



SOMALILAND INVESTMENT FORUM 2016

OUTCOME REPORT



This outcome report is the result of the Somaliland Investment Forum Hargeisa held on September 19-21, 2016.



SOMALILAND INVESTMENT FORUM

September 19-21, 2016 | Hargeisa, Somaliland

Presented By



**SOMALILAND MINISTRY OF
TRADE & INVESTMENT**

Cover photos: Participants network at the SIF Hargeisa 2016. All photos in this report are by Jean-Pierre Larroque of One Earth Future unless otherwise noted.



TABLE OF CONTENTS

FOREWORD	ii
EXECUTIVE SUMMARY.....	1
STATISTICS AND FIGURES.....	3
MEDIA COVERAGE.....	4
AGENDA-AT-A-GLANCE	5
EVENT HIGHLIGHTS.....	6
KEY FINDINGS AND RECOMMENDATIONS	9
EVENT PHOTOS.....	10
SPEAKER LIST	11
SPONSORS & PARTNERS	14
TRADE SHOW	15
LIST OF ATTENDEES.....	16
SHURAAKO FORUMS.....	18
THE ORGANIZERS.....	20
APPENDICES	
APPENDIX A: ATTENDEE DIRECTORY	I
APPENDIX B: PROGRAM BOOKLET	IV
APPENDIX C: SURVEY RESULTS	V



FOREWORD

Remittances constitute a large portion of Somaliland's GDP and are an important component of the Somaliland economy. In addition to remittances, investment accounted for 10% of GDP in Somaliland in 2015 according to the World Bank Somalia Economic Update report.¹ The Somali diaspora remain the most committed and involved investors, though there are other actors as well. While there has been growth in investment, there remains much room for improvement.

In order to leverage the momentum of Somaliland's economy and stability, Shuraako and the Somaliland Ministry of Trade & Investment co-hosted the Somaliland Investment Forum – Hargeisa (SIF Hargeisa) September 19 – 21, 2016. The SIF Hargeisa was organized in response to a request from the Somaliland Ministry of Trade & Investment and with encouragement from the private sector. The SIF Hargeisa follows in the footsteps of the 2015 Somali Investment Forum held in Nairobi and answered the call from attendees to host a forum in Somaliland.

More than 300 stakeholders, including entrepreneurs, investors, financial institutions, policymakers, donors, and thought leaders, convened to discuss ways to strengthen private sector development and investment in Somaliland. The forum showcased a receptive climate to investment demonstrated by discussions of the Somaliland National Development Plan, the Somaliland National Vision 2030, and the launch of a new impact fund.

The SIF Hargeisa provided an important platform for expert-led dialogue on Somaliland's economy and private sector development. Representatives from a number of Somaliland government ministries presented their strategy for supporting Somaliland's economy and specific economic sectors. The event culminated in a Pitch Ring on the third day where pre-selected entrepreneurs pitched to investors, demonstrating the positive climate taking shape in Somaliland as the private sector continues to grow and an appetite for investment intensifies.

Shuraako is aware of the important role remittances and investment play in Somaliland's economy and are committed to working with partners to focus more attention and efforts to leverage innovative investment models to enhance the development of impact funds and catalyze investments to fuel the economy. We invite you to learn more about the activities and outcomes of the SIF Hargeisa and look forward to continuing to work together.

Sincerely,

Anthony Pelz
Acting Director
Shuraako

Abdikarim J. Gole
Country Director, Somaliland
Shuraako

¹ World Bank Group. 2015. *Somalia Economic Update, October 2015: Transition Amid Risks with a Special Focus on Intergovernmental Fiscal Relations*. World Bank, Nairobi, Kenya. © World Bank. <https://open-knowledge.worldbank.org/handle/10986/23240> License: CC BY 3.0 IGO.



EXECUTIVE SUMMARY

The Somaliland Investment Forum Hargeisa 2016 was a three day event convened on September 19-21, 2016, at the Maansoor Hotel in Hargeisa, Somaliland. The Somaliland Minister of Trade and Investment, H.E. Minister Mohamed Omar Shuayb, with encouragement from the Somaliland private sector, requested that Shuraako organize and co-host a Somaliland Investment Forum in Hargeisa following strong reception of the [Somali Investment Forum](#) (SIF) held in Nairobi, Kenya, March 2015, and the [Somali Renewable Energy Forum](#) (SREF) 2016 held in Hargeisa, Somaliland in February 2016.

According to the *Somaliland National Development Plan 2012-2016*, more than 90% of the country’s GDP comes from private sector activity. Three hundred fifteen stakeholders convened to discuss ways to strengthen private sector development and investment in Somaliland including entrepreneurs, investors, financial institutions, policymakers, donors and thought leaders. The forum showcased a climate receptive to investment demonstrated by dynamic discussions of the role of the private sector in the *Somaliland National Development Plan 2* and the *Somaliland National Vision 2030*, policies and priorities to enable growth, the Berbera Port and Corridor project, diaspora investment, and the launch of new impact funds and programs supporting entrepreneurs. The event culminated in a Pitch Ring where 20 pre-selected entrepreneurs pitched their business idea directly to a panel of investors.

The SIF Hargeisa 2016 was designed to meet three outcomes:

- a. Convene stakeholders;
- b. Discuss and coordinate on topics related to private sector development and investment;
- c. Improve investment opportunities in Somaliland.

The Forum examined Somaliland’s private sector from the perspective of three tracks: Finance, Strategy, and Governance. A broad overview of the tracks is provided below.



Ministers representing the Ministry of National Planning & Development, Ministry of Trade & Investment, and Ministry of Foreign Affairs & International Cooperation, together with Shuraako’s Director and Shuraako’s Somaliland Country Director, opened the Forum. In their remarks, speakers called for private sector participation in shaping the *Somaliland National Development Plan 2017-2021*. Mr. Ali Hussein Ismail Jirdeh, Minister of National Planning and Development, stressed the government’s goal of facilitating local and diaspora investments in Somaliland. Similarly, the Somaliland Minister of Trade and Investment, Mr. Mohamed Omar Shuayb, praised investment efforts in the country but cautioned that investments often do not reach the groups that need it most, such as farmers, fishers and herders who do not have access to resources in urban centers.



Dr. Saad Shire, Minister of Foreign Affairs and International Cooperation, outlined the role of the Somaliland government in facilitating investments, namely: allocating more of its revenues toward investments, creating a conducive environment for businesses, establishing the right regulatory environment for investment institutions and financial products, developing a strategic plan for the financial sector and setting standards and policies to ensure donors allocate portions of aid to investment. Minister Shire also acknowledged the vital link between savings and investments, stating that the government can encourage a savings culture through curriculum and media channels, promoting savings institutions and providing incentives such as tax exemptions.



Dr. Saad Shire at the SIF Hargeisa 2016

Dr. Mohamed Samater, in his role as the Technical Team Leader for the *Somaliland National Development Plan 2017-2021* and Public Financial Management Reform Coordinator, gave the keynote address highlighting the important role the private sector plays in Somaliland’s development. He provided an overview of the policies and frameworks the Somaliland Government is implementing that encourage economic growth and support Somaliland’s active private sector. At the end of the Forum, on behalf of the Economic Sector Coordination Meeting (ESCOM), Michael Thyge Poulsen, Head of Office and Program Coordinator for Danida Programme Office, Hargeisa, invited members of the private sector to participate in the next ESCOM meeting and contribute to the *Somaliland National Development Plan 2*.



Select SIF Hargeisa 2016 panelists, attendees, and organizers

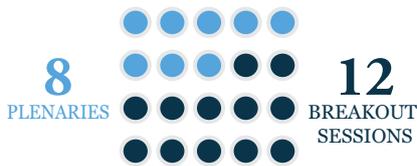


STATISTICS AND FIGURES

The first goal of the SIF Hargeisa 2016 was to convene stakeholders. The Forum anticipated attendance between 300-400 people. In the end, 315 people attended the Forum. The second goal was to discuss and coordinate on topics related to private sector development and investment. A total of 77 speakers and facilitators participated in the Forum’s 20 sessions. See [Appendix B](#) for a detailed agenda and the [speaker list](#) for a detailed list of all speakers, panelists, and facilitators who participated in the Forum.

OVERVIEW IN NUMBERS

20 SESSIONS



Representing the private sector, government, donors, financial institutions, civil society



315 ATTENDEES



MOST VALUABLE REPORTED OUTCOMES

- Networking
- Connecting with investors
- Knowledge-sharing
- Meeting stakeholders
- Expertise in attendance
- Event management

MEDIA COVERAGE

The SIF Hargeisa 2016 garnered print, television, and internet media coverage. Since the Forum, there have been at least 17 known mentions in the media. Nine registered media representatives attended the Forum press conference on Wednesday, September 21, 2016 (the third day of the conference).

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SHIRKI MAALGASHIGA SOMALILAND OO HARGEYSA KA FURMAY IYO HAY'ADA SHURAAKO OO SOO DIYAARISAY

Published by Waaheen Media on September 19, 2016 | COMMENTS OFF



Hargeysa (Waaheen) kulan lagaga hadaayo kobonta iyo sida soo horumark qaybaha kala duwan ee Ganaaciga Somaliland ayaa lagu qabtay Mansoor Hotel.

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Somaliland: Setting the Stage for Foreign Investment

Created on Wednesday, 14 September 2016
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TALKING EARLY STAGE INVESTING AT THE SOMALILAND INVESTMENT FORUM

By David van Dijk on September 12, 2016



SAVE THE DATE / REGISTER NOW!
19th-21st SEPTEMBER

Since the outbreak of civil war in the early nineties the Somali region has been affected by decades of political and economical instability. This nearly continuous state of conflict has seriously curtailed economic growth. As the region started the road to recovery in 2012 strengthening the private sector and catalyzing investment have become goals shared by stakeholders both inside and outside the area.

SOMALILAND SUN
the nation's leading independent news source

Somaliland: Dahabshil Bank International partners AFF, Shuraako on PPF Energy Project



Somaliland Investment forum banner

Somalilandsun- The Dahabshil Bank International- DBI is partnering Arsenault Family Foundation (AFF) and Shuraako the Powering Progress Fund (PPF or the "Fund") which seeks to create positive impact through Sharia compliant investments in renewable energy technology used in MSME projects.to entrepreneurs and businesses wishing to initiate or improve on existing renewable energy in order to upgrade or increase production with the added value of job creation – a central proviso in the investment offer

The partnership was unveiled at the just concluded Somaliland Investment Forum, held in Hargeisa the capital of somaliland reports somtribune in an article titled Dahabshil Bank partners with AFF, Shuraako on PPF energy project

BAADIYE
MEDIA CENTER

Dahabshil Bank Partners with AFF, Shuraako on PPF energy project (Photos)
Dahabshil Bank Partners with AFF, Shuraako on PPF energy project

Hargeisa (BABC)-Dahabshil Bank International (DBI) unveiled at the Somaliland Investment Forum Hargeisa, the Powering Progress Fund (PPF or the "Fund") which seeks to create positive impact through Sharia compliant investments in renewable energy technology used in MSME projects.It was a pride of Dahabshil Bank International to provide customers unchattered, easy access to banking, financing and investments, he added.





AGENDA AT-A-GLANCE

FINANCE
STRATEGY
GOVERNANCE

MONDAY, SEPTEMBER 19

07:00 - 08:30	Registration		
08:30 - 09:15	Welcome Remarks (Hoodale 1)		
09:15 - 09:45	Keynote Address (Hoodale 1)		
09:45 - 10:45	The Role of Private Sector in the Somaliland National Development Plan and Somaliland National Vision 2030 (Hoodale 1)		
10:45 - 11:00	Transition Break		
11:00 - 12:00	Business Environment: Policies & Priorities to Enable Growth (Hoodale 1)		
12:00 - 13:30	Lunch - Sponsored by Rays Farm (1st floor of Maan-Soor Hotel)		
13:30 - 14:00	The Somali Diaspora Investment Survey Report: Findings & Recommendations (Hoodale 1)		
14:00 - 15:00	Diaspora Investment Panel (Hoodale 1)		
15:00 - 15:45	Break (garden in front of Hoodale Halls)		
15:45 - 17:00	Berbera Port & Corridor (Hoodale 1)	Women in the Private Sector (Hoodale 3)	
17:00 - 18:30	Break		
18:30 - 20:00	Dinner - Sponsored by Premier Bank (1st floor of Maan-Soor Hotel)		

TUESDAY, SEPTEMBER 20

09:00 - 10:15	Donor Programs Addressing Economic Development in Somaliland (Hoodale 1)			
10:15 - 10:30	Transition Break			
10:30 - 12:00	Renewable Energy (Hoodale 3)	Youth Employment & Enterprise Development (Hoodale 1)	Early-Stage Investing (Hoodale 4)	
12:00 - 13:15	Lunch - Sponsored by KEEPS (1st floor of Maan-Soor Hotel)			
13:15 - 13:45	How Entrepreneurial Education Helps Provide New Opportunities to Young Women in Somaliland (Hoodale 3)			
13:15 - 14:45	Early-Stage Investing Masterclass (Hoodale 4)	The Role of Chambers and Associations (Hoodale 5)		
14:45 - 15:00	Transition Break			
15:00 - 16:30	Current Challenges and Future Solutions for Fisheries in Somaliland (Hoodale 3)	Investment Act (Hoodale 1)	Manufacturing & Food Processing (Hoodale 4)	Agriculture & Livestock (Hoodale 5)
16:30 - 17:00	Closing Remarks (Hoodale 1)			

WEDNESDAY, SEPTEMBER 21

Pitch Ring (Invite Only)



EVENT HIGHLIGHTS

FORUM DISCUSSION TOPICS

- The business environment – policy, regulation and the participation of the private sector;
- Challenges and opportunities of major economic sectors;
- Engaging minority groups in the private sector;
- Catalyzing investment by promoting investment opportunities and new investment vehicles;
- Supporting and encouraging the formation of associations and chambers of commerce to assist economic sectors.

SPECIAL ANNOUNCEMENTS

“[Powering Progress: Renewable Energy in the Somali Region](#),” a short video providing an overview of the sector and its opportunities, was launched at the Forum.



In addition, two new investment vehicles in the market were announced as well as a new program supporting entrepreneurs.

Powering Progress Fund

The Powering Progress Fund is a renewable energy impact fund and is a collaborative effort between Dahabshil Bank International, Arsenault Family Foundation, and Shuraako. The fund seeks to create a positive economic impact through Sharia compliant investments in renewable energy technology used in micro, small and medium enterprises (MSMEs) or business activities.



Investment criteria:

1. Applicants may be in any stage of growth from start-up to mature
2. For-profit enterprises
3. Evaluated as merit worthy post due diligence
4. From any industry or sector that incorporates renewable energy technology into their operations.

For more information email: ppf@shuraako.org or info@dahabshilbank.com

KIMS Solar Microfinance Initiative

Established in 2014 as the first private microfinance institution in the Somali regions, Kaah International Microfinance Services (KIMS) seeks to contribute to the economic development and stability of the regions by providing Sharia compliant financial services to the Somali population with a priority focus on low-income women and youth. The institution is a partnership between Kaah Express, Silatech and American Refugee Committee. KIMS introduces small solar household loans to provide quality and affordable solar home systems for low income families and business owners. Partnership opportunities include:

1. Grant based co-financing
2. Grant based technical assistance
3. Grant based or in-kind support to marketing and consumer education
4. Grant based monitoring and evaluation support

For more information email: info@kimsmfi.com or www.kimsmfi.com

Work in Progress!

Work in Progress! is a program offering tailored business development services (BDS) to ten selected small and medium sized enterprises (SME) with a strong potential for employing women and youth in Somaliland. The program strengthens the capacity of participating businesses by providing tailored BDS ranging from fundamental business principals, concepts and services, to individual enterprise advisory and technical support. The program will run for two additional years with ten SMEs selected each year. The application criteria include:

1. Privately owned businesses (at least one year in operation, expanding, or diversifying)
2. Located in Somaliland and current or potential employees between 10-250
3. High potential to scale employment for women and youth
4. Businesses seeking financing and BDS training

For more information email workinprogress@shuraako.org or visit the website <http://shuraako.org/entrepreneurs/work-in-progress>.



A KIMS employee at the SIF Hargeisa trade show



These announcements contributed to meeting the third goal of the Forum, “improving investment opportunities in Somaliland.” This goal was also achieved by having stakeholders in the Somaliland business community meet under a single roof over the course of three days. In addition, twenty pre-vetted entrepreneurs pitched their businesses directly to investors, and 14 companies showcased their business at the trade show held throughout the duration of the forum.

PUBLICATIONS

Shuraako shared findings from its new report, [*Somali Diaspora Investment Survey Report*](#), which analyzes the preferences and behaviors of Somali Diaspora toward existing channels and opportunities for Somali-based investments and provides policy recommendations for how to better facilitate crucial investment. The report helped set the stage for subsequent Forum discussions.



WEBSITE

Shuraako developed and designed a conference website:
<http://shuraako.org/forums/sif/hargeisa/2016>.

On the website you can find event documentation, including photos, video and voice recordings of sessions, speaker presentations, and reports shared during the event.



KEY FINDINGS & RECOMMENDATIONS

Throughout the Forum a number of calls to action and recommendations were made by policymakers, entrepreneurs, investors, and conference attendees. These were summarized at the closing of the event and presented to the entire audience. Below we share these findings and recommendations organized according to the three Forum tracks (Governance, Strategy, and Finance).

GOVERNANCE

- Minister Saad A. Shire proposed the creation of a commission that actualizes the ideas and proposals made at the conference. The proposed commission will include various stakeholders such as the Chamber of Commerce, NGOs, Government, financial institutions, academia and the Ministry of Planning and Development.
- Somaliland policymakers should take a leadership role in creating reform and SME support programs.
- Policymakers should listen to the call from private sector businesses and investors to enforce existing laws and change or create new laws to provide needed protections to investment.
- Robust policy and dialogue forums are essential to cultivate public private partnerships and strengthen stakeholder relations.
- Private sector governance is critical for promoting standards, certifications, and advancing the quality of economic sectors. Chambers of Commerce and Business Associations are key institutions that can provide these services, however, they should be improved and supported in their growth and development. These institutions should provide vital demand driven services and be responsive to their members.

STRATEGY

- Support Somaliland's small and medium sized enterprises (SMEs), particularly those run by women and youth. SMEs are the backbone of any economy and women entrepreneurs make up a large portion of the total number of SMEs. Addressing challenges for women and youth entrepreneurs is necessary to encourage growth and tap into this existing pool of talent.
- Strategic focus should be on infrastructure development, access to finance, skills training, better regulations, and investment promotion.
- Donors are committing considerable resources to address market needs, economic sectors, and business investment. There is a need for donors to collaborate and seek ways to complement the work being implemented. Actors in the investment sector need to continue to engage in information sharing and collaboration.

FINANCE

- Access to finance for SMEs is considered to be one of the greatest challenges, particularly for marginalized business owners such as women and youth, or risky sectors. Stakeholders need to support the development of refined financial instruments for greater access to finance for all populations.
- Government could benefit the economy by providing incentives to SMEs and by assisting informal/traditional businesses in accessing credit.
- Innovative financial products are beginning to enter the market by way of microcredit, impact funds, and seed capital matching programs, thereby improving the market.
- Strategic sectors, such as renewable energy, have the potential to significantly influence the Somaliland economy in a positive way and would benefit from targeted funding.
- Transparency and responsiveness from policymakers encourages trust and reinforces investment interest and strengthens the investment climate.

EVENT PHOTOS



Top row: SIF Hargeisa volunteers and organizers

Middle row: A forum participant stands in front of the sponsors banner

Bottom row: Business owners and NGOs network during the forum





SPEAKER LIST

DAY 1

INVITEE	TITLE	ORGANIZATION
Welcome Remarks		
Abdikarim Gole	Country Director	Shuraako
Ali Ismail Jirdeh	Minister	Somaliland Ministry of National Planning & Development
Lee Sorensen	Director	Shuraako
Omar Shucayb Mohamed	Minister	Somaliland Ministry of Trade and Investment, Somaliland
Dr. Saad Shire	Minister	Somaliland Ministry of Foreign Affairs & International Cooperation
Keynote Address		
Dr. Mohamed Samater	Public Financial Management Reform Coordinator	Somaliland Ministry of Finance
Plenary 1 – The Role Of Private Sector in The Somaliland National Development Plan and Somaliland National Vision 2030		
Guilherme Suedekum	Consultant	Somaliland Ministry of Planning & Development
Ilhan Dahier Hassan	General Counsel	Telesom Group
Mohamed A. Liban	Chief Financial Officer	Dahabshil Bank International
Mohamed Samater	Public Finance Management Coordinator	Somaliland Ministry of Finance
Mubarik Abdullahi Ibrahim	Director of Planning	Somaliland Ministry of Planning & Development
Facilitator: Abdikarim Gole	Country Director	Shuraako
Plenary 2 – Business Environment: Policies & Priorities to Enable Growth		
Abdisamad Egah Habaneh	Dean of Business & Public Administration	Amoud University
Adam Ismail	Consultant	Hanvard
Moustapha Osman Guelleh	Chief Operating Officer	Somaliland Beverage Industry
Saed Abdi Mohamud	Vice Minister	Somaliland Ministry of Trade and Investment
Facilitator: Mohamed Awale	Director of Planning	Somaliland Ministry of Trade and Investment
Presentation 1 – The Somali Diaspora Investment Survey Report: Findings & Recommendations		
Lee Sorensen	Director	Shuraako
Plenary 3 – Diaspora Investment Panel		
Hassan Ahmed Yusuf	Executive Director	Somaliland Diaspora Agency
Hassan Farah Mohamed	Legal Advisor	Somaliland Chamber of Commerce
Hassan Yusuf	CEO	IBS
Osman Ahmed	Owner	Dayibat
Said Jama	Managing Director of S&A Group and Owner of Barbara Café	Barbara Café, S&A
Facilitator: Lee Sorensen	Director	Shuraako
Breakout Session 1 – Berbera Port & Corridor		
Ahmed Yusuf	Director	Berbera Port
Ali Ismail Jirdeh	Minister	Somaliland Ministry of National Planning & Development
Dr. Saad Shire	Minister	Somaliland Ministry of Foreign Affairs & International Cooperation
Facilitator: Mohamed Awale	Director of Planning	Somaliland Ministry of Trade & Investment

*Day 1 Continued*

Breakout Session 2 – Women in the Private Sector		
Ahmed Jama	Youth and Gender Specialist	United Nations Population Fund
Amina Adam	Owner	TAYO
Edna Adan	CEO & Founder	Edna Hospital
Hodan Ali Hassan	Head of Business Development and Marketing	Dahabshil Bank International
Najma Ismail	Technical Officer	ILO
Sucaad Odowa	President	Association for Women in Business
Facilitator: Judith Akoth Otieno	Gender Program Analyst	United Nations Development Program
Facilitator: Sahra Hassan	Associate Field Manager	Shuraako

DAY 2

INVITEE	TITLE	ORGANIZATION
Plenary 5 – Donor Programs Addressing Economic Development in Somaliland		
Dr. Abdi Arman Haji	Market Development Coordinator	DAI/PIMS
Alan Saffery	Deputy Chief of Party	Deputy Chief
David Phillips	Director	GBRW Ltd.
George Waigi	Team Leader	BDO-SMEF
Hirsi Farah	Deputy Team Leader	SBCF-DAI
Judith Akoth Otieno	Gender Program Analyst	UNDP
Lee Sorensen	Director	Shuraako
Mirjam Horstmeier	Global Programme Manager	Oxfam Work in Progress! Alliance
Facilitator: Abdikarim Gole	Country Director	Shuraako
Breakout Session 3 – Renewable Energy		
Abdifatah Omar	Planning Coordinator	Somaliland Ministry of Energy & Minerals
Abdillahi Abdi Awad	CEO	KIMS
Hodan Ali Hassan	Head of Business Development & Marketing	Dahabshil Bank International
Mohamed Abdirahman Farah	Executive Board Member	SomPower
Said Abib	Secretary General of SOMRENA & General Manager of Kaafi Solar	SOMRENA & Kaafi Solar
Tony Pelz	Acting Director	Shuraako
Facilitator: Liban Mohamed	Energy Director	Somaliland Ministry of Energy & Minerals
Breakout Session 4 – Youth Employment and Enterprise Development		
Abdirahman Hassan	Technical Advisor/Project Coordinator	SOS Children's Village Somaliland
Asha Ahmed	Field Assistant	Shuraako
Ayaan Abdirashid Ibrahim	Student	Hargeisa University
Fadumo Alin	Chairperson & Founder	KAABA
Ibrahim Mohamed Ismail	Investee	KIMS
Mohamed Dhabeeye	General Director	Ministry of Youth, Sports & Tourism
Omar Sheikh	Executive Director	Havayoco
Facilitator: Abdiqani Dirie	Manager	Shaqodoon Organization
Presentation 2 – Early-Stage Investing		
David van Dijk	Director General	African Business Angel Network (ABAN)
Stephen Gugu	Founder & Director	Viktoria Ventures
Thomas van Halen	Investor Relations Officer	VC4Africa



Day 2 Continued

Presentation 3 – How Entrepreneurial Education Helps Provide New Opportunities to Young Women in Somaliland		
Ahmed Bashe	Director of Academic Affairs	Abaarso Tech University (ATU)
Presentation 4 – Early-Stage Investing Masterclass		
David van Dijk	Director General	African Business Angel Network (ABAN)
Mehmet Toros	Sectoral Relations and Project Management Coordinator	Türk Telecom
Stephen Gugu	Founder & Director	Viktoria Ventures
Thomas van Halen	Investor Relations Officer	VC4Africa
Breakout Session 5 – The Roles of Chambers and Associations		
Abdirashid H. Mohamed	Head of External Relations	Somaliland Chamber of Commerce
Jamaal Aydid	Vice Chair	Somaliland Industry Association
Sucaad Odowa	President	Association for Women in Business
Warsame Mohamoud	Association and Research & Community Service Director	University of Hargeisa
Facilitator: Hailemelkot Asfaw Reda	Country Director	CIPE Ethiopia
Breakout Session 6 – Current Challenges and Future Solutions for Fisheries in Somaliland		
Ahmed Yasin Osman	Fisheries Project Manager	Oxfam
Andy Read	Fisheries Team Leader	GEEL
Jama Ahmed Mohamed	Owner	Alla Amin
Sam Omer Ghedi	Director of Planning and Coordination	Somaliland Ministry of Fisheries
Yusuf Abdilahi Gulled	Regional Program Manager	Fair Fishing
Facilitator: Paige Roberts	Project Coordinator	Secure Fisheries
Breakout Session 7 – Investment Act		
Hassan Farah Mohamed	Legal Advisor	Somaliland Chamber of Commerce
Kenedid A. Hassan	Dean of Graduate Studies	Moridijeh International University
Mohamed Ahmed (Barawani)	Executive Director	Somaliland Non-State Actors Forum
Mustafe Mohamed	Legal Advisor	Somaliland Parliament
Facilitator: Abdirashid Guleid	Director General	Somaliland Ministry of Trade and Investment
Breakout Session 8 – Manufacturing & Food Processing		
Amina Adam	Owner	TAYO
Ahmed Mohamed Elmi	General Manager	ZamZam Food Industry
Eid Ali Ahmed	Chairman	Mandar Foods Company
Hassan Nuur Abokor	Manager	AADCO
Moustapha Osman Guelleh	COO	Somaliland Beverage Industry
Facilitator: Osman Ahmed	Owner	Dayibat
Breakout Session 9 – Agriculture & Livestock		
Aden Geedi	General Manager	Wayeel Camel Dairy
Ahmed Ismail	Food Security Advisor	Somaliland Ministry of Agriculture
Farhan Ahmed Yusuf	Director of Planning	Somaliland Ministry of Livestock
Halima Saad	Business Owner	Rays Farm
Hussen Ibrahim Ismail	Business Owner	Fardole Camel Dairy
Ibrahim Khalid	Founder and Chief Technical Director	Aqua Garden Africa
Facilitator: Mohamed Shiridon	Agriculture Value Chain Team Lead	GEEL
Closing Remarks		
Abdikarim Gole	Country Director	Somaliland, Shuraako
Lee Sorensen	Director	Shuraako

SPONSORS & PARTNERS

SPONSORS



PARTNERS



SPECIAL THANKS TO THE STEERING COMMITTEE:

Somaliland Ministry Officials

- Mohamed Awale, Director of Planning & Development
Somaliland Ministry of National Planning & Development
- Mubarik Abdillahi Ibrahim, Director of Planning , Ministry of Trade and Investment

Chamber of Commerce

- Hassan Farah Mohamed, Legal Advisor

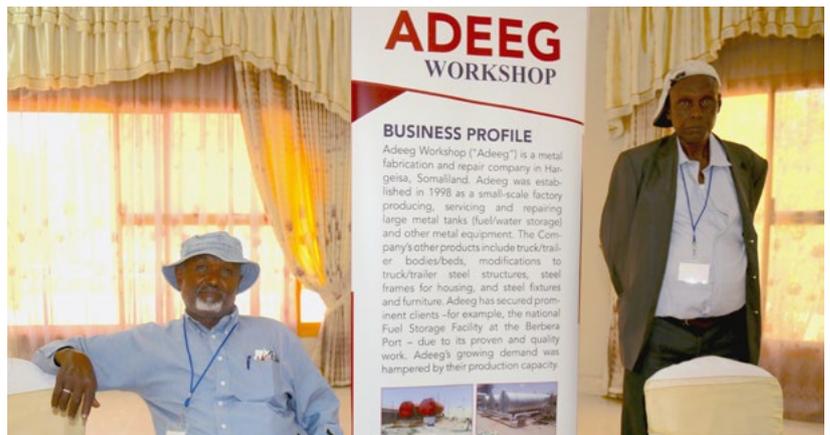
Private Sector

- Amina Adan, NAGAAD and Tayo Uniforms
- Amran Ali Hiis, Assoc. for Women in Business
- Suad Armiye, Assoc. for Women in Business
- Mohamoud Liban, Somaliland Electricity Assoc.
- Osman Ahmed, Somaliland Industry Assoc.
- Abdirashid Haibe Dubad, Maandeeq Poultry Farm
- Ahmed Gorse, DMY Africa

Special Thanks to Maansoor Hotel and event volunteers.

TRADE SHOW

A trade show was held in conjunction with the Forum. It provided a space for the private sector, development organizations and civil society stakeholders to exhibit their products, programs and projects, and offered a space for attendees to network during the Forum.



EXHIBITORS:

1. Dahabshiil Group
2. Premier Bank
3. Kaah Islamic Microfinance Services (KIMS)
4. KEEPS
5. Dheeman Fashion Tailor
6. Tayo Uniform and Embroidery
7. Barwaaqo Farmers Cooperative
8. Som Legal Services
9. Iman Auditing Firm
10. Adeeg Workshops
11. Sompower
12. Turk Telekom
13. Bulaale Beekeeping
14. Muliyo Salt



LIST OF ATTENDEES

Representatives from over 150 organizations attended the Forum. The participating institutions spanned a wide range of sectors. We were pleased to have the following organizations participate in the Forum:

- Agricultural Development Organization (ADO)
- Abaarso Tech University
- Abdijama Poultry Farm
- ABHAS Group
- Abu Najjib
- Abusita Group
- Adam Consulting
- Adeeg Metal Workshop
- Adventist Development and Relief Agency (ADRA)
- Aflah General Trading Co.
- Africa Legal Risk Control
- African Business Angel Network (ABAN)
- African Business Wire (ABW)
- African Investments & Global Connections Inc.
- African Youth Enterprise and Yield Organisation (AYEYO)
- Al-Ain Mineral Water and Power Supply
- Alla Aamin Fishing Company
- ALMIS & SURAD Engineering Construction-Land
- Al-Safa Consulting Ltd.
- Askar Farm Business (AFB)
- Association for Women in Business
- Ayatiin Modern Furniture and Decoration
- Bahnaano Medical Centre
- Barako
- Barwaaqo Farmers Cooperative (BFC)
- Barwaaqo Poultry Farm (BPF)
- Beijing Urban Construction Group Co., Ltd.
- Best Yogurt
- Bilaal
- Billicsan Sanitation and West Management Firm
- Boqoljire Poultry Farm
- Bothways Business Support Services
- Bubal Medical and Dental Center
- Bullaale Farm
- Cabaydh Development Ltd
- Casri Electronics
- CEDS-Somalia
- Center for International Private Enterprise (CIPE)
- Clingendael Institute
- Community Health Promotion
- ComputerWorld
- Dahabshiiil
- Development Alternatives Incorporated (DAI)
- DAI PIMs (Promoting Inclusive Markets in Somalia)
- Dairy Production & Processing Plant:
- Daldhis Furniture and Aluminum Factory
- Danish International Development Agency (DANIDA)
- Deegan Trade Service Center
- Dhamac Contracting Company
- Dheeman
- East Horizon Engineering
- Edna Adan Hospital and University
- Elite Water Group
- Emisoma Consultants Ltd.
- Enersom
- Energy Security & Resource Efficiency Somalia (ESRES)
- Faaiz Services
- Faasi
- FairFishing
- Forum Syd
- Friendship
- Golis Energy Co.
- Golis University
- Growth, Enterprise, Employment & Livelihoods (GEEL) Project
- Gucure Honey Group
- GuriYagleel
- Guryasamo Property Management
- H&H Consultancy
- Hadi Farming
- Haldoor Primary School and Kindergarten
- Hargeisa Furniture Works
- Hargeisa Grand Hotel
- Hargeisa Municipality
- Health First
- Health Professional Activists
- ICT Commission
- Iftiin
- Ihsan Consulting Firm
- Iidaan Supermarket
- Ileeye Camel Dairy Farm
- Inamacalin Fishing Company
- Initiatives of Change, UK
- Insight, Innovate, Develop (IID) Firm
- International Labour Organisation
- Intifac Womens Farmers
- International Organization for Migration
- iTech Solutions, Somaliland
- Kaaba Microfinance Institution
- Kaahin Consulting Firm
- Kafi Enterprise for Environmental Protection and Sanitation (KEEPS)
- Khayraad Development Association
- Life Line Care
- Maandeeq Food House
- Maandeeq Media Production
- Malko
- Meecaad Group of Companies
- Mondalas Dinner and Sweets
- Nageeye Vaps
- National Industry Organization
- National Electrical Engineering Company



Nomad Fishing and Clearing and Forwarding
NRCC Construction Company & Shaamsoom Electronics
Nuria Products Inc.
OXFAM
Pastoral and Environmental Network in the Horn of Africa (PENHA)
Qaloon Bookshop
Raise Consulting Firm
Ramad & Galool Camel Milk Dairy Products
Ray's Farms
Saadik Poultry
Samriye Electronics
Sanca Electronics
Saxo Medical Centre
Same Business Different Outcome (SBDO)
Secure Fisheries
Southern Gas Somalia (SGS Ltd.)
Shaqodoon Organization
Shuraako
SLA Somaliland
Somaliland Lawyers Association (SOLLA)
Som Sky Management Consulting
Somali Jobs
Somaliland Advertising Agency
Somaliland Community Association
Somaliland Ministry of Foreign Affairs and International Cooperation
Somaliland Ministry of National Planning and Development
Somaliland Ministry of Trade and Investment
Somaliland Ministry of Labor and Social Affairs (MOLSA)
Somaliland Non-State Actors Forum (SONSAF)
Somaliland Nursing and Midwifery Association (SLNMA)
Somaliland Parliament, Parliamentary Budget Office
Somcable
Somlegal Services
Sompower
Sopha
SOS Somaliland and Somalia
Sowmaha

Takaful Insurance of Africa
Tayo-Taran Company
Tigaad
U.S. Mission to Somalia
Ugbaad Agrocare Co. Ltd.
United Nations Development Programme (UNDP)
United Nations Population Fund (UNFPA)
University of Hargeisa
US Embassy
Venture Capital for Africa (VC4A)
Viktoria Ventures
Waayeel Camel Dairy
World Bank Group
Xaji Muxumed Group
Xamran Aluminium Company
Yustan Seafood
Zamzam Food Industry





SHURAAKO FORUMS

Shuraako hosts ground-breaking forums focused on the Somali economy and its private sector. These events are designed to bring together stakeholders from around the world. This is a rare occasion for stakeholders to meet, exchange ideas, form partnerships, and find synergies.

2015 SOMALI INVESTMENT FORUM: *RETURNING CAPITAL FOR GROWTH*



Shuraako, the US Embassy, Nairobi, and the World Bank Group successfully co-hosted the Somali Investment Forum: *Returning Capital for Growth* (SIF) March 8-10, 2015. The two and half day event convened around 330 entrepreneurs, investors, sector experts, business development experts and other stakeholders – all of whom are focused on Somalia – to discuss business opportunities and challenges, catalyze investment deals, and network.

EVENT HIGHLIGHTS:

- Hosted 14 sessions to advance dialogue on business, business associations, and private sector policy reform
- 45 Somali-based businesses pitched directly to investors with pledged capital representing five investment groups
- Shuraako secured pledged investment capital which acted as a matching fund for local financial institutions, diaspora investors, impact funds, and others
- 60 Somali-based businesses and business support services hosted booths to advertise their products and services, and network with key players, at the SIF Trade Show
- 54 scholarships were awarded to Somali businessmen/women to attend the Forum who could not have afforded to otherwise
- Shuraako and the One Earth Future Foundation published two reports in conjunction with the SIF. *Powering Progress: The Potential of Renewable Energy in Somalia* and *Building a Business Ecosystem in Somalia: The Case for Business Associations* that were used to guide session content



SIF Participant

Shuraako hosted its first forum in collaboration with the US Embassy, Nairobi and the World Bank Group titled the “*Somali Investment Forum: Returning Capital for Growth*” from March 8-10, 2015. The two and half day event took place in Nairobi, Kenya and convened around 330 entrepreneurs, investors, sector experts, business development experts and other stakeholders to discuss business opportunities and challenges, catalyze investment deals, and network.

Website: <http://shuraako.org/somali-investment-forum/main>



2016: SOMALI RENEWABLE ENERGY FORUM

FEBRUARY 20-23 | HARGEISA, SOMALILAND

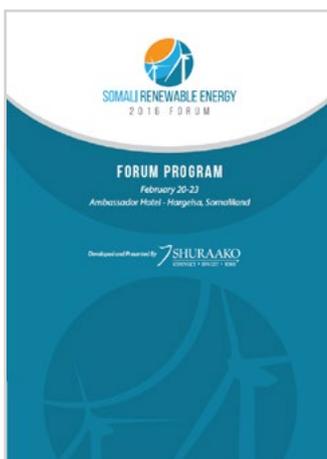


ABOUT THE FORUM

Somalis pay some of the highest energy tariffs in the world, crippling business growth and tightening household budgets. Yet the country has some of the greatest potential in Africa for onshore wind power and solar generation.

In response to Somali local demand, Shuraako hosted the Somali Renewable Energy Forum 2016 (SREF 2016). The SREF 2016 aimed to advance dialogue and development of the Somali energy sector - a sector that is positioned to have the greatest single positive impact across all industries and the potential to boost the country's economic growth. Key stakeholders took part in changing the course of Somalia's energy sector.

LEARN MORE



In response to Somali local demand, Shuraako, with the support of the Somaliland Ministry of Energy, hosted the “*Somali Renewable Energy Forum 2016*” (SREF 2016). The SREF 2016 aimed to advance dialogue and development of the Somali energy sector - a sector that is positioned to have the greatest single positive impact across all industries and the potential to boost the country's economic growth. Key stakeholders took part in changing the course of the Somali region's energy sector, including Somali energy providers, technical experts, vendors, donors, investors, workforce trainers, students, and policy leaders.

Website: <http://shuraako.org/forums/sref/overview>



FORUM ORGANIZERS



SOMALILAND MINISTRY OF TRADE AND INVESTMENT

The Somaliland Investment Forum – Hargeisa was co-hosted by the Somaliland Ministry of Trade and Investment, a government entity responsible for the promotion of job creation and economic growth. The Ministry aims to empower Somaliland businesses and entrepreneurs through targeted micro-loan programs, the Somaliland Business Fund, and partnership with the United States Agency of International Development. The Ministry is also responsible for the formulation and implementation of progressive policies on trade, investment and protection of the interest of consumers to create a positive impact on Somaliland’s economy and the well-being of the population of the country. The top six investment priority sectors for the ministry are the banking & finance sector, agriculture, livestock, fisheries, industry and energy sectors. The Ministry works with business owners, communities, Regional Governments, Local Governments, the National Bank, private lenders and the Chamber of Commerce.

info@somalilandtrade.net

<http://somalilandtrade.net/>



SHURAAKO

Shuraako, also a co- host of the Somaliland Investment Forum - Hargeisa, is a program of the One Earth Future Foundation (OEF), operating throughout the Somali region. Shuraako believes that healthy markets and good governance mutually support one another. Shuraako, Somali for partnership, facilitates investment in promising Somali-based businesses, encouraging economic development and greater stability throughout the region.

Shuraako itself is not an investor; rather it acts as a neutral broker, evaluating and managing potential investments, creating relationships throughout the supply chain, and structuring Islamic-finance compliant investments. In the process, Shuraako catalyzes economic development by expanding markets for goods and services and encouraging trade and investment, which together stimulate job creation. Shuraako believes that these efforts will culminate in a stronger private sector, contributing to greater peace and stability by means of better governance.

Since mid-2013, Shuraako has been operating on the ground in Somaliland, Puntland and South Central Somalia. Today, there are three permanent offices in Hargeisa, Garowe, and Mogadishu. Business proposals are accepted on the basis of merit. Shuraako has facilitated over \$7.1 million in finance which has created a projected 1,600 plus jobs. Our work includes a facilitated investment portfolio covering 14 sectors consisting of 80 plus transactions, consultation and management services of impact funds for partners focused on the Somali region, convening stakeholders through investor and sector specific forums, and working group meetings to promote dialogue that strengthens private sector efficiency and collaboration and contributes to policy formation that encourages responsible private sector growth.

info@shuraako.org

www.shuraako.org

**APPENDIX A: SIF HARGEISA 2016 ATTENDEE DIRECTORY²**

Company/Organization	Full Name	Email	Phone
Qaloon Bookshop	Abdikani Mohamed	qaloonzare@gmail.com	
Friendship	Abdirahman Abshir	cabshir1@hotmail.com	
SOS Somaliland and Somalia	Abdirahman Hassan Mohamed	abdirahman.hassan@sos-somaliland.org	
Nile Tea and Soft Food	Abdirahman Mohamed Warsame	dhurde.rx@gmail.com	+252 63 4501841
Alsafa Consulting Ltd.	Abdirahman Muse	alfaruk_76@yahoo.com	
Tayo-Taran Company	Abdirashid Guleid	abdirashidaa@gmail.com	
Somali Jobs	Abdirashid Ibrahim Abdirahman	rashedibr@hotmail.com	
Enersom	Abdishakur Ahmed	shakurtalha@gmail.com	+252 63 4094845
ITech Solutions	Abdulaziz Suudi	Abdulaziz@itechsom.com	+252 63 4008081
Abaarso Tech University	Abshir Hassan	nasirfalcon@hotmail.com	
East Horizon Engineering	Abubeker Mohamed Ahmed	abibsh@gmail.com, easthorizonconsult@gmail.com	+252 63 3503915
Inamacalin Fishing Company	Ahmed Abdillahi Mohamed	inamacalin1@yahoo.com	+252 63 4420136
Ministry of Trade and Investment	Ahmed Ali	aadhowre@gmail.com	
SGS Ltd	Ahmed Amin	ahmedamin@smallglobesolutions.com	
Guryasamo Property Management	Ahmed Hersi	ahmedhers39@gmail.com	
UNFPA	Ahmed Jama	ajama@unfpa.org	
Growth, Enterprise, Employment & Livelihoods (GEEL) Project	Alan Saffery	alan.saffery@sogeel.org	
Hargeisa Municipality	Ali Mohamed Nor (Ali Dheereeye)	cawaale59@gmail.com	+252 63 4012160
Growth, Enterprise, Employment & Livelihoods (GEEL) Project	Andy Read	andy.read@sogeel.org	
Clingendael Institute	Anette Hoffmann	ahoffmann@clingendael.nl	
Saxo Medical Centre	Awil Mohamed	Awilsaxo@gmail.com	
Faasi	Ayaan Abdirashid Ibrahim	ayaandeeqa4400@gmail.com	
MoTI	Barkhad Hassan	barckad@gmail.com	
Ministry of Trade and Investment	Cabdirashiid Axmed Guuleed	Sumal37@hotmail.com	
U.S. Mission to Somalia	Davinia Seay	seaydm@state.gov	+254 020 363 6179
Edna Adan University Hospital; Edna Adan University	Dr. Edna Adan Ismail	ednahospital@yahoo.spm; edna@ednahospital.org	+252 63 4426 922; +252 63 4416 342; +252 2 525 016
Bubal Medical and Dental Center	Dr. Hebaq Dubal	dr_hebaqq@hotmail.com	
Daldhis Furniture and Aluminum Factory	Eng Ismail Yasin Ahmed	daldhis@gmail.com	+252 63 4456273
Somali Sweden Business Program	Erike Tanghøj	erike.tanghoj@forumsyd.org	+252 46 0 850637005
Kaaba Microfinance Institution	Fadumo Alin	fadumoalin2@gmail.com	+252 63 400382
Mandeeq Food House	Faisa Nour Muhumed	maryamanuur513@gmail.com	+252 06 34772665
Ministry of Water Resources (MoWR)	Faisal Hashi	hashi44@hotmail.com	+252 63 425 9214
MOLSA	Filsan Hussein Khalif	filsanxkh@hotmail.com	
Somaliland Ministry of National Planning and Development	Guilherme Suedekum	slmnpd.suedekum@gmail.com	

² This is a directory of all people who registered for the 2016 Somaliland Investment Forum Hargeisa and opted to be included.



Company/Organization	Full Name	Email	Phone
ADRA	Hafsa Askar	hafsa.dayib11@gmail.com	
CIPE	Hailemeleket Asfaw Reda	hailemeleket2003@yahoo.com	
Growth, Enterprise, Employment & Livelihoods (GEEL) Project	Halima Saadia	halima.saadia@sogeel.org	
Ministry of Trade and Investment	Hamda Sh. Ahmed	idililkacas@live.com	
Somaliland Parliament, Parliamentary Budget Office	Hamse Mohamoud H.Muse	hamsemuse@gmail.com	
National Electric Engineering Company (NEEC)	Hani Mohamed Muse	neechq@gmail.com	+252 63 4115247
Somlegal Services	Hassan Mohamed	hassanbadde@gmail.com	+252 63 4475005
Ministry of Trade and Investment	Hibo Dayib	jjamaalat@gmail.com	
Kafi Enterprise for Environment Protection and Sanitation (KEEPS)	Ismail Abdi Egeh	caymis60@hotmail.co.uk	
National Electric Engineering Company (NEEC)	Jamal Sh-Ali	saleban.sahil@gmail.com	+252 63 4858585
Iftiin	Jeremy Wyatt	jeremy@iftiin.com	+252 61 9621710
Shaqodoon	Khaalid Ahmed	Toothpick_industry12@hotmail.com	+252 63 444 0824
Tigaad Organization	Khadar Mohamed Mohamoud	tigaad.ed@gmail.com	+252 63 4466736
Barwaaqo	Maryan Omer	bfc_coop@hotmail.com	
Oxfam	Mirjam Horstmeier	mirjam.horstmeier@oxfamnovib.nl	
Al-Safa Consulting Ltd.	Mohamed Abdillahi Ali	mabdillahi922@gmmail.com	
Nageeye Vaps	Mohamed Amin	nagueyeh@yahoo.com	
Ministry of Trade and Investment	Mohamed Awale	mawale@somalilandtrade.net	+252 63 4240083
Health First	Mohamed Dualeh	mdualeh10@gmail.com	
Somcable	Mohamed Omar	moqaro@gmail.com	+252 63 4480830
Growth, Enterprise, Employment & Livelihoods (GEEL) Project	Mohamed Shirdon	mohamed.shirdon@sogeel.org	
Barwaaqo Poultry Farm	Mohamed Youssof Abdi	Maxamed_556@hotmail.com	+252 63 4418745
Malko Company	Mubarak Abdirahman Maal	mubmal@hotmail.com	+252 63 4242402
Ministry of National Planning and Development	Mubarik Abdulahi	daljir86@gmail.com	
Nomad Fishing and Clearing and Forwarding	Mubarik Mohamed Alin	mmcmubarik@gmail.com	
Initiatives of Change, UK	Muna Ismail	munalisa.ismail@gmail.com	
Aar Community Health	Naima Jamal	healthactivist2@gmail.com	+252 63 3627935
International Labour Organisation	Najma Ismail	ismail@ilo.org	
Abaarso Tech University	Nasri Yusuf	nasrimohyu@gmail.com	
Haldoor Primary School and Kindergarten	Nima Adam	nima_qawdha30@hotmail.com	
Boqoljire Poultry Farm	Nouradin Nour	nouradin.a@outlook.com	
Abaarso Tech University	Nura Hassan	nuura404@gmail.com	
Meecaad Group of Companies	Omar Mead	meadgroups@gmail.com	
Kafi Enterprise for Environment Protection and Sanitation (KEEPS)	Omar Sh. Abdilahi Issa	omarissa21@gmail.com	+252 63 4000510, +252 65 9905038, +252 2 571533, +252 63 4421506
African Investments & Global Connections Inc.	Osman Hassan Farah	osman.h.farah@gmail.com	



Company/Organization	Full Name	Email	Phone
Saadik Polutory	Sacad Ahmed	sacadahmed89@hotmail.com	
Hargeisa University	Sacad Mohamed	sacad36@gmail.com	
CEDS-SOMALIA	Saeed Jama Abdirahman	saeedalladi@gmail.com	+252 63 4480424
Golis Energy	Sayid-ali Ahmed Abdi	golis.solar.co@gmail.com	+252 63 4422516
University of Hargeisa	Shadia Hassan	mu7ibo@gmail.com	+252 63 4083685
University of Hargeisa	Sharma'arke Mustafe	Ayzamm@gmail.com	+252 63 4489835
Viktoria Ventures	Stephen Gugu	stephengugu@viktoria.co.ke	
University of Hargeisa	Yasin Calase	calase21@hotmail.com	
AADO	Yurub Ismail	yurubis@hotmail.com	
FairFishing	Yusuf Abdilahi Gulled	agy444@hotmail.com	+252 63 4440824
Shaqodoon	Zainab Abdirizak	Saynabh03@gmail.com	

APPENDIX B: SIF HARGEISA 2016 PROGRAM BOOKLET





APPENDIX C: SURVEY RESULTS

Shuraako received 93 exit surveys (30% of Forum attendees). Completed surveys were collected after the closing plenary on Day 2 (Tuesday September 20, 2016). Below is the analyzed feedback from attendees.

1. Of all respondents:

- a. 97% reported that they were either “Very Satisfied” or “Satisfied” with the Forum.
- b. 99% of respondents were either “Very Satisfied” or “Satisfied” with the organization of the event.
- c. 95% were either “Very Satisfied” or “Satisfied” with the registration process.
- d. 93% were either “Very Satisfied” or “Satisfied” with the relevance of conference content.
- e. Individuals found networking, connecting with investors, knowledge-sharing, meeting stakeholders, the expertise in attendance, and the event management most valuable.
- f. 88% said they gained “specialized knowledge” as a result of the Forum.

2. Of the eight SIF Hargeisa plenary sessions³ on Day 1 & 2:

- a. The Keynote Address was ranked highest, at 84%, as either “Very Beneficial” or “Beneficial.”
- b. The Donor Programs session ranked second highest with 83% of respondents saying the session was either “Very Beneficial” or “Beneficial.”
- c. All other sessions ranked between 66%-80% as “Very Beneficial” or “Beneficial.”

3. Of the twelve specialized breakout sessions⁴ on Day 1 & 2:

- a. Youth Employment & Enterprise Development in the Strategy Track ranked the highest, with that 94% finding the session either “Very Beneficial” or “Beneficial.”
- b. The Berbera Port & Corridor session ranked second (meaning that 91% found the session either “Very Beneficial” or “Beneficial”).
- c. All other breakout sessions ranked between 59% and 88% as either “Very Beneficial” or “Beneficial.”

4. Areas for improvement:

- a. The lowest ranking sessions were Manufacturing and Food Processing (59%), Diaspora Investment panel (66%), the Role of Private Sector in the Somaliland National Development Plan and Somaliland National Vision 2030 (68%), and the Somali Diaspora Investment Survey Report: Findings & Recommendations presentation (69%).
- b. Tea Breaks were lowest ranked in terms of networking value. Second lowest was the Dinner Reception at the end of Day 1.
- c. Trade Show ranked low at 65% “Very Beneficial” or “Beneficial.”
- d. Survey respondents wrote down what they found “Least Valuable.” Lack of audience participation, the need for the conference to be spread out over more days, the sound system quality, issues with language/translation, too broad a range of topics, time management of sessions, and the need for more information on investment opportunities were among the topics listed.

³ Plenary sessions, by their very nature, had no concurrent or competing sessions. There were seven of these sessions: 1) Keynote Address; 2) The Role of Private Sector in the Somaliland National Development Plan and Somaliland National Vision 2030; 3) Business Environment: Policies & Priorities to Enable Growth; 4) The Somali Diaspora Investment Survey Report: Findings & Recommendations; 5) Diaspora Investment Panel; 6) Donor Programs Addressing Economic Development in Somaliland; 7) Closing Remarks.

⁴ Twelve sector breakout sessions included the following: Berbera Port & Corridor; Women in the Private Sector; Renewable Energy; Youth Employment & Enterprise Development; Early-Stage Investing; How Entrepreneurial Education Helps Provide New Opportunities to Young Women in Somaliland; Early-Stage Investing Masterclass; The Role of Chambers and Associations; Current Challenges and Future Solutions for Fisheries in Somaliland; Investment Act; Manufacturing & Food Processing; and Agriculture & Livestock.



Shuraako is a program of the One Earth Future Foundation



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