



Priority Sector Investment Report

**INVESTMENT OPPORTUNITIES IN THE SOMALIA
PROFESSIONAL SERVICES SECTOR**



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April 2025



Disclaimer

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Abbreviations and Acronyms

AfDB	African Development Bank
AI	Artificial Intelligence
AML	Anti Money Laundering
BIM	Building Information Modeling
BSS	Business Support Systems
CFT	Combating the Financing of Terrorism
CoC	Chamber of Commerce
COMESA	Common Market for Eastern and Southern Africa
EA-RDIP	Eastern Africa Regional Digital Integration Project
EAC	East African Community
EPZs	Export Processing Zones
ERP	Enterprise Resource Planning
FDI	Foreign Direct Investment
FGS	Federal Government of Somalia
FIL	Foreign Investment Law
FM	Frequency Modulation
FY	Fiscal Year
G2B	Government to Business
G2C	Government to Citizen
G2G	Government to Government
GDP	Gross Domestic Product
GFF	Global Financing Facility
GSMA	Global System for Mobile Communications
HADDA	Health Alliance for Digital Development and Action
HIPC	Heavily Indebted Poor Countries
ICT	Information Communication and Technology
IFRS	International Financial Reporting Standards
IMF	International Monetary Fund
IT	Information Technology
ITU	International Telecommunication Union
IVF	In Vitro Fertilization
KII	Key Informant Interviews
MFN	Most Favored Nation
MNOs	Mobile Network Operators
MoCI	Ministry of Commerce and Industry
MoF	Ministry of Finance

Abbreviations and Acronyms

MoPIED	Ministry of Planning, Investment and Economic Development
MSMEs	Micro, Small, and Medium-sized Enterprises
NCA	National Communications Authority
NGO	Non-Governmental Organization
NTP	National Transformation Plan
OSS	Operational Support Systems
PPA	Public Procurement Authority
PPCDA	Public Procurement, Concessions, and Disposal Act
PPIAF	The Public-Private Infrastructure Advisory Facility
PPP	Public Private Partnership
SCCI	Somali Chamber of Commerce and Industry
SICPA	Somali Institute of Certified Public Accountants
SMEs	Small and Medium Enterprises
SoBS	Somali Bureau of Standards
SOMINVEST	Somalia Investment Promotion Agency
STEM	Science, Technology, Engineering, and Mathematics
UNCTAD	United Nations Conference on Trade and Development
UNDP	United Nations Development Program
UNESCO	United Nations Educational, Scientific and Cultural Organization
USAID	United States Agency for International Development
TVET	Technical and Vocational Education and Training
WB	World Bank

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Minister's Foreword – MoPIED

It is my pleasure to present the "Priority Sector Investment Study for Professional Services in Somalia," commissioned by the Investment Promotion Office (SOMINVEST) at the Ministry of Planning, Investment, and Economic Development (MoPIED). This study explores the opportunities and challenges within Somalia's professional services sector as a key driver of economic transformation and sustainable growth.

Somalia's professional services sector is evolving rapidly, driven by innovation, entrepreneurship, and growing domestic demand for specialized services in Information Technology (IT), legal advisory, consulting, and financial services. This report provides valuable insights into market dynamics and investment potential for both domestic and foreign investors.

Our aim is to highlight opportunities in the professional services sector while fostering knowledge sharing among stakeholders. The report serves as a bridge between investors, government decision-makers, industry experts, and service professionals, encouraging collaboration toward sector development.

Despite challenges, professional services offer fertile opportunities for investment. As our economy recovers and modernizes, Somalia is well-positioned to benefit from investments in consultancy, legal, and ICT



services. These industries promise high returns while contributing to economic development through employment creation, innovation, and improved governance. Somalia's strategic location and young increasingly skilled workforce make it attractive for investors seeking emerging markets.

The Ministry of Planning, Investment, and Economic Development, through SOMINVEST, is committed to ensuring a favorable investment environment. We will continue supporting investors by addressing regulatory bottlenecks, streamlining licensing processes, and facilitating partnerships that enhance investment inflows. We remain dedicated to legislative reforms that maximize ease of doing business and ensure investor success.

I extend my sincere gratitude to the European Union and Cowater International for their invaluable support in this project. Their partnership has been instrumental in developing this comprehensive study and advancing Somalia's investment climate.

I invite you to review this study and leverage its insights. Together, we can unlock the potential of Somalia's professional services sector, driving innovation, economic growth, and prosperity for all.

Hon. Mohamud A. Sheikh Farah (Beenebeene)
Minister of Planning, Investment, &
Economic Development
Federal Government of Somalia

Chapter 1: Introduction

1.1 Background and objectives of the Study

The service sector is the third component of a three-part economy. The first economic sector, known as the primary sector, encompasses farming, mining, and other agricultural activities. The secondary sector involves manufacturing and business activities that transform raw materials from the primary sector into tangible goods. Although the service sector is classified as the third economic sector, it accounts for the largest portion of global economic activity and plays a critical role in value addition.

Over the past three decades, the services sector has grown more rapidly than manufacturing in many developing economies. By 2019, services contributed to 55% of GDP and 45% of employment in these economies¹. This shift toward services-driven economic transformation offers new opportunities for scale, innovation, with spillover effects, comparable to those that once made manufacturing a key driver of productivity. Furthermore, digital technologies are enhancing business processes, introducing new product features, and creating new markets. A dynamic service sector also enhances manufacturing competitiveness, as manufacturers increasingly bundle goods with services to deliver greater value for customers.

While the broad service sector is undeniably crucial to the Somali economy, this study focuses on a narrower segment: the professional services sector. This sector has a significant catalytic effect on emergent economies, both directly and indirectly, through the application of specialized professional services.

This study seeks to identify gaps and opportunities in Somalia's professional services market, highlighting the potential for new business ventures and showcasing firms that are currently succeeding in this space. This targeted investment study aims to inform a wide range of readers of the profitable ventures emerging in Somalia's economy.

Although the study has a limited scope and cannot cover every investment opportunity in the professional services sector, it seeks to inform and guide investors who recognize the market's potential. This report offers an overview of existing business offerings while identifying areas where new professional services ventures could thrive in Somalia's evolving economic landscape.

[1] Gaurav Nayyar, Mary Hallward-Driemeier, and Elwyn Davies, *At Your Service? The Promise of Services-Led Development** (Washington, DC: World Bank, 2021), <https://www.worldbank.org/en/topic/competitiveness/publication/promise-of-services-led-development>.

1.1.1 Study Objectives

The specific objectives of this study are to:

1. Frame the context of the professional services sub-sector relative to the national services sector and the catalytic effect of professional services. It aims to highlight the opportunity, importance, and potential of professional services investment.
2. Illustrate demand and viability in the market through a collection of gathered information, including data points, relevant resources, and policies supporting such opportunities, as well as case studies profiling existing professional services businesses that are demonstrating success in Somalia.
3. Provide an overview of the support services a prospective investor might receive from existing government and private sector resources such as SOMINVEST, the local Chamber of Commerce (CoC), relevant industry associations, and ministries, including a light-touch review of the policy and regulatory framework in place to support investment in Somalia's professional services sector.

1.2 Study Methodology

Given the limited availability of formal research on Somalia's professional services sector, the study relies on a combination of primary and secondary data. Emphasizing local sources where possible, the study also draws on regional and global benchmarks for comparative insights. The literature review includes, but is not limited to, FDI statistics, and publications by the World Bank (WB), International Monetary Fund (IMF), African Development Bank (AfDB), UNCTAD, and various Federal Government of Somalia (FGS) documents. A list of literature reviewed can be found in the annex 1.

Local experiences that highlight opportunities were also explored through key informant interviews (KII) of officials of SOMINVEST and investors that have already established businesses in Somalia. Additional key informant interviews were drawn for all identified sub-sectors (computer sciences/technology, finance, media, legal, and education, healthcare, engineering, and management consulting).

Data analysis involved a qualitative approach, identifying key themes from stakeholder interviews and open-ended questionnaire responses collected via Kobo. These themes were categorized into areas such as demand, quality, access, affordability, and investment opportunities to align with the study's objectives. This process helped uncover insights across stakeholder groups.

1.3 Organisation of the Report

This report is structured into six chapters:

- Chapter 1 presents an introduction to the study and Somalia's professional services sector.
- Chapter 2 presents an overview of the Somalia professional services sector.
- Chapter 3 focuses on the enabling environment and incentives.
- Chapter 4 covers the Somalia professional services sector landscape.
- Chapter 5 presents case studies on successful investments in the Somalia professional services sector.
- Chapter 6 outlines resources available for starting a business in Somalia.

Chapter 2: Introduction to Somalia's Economy and The Professional Services

2.1 Economic Outlook

After decades of civil war, Somalia has made significant political and economic reforms, contributing to economic growth, social development, and political stabilization. Nevertheless, its key development challenges still include insecurity, climate change, weak institutions, poverty, transparency and accountability, and the economy's vulnerability to internal and external shocks². Furthermore, Somalia's economic growth was driven by services and the agricultural sector's recovery from drought on the supply side and by household consumption and investment on the demand side³. Somalia's Gross Domestic Product (GDP) growth increased from 2.8% to 3.7% in recent years. The economy primarily relies on agriculture, particularly livestock, which accounts for over 70% of total exports and more than 80% of export revenue. Other key sectors include services, which account for about 45% of the GDP. Additionally, the economy benefits significantly from remittances from the Somali diaspora, highlighting the global interconnectedness of our economic landscape. The ICT subsector has also experienced rapid growth driven by increased internet penetration and mobile connectivity, which has created new opportunities for digital transformation and innovation⁴.

The projected real GDP growth for 2025 is upgraded to 4% based on stronger exports and remittance expectations. Remittances, which play a significant role in Somalia's economy, are expected to remain important contributors to the country's economy. From 2016-2022, the growth rate remained low in the single digits, largely due to the adverse effects of the prevailing insecurity on agriculture and other productive sectors. Since 2018, the average annual inflation rate has remained in single digits. The inflation rate stood at 6.1% in the third quarter of 2024, largely driven by price hikes resulting from conflicts in the Middle East and supply chain disruptions in the Red Sea.

Although the economic outlook is broadly positive, it is subject to a mix of cautious optimism and challenges. The failure to sustain recent institutional reforms and consolidate security gains, coupled with persistent droughts, security risks, and donor funding reliance, could undermine Somalia's economic recovery. The importance of social and political settlements cannot be overstated for economic development. Climate hazards and remittance disruptions due to economic pressures could pressure food insecurity, affecting growth. Elevated commodity prices would further tighten financial conditions, weaken external balances, and impact inflation.

[2] World Bank, Country Private Sector Diagnostic: Creating Markets in Somalia, Unlocking Private Sector-Led Growth at a Critical Juncture of Somalia's Development (Washington, DC: World Bank, June 2024), <https://www.ifc.org/content/dam/ifc/doc/2024/somalia-country-private-sector-diagnostic-en.pdf>

[3]Ibid

[4]Ibid

Table 1: Key Macroeconomic Indicators

Economic Indicator	FY 2022	FY 2023	FY 2024
GDP, Nominal (\$ Millions)	10,420	11,515	12,489
Real GDP (\$ Millions)	10,172	10,420	10,711
Real GDP Growth (%)	2.4	2.8	3.7
Per Capita	664	695	676
Average annual inflation	6.8	6.1	5.5
Public Debt (\$ Millions)	3900	706	706
Debt to GDP (%)	37.4	6.1	6.1
FDI	542	599	674

Source: FGS (<https://mof.gov.so/publications/budget-review-outlook-paper-brop-2024>) and IMF, 2024.

Somalia's economy continues to show considerable resilience in the face of general insecurity, consecutive years of droughts, extreme climate shocks, and the global impact of the war in Ukraine. The economic growth is projected to reach 3.8 percent on average during 2025 - 2026, driven by agriculture, services, and private sector consumption and investment. Growth is expected to benefit from the implementation of the recently signed East African Community (EAC) agreement, and the completion of the Heavily Indebted Poor Countries (HIPC) initiative. It provided debt service savings of approximately \$4.5 billion and reduced external debt from 64% of GDP in 2018 to less than 6% by the end of 2023⁵. This significant reduction in debt burden has improved Somalia's debt sustainability, increased investment in infrastructure and social services, and boosted investor confidence in Somalia⁶.

Somalia's structural reforms, with their promising potential, and regional integration are set to shape and significantly improve the country's investment climate. The late 2023 accession to the East African Community promises significant benefits, including participation in regional cooperation and economic integration. This includes trade, investment, industrial development, and free movement of people and labor. The ongoing policy reforms, coupled with the regional integration efforts, have created a more conducive environment for both local and foreign investments, instilling a sense of hope about Somalia's economic future⁷.

[5] International Monetary Fund (IMF), "IMF and World Bank Announce US\$4.5 Billion in Debt Relief for Somalia", December 13, 2023, <https://www.imf.org/en/Countries/SOM>

[6] National Economic Council, Office of the President, Federal Republic of Somalia, State of the Economy Report:

An Annual Report on the Economic Issues Shaping Somalia's Future Prosperity.

Advancing Financial Inclusive Growth in Somalia, vol. II (Mogadishu, November 2024).

[7] Ibid

Somalia's labor force, consisting of individuals aged 15 and older who are available for work, was estimated at approximately 3.3 million people in 2023. This significant workforce reflects the country's potential for economic growth. In 2022, the labor participation rate was recorded at 34.94 percent, indicating that nearly one-third of the working-age population was actively engaged in the labor market.

As of 2024, the unemployment rate stands at 19.09 percent, highlighting persistent challenges in job creation across various sectors. Particularly concerning is the high youth unemployment rate, which reached 30.1 percent in 2024. This figure underscores the difficulties faced by younger individuals in securing stable employment, a critical factor for social stability and economic development.

To address these issues, the Somali government is prioritizing skills development initiatives and economic diversification strategies. These efforts aim to create more formal employment opportunities, particularly for youth, by enhancing vocational training programs, supporting entrepreneurship, and attracting foreign investment. By focusing on these areas, the government hopes to harness the potential of its large labor force and reduce unemployment rates over time⁸.

Somalia's domestic revenue reforms, improved tax infrastructure, and accelerated capacity-building efforts have significantly boosted revenue collection, enabling the government to meet recurrent expenditures. This progress is a testament to the government's commitment to invest in growth enablers, with the professional services sector playing a pivotal role. The sector's economic and financial governance, along with the improved business environment, has been instrumental in enhancing Somalia's economic competitiveness. Despite the challenges, Somalia's economic outlook is promising.

2.2 Overview of the Professional Services

Somalia, an emerging market brimming with untapped natural resources, presents a wealth of tantalizing investment opportunities in vital sectors such as oil and gas, energy, telecommunications, and port development. With its increasingly market-driven economy characterized by a vibrant entrepreneurial spirit and a robust business culture, Somalia is poised for significant exploration and growth.

The nation's youthful and dynamic population, alongside a substantial diaspora thriving in Europe, the United States, and other Western nations, is actively propelling this economic transformation. Their contributions—ranging from capital investment to knowledge sharing and skill application—are driving Somalia's promising economic transformation and change. With its rich potential and profound allure, Somalia stands as a potential destination for investments.

Somalia is transitioning to a more market-driven economy, and as a result, the demand for specialized professional skills and expertise has increased and continues to grow. Professional services help businesses navigate the regulatory environment more effectively and promote a culture of innovation and specialization, which are essential for improving productivity and competitiveness⁹.

[8] Ibid

[9] International Finance Corporation (IFC), Somalia Country Private Sector Diagnostic Summary (Washington, D.C.: IFC, 2024).

The use of accounting, digital, and legal services helps to formalize businesses, strengthen their governance frameworks, attract both local and foreign investments, and ensure compliance with international standards. These professional services are essential for Somalia to create a competitive business environment, promote efficiency, and successfully integrate into the global economy¹⁰.

The service sector, which is the largest part of the global economy, is incredibly diverse. Services make up 63.6 percent of the worldwide economy¹¹, more than double the size of the combined industrial and manufacturing sectors. Within this expansive service sector, the professional services sub-sector is also quite varied. This report highlights the key subsectors that are in high demand in Somalia's professional services landscape, including legal and regulatory services, accounting and financial advisory, consulting, engineering, ICT and digital services, education and training, and healthcare services. The success of professional services heavily relies on human capital, which is a significant contrast to product-based businesses that focus more on production efficiency.

Somalia's professional services sector has made significant progress over the past decade, driven by specialized knowledge transfer and the establishment of local professional firms, particularly by the diaspora. Many seasoned professionals in ICT, finance, and legal services are returning home to contribute to the economic transformation of Somalia¹². The FGS has been a key player in this transformation, playing a significant role through substantial reforms to improve the business environment and investment policy and promote sector-specific interventions. These reforms, coupled with the broader movement toward modernization and formalization of the economy, have instilled greater confidence and reassurance in the business community and paved the way for a more favorable environment for investment. Furthermore, the newly adopted National Transformation Plan 2025-2029¹³ lays a roadmap for economic stability and prosperity, focusing heavily on formalizing growth in the agriculture, fisheries, livestock, manufacturing, and services sectors - all of which require robust specialized professional services support¹⁴.

An effective professional services sector is crucial to Somalia's economic development agenda since it provides specific expertise that a business does not usually have internally but must access at that critical moment for efficiency, regulatory compliance, and making informed decisions. As an example, professional services can be vital in the agricultural sector, a significant driver of the Somali economy, accounting for 70% of the country's GDP¹⁵. Agriculture requires legal services for land ownership matters such as title deeds, leasing arrangements, and purchase or sale agreements. An agribusiness requires accounting services for financial management, consulting services for business development and marketing plans, and strategic advisory services to raise capital for expansion. Similarly, construction and infrastructure projects rely on engineering expertise in pre-planning, proposal, design, build, and operational phases. All construction and infrastructure projects are only possible with the support of competent legal advice, strategic and financial planning, and strict compliance with codes and regulations.

[10] SA Global, "What Are Professional Services? Understanding the Characteristics that Define the Industry" (n.d.), accessed June 26, 2025, <https://www.saglobal.com/en-hk/insights/what-are-professional-services-understand-the-characteristics-that-define-the-industry.html>.

[11] "What is the service sector?" The World Counts, accessed October 26, 2024, <https://www.theworldcounts.com/economies/sectors/service-sector>.

[12] SPARK/BINA Program, The Somali Micro, Small & Medium Enterprises Ecosystem - Challenges and Opportunities (SPARK/BINA Program, 2024).

[13] National Transformation Plan (NTP) 2025-2029 . FGS <https://mop.gov.so/national-transformation-plan-ntp-2025-2029-report/>

[14] SPARK/BINA Program, The Somali Micro, Small & Medium Enterprises Ecosystem - Challenges and Opportunities (SPARK/BINA Program, 2024).

[15] Ibid

2.3 Why invest in Somalia's Professional Services Sector

Thanks to a formalizing economy and rapid growth, demand for professional services is outpacing supply. For existing foreign businesses, seizing this opportunity could be as simple as expanding their brand to open a Somali office, or as ambitious as mobilizing investors to establish an entirely new venture. National economic reforms have improved the business environment to simplify the business registration process and ensure protections, equal treatment for foreign and domestic investors. Among the most meaningful reforms are the Foreign Investment Law (2015) and the Investments and Investors Protection Law (2023), which outline the regulations and legal protections available to investors, and the Somalia Companies Act (2019), which provides the legal framework for business registration, corporate governance, and reporting requirements. This law aims to streamline business operations, promote transparency, and attract domestic and foreign investment.

So, why should you invest specifically in Somalia's professional services sector? This sector offers a favorable investment climate for several compelling reasons, which can be grouped into six (6) key themes: rapid growth and untapped potential, favorable investment conditions, increasing digitalization and ICT transformation, strategic location and demographic advantages, a national commitment to development, and a variety of opportunities for investors.



Rapid Growth and Untapped Potential

Somalia's economic landscape is undergoing a substantial transformation, creating new opportunities across various sectors. This change is driven by several factors, including

increased political stability, a growing population, and, most importantly, institutional and policy reforms. These reforms are crucial to Somalia's commitment to rapid economic growth and have significantly boosted the demand for professional services across all sectors, particularly in legal, financial, accounting, consulting, health and social services, and engineering.



Favorable Investment Climate

Somalia has made significant progress in attracting and protecting foreign investments by implementing progressive legal frameworks and investor-friendly policies. The Federal Government of Somalia has been instrumental in creating a welcoming environment for foreign direct investment through its favorable investment policies.

A key component of this environment is the aforementioned Foreign Investment Law of 2015, which ensures that foreign investors receive equal treatment and provides additional incentives, such as tax breaks, dispute resolution mechanisms, and a secure investment climate. Complementing this is the Investors Protection Law of 2023, which safeguards both foreign and domestic investments by offering Most Favored Nation (MFN) treatment and National Treatment.

This law allows foreign investors to freely transfer funds to and from the country and repatriate their investments in the event of unforeseen circumstances. It also includes mechanisms for managing grievances and resolving disputes through arbitration or other means.¹⁶

¹⁶ United Nations Conference on Trade and Development (UNCTAD), "Somalia Approves Investors and Investments Protection Law", March 01 2023, <https://investmentpolicy.unctad.org/investment-policy-monitor/measure/4633/somalia-approves-investors-and-investments-protection-law>



Increasing Digitalization and ICT Transformation

Technology is not just a tool; it is the very fabric of modern life. From the moment we wake up until we go to bed, we constantly interact with tech. Whether we are using a mobile phone, sending an email, accessing the Internet, watching video streaming services, or checking the weather forecast, our lives are intricately intertwined with information and communication technology.

Somalia's economy is undergoing momentous digital transformation which is a crucial growth driver of the professional services sector. Regulatory enhancements have facilitated lower telecom prices, increased mobile and internet accessibility, and supported the exciting growth of ICT-enabled services. These significant improvements in regulatory frameworks are measured by organizations such as the International Telecommunication Union (ITU) which is the United Nations specialized agency for ICTs. The ITU is made up of a membership of 194 Member States and more than 1000 companies, universities and international and regional organizations¹⁷.

According to the ITU Regulatory Tracker—an evidence-based tool designed to assist decision-makers and regulators in navigating the rapid evolution of ICT regulation—between 2015 and 2022 Somalia improved their score in a remarkable leap, improving from 14 points in 2015 to 58 points in 2022. This leap reflects the government's dedication and the private sector's commitment to fostering a thriving ICT ecosystem. Their collaborative efforts have not only propelled Somalia's digital transformation but also set an example for other nations.



Strategic Location and Demographic Advantages

Somalia's strategic location along vital maritime trade routes positions it as a gateway to the Horn of Africa. This geographical advantage allows professional service firms to effectively tap into the markets of East Africa and the Middle East. Additionally, Somalia has a predominantly youthful population. UNFPA estimates that over 70% of the population is classified as youth, under age 35. This demographic presents significant opportunities for growth through employment, entrepreneurship, and professional development across various service sectors. Furthermore, the potential for investment in this emerging market is vast and promising.



Government Commitment to Growth

The Federal Government of Somalia (FGS) is dedicated to promoting economic growth through sustainable development strategies, which enhances confidence in the country's long-term economic prospects. The National Transformation Plan for 2025-2029 focuses on sustainable development by prioritizing investments in key sectors such as agriculture, fisheries, infrastructure, services, and ICT.

In 2015, the FGS enacted the Foreign Investment Law (FIL), which led to the establishment of the Foreign Investment Board (FIB), the highest decision-making body regarding investment policies in the country. Under the FIL, the Investment Promotion Office (SOMINVEST) was established with the mandate to: promote foreign investment; re-brand Somalia; facilitate investment entry and retention; and continuously advocate for improved investment policies.¹⁸

[17] Somalia Investment Promotion Agency (SIPA), About Us, accessed October 26, 2024, <https://sominvest.gov.so/about-us/>.

[18] International Telecommunication Union, About the ITU (n.d.), accessed June 26, 2025, <https://www.itu.int/en/about/Pages/default.aspx>.



Boundless opportunities for investors

The professional services sector in Somalia offer diverse opportunities to expand your current professional service business or invest in local businesses. Following the collapse of the Somali economy, there was an absence or weak at best professional services offerings. As such, for many professional service offerings, the ‘first mover advantage’ presents itself anew. In other cases, the ‘fast follower’ opportunity applies, which is to improve on the early mover’s experience and learn from their shortcomings to improve offerings and gain market share.

To illustrate one example of opportunities related to rapid market changes, significant financial reforms have created a massive demand for financial advisory of all sorts, audit services and tax consultancy. These reforms include such efforts as the public financial management reform to improve expenditure management and increase revenue. It includes stronger domestic revenue mobilization through customs modernization and a new income tax law. It includes a stronger AML/CFT framework requiring more substantial processes to know your customer in financial transactions, as well the country is in the process of enacting currency reform, to reintroduce the Somali shilling and adopt a currency board arrangement²².

Another trend that invites serious consideration is the growth in Public-Private Partnerships²³. For example projects structured as PPP include the Aden Adde Airport and the Mogadishu Port (transportation), the DARE submarine broadband cable, and NationLink Telecom (ICT). The digitization of government services, such as e-governance and regulatory compliance initiatives, has further opened avenues for ICT consultants, software developers, and digital infrastructure firms to establish a presence in the market.

In addition to the opportunities described above, education and healthcare sectors are expanding and require more specialized consulting, digital solutions, and professional advisory services. Investments in vocational education and digital skills programs are in high demand to address skills gaps and create a workforce capable of driving productivity and competitiveness.

[20] World Bank, Public-Private Partnerships (PPP), Somalia Country Profile, accessed June 26, 2025, <https://ppp.worldbank.org/public-private-partnership/country-profile-somalia>

[21] Ibid

[22] Ibid

Chapter 3: Enabling Environment and Investment Incentives

It's well established that Somalia's collapsed institutions of the past offered little if any regulatory support to foster a healthy economy or strong business growth. Despite the less-than-ideal conditions, the private sector still proved resilient, keeping Somalia's modest economy alive through provision of essential products and services. As a result of limited competition in the past, today's economy is mostly controlled by a relative few, large, Somalia-based multisectoral conglomerates that maintain an oversized presence in a market they've dominated for years. Beyond the large firms are numerous MSMEs that primarily provide small scale retail and essential services, often competing at the margins with the larger, more formal firms. The vast majority of all these firms are locally owned and incorporated, focused on domestic business and some regional growth with aspirations of eventual connection to global markets.

Strong economic growth depends on formality and protections, which come by way of effective public policy, regulations, protective laws, governance structures, and investment programs. To strengthen the business environment and encourage investment, the FGS has developed public policy and enacted key laws as protections for businesses and investors in addition to improving efficiency and effective delivery of services. These laws decreased the time to process and cost of business permits, provide more favorable tax treatments, and improved contract enforcement.

3.1 Relevant Government Laws and Policies on Business and Investment

What follows in this section are summary tables of relevant government laws and policies on business and investment, starting with Key Investment and Business Laws, followed by Key National Development and Economic Growth Policies.



Parliament of Somalila

Table 2: Key Investment and Business Laws

Existing Law	Description
The Foreign Investment Law(2015)	<p>The Foreign Investment Law is a cornerstone of Somalia's investment policy and includes a range of incentives and protections, including tax exemptions, long-term lease agreements, and the freedom to repatriate profits and access foreign exchange without restrictions.</p> <p>https://parliament.gov.so/wp-content/uploads/simple-file-list/Shuruuc/SHURUUC/Shuruucda-2015/11-Sharciga-Maalgashiga-Shisheeye-ENG.pdf</p>
The Somalia Companies Act (2019)	<p>The Somalia Companies Act introduced essential reforms and simplified business operations. It established the Office of the Company Registrar and an online business registration system and significantly reduced bureaucratic barriers. The Act has streamlined the company formation process, improved the overall business climate for domestic and foreign investors, ensured faster business registration, and made it easier for professional services firms to formalize operations and comply with regulatory requirements. The Act has significantly contributed to the growth of the professional services sector and greatly enhanced sectoral opportunities.</p> <p>https://moci.gov.so/wp-content/uploads/2024/08/Company-Regulation-2.pdf</p>
The Investments & Investors Protection Law (2023)	<p>The Investments and Investors Protection Law created a more predictable investment environment in Somalia. The Act has detailed rights and obligations of investors and the government, and enhanced investor confidence. The Act guarantees fair compensation in case of expropriation and provides mechanisms for international arbitration for dispute resolution, and through this, provides security to both local and foreign investors.</p> <p>https://parliament.gov.so/wp-content/uploads/simple-file-list/Shuruuc/SHURUUC/Shuruucda-2015/11-Sharciga-Maalgashiga-Shisheeye-ENG.pdf</p>

Somalia has also introduced key policy and legislative reforms to enhance institutional capacity, improve service delivery, and create a more predictable business environment. The table below highlights key policies supporting these efforts across various sectors.

Table 3: Key National Development and Economic Growth Policies

Existing Policies	Description
Somalia National Development Plan (2020 -2024)	<p>The Somalia National Development Plan (NDP) aims to address the country's multifaceted challenges, including economic instability, food insecurity, and governance issues. The plan is supported by international organizations, such as the IMF and World Bank, and focuses on enhancing institutional capacity, promoting macroeconomic stability, and fostering sustainable growth.</p> <p>https://mop.gov.so/wp-content/uploads/2022/07/Somali-National-Development-Plan-9-2020-2024.pdf</p>
Somalia National Climate Change Policy	<p>The National Climate Change Policy aims to mitigate vulnerabilities due to climate change. The policy provides guideline to the country's climate change action agenda and contributes to the global efforts to combat climate change.</p> <p>https://moecc.gov.so/wp-content/uploads/2024/10/Somalia-National-Climate-Change-Policy-EN.pdf</p>
Somalia National Education Policy & National Education Sector Strategic Plan	<p>The Somalia National Education Policy & Sector Strategi Plan is prepared to promote access to basic and high-quality education for all Somalis. Both the policy and the sectoral strategic plan describe the country's vision, mission, and goals for the education sector. This a comprehensive guidebook that reflects the national interests to ensure the needs and aspirations of every citizen in Somalia.</p> <p>https://moe.gov.so/wp-content/uploads/2022/04/National-Education-Policy-Eng-Version-Final-DG-copy.pdf</p>
Special Educational Needs, Disability, and Inclusive Education Policy	<p>This policy recognizes disability should not be one of the marginalizing factors in a child's life. The Special Educational Needs, Disability, and Inclusive Education Policy provides guidelines to developing an inclusive education system, especially where inclusive education practice have not yet been adopted. The policy seeks to welcome all students and supports them to learn, whoever they are and whatever their abilities or requirements.</p> <p>https://moe.gov.so/wp-content/uploads/2022/04/SEND-IE-THE-FEDERAL-GOVERNMENT-OF-SOMALIA-copy.pdf</p>
Gender Policy for The Education Sector in Somalia	<p>The goal of this policy is to promote gender equality and sustainable human development in Somalia by ensuring that equal value is placed on the contributions of women and men as equal parents in post conflict reconstruction process and national development.</p> <p>https://moe.gov.so/wp-content/uploads/2022/04/Gender-Policy-for-Somali-Education_Dec-2020.pdf</p>

Existing Policies	Description
Somalia Health Policy & Somalia Health Sector Strategic Plan 2022-2026	<p>The main objective of this policy is to strengthen the health system by developing a unified health service delivery mechanism in Somalia that aligns with this policy. Through this policy the Somalia government reinforces its commitment to deliver key services.</p> <p>Somalia Health Sector Strategic Plan 2022-2026 is aligned with the national development plan and contributes to the health sector component of the plan. This provides overarching framework for the health sector development of Somalia. Also, it includes the operational plans for its implementation.</p> <p>https://nih.gov.so/wp-content/uploads/2021/10/Somali-Health-Policy-Directions-and-Priorities-2014.pdf</p>
Trade Policy	<p>The trade policy provides a considerable role for the development of production and increment of country's exporting goods. It facilitates Somali traders (businesspersons) with assistance for exportation and increment production from our land in order to take an enormous role for the growth of the country's economy, which constitutes as a central pillar for the anticipated development. In addition, this commercial policy is based on the National Development Plan of Somalia.</p> <p>https://moci.gov.so/trade-policy/</p>
MSME Policy, 2019	<p>The policy on Micro, Small, and Medium Enterprises (MSME) aims to support the development of MSMEs, create jobs, and reduce poverty. The policy also aims to formalize the informal sector and make the economy more inclusive.</p> <p>https://moci.gov.so/smes-policy/</p>
Industrial Policy	<p>The Industrial Policy is based on promoting competition and strengthening production, job-creation and to lead the Somali people for prosperity. It aims to protect domestic production from powerful competition encountered from outside of the country. Also, the policy will work to reform and develop all laws and acts that may concern production, industrialization, investment and marketing both internally and externally.</p> <p>https://moci.gov.so/industrial-policy/</p>
AML/CFT Law	<p>Somalia's efforts in Anti-Money Laundering (AML) and Combating the Financing of Terrorism (CFT) Law are part of the broader economic and governance reforms. The AML/CFT law, emphasizes the importance of improving AML/CFT measures to foster private investment and ensure macroeconomic stability. This is part of a larger effort to enhance fiscal transparency and public financial management.</p> <p>https://centralbank.gov.so/wp-content/uploads/2022/01/Anti-Money-Laundering-and-Countering-the-Financing-of-Terrorism-Act-English-Version1.pdf</p>

Existing Policies	Description
National Employment Policy	<p>The National employment policy aims to promote economic growth and development, tackling unemployment and increasing the country's overall labour productivity.</p> <p>https://molisa.gov.so/wp-content/uploads/2024/12/Draft-2-NEP-somalia.pdf</p>
Financial Institutions Law	<p>Financial Institutions Law (FIL) provides the legal framework for regulating banks and other financial institutions operating in Somalia, giving the Central Bank of Somalia supervisory and regulatory authority over these institutions. The law sets requirements for licensing, capital adequacy, reporting, and corporate governance for financial institutions, while protecting depositors' interests.</p> <p>https://centralbank.gov.so/wp-content/uploads/2022/01/Financial-Institutin-Law_2102.pdf</p>
National Transformation Plan	<p>Somalia's National Transformation Plan (set for completion by 2025) is a national development framework aimed at rebuilding the country's institutions and infrastructure after decades of civil conflict. The plan focuses on key priority areas including strengthening governance, improving security, developing essential infrastructure, promoting economic growth, and enhancing social services like healthcare and education. It aims to coordinate efforts between the federal government, member states, and international partners to achieve sustainable development goals,</p>
Public Procurement, Concessions, and Disposal Act (PPCDA) of 2014	<p>The Public Procurement, Concessions, and Disposal Act (PPCDA) of 2014 is a legislative framework established by the Federal Government of Somalia to regulate public procurement, concessions, and the disposal of public assets. Enacted in May 2014, the Act aims to promote transparency, accountability, and efficiency in the utilization of public funds. It outlines standardized procedures for the procurement of goods, services, and works, as well as the granting of concessions and the disposal of unserviceable or surplus public property. The PPCDA also provides for the establishment of the Public Procurement Authority (PPA), an oversight body responsible for monitoring compliance, formulating policies, and ensuring that procurement activities align with the principles of good governance. By implementing this Act, Somalia seeks to foster fair competition, prevent corruption, and enhance public confidence in governmental financial operations.</p> <p>https://tinyurl.com/yc59bk4t</p>

As illustrated above, Somalia's regulatory environment is evolving to address gaps while aligning with international best practices. The government's commitment to adopt international legal and financial standards improves transparency and reliability, which in turn increase investor confidence.

3.2 Government Policies on Investment Protection and Incentives

In March 2023, the Parliament approved the Investors and Investments Protection Law, which offers robust legal safeguards for both foreign and domestic investors. This law establishes a Most Favored Nation (MFN) status and establishes and National Treatment provisions, thereby requiring fair and equal treatment for domestic and foreign investors. This legislation ensures the free transfer of funds and permits repatriation of investments under unforeseen circumstances, thereby enhancing investor confidence.

Preceding the Investors and Investments Protection Law is the Foreign Investment Law of 2015, which also provided guarantees of equal treatment for foreign and domestic investors, fair compensation in case of appropriation, and access to international arbitration for disputes²³. This law also established SOMINVEST, the national investment promotion authority that has since served to significantly enhance investor confidence through guidance, assistance and advocacy for foreign direct investment.

Beyond protections, incentives are also in place to encourage investors. Three forms of incentive include favorable tax treatments for investors, proactive Public Private Partnerships, and the development of export processing zones.

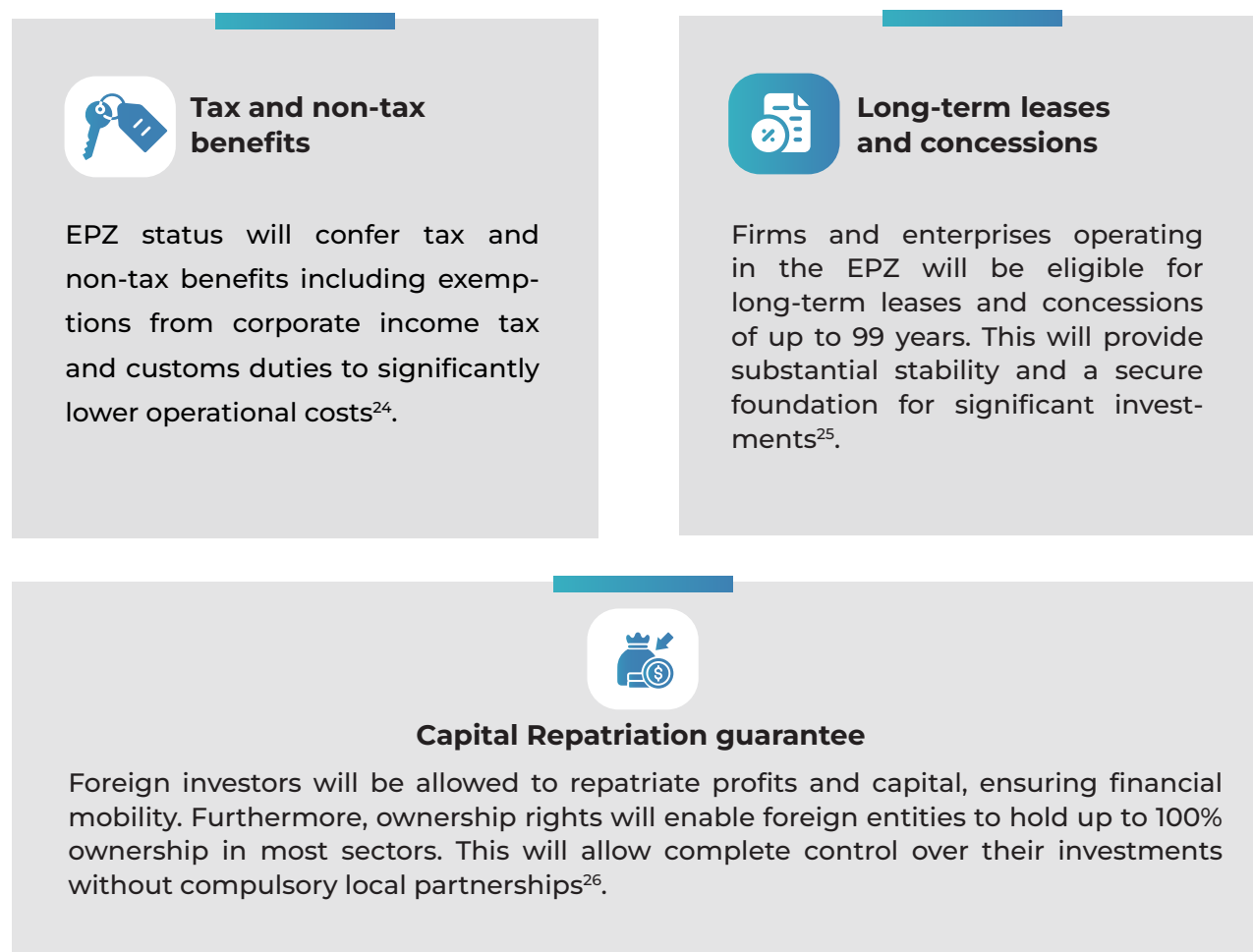
The recently adopted National Transformation Plan 2025-2029 features the promotion of strategic PPPs, as a method to improve the delivery of key services to the public. PPPs are crucial to leverage private sector expertise for development of infrastructure, such as energy, water and sanitation, as well as the public services that adjoin such development. The PPPs are part of the government's strategy to add core services and infrastructure as part of its long-term commitment to the investment climate. Key sectors that can benefit from PPP initiatives include infrastructure development (roads, bridges, ports, and energy), healthcare, education, and agriculture.

Somalia has developed a comprehensive legal framework to facilitate PPPs and ensure structured and transparent collaboration between the public and private sectors. The foundation for these efforts is the Public Procurement, Concessions, and Disposal Act (PPCDA) of 2014, which outlines principles and procedures for involving private entities in public projects. This law maximizes efficiency, promotes economic development, maintains transparency throughout the procurement process and provides a solid legal basis for PPP initiatives.

[23] United Nations Conference on Trade and Development (UNCTAD),
Somalia - Foreign Investment Law,
<https://investmentpolicy.unctad.org/investment-laws/laws/538/somalia-foreign-investment-law>.

Another feature incentive set forth in the NTP 2025– 2029, is the establishment of special economic zones which generate an agglomeration of benefits for manufacturers, processors, and exporters of goods. Enterprises operating within the Export Processing Zones (EPZ) benefit from various incentives designed to support services, manufacturing, assembly, re-packaging, and break-bulk operations. Eligible enterprises are expected to focus predominantly on exports, earn foreign exchange, and significantly contribute to local employment by hiring Somali nationals, and ensure the security and stability of the local workforce.

Figure 1: Export Processing Zones - Incentives & Features



[24] Somalia Investment Promotion Office (SOMINVEST), Why Invest in Somalia, accessed April 11, 2025, <https://sominvest.gov.so/why-invest/>. See also: SOMINVEST, Somalia Resource Mapping and Investor Guide, <https://sominvest.gov.so/wp-content/uploads/Investor-Guide1.pdf>.

[25] Ibid

[26] Ibid

Table 4: Key Investment Incentives

Incentive Area	Description
Tax Incentives	Investors benefit from corporate income tax exemptions, tax holidays, and customs duty waivers on imported capital goods and raw materials, reducing operational costs and enhancing profitability.
Legal Protection & Investment Security	The Investors and Investments Protection Law (2023) ensures protection against expropriation, guarantees fair treatment for foreign investors, and provides mechanisms for international arbitration in dispute resolution.
Capital Repatriation & Profit Transfers	Foreign investors enjoy full capital repatriation rights, allowing them to freely transfer funds, repatriate profits, and recover capital in case of unforeseen circumstances, ensuring financial mobility.
Public-Private Partnership Opportunities	The government actively encourages PPP collaborations, particularly in infrastructure, healthcare, education, and ICT, offering incentives such as risk-sharing mechanisms and co-investment opportunities.
Sector-Specific Incentives	Certain high-priority sectors like renewable energy, financial services, and technology benefit from subsidized land leases, investment grants, and streamlined business facilitation services to boost sectoral growth.

These incentives provide an enabling environment for the professional services sector, particularly those providing financial, legal, and consultancy services. This way, Somalia is positioning itself as an attractive destination for investment in export-oriented industries to foster economic diversification and growth. Moreover, vocational and technical education investments, such as TVET, are equipping Somalia's youth with skills that are directly aligned with the demands of these emerging markets. This young, dynamic population (75% under age 35) presents a unique opportunity for investors looking to leverage a skilled and trainable workforce.

3.3 Institutional Support

Foreign and domestic investors alike rely on institutional support to address matters of business formality, gain access to information regarding regulations, and access advocacy or advice on how to benefit from government incentive programs. SOMINVEST, which is at the Ministry of Planning, Investment and Economic Development, the MoPIED, was established under the Foreign Investment Law and facilitates investments through bridging the government and investors gap, navigating the sometimes complex regulatory landscape and ensuring that investors have the direction they need to succeed. SOMINVEST provides information on incentives, assists in the application for tax benefits, and provides on the ground support services to investors. This support is vital for newly formed enterprises and international firms still feeling their way into the market as they expand operations in Somalia. For firms planning to enter the market who provide key professional services such as consulting and legal advisory services that need in-depth regulatory knowledge to comply with licensing requirements, meet local governance standards, and adhere to sector-specific regulations can now receive guidance through SOMINVEST's advisory support.

The Ministry of Commerce and Industry (MoCI) oversees national commercial and industrial activities. The Ministry's mandate includes business development needed to attract investments, support and develop exports, developing methods and procedures for providing public services to the business and investment sector, regulating the practice of trade professions, registering the commercial and investment establishments, issuing the necessary licenses to carry out their activities, and supervising the regulation and control of domestic markets. Key responsibilities include: Policy Formulation, Trade Regulation, Industry Development, Export Promotion, Support for SMEs, and Collaboration and Coordination with all manner of international and domestic stakeholders promoting economic growth. The MoCI can assist new businesses and Investors with: Business Registration, Trademark Registration, Investment Guidelines, Industrial Economic Zone guidance, and hosts a Trade Information Portal.

The Ministry of Finance (MoF) is the central authority charged with devising and administering economic and financial policy of the country. Moreover, the key role of the Ministry is rationale allocation of resources; better management of public expenditure; enhanced mobilization of both internal and external resources; greater performance in public investments and strengthening of public enterprises productive capacity; open and simple foreign exchange policies and regulation, and prudent fiscal and monetary policies. The MoF mandate includes Economic planning, Budgeting, Debt management, Economic policy formation, Resource mobilization, Cash management and Tax administration.



Chapter 4: Somali Professional Landscape, Market Demand and Opportunities

4.1 The Professional Services Landscape in Somalia

The professional services act as catalysts for growth through specialized expertise and innovative approaches. They improve efficiencies, adapt strategies amidst market fluctuations, and illustrate roadmaps toward new opportunities. Professional services influence the full spectrum of industries through consulting, research, technology, and strategic guidance. Specializations support business formalization, structure public institutions, and promote regulatory compliance, all of which are critical elements to achieve the recently approved NTP 2025-2029. As Somalia diversifies beyond traditional agriculture, professional services will advance agribusiness through applied agrotechnology, advanced logistics, targeted finance, and increased use of rapidly expanding information technologies.

For those familiar with Somalia, the last ten years have brought intense demand for information and communications related technologies, such as mobile and Internet connectivity. The result has been a rapid expansion of related ICT infrastructure and applications that is nothing short of remarkable.

The surge in IT related consumption in Somalia correlates with another variable which bodes well for incoming investors in the professional services space, increasing numbers of young consumers and workforce participants. Firms wishing to enter the Somali market will find an abundant young workforce, with over 79% of the population under 34 years of age³⁰. With improvements in educational offerings from primary through university level instruction, this young populations increasingly well educated, and eager to engage with the intellectual challenge as well pursue career development that comes through forging a career in a specialized professional service.

4.2 Key Sub-sectors of the Professional Services Sector

As the professional services sector itself is quite large, this study highlights a select group of key sub-sectors experiencing growth in the Somali context. The sections to follow include highlights of eight sub-sectors: 1) ICT and digital services, 2) financial consulting and advisory services, 3) legal and regulatory services, 4) management consulting services, 5) healthcare and medical services, 6) education and training services, 7) media services, and 8) engineering services.

[30] Digital 2024: Somalia. February 2024 DATAREPORTAL <https://datareportal.com/reports/digital-2024-somalia>

4.2.1 ICT and Digital Services

The ICT services is among the fastest-growing sub-sectors in Somalia. Driven by the increasing internet penetration and widespread mobile connectivity, which now covers over half of the population³¹. In January 2024 the population of Somalia was 18.42 million. Within that population, a total of 10.10 million cellular mobile connections were active, which works out to be 54.8% of the total population . There were 5.08 million internet users at this same time, which indicates internet penetration stood at 27.6%³². This means there is significant visibility for marketing, applied applications for agriculture or other productive sectors, mobile financial apps for banking and payment systems, and all forms of messaging, social media, and entertainment. The advancing penetration of IT influences all other economic sectors, as well, all of these and other tech solutions require support and professional services expertise. Consequently, the ICT sector is emerging as one of the key drivers of economic growth.

ICT services are crucial for businesses needing a digital presence to expand their market. There is rising demand for specialized services in data management, such as cybersecurity, data analytics, and cloud computing as firms recognize the importance of securing their digital assets and enhancing operational efficiency. Digital adoption is accelerating for public and private users with offering such as mobile payment platforms, e-governance services, and digital solutions which have become integral to everyday service delivery.

The government, private sector actors, and international organizations are leading several initiatives to build a robust digital infrastructure to support the country's economic modernization. Examples of the prominent ICT and digital service projects in Somalia include:



The National Data Center in Mogadishu

The National Data Center was launched by the Ministry of Communications and Technology of the FGS to (i) consolidate government services by offering advanced data storage, cybersecurity, and disaster recovery solutions, (ii) streamline the electronic delivery of services across government institutions, citizens, and businesses (G2G, G2C, G2B), and (iii) enhance governance and data management capabilities.

[31] Ibid

[32] Ibid



The Eastern Africa Regional Digital Integration Project (EA-RDIP)

The Eastern Africa Regional Digital Integration Project (EA-RDIP) is a \$80 million World Bank supported project to address connectivity needs through development of an integrated fiber optic backbone network across Somalia and neighboring countries to improve broadband access, support cross-border digital trade, harmonize e-commerce opportunities to enhance regional connectivity and position Somalia as a digital hub within the Horn of Africa.



The Public-Private Infrastructure Advisory Facility (PPIAF)

PPIAF is an initiative for promoting affordable internet access and bridging the digital divide through public-private partnerships. By expanding broadband coverage, this project enables digital entrepreneurship and e-commerce development and creates opportunities for businesses to thrive in the digital economy.



HADDA program (Health Alliance for Digital Development and Action).

Funded by Sweden, HADDA is working with the Federal Ministry of Health to implement a unified Health Information Management System across Somalia. This initiative focuses on improving healthcare delivery by digitizing patient records, training healthcare workers, and enhancing remote care services. Targeting Puntland and Galmudug, the program aims to bridge gaps in healthcare access through technology-driven solutions.

These initiatives collectively highlight the significant digital transformations in the areas of governance, business growth, and regional integration.

The ICT sector continues to be a vital component of Somalia's economic development. As of early 2023, Somalia had approximately 7.99 million active cellular mobile connections, representing about 44.7% of the total population^[33]. Mobile money services are widely used, with an estimated 73% market penetration, facilitating financial transactions for a significant portion of the population.^[34] Additionally, Somalia ranks first in Africa and seventh globally for the most affordable average consumer cost for 1GB of internet data.^[35] These advancements underscore the sector's significant role in enhancing connectivity, financial inclusion, and economic growth in the country.

Table 5: Key investment opportunities in ICT and digital services

	IT Consulting To achieve digital transformation in implementing Enterprise Resource Planning (ERP) systems, mobile and web applications, adopting cloud computing, and integrating digital payment solutions. ERP, accounting, and IT solutions are highly required to optimize business processes, manage resources, and enhance operational efficiency.	
	Digital Infrastructure To create data centers and broadband networks to support the growing digital economy and enhance connectivity across the country.	
	Cybersecurity For risk management, threat mitigation, and compliance with data protection regulations, especially due to the increased risk of cyber threats.	
	E-Government Services Consulting services are required to advise on service delivery improvement, transparency, and citizen engagement following the government's push toward e-governance.	
	Telecom Solutions Development of innovative technologies in telecom billing, customer engagement tools, and data monetization platforms to boost revenue and operational efficiency.	

[33] DataReportal. Digital 2023: Somalia, January 2023. <https://datareportal.com/reports/digital-2023-somalia>.

[34] U.S. Department of Commerce. Somalia - Information, Communication and Technology (ICT), 2023. <https://www.trade.gov/country-commercial-guides/somalia-information-communication-and-technology-ict>.

[35] DataReportal, Digital 2023: Somalia.

4.2.2 Financial consulting and advisory services

Financial consulting and advisory services encompass a wide range of expertise, including financial planning, investment management, risk management, and tax advisory. These services are intended to help individuals and businesses make sound financial decisions. Somalia’s formalizing economy requires financial consulting and advisory services to receive a big-picture advisory and analysis. These services are significant to SMEs because they provide the accounting, bookkeeping, financial structuring, tax advisory, and regulatory compliance services that a growing business requires. Financial services assist businesses securing funding, efficiently managing their operations, and structuring the use of their finances once capital is secured.

Table 6: Financial consulting and advisory services will provide expert advice to individuals, businesses, and organizations on various financial matters including:

	Investment management Analyzing portfolio, diversifying, managing risk and choosing investments.	
	Tax Consulting As the government continues implementing various tax reforms, the demand for tax planning, compliance, and advisory services increases.	
	Financial planning Setting financial goals, creating spending plans, and developing emergency funds.	
	Business valuation Performing business valuations and fairness opinions.	
	Risk management Identifying potential risks, developing strategies to minimize their impact, and setting up systems to detect and manage those risks early on.	
	Corporate finance Helping with raising funds, restructuring finances, cash flow management, and initial public offerings.	
	Deal advisory Helping with mergers and acquisitions, target screening, valuations, and due diligence.	
	Real estate advisory Providing real estate advisory services.	
	Compliance and litigation services Providing compliance and litigation services.	



Financial consulting and advisory services have dramatically improved due to reform efforts to increase institutional capacity and governance. This includes introducing of International Financial Reporting Standards (IFRS) compliant financial statements incorporated with core-banking and accounting systems to improve information flow, accountability, and governance. Further, the Somali Institute of Certified Public Accountants (SICPA) is leading efforts to standardize certifications, accounting practices, and compliance.

4.2.3 Legal and Regulatory Services

Legal services help businesses and individuals comply with laws and regulations through providing legal advice, litigation support, and regulatory compliance services. They help business avoid disputes and protect assets through legal research, legal due diligence, agreement origination, litigation management, and alternative dispute resolution/mediation services.

As the national agenda pursues public policy to advance formalization, industries will be increasingly regulated, to protect consumers, employees, and the environment by setting standards for safety, quality, and fair business practices. These services are particularly important to protect the public interest and provide remedies when there are adverse impacts through wrongdoing or negligence. This is particularly important in sectors such healthcare, finance, and utilities. Legal enforcement will be increasingly important for consumer and environmental protection, worker safety, markets and financial stability,

Legal protection is crucial for business and investor confidence. It fosters trust, reduces risk, builds trust and improves reputations. The adoption of the Investments and Investors Protection Law - 2023, was an action in support of this premise. It's also the case that legal representation is necessary across all sectors at one point or another. Currently in Somalia, businesses in the finance, construction, and telecommunications sectors are seeking legal guidance in the areas of corporate law, dispute resolution, contract management and compliance.

Table 7: Key investment opportunities in the Legal and Regulatory Services

Corporate Legal Representation Legal document origination such as contracts, pleadings and appeals, certification of legal documents, and internal audits. Somalia's rapid economic reconstruction and increasing foreign investment present opportunities to establish professional law firms and legal service platforms that provide comprehensive corporate legal representation—balancing international standards with a deep understanding of local legal contexts.
Regulatory Advisory Services Services such as regulatory compliance assessments, governance reviews, compliance strategy development, and guidance on new regulations. As public services—from transportation to utilities to healthcare and finance—expand, Somalia's regulatory landscape will grow in complexity. The transition from a net importer to a manufacturing economy requires robust regulations and legal frameworks that protect consumers and enable industrial growth.
Dispute Resolution / Arbitration Services With increased foreign direct investment, investors require confidence in reliable and prompt dispute resolution. There is a growing opportunity to establish arbitration centers offering mediation, facilitation, and legal redress services between individuals, organizations, and within institutions.

4.2.4 Management Consulting Services

Management consulting services involve providing professional services to businesses and organizations to improve their operations and address specific business objectives, and typically cover areas like strategy, operations, technology, human resources and change management. Consultants analyze problems, recommend solutions, and often assist with implementation. Management consulting services are helpful across many industries and functional areas to effect change that leads to:

- Increased efficiency and productivity
 - Improved operations
 - Greater competitiveness.
- Enhanced organizational performance
 - Better decision-making, or

Management consulting services are designed to enhance internal management, acting as a supportive ally rather than a replacement for essential business components. Focused on achieving key performance milestones in time-sensitive engagements, the consulting sector plays a crucial role in transforming organizational performance. It guides diverse industries and government agencies while promoting emerging fields like renewable energy, infrastructure, and public-private partnerships. Many firms prioritize organizational change management, coaching, process optimization, and strategic planning, instilling confidence in their effectiveness and impact.

The NTP includes PPP projects and frameworks that require the effective engagement of management consulting services in project preparation, management, regulatory compliance, and implementation.

Examples of investment opportunities in management consulting include:

Table 8: Key investment opportunities in the Management Consulting Services

	Strategy Development Designing comprehensive organizational roadmaps and future direction.	
	Change Management Guiding organizations through complex transformational processes.	
	Operations Optimization Improving efficiency, reducing costs, streamlining business processes.	
	Data Collection/Analysis Converting raw information into actionable strategic insights.	
	Problem Definition Identifying root causes of organizational challenges and inefficiencies.	
	Implementation Planning Creating detailed execution strategies for organizational initiatives.	
	Project Management Coordinating complex initiatives from conceptualization to completion.	
	Technology Leveraging technology to drive improved business outcomes.	
	Financial Consulting Providing expertise in areas such as accounting, risk management, and financial modeling.	

4.2.5 Healthcare and Medical Services

Health and medical professional services include a wide range of services, such as diagnosis, treatment, and prevention of illness or injury. Specialized practitioners such as doctors, nurses, dentists, nursing, occupational and physical therapists, and public health professionals, all require specialized training and certification to practice their vocation.

Somalia's public healthcare system was largely destroyed during the ensuing civil war and still today faces significant challenges to limited resources, ongoing conflict with relative instability, particularly in the rural areas.³⁶ Somalia's health sector is composed of a mix of public and private healthcare facilities, with approximately 846 healthcare facilities across the country, including referral hospitals (7), district hospitals (27), maternity and child health clinics (248), and health posts (544)³⁷. The Ministry of Health operates a centralized decision-making system with linkages to the 18 administrative regions through regional medical officers.³⁸

Given the years of civil unrest, the entire healthcare system collapsed, therefore, to address demand, the healthcare system requires a near complete rebuild. Healthcare is one of the primary priorities of Somalia's development strategy, however private investment will be necessary to meet the demand.

As with other previously nationalized sectors, informal providers have often filled the vacuum left by the former government monopoly over healthcare. In post-conflict Somalia, the engagement of the local business community is essential, though currently sporadic and fragmented. According to the World Bank, health spending remains low—at just 1.3% of total government expenditure—highlighting the need for increased investment in healthcare infrastructure.³⁹ The African Development Bank's 2023 Country Focus Report emphasizes the importance of mobilizing private sector financing to support climate-resilient and inclusive infrastructure, including investments in Somalia's health sector.⁴⁰

[36] Implementing health system and the new federalism in Somalia: challenges and opportunities. February 2024 – Accessed April 4, 2025. [https://pmc.ncbi.nlm.nih.gov/articles/PMC10867962/#:~:text=Despite%20these%20challenges%2C%20the%20expectations,formal%20healthcare%20facilities%20\(9\)](https://pmc.ncbi.nlm.nih.gov/articles/PMC10867962/#:~:text=Despite%20these%20challenges%2C%20the%20expectations,formal%20healthcare%20facilities%20(9))

[37] Ibid

[38] Ibid

[39] World Bank Group, Somalia Economic Update: Investing in Health to Anchor Growth (Washington, DC: World Bank, 2020), <https://www.worldbank.org/en/country/somalia/publication/somalia-economic-update-investing-in-health-to-anchor-growth>

[40] African Development Bank Group, Country Focus Report 2023 – Mobilizing Private Sector Financing for Climate and Green Growth in Somalia (Abidjan: AfDB, 2023), <https://tinyurl.com/yyvpu64r>

Given the national deficit of adequate healthcare service centers, infrastructure, and qualified healthcare works of all levels, coupled with increasing expectations from the population to have access to quality medicine at home, Somalia's healthcare sector is poised for significant growth. This demand is underscored by factors such as a population growth rate of 2.9% annually, urbanization (with 45% of the population living in urban areas), and increasing diaspora investments, which are contributing to the expansion of the health sector.

Somalia's Health Sector Strategic Plan III (2022–2026) highlights investment opportunities in sustainable health financing, workforce development, infrastructure upgrades, pharmaceutical supply chains, digital health, and service integration. These priorities aim to expand essential services, enhance healthcare delivery, and foster public-private partnerships—making the sector ripe for growth and innovation.⁴¹

In addition, the Global Financing Facility (GFF) emphasizes the importance of targeted investments in primary health infrastructure, digital systems, and domestic financing mechanisms to strengthen service delivery and improve maternal and child health outcomes.⁴² Meanwhile, the African Development Bank's 2023 Country Focus Report underscores the growing role of the private sector in climate-resilient infrastructure development, including health facilities and supply chains, especially in urban centers like Mogadishu. These trends suggest a maturing health ecosystem with multiple entry points for investors committed to scalable, impact-driven interventions.

[41] Federal Government of Somalia, Somalia Health Sector Strategic Plan III (2022–2026) (Mogadishu: Ministry of Health, 2022).

[42] Global Financing Facility, Investment Case for the Somali Health Sector 2022–2027 (Washington, DC: World Bank, 2022), <https://tinyurl.com/2fh8paw8>

[43] African Development Bank Group, Country Focus Report 2023 – Mobilizing Private Sector Financing for Climate and Green Growth in Somalia (Abidjan: AfDB, 2023), <https://tinyurl.com/yyvpu64r>

Table 9: Key investment opportunities in Healthcare and Medical Services

	Preventive Care Services that focus on disease prevention and health maintenance, such as vaccinations, health screenings, and wellness check-ups.	
	Primary Care General healthcare services provided by family physicians, internists, or pediatricians who serve as the first point of contact, focusing on overall health management.	
	Specialty Care Specialists healthcare professionals, such as cardiologists, dermatologists, and orthopedic surgeons, for specific health issues or conditions.	
	Emergency Services Immediate intervention services to address urgent conditions in emergency rooms or urgent care centers for acute illnesses or injuries.	
	Hospital Services and Facilities Design, construction and management of full service medical facilities. These include hospitals, includingF inpatient and outpatient services, surgeries, and critical care facilities. Expansion of private hospitals, clinics, and health posts to improve service coverage particularly in underserved areas.	
	Rehabilitation Services Services in programs designed to help patients recover and regain skills after surgery, injury, or illness, including physical therapy, occupational therapy, and speech therapy.	
	Pharmaceutical Services The provision and management of medications, treatments, medical supplies and equipment and ensuring safe and effective use of drugs.	
	Mental Health Services Treatment for mental health issues provided by psychologists, psychiatrists, and counselors.	



Table 10: Examples of immediate opportunities in the health

	Long-term and Sub-Acute Care Services supporting individuals with chronic illnesses or disabilities, often in nursing homes or home care. Also includes short-term post-acute recovery services.	
	Public Health Services Community health services focused on education, policy development, and health promotion to improve overall population health.	
	Telemedicine and Digital Health Solutions Virtual healthcare services enabling remote consultations and digital health record systems to improve access and efficiency. Investment opportunities include telehealth platforms and digital infrastructure.	
	Mobile Health Units Mobile clinics delivering healthcare services in remote or underserved areas, offering screenings, vaccinations, and basic medical care.	
	Wellness Programs Comprehensive wellness offerings including nutrition counseling, fitness initiatives, and mental health support to promote holistic health.	
	Health Insurance Development of mass market health insurance products to meet demand due to the absence of a national health insurance system and limited private coverage.	
	Public-Private Partnerships Collaborations that leverage private sector expertise and investment to support public healthcare delivery, infrastructure, and access to essential services.	



4.2.6 Education and Training Services

Education and training services aim to improve people's knowledge and skills, including formal instruction in schools, colleges, and universities, as well as vocational training and other learning opportunities. Although educating and training are considered at times to be synonymous, each incorporate nuances that make their meanings differ from one another. To train is understood as the acquisition of an aptitude or skill to exercise a determined function which, in general, is understood in professional terms (i.e. vocational training). To educate corresponds to a more general meaning that covers the integral perfection of intellectual faculties.⁴⁴

Somalia, like many other African countries, is experiencing a learning crisis. In sub-Saharan Africa, learning poverty, defined as the share of children unable to read and understand an age-appropriate text by age 10, is estimated at 89 percent by the World Bank, UNESCO, and other organizations. While specific country estimates are not always consistently reported, according to UNESCO IIEP, nearly 85% of Somali children are not enrolled in school, making Somalia one of the countries with the largest out-of-school populations globally⁴⁵. Even those who attend school are not necessarily learning. According to UNESCO IIEP, the School Life Expectancy, which denotes the average years of education that Somali children can anticipate in their lifetime, stands at 1.72 years. This is considerably lower than the continental African average of 7.7 years.⁴⁶

As a byproduct of decades of conflict, Somalia's education and training sector faces challenges including low enrollment rates, limited access, and a need for strengthening government capacity and sector coordination, with ongoing efforts to improve quality, access, and inclusivity. Given the size of the education and training deficit, the government will not be able to address the massive need for quality instruction alone. While the government continues to address the greater demand for basic education, the rise in private sector investment to offer specialty services and technical training programs is stepping into the opportunity.

According to the African Development Bank's 2023 Country Focus Report, the role of the private sector in financing public services in Somalia is expanding, with education among the sectors identified as ripe for increased private investment, particularly in urban areas such as Mogadishu, Hargeisa, and Kismayo.⁴⁷ The World Bank also notes that Somalia's education system is undergoing major transformation, with growing demand driven by rapid population growth (estimated at 3% annually) and rising urbanization.⁴⁸ A recent IMF Selected Issues Report confirms that education outcomes remain low in Somalia, despite a young and growing population, suggesting significant room for investment and policy reform.⁴⁹ While precise investment figures vary, the Somali diaspora contributes substantially to education financing—through remittances, school sponsorships, and direct investment in private schools—underscoring the potential for structured, market-driven expansion of the sector.

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[49] International Monetary Fund, Somalia: Selected Issues Paper (IMF Country Report No. 24/347, 2024), <https://www.elibrary.imf.org/downloadpdf/view/journals/002/2024/347/002.2024.issue-347-en.pdf>

Table 11: Key investment opportunities in Education and Training Services

	E-Learning Platforms Investors can capitalize on the growing digital education market by developing scalable online learning solutions. Returns are generated through subscription models, course sales, and enterprise training contracts.	
	Professional Skills Training Corporate training programs offer a high-margin investment opportunity. Companies consistently seek to upskill employees, creating recurring revenue. Specialized training targeting sectors like technology, healthcare, and digital services can yield returns through course sales and corporate partnerships.	
	Technology-Enhanced Education Cutting-edge educational technologies—including adaptive platforms, AI-powered tools, and immersive learning—offer significant investment potential. Demand is rising for personalized, tech-driven solutions across academic and professional sectors.	
	Vocational Training Centers Vocational education addresses local skill gaps directly. Investors can create centers that earn revenue via course fees, government contracts, and industry partnerships. Low operational costs and strong demand enhance ROI.	
	Language Training Services Global business and mobility fuel continuous demand for language skills. Investors can build online and in-person services for corporates, professionals, and students, monetized through subscriptions, corporate packages, and certifications.	
	STEM Education Initiatives Programs in science, technology, engineering, and mathematics offer growth potential. Coding bootcamps, innovation hubs, and technical workshops can generate income from tuition, sponsorships, and talent placement services.	
	Distance Learning Infrastructure Supporting infrastructure for remote education is a strategic investment opportunity. Developing learning management systems, connectivity tools, and digital platforms can yield returns via service contracts, licensing, and technical support.	



4.2.7 Engineering Services

Engineering services, which apply engineering knowledge and principles, play a crucial role in providing solutions and supporting wide range of industries. These services include design and construction, environmental engineering, planning, supervision and project management, and systems design.

In Somalia, the engineering sector is a dynamic mix of local and international firms that address the critical needs for infrastructure development. Available engineering services include civil and structural engineering for buildings, roads, and bridges, water resource management to combat water scarcity, and renewable energy solutions, particularly solar power. There is an urgent need to expand core transportation, logistics and utilities services, focusing on improving infrastructure of roads, bridges, airports, and ports. This situation is further emphasized by the requirement for local services to possess specialized expertise to comply with international construction standards.

Notable among key projects are the Berbera Corridor Road, the Mogadishu-Afgoye Road rehabilitation, and the Mogadishu International Airport expansion. These projects, with their potential to improve connectivity and infrastructure, are set to bring about a positive transformation.

Urban development has also spurred demand for architectural services in urban hubs such as Mogadishu, Hargeisa, Garowe, and other cities experiencing rapid growth.

Examples of such projects include:

- Xeebta-Luulka ("Pearl Beach") project in the Kaaraan district, funded by local Somali entrepreneurs with government support, is a testament to our collective efforts. This project aims to construct 50,000 new homes, a significant step towards addressing the housing needs of our growing population.
- Heliwaa Social Housing Project, which will construct 300 affordable housing units and upgrade essential public facilities.
- Sinay Market urban regeneration initiative is a testament to our commitment to enhancing public spaces. Phase 1 involves the construction of a market hall with 58 stalls, and Phase 2 will further enhance adjacent public spaces. This initiative is a significant step towards creating vibrant and functional urban areas.

These projects underscore the need for engineering and architectural consulting services for commercial and urban regeneration

Table 12: Key investment opportunities in the Engineering and Architecture Services

	<p>Public-Private Partnerships</p> <p>National development priorities under Somalia's new National Transformation Plan (NTP) emphasize large-scale infrastructure including transportation networks, port developments, special processing zones, and public housing. These initiatives present opportunities for engineering and architectural firms to provide design, construction, and project management services.</p>	
	<p>Urban Planning</p> <p>Rapid urbanization in Somalia calls for sustainable infrastructure and smart city solutions. Investment opportunities exist in areas such as smart mobility systems, energy-efficient urban layouts, and technologies that support citizen engagement and livability.</p>	
i	<p>Sustainable and Green Engineering Solutions</p> <p>With Somalia moving toward a greener development model, there is increasing interest in sustainable engineering practices. Investment opportunities include green building design, renewable energy integration, sustainable water treatment, alternative construction materials, and intelligent lighting and climate control systems.</p>	

4.2.8 Media and Creative Services

Media and creative services encompass a wide range of activities focused on developing and delivering engagement contents across various platforms, including but not limited to advertising, social media, video production, public relations, creative strategy, and more.

As a byproduct of a young and creative population, the rise in internet penetration and increased media consumption, media and creative firms are stepping up to provide diverse digital platforms and creative strategies to reach target audiences. Media services in television broadcasting, radio, and digital content production are increasingly used to market products and services to consumers, shape public opinion, provide entertainment, and promote social cohesion. Creative services in graphic design, video production, and digital marketing, have gained traction as businesses look to enhance brand visibility and reach wider audiences.

Beyond the more obvious commercial applications of media and creative services are examples of projects that are also increasingly more effective in promoting of national heritage and cultural creative design. For example, the National Culture Strategy developed in collaboration with UNESCO is focused on integrating culture into education and fostering youth engagement in arts, music, film, and literature. The Bar Ama Baro program funded by USAID highlights the use of creative methods in education to enhance learning outcomes, while initiatives like the Coalition Building for Press Freedom aim to improve the capacities of local media organizations and foster collaboration between media and civil society. These initiatives highlight the sector's potential for growth by promoting creative industries.



Table 13: Examples of key investment opportunities in Media and Creative Services.

	Digital Content Creation Increasing demand for locally produced content for public relations, digital marketing, documentaries, storytelling, and digital art. These present investment opportunities in creative production to reach local and international markets.	
	Media Training and Capacity Building With the sudden and rapid growth in such digital content creation, there is a need for media training to improve the skills of journalists and media practitioners, especially in the areas of conflict-sensitive reporting, investigative journalism, and creative storytelling.	
	Broadcasting Infrastructure There are investment opportunities in radio and television stations to expand the reach of media services in rural areas.	
	Creative Studios There are investment opportunities in creative studios for music, film, and other arts to promote local talent and develop high-quality content for domestic and international audiences.	
	Cultural Promotion and Heritage There are investment opportunities in arts, literature, and music to support cultural preservation and generate income through creative enterprises.	



4.3 Trends and Growth Drivers for Key Professional Services Sector in Somalia

Trends and growth drivers for the eight select professional services are summarized below.

Table 14: Trends and Growth Drivers for select Professional Services Sector in Somalia.

Sector	Trends	Key Growth Drivers
IT and Digital Services	<p>Digital Adoption: Contributing 11% to GDP with expanding internet and mobile penetration</p> <p>Mobile Financial Services: Coverage reaches 73% of population through platforms like EVC+</p> <p>Service Affordability: Mobile service costs decreased from \$15.40 (2015) to \$4.70 (2019)</p> <p>Infrastructure Development: 5.08 million internet users with 54.8% mobile penetration in 2024</p>	<p>Demographics: 75% population under 35 driving demand for tech services</p> <p>Private Investment: \$2.5 billion telecom infrastructure investment</p> <p>Diaspora Support: Remittances facilitating technology adoption</p> <p>Regulatory Framework: ICT Sector Support Program and Communications Act</p>
Media and Creative Services	<p>Digital Transformation: Increasing social media and online platform adoption</p> <p>Traditional Media: FM radio maintains influence in rural areas</p> <p>Content Creation: Growth in branded content and digital marketing</p>	<p>Youth Engagement: Rising social media consumption</p> <p>Diaspora Investment: Support for cultural content creation</p> <p>Regulatory Environment: Media Council establishment enhancing sector stability</p> <p>Digital Advertising: Growth in targeted social media marketing</p>
Legal and Regulatory Services	<p>Corporate Law: Increasing demand for business formation and merger services</p> <p>Intellectual Property: Growing focus on digital content protection</p> <p>Infrastructure Development: Legal expertise in PPP structuring</p>	<p>Regulatory Framework: Company Act of 2019 formalizing operations</p> <p>International Trade: Growing demand for specialized advisory services</p> <p>Dispute Resolution: Enhanced systems for business conflict management</p> <p>Public Sector Reform: Support for governance and international compliance</p>
Finance and Consulting Services	<p>Strategic Advisory: Focus on planning and resource management</p> <p>Public Financial Management: Support for government reform initiatives</p> <p>Digital Finance: Expansion of mobile banking and SME credit access</p>	<p>Economic Growth: Projected 4.8% GDP growth (2025)</p> <p>Regional Integration: EAC and COMESA membership driving trade advisory</p> <p>Professional Development: Focus on project management and compliance</p> <p>Infrastructure Investment: FDI in energy, transport, and telecommunications</p>

Sector	Trends	Key Growth Drivers
Education and Training Services	<p>Educational Infrastructure: Expansion of private institutions and vocational centers</p> <p>Digital Learning: Growth in e-learning platforms and distance education programs</p> <p>Specialized Training: Development of industry-specific training programs</p> <p>International Partnerships: Collaboration with foreign educational institutions</p>	<p>Skills Gap: High youth unemployment (67%) driving demand for practical training</p> <p>Market Demands: Industry requirements for specialized technical skills</p> <p>Technology Access: Increased internet penetration enabling digital education</p> <p>Government Support: National education policies promoting private sector participation</p> <p>International Aid: Development partner support for educational initiatives</p>
Engineering Services	<p>Infrastructure Development: Growing demand for construction and design services</p> <p>Renewable Energy: Focus on sustainable power solutions</p> <p>Technical Consulting: Increasing need for specialized engineering expertise</p>	<p>Urban Development: Rapid urbanization driving construction demands</p> <p>Environmental Focus: Emphasis on sustainable infrastructure</p> <p>Technology Integration: Growing need for smart infrastructure solutions</p>
Management Consulting Services	<p>Strategic Planning: Growing demand for organizational development</p> <p>Operations Optimization: Focus on efficiency and productivity</p> <p>Change Management: Support for digital transformation initiatives</p>	<p>Business Modernization: Need for competitive strategy development</p> <p>Market Expansion: Support for regional growth initiatives</p> <p>Performance Improvement: Focus on operational excellence</p>
Health Care & Medical Services	<p>Healthcare Delivery: Integration of traditional and modern healthcare systems</p> <p>Digital Health: Expansion of telemedicine and health information systems</p> <p>Primary Care: Strengthening of community-based healthcare services</p> <p>Specialized Services: Growth in private specialty clinics and diagnostic centers</p>	<p>Population Growth: Increasing demand for accessible healthcare services</p> <p>Urban Development: Concentration of healthcare facilities in growing urban areas</p> <p>Technology Adoption: Integration of digital health solutions and medical technology</p> <p>Private Sector: Growing participation in healthcare service delivery</p> <p>International Support: Development partner investment in healthcare systems</p>

Chapter 5: Case Studies of Current Professional Services



5.1 Case Study - ICT and Digital Services - Innovii Limited.



Innovii Team meeting



Innovii Team infield

Innovii Limited, founded in 2013, is a leader in digital transformation and telecom solutions in Somalia. It specializes in consumer digital services and telecom infrastructure, with a product portfolio that includes over 30 digital products catering to different consumer segments. Innovii's innovative approach has transformed digital services delivery in Somalia and beyond, with operations spanning several countries in the East African region.

In its early years, Innovii faced significant challenges, including low mobile phone penetration, limited IT skills, and low levels of digital literacy among customers. Despite these obstacles, the company recognized the untapped market potential and introduced telecom and digital services previously unavailable in Somalia. By leveraging its expertise and innovation, Innovii became a driving force in the digital

transformation of the telecom sector, helping mobile network operators (MNOs) streamline operations and boost customer engagement.

Key Services of Innovii include telecom billing solutions, churn management, digital customer experience enhancement, implementation of Omni-channel campaigns, business support systems (BSS), Operational Support Systems (OSS), M-TV, M-Health, and anti-theft services.

To achieve its strategic growth, Innovii implemented a subscription-based business model, providing a mix of freemium and premium services to ensure market penetration. The company's value proposition is built on innovation, user experience, and flexible business models, making their services accessible and attractive to a diverse customer base.

In terms of social impact, Innovii has been instrumental in creating employment opportunities and enhancing local capacity. The company employs over 100 individuals across its branches, with a significant emphasis on training and developing local talent. Innovii has also sponsored educational initiatives, such as a data science course at the University of Bristol, benefiting over 200 Somali students from universities like the University of Hargeisa and Amoud University. This initiative aligns with Innovii's goal to bridge the skills gap in the ICT sector and drive community development through technology.

The future growth plans for Innovii include regional expansion and further diversification of its product offerings to cater to evolving consumer needs. The company aims to lead the African market in consumer technology by continuously innovating and expanding its digital services.

Value Proposition and Market Positioning:

- A leading provider of digital transformation and telecom solutions in Somalia and East Africa.
- Strong emphasis on innovation, offering 30+ digital products that meet diverse customer needs.
- A flexible, subscription-based model that ensures market penetration and customer loyalty.
- Extensive partnerships with MNOs, providing critical telecom solutions, including churn management and revenue optimization.
- Proven track record in improving digital literacy and supporting community capacity building through training and educational initiatives.

Contact Information

Email: info@innovii.net, m.barre@innovii.net

Phone: +252 61 7747421

Website: www.innovii.net



Shaafi Application



5.2 Case Study - ICT and Digital Services - Recent IT



Recent IT Team

Recent IT, established in November 2023, has quickly emerged as a dynamic player in Somalia's ICT sector, specializing in innovative technology solutions and digital transformation services. In less than a year, the company has gained traction by offering tailored ICT solutions, with a focus on software development, branding, ERP systems, and data-driven services. Recent IT primarily targets SMEs, NGOs, government agencies, and large corporations across local and regional markets, contributing to Somalia's growing demand for modern technology solutions.

At its inception, Recent IT faced challenges related to market entry, including building brand credibility and addressing gaps in digital infrastructure. However, the company leveraged its expertise to seize opportunities in Somalia's burgeoning digital economy. Recognizing the humanitarian sector's need for operational efficiency, Recent IT focused on ERP systems, data analytics, and capacity-building solutions to meet the digital transformation needs of NGOs and other stakeholders.



Recent IT Team

Core Services

Recent IT's service offerings cater to a broad spectrum of clients, with an emphasis on addressing specific organizational challenges through technology.

Key services include:

- **Software Development:** Custom software solutions designed to improve operational efficiency.
- **Domain Registration, Web Development, and Hosting:** Reliable online presence and hosting services for businesses and organizations.
- **ERP Systems:** Fully functional ERP systems to streamline resource allocation, financial tracking, and reporting for NGOs and SMEs.
- **Branding and Digital Marketing:** Innovative strategies to enhance brand visibility and market positioning.
- **Data Analysis and Visualization:** Development of dashboards and tools for monitoring and decision-making.
- **ICT Training and Consulting:** Capacity-building programs to support digital transformation efforts.

Key Achievements

- **Event Branding:** Successfully executed branding for high-profile events, including the Invest Somalia Conference & Expo and the Somali Blue Economy Investment Conference.
- **ERP Deployments:** Implemented fully functional ERP systems for multiple clients, enabling efficient resource management and financial oversight.
- **Client Base Growth:** Acquired over 180 new clients in its first year of operation, demonstrating strong market demand for its services.

Recent IT's competitive edge lies in its innovative approach, robust ERP systems, and commitment to customer-centric service delivery. By combining cutting-edge technology with tailored solutions, the company ensures efficiency and scalability for its clients. Its focus on continuous improvement—through prompt feedback integration and client collaboration—has strengthened its position as a trusted technology partner in the market.

Recent IT's successful deployment of ERP systems highlights its commitment to delivering value-driven solutions. One client, an SME, faced challenges in financial tracking and resource management. By implementing Recent IT's ERP system, the client streamlined its operations, enhanced reporting accuracy, and improved decision-making capabilities. The iterative approach to customization and problem resolution earned the trust and satisfaction of the client, showcasing Recent IT's dedication to excellence.

Sector Opportunities and Growth Potential

Recent IT sees significant opportunities for growth, particularly in the humanitarian sector and emerging technologies.

Key focus areas include:

- **ERP Solutions for NGOs and SMEs:** Streamlining operations for resource efficiency and transparency.
- **Data Analytics Tools:** Development of dashboards for monitoring, evaluation, and impact assessment.
- **Collaboration Platforms:** Secure and user-friendly solutions to improve coordination among humanitarian stakeholders.
- **Cloud Computing and AI Solutions:** Leveraging cloud-based systems and automation to enhance service delivery.

Value Proposition and Market Positioning:

- **Provider of tailored ICT solutions,** with a strong focus on ERP systems and data analytics.
- **Competitive edge through innovation,** client-centric approaches, and long-term partnerships.
- **Key player in Somalia's digital transformation,** empowering businesses and organizations to thrive in an evolving economy.

Contact Information

Email: info@recent.so

Phone: +252611333381

Website: <https://recent.so>

Address: Taleex, Hodan, Mogadishu, Somalia



5.3 Case Study - Education and Training Services - Hayle Barise Technical Development Centre



HBTC - Student



HBTC - Students

Established in 2016, Hayle Barise Technical Development Centre (HBTDC) is a leading Technical and TVET institution in Somalia. Created to address the significant shortage of skilled technicians in the region, HBTDC plays a critical role in bridging the skills gap, contributing to economic growth, and supporting the development of key sectors like construction and renewable energy.

Hayle Barise was founded in response to the growing reliance on foreign labor and limited opportunities for local workforce development. The Centre initially faced challenges, such as the lack of qualified technical personnel and limited awareness of TVET's value in the community. These challenges motivated the establishment of HBTDC, focusing on building local capacity and providing sustainable training solutions. Key programs of HBTDC include Training in electrical installation, Solar PV technologies, and Maintenance support for government entities.

In terms of impact, Hayle Barise has trained over 200 students in renewable energy, helping them acquire essential skills in solar PV installation. The institution has also installed solar home appliances for more than 700 households, promoting clean energy use in Somalia. These initiatives have not only addressed the technical skills gap but also promoted environmental sustainability by reducing the need for imported energy and cutting carbon emissions.

Hayle Barise's business model emphasizes social impact, service delivery, and sustainability. The Centre generates income through fee-based services, while reinvesting in training programs and community initiatives to ensure continuous development. The Centre's approach combines practical training with real-world applications, making it a trusted partner for both private companies and government entities in Somalia.

Moving forward, HBTDC aims to expand its services regionally, diversify funding sources, and establish additional branches to increase its reach. The Centre is committed to remaining at the forefront of technical education and vocational training in Somalia, contributing to economic growth through skill development, capacity building, and sustainable energy solutions.

Value Proposition and Market Positioning:

- A key player in bridging the technical skills gap in Somalia through practical, hands-on training.
- Promotes renewable energy adoption by providing solar installation training and supporting local clean energy initiatives.
- Strong community ties, fostering trust and loyalty through its non-profit model and focus on social impact.
- Partnerships with local and international entities, enhancing the institution's capabilities and sustainability.
- A model for how targeted investment in vocational education can drive economic development, environmental sustainability, and workforce empowerment.

Contact Information

Email: info@haylebarise.com

Phone: +252 613 951 190



HBTC -Technician



5.4 Case Study - Education and Training Services - City University



City University Students & Instructors

City University, established in 2012, is a leading institution in Somalia focusing on education, research, and community engagement. The university was founded in response to a pressing need for high-quality, market-relevant education amidst a landscape of limited regulatory oversight, substandard universities, and high unemployment rates driven by inadequate educational standards. Despite challenges like language barriers, security concerns, and human resource shortages, City University has emerged as a key player in shaping the educational landscape of Somalia.

City University has contributed significantly to the education sector through the development of market-driven academic programs and impactful community initiatives. The university has established partnerships with international institutions for research collaboration and student exchange, and has introduced hybrid and part-time learning options to cater to diverse student needs. Moreover, City University has supported local communities

through scholarships, vocational training, and legal aid, demonstrating its commitment to social responsibility. The establishment of the Center for Environment and Climate Change further showcases their dedication to promoting sustainability. City University provides a wide range of services including undergraduate programs, graduate programs, vocational and technical training, research services, consulting services, legal aid, and professional training for individuals and organizations.

City University initially faced challenges related to regulatory compliance, limited access to capital, human resource shortages, and technological limitations. To address these issues, the university collaborated with the government to develop relevant policies, diversified its revenue streams, increased capacity building for human capital development, and invested in technology to enhance operational efficiency. This comprehensive approach allowed City University to build a sustainable foundation and overcome the initial barriers to growth.

City University aims to expand regionally by establishing additional branches across Somalia and introducing PhD programs to meet growing demand. The institution also plans to create an endowment initiative for sustainability and launch new academic and vocational programs aligned with market needs. Through these strategic initiatives, City University envisions expanding its influence both locally and internationally, while continuing to foster community engagement and social impact.

Value Proposition and Market Positioning:

- A leading provider of specialized legal services in Somalia, with a focus on corporate legal support and human rights advocacy.
- Offers subscription-based legal services to corporate clients, fostering consistent, long-term partnerships.
- Strong emphasis on social responsibility, providing pro bono services to underserved communities.
- Tailored legal solutions that cater to the specific needs of clients, ensuring high-quality service delivery.
- A trusted partner for businesses, NGOs, and government entities, leveraging community engagement and legal expertise to stand out in the competitive landscape.

Contact Information

Phone: +252 61 6754078

Website: <https://cu.edu.so/>

Email: info@cu.edu.so



City University Graduation



5.5 Case Study - Legal and Regulatory - Hiil Law Firm



Hiil Law Firm Team

Established in 2023, Hiil Law Firm is a legal service provider based in Somalia that specializes in a broad range of legal practices including civil cases, legislative drafting, corporate advice, family law, and pro bono representation. The firm has a growing team of legal professionals dedicated to delivering high-quality legal services, guided by social responsibility and community engagement.

The firm has made significant contributions to Somalia's professional services sector by actively engaging in legislative drafting, capacity building, and advocating for underserved communities. They successfully implemented the "Human Rights Violation Victims Through Legal Aid Provision, Advocacy, and Capacity Building" project,

which provides legal representation to victims of human rights violations and educates communities on their legal rights. Their commitment to social justice is further illustrated by their provision of pro bono services to those in need, thereby ensuring equal access to justice. Hiil Law Firm's initiatives have strengthened the legal framework, promoted human rights, and improved the justice system in Somalia.

Hiil Law Firm offers a comprehensive range of legal services including civil litigation, corporate advisory, family law, environmental law and subscription-based corporate legal services.

Value Proposition and Market Positioning:

- A leading provider of specialized legal services in Somalia, with a focus on corporate legal support and human rights advocacy.
- Offers subscription-based legal services to corporate clients, fostering consistent, long-term partnerships.
- Strong emphasis on social responsibility, providing pro bono services to underserved communities.
- Tailored legal solutions that cater to the specific needs of clients, ensuring high-quality service delivery.
- A trusted partner for businesses, NGOs, and government entities, leveraging community engagement and legal expertise to stand out in the competitive landscape.

Hiil Law Firm intends to expand its services across Somalia by establishing additional branches, particularly in underserved areas. They also plan to introduce specialized legal services, such as environmental law and corporate governance, to cater to evolving client needs. Additionally, they are exploring online legal services to enhance accessibility for clients and further streamline their operations. The firm's focus on social responsibility will continue to play a central role in its strategic growth, ensuring that they remain at the forefront of promoting justice and equality in Somalia.

Contact Information

Email: info@hiillawfirm.com

Phone: +252 610 891 222



Member of Hill Law Firm



5.6 Case Study - Media Sector - Astaan TV



Astaan TV, established in 2015, has grown to become a prominent media organization providing television broadcasting, video production, and event services across Somalia and the broader East African region. The company's mission is to deliver culturally relevant and impactful content that meets the aspirations of the Somali community. Astaan TV operates multiple branches and employs over 100 staff, focusing on producing high-quality content that engages both local and international audiences, including the Somali diaspora.

Astaan TV has played a crucial role in promoting social integration and cultural preservation through narrative-driven campaigns on governance, peacebuilding, and social cohesion. Their productions have featured the voices of marginalized groups, such as women, youth, and people with disabilities, helping amplify their

perspectives. Astaan TV has partnered with prominent organizations like the European Union and the World Bank to develop public awareness projects, focusing on social issues such as humanitarian aid and child nutrition. Their work has earned them recognition through industry awards and increased engagement, improving the visibility of Somali culture.

Astaan TV provides a wide array of services, including television broadcasting offering news, entertainment, and educational content targeting viewers in Somalia and the diaspora; video production which include producing corporate videos, advertisements, documentaries, animations, and short films; and event services which include covering corporate, public, and private events, including conferences, product launches, and community celebrations.

Astaan TV positions itself as a market leader in media production, with a deep understanding of Somali culture, which allows it to produce culturally resonant and relevant content. The company leverages its strong digital presence to reach global audiences through streaming platforms, expanding its influence beyond traditional broadcasting. Their commitment to professional production quality and the ability to capture the unique aspects of Somali culture give Astaan TV a competitive edge, attracting partnerships from local and international organizations seeking effective communication strategies.

Astaan TV has faced challenges such as limited access to advanced production technology, human resource limitations, and market competition. To overcome these challenges, the company invested in modern production facilities and equipment, partnered with international donors, and adopted a consultative approach to client engagement. Additionally, Astaan TV has focused on training its staff to enhance their skills in media production and content creation, ensuring the company maintains high-quality standards and stays competitive in the regional market.

Looking forward, Astaan TV plans to expand its service offerings by investing in digital media and streaming capabilities to cater to the growing demand for online content. They also aim to launch new localized programming that addresses the specific needs of different regions in Somalia and East Africa. The company will continue to prioritize cultural preservation by creating documentaries and shows that celebrate Somali heritage, aiming to strengthen its position as the leading media entity in the region.



Astaan Employees Award

Value Proposition and Market Positioning:

- A trusted brand providing culturally relevant, high-quality content to Somali audiences locally and internationally.
- Strong digital presence, integrating traditional broadcasting with modern streaming platforms.
- Commitment to social cohesion and advocacy, amplifying marginalized voices.
- Extensive experience in video production, event services, and public awareness campaigns.
- Proven ability to leverage partnerships with international organizations to achieve significant social impact.

Contact Information

Email: info@astaantv.com

Phone: +252 617 747 421

Website: www.astaantv.com



5.7 Case Study - Engineering Sector - Asal Builders Limited



Asal Builders in operation

Founded in 2011, Asal Builders Limited is a leading engineering consulting and contracting company in Somalia. The company offers a wide range of services including architectural engineering, master planning, sustainable urban development, structural engineering, and project management. Asal Builders serves a variety of clients including small and medium enterprises, private developers, government entities, and NGOs. The company is dedicated to delivering high-quality engineering solutions that meet modern standards, while prioritizing sustainability and cost-efficiency.

Asal Builders has significantly contributed to Somalia's infrastructure development through several high-profile projects in both public and private sectors. The company established the country's first urban development master planning services and

sustainable design practices, helping to modernize urban areas across Somalia. Asal Builders has been recognized for its cost-effective solutions and the timely delivery of projects. The company's commitment to sustainability is evident in their use of eco-friendly materials and energy-efficient designs, which have earned them industry-wide recognition. Asal Builders provides a diverse array of services including architectural and structural engineering, sustainable urban development, and construction management.

The company supports local and regional infrastructure projects, delivering tailored solutions that emphasize safety, efficiency, and sustainability. Asal Builders has also invested in digital engineering tools to improve project planning, design accuracy, and operational efficiency.

Asal Builders positions itself as a leading provider of engineering and architectural expertise in Somalia. Their competitive edge lies in their highly skilled workforce, strong relationships with clients, and emphasis on sustainability. The company has built a reputation for delivering high-quality projects within budget, without compromising on safety standards. Their use of energy-efficient designs and eco-friendly materials is a significant differentiator, appealing to clients with a focus on environmental responsibility.

In its early years, Asal Builders faced challenges including limited access to skilled technical staff and the high cost of materials. To address these challenges, the company established in-house training programs and partnered with educational institutions to develop the necessary skills within their workforce. Asal Builders also forged partnerships with suppliers to negotiate better terms for materials, ensuring that quality standards were upheld while keeping costs manageable.

Asal Builders plans to expand its services across the East African region, with a focus on digital engineering and building information modeling (BIM). The company is also exploring opportunities in green engineering solutions and aims to incorporate renewable energy systems into their future projects. Their strategic goal is to maintain technical excellence while diversifying service offerings to include advanced infrastructure solutions for urban and rural development.

Value Proposition and Market Positioning:

- A trusted provider of engineering consulting and contracting services in Somalia.
- Strong focus on sustainability, employing eco-friendly materials and energy-efficient designs.
- Skilled workforce delivering high-quality projects on time and within budget.
- Emphasis on innovative design practices, such as digital engineering and BIM.
- Deep understanding of local market needs, ensuring tailored solutions for infrastructure projects.

Asal Builders serves as an example of how engineering expertise, combined with a commitment to sustainability and innovation, can drive growth and contribute to national infrastructure development. The company remains dedicated to enhancing the quality of engineering services in Somalia and is well-positioned to expand its influence across the region.

Contact Information

Email: info@asalbuilders.com

Phone: +252 679 510 792

Website: www.asalbuilders.com



5.8 Case Study - Finance Service - Ogaal Solutions



Ogaal Solutions Team

Founded in 2022, Ogaal Solutions is a Somali company specializing in Enterprise Resource Planning (ERP), accounting, financial consulting, and IT solutions. The company helps organizations streamline operations, manage resources, and enhance efficiency. Despite its recent establishment, Ogaal Solutions has demonstrated its commitment to bridging the technology gap in Somalia through innovative digital solutions.

Since its inception, Ogaal Solutions has focused on providing cost-effective ERP and financial solutions to small businesses, non-profits, and government entities. By implementing Odoo ERP for project management, invoicing, and financial tracking, Ogaal Solutions has helped clients achieve operational efficiency. The company has also trained young professionals in IT and financial skills, contributing to community capacity building and addressing the skills gap in the local labor market.

Ogaal Solutions offers a wide array of services including ERP implementation, IT support, accounting, and financial consulting.

Ogaal Solutions positions itself as a leading provider of integrated ERP and financial services in Somalia, focusing on accessibility and customization. Their competitive advantage lies in their localized approach to providing cost-effective digital solutions that are specifically tailored for the Somali market. They use in-house software solutions and cloud-based platforms to improve service delivery and operational efficiency.

The company faced challenges such as regulatory obstacles and limited human resource availability during its initial stages. To overcome these, Ogaal Solutions established partnerships with local banks for financial support, invested in employee training, and leveraged government programs to ensure compliance with local

regulations. These strategies have enabled the company to thrive and create a meaningful impact in Somalia's professional services sector.

Ogaal Solutions plans to expand regionally by offering cloud-based ERP solutions, with a focus on the healthcare and education sectors. They aim to further diversify their services and reach more clients by enhancing their online service offerings, ensuring that more organizations have access to modern IT and financial solutions that support sustainable growth.

Value Proposition and Market Positioning:

- Provider of cost-effective tailored ERP and financial solutions in Somalia.
- Strong emphasis on community capacity building through IT and financial skills training.
- Focused on addressing the technology gap in local businesses by providing accessible solutions.
- Utilizing in-house software and cloud-based platforms to enhance service delivery and operational efficiency.

Ogaal Solutions showcases the potential for technology-driven transformation in Somalia's professional services sector. By focusing on local needs, customized solutions, and skill development, they have positioned themselves as a key player in driving efficiency and innovation in the market.

Contact Information

Email: info@ogaalcpa.so

Phone: +252 770676161



Ogaal Solutions Team at Work



Ogaal Solutions Team in Meeting



5.9 Case Study - Health and Medical Sector - Osoble Hospital



Dental Doctor at Osoble

Established in 2017, Osoble Hospital is a healthcare provider based in Mogadishu, Somalia. Initially starting as an outpatient clinic, the hospital has grown to become a full-fledged healthcare institution offering a wide range of services, including maternal and child healthcare, dental services, infertility treatment, surgery, and inpatient care. The hospital is driven by its commitment to improving healthcare accessibility and quality for the community in Mogadishu and the surrounding areas.

Osoble Hospital has successfully expanded its services and positions itself as a leading healthcare provider in Mogadishu by focusing on high-quality, affordable medical services. Its competitive advantage lies in its diverse service offerings, commitment to patient-centered care, and cost-effective healthcare solutions. The hospital's focus on personalized services, long-term patient relationships, and community health initiatives sets it apart from other healthcare providers in the

region, building a strong brand of reliability and quality. Its service offerings since its inception, evolving from a small clinic into a hospital that provides comprehensive medical care, including surgery and advanced maternal health services. It has established itself as a trusted healthcare provider, known for its quality services and affordability. In addition to its healthcare services, the hospital has also played a key role in promoting public health awareness through community outreach and education initiatives.

The hospital offers a broad range of healthcare services, focusing on maternal and child health, dental care, infertility treatment, surgery, and general inpatient care. Osoble Hospital is dedicated to providing quality care at an affordable cost, making it accessible to a wide range of patients, regardless of their financial status. The hospital's commitment to personalized patient care and continuous service improvement has helped it build a strong reputation in the community.

Osoble Hospital positions itself as a leading healthcare provider in Mogadishu by focusing on high-quality, affordable medical services. Its competitive advantage lies in its diverse service offerings, commitment to patient-centered care, and cost-effective healthcare solutions. The hospital's focus on personalized services, long-term patient relationships, and community health initiatives sets it apart from other healthcare providers in the region, building a strong brand of reliability and quality.

The Hospital has faced several challenges, including limited financial resources, human resource shortages, and regulatory hurdles. To address these challenges, the hospital has emphasized cost-effective healthcare delivery, focused on recruiting and training skilled healthcare professionals, and maintained strong relationships with local regulatory bodies to ensure compliance. The hospital has also leveraged community partnerships to enhance its service offerings and expand its reach.

Moving forward, Osoble Hospital aims to expand its services by introducing specialized treatments such as in vitro fertilization (IVF) and establishing an oncology center to cater to the growing needs of the population. The hospital also plans to expand its footprint by opening additional branches to improve healthcare access in underserved areas of Mogadishu. The focus remains on maintaining affordability while enhancing the quality and range of services provided to patients.

Value Proposition and Market Positioning:

- A trusted healthcare provider in Mogadishu offering a wide range of quality medical services.
- Focus on maternal and child health, affordable surgery, and personalized care.
- Committed to expanding specialized services like IVF and oncology.
- Strong community ties, focusing on both healthcare provision and public health awareness.
- Aiming to grow by expanding services and geographical reach to cater to underserved areas



Osoble Hospital Staff



Dr. Abdirahman at Osoble Hospital

Osoble Hospital is a prime example of how strategic investments in healthcare can improve service delivery and accessibility, ultimately contributing to better health outcomes for the local community. By maintaining a strong focus on patient care, affordability, and service expansion, Osoble Hospital is positioning itself as a leading healthcare provider in the region.

Contact Information

Email: info@osoblehospital.com

Email: osoblehospital@gmail.com

Phone: +252 612 233 557 / +252 612 233 558

Website: <https://osoblehospital.so>



5.10 Case Study - Management & Consulting Sector - Raagsan Consulting



Raagsan Consulting Team

Raagsan Consulting, founded in 2016, is a leading provider of Monitoring, Evaluation, and Learning (MEL) services, specializing in data collection and analytics, policy support. The company has experienced significant growth, expanding its clientele to include international NGOs, government bodies, and private partners. The organization has established financial sustainability, allowing it to pre-finance ongoing projects and secure large-scale grants. A notable success is the partnership with GSMA, which utilizes the Daadihiye platform to provide targeted information on water resources in flood-prone areas. Additionally, RAAGSAN is hosting operations for the global feedback platform Talk-to-Loop in Somalia, demonstrating its commitment to transparency and community impact.

Raagsan's competitive advantage lies in its deep local expertise, which allows the design of culturally relevant programs, and its focus on working within fragile, conflict-affected areas. Raagsan also excels in

strategic communication, using evidence-based approaches to ensure continuous improvement and establish partnerships with various stakeholders.

The Daadihiye Citizen Engagement Platform exemplifies Raagsan's impact. Designed to bridge communication gaps between communities and policymakers, the platform collects real-time data and facilitates community forums. This initiative has fostered dialogue between local governments and communities, contributing to improved service delivery and increased public trust. The recent expansion of regional offices illustrates Raagsan's commitment to growth and impact.

Raagsan plans to expand its client network, diversify funding sources, strengthen its regional presence, and explore new partnerships. Strategic priorities for the next three to five years include expanding service offerings, enhancing internal capacities, standardizing methodologies, and increasing investment in technology to improve data collection and analysis.

Contact Information

Email: info@raagsan.com

Phone: +252 77 0676101

Website: <https://raagsan.com>

Address: Airport Road, Opposite Madina Gate, Mogadishu



Raagsan Consulting Team



Raagsan Consulting Team at Work

Chapter 6: Resources for Starting a Business in Somalia

6.1 Business Registration Procedure in Somalia

Somalia's investment permit application process is straightforward and requires just a few steps. These are:

1. Visit the SOMINVEST website and fill out the FDI Application Form.
2. Business registration: The foreign investor must register the business with the Registrar of companies at the Ministry of Commerce and Industry.
Visit: <https://ebusiness.gov.so/>
3. Notarize the Memorandum of Association. In Somalia, foreign investors can incorporate a company having a sole director, and register a wholly-owned local company, without having to have a local shareholder.
4. Obtain a business license from the relevant Ministry. For more information:
Visit: sominvest@mop.gov.so
5. TIN Certificate (get a Tax Identification Number). For more information:
Visit: sominvest@mop.gov.so

To improve the ease of doing business, the government has radically reformed the business registration process. The Somali Business Registration and Licensing System (SBRL) has recently been developed by the Ministry of Commerce and Industry, which has overall responsibility for business registration.

The SBRS has reduced the business registration period from several months to just about three days. Visit: <https://ebusiness.gov.so/>



6.2 Key Government Contacts

Some of the key government contacts for investment resources are listed in the table below.

Table 15: Government Contacts for Investment Resources

Government Agencies	Roles	Contacts
Somalia Investment Promotion Agency (SOMINVEST)	This body is the national investment promotion agency under the Federal Ministry of Planning Investment and Economic Development	Afgoye Road, KM5, Mogadishu-Somalia Website: https://sominvest.mop.gov.so Email: sominvest@mop.gov.so Tel : +25261911153
National Communications Authority (NCA)	The National Communications Authority (NCA) is the regulatory body for the communications sector in Somalia. NCA was established through the Communications Act of 2017 and its mandate is to regulate the Communications sector including telecommunications, Internet, broadcasting, Information, and Communications Technology, eCommerce services. The NCA is responsible for facilitating the development of the ICT sector, enabling and ensuring fair and sustainable competition, carrier interconnection, transparency in the implementation of the Communication Law, protecting consumer interest and rights, and maintaining its role as an independent regulator.	P.O. Box: 55, BN 03010 Mogadishu – Somalia https://nca.gov.so/ info@nca.gov.so
Ministry of Commerce and Industry	The Ministry of Commerce and Industry administers two departments, the Department of Commerce and the Department for Promotion of Industry & Internal Trade (formerly the Department of Industrial Policy and Promotion).	P.O. Box 30, Mogadishu, Somalia Website: www.moci.gov.so Email: ministry@moci.gov.so / info@moci.gov.so
Somali Chamber of Commerce	The Somali Chamber of Commerce and Industry is a trade organization headquartered in Mogadishu, Somalia. It serves as an umbrella group for the local business community. Membership is also open to international investors. SCCI is a vibrant organization focused on enhancing business opportunities and ensuring that its members take advantage of business opportunities locally, regionally and internationally.	Somali Chamber Building, near Banadir Hotel, Shibis District, Mogadishu, Somalia Telephone: -640560 Fax:-219039 Email: info@somalichamber.so Website: www.somalicci.com Offices in each regional states
Somali Bureau of Standards (SoBS)	SoBS's mandate covers standardization, metrology, all conformity assessment activities, inspection testing, and certification. It has been given the authority to control product quality and ensure the safety of consumers.	Via Kamalu din, Boondheere District P.O. Box 67, BN03010 Email: info@sobs.gov.so Tel: +252 61 0742473
The Central Bank of Somalia	The Central Bank of Somalia is responsible for formulating monetary policy to achieve and maintain price stability. The Central Bank also promotes financial stability; supervises an effective and efficient payment, clearing and settlement system; formulates and implements foreign exchange policies; holds and manages foreign exchange reserves; issues currency; and is the banker for, adviser to and fiscal agent of the Government.	http://www.centralbank.gov.so

6.3 SOMINVEST

SomInvest is Somalia's national investment promotion agency under the Federal Ministry of Planning Investment and Economic Development. It is a statutory body established under Article 6 (sections 1-8) of the Foreign Investment Law of 2015, in order to:

- Promote foreign investment
- Rebrand Somalia
- Facilitate investment entry and retention
- Continuously advocate for improved investment policies

The Foreign Investment Law (FIL) 2015 mandates the Somalia Investment Promotion Office (SOMINVEST) to help investors to access the information and application forms that must be submitted and approved by the Foreign Investment Board (FIB). Application forms and information about the registration process, the visa regime, the tax regime and the labour law can be accessed via this link: sominvest@mop.gov.so.

SOMINVEST focuses on sector-specific investor targeting and the development of new partnerships to enable sustainable investments in Somalia. The main objectives include:

- Promotion of Foreign Direct Investment flows to Somalia.
- Development and maintenance of scientific investment-related data that can aid investors to make intelligent choices when investing in Somalia.
- Establishment of investor outreach platforms and missions to facilitate investor entry.
- Execution of a robust communication strategy to position Somalia as a favourable investment destination.
- Provision of aftercare support and dispute avoidance/resolution mechanisms to improve the investor experience.
- Offer policy advocacy and support across the investment cycle.

Our Vision

To Promote and Sustain Direct Foreign Investment flow to Somalia.

Our Mission

SOMINVEST will endeavour, through the use of cutting-edge technology and strategies, to promote Investment inflow to Somalia; rebrand Somalia; facilitate and support investor entry and retention; and continuously advocate for an investor-friendly ecosystem.



Department/Sections

SOMINVEST has the following four essential sections to facilitate the delivery of its mandate through its five (5) year strategic plan (2021-2025):

1. Investment Promotion Section

The investment promotion section is mainly responsible for attracting, promoting and reaching foreign investors by providing the necessary information about Somalia, sectors of interest, and key legislative and institutional arrangements that allow investors to make informed decisions.

2. Investment Facilitation and Support Section

The investment promotion section is mainly responsible for attracting, promoting and reaching foreign investors by providing the necessary information about Somalia, sectors of interest, and key legislative and institutional arrangements that allow investors to make informed decisions.

3. Research and Policy Advocacy Section

The research and Policy Advocacy Section is mainly responsible for providing sectoral and market analysis and designing and preparing bankable projects for FDI. It has the overall lead for reforms in the investment climate.

4. Communications and Brand Somalia Section

The Communications and Brand Somalia Sections are mainly responsible for investor outreach, the brand Somalia initiative, and the organization of successful investment conferences, roadshows and other events that are necessary for the overall attraction, promotion and facilitation of FDI.

Contact Us

Afgoye Road, KM5, Mogadishu, Somalia
Website: <http://sominvest.mop.gov.so>
Email: sominvest@mop.gov.so
Tel: +252 61911153



ANNEX 1: LITERATURE REVIEW

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