



Ministry of Investment & Industrial Development
**Wasaaradda Horumarinta
Maalgashiga iyo Warshadaha**
وزارة تنمية الاستثمار والصناعة



SAHANKA MAALGASHIGA QARANKA

FALANQAYNTA KOOBAN & FASIRAADDA 2025



Wasaaradda Maalgashiga & Horumarinta Warshadaha

QORAALKA KOOBAN

Kooban Falanqaynta iyo Fasiraadda Sahanka Maalgashiga Qaranka 2025 wuxuu bixiyaa baaritaan qoto dheer oo ku saabsan jawiga maalgashiga ee Somaliland, isbeddelada dhaqaale, iyo fursadaha warshadeed. Sahankan oo ay sameysay **Wasaaradda Maalgashiga iyo Horumarinta Warshadaha**, ujeedadiisu waa in lagu qiimeeyo caqabadaha muhiimka ah ee maalgashadayaasha, dhaqdhaqaaqa suuqa, iyo xayraadaha sharciyeynta ee saameeya koboca maalgashiga iyo horumarinta warshadaha.

Waaxda Cilmi-baarista iyo Horumarinta
RD.MOIID@SLDGOV.ORG



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Kooban Fulineed

Sahanka Maalgashiga Qaranka 2025 waxa uu ujeedkiisu yahay in la bixiyo xog ku saleysan cilmi-baaris si loo fahmo jawiga maalgashiga ee Somaliland, qaab-dhismeedka maalgashiga, iyo fursadaha warshadeed ee jira. Sahanku wuxuu qiimeynayaa isbeddelada suuqyada, caqabadaha maalgashiga, kobaca suurtagalka ah ee warshadaha, iyo xayiraadaha sharciyadeed, isaga oo soo jeedinaya talooyin istiraatiiji ah si loo horumariyo siyaasadaha, kor loogu qaado ka-qaybgalka maalgashadayaasha, iyo ballaarinta warshadaha.

Natiijooyinka muhiimka ah waxay muujinayaan in Hargeysa ay si weyn u maamusho dhaqaalaha dalka, taasoo ay sabab u tahay kaabayaasheeda wanaagsan iyo helitaanka suuqyada. Inta badan maalgashadeyaasha la sahmiyay waxay ka hawlgalaan heer yar, iyadoo 74.55% ay maalgashadeen inta u dhaxaysa \$100,000, taasoo muujinaysa in ganacsiyada yaryar iyo kuwa dhexdhexaadka ah (SMEs) ay yihiin kuwa ugu badan. Maalgashiga shisheeye wali waa xaddidan yahay, iyadoo kaliya 5.45% ee ganacsiyada ay yihiin kuwo si buuxda u leh maalqabeeno ajnabi ah, halka ganacsatada maxalliga ah ay yihiin kuwa ugu badan ee maalgashadayaasha ah.

Caqabadaha la aqoonsaday waxaa ka mid ah waafaqsanaanta xeerarka, maadaama 64% ganacsiyada aysan haysan shahaadooyinka maalgashiga, taasoo muujinaysa caqabadaha sharciyeynta ganacsiyada. Intaa waxaa dheer, kharashyada sare ee hawlgalka, farqiga xirfadeed ee shaqaalaha, iyo dhibaatooyinka la xiriira helitaanka raasamaalka maalgashiga ayaa ah caqabado waaweyn oo saameynaya joogtaynta ganacsiyada.

Kala-duwanaanshaha warshadaha wali waa mid xaddidan, inkastoo beeraha, ICT-ga, guryaha, iyo tamarta ay ka mid yihiin warshadaha kobocooda sareeyo. Waxaa xusid mudan in 49% ganacsiyada ay qorsheynayaan inay mustaqbalka maalgashadaan beeraha, halka 54.55% ay tixgelinayaan inay maal gashadaan tamarta iyo warshadaha tamarta dib-u-cusboonaysiinta, taasoo muujinaysa fursado suuq oo ballaaran oo aan wali si buuxda loo maalgashan.

Warbixinta ugu dambaysa waxay bixin doontaa talooyin siyaasadeed oo lagu horumarinayo fududeynta maalgashiga, wanaajinta waxtarka xeerarka, horumarinta xirfadaha shaqaalaha, iyo hagaajinta helitaanka maalgelinta, taasoo taageeri doonta koboca dhaqaalaha Somaliland iyo warshadeynteeda waara.

Hordhaca: Asalka iyo Sababta Sahanka

Wasaaradda Maalgashiga & Horumarinta Warshadaha (MoIID) waxay fulisay sahankan si ay u qiimeyso jawiga maalgashiga Somaliland, isbeddelada warshadaha, iyo caqabadaha ganacsiga. Ujeedadu waa in la taageero sameynta siyaasado ku saleysan caddaymo, horumarinta istiraatiijiyadaha maalgashiga, iyo hagidda dib-u-habaynta xeerarka si loo kordhiyo fursadaha dhaqaale.





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Ujeeddooyinka iyo Saamaynta La Filayo

- In la aqoonsado isbeddelada muhiimka ah ee ku saabsan howlaha maalgashiga iyo ballaarinta ganacsiyada.
- In la falanqeeyo caqabadaha la xiriira raasamaalka maalgashiga, hannaanka sharciiyeynta, iyo tartanka warshadaha.
- In la qiimeeyo fursadaha warshado gaar ah iyo meelaha koboca mustaqbalka leh.
- In la bixiyo talooyin ku saleysan xog rasmi ah oo loogu talagalay dowladda, maalgashadayaasha, iyo dejiyeyaasha siyaasadda.

Cilmi-baaristan waxay taageeri doontaa dejinta siyaasadaha warshadaha, dhiirrigelinta maalgashiyada shisheeye iyo kuwa maxalliga ah, iyo abuurista jawi ganacsi oo ku habboon Somaliland.

Habraaca Sahanka iyo Qaab-dhismeedka Daraasadda

Cilmi-baaristu waxay adeegsatay hab-raacyo cilmiyeed oo tiro iyo tayo leh, iyadoo xogta lagu ururiyay:

- Sahanno ganacsi oo laga qaaday ka-qaybgalayaal kala duwan oo ka tirsan warshado kala geddisan.
- Wadahadallo lala yeeshay mas'uuliyiin dowladeed, maalgashadeyaal, iyo wakiillada warshadaha.
- Falanqayn tiro-koobed oo lagu sameeyay qaababka maalgashiga, isbeddelada dhaqaale, iyo doorka warshadaha kala duwan.

Natiijooyinka waxaa loo habeeyay mowduucyo muhiim ah si loogu qiimeeyo isbeddelada maalgashiga, waxtarka xeerarka, iyo joogtaynta ganacsiyada.

Habraaca Sahanka: Qaab-dhismeedka Cilmi-baarista iyo Hababka Ururinta Xogta

Sahanku waxa uu adeegsanayay:

- Su'aalo dhismeedyo nidaamsan oo loo qaybiyay ganacsiyada ka kala tirsan warshado kala duwan.
- Wareysiyo fool ka fool ah iyo kuwo khadka ah oo lala yeeshay maalgashadeyaal, milkiilayaasha ganacsiyada, iyo khabaro warshadeed.
- Falanqayn xog labaad oo ay ka mid yihiin warbixinnada dowladda, daraasadaha warshadaha, iyo dib-u-eegista isbeddelada dhaqaale.



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Hababka Tusaalaha iyo Xogta Ka-qaybgaleyasha

- Sahanku wuxuu daboolay ganacsiyo dhammaan heerarkooda, laga bilaabo kuwa bilowga ah ilaa kuwa la aasaasay.
- 74.55% ka mid ah ka-qaybgaleyasha waxay ahaayeen ganacsiyo yar-yar, halka 14.55% ay ahaayeen kuwa dhexdhexaad ah, iyo 11% oo ka shaqeeya heer maalgashi sare.
- Warshadaha la matalay waxaa ka mid ahaa beeraha, tamarta, macdanta, ICT-ga, guryaha, iyo wax-soo-saarka warshadaha.

Xaddidaadaha iyo Caqabadaha Sahanka

- Ka-qaybgalka xaddidan ee maalgashadayaasha shisheeye, taasoo saameyn ku yeelatay fahamka isbeddelada maalgashiga tooska ah ee shisheeye (FDI).
- Xog aan dhammaystirnayn oo la xiriirta diiwaangelinta ganacsiyada, taasoo adkeysay qiimeynta doorka buuxa ee warshadaha aan si rasmi ah loo diiwaangelin.
- Aan sinnayn matalaadda warshadaha, iyadoo qaar ka mid ah warshadaha ay si aad ah uga dhex muuqdeen kuwa kale, taasoo keeni karta in xogta loo leexiyo dhanka warshado gaar ah.

In kasta oo ay jireen xaddidaadahaas, sahanku waxa uu bixiyay aragtiyo muhiim ah oo ku saabsan nidaamka maalgashiga ee Somaliland, wuxuuna soo jeedinayaa talooyin la fulin karo si loo horumariyo koboca dhaqaale iyo tartanka warshadaha.

Falanqaynta Xogta iyo Natiijooyinka: Isbeddelada Guud iyo Aragtiyaha La Helay

Natiijooyinka Muhiimka ah

- Hargeysa waxay sii ahaanaysaa xarunta dhaqaalaha ugu weyn, iyada oo soo jiidata inta badan hawlaha maalgashiga.
- SMEs (ganacsiyada yar-yar iyo kuwa dhexdhexaadka ah) waxay ka kooban yihiin inta badan ganacsiyada, iyadoo inta badan maalgashiyada ay ka hooseeyaan \$100,000.
- Waaxda maalgashiga rasmiga ah wali way kobcaysaa, iyadoo 64% ganacsiyada aysan haysan shahaado rasmi ah oo maalgashi.

Falanqaynta Warshadaha Gaar Ah

- **Beeraha:** Waa mudnaanta ugu weyn ee maalgashiyada mustaqbalka, iyadoo 49% ganacsiyada ay qorsheynayaan ballaarinta beeraha.
- **Tamarta & Tamarta Dib-u-cusboonaysiinta:** 54.55% ganacsiyada waxay muujiyeen xiisaha mashaariicda tamarta dib-u-cusboonaysiinta.
- **ICT & Guryaha:** Dalab sii kordhaya, iyadoo ICT-gu taageerayo isbeddelka dhijitaalka ah, halka warshadaha guryaha ay kobac ka sameynayaan magaalooyinka.
- **Macdanta & Kheyraadka Dabiiciga ah:** Waxay u baahan tahay horumarinta xeerarka si loo soo jiiro maalgashi mas'uuliyad leh loogana hortago saameynta deegaanka.



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Falanqaynta Isbarbardhigga

- Isbeddelada maalgashiga shantii sano ee la soo dhaafay waxay muujinayaan kobac joogto ah oo SME-yada ah, laakiin heerka qaadashada maalgashiga shisheeye ee ballaaran wali waa gaabis.
- Kala duwanaansho goboleed ayaa jira, iyadoo maalgashigu uu ku urursan yahay magaaloyinka, halka maalgashiga miyiga uu aad u hooseeyo.
- Marka la barbardhigo dhaqaalaha deriska la ah, Somaliland waxay haysataa fursad ay ku horumariso qulqulka maalgashiga iyada oo loo marayo dib-u-habaynta siyaasadaha iyo horumarinta kaabayaasha dhaqaalaha.

Natiijooyinka Muhiimka ah ee Qaybaha Kala Duwan: Isbeddelada Dhaqaale iyo Warshadeed

Ganacsiyada Yaryar iyo Dhexdhexaadka ah (SMEs) iyo Isbeddelada Maalgashiga

- SMEs waxay sii ahaanayaan laf-dhabarta dhaqaalaha Somaliland, waxayna u baahan yihiin helitaan fudud oo maalgelin iyo kaabayaal dhaqaale ah.
- Kala-duwanaanshaha maalgashiga wuu soo ifbaxayaa, iyadoo jihada ay u socoto beeraha, tamarta, iyo ICT.
- Ganacsiga yaryar iyo hal-abuurka wuu kobcayaa, balse farqiga xirfadeed iyo kharashaadka hawl-galka ayaa weli ah caqabado waaweyn.

Jawiga Maalgashiga iyo Fursadaha Suuqa

- Maalgashadayaasha maxalliga ah ayaa suuqa ugu badan, halka maalgashiga tooska ah ee shisheeye (FDI) uu weli hooseeyo.
- Beeraha, tamarta dib-u-cusboonaysiinta, iyo isbeddelka dhijitaalka ah ayaa leh fursadaha ugu sareeya ee maalgashi cusub.
- Dib-u-habaynta xeerarka iyo dhiirrigelinta maalgashiga waxay si weyn u kordhin karaan kalsoonida maalgashadayaasha iyo kobaca dhaqaale.

Caqabadaha iyo Xayiraadaha La Aqoonsaday

- Waafaqsanaanta xeerarka wali waa caqabad, iyadoo 64% ganacsiyada aysan haysan diiwaangelin rasmi ah oo maalgashi.
- Helitaanka maalgelinta oo xaddidan, iyadoo ganacsiyo badan ay la halgamayaan sidii ay u heli lahaayeen raasamaal iyo deyn.
- Kharashaadka hawl-galka oo sareeya, gaar ahaan dhanka gaadiidka, tamarta, iyo maamulka ganacsiga.
- Farqiga xirfadaha shaqaalaha, taasoo u baahan barnaamijyo tababar iyo dhisidda kartida shaqaalaha.



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Saamaynta Siyaasadda iyo Xeerarka

- Horumarinta nidaamyada fududeynta maalgashiga si loo hagaajiyo diiwaangelinta ganacsiga iyo adeegyadii taageerada maalgashadayaasha.
- Xalka maaliyadeed ee bartilmaameedka ah, sida deymaha maalgashiga iyo deeqaha, si loogu caawiyo SMEs ballaarinta ganacsigooda.
- Dhiirrigelinta warshadaha, gaar ahaan beeraha, tamarta, iyo tiknoolajiyadda, si loo dedejiyo koboca warshadaha.
- Maalgelinta kaabayaasha dhaqaale, oo ay ku jiraan shabakadaha waddooyinka, kaabayaasha dhijitaalka ah, iyo xalalka tamarta, si kor loogu qaado tartanka mustaqbalka dheer.

Kadib Qiimeynta

Natiijooyinka Sahanka iyo Talooyinka Muhiimka ah

Natiijooyinka sahanku waxay muujinayaan baahida loo qabo in la xoojiyo fududeynta maalgashiga, horumarinta qaab-dhismeedka siyaasadeed, iyo bixinta taageero maaliyadeed oo bartilmaameed leh si loo dardargeliyo isbeddelka dhaqaale ee Somaliland.

Talooyinka Muhiimka ah:

- Horumarinta habraacyada diiwaangelinta maalgashiga si loo dhiirrigeliyo hawlgaal ganacsi oo rasmi ah.
- Ballaarinta helitaanka ilo maalgelin, gaar ahaan SMEs iyo warshadaha leh fursado sare.
- Xoojinta tababarka farsamada iyo horumarinta shaqaalaha si wax looga qabto farqiga xirfadeed.
- Horumarinta dhiirrigelinta maalgashiga ee bartilmaameedka ah, gaar ahaan beeraha, tamarta dib-u-cusboonaysiinta, iyo warshadeynta.
- Hagaajinta kaabayaasha dhaqaalaha iyo xeerarka si loo taageero koboc dhaqaale oo waara.

Haddii Somaliland wax ka qabato caqabadahan oo ay ka faa'iidaysto fursadaha warshadaha kala duwan, waxay abuuri doontaa dhaqaale tartan badan leh oo soo jiita maalgashadayaasha, taasoo gacan ka geysan doonta warshadeyn waarta iyo koboc dhaqaale oo loo wada dhan yahay.



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1. Falanqaynta iyo Fasiraadda

1.1 Business background

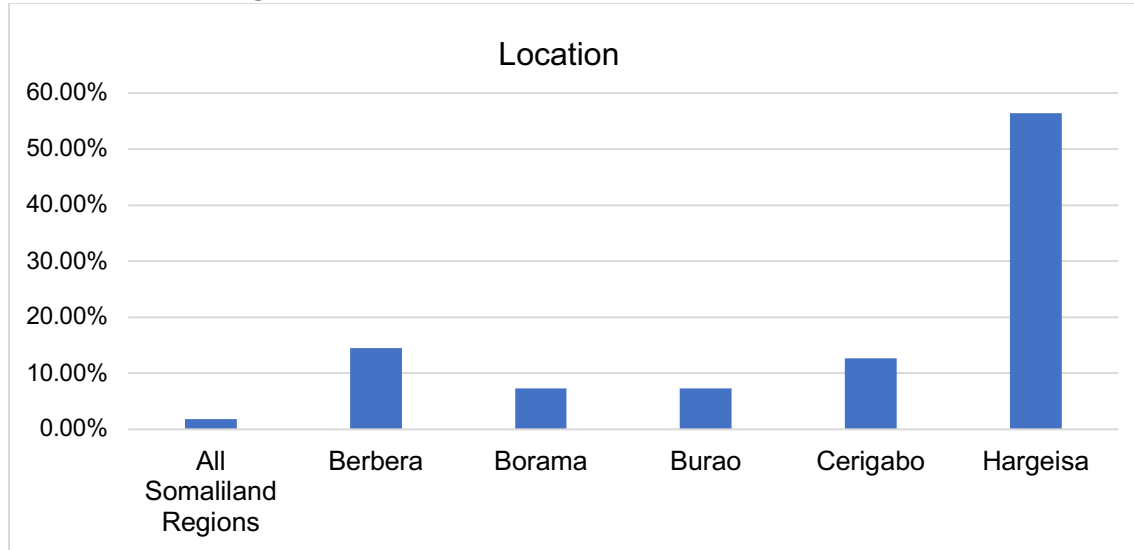
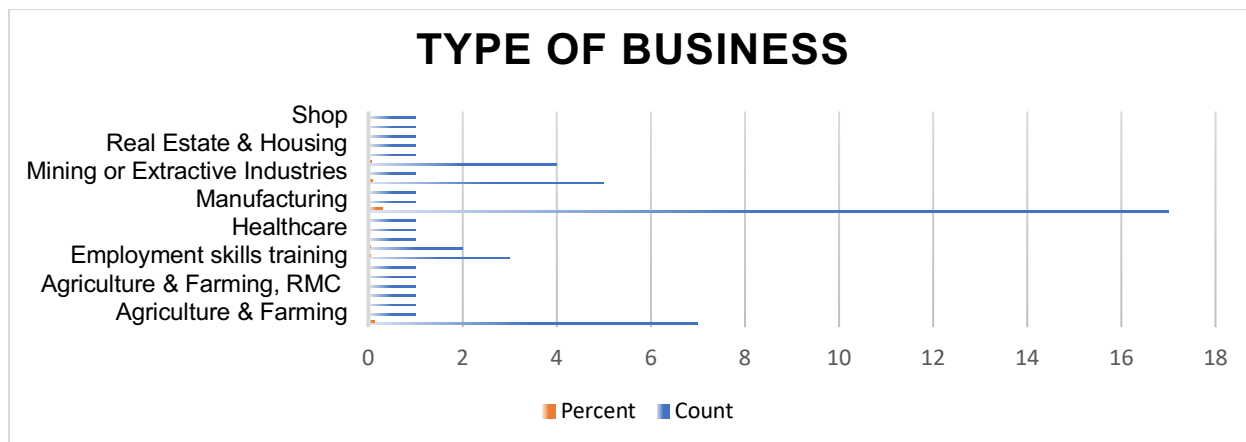


Figure 1

Years of operation	
Mean	6 Years
Max	51 Years
Min	1 Year
Mode	1 Year

Table 1



Jaantuska: 2 Qaybta macluumaadka asalka ah waxay muujinaysaa aragtiyahan soo socda.

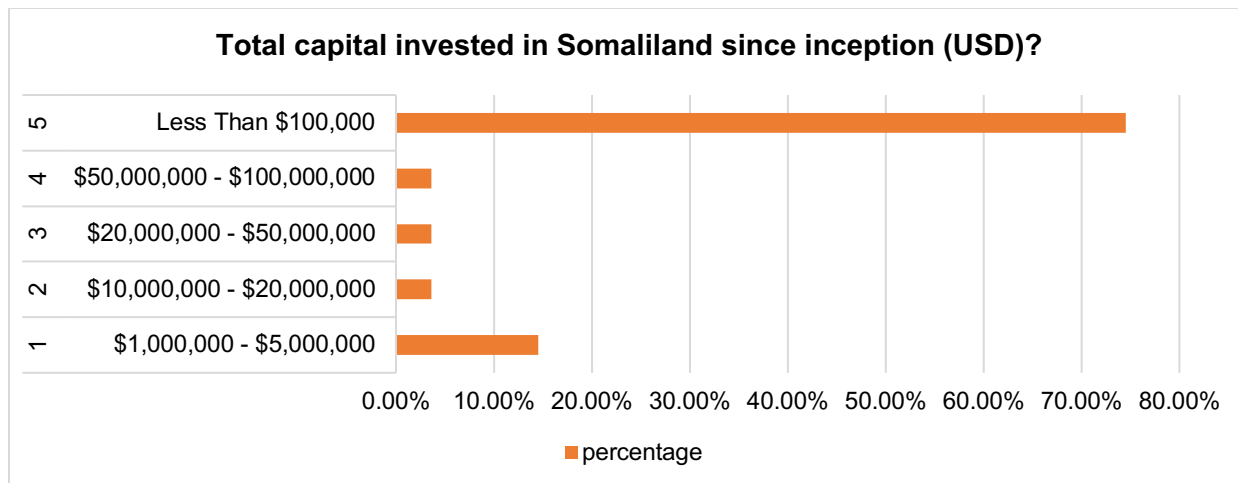


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Hargeysa waxay hoggaaminaysaa goobta ganacsiga. Tani waxay muujin kartaa kaabayaal dhaqaale oo wanaagsan, helitaanka suuqyada, iyo fursadaha dhaqaale ee magaalada. Natiijooyinka warshadaha ganacsiga waxay muujinayaan in warshaduhu hoggaaminayaan, halka joogitaanka ICT, beeraha, guryaha, iyo tababarka xirfadaha ay muujinayaan isku dhafka warshadaha dhaqameed iyo kuwa casriga ah. Kala-duwanaanshan wuxuu gacan ka geysan karaa adkaysiga dhaqaalaha iyo abuurista shaqo. Sida looga shaqeeyo sanadaha kala duwan, inta badan ganacsiyada waa kuwo da'yar, taasoo muujinaysa jawi firfircoon oo hal-abuur ganacsi leh. Tirada sare ee ganacsiyada jira hal sano waxay muujin kartaa heer sare oo bilow ganacsi ah, laakiin sidoo kale caqabado la xiriira joogtaynta. Hababka taageerada sida maalgelinta, hagidda, iyo dhiirrigelinta siyaasadeed ayaa laga yaabaa in loo baahdo si loo hagaajiyo sii jiritaanka muddada dheer.

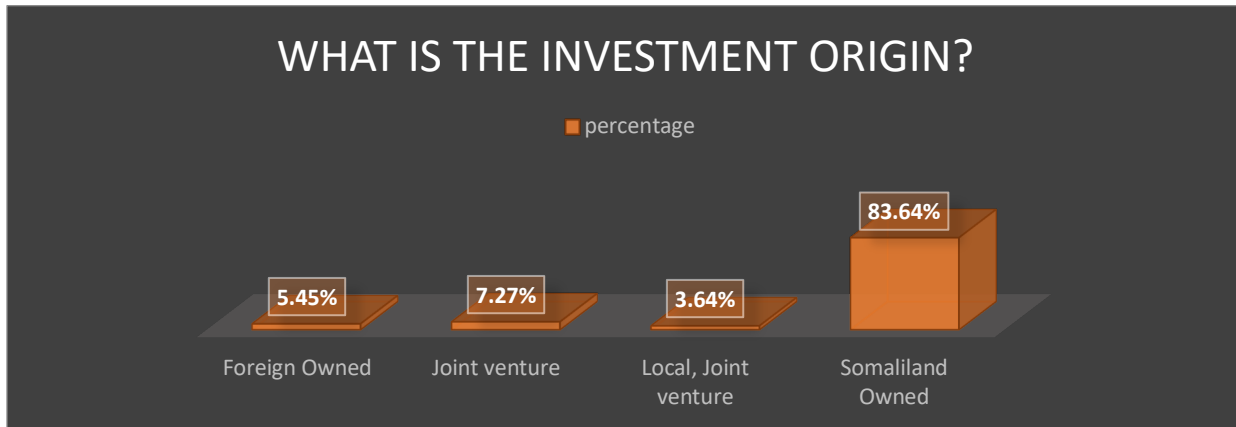
1.2 Qaybta 2: Macluumaadka Maalgashiga



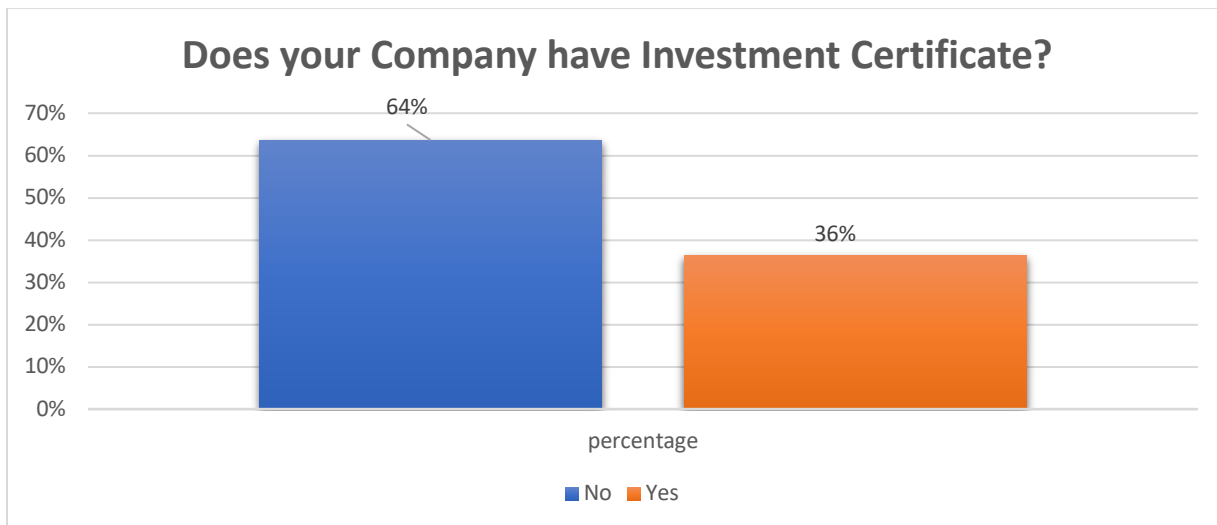
Jaantuska 3: Inta badan ganacsiyada (74.55%) waxay maalgasheen wax ka yar \$100,000, taasoo muujinaysa in intooda badan ay ka shaqeeyaan heer yar. Kaliya ganacsiyo yar (14.55%) ayaa maalgashaday inta u dhaxaysa \$1 milyan ilaa \$5 milyan, halka maalgashiyada waaweyn ee ka badan \$10 milyan ay aad u yar yihiin, oo ka kooban wax ka yar 11% dhammaan ganacsiyada. Tani waxay muujinaysaa heer hoose oo warshadaha u baahan raasamaal badan iyo in ganacsiyada yaryar iyo kuwa dhexdhexaadka ah (SMEs) ay yihiin kuwa ugu badan.



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Jaantuska 4: Xogtu waxay muujinaysaa in inta badan ganacsiyada (83.64%) ay yihiin kuwo ay leeyihiin Somalilanders, taasoo muujinaysa ganacsiga maxalliga ah oo xooggan. Maalgashiga shisheeye waa mid aad u yar, iyadoo kaliya 5.45% ganacsiyada ay si buuxda u leeyihiin maalqabeeno ajnabi ah. Wada-hawlgalayaasha ganacsi, kuwa si buuxda u maxalli ah (3.64%) iyo kuwa ay ku lug leeyihiin la-hawlgalayaal shisheeye (7.27%), waxay ka kooban yihiin qayb yar oo maalgashiyada ah. Tani waxay muujinaysaa in inkasta oo lahaanshaha maxalliga ahi uu yahay mid sareeya, haddana ay jirto heer iskaashi oo dibadeed.



Jaantuska 5: Qaybta ugu badan ee ganacsiyada (64%) ma haystaan shahaadada maalgashiga, taasoo muujinaysa suurto galnimada in ay jiraan caqabado dhanka waafaqsanaanta xeerarka, wacyigelinta, ama helitaanka nidaamka rasmiga ah ee diiwaangelinta maalgashiga. Dhanka kale, 36% ganacsiyada waxay heleen shahaadada maalgashiga, taasoo muujinaysa in qayb ka mid ah ganacsiyada ay si rasmi ah ugu shaqeeyaan qaab sharciyeysan. Tani waxay tilmaamaysaa fursado lagu horumarin karo habraacyada diiwaangelinta ganacsiga si loo dhiirrigeliyo maalgashiga rasmiga ah.



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Jaantuska 6: Inta badan ka qaybgalayaasha (38.18%) waxay qiimeeyeen habka helitaanka laysanka ganacsiga inuu yahay mid dhexdhexaad ah (3/5), taasoo muujinaysa khibrad aan togan ama taban toos u ahayn. Si kastaba ha ahaatee, 43.64% ganacsiyada waxay qiimeeyeen habka si taban (1 ama 2 ka mid ah 5), halka kaliya 18.18% ay si togan u qiimeeyeen (4 ama 5 ka mid ah 5). Tani waxay muujinaysaa in inkasta oo ganacsiyo qaar ay u arkeen habka inuu fudud yahay, haddana wali loo baahan yahay horumarin si loo fududeeyo nidaamka laysanka ganacsiga iyo kor loogu qaado fududaanta ganacsiga.

1.3 Qaybta 3: Warshadaha Laga Maalgashaday

Xogtu waxay bixisay aragti ku saabsan heerka ay ganacsiyada Somaliland u kala duwayaan maalgashigooda warshado kala duwan. Waxay iftiiminaysaa isbeddelada muhiimka ah ee ka qaybgalka warshadaha iyo meelaha leh fursado koboc oo sareeya.

No	What other sectors have you invested in ? [Agriculture] Maalgashi nooc ee ah ayaad sameysay warshado kale? [Beeraha]	percentage
1	For future investment	49%
2	1 to 3	29%
3	1 to 4	22%
Total	Total	100%

Jadwalka 3: Xogtu waxay muujinaysaa in qayb weyn oo ka mid ah ka qaybgalayaasha (49%) ay qorsheynayaan inay mustaqbalka maal gashadaan beeraha, taasoo tilmaamaysa in ay wali maalgashi ku samayn waayeen warshadan. Qayb yar, 29% (16 ka qaybgalayaal), ayaa maal gashaday hal ilaa saddex warshadood oo kale, halka 22% (12 ka qaybgalayaal) ay maal gashadeen hal ilaa afar warshadood oo kale. Guud ahaan, inta badan ka qaybgalayaashu ma laha maalgashi warshado kale ama waxay u kala duween maalgashigooda tiro kooban oo warshado dheeraad ah ah marka laga reebo beeraha.

No	What other sectors have you invested in? [Energy & Renewable] Maalgashi nooc ee ah ayaad sameysay warshado kale? [Tamarta & Dib-u-Cusboonaysiinta]	percentage
1	For future investment	54.55%
2	1 to 3	20%
3	4 to 10	21.82%
4	More than 10	3.64%
	Total	100%

Jadwalka 4: Warshadaha Tamarta & Tamarta Dib-u-cusboonaysiinta waxaa kaliya 3.64% ka mid ah ka qaybgalayaashu ay maal gashadeen in ka badan toban laan-hoosaadyo, halka ku dhawaad 22% ay maal gashadeen afar ilaa toban laan-hoosaadyo, taasoo muujinaysa isbeddel soo kordhaya. Intaa waxaa dheer, 54.55% ka qaybgalayaasha waxay qorsheynayaan maalgashi mustaqbalka ee warshadan, taasoo muujinaysa xiiso sare inkastoo heerka maalgashiga hadda uu hooseeyo.

No	What other sectors have you invested in? [Mining] Maalgashi nooc ee ah ayaad sameysay warshado kale? [Macdanta]	percentage
1	For future investment	67.27%
2	1 to 3	18.18%
3	4 to 10	14.55%



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Total	100.00%
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Jadwalka 5: Warshado qaar waxay muujiyeen heer dhexdhexaad ah oo kala-duwanaansho ah, gaar ahaan Beeraha (51% maal gashaday), Xoolaha (52.7%), iyo Guryaha & Kaabeyaasha (54.5%). Warshadahani waxay soo jiteen maalgashi badan, taasoo muujinaysa muhiimaddooda dhaqaale ee Somaliland. Si kastaba ha ahaatee, 67.27% ka mid ah ka qaybgalayaasha waxay qorsheynayaan maalgashi mustaqbalka ee warshadaha macdanta, taasoo muujinaysa fursadaha koboc ee ka jira warshadan.

No	What other sectors have you invested in? [Real estate & Infrastructure] Maalgashi nooc ee ah ayaad sameysay warshado kale? [Guryaha & Kaabeyaasha Dhaqaalaha]	percentage
1	For future investment	45.5%
2	1 to 3	25.5%
3	4 to 10	25.5%
4	More than 10	3.6%
Total		100.0%

Jadwalka 5: Xogtu waxay muujinaysaa in 45.5% ka mid ah ka qaybgalayaasha ay qorsheynayaan maalgashi mustaqbalka ee warshadaha guryaha iyo kaabeyaasha, taasoo muujinaysa xiiso sii socda oo loo qabo warshadan. Dhanka kale, 25.5% waxay maal gashadeen hal ilaa saddex warshadood oo dheeraad ah, halka 25.5% kale ay ballaariyeen maalgashigooda afar ilaa toban warshadood oo kale. Kaliya 3.6% ayaa sameeyay maalgashi ballaaran oo in ka badan toban warshadood ah.

No	What other sectors have you invested in? [ICT] Maalgashi nooc ee ah ayaad sameysay warshado kale? [ICT]	percentage
1	Planned For future investment	54.6%
2	1 to 3	21.8%
3	4 to 10	23.6%
Total		100.0%

Jadwalka 6: Warshad muhiim u ah dhaqaalaha casriga ah, ICT waxay leedahay 23.6% ganacsiyada oo maal gashaday afar ama in ka badan laan-hoosaadyo, taasoo muujinaysa xiiso soo kordhaya inkastoo heerka ka-qaybgal la'aanta uu sareeyo. Intaa waxaa dheer, 54.6% ka mid ah ka qaybgalayaasha waxay qorsheynayaan maalgashi mustaqbalka ee ICT, taasoo xoojinaysa muhiimadda sii kordhaysa ee warshadan.

No	What other sectors have you invested in? [Livestock] Maalgashi nooc ee ah ayaad sameysay warshado kale? [Xoolaha]	percentage
1	Planned For future investment	47.3%
2	1 to 3	20.0%
3	4 to 10	29.1%
4	More than 10	3.6%
Total		100.0%

Jadwalka 7: Xogtu waxay muujinaysaa in 47.3% ka mid ah ka qaybgalayaasha ay qorsheynayaan maalgashi mustaqbalka ee xoolaha, halka 29.1% ay horey u sameeyeen maalgashi dhexdhexaad ah oo u dhexeeya 4 ilaa 10 unug. Qayb yar, 20%, ayaa maal gashaday 1 ilaa 3 unug, halka kaliya 3.6% ay sameeyeen maalgashi ballaaran oo ka badan 10



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unug. Guud ahaan, inta badan maalgashiyada waxay ku urursan yihiin heerarka hoose iyo kuwa dhexdhexaadka ah, taasoo muujinaysa isbeddel guud oo ah maalgashi xadidan oo ku wajahan warshadaha xoolaha.

No	What other sectors have you invested in? [Tourism & Hospitality] Maalgashi nooc ee ah ayaad sameysay warshado kale? [Dalxiiska & Martigelinta]	percentage
1	Planned For future investment	54.6%
2	1 to 3	27.3%
3	4 to 10	14.5%
4	More than 10	3.6%
	Total	100.0%

Jadwalka 8: Sida ay xogtu muujinaysa, 54.6% ka mid ah ka qaybgalayaasha guud waxay qorsheynayaan maalgashi mustaqbalka ee dalxiiska iyo martigelinta. Kuwa horey u maal gashaday, 27.3% waxay dhaqaale geliyeen 1 ilaa 3 unug, halka 14.5% ay sameeyeen maalgashi dhexdhexaad ah oo u dhexeeya 4 ilaa 10 unug. Kaliya 3.6% ka mid ah ka qaybgalayaasha ayaa sameeyay maalgashi ballaaran oo ka badan 10 unug. Tani waxay muujinaysaa in inkasta oo warshaddu ay leedahay xiiso, guud ahaan maalgashiga uu yahay mid taxaddar leh ama xaddidan cabbir ahaan.

No	What other sectors have you invested in? [Oil & Gas] Maalgashi nooc ee ah ayaad sameysay warshado kale? [Saliidda & Gaaska]	percentage
1	Not yet invested	71%
2	1 to 3	9%
3	4 to 10	16%
4	More than 10	4%
	Total	100%

Jadwalka 9: Xogtu waxay muujinaysaa in inta badan ka qaybgalayaasha (71%) aysan weli maal gashan warshadaha saliidda iyo gaaska, taasoo muujinaysa in warshadani ay weli tahay mudnaan hoose u leh ganacsiyo badan. Qayb yar, 16%, ayaa maal gashaday 4 ilaa 10 unug, halka 9% ay maal gashadeen 1 ilaa 3 unug. Kaliya 4% ayaa sameeyay maalgashi ballaaran oo ka badan 10 unug. Tani waxay muujinaysaa in maalgashiga saliidda iyo gaaska uu weli xaddidan yahay, iyadoo inta badan ka qaybgalayaashu aysan weli tixgelinayn ama ay ka labalabaynayaan inay galaan warshadan.

No	What other sectors have you invested in? [Manufacturing] Maalgashi nooc ee ah ayaad sameysay warshado kale? [Warshadaynta]	percentage
1	Not invested in this sector	60%
2	1 to 3	14.55%
3	4 to 10	21.82%
4	More than 10	3.64%
	Total	100%

Jadwalka 10: Xogtu waxay muujinaysaa in 60% ka mid ah ka qaybgalayaasha aysan maal gashan wax warshado kale ah marka laga reebo ganacsigooda ugu weyn. Kuwa kala duway maalgashigooda, 14.55% waxay maal gashadeen hal ilaa saddex warshadood oo dheeraad ah, halka 21.82% ay ballaariyeen maalgashigooda afar ilaa toban warshadood. Kaliya 3.64% ayaa maal gashaday in ka badan toban warshadood. Tani waxay muujinaysaa in inkasta oo ay jirto kala-duwanaansho



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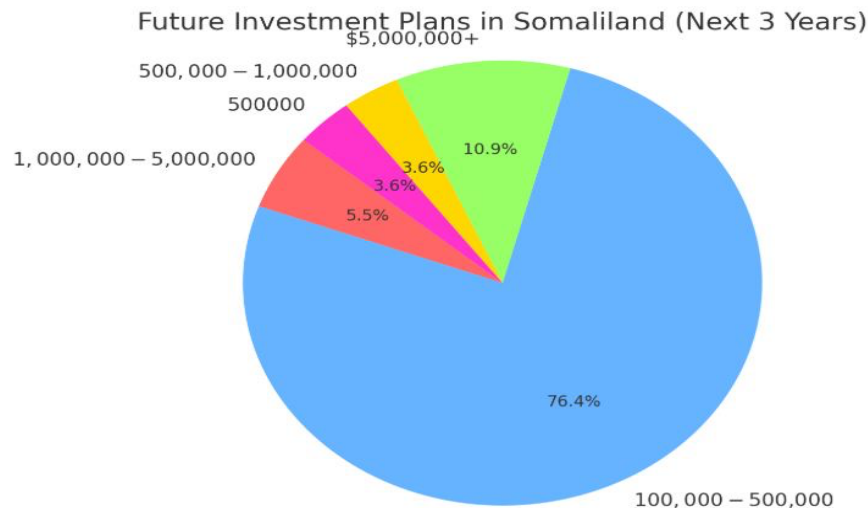


warshadeed, inta badan ganacsiyada ay diiradda saaraan hal warshad, iyadoo tiro yar ay si ballaaran u kala fidiyeen maalgashigooda warshado kala duwan.

No	What other sectors have you invested in? [Healthcare] Maalgashi nooc ee ah ayaad sameysay warshado kale? [Caafimaadka]	percentage
1	Not invested in this sector	62%
2	1 to 3	18%
3	4 to 10	16%
4	More than 10	4%
	Total	100%

Jadwalka 11: Xogtu waxay muujinaysaa in 62% ka mid ah ka qaybgalayaasha aysan maal gashan warshadaha caafimaadka, taasoo muujinaysa in diiradda maalgashiga la saaray warshado kale. Si kastaba ha ahaatee, 18% waxay kala duweeyeen maalgashigooda iyagoo maal gashaday hal ilaa saddex warshadood oo la xiriira caafimaadka, halka 16% ay ballaariyeen maalgashigooda afar ilaa toban warshadood. Qayb yar, 4%, ayaa maal gashaday in ka badan toban warshadood oo caafimaadka la xiriira. Tani waxay muujinaysaa in inkasta oo ay jirto heer kala-duwanaansho ah, haddana maalgashiga caafimaadka uu xaddidan yahay oo inta badan uu ku kooban yahay koox yar oo ganacsiyo ah.

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Jaantuska 7: Shaxda wareegga ah waxay muujinaysaa qorshayaasha maalgashiga mustaqbalka ee Somaliland saddexda sano ee soo socda. Inta badan ka qaybgalayaasha (76.4%) waxay qorsheynayaan inay maal gashadaan inta u dhaxaysa \$100,000 - \$500,000, taasoo muujinaysa xiiso xooggan oo loogu jiro maalgashiyo cabbir dhexdhexaad ah. Qayb yar laakiin muhiim ah (10.9%) waxay damacsan yihiin inay maal gashadaan \$5,000,000 ama ka badan, taasoo muujinaysa kalsooni sare oo lagu qabo fursadaha waaweyn. Dhanka kale, 5.5% maalgashadayaasha waxay qorsheynayaan inay maal gashadaan \$1,000,000 - \$5,000,000, halka 3.6% mid walba ay qorsheynayaan inay maal gashadaan \$500,000 - \$1,000,000 iyo si sax ah \$500,000. Qaybinta tani waxay muujinaysaa in inta badan maalgashadayaashu ay doorbidayaan maalgelin taxaddar leh oo macno leh, halka tiro yar ay ku lug leeyihiin maalgashiyada raasamaal badan leh.



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2.4 Section 4: Employee skills gap

How significant is the skill gap for workers in your investment category/categories in each of the following areas?	Mean	Mode
[Technical Skills]	3	2
[Managerial Skills]	2.3	2
[Soft Skills (communication, responsiveness)]	3	2

Jadwalka 12: Xogtu waxay muujinaysaa farqiga xirfadeed ee la dareemayo ee ka dhex jira shaqaalaha warshadaha kala duwan ee maalgashiga. Celceliska dhibcaha xirfadaha farsamada iyo kuwa la xiriira isgaarsiinta (communication, responsiveness) waa 3, halka dhibcaha ugu badan (mode) ay tahay 2, taasoo muujinaysa in inkasta oo loo arko inay yihiin farqi xirfadeed oo muhiim ah, qaar ka mid ah ka qaybgalayaashu ay u arkaan in saameyntoodu yaraan karto. Xirfadaha maamulku waxay leeyihiin celcelis ahaan dhibco ah 2.3, iyadoo mode-ku yahay 2, taasoo muujinaysa in farqiga la dareemayo ee xirfadaha maamul uu ka yar yahay marka la barbardhigo xirfadaha farsamada iyo kuwa la xiriira isgaarsiinta. Guud ahaan, natijoooyinku waxay muujinayaan in inkasta oo dhamaan saddexda qaybood ay leeyihiin farqi xirfadeed muuqda, haddana xirfadaha farsamada iyo kuwa isgaarsiinta ay yihiin kuwa maalgashadayaashu si gaar ah uga walaacsan yihiin.

1.4 Qaybta 5: Caqabadaha Waaweyn ee La Xiriira Hab-dhaqanka Maalgashiga

No	How significant are challenges for your organization in each of the following areas? [Cost/access to capital] Sidee muhiim u yihiin caqabadaha hay'addiina ku haysta mid kasta oo ka mid ah dhinacyadan soo socda? [Kharashka/helitaanka raasamaalka]	count	percentage
1	Major obstacle	12	21.80%
2	Minor obstacle	7	12.70%
3	Moderate obstacle	25	45.50%
4	No obstacle	4	7.30%
5	Very severe obstacle	7	12.70%
	Total	55	100.00%
No	How significant are challenges for your organization in each of the following areas? [Cost/access to land] Sidee muhiim u yihiin caqabadaha hay'addiina ku haysta mid kasta oo ka mid ah dhinacyadan soo socda? [Kharashka/helitaanka dhul]	count	percentage
1	Major obstacle	12	21.8%
2	Minor obstacle	13	23.6%
3	Moderate obstacle	23	41.8%
4	No obstacle	4	7.3%
5	Very severe obstacle	3	5.5%
	Total	55	100.0%



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No	How significant are challenges for your organization in each of the following areas? [Availability of physical inputs] Sidee muhiim u yihiin caqabadaha hay'addiina ku haysta mid kasta oo ka mid ah dhinacyadan soo socda? [Helitaanka agabka jireed]	count	percentage
1	Major obstacle	12	21.80%
2	Minor obstacle	7	12.70%
3	Moderate obstacle	26	47.30%
4	No obstacle	6	10.90%
5	Very severe obstacle	4	7.30%
	Total	55	100.00%
No	How significant are challenges for your organization in each of the following areas? [Transportation infrastructure] Sidee muhiim u yihiin caqabadaha hay'addiina ku haysta mid kasta oo ka mid ah dhinacyadan soo socda? [Kaabeaasha gaadiidka]	count	percentage
1	Major obstacle	10	18.2%
2	Minor obstacle	6	10.9%
3	Moderate obstacle	24	43.6%
4	No obstacle	11	20.0%
5	Very severe obstacle	4	7.3%
	Total	55	100.0%
No	How significant are challenges for your organization in each of the following areas? [Cost/access to energy] Sidee muhiim u yihiin caqabadaha hay'addiina ku haysta mid kasta oo ka mid ah dhinacyadan soo socda? [Kharashka/helitaanka tamarta]	count	percentage
1	Major obstacle	12	22%
2	Minor obstacle	8	15%
3	Moderate obstacle	23	42%
4	No obstacle	8	15%
5	Very severe obstacle	4	7%
	Total	55	100%
No	How significant are challenges for your organization in each of the following areas? [Cost/access to water] Sidee muhiim u yihiin caqabadaha hay'addiina ku haysta mid kasta oo ka mid ah dhinacyadan soo socda? [Kharashka/helitaanka biyaha]	count	percentage
1	Major obstacle	8	15%
2	Minor obstacle	11	20%
3	Moderate obstacle	18	33%
4	No obstacle	13	24%
5	Very severe obstacle	5	9%
	Total	55	100%



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No	How significant are challenges for your organization in each of the following areas? [Government bureaucracy] Sidee muhiim u yihiin caqabadaha hay'addiina ku haysta mid kasta oo ka mid ah dhinacyadan soo socda? [Wareega-xafiiseedka dowladda]	count	percentage
1	Major obstacle	10	18%
2	Minor obstacle	8	15%
3	Moderate obstacle	24	44%
4	No obstacle	12	22%
5	Very severe obstacle	1	2%
	Total	55	100%

No	How significant are challenges for your organization in each of the following areas? [Lack of government support] Sidee muhiim u yihiin caqabadaha hay'addiina ku haysta mid kasta oo ka mid ah dhinacyadan soo socda? [La'aanta taageerada dowladda]	count	percentage
1	Major obstacle	3	5.5%
2	Minor obstacle	11	20.0%
3	Moderate obstacle	20	36.4%
4	No obstacle	7	12.7%
5	Very severe obstacle	14	25.5%
	Total	55	100%

No	How significant are challenges for your organization in each of the following areas? [Market size] Sidee muhiim u yihiin caqabadaha hay'addiina ku haysta mid kasta oo ka mid ah dhinacyadan soo socda? [Cabbirka suuqa]	count	percentage
1	Major obstacle	6	10.90%
2	Minor obstacle	9	16.40%
3	Moderate obstacle	26	47.30%
4	No obstacle	13	23.60%
5	Very severe obstacle	1	1.80%
	Total	55	100.00%

No	How significant are challenges for your organization in each of the following areas? [Trade regulations] Sidee muhiim u yihiin caqabadaha hay'addiina ku haysta mid kasta oo ka mid ah dhinacyadan soo socda? [Xeerarka ganacsiga]	count	percentage
1	Major obstacle	4	7%
2	Minor obstacle	15	27%
3	Moderate obstacle	18	33%
4	No obstacle	14	26%
5	Very severe obstacle	4	7%
	Total	55	100%



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No	How significant are challenges for your organization in each of the following areas? [Taxes] Sidee muhiim u yihiin caqabadaha hay'addiina ku haysta mid kasta oo ka mid ah dhinacyadan soo socda? [Canshuuraha]	count	percentage
1	Major obstacle	3	5.5%
2	Minor obstacle	14	25.5%
3	Moderate obstacle	17	30.9%
4	No obstacle	13	23.6%
5	Very severe obstacle	8	14.6%
	Total	55	100.0%

Jadwalka 13: Jadwalada kor ku xusan waxay muujiyaan heerka caqabadaha la xiriira dhaqamada maalgashiga; aragtiyada laga helay waxay yihiin sidan soo socota.

Caqabadaha ugu waaweyn ee hay'aduhu la kulmaan waxay la xiriiraan xaddidaadaha maaliyadeed, helitaanka kheyraadka, iyo taageerada dowladda. Kharashka iyo helitaanka raasamaalka, dhulka, tamarta, iyo biyaha waxay ka mid yihiin caqabadaha waaweyn ama dhexdhexaadka ah ee haysta qayb ballaaran oo ka mid ah ka qaybgalayaasha. Gaar ahaan, kharashka/helitaanka raasamaalka wuxuu caqabad dhexdhexaad ilaa weyn ku yahay 67.3% hay'adaha, halka kharashka/helitaanka dhulku uu caqabad dhexdhexaad ilaa weyn ku yahay 63.6%. Sidoo kale, helitaanka agabka jireed, kaabayaasha gaadiidka, iyo kharashka/helitaanka tamarta waxay yihiin caqabado dhexdhexaad ilaa weyn ah oo ay la kulmaan in ka badan 60% ka mid ah ka qaybgalayaasha.

x Caqabadaha la xiriira dowladda, oo ay ku jiraan buuq-xafiiseedka iyo la'aanta taageerada dowladda, ayaa sidoo kale ah kuwa waaweyn. Buuq-xafiiseedku wuxuu caqabad dhexdhexaad ilaa weyn ku yahay 62% ka mid ah ka qaybgalayaasha, halka la'aanta taageerada dowladda loo arkay inay tahay caqabad aad u daran oo ay sheegeen 25.5% ka qaybgalayaasha, taasoo ka dhigaysa mid ka mid ah caqabadaha ugu waaweyn.

Marka laga hadlayo arrimaha la xiriira suuqa, cabbirka suuqa wuxuu caqabad dhexdhexaad ah ku yahay 47.3% ka mid ah ka qaybgalayaasha, halka xeerarka ganacsiga iyo canshuuraha iyaguna loo arkay inay yihiin caqabado, laakiin si yar uga hooseeya. Qayb muhiim ah oo ka mid ah ka qaybgalayaasha (26%) waxay u arkaan xeerarka ganacsiga inaysan caqabad ahayn gabi ahaanba, halka 23.6% ay sheegeen in canshuuraha aysan wax caqabad ah ku ahayn.



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2.6 Section 6: Perception of investors about government facilitation

No	Category	Mean	Mode
1	How would you rate the general helpfulness of the Somaliland government in supporting your needs as an investor? Sidee u qiimayn lahayd guud ahaan waxtarka dowladda Somaliland ee ku aaddan taageerada baahiyahaaga maalgashade ahaan?	3	1
2	How would you rate the level of burden caused by the government's current policies and regulations on your investment practice? Sidee u qiimayn lahayd heerka culeyska ay siyaasadaha iyo xeerarka hadda ee dowladda ku hayaan dhaqamadaada maalgashi?	2.8	3
3	How would you rate the reliability of the legal environment of Somaliland with your investment practice? Sidee u qiimayn lahayd kalsoonida aad ku qabto jawiga sharciga ee Somaliland marka la eego dhaqamadaada maalgashi?	3	3

Jadwalka 14: Caqabadaha ugu waaweyn ee hay'aduhu la kulmaan waxay la xiriiraan xaddidaadaha maaliyadeed, helitaanka kheyraadka, iyo taageerada dowladda. Kharashka iyo helitaanka raasamaalka, dhulka, tamarta, iyo biyaha waxay ka mid yihiin caqabadaha waaweyn ama dhexdhexaadka ah ee haysta qayb ballaaran oo ka mid ah ka qaybgalayaasha. Gaar ahaan, kharashka/helitaanka raasamaalka wuxuu caqabad dhexdhexaad ilaa weyn ku yahay 67.3% hay'adaha, halka kharashka/helitaanka dhulku uu caqabad dhexdhexaad ilaa weyn ku yahay 63.6%. Sidoo kale, helitaanka agabka jireed, kaabeyaasha gaadiidka, iyo kharashka/helitaanka tamarta waxay yihiin caqabado dhexdhexaad ilaa weyn ah oo ay la kulmaan in ka badan 60% ka mid ah ka qaybgalayaasha.

Caqabadaha la xiriira dowladda, oo ay ku jiraan buuq-xafiiseedka iyo la'aanta taageerada dowladda, ayaa sidoo kale ah kuwo si weyn loo dareemayo. Buuq-xafiiseedku wuxuu caqabad dhexdhexaad ilaa weyn ku yahay 62% ka mid ah ka qaybgalayaasha, halka la'aanta taageerada dowladda loo arkay inay tahay caqabad aad u daran oo ay sheegeen 25.5% ka qaybgalayaasha, taasoo ka dhigaysa mid ka mid ah caqabadaha ugu waaweyn.

Marka laga hadlayo arrimaha la xiriira suuqa, cabbirka suuqa wuxuu caqabad dhexdhexaad ah ku yahay 47.3% ka mid ah ka qaybgalayaasha, halka xeerarka ganacsiga iyo canshuuraha iyaguna loo arkay inay yihiin caqabado, laakiin si yar uga hooseeya. Qayb muhiim ah oo ka mid ah ka qaybgalayaasha (26%) waxay u arkaan xeerarka ganacsiga inaysan caqabad ahayn gabi ahaanba, halka 23.6% ay sheegeen in canshuuraha aysan wax caqabad ah ku ahayn.



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Fadlan sharax caqabadaha waaweyn ee hay'addiinu la kulantay inta lagu jiro habka maalgashiga.
Please describe any significant challenges your organization has faced in the investment process

Thematic Categories

1. Lack of Capital and Funding / La'aanta Raasamaal iyo Maalgelin

Examples:

Lack of money / La'aanta lacag

No investment / Maalgashi la'aan

Limited funding/ Maalgelin xaddidan

Lack of infrastructure and capital / La'aanta kaabayaal dhaqaale iyo raasamaal

Lack of Somaliland investment financial investment / La'aanta hay'ad maaliyadeed oo maalgashi u gaar ah Somaliland

2. Policy and Regulatory Challenges / Caqabadaha Siyaasadeed iyo Xeerarka

No rules and regulations that control business / Xeerar iyo sharciyo la'aan xakameeya ganacsiga

Lack of investment policies and regulations / La'aanta siyaasado iyo xeerar maalgashi

Licensing difficulties and high tax fees / Dhibaatooyin dhanka laysanka iyo canshuuraha sare

Immediate competition without market protection / Tartan toos ah oo aan lahayn ilaalinta suuqa

3. Workforce and Skills Gaps / Caqabadaha Shaqaalaha iyo Farqiga Xirfadeed

Lack of workers or skillful engineers / La'aanta shaqaale ama injineero xirfad leh

Lack of technology and skills / La'aanta tiknoolajiyad iyo xirfado casri ah

Lack of training and expertise for handling agricultural chemicals

La'aanta tababar iyo khibrad ku filan oo lagu maareeyo kiimikooyinka beeraha

4. Infrastructure and Logistics Issues / Caqabadaha Kaabayaasha Dhaqaalaha iyo Saadka

Long transportation / Gaadiid waqtiga dheer qaata

Water scarcity and mechanization challenges / Biyo yaraanta iyo caqabadaha casriyeynta mishiinada

Availability of land and materials / Helitaanka dhul iyo agab

Lack of agricultural development bank / La'aanta bangi horumarineed oo loogu talagalay beeraha

5. Market and Economic Barriers / Caqabadaha Suuqa iyo Dhaqaalaha

Inflation / Sicir-barar

Market size limitations / Xaddidaadda cabbirka suuqa

Lack of investment cost, projects, and building sectors / La'aanta kharash maalgashi, mashaariic, iyo horumarinta warshadaha dhismaha

Solar energy adoption challenges / Caqabadaha la xiriira hirgelinta tamarta cadceedda

6. Environmental and Climate-Related Issues / Caqabadaha Deegaanka iyo Isbeddelka Cimilada

Unpredictable climate changes affecting agricultural cycles / Isbeddelka cimilada oo aan la saadaalin karin, taasoo saameynaysa wareegyada beeraha

Lack of preparedness for agricultural pests and diseases / La'aanta diyaar garowga la dagaallanka cayayaanka iyo cudurrada beeraha

Water availability challenges / Caqabadaha la xiriira helitaanka biyaha

7. Operational and Administrative Difficulties / Caqabadaha Hawlgalka iyo Maamulka

Furnishing and renting office space / Qalabaynta iyo kiraynta xafiisyada

Lack of clear instructions and performance indicators / La'aanta tilmaamo cad iyo cabbirrada waxqabadka



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Unreliable systems and processes / Nidaamyo iyo habraacyo aan la isku halleyn karin

8. Security and Law Enforcement Problems / Caqabadaha Amniga iyo Dhaqan-gelinta Sharciga

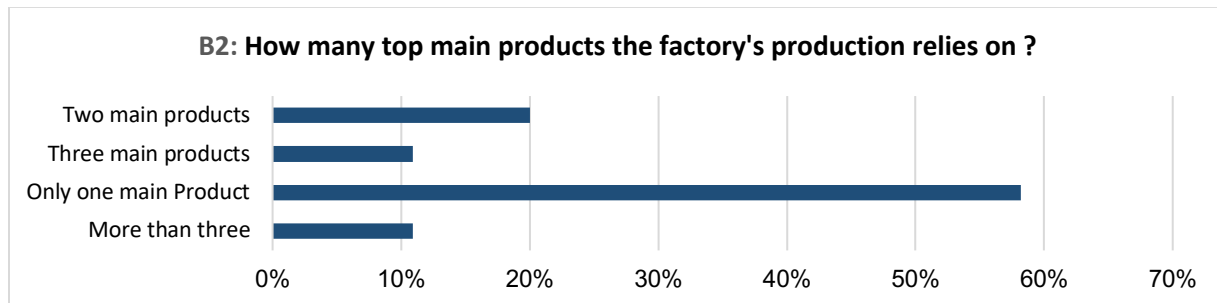
Police requesting illegal money / Booliska oo dalbada lacag sharci-darro ah

Weak enforcement of business regulations / Daciifnimada fulinta xeerarka ganacsiga

Jadwalka 15: Jadwalkani wuxuu muujinayaa caqabadaha dheeraadka ah ee ay la kulmaan maalgashadayaasha. Hay'aduhu waxay wajahaan caqabado waaweyn oo la xiriira maalgashiga, oo ay ka mid yihiin raasamaal iyo maalgelin xaddidan, siyaasado aan caddayn, iyo kharashaad sare oo la xiriira xeerarka. Farqiga xirfadaha shaqaalaha iyo kaabayaal dhaqaale oo aan ku filnayn ayaa sii adkeeya koboca. Xaddidaadaha suuqa, sicir-bararka, iyo khataraha deegaanka sida cimilada aan la saadaalin karin iyo biyo yaraanta ayaa sii kordhiya dhibaatooyinka. Waxqabad liita, hab-maamul aan caddeyn, iyo fulinta sharciyo daciif ah ayaa dhisaya caqabado kale, taasoo ka dhigaysa maalgashiga Somaliland mid aad u adag.

1.7 Section 7: Industries' investment situations

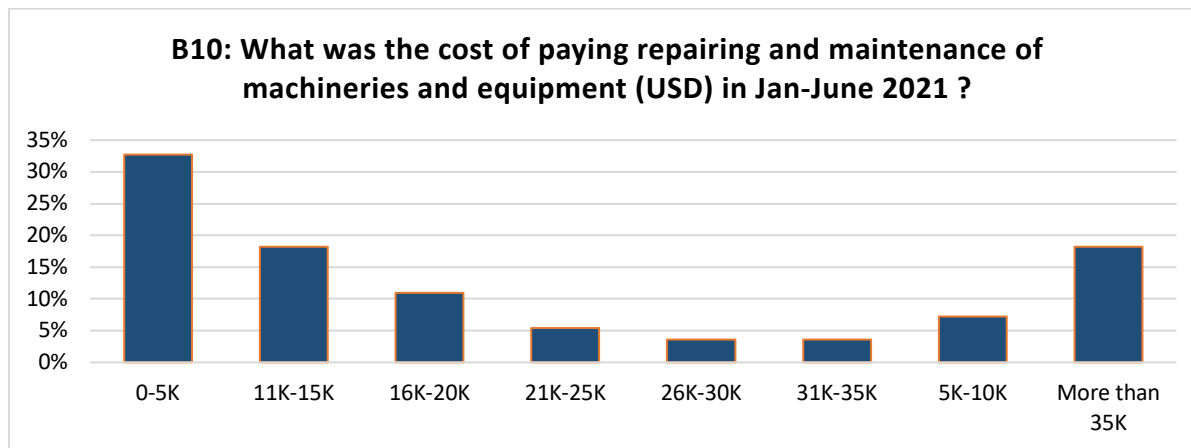
Section 2: Product input and costs



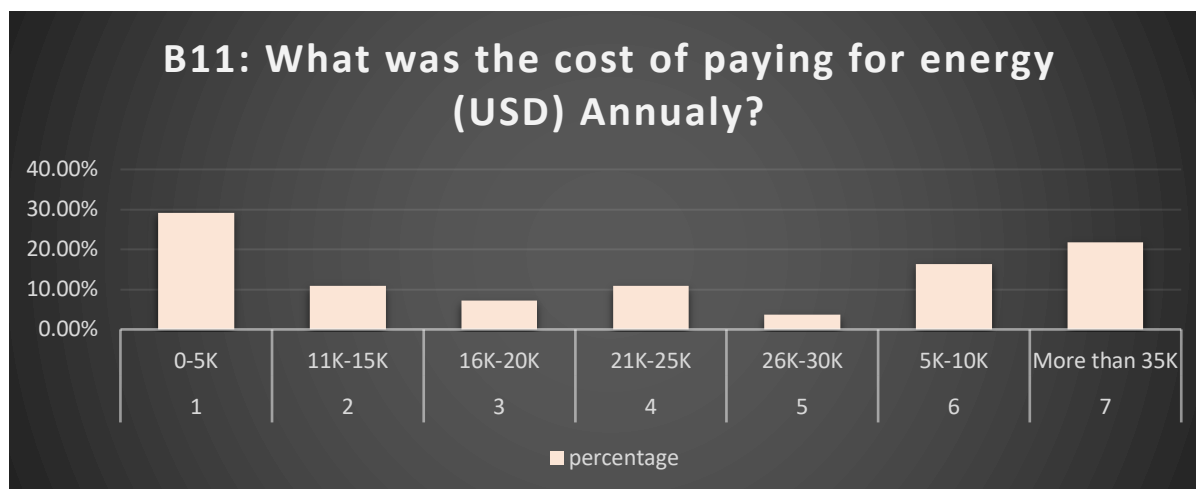
Jaantuska 1: Aragtiyaha muhiimka ah waxay muujinayaan in inta badan warshaduhu ay ku tiirsan yihiin hal badeecad oo kaliya, iyadoo qaybtaan ay ka badan tahay 60%. Warshadaha ku tiirsan laba ama saddex badeecadood ama in ka badan saddex ayaa aad u yar, taasoo muujinaysa isbeddelka dhanka takhasuska wax-soo-saarka.



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Jaantuska 2: Inta badan ka qaybgalayaasha (qiyaastii 40%) waxay soo sheegeen in kharashaadka dayactirka iyo hagaajinta ay ku jiraan inta u dhaxaysa 0-5K USD. Qayb yar oo ka mid ah ka qaybgalayaasha ayaa lahaa kharashyo dayactir oo ka badan 35K USD, taasoo muujinaysa in kharashaadka sare ee dayactirka mashiinnada iyo qalabka ay yihiin kuwo dhif ah.



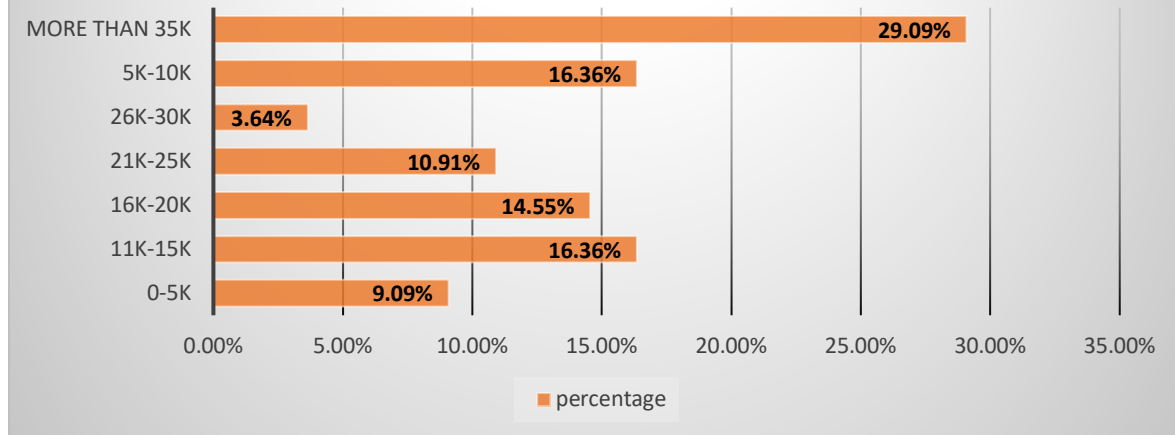
Jaantuska 3: Boqolkiiba sare ee kharashaadka hooseeya: Inta badan ka qaybgalayaashu waxay la kulmeen kharashaadka tamarta oo u dhexeeya 5K-10K USD, halka boqolkiiba yar ay ku kala firdhadeen xaddiyada kale. Guud ahaan, kharashaadka tamarta ayaa ah kuwo hooseeya, taasoo muujinaysa isticmaal tamar oo wax ku ool ah ama helitaanka ilo tamar oo qiimo jaban leh.



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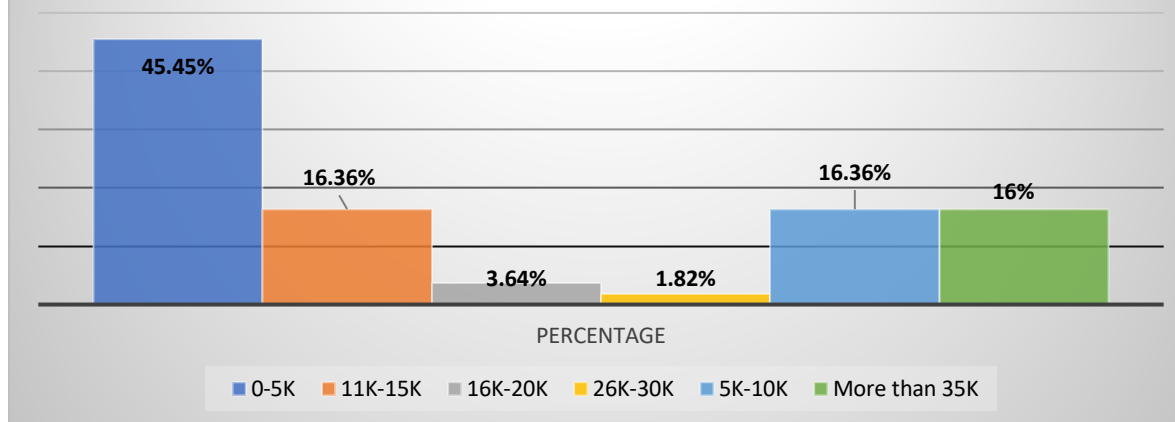


B12: Cost of labor (salary) (USD) Annually?



Jaantuska 4: Heerka Kharashka Ugu Sarreeya: Qayb muhiim ah (29.09%) ayaa soo sheegtay kharashaadka shaqaalaha oo ka badan 35K USD. **Kharashaadka Dhexdhexaadka ah iyo Hoose:** Ka qaybgalayaal kale ayaa ku kala firdhiyay xaddiyada 16K-20K USD iyo 0-5K USD, taasoo muujinaysa kala duwanaansho ballaaran oo ku saabsan kharashaadka shaqaalaha.

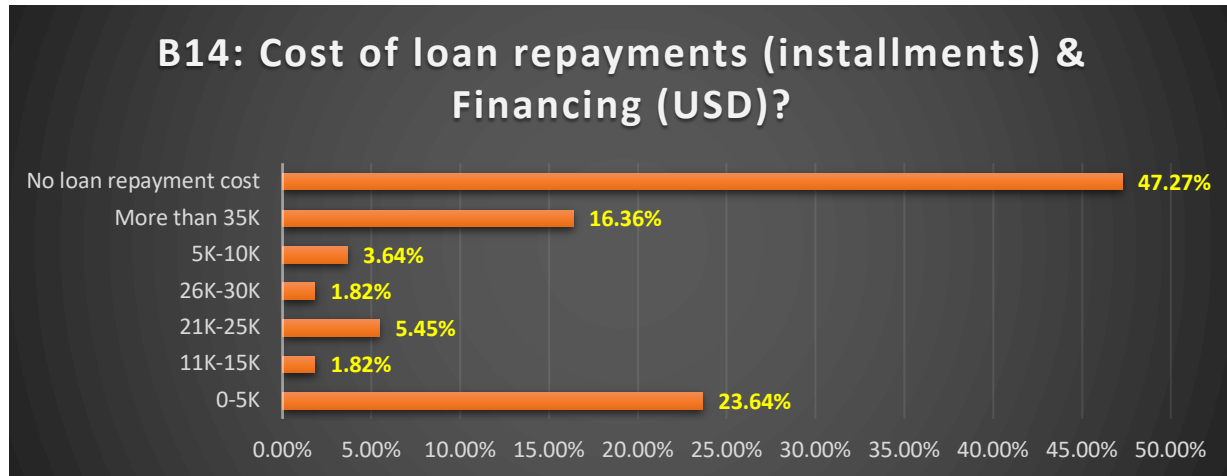
B13: Cost of transporting Annually?



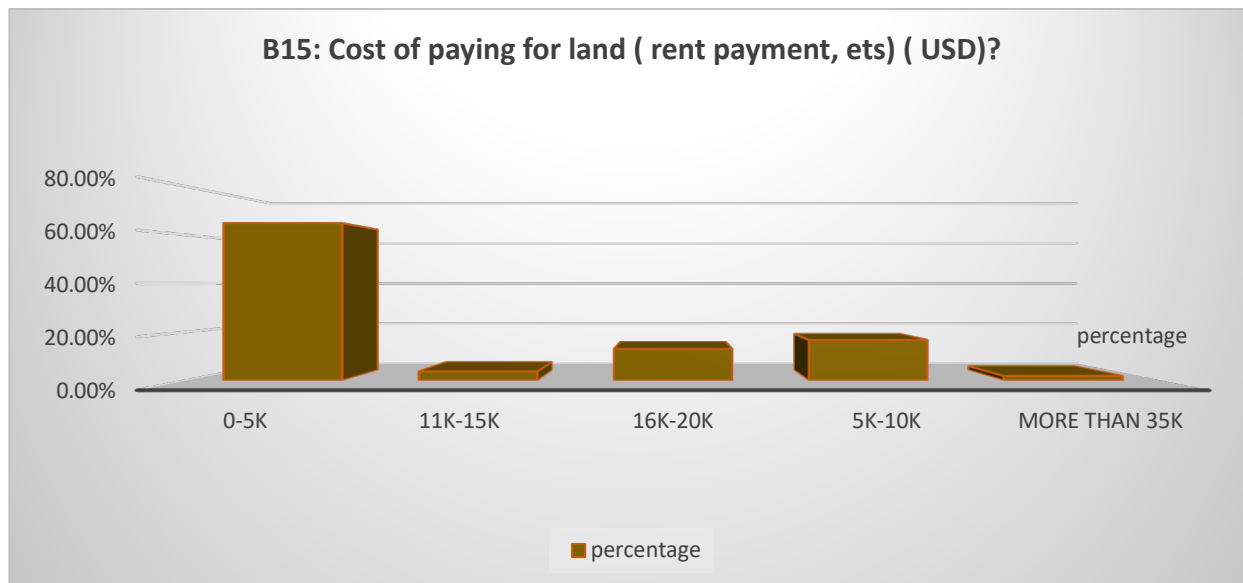
Jaantuska 5: Shaxdani waxay diiradda saartaa kharashaadka iibka, suuq-geynta, iyo gaadiidka. Ku dhawaad kala bar ka qaybgalayaasha (45.45%) ayaa soo sheegay kharashaad u dhexeeya 0-5K USD, taasoo muujinaysa in warshado badan ay si hoose u maareeyaan qarashaadkaas. Si kastaba ha ahaatee, qaar ka mid ah ka qaybgalayaashu waxay soo sheegeen kharashaad u dhexeeya 5-10K USD iyo in ka badan 35K USD, inkastoo ay taasi aad u yar tahay.



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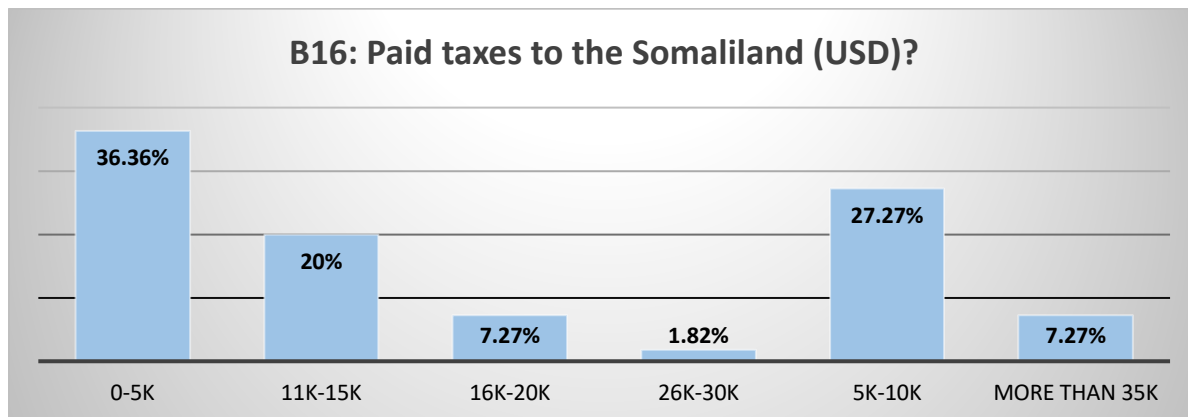
Jaantuska 6: Ku dhawaad kala bar ka qaybgalayaasha (47.27%) ayaa soo sheegay inaysan wax kharash ah ka bixin deymaha inta lagu jiro muddadan. Si kastaba ha ahaatee, boqolkiiba muhiim ah (16.36%) ayaa la kulmay kharashaad sare oo ka badan \$35,000. Qaybaha yaryar ayaa soo sheegay kharashaad hoose oo la xiriira bixinta deymaha, sida \$0-\$5,000 (23.64%) iyo \$21,000-\$25,000 (5.45%). Tani waxay muujinaysaa in inkasta oo warshado badan ay shaqeeyaan iyagoo aan deymaha ku tiirsaneyn, kuwa qaata deymaha ay la kulmaan waajibaad maaliyadeed oo culus.



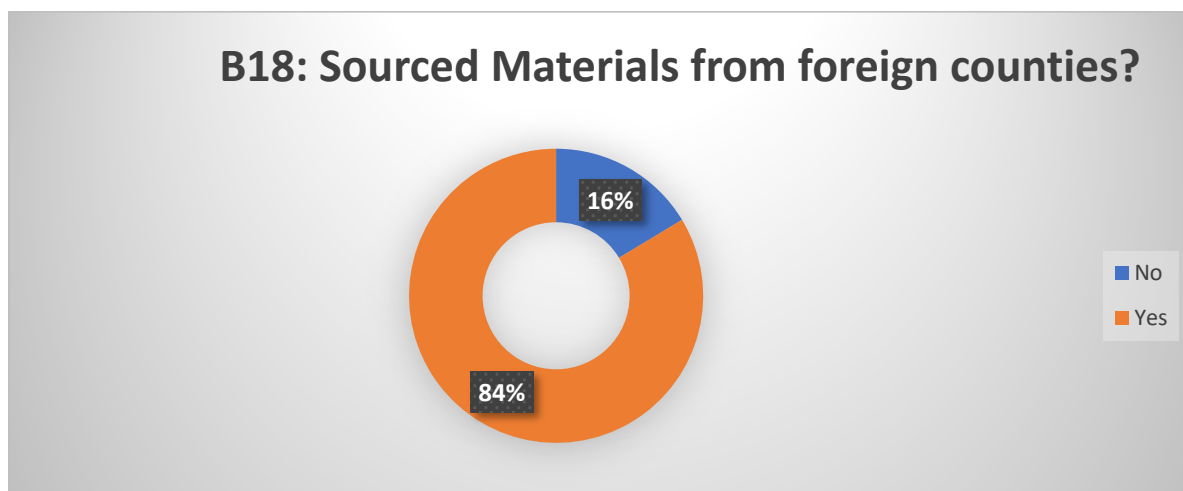
Jaantuska 7: B15 wuxuu diiradda saarayaa kharashaadka la xiriira dhulka, oo ay ku jiraan kirada. Inta badan ka qaybgalayaashu waxay soo sheegeen kharashaad u dhexeeya \$0-\$5,000, taasoo muujinaysa in kharashaadka la xiriira dhulka uu aad u yar yahay. Kaliya boqolkiiba yar ayaa la kulmay kharashaad ka hooseeya qaybo kale sida \$11,000-\$15,000 ama \$16,000-\$20,000, taasoo muujinaysa in ay jirto kala duwanaansho xaddidan oo la xiriirta kharashaadka dhulka ee ka qaybgalayaasha.



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Jaantuska 8: B16 wuxuu muujinayaa qeybin kala duwan oo dhanka canshuuraha ah. Qayb muhiim ah (36.36%) ayaa bixisay canshuur u dhexeysa \$0-\$5,000, halka 27.27% ay soo sheegeen kharashka canshuuraha oo u dhexeeya \$5,000-\$10,000. Boqolkiiba yar ayaa la kulmay canshuur sare, sida \$16,000-\$20,000 (7.27%), iyadoo tiro aad u yar ay bixisay wax ka badan \$26,000. Qeybintani waxay muujinaysaa in inkasta oo canshuuraha ay u muuqdaan kuwo la maareyn karo ganacsiyada intooda badan, haddana qaar ka mid ah warshadaha ay la kulmaan culeys canshuureed oo sare.



Jaantuska 9: B18 wuxuu muujinayaa qaababka helitaanka agabka wax-soo-saarka, isagoo tilmaamaya in 84% ka mid ah ka qaybgalayaasha aysan ku tiirsaneyn agabka shisheeye. Kaliya 16% ayaa soo sheegay inay agab kala soo baxaan dalal shisheeye, taasoo muujinaysa doorbid xooggan oo loo hayo ilaha maxalliga ah ama helitaan xaddidan oo dhanka sahayda caalamiga ah ah. Arrimaha la xiriira kharashka, helitaanka agabka, ama caqabadaha saadka ayaa saameyn ku yeelan kara ku-tiirsanaanta ilaha gudaha.



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No	B19.1: What percentage of the establishment material inputs (raw materials) were of Domestic Origin? Waa intee boqolkiiba agabka wax-soo-saarka (alaabta ceeriin) ee laga helay gudaha dalka?	count	percentage
1	0 - 20%	42	76.36%
2	21 -40%	2	3.64%
3	41-60%	2	3.64%
4	61-80%	2	3.64%
5	81-100%	7	12.73%
Total		55	100%

Jadwalka 2: Inta badan xarumaha (76.36%) waxay si aad u yar ugu tiirsan yihiin alaabta ceeriin ee gudaha, iyadoo kaliya 0-20% agabkooda laga helo gudaha dalka. Qayb yar (12.73%) ayaa si weyn ugu tiirsan agabka maxalliga ah, iyadoo helaya 81-100% gudaha. Xarumaha haray (10.91%) waxay muujiyeen isticmaal dhexdhexaad ah oo agabka gudaha ah (21-80%). Tani waxay muujinaysaa in helitaanka agabka gudaha uu aad u hooseeyo, taasoo laga yaabo inay sabab u yihiin caqabadaha la xiriira helitaanka ama tayada alaabta ceeriin ee maxalliga ah.

No	B19.2 What percentage of the establishment material inputs were of Foreign origin? Waa intee boqolkiiba agabka wax-soo-saarka (alaabta ceeriin) ee laga keenay dibadda?	count	percentage
1	0 - 20%	9	16.36%
2	21 -40%	2	3.64%
3	41-60%	1	1.82%
4	61-80%	3	5.45%
5	81-100%	40	72.73%
Total		55	100%

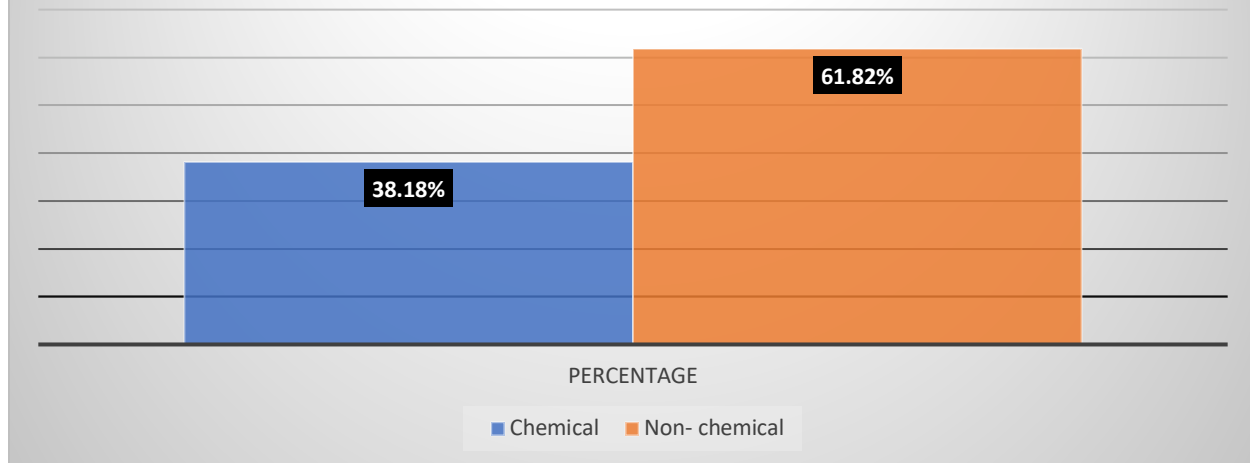
Jadwalka 3: Inta badan xarumaha (72.73%) waxay si weyn ugu tiirsan yihiin alaabta ceeriin ee la soo dhoofiyo, iyadoo 81-100% agabkooda ka helaya dibadda. Kaliya 16.36% ganacsiyada ayaa si aad u yar ugu tiirsan agabka shisheeye (0-20%), halka 10.91% ay muujiyeen ku-tiirsanaan dhexdhexaad ah (21-80%). Tani waxay muujinaysaa ku-tiirsanaanta sare ee agabka dibadda laga keeno, taasoo iftiiminaysa baahida loo qabo in la xoojiyo helitaanka alaabta ceeriin ee gudaha.



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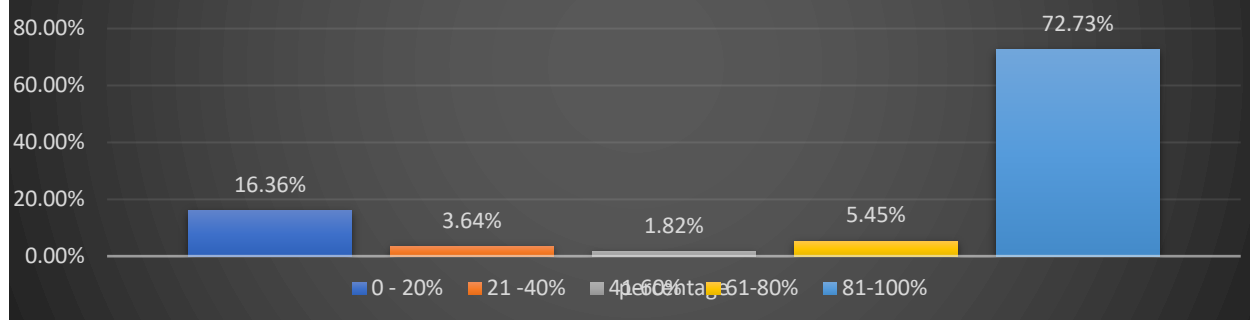


B20: Types of Industrial raw materials



Jaantuska 10: Alaabta ceeriin ee warshadaha intooda badan waa kuwa aan kiimiko ahayn, iyagoo ka kooban 61.82% dhammaan agabka la adeegsado. Alaabta kiimikada ah waxay ka yihiin 38.18% ee soo haray. Tani waxay muujinaysaa in inta badan xarumaha warshaduhu ay ku tiirsan yihiin agab aan kiimiko ahayn, taasoo laga yaabo inay ka tarjumeysa nooca warshadaha ka shaqeeya gobolka iyo baahidooda agab gaar ah.

B20.1: Of those locally sourced inputs which percentage of total inputs came from Maroodijeex?



Jaantuska 11: Inta badan agabka gudaha laga helo (72.73%) waxay ka yimaadaan Maroodi Jeex, taasoo muujinaysa doorka muhiimka ah ee gobolka ku leeyahay sahayda alaabta ceeriin ee gudaha. Boqolkiiba yar (16.36%) ee xarumaha warshadaha waxay ka helaan 0-20% agabkooda gudaha Maroodi Jeex, halka saami aad u yar (10.91%) ay ka helaan 21-80%. Tani waxay muujinaysaa in Maroodi Jeex uu yahay isha ugu weyn ee bixisa alaabta ceeriin ee gudaha.



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No	B20.1: Of those locally sourced inputs which percentage of total inputs came from Sahil ? Waa intee boqolkiiba agabka gudaha laga helay ee ka yimid Saaxil marka loo eego wadarta guud ee agabka la adeegsaday?	percentage
1	None of inputs	85.5%
2	0%-20%	5.5%
3	21%-40%	5.5%
4	61%-80%	3.6%
Total		100.0%
No	B20.1: Of those locally sourced inputs which percentage of total inputs came from Togdheer ? Waa intee boqolkiiba agabka gudaha laga helay ee ka yimid Togdheer marka loo eego wadarta guud ee agabka la adeegsaday?	percentage
1	None of inputs	74.6%
2	0-20%	3.6%
3	21-40%	10.9%
4	41-60%	7.3%
5	61-80%	3.6%
Total		100.0%
No	B20.1: Of those locally sourced inputs which percentage of total inputs came from Sanaag? Waa intee boqolkiiba agabka gudaha laga helay ee ka yimid Sanaag marka loo eego wadarta guud ee agabka la adeegsaday?	percentage
1	None of inputs	81.8%
2	0%-20%	3.6%
3	21%-40%	5.5%
4	41%-60%	3.6%
5	61%-80%	5.5%
Total		100.0%
No	B20.1: Of those locally sourced inputs which percentage of total inputs came from Sool? Waa intee boqolkiiba agabka gudaha laga helay ee ka yimid Sool marka loo eego wadarta guud ee agabka la adeegsaday?	percentage
1	None of inputs	83.64%
2	0%-20%	5.45%
3	61%-80%	5.45%
4	81%-100%	5.45%
Total		100.0%
No	B20.1: Of those locally sourced inputs which percentage of total inputs came from Awdal? Waa intee boqolkiiba agabka gudaha laga helay ee ka yimid Awdal marka loo eego wadarta guud ee agabka la adeegsaday?	percentage
1	0	78.18%
2	0%-20%	9.09%
3	21%-40%	1.82%



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4	41%-60%	5.45%
5	61%-80%	3.64%
6	81%-100%	1.82%
Total		100.0%

Jadwalka 3: Dhamaan shanta gobol (Sahil, Togdheer, Sanaag, Sool, iyo Awdal), inta badan agabka ceeriin lagama helin gudaha, iyadoo boqolkiiba kala duwan u dhexeeya 74.6% (Togdheer) ilaa 85.5% (Sahil). Gobollada dhexdooda, Sahil ayaa lahaa boqolkiiba ugu hooseeya ee agabka gudaha laga keenay, halka Togdheer iyo Maroodi Jeex ay lahaayeen boqolkiiba ugu sarreeya (25.4%), iyadoo qeyb muhiim ah kaga jira xaddiyada 21%-40% iyo 41%-60%. Sanaag iyo Sool waxay muujiyeen qaab isku mid ah, iyadoo 18.2% iyo 16.36% agabka laga keenay gudaha, kuwaas oo si yar ugu kala firirsan qeybo kala duwan. Awdal wuxuu lahaa 21.82% agabka gudaha laga keenay, iyadoo inta badan lagu ururiyey xaddiga 0%-20%.

Guud ahaan, inkasta oo qaar ka mid ah gobollada ay wax ku biiriyeen agabka gudaha laga keenay, xogtu waxay muujinaysaa in dhammaan gobollada ay aad ugu tiirsanaayeen agab dibadda laga keeno.

1. Section two: Industries task force pattern

No	C2.2: Number of workers by Foreign? Waa imisa tirada shaqaalaha ajaanibka ah ee ka shaqeeya?	count	percentage
1	10-30	50	90.91%
2	31-60	5	9.09%
No	C3.2: Number of workers between 15 and 25 old Waa imisa tirada shaqaalaha da'doodu u dhaxayso 15 ilaa 25 sano?	count	percentage
1	10-30	29	52.73%
2	31-60	8	14.55%
3	91-100	1	1.82%
4	Less than 10	17	30.91%
Total		55	100%
No	C3.3: Number of workers between 26 and 30 old Waa imisa tirada shaqaalaha da'doodu u dhaxayso 26 ilaa 30 sano?	count	percentage
1	10 to 30	30	54.55%
2	31-60	9	16.36%
3	61-90	2	3.64%
4	91-100	1	1.82%
5	Less than 10	13	23.64%
Total		55	100.0%



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No	C3.3: Number of workers between 31 and 50 old Waa imisa tirada shaqaalaha da'doodu u dhaxayso 31 ilaa -50 sano?	count	percentage
1	10 to 30	17	30.91%
2	31-60	8	14.55%
3	61-90	4	7.27%
4	Less than 10	26	47.27%
Total		55	100%
No	C3.3: Number of workers over 51 years old. Waa imisa tirada shaqaalaha da'doodu ka badan tahay -51 sano?	count	percentage
1	10 to 30	14	25.5%
2	31-60	4	7.3%
3	Less than 10	37	67.3%
Total		55	100.0%
No	C4.1: Number of Employees by male Waa imisa tirada shaqaalaha -ragga ah?	count	percentage
1	10 to 30	23	41.82%
2	31-60	19	34.55%
3	61-90	5	9.09%
4	91-100	4	7.27%
5	Less than 10	2	3.64%
6	More than 100	2	3.64%
	Total	55	100.0%
No	C4.2: Number of Employees by female Waa imisa tirada shaqaalaha -dumar ah?	count	percentage
1	10 to 30	13	24%
2	31-60	3	6%
3	Less than 10	39	71%
No		55	100%
No	C5.1: Number of workers by full-time ? Waa imisa tirada shaqaalaha wakhti-buuxa (full- time) ku shaqeeya?	count	percentage
1	10 to 30	21	38.20%
2	31-60	14	25.50%
3	61-90	2	3.60%
4	91-100	8	14.50%
5	Less than 10	6	10.90%
6	More than 100	4	7.30%
	Total	55	100.00%



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No	C5.2: Number of workers by part-time / temporary/ casual ? Waa imisa tirada shaqaalaha - wakhti-go'an (part-time), ku-meel-gaadhka (temporary), ama shaqo-maalmeedka (casual)?	count	percentage
1	10 to 30	17	30.90%
2	31-60	10	18.20%
3	61-90	1	1.80%
4	91-100	1	1.80%
5	Less than 10	26	47.30%
	Total	55	100.00%
No	C5.3: Number of workers by volunteer/ Internship? Waa imisa tirada shaqaalaha **tabaruaaya (volunteer) ama ku jira barnaamijka tababarka (internship)?	count	percentage
1	10 to 30	10	18.20%
2	31-60	1	1.80%
3	Less than 10	44	80%
	Total	55	100.00%
No	C7.1: Number of workers by tertiary Education ? Waa imisa tirada shaqaalaha leh - waxbarasho heer jaamacadeed (tertiary education)?	count	percentage
1	10 to 30	18	33%
2	31-60	7	13%
3	61-90	2	4%
4	91-100	2	4%
5	Less than 10	26	47%
	Total	55	100%
No	C7.2: Number of workers by Secondary Education? Waa imisa tirada shaqaalaha leh - waxbarasho heer dugsi sare (Secondary Education)?	count	percentage
1	10 to 30	33	60%
2	31-60	7	12.70%
3	91-100	2	3.60%
4	Less than 10	13	23.60%
	Total	55	100%
No	C7.3: Number of workers by Primary Education? Waa imisa tirada shaqaalaha leh waxbarasho heer dugsi hoose/dhexe (Primary Education)?	count	percentage
1	10 to 30	21	38.20%
2	31-60	2	3.60%
3	Less than 10	32	58.20%
	Total	55	100.00%



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No	C7.4: Number of workers by Technical vocational schools? Waa imisa tirada shaqaalaha ka soo baxay - dugsiyada farsamada iyo xirfadaha (Technical Vocational Schools)?	count	percentage
1	10 to 30	13	23.60%
2	31-60	5	9.10%
3	61-90	3	5.50%
4	Less than 10	34	61.80%
Total		55	100.00%
No	C7.5: Number of workers who have not attended school? Waa imisa tirada shaqaalaha - aan waxbarasho helin (kuwa aan dugsi gelin)?	count	percentage
1	10 to 30	7	12.70%
2	31-60	4	7.30%
3	Less than 10	44	80%
Total		55	100.00%
No	D1.1: Access to Finance and Investment Helitaanka Maalgelinta iyo Maalgashiga	count	percentage
1	Major Obstacle	14	25.50%
2	Minor Obstacle	14	25.50%
3	Moderate Obstacle	8	14.50%
4	No Obstacle	17	30.90%
5	Very Severe Obstacle	2	3.60%
Total		55	100.00%

Jadwalka 4: Qaab-dhismeedka shaqaalaha wuxuu muujinayaa ku-tiirsanaanta xooggan ee shaqaalaha da'da yar leh iyo kuwa leh waxbarasho dhexdhexaad ah, iyadoo ay jiraan farqiyo muuqda oo dhanka jinsiga iyo da'da ah. Inta badan goobaha shaqadu waxay si weyn u shaqaalaysiiyaan shaqaale u dhexeeya da'da **15–30 sano**, taasoo muujinaysa doorbidista shaqaalaha da'da yar, laga yaabo inay sabab u tahay la-qabsigooda fudud, firfircoonidooda, ama helitaankooda shaqooyinka heerka bilowga ah. Si kastaba ha ahaatee, ka-qaybgalka shaqaalaha **da'doodu ka weyn tahay 31 sano** aad ayuu u yaraadaa, gaar ahaan kuwa **ka weyn 51 sano**, taasoo laga yaabo inay sabab u tahay isbeddelka hawlgabka ama doorbidida goobaha shaqadu u hayaan shaqaalaha da'da yar.

Waxaa jira is-dheelli-tirnaan weyn oo dhanka jinsiga ah, iyadoo **raggu ay si weyn uga badan yihiin shaqaalaha**, halka tirada dumarka ee shaqeysa ay aad u yar tahay. Tani waxay muujinaysaa caqabadaha suurtagalka ah ee la xiriira dhaqanka ama qaab-dhismeedka shaqada ee xaddidaya ka-qaybgalka dumarka ee suuqa shaqada. **Shaqaalaha dumarka ah waxay u badan yihiin xafiisyada maamulka**, taasoo muujinaysa in warshadaha ay ku badan yihiin shaqooyin farsamo iyo mashiinnada culus, kuwaasoo laga yaabo in dumarku aanay si fudud u maareyn karin marka la barbardhigo ragga.



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Heerka waxbarasho wuxuu muujinayaa ku-tiirsanaanta shaqaalaha leh **dugsiga sare (secondary education)**, maadaama ay tahay shahaadada ugu badan ee shaqaalaha haystaan. Tirada shaqaalaha haysta **waxbarasho heer jaamacadeed (tertiary education)** waa mid aad u yar, taasoo muujinaysa caqabado la xiriira soo jiidashada shaqaalaha aqoonta sare leh ama diiradda shaqooyinka oo aan ku salaysnayn xirfado gaar ah. **Waxbarashada farsamada iyo xirfadaha (vocational and technical education) si weyn looma isticmaalin**, taasoo muujinaysa in ay jirto disconnect u dhaxaysa barnaamijyada tababarka iyo baahiyaha suuqa shaqada. **Shaqaalaha aan waxbarasho rasmi ah helin aad ayay u yar yihiin**, taasoo muujinaysa in waxbarashada aasaasiga ah ay hadda noqotay shuruud lagama maarmaan u ah shaqooyinka intooda badan.

Shaqooyinka **waqti-buuxa (full-time)** ayaa ah kuwa ugu badan, taasoo muujinaysa xasillooni iyo doorbidista shaqooyinka muddada dheer. Shaqooyinka **waqti-go'an (part-time)**, **ku-meel-gaadhka (temporary)**, iyo **tabaruca (volunteer)** ayaa si aad u yar loo matalay, taasoo muujinaysa fursado lumay oo la xiriira adeegsiga xeelado shaqaale oo dabacsan iyo horumarinta xirfadlayaal mustaqbalka shaqada geli kara.

Guud ahaan, xogtu waxay muujinaysaa fursado lagu horumarin karo **ka-qaybgalka jinsiga**, kor u qaadista **waxbarashada farsamada iyo xirfadaha**, iyo adeegsiga **hababka shaqo ee kala duwan**, si loo abuuro shaqaale isku dheellitiran oo wax ku ool ah.

2. Section 3: Industry operations obstacles

No	D1.1: Access to Finance and Investment / Helitaanka Maalgelinta iyo Maalgashiga	count	percentage
1	Major Obstacle	14	25.50%
2	Minor Obstacle	14	25.50%
3	Moderate Obstacle	8	14.50%
4	No Obstacle	17	30.90%
5	Very Severe Obstacle	2	3.60%
	Total	55	100.00%
No	D1.2: Access to Land / Helitaanka Dhul	count	percentage
1	Major Obstacle	15	27.30%
2	Minor Obstacle	13	23.60%
3	Moderate Obstacle	6	10.90%
4	No Obstacle	10	18.20%
5	Very Severe Obstacle	11	20%
	Total	55	100.00%
No	D1.3: Availability of inputs (including capital inputs - machinery, tools) Helitaanka Agabka (oo ay ku jiraan raasamaalka – mashiinnada, qalabka)	count	percentage
1	Major Obstacle	11	20%
2	Minor Obstacle	8	14.50%
3	Moderate Obstacle	11	20%



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4	No Obstacle	11	20%
5	Very Severe Obstacle	14	25.50%
	Total	55	100%
No	D1.4: Transport infrastructure (Cost of transportation and state of the infrastructure) Kaabayaasha Gaadiidka (Kharashka Gaadiidka iyo Xaaladda Kaabayaasha)	count	percentage
1	Major Obstacle	14	25.50%
2	Minor Obstacle	20	36.40%
3	Moderate Obstacle	7	12.70%
4	No Obstacle	13	23.60%
5	Very Severe Obstacle	1	1.80%
	Total	55	100.00%
No	D1.5 :Cost and access to energy Kharashka iyo Helitaanka Tamarta	count	percentage
1	Major Obstacle	19	35%
2	Minor Obstacle	15	27%
3	Moderate Obstacle	7	13%
4	No Obstacle	6	11%
5	Very Severe Obstacle	8	15%
	Total	55	100%
No	D1.6 : Cost and access to water Kharashka iyo Helitaanka Biyaha	count	percentage
1	Major Obstacle	7	13%
2	Minor Obstacle	19	35%
3	Moderate Obstacle	11	20%
4	No Obstacle	17	31%
5	Very Severe Obstacle	1	2%
	Total	55	100%
No	D1.8:Frequently change in the workforce / high labor turnover Isbeddel Joogto ah oo Shaqaalaha ah / Beddelka Sare ee Shaqaalaha	count	percentage
1	Major Obstacle	18	33%
2	Minor Obstacle	12	22%
3	Moderate Obstacle	10	18%
4	No Obstacle	9	16%
5	Very Severe Obstacle	6	11%
	Total	55	100%



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No	D1.9: The market is dominated by another company and your company struggles to adapt Suuqa waxaa xukuma shirkad kale, taasoo adkeynaysa in shirkaddaadu la qabsato	count	percentage
1	Major Obstacle	18	32.70%
2	Minor Obstacle	14	25.50%
3	Moderate Obstacle	6	10.90%
4	No Obstacle	13	23.60%
5	Very Severe Obstacle	4	7.30%
		55	100.00%
No	D2.0: Competition is too stiff Tartanka suuqu aad ayuu u adag yahay	count	percentage
1	Major Obstacle	20	36%
2	Minor Obstacle	9	16%
3	Moderate Obstacle	10	18%
4	No Obstacle	11	20%
5	Very Severe Obstacle	5	9%
	Total	55	100%
No	D2.1: Lack of Government support La'aanta Taageerada Dowladda	count	percentage
1	Major Obstacle	14	25.5%
2	Minor Obstacle	17	30.9%
3	Moderate Obstacle	11	20.0%
4	No Obstacle	13	23.6%
	Total	55	100.0%
No	D2.2: Customs and trade regulation & import/ export taxes / Canshuuraha Kastamka iyo Xeerarka Ganacsiga & Canshuuraha Dhoofinta/Soo Dejinta	count	percentage
1	Major Obstacle	7	13%
2	Minor Obstacle	19	35%
3	Moderate Obstacle	14	26%
4	No Obstacle	13	24%
5	Very Severe Obstacle	2	4%
	Total	55	100%
No	D2.3: Government Taxes on income Canshuuraha Dowladda ee Dakhliga	count	percentage
1	Major Obstacle	11	20%
2	Minor Obstacle	9	16.40%
3	Moderate Obstacle	9	16.40%
4	No Obstacle	23	41.80%
5	Very Severe Obstacle	3	5.50%



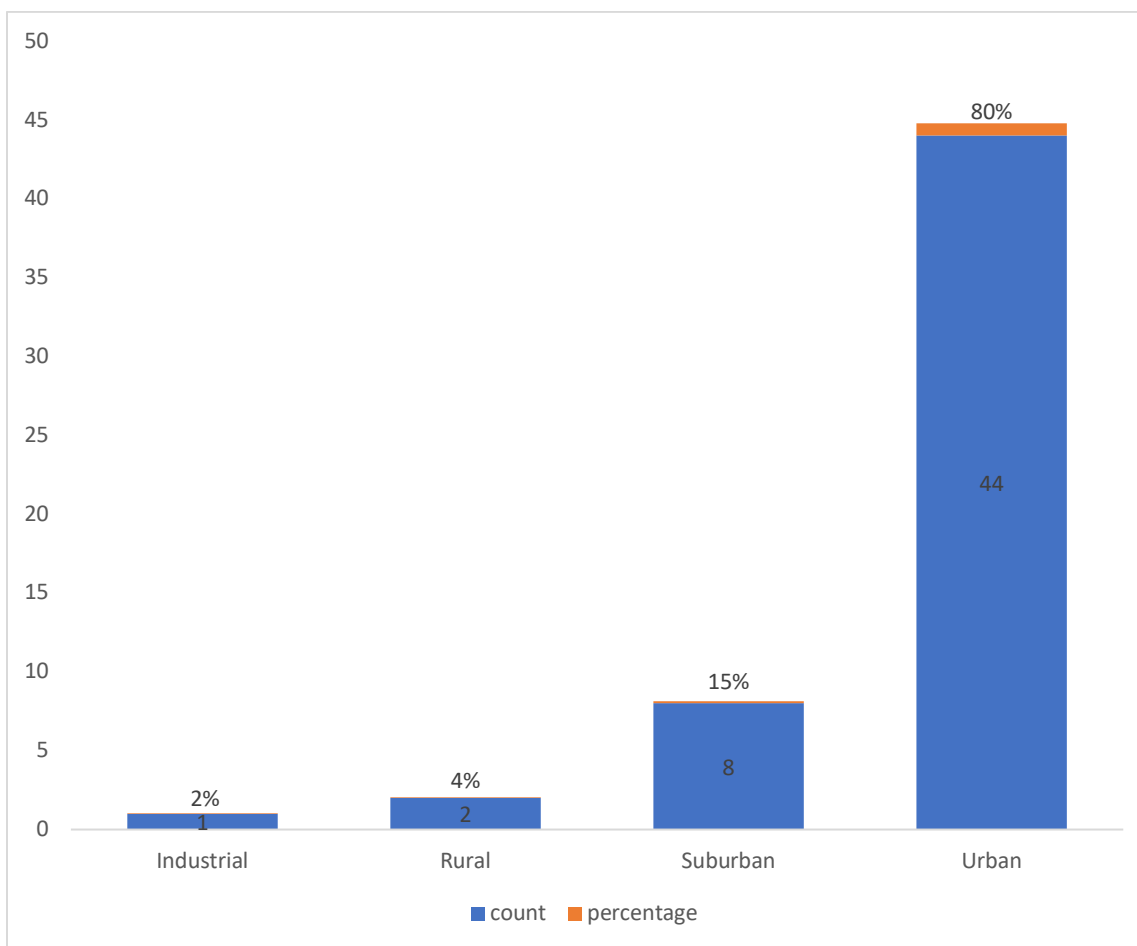
NATIONAL INVESTMENT SURVEY ANALYSIS & INTERPRETATION SUMMARY 2025



Total	55	100%
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Jadwalka 7: Aragtiyada la xiriira caqabadaha hawlgalka warshadaha waxay muujinayaan in **tamarta, dhulka, gaadiidka, isbeddelka sare ee shaqaalaha, iyo tartanka suuqa** ay yihiin caqabadaha ugu badan. **Biyaha, canshuuraha dowladda, iyo xeerarka kastamka/ganacsiga** ayaa loo arkay caqabado ka yar kuwa sare, balse wali waxaa lagu tilmaamay inay yihiin caqabado dhexdhexaad ah oo saameynaya ganacsiyada.

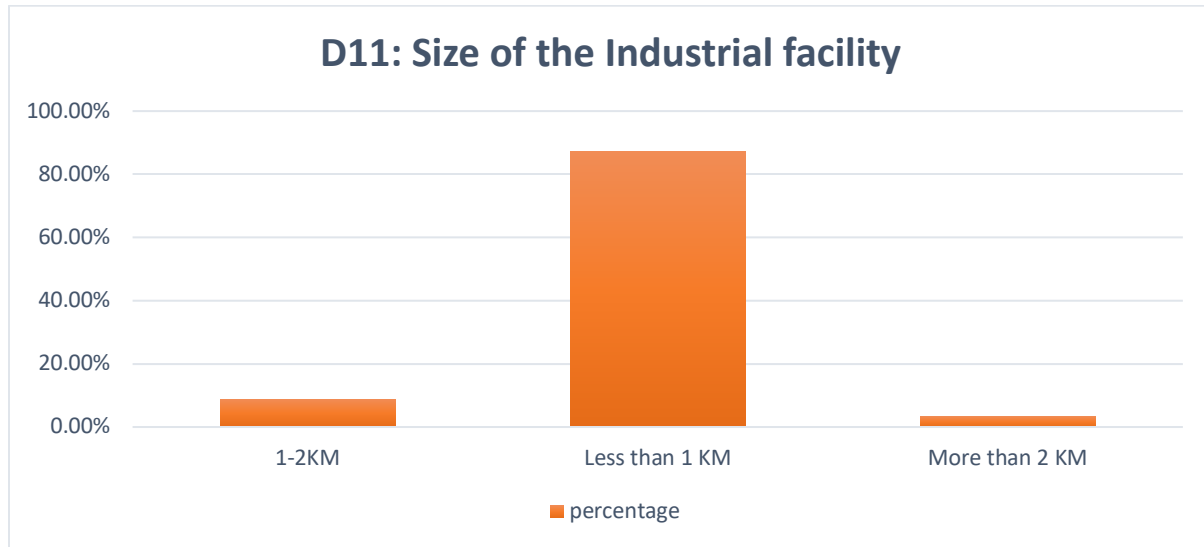
3. Section 4: Environmental and Safety Practices in Industry



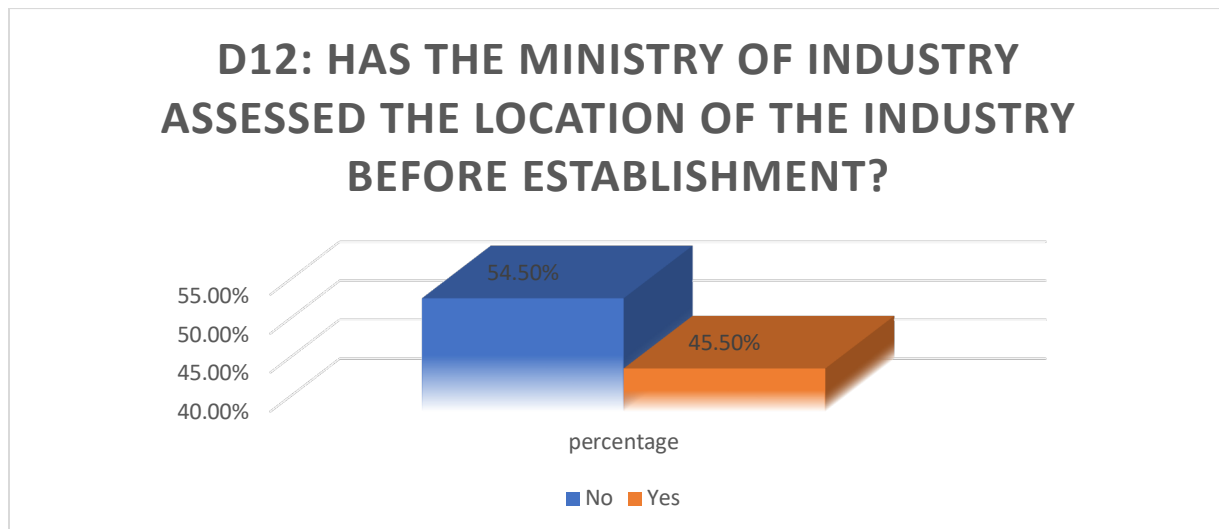
Jaantuska 20: Warshadaha intooda badan waxay ku yaalliin magaalooyinka, iyadoo ka kooban tirada iyo boqolleyda ugu sarreysa. Aagagga magaalo-duleedka (suburban) waxay leeyihiin joogitaan yar, halka dhulka miyiga iyo warshaduhu ay si aad u yar loo isticmaalo goobaha warshadaha.



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Jaantuska 21: Warshadaha intooda badan waxay leeyihiin dhul ka yar **1 km**, taasoo matalaysa inta badan warshadaha. Boqolkiiba yar ayaa leh dhul u dhexeeya **1-2 km** ama ka badan **2 km**, taasoo muujinaysa in awoodda warshadaha ay tahay mid aan aad u weynayn.



Jaantuska 22: 54.5% ee warshadaha ayaa soo sheegay in **Wasaaraddu aysan qiimeyn goobta kahor inta aan la aasaasin**. Halka 45.5% ay tilmaameen in **Wasaaraddu ay sameysay qiimeyn kahor inta aan la dhisin warshadda**.

Jaantuska 24: Sida ay xogtu muujinayso, in kasta oo ku dhawaad kala bar ka qaybgalayaasha ay isticmaalaan buug-gacmeedyada (manuals) ee maaraynta kiimikooyinka, haddana qaybta ugu weyn ma isticmaasho. Tani waxay muujinaysaa suurtagalnimada **farqiga tababarka, habraacyada badbaadada, ama u hoggaansanaanta xeerarka warshadaha**.

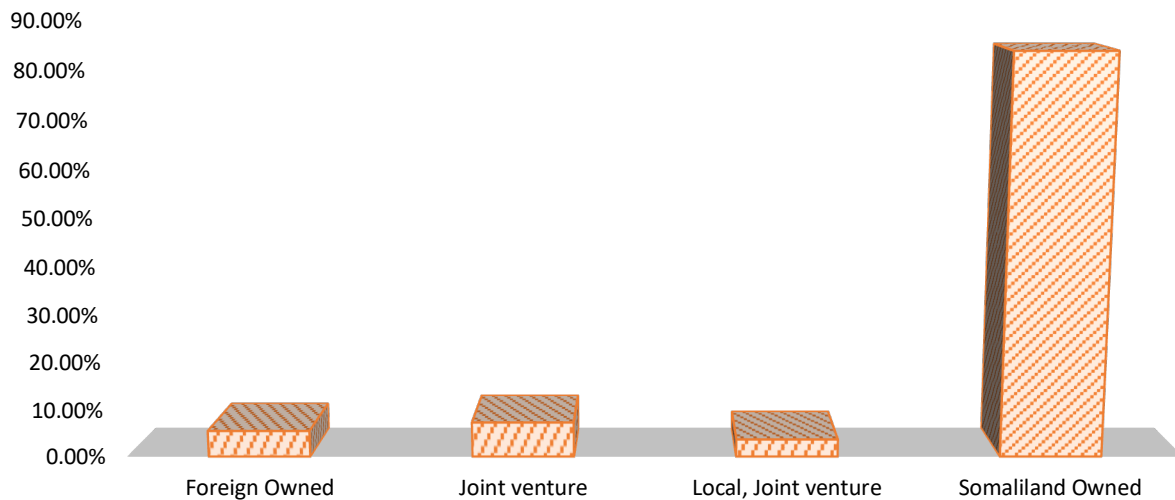


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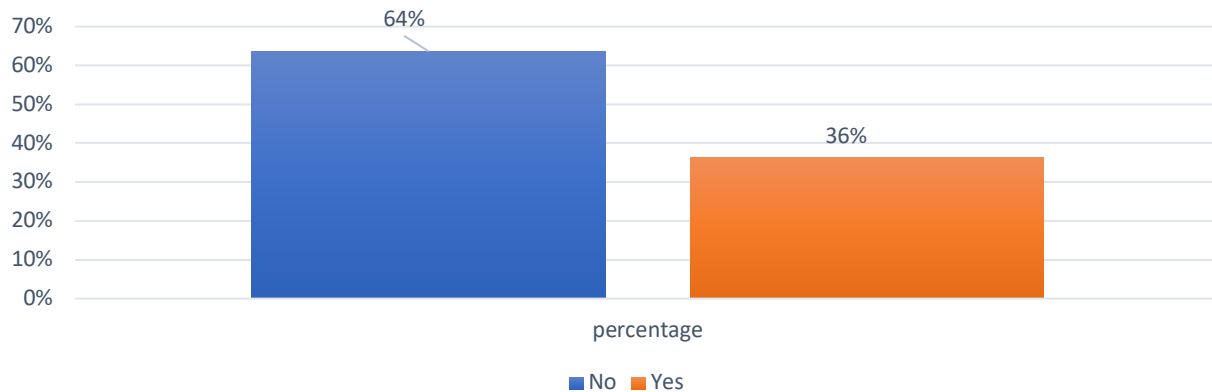
4. Section 4: Investment status

E1.1 WHAT IS THE INVESTMENT ORIGIN?



Jaantuska 26: Inta badan maalgashiyada waxaa iska leh **Somaliland**, halka maalgashiyada shisheeye, iskaashiyada ganacsi ee ajnabiga la leeyahay, iyo iskaashiyada ganacsi ee gudaha ay ka kooban yihiin boqolley yar oo aad u hooseeya.

E1.2 Does your Company have Investment Certificate?



Jaantuska 27: 64% (35 shirkadood) ma haystaan **shahaadada maalgashiga**. Tani waxay muujinaysaa in helitaanka shahaadada maalgashigu uusan ahayn mid caadi ah, laga yaabo inay sabab u tahay **caqabadaha xeerarka, wacyigelin la'aanta, ama dareenka inaysan daruuri ahayn**.



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No	What year did your company obtain it's first license? Shirkaddaadu sanadkee ayey heshay **laysankeeda ugu horreeya**?	count	percentage
1	2004	2	3.6%
2	2011	2	3.6%
3	2012	2	3.6%
4	2014	1	1.8%
5	2016	1	1.8%
6	2017	2	3.6%
7	2018	2	3.6%
8	2019	1	1.8%
9	2020	5	9.1%
10	2021	6	10.9%
11	2022	3	5.5%
12	2023	6	10.9%
13	2024	13	23.6%
15	N/A	1	1.8%
16	No	2	3.6%
17	No license at all	2	3.6%
18	Still waiting	2	3.6%
	Total	55	100.0%

Jadwalka 10: Warshadaha cusub ayaa ugu badan, iyadoo 45.4% ee ganacsiyadu ay heleen laysankooda afartii sano ee la soo dhaafay, halka 23.6% ay heleen 2024, taasoo muujinaysa koboc degdeg ah oo warshadaha ah. Shirkado yar oo muddo dheer jiray ayaa ka dhex muuqda, maadaama kaliya 3.6% ay haystaan laysan ka badan 20 sano, taasoo muujinaysa in shirkado yar ay muddo dheer joogaan halka kuwa cusub ay aad u bataan. Ganacsiyo aan laysansaneyn ayaa weli jira, iyadoo 12.7% aysan haysan laysan ama wali sugayaan, taasoo muujinaysa caqabado la xiriira habraacyada sharciyeynta iyo dib u dhacyada nidaamka diiwaangelinta.



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xGunaanadka Ugu Dambeeya & Talooyinka Siyaasadeed ee Waaxda Maalgashiga Somaliland

Gunaanadka Natijoooyinka

Falanqaynta isbeddelada maalgashiga ee Somaliland waxay bixisay aragtiyo dhameystiran oo ku saabsan jawiga ganacsiga, caqabadaha jira, iyo fursadaha soo ifbaxaya. Natijoooyinku waxay muujinayaan in Hargeysa ay weli tahay xarunta dhaqaalaha ee ugu weyn, halka ganacsiyada ka kala tirsan warshado kala duwan ay muujiyaan isku dhafka warshadaha dhaqameed iyo kuwa casriga ah. Si kastaba ha ahaatee, inta badan ganacsiyadu waxay ku shaqeeyaan heer yar oo leh maalgashi xaddidan, taasoo muujinaysa baahida loo qabo habab taageero maaliyadeed iyo isbeddelo siyaasadeed si kor loogu qaado koboca ganacsiyada iyo tartanka warshadaha.

Awoodda sare ee lahaanshaha maxalliga ah waxay muujinaysaa ganacsiga gudaha oo xooggan, hase yeeshee, maalgashiga shisheeye wali waa mid aad u xaddidan, taasoo laga yaabo inay xaddiddo koboca iyo kala-duwanaanshaha warshadaha muhiimka ah. Waafaqsanaanta xeerarka ayaa weli caqabad ah, maadaama ganacsiyo badan aysan haysan shahaadooyinka maalgashiga, taasoo muujinaysa caqabado la xiriira nidaamka diiwaangelinta rasmiga ah iyo habka ruqsadeynta ganacsiga. Caqabado xafiiseed oo la xiriira helitaanka laysanka ganacsiga ayaa sidoo kale ay dad badani u arkeen kuwo dhexdhexaad ilaa aad u adag, taasoo muujinaysa baahida degdegga ah ee loo qabo dib-u-habeyn dhanka maamulka iyo xeerarka si loo fududeeyo koboca ganacsiga loona soo jiito maalgashiyo cusub.

Waxqabadka Warshadaha iyo Aragtiyaha Maalgashiga Mustaqbalk

Kala-duwanaanshaha warshadaha ee Somaliland weli waa xaddidan, maadaama inta badan ganacsiyadu ay diiradda saaraan hal warshad halkii ay u fidi lahaayeen maalgashi dhawr warshadood ah. Si kastaba ha ahaatee, waxaa jira ballaarin dhexdhexaad ah oo ka jirta beeraha, xoolaha, guryaha, ICT, tamarta, iyo dalxiiska, iyadoo xiiso weyn laga muujinayo maalgashiga mustaqbalka ee saliidda & gaaska, macdanta, ICT, iyo xoolaha. Inkasta oo ay jiraan fursado koboc, haddana ganacsiyo badan weli ma gelin maalgashi warshadaha saliidda & gaaska, taasoo muujinaysa caqabado suurtagal ah sida hubanti la'aanta sharciyada, khataraha maalgashiga, ama xaddidaadaha kaabeaasha.

Natiijo kale oo muhiim ah ayaa muujinaysa ku-tiirsanaanta sare ee alaabta ceeriin ee dibadda laga keeno, taasoo muujinaysa suurtagalnimada daldaloolooyinka silsiladda sahayda iyo ka faa'iidayso la'aanta kheyraadka gudaha. Caqabadaha ugu waaweyn ee maalgashiga waxaa ka mid ah xaddidaadaha maaliyadeed, dhibaatooyinka helitaanka dhulka, kharashaadka sare ee tamarta, waxtarka hoose ee nidaamyada sharciyeynta, iyo taageerada dowladda oo xaddidan. Intaa waxaa dheer, farqiga xirfadaha ee dhanka farsamada iyo maamulku wuxuu sii adkeynayaa caqabadaha ay ganacsiyadu la kulmaan marka ay ballaarinayaan hawlgalkooda iyo wax-soo-saarkooda.



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La'aanta siyaasado nidaamsan oo dhanka maaraynta deegaanka ah ayaa sidoo kale soo bandhigaysa khatar muddo dheer ah. Warshado badan waxay adeegsadaan habab kala duwan oo daabulidda qashinka ah, iyadoo badanaa ay ka maqan yihiin kormeer sax ah iyo tallaabooyin waara oo ilaalinaya deegaanka, taasoo horseedi karta dhibaatooyin deegaanka ah haddii aan si sax ah wax looga qaban.

Fursadaha Ballaarinta Maalgashiga

Inkasta oo ay jiraan caqabado la aqoonsaday, Somaliland waxay haysataa fursado ballaaran oo lagu horumarin karo ganacsiga, gaar ahaan warshadaha tamarta, guryaha, ICT, iyo warshadeynta. Natiijooyinka waxay muujinayaan in maalgashadayaashu ay sii kordhinayaan xiisaha ay u hayaan kala-duwanaanta maalgashiga ee warshadaha koboca sare leh. Si kastaba ha ahaatee, waxaa lagama maarmaan ah in la xoojiyo taageerada sharciyeynta, la hagaajiyo kaabeyaasha dhaqaalaha, iyo in la kordhiyo helitaanka maalgelinta si fursadahani ay u noqdaan kuwo dhab ah oo loo beddelo koboc dhaqaale oo muuqda.

Warbixinta ugu dambeysa ee warshadaha maalgashiga, oo ay ku jiri doonaan talooyin dhameystiran oo lagu horumarinayo waaxda maalgashiga, waxaa dhammeystiri doona **Wasaaradda Maalgashiga iyo Horumarinta Warshadaha (MoIID)** iyo waaxdeeda **Cilmi-baarista & Horumarinta**. Warbixintani waxay u adeegi doontaa sidii khariidad siyaasadeed oo lagu hirgelinayo xeerarka, qorsheynta istiraatiijiga ah ee maalgashiga, iyo horumarinta nidaamka sharciyeynta si loo xoojiyo jawiga maalgashiga ee Somaliland.

Talooyinka Ugu Dambeeya ee Horumarinta Waaxda Maalgashiga

Iyada oo lagu saleynayo falanqaynta dhamaystiran ee warshadaha, jawaab celinta maalgashadayaasha, iyo isbeddelada suuqa, talooyinka soo socda ayaa la soo jeedinayaa si loo horumariyo jawiga maalgashiga ee Somaliland:

1. Hagaajinta Diiwaangelinta Ganacsiga iyo Nidaamka Ruqsadaha

- Yareynta caqabadaha xafiiseed si loo dhiirrigeliyo diiwaangelinta rasmiga ah ee maalgashiga loogana hortago dib u dhacyada.
- Dijitaalaynta nidaamka diiwaangelinta ganacsiga si sare loogu qaado hufnaanta, daahfurnaanta, iyo fududeynta maalgashadayaasha.
- Kordhinta wacyigelinta ku saabsan faa'iidooyinka diiwaangelinta rasmiga ah iyo helitaanka shahaadada maalgashiga.

2. Dhiirrigelinta Kala-duwanaanta Warshadaha iyo Maalgashiga Mustaqbalka

- Bixinta dhiirrigelin gaar ah si ganacsiyada loogu dhiirrigeliyo inay ballaariyaan maalgashigooda warshadaha soo koraya sida saliidda & gaaska, macdanta, ICT, iyo xoolaha.
- Horumarinta siyaasado maalgashi oo dhiirrigelinaya maalgashadayaasha shisheeye isla markaana taageeraya ganacsiyada maxalliga ah ee leh fursado sare.



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- Abuurista iskaashi dowlad iyo gaar loo leeyahay (PPPs) si loo maalgeliyo warshadaha aan wali horumarin iyo mashaariicda kaabeyaasha dhaqaalaha.

3. Hagaajinta Helitaanka Maalgelinta iyo Raasamaalka Maalgashiga

- Abuurista barnaamijyo maalgelin gaar ah oo loogu talagalay SMEs si loo fududeeyo helitaanka raasamaal ganacsiyada yaryar iyo kuwa bilowga ah.
- Dhiirrigelinta sameynta bangiyo maalgashi iyo hay'ado maaliyadeed oo taageera ganacsatada iyo mashaariicda warshadaha.
- Ballaarinta barnaamijyada maalgelinta yar-yar iyo helitaanka deyn si loo xoojiyo ganacsiyada yaryar iyo kuwa aan si rasmi ah u diiwaangashanayn.

4. Horumarinta Kaabeyaasha Dhaqaalaha iyo Xalalka Tamarta

- Maalgelinta xalal tamar oo la awoodi karo lana isku halleyn karo, gaar ahaan tamarta dib-u-cusboonaysiinta, si loo yareeyo kharashaadka hawlgalka ganacsiyada.
- Hagaajinta shabakadaha gaadiidka iyo saadka ganacsiga si sare loogu qaado hufnaanta silsiladda sahayda.
- Hubinta helitaanka dhul warshadeed iyo aagag dhaqaale oo ay maalgashadayaashu ka faa'iidayaan karaan.

5. Wax-ka-qabashada Farqiga Xirfadeed ee Shaqaalaha

- Xoojinta waxbarashada farsamada iyo xirfadaha (TVET) si shaqaalaha loogu qalabeeyo xirfado la jaan-qaadaya baahiyaha warshadaha.
- Iskaashi lala yeesho jaamacadaha iyo shirkadaha gaarka loo leeyahay si loo abuurto barnaamijyo tababar oo diiradda saaraya warshadaha gaarka ah.
- Bixinta dhiirrigelinta maalgashi oo loogu talagalay shirkadaha maalgelinaya tababarka shaqaalaha iyo horumarinta shaqaalaha.

6. Xoojinta Taageerada Dowladda iyo Horumarinta Siyaasadaha Maalgashiga

- Yareynta caqabadaha xafiiseed iyo fududeynta habraacyada maamul ee la xiriira maalgashiga.
- Kordhinta taageerada dowladda iyada oo loo marayo dhiirrigelinta canshuuraha, deeqaha, iyo yareynta canshuuraha soo dejinta/dhoofinta si loo kobciyo warshadaha.
- Aasaasida hay'ad madax-bannaan oo lagu horumarinayo maalgashiga si ay u fududeeyso maalgashadayaasha, u bixiso adeegyo taageero ganacsi, uguna caawiso waafaqsanaanta xeerarka.

7. Horumarinta Suuqa iyo Fursadaha Ganacsiga

- Ballaarinta helitaanka suuqyada gudaha iyo kuwa gobolkaba iyada oo la xoojinayo heshiisyada ganacsiga iyo siyaasadaha dhoofinta.
- Hagaajinta awoodda Somaliland ee dhoofinta iyada oo la xallinayo caqabadaha saadka iyo xannibaadaha sharciyeynta.
- Taageeridda ganacsiyada si ay u horumariyaan tartankooda, taasoo u oggolaanaysa inay ka mid noqdaan silsiladaha qiimaha caalamiga ah.



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8. Hagaajinta Maareynta Deegaanka iyo Qashinka Warshadaha

- Hirgelinta sharciyo adag oo la xiriira maaraynta qashinka warshadaha iyo korjoogteynta fulinta.
- Dhiirrigelinta hab-dhaqan waara oo deegaanka la jaan-qaadaya iyada oo la siinayo dhiirrigelin maalgashi cagaaran iyo barnaamijyo dib-u-warshadayn.
- Abuurista iskaashi dowlad iyo gaar loo leeyahay si loo hirgeliyo mashaariic waara oo xagga deegaanka ah laguna daro qorshayaasha horumarinta dhaqaalaha iyo warshadaha ee Somaliland.

Warbixinta Ugu Dambaysa iyo Qorshaha Hirgelinta

Warbixinta ugu dambaysa ee warshadaha maalgashiga, oo bixisa talooyin siyaasadeed oo faahfaahsan iyo xeelado hirgelin, waxaa dhammeystiri doona **Wasaaradda Maalgashiga iyo Horumarinta Warshadaha (MoIID)** iyada oo kaashaneysa **Waaxda Cilmi-baarista iyo Horumarinta**. Warbixintan kama dambaysta ah waxay u adeegi doontaa hagaha rasmiga ah ee loogu talagalay **dejiyayaasha siyaasadda, maalgashadayaasha, iyo daneeyayaasha dhaqaalaha**, iyada oo hubinaysa in horumarinta warshadaha maalgashigu ay la jaan-qaado **yoolalka dhaqaalaha ee Somaliland iyo Himilada 2030**.

Wasaaraddu waxay si dhow ula shaqeyn doontaa daneeyayaasha muhiimka ah, oo ay ku jiraan **hay'adaha dowladda, wakiillada shirkadaha gaarka loo leeyahay, hay'adaha maaliyadeed, iyo la-hawlgalayaasha horumarinta caalamiga ah**, si loo hubiyo in talooyinka lagu xusay warbixinta la hirgeliyo si wax ku ool ah. Tani waxaa ka mid noqon doona **kormeer joogto ah, qiimeynta saameynta, iyo dib-u-habaynta siyaasadda**, si Somaliland u noqoto meel maalgashi oo tartan leh oo soo jiidata maalgashadayaasha.

Iyadoo la qaadanayo hab **xog-ku-salaysan, cilmi-baaris xooggan leh, iyo istiraatiijiyad siyaasadeed oo cad**, Somaliland waxay kor u qaadi doontaa kalsoonida maalgashadayaasha, waxay soo jiidan doontaa maalgashi tayo sare leh, waxayna dardargelin doontaa isbeddelka dhaqaale ee muddada fog. **Wasaaradda Maalgashiga iyo Horumarinta Warshadaha** waxay sii wadi doontaa dadaalladeeda ku aaddan hirgelinta dib-u-habeeyn istiraatiiji ah si loo xoojiyo waaxda maalgashiga, loo hormariyo warshadaha, loogana hirgeliyo koboc dhaqaale oo waara jilasha mustaqbalka.



Ministry of Investment & Industrial Development
Wasaaradda Horumarinta
Maalgashiga iyo Warshadaha
وزارة تنمية الاستثمار والصناعة

SAHANKA MAALGASHIGA QARANKA

