such as abattoir construction, cold storage procurement, or fodder production—as these often require capital beyond the reach of local entrepreneurs. Microfinance tailored to pastoralists—for animal re-stocking after droughts, for example—can also stabilize supply. Encouraging diaspora investment through incentives (diaspora bonds, joint ventures) can bring much-needed capital and expertise. Although primarily an economic measure, better financing underpins all strategic objectives by enabling the required investments and helping exporters scale up their operations.

3.8 Implementation Roadmap

Implementing the above interventions will require careful planning, sequencing, and collaboration among various stakeholders. Below is an implementation roadmap for the livestock export strategy, outlining the key actions in the short and medium term, along with responsible parties and priority level. This roadmap serves as a high-level guide to operationalize the strategy:

Table 11: Short-Term (1–2 years) interventions

Area	Intervention	Key Activities	Lead Agency
Export Policy	Establish Coordination Mechanism	<ul style="list-style-type: none"> Form a high-level Livestock Export Coordination Committee with federal, state, and private sector stakeholders. Steer and monitor implementation through the committee, ensuring harmonization of regional policies. 	Ministry of Livestock (FGS)
	Harmonize Export Regulations	<ul style="list-style-type: none"> Draft and enact uniform national regulations for livestock export licensing and taxation (e.g., a single export tax to prevent double taxation). Ensure mutual recognition of veterinary health certificates across all regions. 	Ministry of Commerce (FGS) & Ministry of Livestock (FGS)

Area	Intervention	Key Activities	Lead Agency
	Launch Single-Window Export Portal (Phase 1)	<ul style="list-style-type: none"> Develop an electronic one-stop “single window” platform for export documentation (Phase 1). Integrate initial services (veterinary certification and export licensing) into one streamlined online process. 	Ministry of Commerce (Trade Dept.), Customs Authority & Ministry of Livestock (IT Unit)
Animal Health	Begin Veterinary Capacity Upgrades	<ul style="list-style-type: none"> Recruit and train 50 new veterinary inspectors and quarantine officers. Conduct training (with FAO/OIE support) in export certification, quarantine management, and disease surveillance. Procure lab equipment and initiate construction planning for a central veterinary laboratory. 	Ministry of Livestock (with FAO/OIE support)
Infrastructure	Feasibility Studies and Project Prep	<ul style="list-style-type: none"> Complete feasibility studies for major export infrastructure (a central veterinary lab, export abattoirs, and port cold storage facilities). Use study results to secure government, donors, or private investors’ financing. 	Ministry of Livestock; Ministry of Commerce & Industry; Port Authorities (coordinated by the Ministry of Planning)
Market Access	Trade Negotiations Kick-off	<ul style="list-style-type: none"> Engage at least two new target export markets (e.g., initiate livestock export health protocol talks with Egypt; explore a regional trade framework with the EAC). Showcase Somalia’s livestock sector at international trade events (e.g., participate in the Gulfood Expo in Year 1). 	Ministry of Foreign Affairs (Trade Promotion Dept.)

Table 12: Medium-Term (3-5 years) interventions

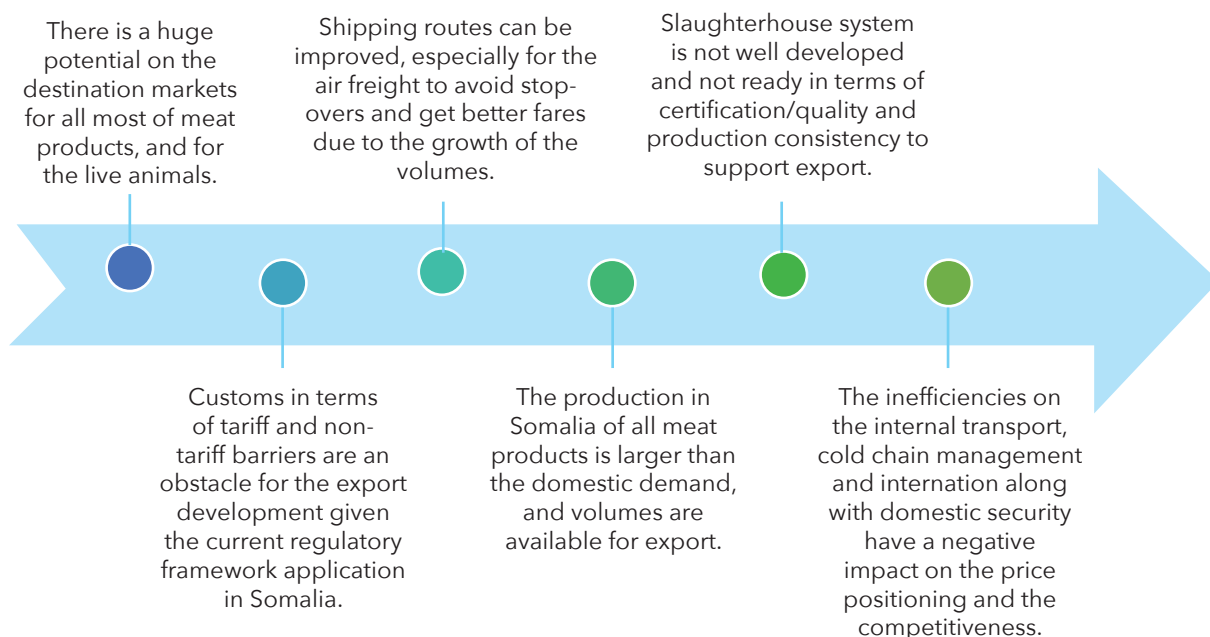
Area	Intervention	Key Activities	Lead Agency
Animal Health	Construct and Operationalize a Veterinary Laboratory	<ul style="list-style-type: none"> Build and equip a National Veterinary and Food Safety Laboratory by Year 3, meeting ISO 17025 accreditation standards. Make the lab fully operational by Year 4, issuing certified animal health test reports for exports. 	Ministry of Livestock & Somali Bureau of Standards (SBS)

Area	Intervention	Key Activities	Lead Agency
	Expand Quarantine Facilities	<ul style="list-style-type: none"> Establish at least two new or expanded livestock quarantine stations by Year 3 (e.g., a new hub near Kismayo/Mogadishu, plus upgrades at Berbera and Bossaso). Ensure each facility has a large capacity, a reliable water supply, an on-site veterinary clinic, and feed storage. Implement public-private partnership management contracts with clear performance standards. 	Ministry of Livestock (FGS) with regional authorities & private operators
Export Policy	Roll Out Single-Window Trade System (Phase 2)	<ul style="list-style-type: none"> Launch a fully integrated digital single-window export clearance system by Year 3, linking quarantine, customs, port, and standards agencies. Train exporters and officials to use the system and monitor its impact. The target is a 50% reduction in clearance times. 	Ministry of Commerce & Customs Authority (with IT contractor)
Value Addition	Build/Upgrade Export Abattoirs	<ul style="list-style-type: none"> Establish two export-grade abattoirs (one in northern Somalia, one in the south) by Year 4 to process livestock for meat export. Ensure each facility can process thousands of animals weekly and meets halal certification and HACCP standards. Link these abattoirs with Gulf market buyers through marketing support and promotion. 	Ministry of Commerce & Industry (with private investors and Islamic Development Bank co-financing)
Infrastructure	Improve Port and Cold Chain Infrastructure	<ul style="list-style-type: none"> Install cold storage units (≈50 MT each) at Berbera and Mogadishu ports by Year 4. Expand cold-chain capacity by procuring refrigerated containers and engaging shipping lines to provide reefer services. Upgrade Berbera port's livestock berth with improved ramps; pilot air shipments of chilled meat to the Middle East using enhanced cold-chain logistics. 	Port Authorities & Ministry of Transport (with donor support and private shipping lines)

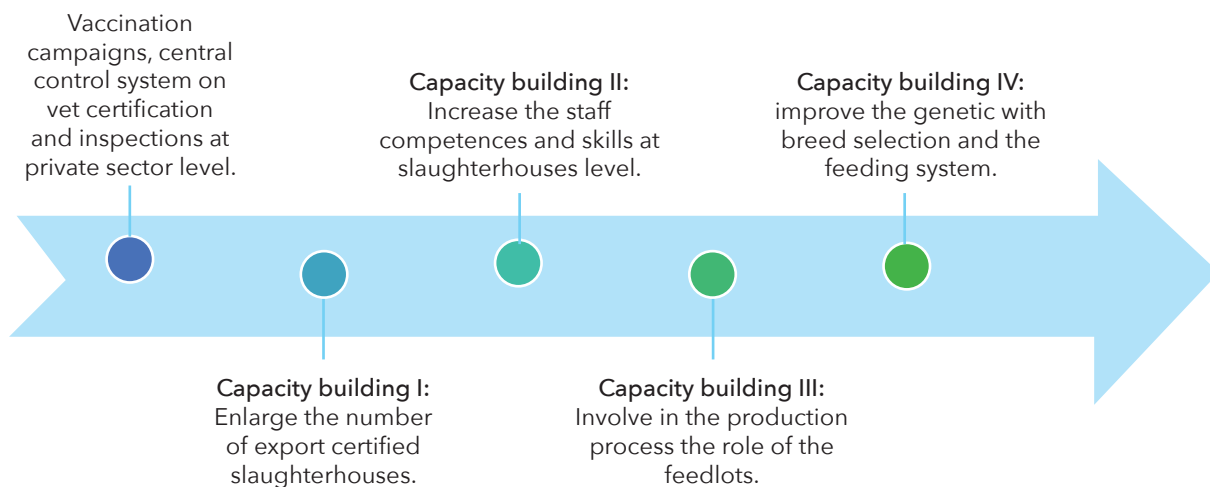
Area	Intervention	Key Activities	Lead Agency
Infrastructure	Road Infrastructure Projects	<ul style="list-style-type: none"> Upgrade at least one major livestock transport corridor by Year 5 (e.g., pave the Hargeisa-Berbera or Galkayo-Bossaso road). Establish livestock rest stops along the route with water and feed to reduce animal stress during transit. 	Ministry of Public Works (with regional governments and international funding)
Animal Health	Implement Feed/Fodder Interventions	<ul style="list-style-type: none"> Develop irrigated fodder farms (e.g., along the Jubba and Shabelle rivers) to supply export quarantines, aiming to source 50% of quarantine feed domestically by Year 5. Create a fodder reserve to store surplus hay from good rainy seasons for use in dry periods. Drill or rehabilitate water boreholes at two major pastoral markets to ensure reliable water for livestock. 	Ministry of Agriculture & Ministry of Water Resources (coordinated by the Ministry of Livestock)
Animal Health	Institutional Strengthening	<ul style="list-style-type: none"> Fully staff and train export quality-control units in SBS and the Ministry of Livestock by Year 5, deploying inspectors at all major ports/quarantines and streamlining certification through the new lab. Formalize Somalia's adherence to international standards by attaining observer or member status in bodies like the WTO SPS Committee and OIE by Year 5. 	Somali Bureau of Standards; Ministry of Livestock
Market Access	Market Diversification Milestones	<ul style="list-style-type: none"> Secure at least one new livestock export market or product channel by Year 5 (e.g., begin exporting chilled goat meat to an EAC or North African market; trial live camel exports to a new country). Promote Somali livestock internationally by attending at least one major trade fair annually and hosting inbound buyer missions for importers. 	Ministry of Commerce (Trade Promotion Unit)

3.9 Business and Capacity Building Model

Business Main Steps Model



Capacity Building Model







FISHERIES SECTOR EXPORT DEVELOPMENT STRATEGY

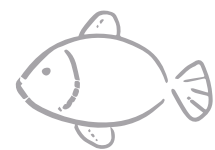
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4.1 Sector Overview

Somalia possesses the longest coastline in continental Africa, stretching approximately 3,333 kilometers along the Red Sea and Indian Ocean, giving it a vast Exclusive Economic Zone (EEZ) of about 1 million square kilometers. This marine territory is rich in fishery resources—from highly migratory tuna and billfish to valuable coastal species like lobster, shrimp, and cephalopods.

Despite this abundance, the fisheries sector remains underdeveloped relative to its potential. The sector currently contributes only around 3% of Somalia's GDP and 2% of export earnings, underscoring a substantial gap between current performance and achievable goals. Wild capture fisheries (excluding aquaculture) are largely small-scale/artisanal, with limited industrial harvesting by foreign fleets. Estimates suggest Somalia's EEZ could sustainably produce 200,000-500,000 metric tons of fish per year, yet recorded landings remain far below this potential. For example, in 2022, local artisanal fishers landed approximately 6,000 tons, and foreign licensed vessels caught about 13,000 tons—a combined total of less than 10% of the estimated yield. This indicates that well over 90% of the country's sustainable harvest potential remains untapped, highlighting a significant opportunity for growth in the fisheries sector.

Major species targeted for export include large pelagic fish (such as tuna and swordfish), high-value crustaceans (including lobsters and shrimp), and mollusks/cephalopods (particularly cuttlefish and octopus). Somalia's waters are home to commercially



Estimates suggest Somalia's EEZ could sustainably produce **200,000-500,000** metric tons of fish per year, yet recorded landings remain far below this potential.

important tuna species—yellowfin, skipjack, and bigeye—as well as billfish, spiny lobsters, mud crabs, cuttlefish, squid, and various reef and groundfish. These species command premium prices in international markets, offering strong export potential if sustainably harvested and properly managed.

These wild-caught products form the core of Somalia’s seafood export basket. However, current levels of domestic value addition are very low, with most fish exported being sold whole, fresh or frozen, with minimal processing or packaging in-country. There are only a few small-scale processing facilities (for example, artisanal fish drying, lobster tailing, and one or two canneries or filleting plants in Puntland), and inadequate cold-chain infrastructure means a large share of the catch is not preserved for export-grade quality. Post-harvest losses are estimated at 30–40% of catches due to insufficient ice and cold storage facilities, and much of the catch is sold in unprocessed form rather than as value-added products. This lack of processing capacity results in lost export value that could otherwise be captured by exporting filleted, canned, or value-added seafood products. Nonetheless, despite these constraints, Somalia’s official fish export revenues have been rising steadily in recent years, as the country begins to tap into global seafood markets..

Recent data indicate an impressive surge in fish exports—from about \$9.9 million in 2017 to \$51.3 million in 2022—a more than five-fold (400%) increase over five years. This growth reflects higher volumes of fish being exported, improved international prices, and market access for Somali seafood. It should be noted that while increasing, fish exports remain a relatively small portion of Somalia’s total exports (for context, livestock and sesame have traditionally dominated export earnings). Following decades of disruption, the upward export trend is a positive sign of recovery and greater commercialization of the fisheries sector. Industry experts attribute this growth to improved security in some coastal areas, renewed government attention (e.g., issuing fishing licenses starting in 2019), and strong demand from overseas buyers for Somalia’s marine products. With continued investment and reforms, the fisheries sector’s export performance could accelerate further in the coming years.

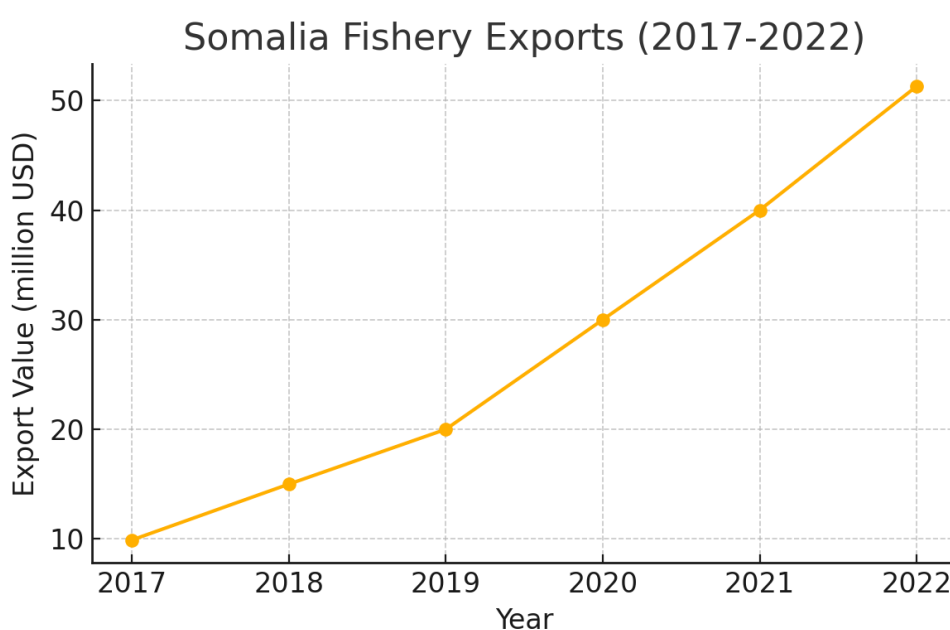


Figure 4.1: Value of Somalia’s fishery export (million USD)

4.2 Export Potential and Destination Markets

Somalia’s seafood exports are currently concentrated in a few key markets. Far East Asia—primarily China and Japan—is the largest destination, accounting for approximately 50% of Somalia’s fish export volume. This is followed by the Gulf Cooperation Council (GCC) countries, representing around 35%, with the United Arab Emirates and Oman as notable buyers. The remaining 15% of exports are distributed among neighboring East African countries, select European Union member states, and other Asian markets.

Demand from Asia, particularly from China, is focused on high-value specialties such as dried sea cucumber, shark fins, octopus, and other mollusks—with China alone representing more than half of global mollusk import demand. Middle Eastern markets (UAE, Oman, Saudi Arabia) import a mix of fresh/chilled fish and frozen lobster/shrimp, taking advantage of geographical proximity and established trade links. By contrast, Somalia’s direct exports to the European Union have been limited, primarily due to stringent sanitary standards and certification requirements that Somali exports currently struggle to meet. As a result, the EU market remains largely untapped, pending improvements in regulatory compliance and processing capacity.

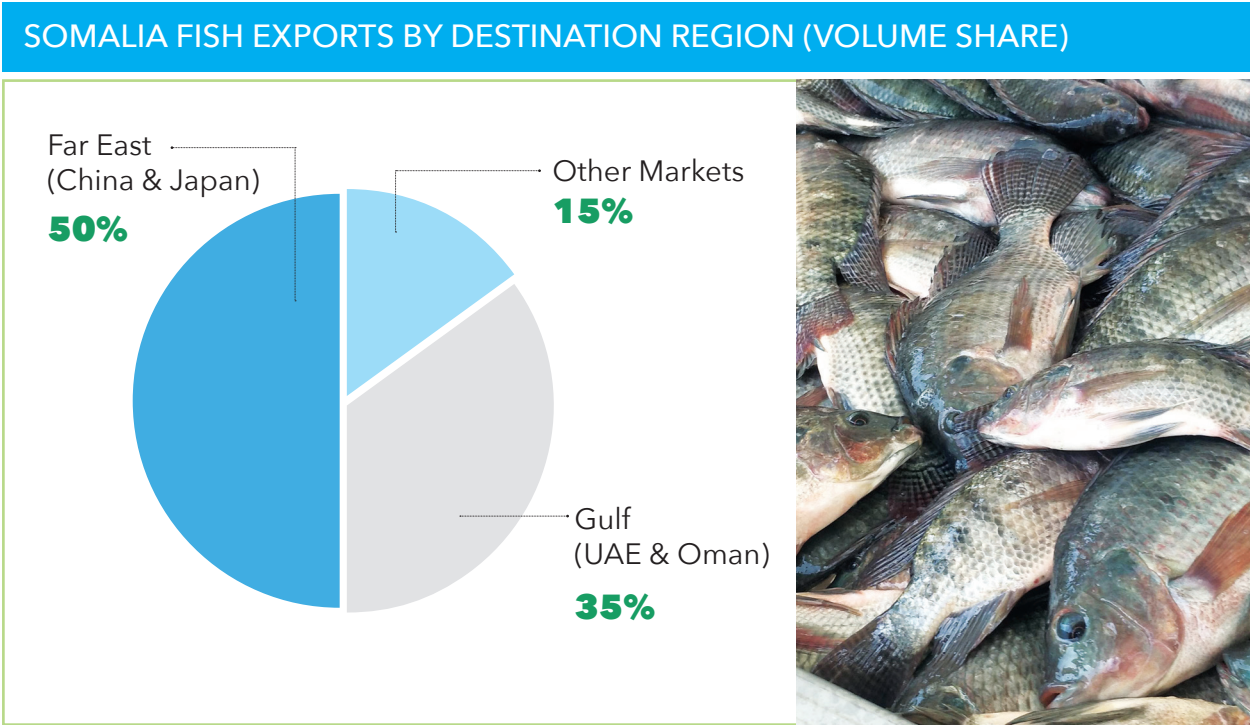


Figure 4.2: Regional destination breakdown of Somalia’s marine fishery exports by volume

Global demand trends are highly favorable: seafood consumption is rising worldwide, driven by population growth and a shift toward healthier protein sources. In 2018, the global seafood trade reached a record value of \$160 billion and has continued to grow at an annual rate of 3-6%. This strong and sustained international demand—particularly for tuna, crustaceans, and specialty seafood products—offers Somalia a significant opportunity to expand its exports, provided that supply-side constraints are addressed and market access requirements are met.

4.3 Key Constraints and Challenges

Several critical constraints have hindered the development of Somalia's wild-capture fisheries for export. These challenges span infrastructure deficits, governance and regulatory gaps, illegal fishing, quality compliance issues, and market access limitations. Addressing these will be essential to enabling sustained growth in fisheries exports. The key constraints include:

Inadequate Infrastructure (Cold chain, ports, and landing sites): The lack of modern fishing infrastructure and services is a fundamental barrier. Most coastal landing sites have minimal facilities, with many lacking proper jetties, electricity, or equipment for handling and preserving fish. Cold storage capacity in Somalia remains severely limited, contributing to high post-harvest spoilage—an estimated 30–40% of the catch is lost due to spoilage or quality degradation. Nationwide, only a small number of ice plants and chill rooms (approximately 10–12, mostly concentrated in Puntland) are available to serve the entire artisanal fishing fleet. This inadequate cold chain means fish often cannot be kept fresh long enough to reach export markets in top condition.

Similarly, processing infrastructure is sparse, with few processing plants for cleaning, filleting, canning, or packaging fish available. As a result, most exports are in raw form with little value added, and many potential high-value products, such as fish fillets and smoked fish, are not produced at scale. Port infrastructure presents additional challenges. Somalia lacks dedicated facilities for fisheries: while major deep-water ports such as Berbera, Mogadishu, and Kismayo handle some frozen fish exports, they are not equipped with specialized fish harbors, auction halls, or landing infrastructure for artisanal catches. Poor road connectivity between remote coastal landing sites and these main ports further exacerbates the issue, increasing transport time and cost. Estimates suggest that inadequate infrastructure raises fish transport costs by 15–30%. Collectively, these infrastructure gaps hinder the ability of Somali fishers and exporters to supply international markets with a consistent quantity and quality reliably.

Weak Regulatory and Licensing Framework: The fisheries sector's governance remains weak, undermining sustainable management and investor confidence. Although Somalia introduced a Fisheries Law in 2014 and established its EEZ, enforcement of regulations is limited. There is a fragmented licensing system—with both Federal and Member State authorities issuing fishing licenses—sometimes uncoordinatedly, leading to overlaps and confusion. The licensing process can be complex and opaque, discouraging compliance by both domestic fishers and foreign vessels. Monitoring, Control, and Surveillance (MCS) capacity is very low – Somalia's fisheries administration lacks sufficient patrol vessels, observer programs, and monitoring technology to oversee its vast EEZ.

This weak regulatory presence has resulted in prevalent Illegal, Unreported, and Unregulated (IUU) fishing in Somali waters. Dozens of foreign vessels (from Iran, Yemen, Asia, etc.) are suspected of fishing illegally without licenses or under-reporting their catch. IUU fishing costs Somalia hundreds of millions of dollars in lost revenue annually (one study estimates about \$306 million annually). Such rampant IUU activity depletes fish stocks, undermines legitimate fishers, and deters potential investors who fear an uneven playing field. Additionally, the absence of a robust legal framework (e.g., clear

fisheries regulations, updated resource assessments, and an effective enforcement regime) creates uncertainty.

Absence of Certification and Traceability Systems: In today's global seafood market, compliance with international quality and safety standards is a prerequisite for entry into high-value markets. Somalia lacks nationally accredited testing laboratories, certification bodies, and traceability systems for fish exports. No functioning Hazard Analysis and Critical Control Points (HACCP) regime or EU-recognized competent authority for seafood exists. This means Somali fish products cannot easily access European Union markets (the EU bans fish imports from countries without approved sanitary oversight).

Similarly, other premium markets often demand certifications like ISO 22000—food safety, Monitoring, Control, and Surveillance (MCS)—sustainable fisheries, or Halal certification for Middle Eastern markets—areas where Somalia has limited capacity. The absence of traceability systems (to track fish from catch to export) and proper product labeling further limits marketability. As a result, Somali exporters often rely on middlemen or re-export through third countries, losing value in the process. This lack of certification and quality assurance is a significant constraint; it limits market access and means Somalia cannot brand its seafood as a premium, safe product.

Weak Market Access, Branding, and Compliance: A further challenge lies in Somali seafood's international marketing and positioning. Aside from a few regional trade links, Somalia has done little formal export promotion for its fishery products. There are no well-developed "Somali seafood" brands or certification marks that could differentiate its products. Exporters mostly operate individually, lacking collective marketing strategies or market information. This is compounded by limited compliance with import country requirements – for example, packaging, labeling, and meeting import quotas or documentation can be daunting for Somali businesses without support.

The heavy reliance on a few markets—with nearly 85% of exports going to the Far East and the Gulf region)—exposes exporters to volatility and shocks. For instance, a change in import policy by a Gulf country or a drop in demand from China could sharply affect Somalia's exports, since alternatives are underdeveloped. There is a lack of market diversification; emerging markets like Southeast Asia or established ones like the EU and North America remain largely untapped. Additionally, limited participation in international trade fairs or seafood exhibitions means buyers are less aware of Somalia's offerings.

Other cross-cutting challenges constraining the fisheries sector include limited access to finance for fishers, making it hard to purchase better boats or gear. There is also a shortage of skilled personnel, including trained fisheries technicians and quality assurance specialists, and there is a need for better data and research on fish stocks. Together, these constraints illustrate that despite its vast marine resources and export potential, Somalia's fisheries sector faces systemic barriers across the entire value chain that must be addressed to realize that potential fully. The following sections outline strategic objectives and interventions to overcome these constraints.

4.4 Growth Potential for Somalia Fisheries Exports

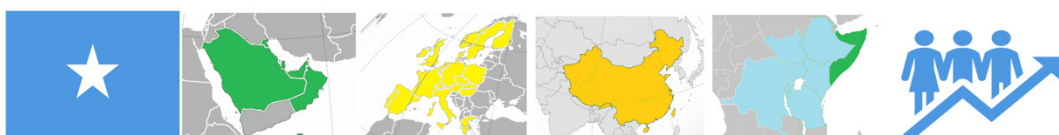
Somalia's fisheries sector has enormous room to grow. Current fish and seafood exports are only about \$61 million per year, but studies indicate potential exports could reach around \$1.3 billion, a more than 20-fold increase (~2000% growth). This growth spans all three major seafood categories – fish (such as tuna and swordfish), crustaceans (e.g. lobster and shrimp), and mollusks (like octopus and squid). Fish alone would account for roughly two-thirds of the potential export value, with crustaceans about one-quarter and mollusks the remaining share. These high-value species already fetch premium prices in global markets and would form the core of Somalia's seafood export basket as the sector expands.



SECTOR	POTENTIAL MARKET EGYPT	POTENTIAL MARKET TURKEY	POTENTIAL MARKET INDONESIA	POTENTIAL MARKET MALAYSIA	POTENTIAL MARKET AZERBAIJAN	TOTAL
TOTAL	91 mln \$	36 mln \$	45 mln \$	62 mln \$	9 mln \$	243 mln \$



SECTOR	POTENTIAL FISH	FISH %	POTENTIAL CRUSTACEAN	CRUSTACEAN %	POTENTIAL MOLLUSC	MOLLUSC %
TOTAL	122 mln \$	50%	78 mln \$	32%	43 mln \$	18%



SECTOR	CURRENT EXPORT	POTENTIAL MARKET GCC	POTENTIAL MARKET EU	POTENTIAL MARKET CHINA	POTENTIAL MARKET EAC	TOTAL	GRWTH %
TOTAL	61 mln \$	117 mln \$	690 mln \$	454 mln \$	40 mln \$	1301 mln \$	+2000%

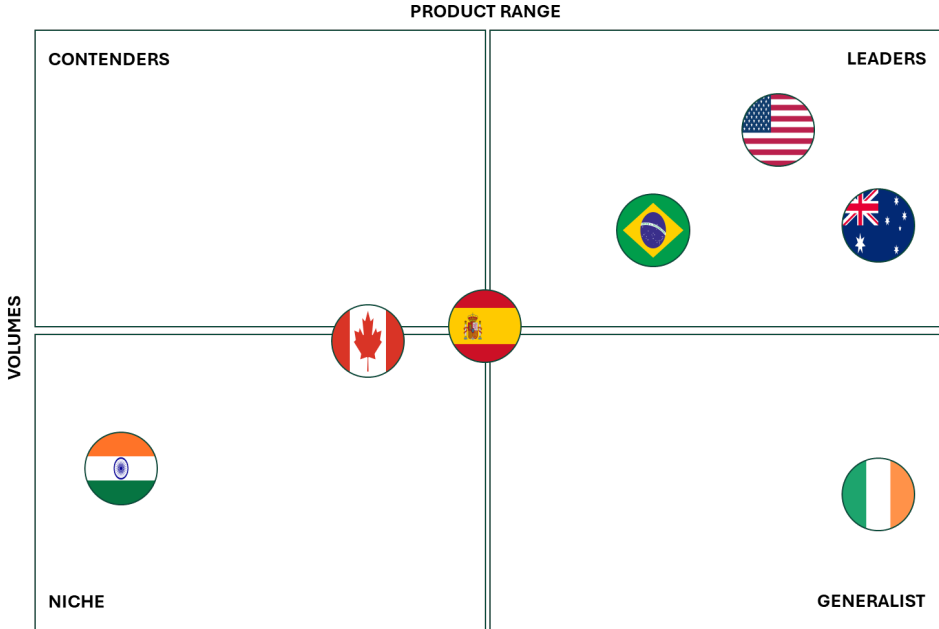


SECTOR	POTENTIAL FISH	FISH %	POTENTIAL CRUSTACEAN	CRUSTACEAN %	POTENTIAL MOLLUSC	MOLLUSC %
TOTAL	805 mln \$	62%	295 mln \$	23%	201 mln \$	15%

4.5 Competitor Assessment

In the livestock sector, the United States, Australia, and Brazil dominate as global leaders, combining high production volumes with a wide range of value-added exports, including meat, dairy, hides, and genetic materials. Spain, Germany, Canada, and the Netherlands fall into the mid-level category, offering competitive outputs but with more limited product lines. India represents a niche player, primarily focused on live animal trade with a narrow product focus.

Somalia is a major exporter of live animals, particularly to GCC markets, but remains largely absent in processed meat, leather, and other value-added exports. To strengthen its global competitiveness, Somalia must expand its livestock value chain through investments in veterinary services, quarantine facilities, modern abattoirs, and Halal-certified meat processing. This will enable the country to move beyond live animal trade and gain a foothold in premium export segments across the Middle East and North Africa.



4.6 Strategic Objectives

In light of the challenges identified, Somalia’s Export Development and Promotion Strategy for fisheries focuses on five strategic objectives. These objectives align with the broader goals of improving competitiveness, ensuring sustainability, and expanding market access for Somali seafood. The strategic objectives are:

- Improve Infrastructure and Landing Sites:** Upgrade and develop critical fisheries infrastructure to reduce post-harvest losses and increase exportable supply. This includes improving fish landing sites with better jetties, storage facilities, and electricity; investing in cold chain capacity (ice plants, cold rooms, refrigerated transport); and enhancing port facilities dedicated to handling seafood exports. Improved infrastructure will extend the shelf life and quality of fish, enabling more consistent export volumes.

- **Strengthen Monitoring and Licensing:** Establish a robust fisheries management and regulatory system. This involves clarifying and streamlining the licensing framework (creating a centralized or harmonized licensing registry for all fishing vessels in Somali waters) and significantly enhancing Monitoring, Control, and Surveillance (MCS). Key actions include building up the Coast Guard or surveillance units to curb IUU fishing, deploying vessel monitoring systems (VMS) and observers, and enforcing regulations transparently. A stronger regulatory regime will protect fish stocks and build confidence among legitimate investors and buyers.
- **Promote Value Addition and Cold Chain Capacity:** Encourage the development of local value-added processing of fishery products to increase export value and create jobs. This objective targets establishing more fish processing plants (for filleting, freezing, canning, smoking, etc.) and expanding the cold chain so that fish can be processed and stored in export-grade condition. By processing domestically, Somalia can shift from primarily exporting raw products to selling semi-processed or finished products (like frozen fillets or canned tuna), capturing higher market value. Strengthening the cold chain also underpins this by maintaining quality from catch to export.
- **Expand Export Certification and Traceability:** Implement systems to certify and assure the quality of Somali seafood, enabling access to high-value markets. This includes developing national standards and certifications (HACCP programs, sanitary certificates) and establishing traceability mechanisms. A priority is achieving compliance with EU export requirements and other international food safety standards so that Somalia's fish exports can enter new markets. Improved certification and traceability will enhance the credibility of Somali products abroad and assure buyers of their safety and sustainability.
- **Diversify Markets and Promote Branding:** Reduce over-reliance on the current narrow set of buyers by actively seeking new export markets and improving the marketing of Somali seafood. This objective involves market studies and promotion efforts targeting regions like the Middle East (beyond the GCC to include North Africa), East Asia (e.g., South Korea, Singapore), and Europe. It also calls for developing a "Somali Seafood" brand identity linked to quality and sustainability, and supporting exporters to participate in international trade fairs, buyer missions, and online marketing. Diversifying markets will make the fisheries export sector more resilient and increase demand (and prices) for Somali products. Coupled with branding and promotion, this will elevate the country's profile in the global seafood trade.

These strategic objectives are interrelated and mutually reinforcing. For example, improving infrastructure and traceability will directly support market diversification by meeting international standards, while value addition efforts will be wasted unless market access and branding are strengthened. The objectives aim to create a competitive, sustainable, and well-regulated fisheries sector to substantially boost Somalia's export earnings in the coming years.

4.7 Proposed Interventions

To achieve these objectives, a set of targeted interventions is proposed. These interventions address the identified constraints and are designed to be practical steps that the government and partners can implement. The key proposed interventions in the fisheries export sector include:

Develop Regional Fish Landing and Handling Hubs: Establish and upgrade several major fish landing sites along Somalia's coast into regional hubs with modern facilities. This intervention involves investing in infrastructure at strategic locations (for example, Berbera in Somaliland, Bosaso in Puntland, and Kismayo in Jubaland, among others) to serve as central collection and processing points. Each hub would be equipped with essentials such as hygienic auction halls, ice-making machines, cold storage rooms, and quality control labs. Improvements would also include better landing jetties/wharves for vessels, and a power supply (possibly solar or generators) to support ice production and refrigeration.

By creating these hubs, the extensive coastline can be served by a network of well-equipped centers where fish can be rapidly chilled and collected for export. This will significantly minimize spoilage and enable small-scale fishers to access export channels by delivering their catch to these hubs. Donor-funded infrastructure projects or public-private partnerships can be leveraged to develop the hubs. Over time, these locations can also provide ancillary services (fuel, gear repair, fish packaging materials) to further support the fishing industry.

Invest in Cold Storage and Transport Logistics: Expand the cold chain through new cold storage facilities and improved refrigerated transport. This intervention complements the landing hub development by ensuring that once the fish is landed and chilled, it can be stored and moved without breaking the cold chain. Specific actions include installing industrial-scale freezers and cold stores at major ports (e.g., a large freezer facility at Mogadishu port to consolidate frozen exports), and procuring refrigerated trucks to transport fish from landing sites to processing centers or airports/ports.

Support could also be provided to local entrepreneurs operating ice delivery trucks along the coast for remote villages. Additionally, investments in fish-handling equipment (insulated fish boxes, flake ice machines on boats) fall under this intervention. By strengthening logistics, Somalia can consistently export fresh or frozen fish to distant markets. This will facilitate exports of fresh chilled fish by air to nearby markets (e.g., fresh tuna loins to the UAE) and frozen shipments by sea freight to Asia and beyond. Cold chain investments can often be costly, so the strategy might leverage support from development partners (World Bank, AfDB) and encourage private sector investments (through tax breaks or credit facilities for cold chain businesses).

Create a Centralized Licensing and Monitoring System: Reform the fisheries governance framework by establishing a centralized registry for fishing licenses and a coordinated monitoring system. This intervention aims to unify the licensing process at the federal level (in collaboration with Federal Member States) to ensure all fishing vessels (domestic and foreign) are licensed under a single transparent system. This could include creating

a fishing vessel registry and licensing database maintained by the Ministry of Fisheries & Blue Economy, listing all authorized vessels, their permitted catch, and license fees. Alongside this, invest in monitoring, control, and surveillance capabilities: for example, set up a fisheries monitoring center that uses vessel tracking (through VMS/AIS satellite systems) to monitor licensed boats and detect illegal ones. Training and deploying fisheries inspectors and observers (possibly with international support) is part of this intervention.

Another element is to enhance legal frameworks by updating regulations to impose penalties on IUU fishing and legally empowering the Coast Guard or the Navy to intercept offenders. International partnerships can be pursued, such as agreements with regional bodies and neighboring states for joint surveillance (since fishers from neighboring countries may also poach). By creating a robust licensing and MCS system, Somalia will protect its resources and signal to global buyers that its fish are legally and sustainably harvested—an increasingly important factor for market access. This intervention may also generate revenue (from license fees) that can be reinvested in the sector’s development.

Launch Quality Certification and Traceability Systems: This intervention focuses on building the capacities and institutions needed for sanitary compliance and product traceability. Key actions include establishing a National Fisheries Quality Control Laboratory—to test fish for safety standards like histamine levels, contaminants, etc.—and strengthening the Somali Bureau of Standards or equivalent authority to issue health certificates for seafood exports.

Training will be provided for inspectors on HACCP implementation, and technical assistance will be sought from international agencies such as the EU or FAO to develop a legislative framework that meets EU approval for fish exports. Additionally, a traceability pilot program will be introduced—possibly using digital tools—to allow fish shipments to be tracked from catch through processing to export documentation. This might involve requiring larger fishing vessels and processors to maintain catch documentation schemes, and eventually implementing barcoding or QR-code labels for export packages that link to origin information. The government can also pursue membership or compliance with international schemes (for example, the EU’s IUU catch certification scheme, and standards like the Marine Stewardship Council for specific fisheries, if feasible).

Achieving recognized certifications will take time, but the process should start with attainable goals such as getting one or two processing plants EU-certified, training personnel in HACCP, and signing MoUs with major importing countries’ regulatory agencies. Over the medium term, these efforts will enable Somalia to directly export to high-value markets in Europe, North America, and advanced Asian economies, which currently remain out of reach. Furthermore, having reliable quality and traceability systems will improve overall product reputation and help brand Somali seafood as safe and sustainable.

Facilitate Private Investment in Processing and Packaging: To move up the value chain, it is crucial to stimulate domestic and foreign investment in seafood processing facilities. This intervention proposes incentives and support to attract investors into fish processing, packaging, and related cold-chain industries. Actions may include offering

tax holidays or import duty waivers for companies that establish fish canneries, freezing plants, or packaging factories in Somalia. The Government—with support from development partners—could set up a Fisheries Development Fund or credit line to provide affordable financing for local entrepreneurs to invest in small and medium processing enterprises such as, fish drying/smoking operations, or factories to produce fish meal from waste.

Public-private partnerships can also be explored to revive or expand existing facilities, for example, upgrading the Las Qoray tuna cannery or supporting new lobster processing plants in coastal towns. Alongside infrastructure, building human capital is essential. This intervention would support training programs in fish processing techniques, quality control, and packaging—through vocational institutes or overseas internships in countries with advanced seafood industries.

By enabling more processing domestically, Somalia can export higher-margin products. For example, instead of exporting whole frozen fish at low prices, companies could export frozen fillets, loins, or value-added products like marinated fish portions. Similarly, rather than shipping raw lobster, there could be facilities preparing frozen lobster tails or cooked lobster, which fetch more value. Encouraging packaging industries (like processing simple retail packs, vacuum sealing, etc.) will further allow products to be retail-ready for export markets. Ultimately, increased private-sector activity in processing will create jobs, improve incomes for fishing communities, and ensure more of the value from fisheries is captured within Somalia’s economy.

Expand Market Promotion and Branding Initiatives: Even as supply-side improvements are made, proactive market development is needed. This intervention outlines efforts to promote Somali seafood in regional and global markets. Through the Ministry of Commerce and the Ministry of Fisheries, the government can organize participation in major seafood trade fairs, such as the Dubai International Seafood Expo, China Fisheries & Seafood Expo, etc., to showcase Somali products and connect local exporters with buyers. Trade delegations could be sent to target countries like the Gulf States, China, South Korea, and European countries to negotiate market access and introduce Somali companies.

Developing marketing materials and a distinct brand is also key - for instance, creating a logo or seal for “Wild Caught Somali Seafood” that certifies it as a genuine, quality product from Somalia’s seas. Marketing campaigns can highlight Somalia’s unpolluted marine environment and traditional line-fishing methods to appeal to niche markets that value sustainability. Furthermore, efforts will be



By enabling more processing domestically, Somalia can export higher-margin products. For example, instead of exporting whole frozen fish at low prices, companies could export frozen fillets, loins, or value-added products like marinated fish portions.

made to capitalize on the large Somali diaspora networks in North America and Europe to promote fish exports—with diaspora investors being encouraged to act as distributors or importers.

On the policy side, this intervention also involves negotiating trade agreements or sanitary agreements with importing countries to ease barriers. For example, seeking bilateral agreements with countries in the Middle East or Africa for mutual recognition of standards, or leveraging Somalia's membership in regional economic communities to get preferential access for seafood products. By actively marketing and negotiating market entry, Somalia can diversify its export destinations beyond its current reliance. New markets in East Asia (e.g., Malaysia), Africa, and European niche markets (for specialties like octopus or ethically sourced tuna) can be tapped. Over time, a more diversified and well-promoted export portfolio will enhance the sector's resilience and profitability.

4.8 Implementation Roadmap

Transforming Somalia's fisheries export sector will be a multi-year effort. This section provides an implementation roadmap with phased priorities in the short, medium, and long term and delineates responsibilities by thematic area. The roadmap ensures that foundational measures—such as governance, and basic infrastructure, are taken first, followed by expansion and consolidation steps.

Short-Term Priorities (Years 1-2): In the immediate term, the focus will be on establishing the basic enabling conditions for the fisheries export push. This includes finalizing policy and regulatory frameworks—such as creating the centralized licensing registry and updating fisheries regulations, kick-starting critical infrastructure improvements at a few pilot sites (e.g. equipping one or two major landing sites with ice facilities), and initiating capacity-building for quality control (training staff in HACCP, setting up a basic seafood lab).

Short-term actions also involve tackling IUU fishing in visible ways—for example, launching a monitoring center, beginning vessel tracking with available technology, and signing agreements for joint surveillance with international navies or neighboring countries. Early wins in this phase could include issuing internationally recognized health certificates for a first batch of seafood exports or facilitating a private investment in a small processing facility through government incentives. Organizing Somalia's presence at a major regional trade fair within the first two years would also signal the country's re-entry into the formal seafood market. The short-term is essentially about building foundations—governance, basic infrastructure, and initial market linkages.

Medium-Term Priorities (Years 3-5): In the medium term, the strategy moves to scaling up and expanding. This period will see the rollout of full-scale infrastructure projects—construction of the regional landing hubs and large cold storage facilities should be underway or completed by year 3 or 4. The number of processing plants is expected to grow, facilitated by the investment incentives and support programs initiated earlier.

By year 3, Somalia should aim to meet core requirements for exporting to one new high-value market—for example, attaining EU compliance or a similar certification for one major fishery, unlocking that market for its exporters. Monitoring and enforcement capacity will also be enhanced. All licensed vessels should be on a VMS, and the Coast Guard presence increased, leading to measurable reductions in IUU incidents. Market promotion will intensify in this phase, with Somalia hosting its international fisheries investment forum or trade conference by year 4 to attract foreign buyers and investors.

Medium-term efforts also include developing human capital by establishing a fisheries training center or partnering with regional institutions to continually train fishermen, processors, and officials in modern practices. Overall, the medium term is about institutionalizing and growing the initiatives—making sure the systems put in place are fully operational and starting to yield significant increases in export volume and value.

Table 13: Short-term priorities (Years 1-2)

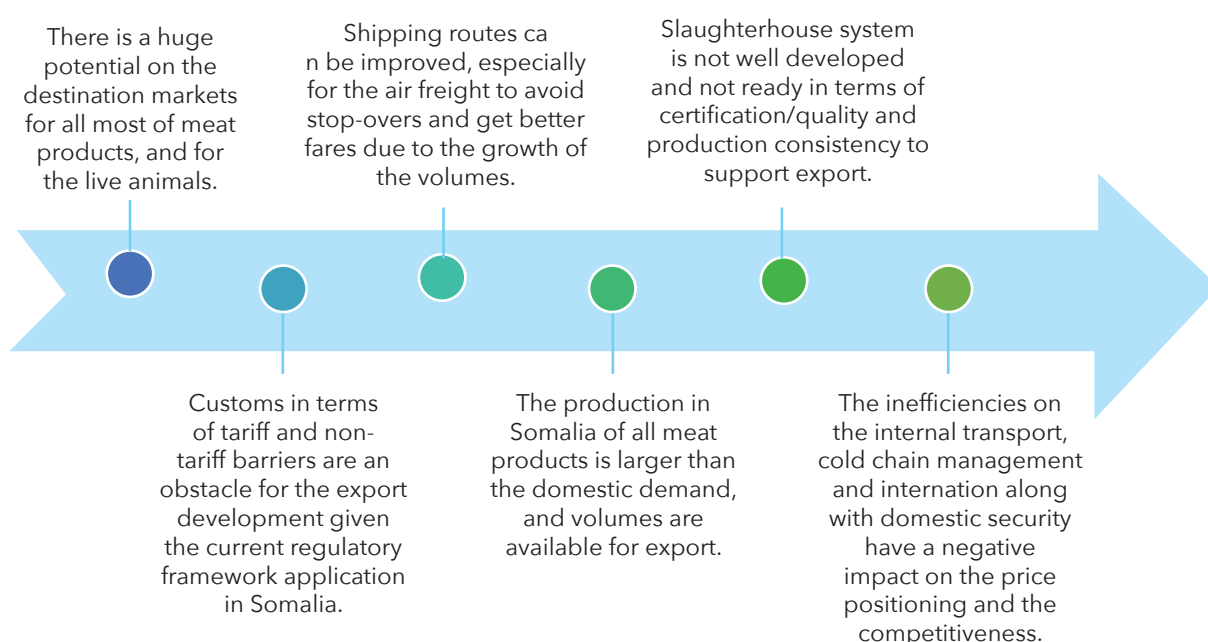
Area	Intervention	Key Activities	Lead Agency
Infrastructure & Cold Chain	Upgrade Key Landing Sites with Ice & Cold Storage	Equip two major landing sites (e.g., Berbera, Bosaso, Kismayo) with modern jetties, ice machines, chill rooms, and solar power. Install hygienic auction halls, cleaning stations, and gear storage facilities.	Ministry of Fisheries & Blue Economy; Ministry of Ports
Governance & Regulation	Establish Centralized Vessel Licensing Registry	Create a unified digital registry for all fishing vessels (federal/state licensed) Conduct vessel enumeration and issue standardized IDs.	Ministry of Fisheries & Blue Economy; Federal Member States
Compliance & Certification	Develop Basic Health Certification Framework	Train staff on HACCP; draft health certificate formats for seafood exports. Identify one or two labs for upgrades or regional testing collaboration.	Somali Bureau of Standards; Ministry of Health
Market Development	Facilitate Participation in Major Seafood Trade Fairs	Identify Somali exporters and sponsor their participation in expos (e.g., Gulfood, Dubai Seafood Expo). Prepare branding materials and sample packs for showcasing.	Ministry of Commerce & Industry; Somali Export Promotion Agency

Table 14: Medium-Term priorities (Years 3-5)

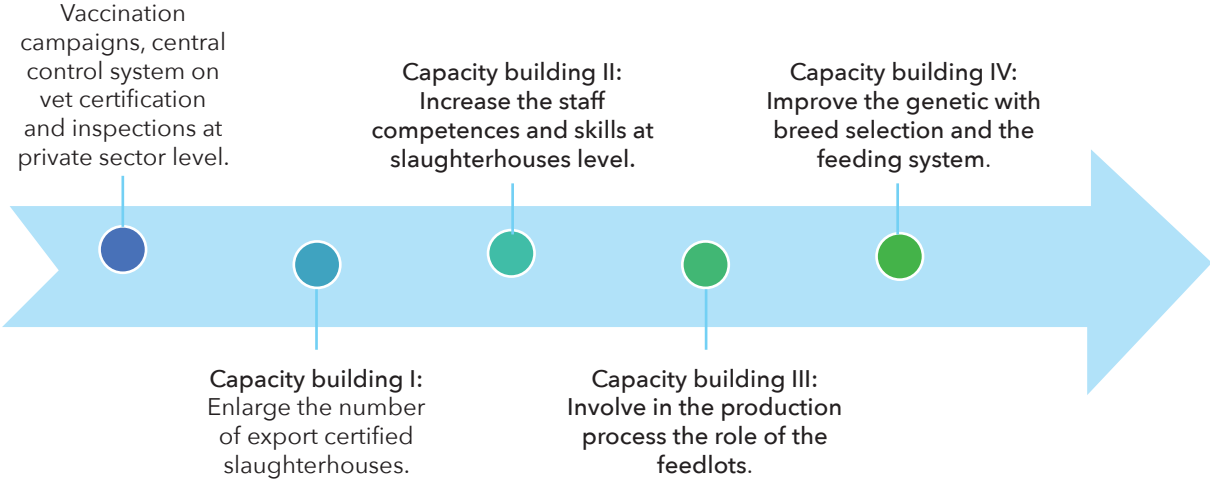
Area	Intervention	Key Activities	Lead Agency
Infrastructure & Cold Chain	Construct Central Cold Stores at Major Ports	Build large cold storage (200+ ton capacity) at Mogadishu and Berbera ports. Support private sector refrigerated truck investment.	Ministry of Commerce & Industry; Port Authorities
Governance & Sustainability	Implement National Monitoring, Control, Surveillance (MCS)	Deploy VMS on licensed vessels; operationalize the Fisheries Monitoring Centre. Train 20+ inspectors and initiate observer pilot program.	Ministry of Fisheries; Somali Coast Guard
Compliance & Certification	Establish Traceability & Catch Documentation System	Design a digital traceability pilot using QR/barcode or blockchain. Rollout catch certificates aligned with EU/IUU rules for one major fishery.	Ministry of Fisheries; SBS; Ministry of Commerce
Market Development	Launch Somali Seafood Export Branding Campaign	Develop brand identity and logo (Wild Somali Seafood). Conduct online marketing, diaspora outreach, and buyer matchmaking events.	Ministry of Commerce; Somali Export Promotion Agency

4.9 Business and Capacity Building Model

Business Main Steps Model



Capacity Building Model







MINING SECTOR

5

5.1 Sector Overview

Somalia is endowed with an array of mineral resources, many of which remain largely untapped due to decades of instability and under-investment. Confirmed deposits include precious metals such as gold, base metals like copper, tin, and iron ore, and industrial minerals including limestone, gypsum, and salt. The country also possesses proven reserves of gemstones and reportedly significant uranium deposits. In addition, there is growing interest in Somalia's potential for onshore oil and gas reserves, based on historical geological surveys and recent exploration initiatives. These mineral assets, scattered across various regions, offer substantial export potential if effectively explored and developed.

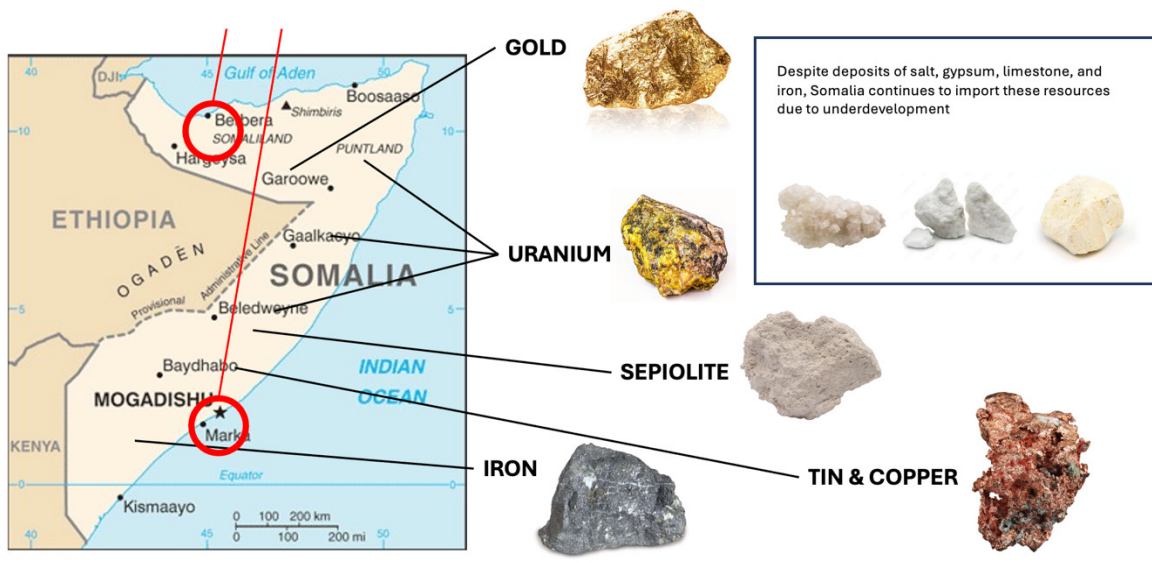


Figure 5.1: Key minerals prospects in Somalia

Current mining and quarrying activities in Somalia are predominantly small-scale and artisanal. Production is limited to artisanal gold and gemstone mining, quarrying building stones and sand, sea salt extraction, and collecting scrap metal from salvaged materials. A few foreign and local firms have initiated exploration projects in recent years – for instance, a significant gypsum deposit near Berbera is being developed to supply international markets. There has also been intermittent oil exploration in the north (Puntland/Somaliland) by global companies operating under local authority concessions. However, large-scale industrial mining is not yet established. The absence of comprehensive geological surveys means that vast areas remain geologically unmapped, leaving investors uncertain of Somalia’s full mineral potential.

In terms of exports, the formal contribution of the mining sector to Somalia’s trade is relatively small but has grown in recent years. Much of the mineral output is exported in raw or semi-processed form, often informally. Gold (and other precious metals/stones) has emerged as a significant export earner in some years. For example, gold shipments (mainly to the United Arab Emirates) were reported to reach as high as \$200–250 million in recent data, comprising roughly a quarter of Somalia’s total exports.

However, official figures fluctuate widely; in 2023, recorded exports under “gems and precious metals” were only around \$4 million. This sharp discrepancy suggests that a substantial portion of the trade is unrecorded or routed through informal channels. Scrap metal is another notable mineral export. Somalia regularly exports scrap iron and steel (from dismantled infrastructure, ships, and vehicles) and smaller quantities of scrap copper and aluminum. This scrap is typically sent to trading partners in Asia, such as India and China, for recycling. Industrial minerals like gypsum, limestone, and salt have so far contributed only marginally to export revenues, mainly serving domestic needs or awaiting larger investment in extraction.

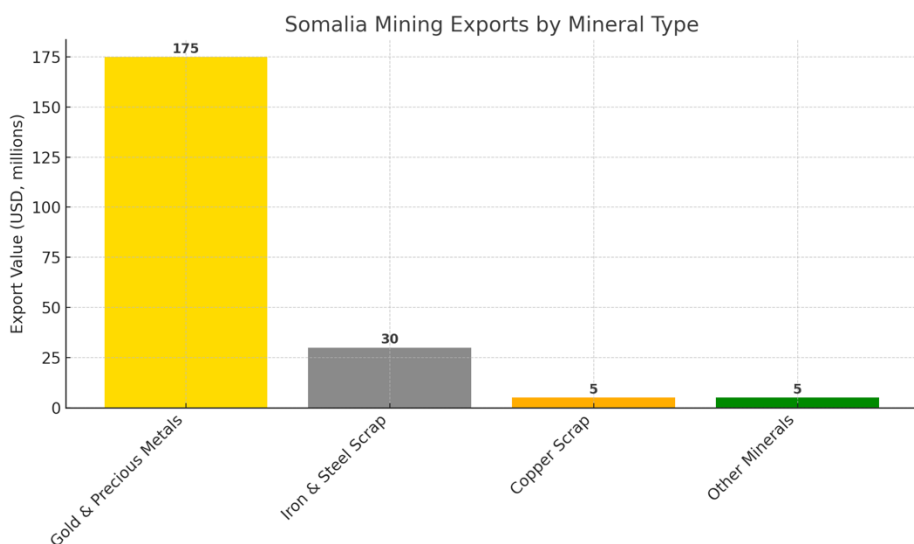


Figure 5.2: Somalia mining exports by mineral type

Source: International Trade Centre (ITC) trade statistics and OEC; values are indicative of the relative scale of each category. Gold and other precious metals dominate Somalia’s official mining export earnings, followed by scrap iron/steel. Copper (largely scrap) and other mined minerals (e.g. salt, gypsum) make up a much smaller share.

5.2 Destination Markets

The markets for Somalia's mineral exports are currently limited. The United Arab Emirates (UAE) is by far the leading destination, and it is overwhelmingly so for gold and precious minerals. In 2022, the UAE accounted for roughly 93% of Somalia's total goods exports and an even larger share of its mineral exports (primarily through gold purchases). Other Gulf states such as Oman and Saudi Arabia also appear as importers (the former notably importing Somali scrap metals and minerals, alongside livestock).

Beyond the Gulf, Somalia's mineral trade with major global markets remains nascent. China, the world's largest importer of minerals, currently takes only a minor share of Somalia's exports. It represents a significant potential market for Somali mineral ores and metals, given its huge demand, for example, in iron and steel feedstocks. European countries likewise have significant demand for minerals—for example, the European steel industry's need for ferrous scrap—although Somalia's access to Europe has been limited by supply capacity and quality standards. Global demand trends point to a rising interest in "critical minerals" (such as lithium, rare earths, cobalt, and nickel) driven by the clean energy transition and high-tech manufacturing. Somalia's geology has not yet been explored for these minerals well, but the government has signaled interest in attracting exploration for strategic ores like lithium, uranium, and rare earth elements to capitalize on global market trends.



In **2022**, the UAE accounted for roughly **93%** of Somalia's total goods exports and an even larger share of its mineral exports (primarily through gold purchases).



Figure 5.3: Key destinations for Somalia mineral exports

5.3 Key Constraints and Challenges

Despite its promising resource base, Somalia's mining sector faces considerable constraints that have thus far impeded large-scale development. The key challenges include:

- **Weak Regulatory and Legal Framework:** Somalia's mining governance is underdeveloped. The primary mining law in force dates back to 1984, rendering it outdated and inadequate for modern industry needs. Clear regulations and enforcement mechanisms are lacking, creating uncertainty for investors and enabling unregulated or illegal mining activities. Overlapping jurisdictions between federal and regional authorities (e.g. on licensing and revenue-sharing) further complicate the legal environment. This weak framework has eroded investor confidence and made ensuring compliance with international standards difficult.
- **Limited Geological Data and Survey Information:** There is a critical lack of reliable geological data. Since the civil war period, few comprehensive surveys have been conducted, and much of the country's mineral potential remains unmapped. Mining companies are hesitant to commit resources without modern, investment-grade geological data (maps, reserve estimates, resource quality analyses). The Somali Geological Survey is not yet fully capacitated, and historical data (from the colonial era or the 1980s) is often outdated or inaccessible. This information gap means both the government and investors have an incomplete picture of what minerals exist where, severely hindering exploration and investment planning.
- **Infrastructure Deficits:** Inadequate infrastructure is a significant constraint across the mining value chain. Many known mineral-rich areas are remote and lack basic transport links. There are insufficient all-weather roads to hinterland regions, no railways, and limited connectivity to export corridors. Port capacity in Somalia remains limited to a handful of major seaports—namely Berbera, Mogadishu, Kismayo, and Bosaso—with only Berbera and Mogadishu currently equipped with container handling facilities suitable for bulk mineral exports. Power supply is a significant bottleneck: electricity in Somalia is both expensive—estimated at around \$0.40 per kWh, among the highest rates in Africa—and unreliable. This severely discourages local mineral processing, which typically requires affordable energy. Water scarcity and the absence of dedicated water infrastructure in arid mining regions also pose challenges for operations like mineral processing and dust control. Overall, infrastructure deficits greatly inflate the cost of exploration and extraction, undermining the competitiveness of Somali minerals on world markets.
- **Security and Land Access Issues:** Security concerns remain high in many potential mining zones. Ongoing armed insurgency (Al-Shabaab and other militia) and instances of local conflict make certain regions unsafe for both government survey teams and private investors. The risk of attacks, extortion, or vandalism of mining operations discourages investment. Additionally, land tenure and community relations present challenges, as unclear land ownership can lead to disputes, and local communities (often pastoralists) may be wary of or adversely affected by mining activities if not adequately consulted. Mining projects could face local

resistance without robust community engagement and benefit-sharing mechanisms. Security costs (for the protection of sites and transport convoys) add significantly to operational overheads in Somalia.

- **Absence of Processing and Value Addition:** Currently, Somalia exports almost all the minerals it produces in raw form or as low-value unprocessed commodities. There are no modern refineries, smelters, or cutting and polishing centers for minerals like gold or gemstones in the country. This absence of beneficiation means Somalia forgoes the added revenue and jobs from processing raw minerals into higher-value products. For example, raw gold is exported—often informally—and refined abroad, with Somalia capturing little of the final value. Likewise, scrap metals are shipped out instead of being recycled domestically into steel products. The lack of local processing facilities is partly due to the infrastructural and energy challenges noted above, and a shortage of skilled technicians and capital. Until value addition industries (such as mineral processing plants or fabrication factories) are established, the country will remain stuck at the bottom of the mining value chain, earning minimal returns on its resources.
- **Institutional Capacity Gaps:** The institutions overseeing the mining sector are nascent and under-resourced. The Ministry of Petroleum and Mineral Resources and related agencies face shortages of skilled personnel, laboratory facilities, and monitoring capabilities. Regulatory oversight—through inspection of mine sites, enforcement of safety and environmental standards, is weak due to capacity constraints. This raises risks of unsafe and environmentally damaging practices, making it harder to crack down on smuggling or collect due royalties. Building institutional capacity is essential for governance – without it, even well-crafted laws on paper may not be implemented in practice.

5.4 Competitor Analysis

The mining sector offers Somalia a significant but largely untapped opportunity for export diversification. An analysis of global import data across key markets reveals the dominance of industrialized and emerging economies such as the USA, India, Australia, Russia, and China. These countries lead in supplying minerals ranging from industrial inputs to strategic raw materials, leveraging their advanced extraction capacity, certification systems, and transport infrastructure.

In the EU market, Somalia would face high compliance requirements, with the USA and Norway commanding major shares. In contrast, the GCC and EAC present more accessible opportunities due to regional proximity and lower logistical barriers. For instance, India and Türkiye serve as key suppliers to the GCC, while Zambia and South Africa dominate in the EAC. Meanwhile, China, the world’s largest mining importer, sources mainly from Australia, Russia, and Malaysia, highlighting the need for a large-scale, consistent supply.

Somalia is currently absent from top supplier lists across all regions, largely due to the informal nature of its mining industry, lack of geological data, and limited infrastructure. To become competitive, Somalia must focus on formalizing artisanal mining, conducting

geological surveys, and establishing compliance and certification mechanisms. Targeted entry into the GCC and EAC markets—supported by investment in bulk transport and basic processing—can provide a stepping stone toward positioning Somalia as a reliable exporter in the regional and global mining landscape.

5.5 Growth Potential of the Mining Sector

STRENGTHS	WEAKNESS
<ul style="list-style-type: none"> • Rich Mineral Deposits: Somalia has abundant untapped mineral resources, including gold, uranium, iron ore, gemstones, and rare earth minerals, offering significant export potential. • Strategic Geographic Location: Its proximity to the Middle East, Africa, and Asia provides easy access to international markets for mineral exports. • Growing Interest from Foreign Investors: Increased attention from international mining companies presents opportunities for large-scale exploration and extraction. • Potential for Industrial Development: The mining sector has the potential to drive infrastructure development, job creation, and industrialization. • Potential for Value Addition: If infrastructure and processing capabilities improve, refined exports could generate higher revenue • Existing trade links with UAE and China 	<ul style="list-style-type: none"> • Lack of Geological Data and Exploration: Limited geological surveys and mapping make it difficult to determine the full extent of Somalia’s mineral resources, hindering large-scale mining investments. • Weak Regulatory and Legal Framework: The absence of a well-defined mining code and enforcement mechanisms creates uncertainty for investors and increases the risk of illegal mining activities. • Infrastructure Deficiencies: Poor road networks, lack of reliable electricity, and inadequate transportation systems make mining operations and exports inefficient and costly. • Limited Skilled Workforce and Technology: Somalia lacks trained professionals and modern mining equipment, reducing productivity and making large-scale operations difficult. • Security and Political Instability: Persistent security challenges, including armed conflicts and piracy, deter foreign investment and disrupt potential mining projects.

OPPORTUNITIES	THREATS
<ul style="list-style-type: none"> • Untapped Mineral Resources: Somalia has vast unexplored deposits of gold, uranium, iron ore, gemstones, and rare earth minerals, providing significant opportunities for extraction and export growth. • Growing Foreign Investment Interest: International mining companies and investors are increasingly exploring opportunities in Somalia, bringing in capital, expertise, and technology. • Government Commitment to Regulatory Reforms: Ongoing efforts to develop a structured legal and regulatory framework for the mining sector can attract responsible and sustainable mining investments. • Potential for Local Value Addition: Developing local processing and refining industries can increase export revenues, create jobs, and enhance Somalia's position in the global mineral supply chain. • Regional and Global Market Demand: Rising global demand for minerals, particularly in construction, technology, and energy sectors, presents opportunities for Somalia to become a key player in mineral exports 	<ul style="list-style-type: none"> • Political and Security Instability: Ongoing conflicts, terrorism, and weak governance discourage foreign investment and disrupt mining operations. • Weak Legal and Regulatory Framework: The absence of a clear and enforceable mining code increases the risk of illegal mining and discourages formal sector investment. • Environmental Degradation and Climate Risks: Unregulated mining activities can lead to deforestation, soil erosion, and water pollution, negatively impacting local communities and ecosystems. • Limited Infrastructure and High Operational Costs: Poor roads, lack of reliable electricity, and inadequate transport networks make mining operations costly and inefficient. • Global Market Volatility: Fluctuations in commodity prices, trade restrictions, and changing demand for minerals can negatively impact the profitability of Somalia's mining sector.

5.6 Strategic Objectives

In light of the above context, Somalia's Export Development Strategy for mining outlines several strategic objectives to transform the sector into a driver of export growth and economic development:

- **Improve Geological Data and Investment Visibility:** Conduct nationwide geological surveys and build a modern data repository to map Somalia's mineral resources accurately. The objective is to significantly enhance the quantity and quality of geological information available to investors within the next few years. This includes reviving the Somali Geological Survey's capabilities and digitizing existing data. Better data will reduce uncertainty, attract reputable mining companies, and enable evidence-based promotion of Somalia's mining potential.

- **Establish a Modern Mining Law and Transparent Licensing:** Update and overhaul the legal and regulatory framework governing mining. A new Mining Code aligned with international best practices will be developed and enacted, replacing the outdated 1984 law. The objective is to create a clear and transparent system for licensing and allocating mineral rights, with robust provisions for environmental protection, community consent, and revenue-sharing. A related goal is to set up an independent mining regulatory authority or commission to oversee licensing, compliance, and investor support. This will ensure that mining titles are awarded fairly and transparently, boosting investor confidence and curbing illegal exploitation.
- **Promote Beneficiation and Value Addition:** Encourage and facilitate the local processing of minerals to capture more value from exports. This includes developing incentives and infrastructure for domestic mineral processing, such as gold refining, gemstone cutting, and metal recycling. The objective is to gradually shift Somalia's role from exporter of raw materials to exporter of semi-finished or finished mineral products. By adding value before export, Somalia can significantly increase export revenues and create local jobs. Key targets include establishing at least pilot-scale processing plants for high-potential commodities (e.g., a gold refining facility or a small steel recycling mill) within the strategy period.
- **Expand Market Linkages and Trade Frameworks:** Proactively integrate Somalia's mineral sector into regional and global markets. This entails leveraging trade agreements (such as COMESA and the African Continental Free Trade Area) and fostering bilateral trade links for minerals. A priority is diversifying export destinations beyond relying on one or two countries. For example, engage with major markets like China, India, and the EU for future off-take agreements. The strategy also aims to have Somalia participate in international mineral certification schemes such as the Kimberley Process for any diamond trading, conflict-free gold standards, etc., to assure buyers of the origin and quality of Somali minerals. Somalia can secure better prices and stable export demand by improving trade frameworks and marketing.
- **Strengthen Governance, Compliance and Institutional Capacity:** Develop strong institutions and governance frameworks to manage the mining sector responsibly. Objectives include enhancing the administrative capacity of the Ministry and Geological Survey through training and resources, implementing transparent e-government systems for licensing, and improving inter-governmental coordination (Federal Member State alignment on mining policies). A key goal is to ensure compliance with environmental and social safeguards, develop guidelines for environmental impact assessments (EIAs) in mining, and require rehabilitation plans for mine sites. Strengthening governance also involves enhancing revenue collection (royalties, taxes) and committing to international transparency standards such as the EITI (Extractive Industries Transparency Initiative) to combat corruption. By the end of the strategy period, the goal is for Somalia to have a well-governed mining sector where regulations are enforced equitably, communities benefit, and investors operate in a predictable, rule-of-law environment.

5.7 Proposed Interventions

A set of targeted interventions and initiatives is proposed to achieve the above objectives. These interventions form a coherent program that addresses the mining sector's constraints and leverages its opportunities:

- **Launch a National Mineral Mapping & Geo-Data Program:** Undertake a comprehensive national geological survey and airborne geophysical mapping campaign. This will involve modern techniques such as remote sensing and geochemical sampling to identify mineral deposits across Somalia. All new and existing geological data will be consolidated into a central digital database accessible to investors through an online geoportal. International partnerships can be utilized—for example, through a partnership with the British Geological Survey or USGS for technical assistance. This intervention will greatly improve resource visibility and provide a scientific basis for promoting Somalia's mining prospects.
- **Draft and Enact a New Mining Code:** Form a multi-stakeholder task force (including government, legal experts, and community representatives) to draft a new Mining Code and regulations. The draft law will draw on international best practices and African Mining Vision principles, covering transparent licensing, fair fiscal terms, environmental protection, and community rights. It will clarify the roles of Federal vs. State authorities in resource governance to avoid overlaps. The government will fast-track consultation and approval of this new code by Parliament. In parallel, establish or designate a mining regulatory authority to implement the code—responsible for issuing licenses through a transparent “one-stop” system, monitoring compliance, and providing investor services. This new legal framework will be publicized internationally to signal Somalia's improved mining investment climate.
- **Establish Mineral Certification and Pricing Systems:** Set up systems to ensure traceability and fair valuation of key mineral exports. For instance, a gold certification process should be established in line with the Organisation for Economic Co-operation and Development (OECD) responsible sourcing guidelines so that Somali gold can be traded legitimately in global markets. Create government-authorized valuation centers for precious minerals (gold, gemstones) to appraise and certify export parcels accurately. This will reduce underpricing and smuggling, ensuring miners/exporters receive fair market value. Additionally, Somalia will seek membership in relevant international certification schemes, such as regional gold certifying initiatives. These steps professionalize the trade and open access to higher-value markets.
- **Develop Infrastructure for Mining Zones:** Prioritize infrastructure investments in known or high-potential mining areas. This includes building or upgrading feeder roads to connect mining sites to main highways and ports, improving access to remote regions like Puntland's mineral belts or Somaliland's proposed mining zones. In parallel, expand the capacity of export ports (such as Berbera and Bosaso) with bulk handling equipment for minerals. Designate special “Mining Development Zones” where infrastructure services (power, water, transport) are concentrated, where feasible. For power, the strategy will promote off-grid renewable energy solutions (solar mini-grids, hybrid systems) to supply mining operations and processing facilities at a lower cost.

Water supply projects such as drilling boreholes or small dams will also be undertaken in mining areas needing a reliable water supply. To fund these, the government will work with development partners such as the AfDB and the World Bank to blend grants/loans, and explore public-private partnerships for infrastructure serving multiple users.

- **Promote Investment through International Forums and PPPs:** Aggressively market Somalia's mining sector to attract foreign direct investment (FDI) and local investors. This involves participation in international mining conferences and expos, such as the Africa Mining Indaba and the Arab Mining Conference, to showcase Somalia's resource potential and reform progress. The government will prepare a promotional package – including data from the new surveys and an investment guide – to distribute to prospective investors. Another action is organizing investor roadshows in key capitals (Dubai, London, Beijing). Somalia will promote Public-Private Partnership (PPP) models to facilitate projects where the government can co-invest or guarantee large mining and infrastructure projects. For example, a PPP could develop a large-scale cement plant utilizing Somaliland's limestone or a joint venture for gold mining with equity stakes for the state. Creating an Investment Promotion Unit specific to extractives within the Somali Investment Promotion Agency can provide one-stop services to mining investors. These efforts aim to convert interest into concrete investments on the ground.
- **Capacity Building and Community Engagement:** In addition to hard interventions, soft interventions are planned to build human and social capital for mining. This includes training programs for Somali geologists, mining engineers, and regulators—potentially through scholarships and partnerships with mining institutions in countries like South Africa or Australia. A community engagement framework will be developed to ensure local communities are consulted and share in benefits (through local employment, community development agreements, and protection of pastoral rights). Sensitization workshops will be held in mining regions to manage expectations and communicate the benefits and responsibilities associated with mining projects. This intervention ensures that mining growth is inclusive and socially sustainable, minimizing local conflicts.

Each of these interventions is designed to address specific gaps. Collectively, they create an enabling environment for the mining sector: reliable data to attract investors, modern laws to govern them, infrastructure to support operations, and active promotion to bring in capital—all underpinned by stronger institutions and community support. Implementing these interventions will require coordination across government and with development partners, as outlined in the following roadmap.

5.8 Implementation Roadmap

Table 15: Short-term (1-2 years)–focused on foundational reforms, geological data gathering, institutional setup, and market entry efforts

Area	Intervention	Key Activities	Lead Agency
Legal Reform	Draft and Enact a New Mining Code	Form a task force, draft laws, conduct consultations, pass a new mining law, and establish a regulatory authority.	Ministry of Petroleum and Mineral Resources
Geo-Data	Launch the National Geological Mapping and Data Portal	Initiate airborne surveys, digitize legacy data, and create an accessible investor-facing geoportal.	Somali Geological Survey
Market Access	Participate in International Mining Forums	Join Indaba, Arab Mining Conference, and investor outreach in Dubai/London.	Somalia Investment Promotion Agency
Value Addition	Establish Basic Gold Certification and Valuation	Set up government-authorized certification for gold exports aligned with OECD guidelines.	Ministry of Petroleum and Mineral Resources
Institutional Capacity	Build Institutional Capacity and Coordination	Train ministry staff, establish a coordination committee with federal/state reps.	Ministry of Petroleum and Mineral Resources

Table 16: Medium-term (3-5 years)–focused on scaling infrastructure, full data coverage, value addition, market expansion, and governance systems

Area	Intervention	Key Activities	Lead Agency
Infrastructure	Develop Mining Corridors and Port Facilities	Upgrade roads to mineral zones, bulk port handling at Berbera/Bosaso.	Ministry of Public Works and Transport
Value Addition	Construct Pilot Refining/Processing Facilities	Build a gold refinery or a steel recycling plant; incentivize investment in beneficiation.	Ministry of Commerce & Industry
Geo-Data	Complete Country-wide Geological Mapping	Extend geological survey to full national coverage, update digital atlas.	Somali Geological Survey
Market Access	Expand Export Agreements and Trade Links	Negotiate trade MoUs for minerals with China, India, and the EU; enter international certification schemes.	Ministry of Foreign Affairs & Trade

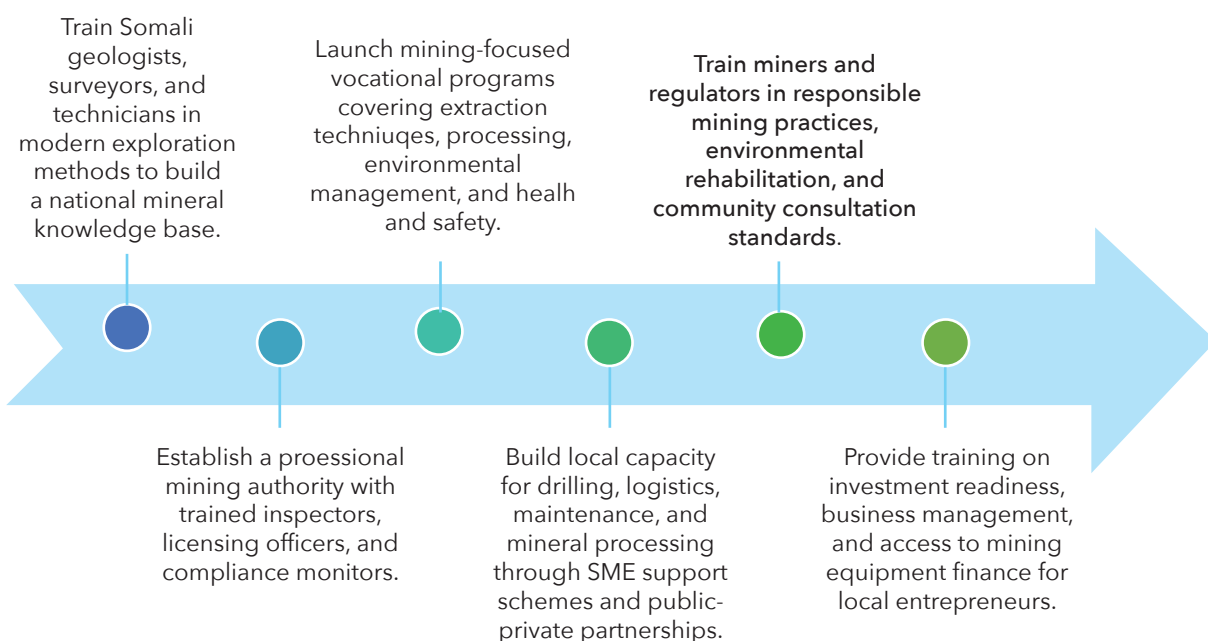
Area	Intervention	Key Activities	Lead Agency
Institutional Capacity	Scale Mining Sector Governance Systems	Operationalize licensing authority, full digitization, enforce ESG guidelines, and EITI membership.	Ministry of Petroleum and Mineral Resources

5.9 Business and Capacity Building Models

Business Main Steps Model



Capacity Building Model





INVESTMENT PRIORITY

6

To effectively implement Somalia’s Export Development Strategy and unlock the full potential of its key sectors—agriculture, fisheries, livestock, and mining—a clear investment prioritization is required. Each sector presents unique investment needs, return timelines, and strategic relevance for export growth. These investment priorities are informed by sector readiness, competitive positioning, export market potential, and return on investment (ROI).

6.1 Sectors

Agriculture

Agriculture is a cornerstone of Somalia’s rural economy and food system, with growing export potential in products like sesame, lemons, bananas, and frankincense. However, the sector remains underdeveloped due to poor irrigation, limited post-harvest infrastructure, and fragmented aggregation systems. As a result, high upfront investment is required in areas such as irrigation infrastructure, packing houses, and cold storage facilities. While agriculture can yield short- to mid-term returns, particularly in organic niche markets, the expected ROI remains relatively low due to production inefficiencies and quality compliance gaps. Despite this, agricultural investments are essential for improving rural livelihoods and ensuring inclusive growth.

Fisheries

Somalia's 3,300 km coastline provides vast potential for fisheries exports, especially to GCC, EU, and Asian markets. However, the sector suffers from insufficient cold chain infrastructure, limited processing capacity, and inadequate regulation of marine resources. Investments in fishing vessels, landing sites, processing plants, and traceability systems are urgently needed to enable sustainable harvesting and meet export standards. With a high investment requirement and a short-term return horizon, fisheries offer moderate ROI. Given the sector's strategic potential and market demand, targeted public-private partnerships could accelerate its emergence as a regional contender.

Livestock

As Somalia's leading export sector, livestock already generates substantial revenues from live animal trade, particularly to GCC markets. However, the sector remains focused on low-value live exports. To unlock higher export value, Somalia must shift toward meat processing, invest in Halal-certified slaughterhouses, leather value chains, and cold chain logistics. These require medium-level investment but offer medium return on investment (ROI) with mid- to long-term returns. Strengthening veterinary services and SPS compliance systems will be essential to maintain and grow market share in both regional and high-end markets.

Mining

Mining holds the highest long-term potential for Somalia's export diversification. The country is rich in untapped deposits of gypsum, limestone, gold, copper, and salt, yet the sector remains largely informal and underexplored. Realizing this potential will require very high capital investment in geological surveys, infrastructure development, regulatory frameworks, and artisanal miner formalization. Although the return on investment is long-term, the potential ROI is high, especially as global demand rises for ethically sourced minerals. The mining sector is critical not only for export revenue but also for attracting foreign direct investment and regional integration.

	Agriculture	Fishery	Livestock	Mining
Level of Investment	High Investment	High Investment	Medium Investment	Very High Investment
Timing	Short-Mid Term Return on Investment	Short Term Return on Investment	Mid-Long-Term Return on Investment	Long Term Return on Investment
ROI	Low ROI	Medium ROI	Medium ROI	High ROI

Strategic Implications

Given the differing investment profiles across sectors, the strategy recommends a phased investment approach:

- **Immediate priorities:** Agriculture and fisheries to deliver quick wins and support inclusive rural development.
- **Medium-term priorities:** Livestock value addition and processing upgrades to deepen export gains in established markets.
- **Long-term strategic focus:** Mining sector development to drive economic transformation and export diversification.

6.2 Scorecard: Export Priority

The strategy identified destination countries that Somalia needs to export its products to. A visual representation of export market prioritization for the respective products, using a color-coded scorecard system similar to a traffic light was used to show the level of export.

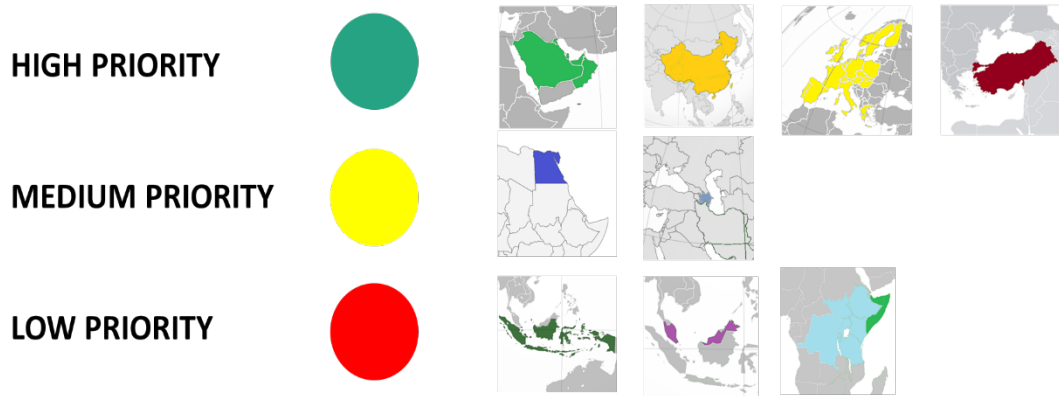
With a categorization from high-medium-to low export priority, countries in green are used to show high export priority markets, yellow–medium-priority markets and countries in red–low-priority markets.

1. Agricultural Sector

The strategy identifies the countries marked in green as high-priority export markets for Somalia’s agricultural products. These include the Gulf Cooperation Council (GCC) countries, China, the European Union (EU) bloc, and Turkey. These markets are large, characterized by strong demand for agricultural imports, and offer high price positioning. For instance, China’s vast population and growing need for a variety of agricultural goods present a significant opportunity for Somalia’s exports.

The countries marked in yellow–Egypt and Azerbaijan–are considered medium-priority markets with moderate potential. Egypt is a large and steadily growing market with relatively low-price positioning. It also has lenient standards for food safety and quality certification. Its geographic proximity and the possibility of land transport offer Somalia logistical advantages. In the case of Azerbaijan, sesame presents a promising entry point for establishing trade ties, making both markets worth further exploration.

The countries in red–Indonesia, Malaysia, and the East African Community (EAC)–are categorized as low-priority markets. These countries primarily focus on exporting agricultural products and have limited reliance on agricultural imports, reducing their attractiveness for Somali exports.



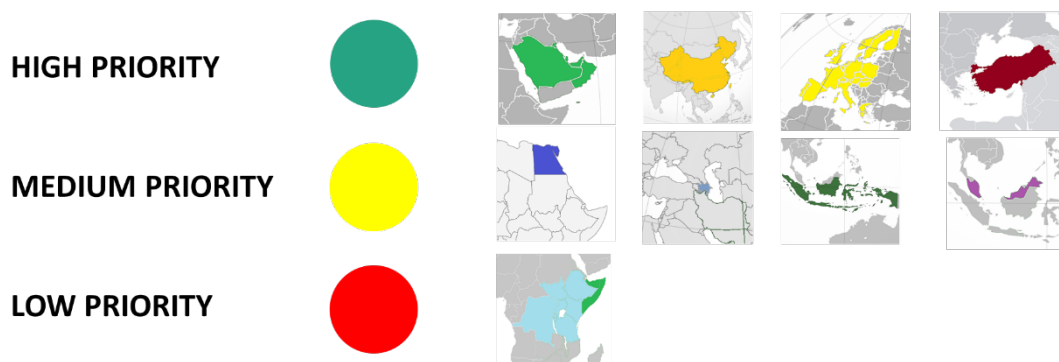
High Priority: GCC, China, EU block, Turkey

Medium Priority: Egypt, Azerbaijan

Low Priority: Indonesia, Malaysia, EAC

2. Fishing Sector

According to the table below, the countries identified as high-priority export markets for Somalia's fish products are the GCC, China, the EU bloc, and Turkey. These markets are large, exhibit strong and growing demand, and offer high price positioning for Somali fish exports. In contrast, the medium- and low-priority markets tend to have lower price positioning and limited demand for Somalia's fish products.



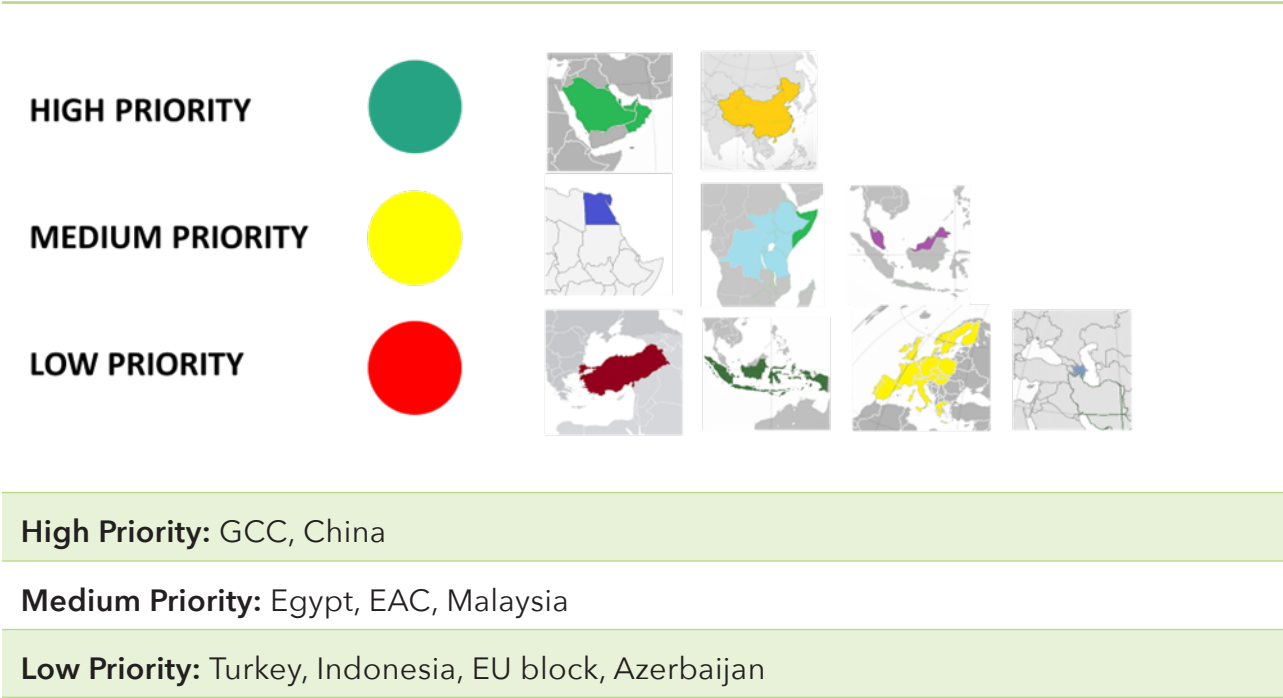
High Priority: GCC, China, EU block, Turkey

Medium Priority: Egypt, Azerbaijan, Indonesia, Malaysia

Low Priority: EAC

3. Livestock

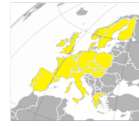
There is a significant market for livestock products in the GCC and China, which have been identified as high-priority export destinations for Somalia’s livestock sector. In the case of the GCC, there is already a well-established export channel, making it a particularly accessible and strategic market. While the EU also represents a large market with high price positioning, it poses considerable challenges for Somali exports. These include stringent food safety and quality certification requirements, as well as high and often non-competitive shipping costs. Moreover, the premium prices in the EU market are largely geared toward domestically produced or EU-origin livestock products, limiting the competitiveness of Somali exports.



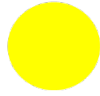
4. Mining

Current mining production in Somalia remains underdeveloped. However, several deposits of key minerals with high global demand have been identified. Priority export markets for these minerals include the GCC, China, and the EU, which are known to import large volumes. To effectively tap into these markets, significant investment in the mining sector will be required, along with robust environmental mitigation measures to minimize ecological impact and ensure sustainable development.

HIGH PRIORITY



MEDIUM PRIORITY



LOW PRIORITY

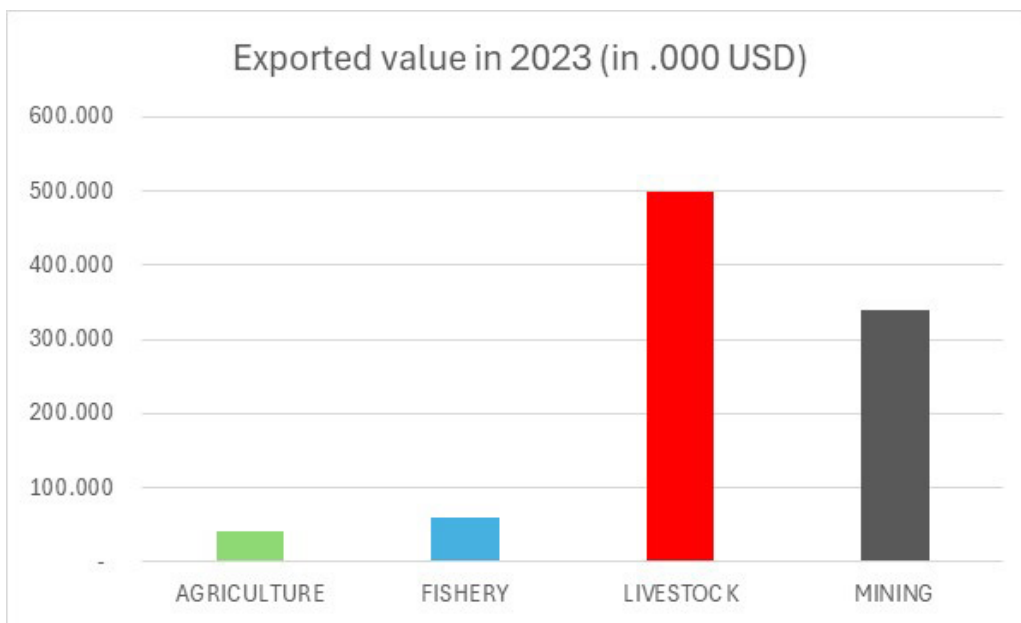


High Priority: GCC, China, EU block

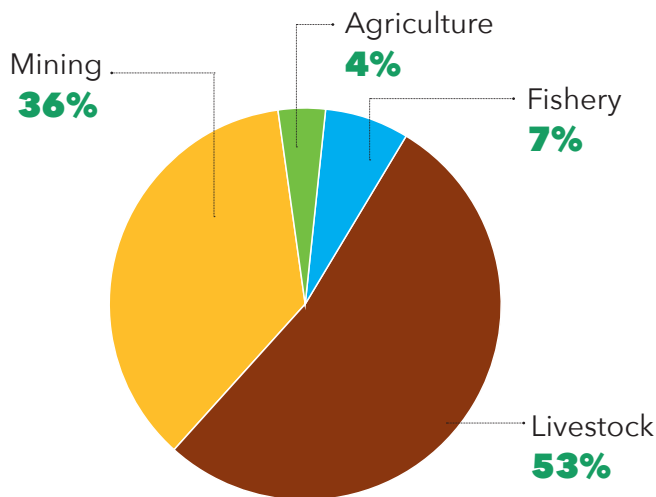
Medium Priority: N/A

Low Priority: EAC

Somalia Export Values and Sector Contribution

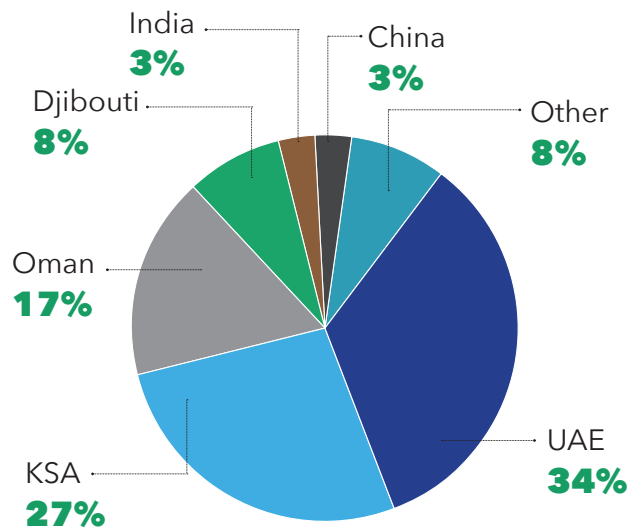


CONTRIBUTION ON THE TOTAL EXPORT

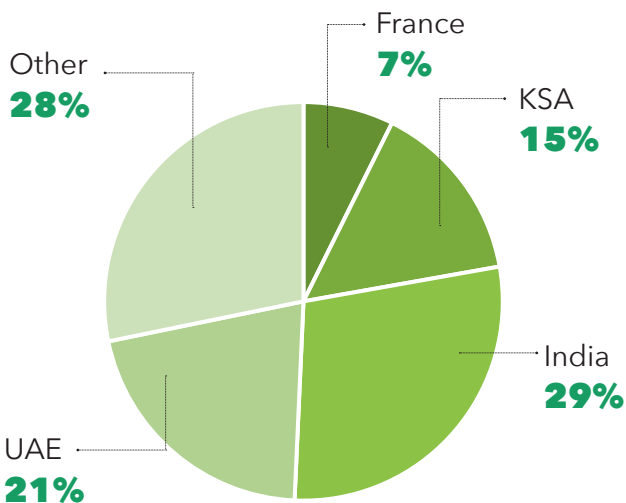


Export Destination Countries

SOMALIA MAIN EXPORT DESTINATION COUNTRIES

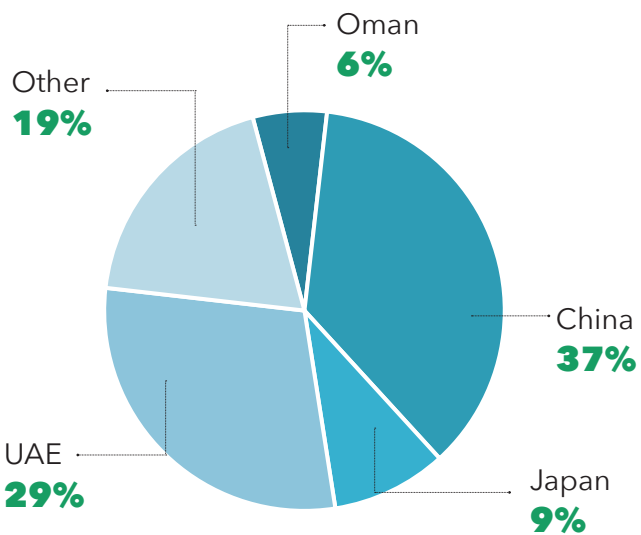


AGRICULTURE EXPORT



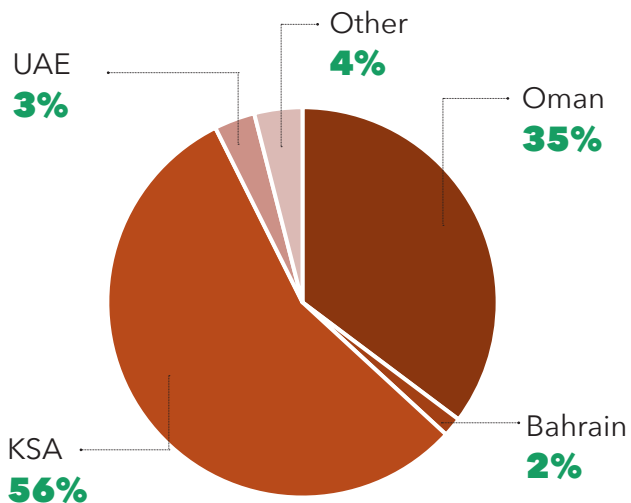
Source: ITC, based on export value in USD

FISHERY EXPORT



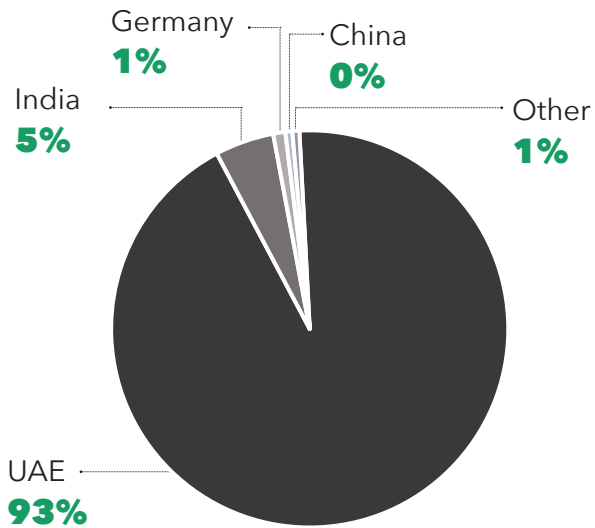
Source: ITC, based on export value in USD

LIVESTOCK EXPORT



Source: ITC, based on export value in USD

MINING EXPORT



Source: ITC, based on export value in USD

Market Product Range, Quality and Potential Volumes Per Sector

AGRICULTURE SECTOR

GULF COOPERATION COUNCIL (GCC)



PRODUCT RANGE

Lemon, Citrus, Avocado,
Mango, Banana

Green beans

Sesame
Frankincense

QUALITY

Hass/Fuerte Avocado,
Cavendish Banana,
Kent/Keitt/Alphonso Mango

-

-

POTENTIAL VOLUMES

BANANA: 46 mln \$
AVO-MANGO: 23 mln \$
CITRUS: 21 mln \$

1.5 mln \$

SESAME: 42 mln \$
RESIN: 4 mln \$

Figure 7.1: GCC market product range, quality and potential volumes in USD

Source: FAO Data, 2023

EUROPE



PRODUCT RANGE

Lemon, Citrus, Avocado,
Mango, Banana

Green beans

Sesame
Frankincense

QUALITY

Hass/Fuerte Avocado,
Cavendish Banana, Kent/Keitt
Mango

-

-

POTENTIAL VOLUMES

BANANA: 173 mln \$
AVO-MANGO: 85 mln \$
CITRUS: 23 mln \$

11 mln \$

SESAME: 39 mln \$
RESIN: 57 mln \$

Figure 7.2: European market product range, quality and potential volumes in USD

Source: FAO Data, 2023

CHINA



PRODUCT RANGE

Lemon, Citrus, Avocado,
Mango, Banana

Green beans

Sesame
Frankincense

QUALITY

Cavendish/Lacatan Banana,
Hass/Fuerte Avocado,
Keitt/Hainan Mango

-

-

POTENTIAL VOLUMES

BANANA: 18 mln \$
AVO-MANGO: 4 mln \$
CITRUS: 28 mln \$

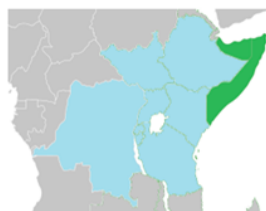
14 mln \$

SESAME: 225 mln \$
RESIN: 9 mln \$

Figure 7.3: Chinese market product range, quality and potential volumes in USD

Source: FAO Data, 2023

EAC



PRODUCT RANGE

Lemon, Citrus, Avocado,
Mango, Banana

Green beans

Sesame
Frankincense

QUALITY

Hass/Fuerte Avocado,
Cavendish banana, Apple/Keitt
Mango

-

-

POTENTIAL VOLUMES

BANANA: 2 mln \$
AVO-MANGO: 6 mln \$
CITRUS: 6 mln \$

1 mln \$

SESAME: 1 mln \$
RESIN: 1 mln \$

Figure 7.4: EAC product range, quality and potential volumes in USD

Source: FAO Data, 2023

EGYPT



PRODUCT RANGE

Avocado, Mango

-

Sesame

QUALITY

Hass/Fuerte
Avocado, Apple/Keitt
Mango

-

-

POTENTIAL VOLUMES

AVO-MANGO: 5 mln \$

-

SESAME: 30
mln \$

Figure 7.5: Egypt product range, quality and potential volumes in USD

Source: FAO Data, 2023

TURKEY



PRODUCT RANGE

Lemon, Citrus,
Avocado, Mango,
Banana

-

Sesame
Frankincense

QUALITY

Hass/Fuerte
Avocado, Cavendish
banana, Apple/Keitt
Mango

-

-

POTENTIAL VOLUMES

BANANA: 4 mln \$
AVO-MANGO: 4 mln \$
CITRUS: 8 mln \$

-

SESAME: 65 mln \$
RESIN: 2 mln \$

Figure 7.6: Turkey product range, quality and potential volumes in USD

Source: FAO Data, 2023

INDONESIA



PRODUCT RANGE



Citrus



-



Sesame

QUALITY

Mandarins and tangerines

-

-

POTENTIAL VOLUMES

CITRUS: 7 mln \$

-

SESAME: 2 mln \$

Figure 7.7: Indonesia product range, quality and potential volumes in USD

Source: FAO Data, 2023

MALAYSIA



PRODUCT RANGE



Lemon, Citrus, Avocado, Mango



-



Sesame Frankincense

QUALITY

Citrus Limonum,
Mandarins,
Hass/Fuerte
Avocado, Apple/Keitt
Mango

-

-

POTENTIAL VOLUMES

AVO-MANGO: 2 mln \$
CITRUS: 30 mln \$

-

SESAME: 5 mln \$
RESIN: 1 mln \$

Figure 7.8: Malaysia product range, quality and potential volumes in USD

Source: FAO Data, 2023

AZERBAIJAN



PRODUCT RANGE

Lemon, Citrus

-

-

QUALITY

Tangerines,
Mandarins, Citrus
Limonum, Citrus
Latifolia

-

-

POTENTIAL VOLUMES

CITRUS: 8 mln \$

-

-

Figure 7.9: Azerbaijan product range, quality and potential volumes in USD

Source: FAO Data, 2023

LIVESTOCK SECTOR

GCC



PRODUCT RANGE

Fresh Carcasses
Frozen Primal Cuts
Processed frozen

Fresh Carcasses
Frozen Primal Cuts
Live animals

Fresh Carcasses
Frozen Primal Cuts
Live animals

MAP Primal Cuts
Frozen Whole
Processed frozen

QUALITY

The quality should be aligned to Brazilian beef

Market requires level of Australian lamb for premium and Indian mutton for entry price

Low fat and thickness are essential elements

Standard quality

POTENTIAL VOLUMES

MEAT: 44 mln \$
LIVE: 48 mln \$

MEAT: 37 mln \$
LIVE: 315mln \$

MEAT: 24 mln \$
LIVE: 82 mln \$

MEAT: 16 mln \$
LIVE: -

Figure 7.10: GCC market product range, quality and potential volumes in USD

Source: AESA elaboration based on ITC and FAO data

EU



PRODUCT RANGE	Fresh Carcasses MAP Primal Cuts	Fresh Carcasses Frozen Primal Cuts Live animals	Fresh Carcasses Frozen Primal Cuts Live animals	MAP Primal Cuts Frozen Primal Cuts
QUALITY	Quality aligned to Charolais or Limousin breeds not lower than 800kg	High proportion of lean meat to fat, high level of tenderness and juiciness	High proportion of lean meat to fat, high level of tenderness and juiciness	Standard quality
POTENTIAL VOLUMES	MEAT: - LIVE: -	MEAT: 10 mln \$ LIVE: 32 mln \$	MEAT: 5 mln \$ LIVE: 12 mln \$	MEAT: - LIVE: -

Figure 7.11: EU market product range, quality and potential volumes in USD

Source: AESA elaboration based on ITC and FAO data

CHINA

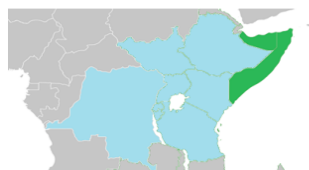


PRODUCT RANGE	Frozen Primal Cuts boneless	Frozen Primal Cuts boneless	China imports not relevant volumes of goats	Frozen Primal Cuts
QUALITY	Quality aligned to Brazilian beef	Market requires level of Australian and New Zealand lamb	-	Standard quality
POTENTIAL VOLUMES	MEAT: 24 mln \$ LIVE: -	MEAT: 25 mln \$ LIVE: -	MEAT: - LIVE: -	MEAT: 40 mln \$ LIVE: -

Figure 7.12: Chinese livestock market product range, quality and potential volumes in USD

Source: AESA elaboration based on ITC and FAO data

EAC



PRODUCT RANGE

Frozen Primal Cuts
boneless

Frozen Primal Cuts
boneless

Frozen Primal Cuts

Frozen Primal Cuts
Frozen Offal

QUALITY

Boran and Zebu are the
common standard breeds

Somali breeds are widely
recognized as target
quality

Somali breeds are widely
recognized as target
quality

Standard quality

POTENTIAL VOLUMES

MEAT: 5 mln \$
LIVE: 3 mln \$

MEAT: -
LIVE: 5 mln \$

MEAT: -
LIVE: 4 mln \$

MEAT: 15 mln \$
LIVE: 3 mln \$

Figure 7.13: EAC market livestock product range, quality and potential volumes in USD

Source: AESA elaboration based on ITC and FAO data

EGYPT



PRODUCT RANGE

Frozen boneless
Offals

Frozen Primal
Cuts boneless

-

Frozen Whole

QUALITY

Zebu is a common
standard breed

Australian is the
most common

-

Brazilian is the
only imported one

POTENTIAL VOLUMES

MEAT: 55 mln \$
LIVE: 25 mln \$

MEAT: 2 mln \$
LIVE: -

MEAT: -
LIVE: -

MEAT: 1 mln \$
LIVE: -

Figure 7.14: Egypt livestock product range, quality and potential volumes in USD

Source: AESA elaboration based on ITC and FAO data

TURKEY



PRODUCT RANGE	Fresh carcasses	Frozen Primal Cuts boneless or bone in	-	Frozen Cuts and Frozen Offal
QUALITY	Only European and Brazilian (Zebu) breeds	New Zealand is the only currently imported	-	Standard quality
POTENTIAL VOLUMES	MEAT: 2 mln \$ LIVE: 5 mln \$	MEAT: 1 mln \$ LIVE: -	MEAT: - LIVE: -	MEAT: 10 mln \$ LIVE: 2 mln \$

Figure 7.15: Turkey livestock product range, quality and potential volumes in USD

Source: AESA elaboration based on ITC and FAO data

INDONESIA



PRODUCT RANGE	Fresh carcasses	Frozen Primal Cuts boneless or bone in	-	Frozen Cuts and Frozen Offal
QUALITY	Only European and Brazilian (Zebu) breeds	New Zealand is the only currently imported	-	Standard quality
POTENTIAL VOLUMES	MEAT: 2 mln \$ LIVE: 5 mln \$	MEAT: 1 mln \$ LIVE: -	MEAT: - LIVE: -	MEAT: 10 mln \$ LIVE: 2 mln \$

Figure 7.16: Indonesia livestock product range, quality and potential volumes in USD

Source: AESA elaboration based on ITC and FAO data

MALAYSIA



PRODUCT RANGE	Frozen Primal Cuts boneless	Frozen Primal Cuts bone in	-	Frozen Cuts and Frozen Offal
QUALITY	Indian breeds are the commonly used in the market	Australian breeds are the most commonly used	-	-
POTENTIAL VOLUMES	MEAT: 36 mln \$ LIVE: 5 mln \$	MEAT: 7 mln \$ LIVE: -	MEAT: - LIVE: -	MEAT: 20 mln \$ LIVE: 2 mln \$

Figure 7.17: Malaysia livestock market product range, quality and potential volumes USD

Source: AESA elaboration based on ITC and FAO data

AZERBAIJAN



PRODUCT RANGE	Frozen Primal Cuts boneless	-	-	Frozen Cuts
QUALITY	Kalmyk and Simmental are the common standard breeds	-	-	Standard quality
POTENTIAL VOLUMES	MEAT: 4 mln \$ LIVE: 2 mln \$	MEAT: - LIVE: -	MEAT: - LIVE: -	MEAT: 2 mln \$ LIVE: -

Figure 7.18: Azerbaijan livestock market product range, quality and potential volumes in USD

Source: AESA elaboration based on ITC and FAO data

FISHERIES

GCC



PRODUCT RANGE

Flat Fish, mackerel fresh or chilled. Catfish, tuna frozen

Shrimps and Prawns, frozen and/or pre-cooked

Cuttle fish, squid, octopus frozen or salted

QUALITY

Indian Ocean and Mediterranean varieties

Indian Ocean varieties

Indian Ocean and Mediterranean varieties

POTENTIAL VOLUMES

75 mln \$

35 mln \$

7 mln \$

Figure 7.19: GCC market product range, quantity and potential volumes in USD

Source: AESA elaboration based on ITC and FAO data

EUROPE



PRODUCT RANGE

Sea bream/sea bass fresh. Cod, tuna, flat fish fillets frozen

Shrimps and Prawns, frozen and/or pre-cooked

Cuttle fish, squid, octopus frozen
Frozen scallops

QUALITY

Atlantic Ocean and Mediterranean varieties

Pacific and Indian Ocean varieties

Indian Ocean and Mediterranean varieties

POTENTIAL VOLUMES

460 mln \$

110 mln \$

120 mln \$

Figure 7.20: European market product range, quality and potential volumes

Source: AESA elaboration based on ITC and FAO data

CHINA



PRODUCT RANGE

Frozen Flatfish, mackerel,
offal
Fresh tuna

Frozen Shrimps/Prawns, live or
fresh Crabs and Lobsters

Frozen cuttle fish and
squid

QUALITY

Pacific and Indian Ocean
varieties

Pacific and Indian Ocean
varieties

Mostly Pacific Ocean
varieties

POTENTIAL VOLUMES

230 mln \$

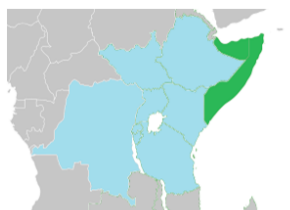
150 mln \$

74 mln \$

Figure 7.21: Chinese market product range, quality and potential volumes in USD

Source: AESA elaboration based on ITC and FAO data

EAC



PRODUCT RANGE

Frozen mackerel

Not relevant import
quantities

Not relevant import
quantities

QUALITY

Jack and horse varieties,
Indian Ocean

-

-

POTENTIAL VOLUMES

40 mln \$

-

-

Figure 7.22: EAC market product range, quality and potential volumes in USD

Source: AESA elaboration based on ITC and FAO data

EGYPT



PRODUCT RANGE

Frozen mackerel
Herring frozen
Grouper frozen

Frozen shrimps
and prawns

Cuttlefish

QUALITY

Jack and horse
varieties, Indian
Ocean, Scomber
scombrus

-

-

POTENTIAL VOLUMES

45 mln \$

40 mln \$

6 mln \$

Figure 7.23: Egypt fisheries product range, quality and potential volumes in USD

Source: AESA elaboration based on ITC and FAO data

TURKEY



PRODUCT RANGE

Frozen mackerel
and tuna

Frozen shrimps
and prawns

Cuttlefish and
octopus

QUALITY

Jack and horse
varieties, Indian
Ocean, yellow fin
and bigeye tuna

-

-

POTENTIAL VOLUMES

20 mln \$

9 mln \$

7 mln \$

Figure 7.24: Turkey market product range, quality and potential volumes

Source: AESA elaboration based on ITC and FAO data

INDONESIA



PRODUCT RANGE

Frozen mackerel

Frozen crabs, shrimps and prawns

Cuttlefish and squid

QUALITY

Jack and horse varieties, Indian Ocean, Scomber scombrus

-

-

POTENTIAL VOLUMES

25 mln \$

17 mln \$

3 mln \$

Figure 7.25: Indonesia market product range, quality and potential volumes in USD

Source: AESA elaboration based on ITC and FAO data

MALAYSIA



PRODUCT RANGE

Frozen and fresh grouper, snapper, kingfish, mackerel

Fresh and frozen shrimps and prawns

Cuttlefish and squid frozen, fresh or chilled

QUALITY

Jack and horse varieties, Indian Ocean

-

-

POTENTIAL VOLUMES

23 mln \$

12 mln \$

27 mln \$

Figure 7.26: Malaysia market product range, quality and potential volumes in USD

Source: AESA elaboration based on ITC and FAO data

AZERBAIJAN



PRODUCT RANGE

Frozen and fresh mackerel

Not relevant import quantities

Not relevant import quantities

QUALITY

Jack and horse varieties, Indian Ocean

-

-

POTENTIAL VOLUMES

9 mln \$

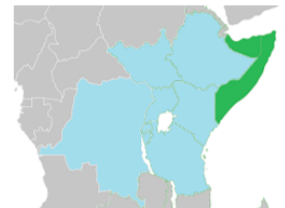
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Figure 7.27: Azerbaijan fisheries market product range, quality and potential volumes

Source: AESA elaboration based on ITC and FAO data

MINING PRIORITY LIST



PRIORITY LIST

25 - Mineral fuels
71 - Precious Minerals
72 - Iron & Steel
74 - Copper

PRIORITY LIST

25 - Mineral fuels
72 - Iron & Steel
76 - Aluminium

PRIORITY LIST

25 - Mineral fuels
26 - Ores
71 - Precious Minerals
74 - Copper
72 - Iron & Steel
76 - Aluminium

PRIORITY LIST

25 - Mineral fuels
72 - Iron & Steel



PRIORITY LIST

- 25 - Mineral fuels
- 72 - Iron & Steel
- 74 - Copper
- 26 - Ores



PRIORITY LIST

- 25 - Mineral fuels
- 71 - Precious Minerals
- 72 - Iron & Steel
- 76 - Aluminium
- 74 - Copper



PRIORITY LIST

- 25 - Mineral fuels
- 72 - Iron & Steel
- 26 - Ores
- 76 - Aluminium



PRIORITY LIST

- 25 - Mineral fuels
 - 71 - Precious Minerals
 - 72 - Iron & Steel
 - 76 - Aluminium
 - 74 - Copper
 - 26 - Ores
-

