



International
Labour
Organization



EMBASSY OF SWEDEN



Sectoral Assessment of Women's Entrepreneurship Development in the Agriculture and Renewable Energy Sectors in Somalia

Conducted in the framework of:

THE ILO'S PROJECT "PUBLIC PRIVATE
DEVELOPMENT PARTNERSHIP FOR
RENEWABLE ENERGY SKILLS TRAINING AND
WOMEN'S ECONOMIC EMPOWERMENT"

▶ **Sectoral Assessment
of Women’s
Entrepreneurship
Development in the
Agriculture and
Renewable Energy Sectors
in Somalia**

Conducted in the framework of:

The ILO’s Project “Public Private
Development Partnership for Renewable
Energy Skills Training and Women’s Economic
Empowerment”

Copyright © International Labour Organization 2020
First published 2020

Publications of the International Labour Office enjoy copyright under Protocol 2 of the Universal Copyright Convention. Nevertheless, short excerpts from them may be reproduced without authorization, on condition that the source is indicated. For rights of reproduction or translation, application should be made to ILO Publishing (Rights and Licensing), International Labour Office, CH-1211 Geneva 22, Switzerland, or by email: rights@ilo.org. The International Labour Office welcomes such applications.

Libraries, institutions and other users registered with a reproduction rights organization may make copies in accordance with the licences issued to them for this purpose. Visit www.ifrro.org to find the reproduction rights organization in your country.

ISBN: 9789220330999 (web PDF)

The designations employed in ILO publications, which are in conformity with United Nations practice, and the presentation of material therein do not imply the expression of any opinion whatsoever on the part of the International Labour Office concerning the legal status of any country, area or territory or of its authorities, or concerning the delimitation of its frontiers.

The responsibility for opinions expressed in signed articles, studies and other contributions rests solely with their authors, and publication does not constitute an endorsement by the International Labour Office of the opinions expressed in them.

Reference to names of firms and commercial products and processes does not imply their endorsement by the International Labour Office, and any failure to mention a particular firm, commercial product or process is not a sign of disapproval.

Information on ILO publications and digital products can be found at: www.ilo.org/publns.

Design and layout by the International Training Centre of the ILO, Turin – Italy

© Cover photo: ILO Somalia Office

Foreword

Investing in women is one of the most effective means of reaching equality and promoting inclusive and sustainable economic growth. Specifically, when women enterprises are supported, they contribute to gender equality, employment creation, expanding the pool of human resources and talents, economic growth and poverty reduction. Women's economic empowerment gives women the independence, confidence, and ability to transform their lives. There is a direct correlation between improvements in health, education, peace, and security and the eventual success of women entrepreneurs to catalyse change within their regions, clans, towns, and families. Estimated to comprise 60% of business owners and represent 70% of the informal sector, women play an essential role in the Somali vibrant private sector. Yet they still face gender-based barriers in a number of areas including access to markets, technology, financial and non-financial services.

In addition to the global COVID-19 pandemic, Somalia faces the direct impacts of climate change. Resulting value chain disruptions and draughts have an effect on the female-dominated agriculture sector which usually contributes to 60% of GDP and over 90% of total exports (Heritage Institute, 2020). In this regard, supporting the development of women's entrepreneurship in the agriculture sector will be a key adaptation strategy. In addition, with one of the highest daily average of total solar irradiation in the world, Somalia has the opportunity to adopt a strong mitigation strategy while promoting gender equality in renewable energy. Expanding access to renewable energy in the country also has the potential to increase the productivity and competitiveness of Somali women and men run/owned businesses, contribute to alleviating poverty (both of which could lead to increased investment), improve health and education outcomes, and bolster security.

The Public and Private Development Partnership Project (PPDP) for Renewable Energy and Women's Economic Empowerment (2018-2022), funded by the Government of Sweden and executed by the International Labour Organization (ILO), undertook this Sectoral Assessment of Women's Entrepreneurship Development (WED) in the Agriculture and Renewable Energy Sectors in Somalia in 2020. This report brings together the methodologies of sector selection, value chain analysis and of the national assessment of women's entrepreneurship development. The preparation for this exercise started in 2019, making Somalia the first country to conduct a sectoral WED assessment using this unique methodology. The report identifies two value chains conducive to the development of WED that will be further analysed and developed as part of the PPDP project.

This exercise also allowed the identification and prioritization of policy recommendations with national stakeholders. The over-riding question of the assessment is to what extent there is a supportive environment for WED in Somalia that facilitates the efforts of more women to become entrepreneurs and start new businesses, and promotes the productivity, growth and competitiveness of existing women's enterprises in the sectors of agriculture

and renewable energy? We believe that the results that came out of the assessment serve as a relevant, evidence-based and consulted basis for the development of national action to implement its recommendations in order to support the development of women's entrepreneurship across all economic sectors on a more equitable and participatory basis.

The recommendations of this assessment should support the promotion of action in favour of women's entrepreneurship which would ultimately have a positive impact on the Somali economy as a whole. While targeted measures can bridge the gap for women entrepreneurs in the specific sectors of agriculture and renewable energy, in parallel the recommended action would include looking into supporting policies, programmes and practices that would promote women's entrepreneurship development at the national level. A role for which we rely on our partners, the government of Somalia, the Somali Chamber of Commerce and Industry, the Federation of Somali Trade Unions and others to make the recommendations a reality in the economy.

Alexio Musindo

Director, ILO Dar Es Salaam

Table of Contents

Foreword	iii
Acknowledgement	vii
Executive Summary	viii
List of Acronyms.....	xiii
1. Introduction.....	1
▶ 1.1 Methodology	1
▶ 1.2 Limitations	2
▶ 1.3 Structure of the paper	2
2. Profile of women entrepreneurs in the economy.....	3
3. Sectoral assessment of the framework conditions for WED in the Agriculture and Renewable Energy sectors	7
▶ 3.1 Agriculture	7
3.1.1 Relevance to the target group.....	8
3.1.2 Opportunity for inclusive growth of the sector	12
3.1.3 Feasibility to stimulate change	15
3.1.4 Suggested value chain: milk in Mogadishu	20
▶ 3.2 Renewable energy sector	22
3.2.1 Relevance to the target group.....	23
3.2.2 Opportunity for inclusive growth of the sector	24
3.2.3 Feasibility to stimulate change	26
3.2.4 Suggested value-chain: off-grid solar products in Garowe	28
4. Preliminary analysis of selected Value Chains.....	31
▶ 4.1 Preliminary mapping	31
▶ 4.2 Main actors	35
▶ 4.3 Policy level. Existing sectoral rules and their application	38
▶ 4.4 Market level. Accessibility to markets and to appropriate financial and non-financial services	39
▶ 4.5 Enterprises level. Main challenges in productivity and competitiveness of women's businesses	45

5. Conclusions and recommended actions	47
▶ 5.1 Conclusions	47
▶ 5.2 Recommended Actions	47
6. Annexes	53
▶ 6.1 References	53
▶ 6.2 Information on key informant interviews	58
6.2.1 List of key informant interviews	58
6.2.2 Demographics of key informants interviewed	59
▶ 6.4 WED Assessment Scoring template and detailed scoring of value chains	60

List of Tables

▶ Table 1: Scoring of agriculture value chains.....	20
▶ Table 2: Scoring of renewable energy value chains.....	28
▶ Table 3: Main actors.....	35
▶ Table 4: Key informant interviews' organization list.....	58

List of Figures

▶ Figure 1: Scoring of main criteria for agriculture value chains.....	21
▶ Figure 2: Scoring of sub criteria for agriculture value chains.....	21
▶ Figure 3: Scoring of main criteria for renewable energy value chains.....	29
▶ Figure 4: Scoring of sub-criteria for renewable energy value chains.....	29
▶ Figure 5: Milk and dairy Value Chain.....	31
▶ Figure 6: Off-grid solar value chain.....	33
▶ Figure 7: Key informants interviewed.....	59

Acknowledgement

This report was made possible thanks to the dedication, hard work and collaboration of a number of people and organizations. It was produced in the framework of the International Labour Organization (ILO)'s support to the government of Somalia through the Public and Private Sector Development Project for Renewable Energy and Women's Economic Empowerment, funded by the Government of Sweden and implemented in Mogadishu and Garowe from 2018 to 2022.

This report was developed and written by the Women's Entrepreneurship Development programme of the ILO (ILO-WED). Thanks to the lead author, Amélie Duval, who drafted the report under the direction of Charleine Mbuyi-Lusamba, who conceived and contextualized the methodology of this sectoral assessment of women's entrepreneurship development, and to Jaylan ElShazly, for the preliminary analysis of the findings of the Women Entrepreneur Survey (WES) commissioned to One Earth Future in October 2019, under the responsibility of Victor Owuor. Special thanks to all the Somali stakeholders, partners and women entrepreneurs as well as to all the members of the project's technical working group, who generously contributed to this report through interviews and consultations. Big thanks to the International Training Center (ITC) of the ILO for the organization of the validation workshop and the final review and editing of this document, particularly to José Manuel Medina Checa, Linda Deelen, Cristiana Actis and Juliana Maziero Castro.

This report was formulated with overall supervision and strategic guidance of the PPDP management team, Abdulkadir Ali and Amran Mohamed Ali. Comments were also provided by other ILO staff members including Mohamed Ismail Hassan, José Miguel Solana and Adriana Sierra Leal.

Executive Summary

The Public and Private Development Partnership Project (PPDP) for Renewable Energy and Women's Economic Empowerment (2018-2022), funded by the Government of Sweden and executed by the International Labour Organization, undertook the Sectoral Assessment of Women's Entrepreneurship Development in the Agriculture and Renewable Energy Sectors in Somalia in 2020.

The objective of the assessment was to analyse framework conditions and identify the most conducive value chains for women's entrepreneurship development in the agriculture and renewable energy sectors. The female-dominated agricultural sector is essential to Somalia's economy, contributing over 60% of the country's GDP, and the renewable energy sector, presently male dominated, is a growing sector with potential to integrate women entrepreneurs. The research aimed to identify two value chains conducive to the empowerment of women entrepreneurs in Mogadishu and Garowe, in order to advance representation and meaningful participation of Somali women entrepreneurs in their business environment, and to enhance their contribution to socioeconomic growth.

For the purpose of this study, a literature review of over 50 reports, project documents and other sources of information was conducted. In addition, the results of a survey of 500 women entrepreneurs conducted in October 2019 were analysed. About 25 interviews with key informants were conducted in both Garowe and Mogadishu, and a validation workshop convening key actors in the agriculture and renewable energy sectors and the general business ecosystem for women entrepreneurs was organized.

The report provides an overview of the challenges and opportunities for women entrepreneurship development and economic empowerment along the value chains identified. It analyses important challenges related to the enabling environment, skills gaps faced by women entrepreneurs, access to relevant and affordable financial and non-financial business development services and how they are affected by political, social and cultural contexts.

The report ranks value chains within the two identified sectors on the basis of 1) their relevance to women entrepreneurs, 2) the opportunity for inclusive growth and 3) the feasibility to stimulate change. This ranking is informed by the six framework conditions of the WED Assessment methodology, namely: (i) a gender-sensitive legal and regulatory system that advances the economic empowerment of women, (ii) effective policy leadership and coordination for the promotion of WED, (iii) access to gender-sensitive financial services, (iv) access to gender-sensitive business development support (BDS) (v) access to markets and technology, and (vi) representation of women entrepreneurs and participation in policy dialogue. Within the agricultural sector, the milk value chain in Mogadishu is identified as the one that holds most potential for women's entrepreneurship development. Within the renewable energy sector, the off-grid solar value chain in Garowe is selected as the most promising for women entrepreneurs.

The value chains will further be investigated and developed based on the “cross value addition” approach of the ILO’s business-upgrading model for growth-oriented women entrepreneurs. Noting that all the sectors are beneficial for the economy, the project will assess on the one hand what in the off-grid solar creates value and what prevents women from entering this market and on the other hand, what in milk attracts and retains women entrepreneurs.

Based on the preliminary analysis of the selected value chain, this assessment proposes a number of recommendations, presented below:

#	Recommendation	Related WED framework condition	Target stakeholder	Suggested role of the PPDP/WEE project
Policy level: to address gaps in sectoral rules and their application				
1.	Integrate the needs and concerns of women, including those in the informal sector into MSME policy formulation and programmes	Gender-sensitive legal and regulatory system that advances the economic empowerment of women	Ministry of commerce	Consult with the ministry on the status of the development of the MSME policy and identify the opportunity to define required synergies and support to mainstream WED in the document
2.	Include the development of women’s entrepreneurship as a priority in sectoral policies and master plans for energy and livestock		Ministry of Energy & Water Resources Ministry of Livestock, Forestry and Range	Enquire on the materialization of these policy actions recommended in the National Development Plan for Somalia and determine how the project can contribute
3.	Develop a strategic policy framework for WED and establish a national focal point for the promotion and coordination of women’s entrepreneurship development	Effective policy leadership and coordination for the promotion of WED	Ministry of Women and Human Rights	Learn more about the Forums organized by the MoCI and MoWHR to discuss the challenges and role of women in business and examine the extent to which they can be leveraged to ensure policy leadership and coordination for WED
Market level: to address gaps in accessibility to appropriate financial and non-financial services and to markets				
4.	Encourage financial service providers and build their capacity to target women entrepreneurs with gender-sensitive credit and loan products that take into account women’s lack of access to land and collateral, including in the informal sector, and provide them with adequate support to launch and grow their enterprises	Access to gender-sensitive financial services	International Labour Organization	Technical support through the Women’s Entrepreneurship self-check (WE Check) ¹ , Making Microfinance Work and Gender Impact Investment approaches ²

1 https://www.ilo.org/empent/areas/womens-entrepreneurship-development-wed/WCMS_749245/lang--en/index.htm

2 https://www.ilo.org/empent/areas/social-finance/WCMS_737729/lang--en/index.htm

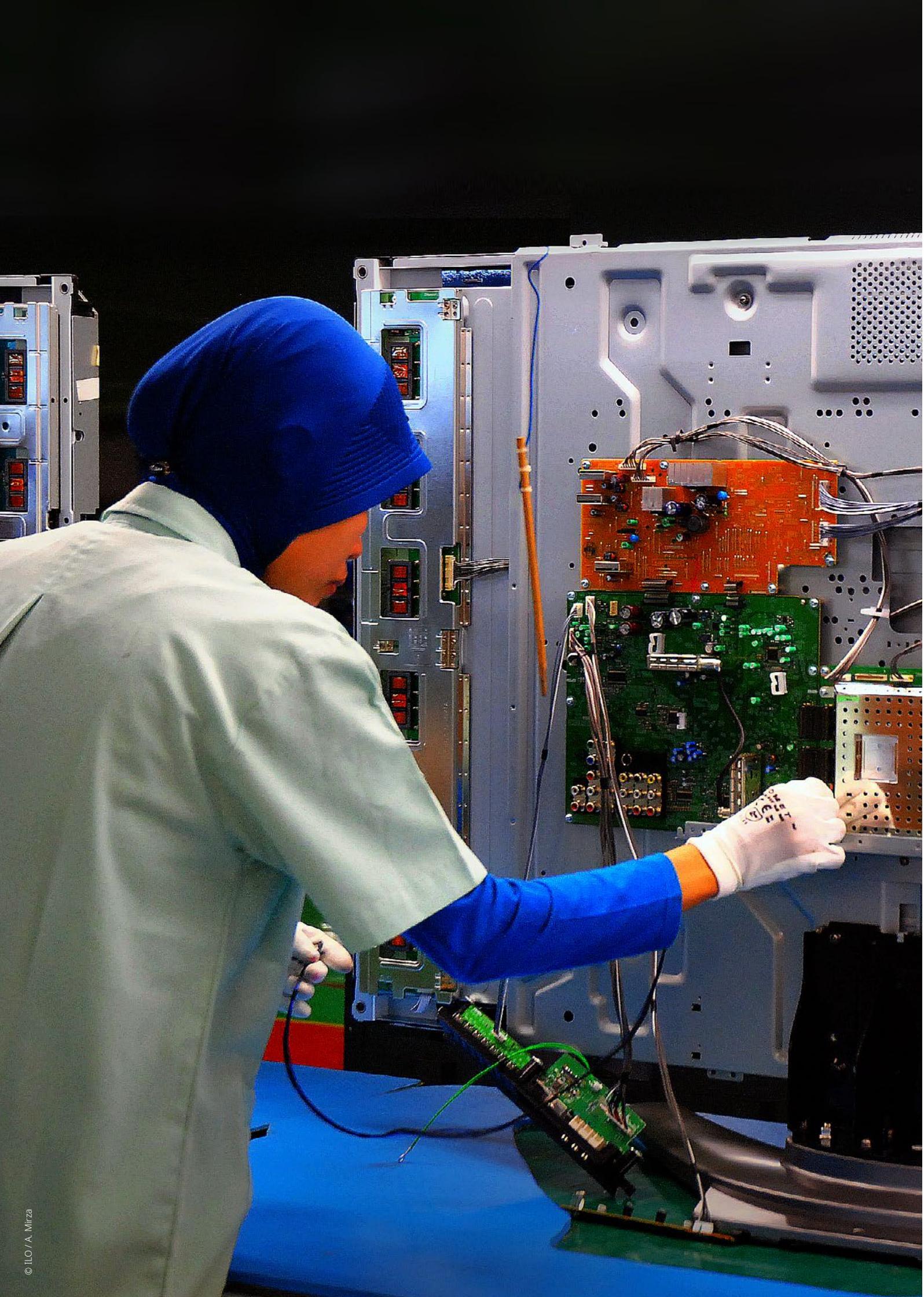
#	Recommendation	Related WED framework condition	Target stakeholder	Suggested role of the PPDP/WEE project
5.	Reinforce the capacity of local service providers to offer gender-responsive entrepreneurship development training and support	Access to gender-sensitive BDS services	International Labour Organization	Competency development through entrepreneurship and management development training programmes such as Start and Improve Your Business ³ , Improve Your Exhibiting Skills, Financial Education and Cooperative development using a sectoral approach and assessment to make these offers gender responsive, using the WE Check process
6.	Develop business support infrastructures for women, notably, online and physical women's desks where they can easily access information, referral, and advice on how to access finance, business support and markets		Somali Chamber of Commerce and Industry Federation of Somali Trade Unions	Mapping of financial and non-financial business development service providers and capacity development of social partners to maintain and update the database beyond the timeframe of the implementation of the project
7.	Support women entrepreneurs associations and sectoral organizations to establish mentoring schemes for women entrepreneurs		International Labour Organization	Technical assistance building on role modelling and business linkages in selected value chains
8.	Encourage government, multinational and national enterprises, UN and donor procurement programmes, especially in the two sectors of agriculture and renewable energy to adopt gender-responsive procurement practices	Access to markets and technology	International Labour Organization	Organize forums and sensitization on the MNE Declaration and Gender Responsive Procurement

#	Recommendation	Related WED framework condition	Target stakeholder	Suggested role of the PPDP/WEE project
9.	Implement an awards programme to recognise and celebrate the achievements of women entrepreneurs in the sectors of agriculture and renewable energy	Representation of women entrepreneurs and participation in policy dialogue and influence on outcomes	Somali Chamber of Commerce and Industry	Assess possibilities to organize this during the month of women entrepreneurs (in November) in the framework of the project and to sustain the activity beyond
10.	Support advocacy of women associations for the inclusion of the principles adopted in the Somali Women's Charter in the new Constitution, especially regarding financial services, technologies and government tenders to women		Ministry of Women and Human Rights	Consult on follow up mechanisms for the implementation of actions defined in the charter and assessment to materialize recommendations targeting women entrepreneurs
11.	Reinforce the representation and participation of women entrepreneurs and their associations in the Chamber of Commerce and Industry and sectoral associations (agriculture and renewable energy), to better ensure that the concerns and interests of women entrepreneurs are raised in public-private sector dialogue		Somali Chamber of Commerce and Industry Federation of Somali Trade Unions Women entrepreneurs' associations Sectoral associations	Assess women's membership and sensitize on the benefits to integrate these membership-based organizations for more voice and representation of women entrepreneurs in the labour market and business environment
Enterprise level: to address gaps in productivity and competitiveness of women's businesses				
12.	Link women entrepreneurs to existing financial schemes, including the ones supported through guarantee and revolving fund schemes	Access to gender-sensitive financial services	Business development service providers	Assess the supply of financial services in Mogadishu and Garowe, based on the ILO methodology and development of a thorough map of financial service providers with details of their offers
13.	Implement women-focused training and information programmes to educate women about sources of financing, the criteria used in making funding decisions, and how to prepare proposals and plans to secure financing. This training should also include components on financial literacy		Financial service providers Business development service providers	Facilitate organization of training of women entrepreneurs in financial education

#	Recommendation	Related WED framework condition	Target stakeholder	Suggested role of the PPDP/WEE project
14	Establish and expand entrepreneurship and cooperative training programmes for women entrepreneurs	Access to gender-sensitive BDS services	Business development service providers	Facilitate organization of training of women entrepreneurs in entrepreneurship and cooperative development schemes
15	Sensitize women entrepreneurs in the various dimension of the value chain they operate in to take advantage of opportunities and engage with actors in the chain to create opportunities for direct, indirect and induced employment	Access to markets and technology	Business development service providers	Facilitate access to information, matchmaking mechanisms, business linkages, public and corporate procurement

List of Acronyms

AfDB	African Development Bank
AMISOM	African Union Mission in Somalia
BDS	Business Development Services
CERELPA	Central Regions Livestock Professional Association
CSOs	Civil Society Organizations
FAO	Food and Agriculture Organization
FESTU	Federation of Somali Trade Unions
FGS	Federal Government of Somalia
IBS	International Bank of Somalia
IDP	Internally Displaced People
IITE Institute	Innovation, Tech & Entrepreneurship Institute
ILO	International Labour Organization/Office
MFI	Microfinance Institution
MoCI	Ministry of Commerce and Industry
MoLSA	Ministry of Labour and Social Affairs
MoWHR	Ministry of Women and Human Rights
MSME	Micro, Small and Medium Enterprises
NDP9	National Development Plan 2020-2024
NEP	National Employment Policy
PPDP	Public and Private Development Partnership
SCCI	Somali Chamber of Commerce and Industry
SOWEA	Somali Women Entrepreneurs Association
UN	United Nations
UNDP	United Nations Development Programme
UNFPA	United Nations Population Fund
UNSOM	United Nations Assistance Mission in Somalia
VSLA	Village or Group Savings and Loan Association
WED	Women's Entrepreneurship Development
WE	Women Entrepreneurs
WEE	Women's Economic Empowerment
WEP	Women Entrepreneurs' Principles
WES	Women's Entrepreneurship Survey
WIRES	Women in Renewable Energy Somalia



1. Introduction

This report of the sectoral assessment of Women's Entrepreneurship Development (WED Assessment) in the Agriculture and Renewable energy sectors in Somalia is produced in the framework of the Public and Private Sector Development Project (PPDP) for Renewable Energy and Women's Economic Empowerment (2018-2022), funded by the Government of Sweden. The research aims to identify two value chains conducive to the empowerment of women entrepreneurs in the agriculture and the renewable energy sectors in Mogadishu and Garowe, based on the six framework conditions for an enabling WED ecosystem. The objective is to inform the project's interventions to advance representation and meaningful participation of Somali women entrepreneurs (WEs) in their business environment and labour market, and to enhance their contribution to socioeconomic growth.

The analysis focuses on the cities of Garowe and Mogadishu in Somalia. Garowe is the capital city of Puntland, a semi-autonomous region in northeastern Somalia. The region has benefitted from a relative stability in comparison to the rest of the country, is more open and accessible, and despite women's low political participation (only 1.5% of parliamentary seats), is emerging to be a leader in spearheading the women's movement and in educational promotion (AfDB & UN Women, forthcoming). Mogadishu, the capital of Somalia, is located on the coast in the South. A lack of security is influencing general movement, service delivery and government outreach in surrounding regions, with particular effects on women and poorer groups. While poverty is widespread across all regions of Somalia, the average intensity of deprivation is higher in South Central Somalia (89%) compared to Puntland (75%) (Development Initiatives, 2016).

▶ 1.1 Methodology

The methodology is based on the ILO's value chain development, sector selection and national assessment of Women's Entrepreneurship Development (WED Assessment) guidelines. For the purpose of this study, a literature review of over 50 reports, project documents and other sources of information was conducted. In addition, the results of a survey of 500 women entrepreneurs conducted in October 2019 in the cities of Mogadishu, Garowe and Galkayo were analyzed. About 25 interviews with key informants were conducted (see Annex 6.3 for a detailed list of the key informants) in both Garowe and Mogadishu to gather information and provide recommendations informed by representatives of women entrepreneurs' associations, ministries, key financial and non-financial service providers and other relevant market actors. The preliminary results of this assessment were presented and discussed during a validation workshop gathering stakeholders from the Federal Government of Somalia (FGS) and of two value chains. Inputs to and feedback from the discussions were subsequently integrated in this report.

► 1.2 Limitations

Limitations to this study include lack of data on entrepreneurship, women's entrepreneurship and specific sectors. The long-lasting security issues in Somalia mean that comprehensive and accurate data collection has been a challenge. Although the situation has improved in recent years, many parts of the country remain inaccessible for security reasons and most of the data that exists regarding entrepreneurship, female entrepreneurship or the sectors of agriculture and renewable energy are based on estimates, sometimes quite dated. Key informant interviews and the validation workshop were organized in order to mitigate the lack of quantitative information with qualitative information from key stakeholders.

This assessment faced additional limitations related to the outburst of the COVID-19 pandemic. The research started in May 2020, two months after the first case of COVID-19 was declared in Somalia. The data collection methodology was adapted to new sanitary conditions and restrictions on travel. Online and phone interviews replaced face-to-face interviews. When technical difficulties arose, answers from some key informants were gathered in writing. The validation workshops took place online, allowing key stakeholders to provide feedback to the main results of the assessment.

► 1.3 Structure of the paper

After this introductory part, the paper presents the profile of women entrepreneurs (WE) in the economy of Somalia. Then, it introduces the sectoral assessment of the framework conditions for WED in the Agriculture and Renewable energy sectors, analysing the relevance of selected sectors for WEs, their growth potential, and the feasibility to stimulate change, before suggesting the selection of a value chain for each sector in respectively the city of Mogadishu and Garowe. Finally, it initiates a preliminary analysis of the value chains and suggests recommendations on the way forward.



Training of Trainers in Start and Improve Your Business, Mogadishu, December 2019.

2. Profile of women entrepreneurs in the economy

Since the adoption of its Provisional Constitution in 2012, Somalia established the basic legal foundations for a market economy and introduced a number of economic policy reforms (World Bank, 2020). In spite of years of conflicts, the country's economy is characterized by its vibrant private sector, dominated by largely informal Micro, Small and Medium Enterprises (MSMEs), which are estimated to generate between 75% to 80% of employment opportunities in Somalia (UNDP, 2014; UNDP, 2014b).

Women's participation in the economy is low compared to that of men. According to a United Nations Population Fund (UNFPA) survey from 2016, only half of the population was economically active, with women representing 36.6% of this group, and men representing 63.6% (AfDB & UN Women, forthcoming). There were notable gender gaps in urban areas especially (52.6% males and 24.6% females). Gender-specific reasons were highlighted in the Somali Poverty Profile for participation in the economic activity (World Bank, 2017). Women reported housework as the main reason for being out of the labour force (50%), followed by enrolment in school (19%), and lack of husband's permission (16%). For men, enrolment in school was the major factor (57%), followed by disability (12%) and conflict (6%).



Women's Economic Empowerment Technical Working Group, Mogadishu, September 2019.

Data regarding entrepreneurship in Somalia is almost inexistent. However, it has been estimated that Somali women comprise about 60% of business owners and make up 70% of the informal sector (AfDB & UN Women, forthcoming). About 49% of currently employed women aged 15-49 are self-employed (FGS, 2020c). As a result of the conflict, many women became the sole breadwinners and providers of the household, and the drivers of enterprise creation in Somalia (UN Women, 2016). Women are especially active in the informal economy as petty traders (about 70%) and have also crept into typical male sub-sectors within the informal economy including: *khat* sales, currency exchange, and the fuel trade (AfDB & UN Women, forthcoming).

A SME policy is currently being drafted by the SME and Cooperatives Department of the Ministry of Commerce and Industry (MoCI). It defines micro enterprises as businesses with 1-5 employees, small as the ones with 5-50 employees, medium as the ones with 50-100 and larger enterprises as those with more than 100. A UNDP study from 2014 distinguishes three main groups of Somali women entrepreneurs. The first and largest group represents women who tend to have limited education, lack basic business skills, are often the only breadwinner in the family and will remain the sole individual in the business. They own a micro-enterprise and have entered the sector as a coping mechanism. The second group is made of women who tend to be educated (often university-level), are able to take more risks due to family backing, and could be either individual businesswomen or part of a cooperative. The third group, smallest in size, is represented by returned diaspora. These women can and are willing to take much larger risks, have access to vital national and international business connections, and have the financial means to invest in innovative business ideas or buy existing companies. Women-owned medium to large-scale businesses are concentrated around the import of clothes, cosmetics, furniture and perfumes (Ali, 2019). Representatives from the second and third groups are breaking into sectors that were traditionally dominated by men, such as livestock and fishery (UNDP, 2014).

Most respondents to the Women Entrepreneurs' Survey (WES) conducted in October 2019 as part of this sectoral assessment of Women's Entrepreneurship Development in the Agriculture and Renewable energy sectors in Somalia belong to the first group of women entrepreneurs. 41% of respondents were the main worker of the business and 57% had between 2 to 10 employees. In addition, only 25% of them had participated in entrepreneurship and small business training programs. Respondents indicated that their main products/services were the following: food (30%), clothes (27%), cosmetics (20%), vegetables/fruits (19%), charcoal (10%) and groceries (4%). Many (44%) used their personal residence as their main business premises, while 30% used market stalls, and only 18% had a proper business site.

Women face high structural barriers and discrimination that prevent them from growing their businesses. The Gender Inequality Index for Somalia is 0.776, making it the fourth most unequal place for women versus their male counterparts on the globe (Ali, 2019). Labor opportunities are limited and characterized by a large gender gap (World Bank et al, 2018b).

Traditional laws, used in lieu of a state judiciary, are highly discriminatory against women (ILO, 2013). Women have little control over assets or bank accounts which prevents them from accessing loans and credit (Ali, 2019). They also struggle to access vital business information shared in an informal manner among male members of the same clan (UNDP, 2014b).

Traditional gender roles and lack of adequate education are obstacles for women to grow their enterprises. In addition to gender discrimination, women entrepreneurs in Mogadishu identified family roles and family background as main constraining factors to their activity (Ali and Ali, 2013). Adding to this, women in Somalia have a low level of formal education. Literacy is extremely low and only 32% of women aged 15-49 can read and write (FGS, 2020c). In total 48% of the female population aged 6 and above have never been to school, in comparison to 45% of men and boys (FGS, 2020c). 41% of respondents to the WES said they had not received any formal schooling, while 44% of them indicated having received some sort of primary or secondary level education. Women also have weak entrepreneurship skills and lack budgeting and financial planning abilities. This prevents them from having viable business proposals and accessing micro-finance and credit (Ali, 2019).

Other obstacles – often compounded by gender-based discrimination- that prevent women entrepreneurs from establishing a viable business in Somalia include: limited funding, costly electricity, insecurity, poor infrastructure, lack of business development services, inadequate capital, lack of suitable business premises due to high rent and/or complex taxation policies (SIMAD, 2018; UNDP, 2014b).

The following section zooms into two value chains of the Agriculture and Renewable Energy sectors, to analyze their relevance for the development of women entrepreneurs. Agriculture is a female-dominated sector that provides livelihood to more than half the population of the country, while renewable energy is an emerging sector presenting good opportunities to promote women's entrepreneurship development.



Start and Improve Your Business certification and Training of Entrepreneurs workshop, Mogadishu, September 2020.



3. Sectoral assessment of the framework conditions for WED in the Agriculture and Renewable Energy sectors

This section suggests the analysis of the Agriculture and Renewable Energy sectors based on the ILO's methodologies for value chain selection and national assessments for women's entrepreneurship development. Key subsectors are identified and examined based on three main criteria: 1) relevance to target group 2) opportunity for inclusive growth and 3) feasibility to stimulate change. Each of these criteria is analyzed through three sub-criteria integrating the conditions for the enabling ecosystem for WED, as detailed in the paragraph below. The analysis culminates in the identification and ranking of key value chains and the suggestion of the most conducive for the development of women's entrepreneurship in each sector.

For the criteria of **Relevance to target group**, the following sub-criteria are considered:

- ▶ The number of women active in the sector and the nature of their participation.
- ▶ The legal and regulatory system for MSMEs in the sector (including how gender-sensitive they are and whether provisions are more favorable for certain value chains in comparison to others).
- ▶ The effective policy leadership and coordination for the promotion of entrepreneurship and women's entrepreneurship development.

For the criteria of **Opportunity for inclusive growth** of the sector, the sub-criteria are

- ▶ Sector growth and prospects for productivity.
- ▶ Access to markets for women and men entrepreneurs.
- ▶ Access to technology for women and men entrepreneurs.

For the criteria of **Feasibility to stimulate change**, the sub-criteria are:

- ▶ Conduciveness of political economy and likelihood of distortion.
- ▶ Availability of markets actors (financial and non-financial BDSPs).
- ▶ Representation of women entrepreneurs and participation in policy dialogue.

▶ 3.1 Agriculture

The agriculture sector is the backbone of the Somali economy (World Bank, 2019). Its share of gross domestic product (GDP) is approximately 75% and it represents 93% of total exports (World Bank, 2018). With the depletion of forests, the livestock, crops and fisheries subsector are the three main sub-sectors of the agriculture sector in Somalia (World Bank, 2018). The livestock sector – which includes goats, camels, cows, sheep and poultry- is accounted for about 84% of total export earnings in the mid 2010s (Sahro, 2017; IBRD et

al. 2018). The country markets to the Gulf countries especially Saudi Arabia, the United Arab Emirates (UAE), Yemen, and Oman, and also to Kenya and Egypt (World Bank & FAO 2018). Crop production is next in importance to livestock (Sahro, 2017). Somalia's major staple food crops are sorghum, maize, sesame, and cowpeas, with sesame now being the largest export among crops (World Bank & FAO, 2018; World Bank, 2018). Because of the civil war, Somalia has become a chronic food crop deficit country and agricultural imports, mostly food, have thus been steadily increasing (World Bank & FAO, 2018). The fishery sector is much smaller than the livestock and crops sectors but with Somalia having the longest coastline in Africa, the potential for growth is high.

3.1.1 Relevance to the target group

This section explores the relevance of the identified sub-sectors and value chains to women. It first looks at the number of women active in the sector, the nature of their participation and their working conditions. Second, it explores the legal and regulatory system for women entrepreneurs, with a focus on whether provisions are gender sensitive and if they are more favorable for certain value chains than for others. Third, it looks at whether there is effective policy leadership and coordination for the promotion of entrepreneurship and women's entrepreneurship development in the country.

Number of women active in the sector and the nature of their participation

There is a lack of information regarding the number of women entrepreneurs, the composition of enterprises and working conditions in the agriculture sector of Somalia. The analysis below therefore focuses on the involvement of women and the nature of their participation in the different sub-sectors and value chains. Among the rural population, poverty incidence (percentage of the population living on less than \$1.90 a day in 2011 purchasing power parity terms) is of 53% (World Bank & FAO, 2018). Women account for about 45% of people involved in livestock management and crop and natural resource harvesting (World Bank & FAO, 2018).

Due to the lack of information and regulations regarding health and safety in the agriculture sector, one may assume that working conditions are poor and could be improved. This is especially relevant in the context of the COVID-19 pandemic, with a first case confirmed by the Federal Government of Somalia (FGS) on 17th of March of 2020, and real GDP growth in 2020 expected to shrink by 5.3% (FGS, 2020). The pandemic already severely impacted the Somali economy, causing, among other effects, business closures and supply chain failures (FGS, 2020a). As the majority of women work in informal sectors, they are exposed to particular risks (FGS, 2020b). The COVID-19 pandemic has affected women in small-scale businesses, with the curfew in Mogadishu drastically reducing their time to hawk milk for example (FGS, 2020b). In a study on the implications of the virus on women enterprises in Mogadishu, published in May 2020, 43% of respondents indicated they were affected by COVID-19 and had to stop operations temporarily. Over 98% of businesses registered

decreased revenue and sales, while expenses increased for 58.1% of businesses (Raagsan, 2020). 38.9% of businesses responded to dwindling sales and revenues by reducing production of goods and services, while those who had employees either laid off temporary workers, or reduced number of casual labourers. Businesses reported struggle with cash flow and operating costs, rent and repaying loans and 45.6% of them said they did not have enough cash flow to last them a month. Most of the 42 women interviewed as part of a Rapid Assessment on the impacts of COVID-19 on women-led small scale businesses doubted that the virus existed, in spite of being informed through diverse sources such as radio, TV, SMS alerts and community-based outreach (FGS, 2020b). Another study explained that over 90% of women entrepreneurs interviewed in Mogadishu were aware of COVID-19 and 71.3% took it seriously – leaving 28.7% of women unconvinced (Raagsan, 2020). The lack of awareness is a serious issue in the context of the pandemic. According to the same study, prevention practices remain minimal among respondent groups, and respondents indicated they required support in accessing protection equipment (such as masks) (Raagsan, 2020). They also indicated that they needed advice on business continuity planning and on how to prevent infections while continuing with business.

- ▶ **Livestock subsector.** Women are centrally engaged in the livestock (especially milk value chain) sector (AfDB & UN Women, forthcoming). Men and boys are responsible for most activities related to camels and handle the major livestock trade for export, while women are tasked with raising and tending sheep and goats (shoats) (World Bank & FAO 2018). Women's engagement in livestock trading and marketing is usually local, limited to shoats, and at the subsistence level (World Bank & FAO 2018). Women are responsible for the sale and processing of most livestock products, including meat, camel milk and ghee (they control at least 80% of milk production and 100% of milk collection), soaps and jewelry from bones (World Bank & FAO 2018). Extra roles may include milking and further processing the milk; collecting fodder and generally watching over animals while grazing. Unlike camel milk that is essentially a male dominated domain, cow milk production and marketing are dominated by the female gender (USAID, 2017). They are also active in poultry production and meat marketing, particularly camel meat and beef (The World Bank et al., 2018b; The World Bank, 2018).
- ▶ **Crops.** Somali men and women share crop-related responsibilities, especially in subsistence farming, where women provide more than 60% of labor (World Bank & FAO, 2018). Women are not so much involved in tasks such as land cultivation and planting – however they are more involved in weeding, harvesting and taking care of the harvested crops. In the sesame value-chain specifically, women are engaged in the transformation⁴ (cleaning, salting, drying) and traditionally dominate small-scale trading and oil-processing cooperatives (Ministry of Planning, 2019). A key informant interviewed in the framework of this assessment mentioned that sesame for exports is mostly produced in the river areas of Juba and Shabelle (South-Central regions), while in Puntland it is mostly produced for self-consumption.

⁴ Key informant interviews.

- ▶ **Fisheries.** Coastal communities are believed to represent less than 1% of the population of Somalia (World Bank & FAO, 2018). Women and men have differentiated roles in the fisheries value chain. Most fishers are men, although there is evidence of women's engagement in fishing at least at subsistence levels (World Bank & FAO, 2018). A study of the fishery value chain in Puntland indicates that key actors of the value chain are fishermen, retailers, processors, consumers and exporters (Sahro, 2017). Women are engaged in processing, trading, and support activities (World Bank & FAO, 2018).

Legal and regulatory system for MSMEs in the sector

The Provisional Federal Constitution, agreed upon in 2012, stresses women's equality with men and protects the rights of women to engage in business and access credit financing. Principles of gender equity and women's rights are also enshrined in the Constitution of Puntland (2009) (UNDP, 2014). The Provisional Constitution is currently being revised and to be adopted in 2020 by Somalis through a public vote (Deqa, 2019). In view of this revision, the Somali Women's Charter (2019) reaffirms that women's economic empowerment, full participation and socio-economic rights are cornerstones for equality and sustainable development. It proposes that the new Constitution guarantees equal access, ownership and control over a number of key resources, including land, financial services, technologies and government tenders to women (Ali, 2019). The Charter also calls for "any customary practices contrary to the Sharia and international, regional or national laws on human rights and women's rights to be outlawed" (Women's Charter, 2019). Indeed, *xeer* (traditional or customary law) is often applied instead of the state judiciary or the Sharia across the country. Islamic Sharia contains provisions that potentially offer women more rights than *xeer*, however, in Somalia, Sharia is only administered by men, and is often misapplied to reinforce gender stereotypes (UNDP, 2012). Key informants revealed that women often are uninformed about the formal legal systems or because of family pressures prefer to go to the traditional, informal channels of dispute resolutions (council of elders), which in some cases will not make a favorable judgement in their favour.

While land is a key resource to start and grow a business, as it can be used as collateral to access finance, women in Somalia are largely excluded from control over it (Shuraako, 2014). Although the Constitution provides equal rights for women and men, this rule does not apply to the inheritance system as it conflicts with the Sharia law, according to which a girl inherits half of what a boy inherits of family property (ILO, 2013). However, both state and Sharia law have been evaded and traditional and customary laws contribute to their exclusion from property ownership (UN Women, 2016). Widows rarely inherit land under customary norms and are often deprived of access to their husband's land if they have no children (UNDP, 2012). The overall observation is that land transactions are unregulated and dominated by men, which puts women in a vulnerable position in case of disputes. This lack of control over land prevents women from accessing financing and from growing their enterprises.

There does not seem to be specific sectoral legal and regulatory system yet for MSMEs in the agriculture sector, nor in the sub-sectors identified above. Somalia has been ranked 190 among 190 economies in the ease of doing business for the past five years (Trading Economics, 2020). Entrepreneurs face several administrative burdens, to which women are no exception. Respondents to the WES indicated cost as the highest barrier to registration, though 44% of them indicated being registered with the local government. According to a key informant, the business registration system has been developing in the past years, but no specific efforts have been made to target women on their obligations and rights. The Federal Government of Somalia (FGS) is however taking steps to improve the legal and regulatory system for MSMEs. One of the National Employment Policy's (NEP) three objectives is to promote the growth of MSMEs, inter alia by improving the business environment (FGS, 2019). The NEP highlights that policies will be formulated keeping in mind the gendered nature of the labour market and the industries and sectors where women are the most active in. In addition, it identifies the following "key" sectors in agriculture that hold the greatest potential for both value-added and employment growth in the short to medium term: fisheries, meat and milk, fruits and sesame. To improve the policy and regulatory environment for investors and small businesses, the National Development Plan 2020-2024 (NDP9) proposes interventions to improve the business environment that include the articulation of sectoral strategies and master plans for livestock and fisheries (IMF, 2020).

Effective policy leadership and coordination for the promotion of entrepreneurship and women's entrepreneurship development

The Federal Government of Somalia is committed to the promotion of entrepreneurship and women's entrepreneurship. The MoCI is developing a SME policy that focuses on empowering SMEs. They have also established a SME unit with support from UNIDO, focused on training, counselling and coaching of SMEs and other private actors. One of the National Employment Policy's (NEP) three objectives is to promote the growth of MSMEs, by ensuring that MSMEs have access to credit, improving the business environment and enhancing entrepreneurship capacities (FGS, 2019). The NEP highlights the importance of ensuring adequate access to vocational and entrepreneurial programmes for women, adding that business environment reforms will need to prioritise issues constraining women entrepreneurship. The Ministry of Women and Human Rights Development (MoWHRD) has recently developed a *Women's Economic Empowerment Strategy*, as an addendum to the *National Gender Policy*, with further goals to improve laws and policies related to women at work (AfDB & UN Women, forthcoming). From discussions with key stakeholders, there is a will to support the development of a policy to support women entrepreneurs, but this is not yet institutionalized.

According to a key informant from Ministry of Labour and Social Affairs (MoLSA), economic ministries cooperate with the MoWHR and other ministries on issues related to improving the environment for women's economic empowerment. For example, the Ministry of Finance encourages the expansion of coverage of female beneficiaries in the development programs

that relate poverty reduction and economic empowerment. In addition, programmes to support women entrepreneurs are supported by MoCI, MoLSA and the MoWHR. Forums to discuss the challenges and role of women in business were also organized by the MoCI and MoWHR.

3.1.2 Opportunity for inclusive growth of the sector

Sector growth, Prospects for productivity and working conditions improvements

► **Livestock.** The livestock sector has shown remarkable resilience, resulting in high offtake rates and impressive growth in exports in recent years (World Bank and FAO, 2018). Main animal products produced in Somalia are milk, meat, hides and skins (Ministry of Planning, 2019). Milk in 2013 was the Somalia's most economically important livestock product, with a value of 6.5838 Billion USD, equivalent to 81% of livestock contribution to economy (ICPALD, 2016). Despite structural constraints and drought-related damages and losses, there is strong potential for expanding and upgrading local processing and value addition of livestock products, especially in the value chain of milk production (World Bank & FAO, 2018). Milk production has been rising steadily since the late 1980s, and reached 1.1 million tons in 2013, with a gross market value estimated at about \$2.7 billion. There are also emerging commercial dairy systems in peri-urban areas of most cities (such as Bosaso, Garowe and Galkayo in Puntland; Mogadishu and Kismayo in Southern Somalia). The market-oriented peri-urban camel and cattle dairy systems are driven by growing demand in ever more expanding towns and cities where the sale of raw milk is already a very important economic activity (Ministry of Planning, 2019). In 2013, cattle population was estimated at 400,000 heads in Puntland and 4,300,000 in South and Central Somalia, camel population was estimated at respectively 1,868,000 and 4,900,000 heads, and goat population at 9,012,000 and 8,800,000 (ICPALD, 2016).

Between 300,000 to 450,000 litres of milk are consumed in Mogadishu and its periphery per day (USAID, 2017). 100% of the camel milk and almost all the cow milk sold and consumed in Mogadishu are produced locally with about 8% of the daily milk consumption estimated to consist of reconstituted imported milk powder (USAID, 2017). Agro-pastoral and pastoral milk production still accounts for most of the milk reaching Mogadishu markets.

Productivity of Puntland and South Central livestock is low compared to improved types of livestock; nevertheless, it is widely agreed that these indigenous breeds should be promoted and conserved while enhancing the traits for meat and milk production (ICPALD, 2016). The growth opportunities for milk producers depend upon the remaining availability of fertile rangelands near many peri-urban areas. 89% of milk producers interviewed in a USAID survey in the "Mogadishu Milk Belt" listed insufficient availability of pastures as their number one constraint to milk production (USAID, 2017). According to the study, improving the productivity of dairy animals is the only way to increase milk

yields. This requires on the one hand improved livestock management (animal health, artificial insemination) and on the second hand better feeding practices (year-round availability of affordable quality fodder and processed animal feed in adequate quantities) (USAID, 2017; Ministry of Planning, 2019). With the COVID-19 pandemic and the severe downturn in livestock exports, the sector is expected to suffer heavily (FGS, 2020a).

The processing of livestock products in Somalia is minimal and well below prewar levels (World Bank & FAO, 2018). Despite its record production, Somalia imports dairy products while exporting none. Importation of dairy products ranged between US\$60 million and US\$82 million annually in the past years, mostly for milk powder and long-life packaged milk, indicating the existence of a large market. Milk processing thus has considerable value addition potential in the country. In addition, demand for fresh milk and other processed dairy products will continue to increase in all states beyond the natural population growth, which alone will provide over a million new potential consumers in the next decade (Ministry of Planning, 2019).

- ▶ **Crops.** Before the civil war, the crop subsector was the second-largest contributor to GDP and exports, after livestock (World Bank & FAO, 2018). It remains crucial for food security, but its contribution to the economy is much smaller than it was before the war. Over the past three decades, the volume of cereal production declined by almost 60% from its 1989 peak (World Bank & FAO, 2018). In sharp contrast, sesame seed production and exports increased greatly. Between 2005 and 2013, sesame production in Somalia tripled, from 20,000 tons to 60,000 tons. About 80% of sesame production takes place in the Lower and Middle Shabelle and in the Middle Juba. During 2011–14, average annual exports reached \$40 million (with a peak of \$81 million in 2014) (World Bank & FAO, 2018). The crops sub-sector is particularly vulnerable to natural disasters, with the greatest impact of the drought in the agriculture sector being on crop production (World Bank & FAO, 2018). Women's productivity in the crops sector has been constrained by weak land tenure and limited access to extension services (World Bank & FAO, 2018). Yields for sesame seed production (on about 150,000–250,000 farms) are still low, stemming mainly from a lack of good-quality seeds, endemic pests and diseases, and poor crop management practices (World Bank & FAO, 2018). While the crop does not need much irrigation to grow, only a few people have the equipment to clean and package it, and the market is dominated by a few exporting companies. Nevertheless, according to the NDP9, the sesame subsector has a high potential for increased production of seeds and value addition (Ministry of Planning, 2019). There is a growing commercial interest and investments in quality sesame production and processing, as well as international support in this area. Value addition could take the form of sesame oil for domestic human consumption; or of sesame cakes, which can be added to poultry and animal feed mixes.
- ▶ **Fisheries.** Increased urbanization and diaspora returnees have fueled rapid growth in domestic demand for fresh fish, albeit from a very low base (World Bank & FAO, 2018). Somalia has the longest coastline in Africa (3,330 kilometers) and a large Economic

Exclusive Zone. Considerable potential exists for the expansion and increased productivity of the sector, especially in the area of tuna and oceanic tuna-like species, and fish waste could be also used in a variety of ways such as human consumption, livestock feed, and energy generation. But the onshore marine fishery subsector has remained modest in size (World Bank & FAO, 2018). Indeed, fish consumption in Somalia remains one of the lowest in Africa and the lack of appreciation for fish quality and safety is a major cultural hurdle to widespread consumption of fish (Ministry of Planning, 2019). Coastal fishing has remained small-scale and artisanal while foreign commercial vessels have engaged in both legal and illegal harvesting offshore (World Bank, 2018).

Access to markets for women and men entrepreneurs

Women's access to markets in Somalia is limited. Due to decades of conflicts, key infrastructures such as roads and electricity grids are lacking or in bad condition. Badly deteriorated or non-existent roads increase the time and costs of transporting livestock products, crops and fishes to markets (World Bank & FAO, 2018). The lack of cold chains for the fishery and livestock products sectors also limits access to national or international markets. Respectively, 79% and 16% of respondents to the WES indicated that they rely on local and regional markets to sell their products/services. Participation in trade fairs is low, and mostly local (75% of participation is with local trade fairs). Few women are active in the areas of the economy where high profits are seen through exports and imports; in livestock export and in the fishing industries, women are hardly represented (UNDP, 2012). In the sesame value chain, CSET, a social enterprise in the area of agriculture and food processing and one of the key informant interviewed in the framework of this assessment, buys the production from farmers in South-Central, then packages it and sells it for exportation. The poor road network and prevailing insecurity have consequences on the location of milk production. For instance, milk destined for Mogadishu markets has to be produced as close to the market as possible (USAID, 2017).

Government procurement programmes do not seem to be actively targeting women-owned enterprises, and women-led businesses seem to be rarely integrated in supply chains. According to SIMAD, increased competition with large monopolizing financial institutions who dominate the market prevents women and small business owners from bidding on great business contracts or any other lucrative project (SIMAD, 2018).

Access to technology for women and men entrepreneurs

Access to technology allows women to obtain information on existing financial and non-financial service providers as well as opportunities to participate in local, regional and international fairs, thus facilitating their access to markets. However, access to equipment and technology was pointed out by a key informant from MoLSA as one of the key needs of women entrepreneurs that the government needed to address. In terms of ICT and technology access of women, there is a high penetration of mobile phone in Somalia, and

almost 90% of Somalis own a phone, almost a third use a smartphone and three quarters use mobile money (World Bank et al. 2018b). This number is much lower for women, with three quarters owning a mobile phone (FGS, 2020). 64% use it for financial transactions. In addition, only 17% of women in Somalia indicated that they used the internet at least once in their life (FGS, 2020c). A recent National ICT Policy and Strategy was approved in 2019, aiming to leverage the benefits of ICT to support the social and economic development of the country, and promote transformation, growth, inclusiveness, sustainability and innovation (Extensia, 2019). The second source of business and legal information indicated by WES respondents in both Mogadishu and Garowe were smartphones, with most common social media platforms used for business being WhatsApp, followed by Facebook and Signal. A survey on the implications of COVID-19 on women entrepreneurs in Mogadishu indicated that only 35% of respondents used their mobile phones for business purposes (advertising their business, gauge market, sell products and research competition). Although 88.9% of businesses wished to move online, this poses significant barrier to assisting businesses response to the pandemic and migrate to online/internet-enabled businesses (Raagsan, 2020).

3.1.3 Feasibility to stimulate change

Conduciveness of political economy, likelihood of distortion

- ▶ **Livestock.** The livestock sector's importance is recognized by the government of Somalia, and a new Livestock Sector Development Strategy (LSDS) has been prepared by the Ministry of Livestock, Forestry and Range (MoLFR), in collaboration with the World Bank and the Food and Agriculture Organisation (FAO). This strategy provides a framework for the sector's medium- and long-term development and is in particular intended to guide NDP-9 (Ministry of Planning, 2019). The livestock sub-sector's performance and growth prospects are undermined by considerable structural weaknesses, severe exposure to downside risks, and vulnerability to climate and market shocks (Ministry of Planning, 2019). The current poor and inefficient state of the subsector, the large number of available milk-producing animals and therefore oversupply in some seasons, as well as energy cost and technology challenges appear to be the main structural factors limiting competitiveness. Other constraints that have kept milk production and the processed dairy sector from reaching its potential are institutional. Major growth constraints include most of those affecting negatively the health and welfare of live animals as well as the poor food safety practices and poor environment for private sector investment (Ministry of Planning, 2019).
- ▶ **Crops.** According to the World Bank, the crops sector's growth potential can be achieved by developing and implementing a comprehensive sector development strategy, supported by effective institutions and interventions that harness the dynamism of its private sector (World Bank, 2018). In Somalia's National Development Plan 2020-2024, possible

interventions to improve the crops sector's productivity in general are heavily focused on rehabilitating or improving water management infrastructures, but also on "increasing crop yield through rehabilitation of research and extension services" and improving the regulatory environment by "establishing a competent national authority responsible for official controls of plant health, agrochemicals, seed and varieties" (Ministry of Planning, 2019). In addition, more modern storage techniques and facilities, rehabilitation of prewar trunk and rural roads to improve transportation of input to farms and of produce to markets, institutional and human capacity building are needed (World Bank et al. 2018b). All such improvements require stronger security in the rural areas of southern Somalia and a supportive and efficient public sector in all regions (World Bank & FAO, 2018).

Regarding the development of the sesame value chain, the NDP 2020-2024 states that there are needs for public investments both in quality control measures for certified seeds and other farming supplies, for the collection and dissemination of information on market prices, and extension services, especially in support of small-scale trading and oil-processing cooperatives (traditionally dominated by women). These public investments are seen as likely to encourage more of the recent significant private investments in small and medium-size seed and oil-processing units and in storage and packaging facilities among leading operators in this sector (Ministry of Planning, 2019).

- ▶ **Fisheries.** Developing the value chain for fresh fish would involve raising consumer awareness and improving quality and safety to encourage domestic consumption and increase exports. The latter would require the development of thorough and coherent regulation, including regarding good hygienic practices (GHP) and internationally acceptable application of Hazard Analysis and Critical Control Point (HACCP) procedures (Ministry of Planning, 2019). Maritime and fisheries' governance in Somalia is in its infancy and the new 2016 federal Fisheries Law still lacks important provisions (World Bank & FAO, 2018). In addition, the fishery subsector faces a number of challenges including: "(a) inadequate fish landing facilities at all major ports, (b) lack of or poorly functioning cold-chain facilities, (c) minimal processing ventures, and (d) lack of or very poor transport links between major urban centers and isolated fishing communities along the coast" (World Bank, 2018b).

Availability of markets actors (financial and non-financial BDSPs)

Women entrepreneurs' participation in generic financing programmes is low. Women only make up a third of the clientele of banking institutions and female employment in financial institutions is as low as 1% (UNDP, 2014). Women-led businesses struggle to access funding, in spite of their demand for financing (World Bank, 2019). Many are unaware of the existence of loans services or do not know how to apply to them; in addition there is a wide perception among businesswomen that Sharia compliant loans are not available (ASAL, 2016b). A women entrepreneurs association indicated that financing did not reach the micro subsistence level business owners. In rural areas especially, there are no well-established financial establishments to support women wishing to open a business (Ali, 2019). Women's lack of ownership of land and other assets are an impediment to accessing loans (UNECA,

2014). In addition, they face discrimination by financial institutions who hold stereotypical beliefs that “cast doubt on the seriousness of women as entrepreneurs” (Ali, 2019). Even when they have collateral, anecdotal evidence suggests that banks require a husband to act as a guarantor for a loan (World Bank, 2018). A key informant confirmed this and indicated that women often face more stringent requirements regarding collateral and references. Women are also excluded from traditional, male-dominated, kinship-and-trust-based lending mechanisms.

However, some financial institutions do offer targeted financing programmes in the agriculture and fishery sectors. Microfinance institutions such as *MicroDahab*, part of the well-known *Dahabshii* Group, and now the largest MFI in Somalia, target women, the youth and small and medium enterprises, and provide access to small and medium sized loans (AfDB & UN Women, forthcoming). Women are overrepresented as clients within the microfinance industry (World Bank, 2019). A UN Women Baseline survey in 2013 indicated that women's access to credit or grants for business purposes differed considerably between regions, with 43.8% in South Central and 10.2% in Puntland. The high figure for South Central is explained by the large number of small grant recipients (30.3%) who are benefitting from financial support by NGOs, and the fact that women's main source of income in South Central is donor aid (UNDP, 2014).

The lack of **financing programmes specifically targeted to women owned MSMEs** contributes to limiting female entrepreneurship. Financial service providers do not necessarily offer financial products that target women, nor do they implement a cohesive policy that targets women in a way that removes barriers that currently restrict access (such as lack of collateral requirements). One of a few isolated examples of programmes targeted to women owned MSMEs include the ILO and IBS collaboration on a micro-credit loan programme in Mogadishu, providing financial services and banking products for women entrepreneurs. Following this, there were indications that women would continue to be key clients for IBS and that efforts to reach more women in Mogadishu and beyond would be made (UN Women, 2016). Responses to the WES indicated that loan programmes for women entrepreneurs were more common in Mogadishu (42% of respondents) than in Garowe (12%).

There is only anecdotal information regarding **women's access to non-financial business development services**. A few mentions of BDS providers are made in the framework of World Bank and ILO projects. For example, a Small and Medium Enterprises Facility was launched in 2016 as part of a World Bank project in Mogadishu and Garowe with the aim to provide new BDS, such as training, coaching and technical assistance, including to female entrepreneurs (Spark, 2016). Another initiative by the ILO in 2015-2016, in partnership with the Center for Private Enterprise (CIPE), aimed to offer its gender-sensitive business training and financial education training to strengthen the capacity of business associations and the Chamber of Commerce to support women entrepreneurs (UN Women, 2016). The ILO is currently supporting BDSPs/CSOs in providing targeted support to help growth-oriented women entrepreneurs scale up and grow their businesses, while strengthening

and enhancing local entrepreneurial ecosystems around the specific needs of their firms. The WE Check methodology is being used for BDSPs to offer more demand and market-driven services to SMEs and women entrepreneurs. According to the WES, women receive business advice mostly from other business owners, male or female (25%). Business support programmes are in general more available in Mogadishu. 29% of respondents indicated Small business or enterprise center as a source of business advice, compared to 11% and 25% of respondents for Garowe.

Representation of women and men entrepreneurs and participation in policy dialogue

Women's lack of representation and "voice" in business sector membership associations is a limitation to the promotion of their participation in markets. According to the WES, overall membership with business organizations is very low, with the highest participation being in Mogadishu where women indicated to be members of the Chamber of commerce or industry (13%), business association with both male and female members (13%), sector-specific industry association (9%) and employers' association (7%). Women engaging in typical low-value activities see no benefits in joining associations, and fear that involvement will require paying membership fees (UNDP, 2014). Although women serve on boards of regional Chambers of Commerce, their representation in the core of private sector interaction remains considerably low (UNDP, 2014b). Very few women thus own wholesale businesses or other big corporations, and very few major Somali companies have a woman on their boards. Yet interesting new trends are emerging, with the development of a women's own business body within the male-dominated Somali Chamber of Commerce and Industry (SCCI) (AfDB & UN Women, forthcoming). The *Somali Business Woman Association* is a department of the Chamber of Commerce. They indicated that registered female-owned businesses represented less than 10% of registered enterprises within the SCCI, and that the percentage of current elected officials within the SCCI is 20%. With the encouragement of the IFC, a women's business association was established in Garowe, Puntland, with the aim to foster new networking opportunities, but it struggles with limited organizational and technical capacity. In the agriculture sector, there are no registered women's cooperatives in Somalia, or agricultural associations, although there is increasing interest by (urban) businesswomen in such structures to support agribusiness (AfDB & UN Women, forthcoming).

There is a small presence of women entrepreneurs' associations and networks in Somalia. According to the WES, women's business associations seem to have a stronger membership in general than other type of business associations, with 16% of respondents indicating being members in Mogadishu and 10% in Garowe. UN Women and ILO's work on Women Economic Empowerment in Somalia in the past has focused on building the capacity of women's business associations. A lesson learned from past programmes was that there had been no continuation of tie-investment in enhancing management and service delivery skills, and therefore, associations and Chambers were not able to offer substantial and

sustainable assistance to their members. Mentoring and technical support was offered to 6 Somali women business associations and the Somalia Chamber of Commerce and Industry (UN Women, 2016). The Somali Women Entrepreneurs Association (SOWEA) gathers about 600 members and offers services that include workshops, seminars, conferences, capacity building, depending on the size of the women's businesses. Their plan to conduct workshops on women's legal rights was stopped by the COVID-19 pandemic, and they hoped to carry out a zoom workshop in the near future. In addition, they advocate very strongly for a land reform policy in the country. A forum was organized in July 2018 in Garowe by the Puntland Business Women Umbrella Association in the framework of the USAID funded GEEL project. It gathered 150 women from the region of Puntland for capacity building activities, networking, mentoring and opportunities to connect with banks and microfinance institutions, as well as discussions on the challenges and opportunities for women entrepreneurs, and how they can contribute to economic development (PBWU, 2018). Nevertheless, women still severely lack access to information, which is shared in the informal arena of which they are not a part of. No formal networks exist that provide platforms for business women (UNDP, 2014).

There is lack of representation of women entrepreneurs. According to a women entrepreneurs' association, women entrepreneurs are not sitting at the table of decision-making and they lack the networks and voice to share their concerns with the government and business community. According to a key informant from the MoLSA there is no existing organized system for the government to engage with business women organizations and associations in policy dialogue, and improving dialogue between government and private sector representative agencies would be conducive to creating a more supporting environment for women entrepreneurs. In this regard, they suggested to sponsor and support workshops, discussion groups and forums bringing together financial and institutional supporters of entrepreneurs, while pushing for gender-sensitive private sector policies. Some punctual forums and events are organized. ASAL Consulting organized a number of business events in 2016, gathering businesswomen, Chambers of Commerce, the Ministry of Commerce, with the aim to start a dialogue on how to ensure women's visibility and on how they could secure a leading voice in policy development. ASAL Consulting made a proposition to launch a business council that would represent all women in the region, and would be a member of the Chambers, in order to organize women's voices in a way that they can participate in policy dialogue. However at the moment there is no collaboration between associations of women entrepreneurs and the Department of Woman in Business Association within the Chamber of Commerce and Industry. This also seems to be the case at regional level. During the validation workshop, a women entrepreneurs' association indicated that in spite of much advocacy, the Puntland Chamber of Commerce did not focus on women entrepreneurs and that the Puntland Business Umbrella was created in order to fill this gap. This is a barrier to the representation and **participation in public-private sector policy dialogue.**

3.1.4 Suggested value chain: milk in Mogadishu

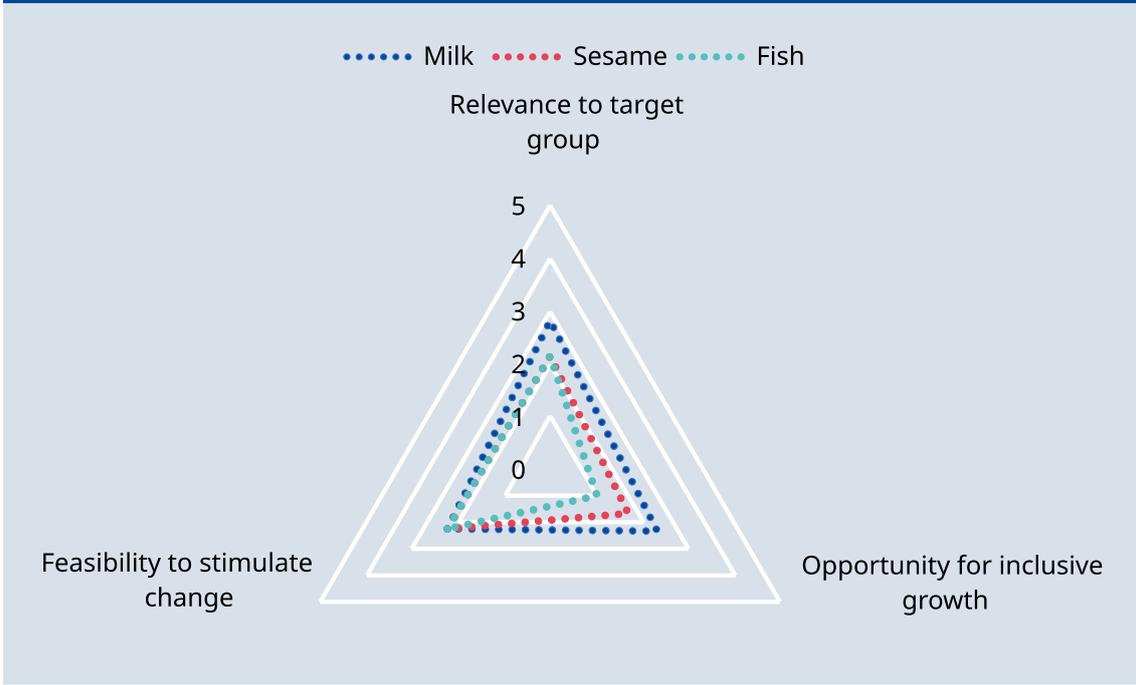
The rates below were attributed according to the three main criteria and subsequent nine sub-criteria described at the introduction of chapter 3: Sectoral assessment of the framework conditions for WED in the Agriculture and the Renewable Energy sectors. Scoring to assess the strengths and weaknesses of the framework conditions for WED is based on a number of sub-conditions detailed in Annex 6.4. Each sub-criteria was considered and evaluated on a scale from 1 to 5, 1 indicates a low score and 5 a high score. An average was then made of the 3 sub-criteria, providing an average score for each main criteria (see Table 1 below). A final average was calculated of the scores for the three criteria and the value chains were then ranked between the low score of 1 and the high score of 5.

The spider diagrams show the results of the Scoring Table (Table 1). The first spider-chart diagram allows the comparison of the three value chains of milk, sesame and fish based on the three main criteria of relevance to target group, opportunity for inclusive growth and feasibility to stimulate change. The following spider chart shows how each value chain scored on each of the 9 sub-criteria.

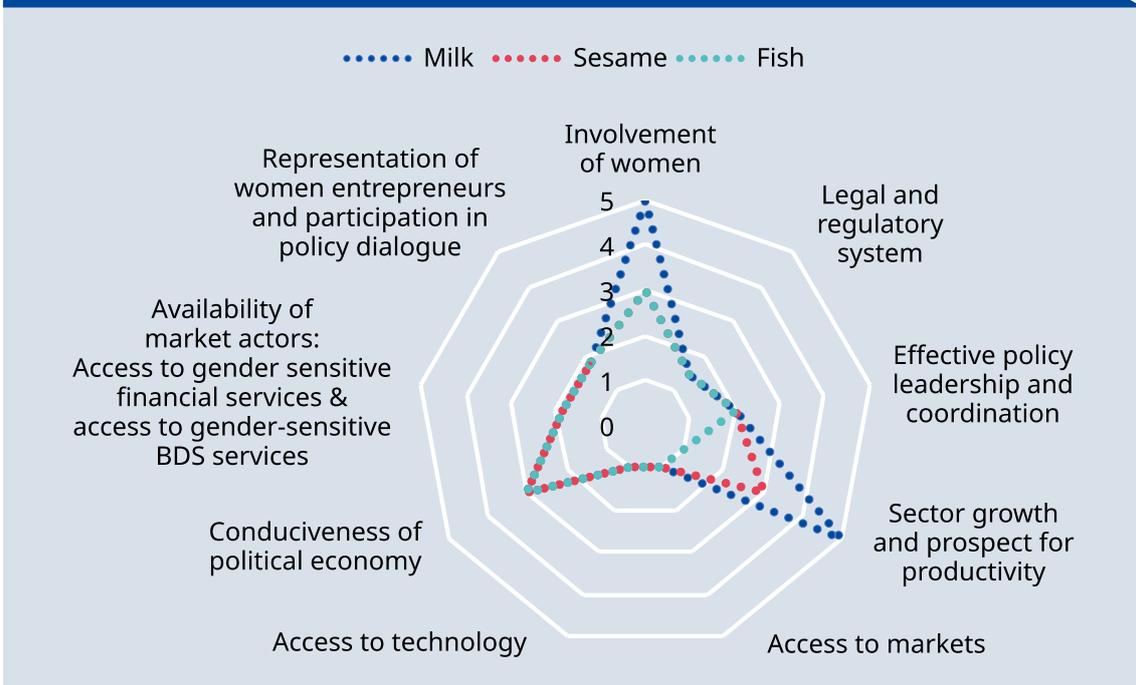
While the rate of evaluation was similar for most of the sub-criterias, the livestock sector and milk value chain obtained a higher score in the sub-criterias of involvement of women and sector growth and prospect for productivity compared to the other value chains.

► Table 1: Scoring of agriculture value chains				
Sub-sector		Livestock	Crops	Fishery
Value Chain		Milk	Sesame	Fish
Relevance to target group	Involvement of women	5	3	3
	Legal and regulatory system	1.5	1.5	1.5
	Effective policy leadership and coordination	2	2	2
	Criteria average	2.83	2.16	2.16
Opportunity for inclusive growth	Sector growth and prospect for productivity	5	3	1
	Access to markets	1	1	1
	Access to technology	1	1	1
	Criteria average	2.33	1.66	1
Feasibility to stimulate change	Conduciveness of political economy	3	3	3
	Availability of market actors	1.87	1.87	1.87
	Representation of women entrepreneurs and participation in policy dialogue	1.83	1.83	1.83
	Criteria average	2.23	2.23	2.23
Value Chain average		2.46	2.01	1.79

► **Figure 1: Scoring of main criteria for agriculture value chains**



► **Figure 2: Scoring of sub criteria for agriculture value chains**



The recommendation to develop the milk value chain in Mogadishu stems from the higher availability of market actors in the milk-subsector in the city (see section 4.2 on market actors), with two milk factories and a high number of non-financial service providers in the livestock sector. The city of Mogadishu itself, with its 2,425,000 residents represents an important potential market for dairy production.

▶ 3.2 Renewable energy sector

In Somalia, energy access is severely limited for the majority of the population (Ministry of Planning, 2019). About 80 to 90% of the population relies on traditional biomass fuels, wood and charcoal, which contributes to the exhaustion of Somalia's few remaining forests (AfDB, 2015). The electricity access rate is estimated at 15%, meaning that around 10 million Somalis lack access to electricity services (World Bank, 2018). Urban electricity access is estimated at 33%, and rural access at 4%. There is no physical national electricity grid in Somalia. Private sector players supply more than 90% of power in urban and peri-urban areas using local private mini-grids powered by imported diesel fuel. Due to inadequate infrastructure and regulatory framework, the supply is highly fragmented and inefficient, leading to one of the highest prices in the world, at almost US\$1 per kilowatt (Ministry of Planning, 2019). A key informant indicated that electricity is now cheaper in Mogadishu (around 0.46 USD) than in other locations (around 1.5 USD).

The Government of Somalia is committed to the promotion of the renewable energy sector, and there is growing interest in alternative renewable energy technologies to displace at least part of diesel generation (ILO, 2016). The gradual incorporation of renewables technology into Individual Power Providers (IPPs) operations is on the rise, through hybridization or through the installation of microgrids (and smart microgrids⁵) (Shurakoo, 2016). Somalia has significant potential in terms of renewable sources of energy, such as solar and wind power, which are the two sub-sectors that the analysis focuses on. It also has potential but limited hydropower along the Shabelle and Juba rivers. With a coastline exceeding 3,000 km, there is also huge potential for wave and tide-based power, but technologies need to be further proven in order for this to eventually be developed (AfDB, 2015).

5 In a smart hybrid microgrid, solar photovoltaic (PV) and wind turbines would provide the base load of energy for the system, which would go through a series of connected inverters, smart-meters/switches and circuit-breakers, and then be distributed to storage (generally battery arrays), and endusers. Diesel generators would be used as backup at night, during times of peak demand, or when the sun isn't shining and the wind isn't blowing for significant periods of time (Shurakoo, 2016).

3.2.1 *Relevance to the target group*

Number of women active in the sector and the nature of their participation

There is a lack of information regarding the number of women entrepreneurs, the composition of enterprises and working conditions in the renewable energy sector of Somalia. The analysis below therefore focuses on the representation of women in the energy and renewable energy sector in general. Even though women are the main end-users of energy in the household, the power sector has traditionally been a male-dominated domain (ILO, 2016). Women are generally underrepresented in the renewable energy sector. According to a Shuraako survey published in 2016, on average only 5% of a company's workforce were women. Key informant interviews with renewable energy companies seemed to indicate an increase in the number of women, with women representing on average between 10 to 20% of the workforce. The women-owned company Samawat Energy indicated that it is a struggle to find qualified female engineers but that because they are striving to hire female staff, they invested in training them and now have 75% of female employees. Women were described by key informants as particularly eager to enter the sector and very competent. Recent interest and new participation by young women in the sector has been noted (AfDB & UN Women, forthcoming). For example, the YES Programme by UNDP and ILO contributed to changing women's mindsets regarding their ability to perform technical work, through training them and ensuring their professional insertion with energy providing companies.

The ILO Scoping study for a renewable energy skills development Public Private Development Partnership (PPDP) Facility conducted in 2016 highlighted the lack of skills in Somalia's renewable energy sector as an opportunity to promote the inclusion of women in technical and business skills training (ILO, 2016). The African Development Bank (AfDB) also indicated that encouraging women to become involved in producing and distributing new energy technologies and services would lead to creating business opportunities for them in the sector (AfDB, 2016). In addition, key informants noted that as the main end-users of energy in the household, women understand customer's needs better and are able to design products that fit those needs. The issue of training in the renewable energy sector was flagged as a key issue during the validation workshop of this report in July 2020. The use of renewable energy technology would also benefit the high number of women working in the value chains of fishery and dairy production, where solar-powered refrigeration and ice generation would improve conservation (Shurakoo, 2016). Due to the lack of information and regulations regarding health and safety in the renewable energy sector, one may assume that working conditions are not better and could be improved, especially in the context of COVID-19. As described in section 3.1.1, small-scale women entrepreneurs in the informal sector are exposed to particular risks and seem to mistrust the existence of the virus. It has also been noted that poor wiring is an important and widespread issue, which endangers the lives of technicians and electricians in the energy sector (ILO, 2016).

Legal and regulatory system for MSMEs in the sector

As detailed in section 3.1.1, the FGS is taking steps to improve the legal and regulatory sector for MSMEs. One of the National Employment Policy's (NEP) three objectives is to promote the growth of MSMEs, inter alia by improving the business environment (FGS, 2019). The NEP highlights that policies will be formulated keeping in mind the gendered nature of the labour market and the industries and sectors where women are most active. Proposed interventions to improve the policy and regulatory environment include, inter alia, the establishment or strengthening of regulatory bodies for banking and electricity, and the articulation of sectoral strategies and master plans for energy (IMF, 2020). Renewable energy was identified in the NEP 2019 as one of the sectors holding the greatest potential for both value-added and employment growth in the short to medium term. A focus on a specific value chain hasn't been outlined yet.

Effective policy leadership and coordination for the promotion of entrepreneurship and women's entrepreneurship development

Policy leadership and coordination for the promotion of entrepreneurship and women's entrepreneurship development is similar to the agriculture sector. As described in section 3.1.3, the FGS is committed to the promotion of entrepreneurship and women's entrepreneurship. In addition, the 2019 NEP highlights the importance of ensuring adequate access to vocational and entrepreneurial programmes for women, adding that business environment reforms will need to prioritise issues constraining women entrepreneurship. A sectoral approach in this regard doesn't seem to exist yet. To aid in the formalisation of the sector, the AfDB is providing technical assistance for the establishment of the Somali Electrical Institute, with gendered dimensions including legislation to support women's participation in the sector and support for women's professional training through educational institutions. At a local level, they aim to engage with women's Self Help Groups (SHGs)/Village Savings Loans Associations (VSLAs) to better understand women's community energy businesses (AfDB & UN Women, forthcoming).

3.2.2 Opportunity for inclusive growth of the sector

Sector growth, Prospects for productivity and working conditions improvements

- ▶ **Wind.** According to a recent study by the African Development Bank, Somalia has the highest resource potential of any African nation for onshore wind power and could generate between 30,000 to 45,000 MW (USAID, 2020). More than 50% of Somalia has wind speeds greater than 6 meters per second, which are excellent for electric energy production (RCREE, 2018).

However, wind power is considered too difficult to develop in the current environment, with more complex technical skills needs, longer lead times compared to solar photovoltaic (PV) projects and higher maintenance cost. The wind installations that have been installed in

Somalia are not operating. Onshore and offshore wind turbines are also typically the size of several MWs – too large for Somalia's current demand situation of a few hundred watts per connection and limited industrial demand (ILO, 2016). According to the ILO 2016 scoping study for a renewable energy skills development PPDP Facility in Somalia, wind power should be considered for the medium-term once Somalia's power demand has scaled up "but technical skills training should prioritise the low hanging fruits at this stage".

- ▶ **Solar.** Somalia gets on average 2,900 to 3,100 hours per year of sunlight and has one of the highest daily averages of total solar radiation in the world (RCREE, 2018). Puntland receives the most solar irradiation, with Somaliland (Shurakoo, 2016). Solar power could potentially generate an excess of 2,000 kWh/m² in the country (USAID, 2020). Because of poverty, lack of information and lack of access to end-use devices, the use of solar energy has been rather limited in Somalia (AfDB, 2015). In recent years however, a number of projects have been implemented and interest from the public and private sectors has been growing steadily. A lack of skilled labour has been a key challenge facing IPPs and project developers in further expanding power supply to include renewable energy sources (ILO, 2016).

Given the lack of electricity in rural and peri-urban areas and the high cost of electricity in urban areas, there is great potential for solar products in Somalia. Solar lighting products have already made inroads into rural/nomadic markets (ILO, 2016). For the 2.8 million rural and 3.2 million nomadic Somalis (23 and 26%, respectively) living disconnected from basic technology, the possibility of off-grid renewable energy is revolutionary (Shurakoo, 2016). New off-grid products include solar home systems, either for sale or on a fee-for-service basis; smaller solar systems (with light points and rechargers); solar lanterns of various types; and solar rechargers for batteries or telephones (ILO, 2016). The use of solar stoves can help decrease reliance on burning dirty biomass in the home, preventing respiratory diseases (Shurakoo, 2016).

The market for solar home systems in Somalia has significant potential (World Bank, 2018c). A study conducted by the World Bank in 2018 estimated current demand at around 140,000 – 180,000 units for a total value of around US\$ 14 million per year. The total potential (non-annualized) market size for solar home systems up to 500W was estimated at US\$ 108.4 million, corresponding to around 1.1 million units, and US\$ 79.6 million for systems up to 100W. This demand is further expected to rise as populations grow, off-grid mobile phone usage increases, and more and more Somalis become aware of the potential benefits of solar technology (World Bank, 2018c). In addition, microgrids are the most dynamic and fastest growing area of renewable energy research and investment (Shurakoo, 2016).

Access to markets and to technology for women and men entrepreneurs

As indicated in section 3.1.2, women's access to markets and to technology is limited. In terms of access to markets, key infrastructures such as roads and electricity grids are lacking or in bad condition, and women mostly rely on local and regional markets to sell their products/services. Government procurement programmes do not seem to be actively

targeting women-owned enterprises. In terms of access to technology, women roughly make up 60% of clients of large telecom companies, and smartphones are the second source of business and legal information indicated by WES respondents in both Mogadishu and Garowe. It can be expected that in a male-dominated sector such as energy, women struggle to access information and markets.

3.2.3 Feasibility to stimulate change

Conduciveness of political economy, likelihood of distortion

- ▶ **Wind.** Wind energy appears to be a resource that could help meet a significant portion of the Somali region's energy needs, especially as prices for wind turbines have declined since a peak in 2008 (Shurakoo, 2016). Small-scale windpowered water pumps are already providing potable water for human and animal consumption. However, scaling wind power would require onerous infusions of generation, storage, management, and distribution technology, a highly skilled workforce, and infrastructure and equipment to install and maintain these systems (Shurakoo, 2016). In addition, "bankable" wind projects i.e. private investment in this sector will require a higher level of certainty (World Bank, 2018).
- ▶ **Solar energy** is an increasingly popular option for rural communities, individual businesses, and facilities as the capital and technical skill required to exploit this resource are much lower than for wind (Shurakoo, 2016). In the solar energy sub-sector, different value chains exist: larger, grid-connected solar PV projects; small solar home systems (SHS) and pico solar products (such as solar lanterns); and microgrids that often take a hybrid approach to energy generation. The value chain of grid-connected PV projects will require a more complex planning and design process according to demand needs, while the latter is typically a standardised size and may require less technical skills training – especially in the case of portable, integrated systems with limited or no in-house wiring (ILO, 2016).

The Somali off-grid market shows promise for the activity of private companies, yet local distributors continue to face significant barriers to scale, including: "competition and market spoilage from low-quality imitation products; low levels of consumer awareness around solar technology, particularly regarding the long-term benefits of high-quality products and how to identify these; low affordability among end-consumers, exacerbated by limited access to consumer finance; high costs of rural distribution due to Somalia's large size, low population density, and poor transport infrastructure; and limited access to capital for inventory and investing in business infrastructure, as local banks still prefer lower-risk, safer returns from more established industries" (World Bank, 2018c).

Availability of markets actors: financial and non-financial BDSPs

As established in section 3.1.3, women entrepreneurs' participation in generic financing programmes is low, however they are overrepresented as clients within the microfinance

industry. In addition, there is only anecdotal information regarding women's access to non-financial services. This lack of financing is an issue for most renewable energy companies. Even though access to finance is key to the development of the off-grid solar industry (World Bank, 2018), Shuraako's 2016 survey found that over 50% of renewable energy companies identified limited access to finance as a significant challenge to their expansion (ILO, 2016). Financing solutions in the renewable energy sector can most often take the form of debt, to enable local solar companies to purchase inventory, and in some cases, extend credit to consumers (World Bank, 2018). A financial service provider indicated that they manage grants in the area of renewable energy given to the Ministry of Mining by a NGO. Mechanisms that allow customers to pay as they go, lease to purchase, or even exchange goats for solar power are used by renewable energy companies. Microfinancing can also help address the latent demand (ILO, 2016).

Non-financial services to women entrepreneurs are provided in the solar value chain by renewable energy companies such as SECCCO or SolarGen Technologies. They raise awareness, provide consulting services and build the capacity of their customers –including women-owned businesses- through renewable energy training programmes⁶. One key informant indicated that women trained in renewable energy skills were often highly performant but face the challenge of private power providers who have a stereotypical view of women and do not see what they could bring to their companies. According to SolarGen Technologies, there is a strong demand from smaller retail companies for solar equipment and technical assistance.

Representation of women and men entrepreneurs and participation in policy dialogue

As indicated in section 3.1.3., women's lack of representation and "voice" in business sector membership associations is a limitation to the promotion of their participation in markets. A research by ASAL Consulting 2016 found that women's family and social responsibilities make it difficult for them to have time to socialize as much as men do (2016b). They also found that their inability to access male-dominated social spaces such as mosques or coffee shops pose considerable limitations for business, and translates into substantial lack of social capital. This is an impediment to their participation in sectoral policy dialogues. One association of women in the renewable energy sector (WIRES) was created in 2014 in Garowe. It raises awareness, campaigns, promotes the participation of women entrepreneurs at all levels of the renewable energy value chains, provides women with information, technical skills and links them with suppliers of renewable energy equipment. The association advocates for a policy to support women in the renewable energy sector and as entrepreneurs. In addition, it collaborates with ministries of women and environment and takes part in public-private sector meetings and dialogues. WIRES noted that because of the under-representation of women in the sector, women entrepreneurs are not a focus of the discussions. Not all associations are involved in the discussions however, and during the validation workshop, the Puntland Business Women Umbrella indicated that women do not participate in policy discussions in the sector.

⁶ Key informant interviews.

3.2.4 Suggested value-chain: off-grid solar products in Garowe

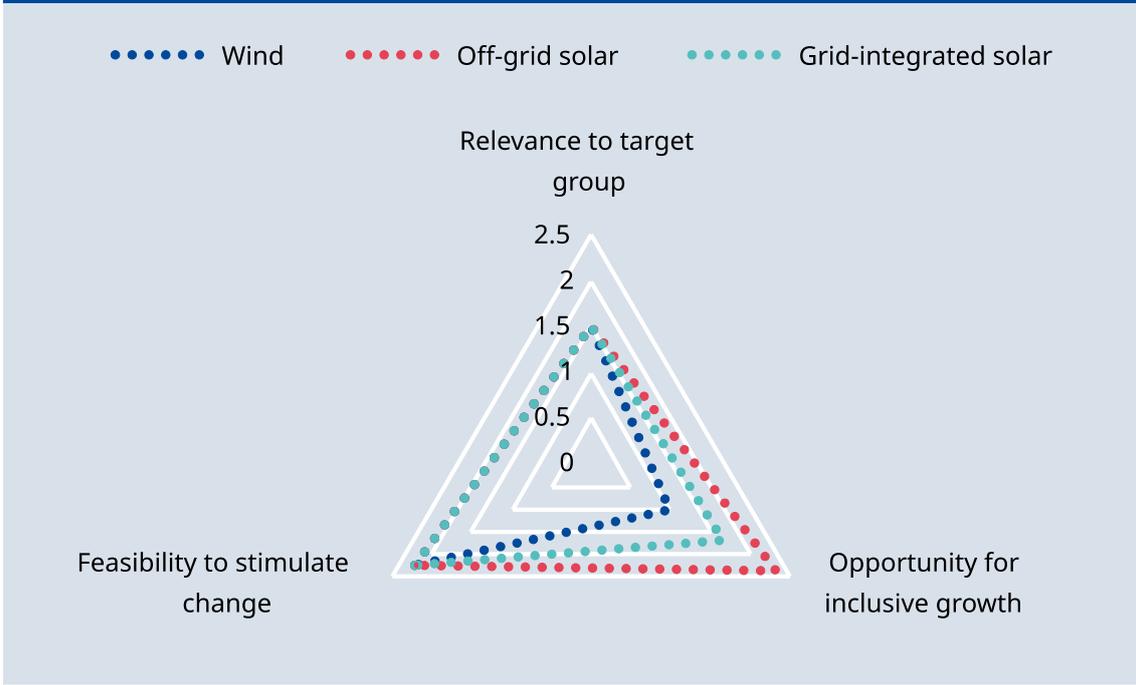
The solar sub-sector obtained more points because of the sub-criteria “sector growth and prospect for productivity” and “availability of market actors”. The off-grid products value chain obtained one more point than the grid-integrated value chain in the sub-criteria of “sector growth and prospect for productivity”.

The recommendation to support the development of the solar value chain in Garowe stems from a number of elements. First, the region is the one that receives the most irradiation compared to south central regions. Second, there is already a strong institutional interest in the development of the solar sector expressed at the federal level in the region's 2014–2016 plan (see section 4.3 on rules and regulations and their application). Third, key market actors are present in the city of Garowe (see section 4.2 on main market actors), especially the Garowe Polytechnic institute and the WIRES Association.

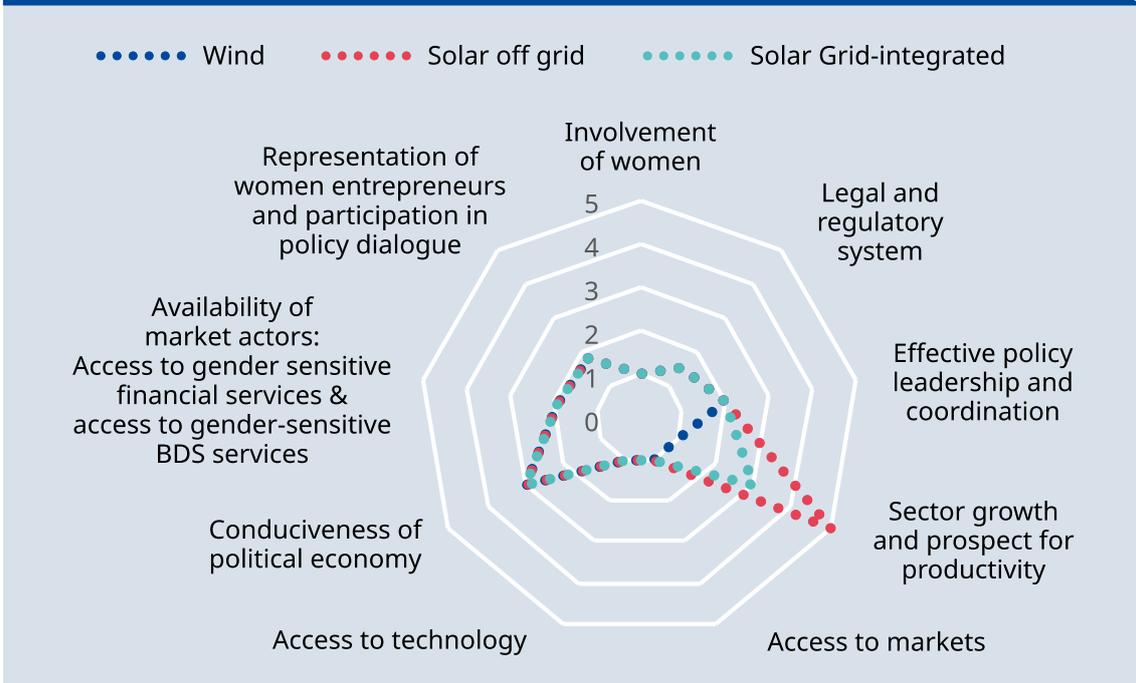
► **Table 2: Scoring of renewable energy value chains**

Sub-sector		Wind	Solar	
			Off-grid products	Grid-integrated products
Value Chain				
Relevance to target group	Involvement of women	1	1	1
	Legal and regulatory system	1.5	1.5	1.5
	Effective policy leadership and coordination	2	2	2
	Criteria average	1.5	1.5	1.5
Opportunity for inclusive growth	Sector growth and prospect for productivity	1	5	3
	Access to markets	1	1	1
	Access to technology	1	1	1
	Criteria average	1	2.33	1.66
Feasibility to stimulate change	Conduciveness of political economy	3	3	3
	Availability of market actors	1.87	1.87	1.87
	Representation of women entrepreneurs and participation in policy dialogue	1.83	1.83	1.83
	Criteria average	2.23	2.23	2.23
Value Chain average		1.57	2.02	1.8

► **Figure 3: Scoring of main criteria for renewable energy value chains**



► **Figure 4: Scoring of sub-criteria for renewable energy value chains**

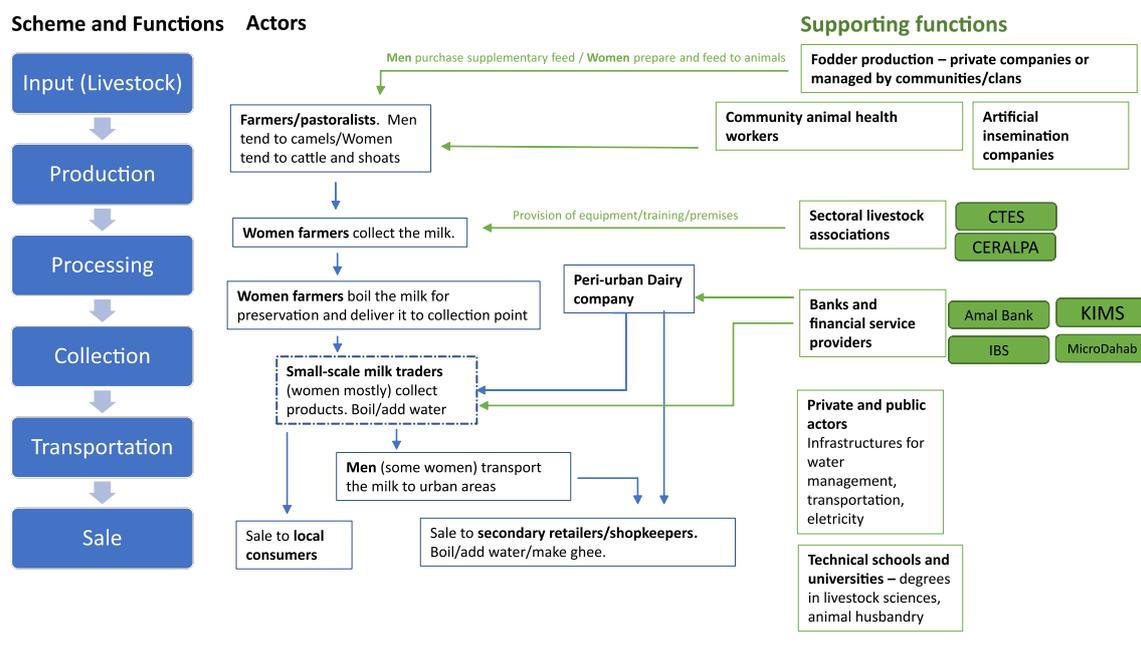




4. Preliminary analysis of selected Value Chains

► 4.1 Preliminary mapping

► Figure 5: Milk and dairy Value Chain



In the milk and dairy value chain, livestock is most of the time owned by men. Some women also own livestock, but they do not own the land for grazing or where the water is. In addition, women-owned farms are usually smaller (4-10ha) and their production is very diverse. Women do the brunt of the labour in terms of taking care of the animals and milking them. Milk and dairy is usually a side activity for most of women farmers. Some proactive women farmers have bought a couple of machines to clean the milk from cows and camels. They then put the milk in bottles with their own label and sell it to the grocery stores. More traditional women vendors bring the milk to the markets and sell it there. Women vendors will usually buy in bulk from male owners, to then sell in towns or cities.

Camel milk is the most popular type of milk, and it is a male-dominated area. It is being exported to Asia, Arab countries and even Europe. Camels are expensive and need to be protected with firearms when they are grazing. Women are involved in the trading and marketing sector of the camel milk value chain. They buy the milk from the camel farm and sell it in their shops, restaurants or on the street. Fresh, unprocessed camel milk is more profitable than transformed camel dairy products. In terms of raising the livestock, women are more specialized in cows and goats, from which dairy products can be produced.

Conservation is an issue in the milk value chain, as milk cannot be kept for more than 24 hours and women and men do not have access to freezers or cheap energy. CERELPA supported the milk value chain by providing hygiene related trainings to women as well as appropriate jerricans to transport the milk to the markets. Another issue is security, during transportation and at the market. Road blockers prevent women from accessing the markets, may rob them, throw their milk on the ground and sexually abuse them. When selling the milk in the markets, women face the risk of being robbed.

Milk quality and urban retail takes place under extremely unhygienic conditions (USAID, 2017). Water is very often added to the milk. Public consumer awareness raising on the topic of milk quality and hygiene is needed. Currently there are no regulations and a lack of capacity from authorities. According to participants from the validation workshop, training on equipment and hygiene is key.

Dairy factories exist but their productivity remains low. Dairy factories are mostly found near Mogadishu, decision making and business owners are mostly men. According to a USAID Dairy Baseline Study (2017), a total of 12,000 and 15,000 dairy animals are kept on peri-urban farms, either in intensive zero-grazing or semi-intensified milk production systems. The milk and dairy value chain remains traditional and factories remain small because of the high cost of electricity.

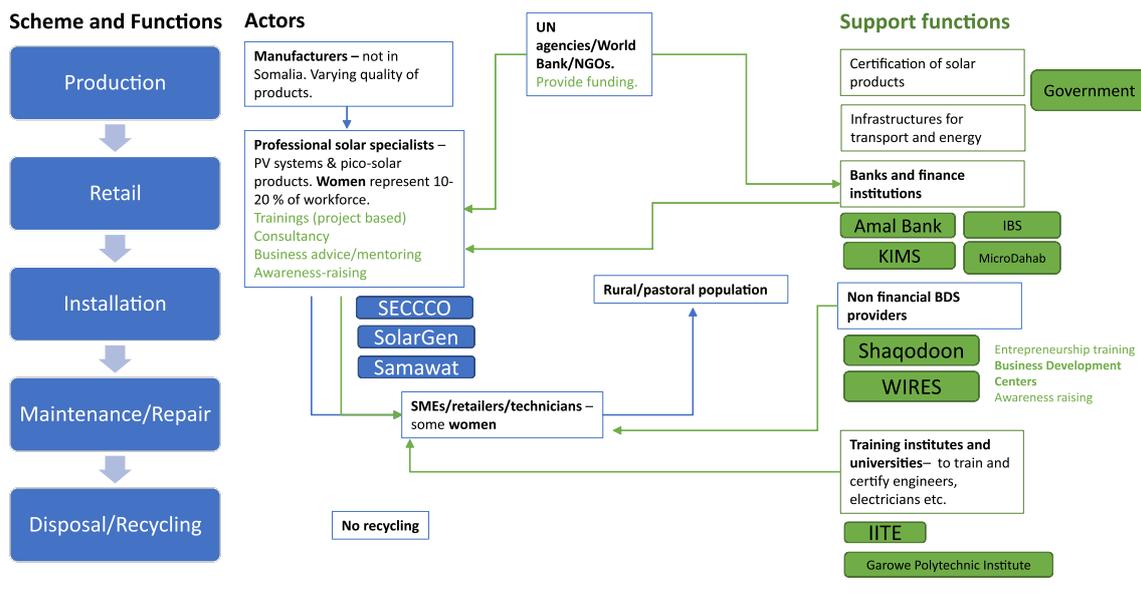
There is a need to train women on technical skills such as conservation techniques and new technology, according to inputs from the validation workshop. It was highlighted that an opportunity exists for developing new milk and dairy-related products. Women that will enter into this higher value-added segment of the value chain will need to receive highly technical skills and be provided with technical support. Training needs included the areas of distribution, financial systems, technical knowledge regarding maintenance of machines and equipment, inventory, procurement, and entering into agreements where their rights are respected. Developing business advice services to support women in the areas of marketing and packaging would also support women entrepreneurs in this area.

A study by the Heritage Institute (2020) confirms that there is a serious skills gap in the agriculture and livestock sectors. According to interviewees from this study, "while universities are the main centers of education and training for agriculture and livestock skills development, most graduates lack the technical understanding and know-how to address and effectively implement technical activities". They also indicated that female enrolment in agriculture and veterinary sciences is low (at 14%).

Supporting functions to improve the productivity of Somali livestock include fodder development, animal health services, animal husbandry and irrigation. Fodder development is a promising area to improve dairy production, and production of large-scale commercial fodder will also contribute to the whole Somali livestock industry and exports. Another priority is the local availability of fodder production inputs like seeds, planting material and fertilizer through commercial input suppliers (USAID, 2017). There is also a need for animal

husbandry and artificial insemination services outside of Mogadishu, in order to increase the herd quality and milk production. However, livestock service providing companies struggle to recruit professionally trained staff (USAID, 2017). Improving the irrigation system is also key. In moments of crisis caused by draughts or the COVID-19, people don't have the purchasing power to buy the milk and dairy anymore. The agriculture sector is in dire need of external support.

► Figure 6: Off-grid solar value chain



Solar products in Somalia are imported from a variety of countries. Manufacturers and suppliers include companies in Asia (China, India, Taiwan, Vietnam), Europe (Germany, Netherlands), Northern America (US). Solar products are then sold by renewable energy companies such as SECCCO, Samawat or SolarGen. The companies interviewed for this assessment indicated that women represented 14 to 17% of their staff. These companies ensure the maintenance of these products for the time that they are under warranty. Companies will provide a warranty which will range from one to ten years, depending on the product. For example, SECCCO helps with issues for solar systems during the first three years. Depending on the type of systems, they will provide preventive maintenance. They will also offer on demand support. For solar coldchains of 45 kWh SECCCO will check the system free of charge every month. When the issues cannot be solved by the renewable energy company in Somalia, the system is replaced by the manufacturer. Most of the time the systems are not sent back.

There are two models regarding sale and distribution of solar products. The first option is sponsored by NGOs or international donors. For example, USAID recently sponsored the installation of a solar cold chain by SECCCO through the GEEL project. The second option is the pay as you go system, according to which the customer pays a certain percentage at the beginning, then pays in installments over the next few months. With SECCCO, customers

who purchased solar water pumps payed 20% of the price for the installation, then after installation 20%. The other 60% were then negotiated to be paid in installments over the next 3 to 6 months. The design of payment schemes depends on the clients and their localization (whether urban or rural, internally displaced people (IDPs)...).

Renewable energy companies may sell directly to the end customers, or they will sell to partner companies or shops. SolarGen Technologies on the one hand provides complete solutions (design, supply of equipment, installation and maintenance), and on the other hand stocks and sells to small installers – usually micro or small businesses.

Renewable energy companies either use their own vehicles to transport the solar products or hire a different transportation company, depending on the distance, technicalities and security issues. For example, SECCCO uses their own vehicles if they need to transport within Puntland but will hire a transportation company to deliver products outside of the state of Puntland.

The lack of training in the area of renewable energy was flagged as absolutely key by validation workshop participants. Training is provided either by training institutes or renewable energy companies. For example, the ITTE Institute provides unskilled youth with basic solar energy course, with a focus on electrical installation. SECCCO provides trainings for its clients, so they understand the purpose and design of their solar products and can sell them themselves more efficiently. According to a 2018 ILO Briefing report on Skills Gap Scanning of Somali utilities in renewable energy, SECCCO have opened their facility in Garowe for training on offgrid solar systems to external trainees with opportunities for training between 8 to 12 months. Samawat Energy indicated that students graduating from university didn't have the technical skills they were looking for. Their policy was to hire as many women as possible, so they invested in their capacity building and training (some of them were trained in India for electronic engineering).

The 2018 ILO report confirms that most companies have some sort of in-house training in place, at least where basic technical skills are concerned. Infrastructure, curriculum and equipment are however limited (ILO, 2018). An advanced training facility appears to be hosted by NECSOM in Garowe, able to train 50 people per year and opened to external use (with 30 companies having used the training in 2017). The Federal Ministry of Energy and Water Resources' Energy Coordination Unit also carried out a training in 2018, through Delta Engineering & Consultant Ltd, in order to build the capacity of 20 students in electrical systems. In addition, it was indicated that more advanced training beyond basic technical skills is often done ad-hoc as part of infrastructure development processes, e.g. through Engineering, Procurement and Construction (EPC) contractors.

The issue of what happens to the solar products once their life cycle is over is one that still hasn't been raised yet in Somalia. According to one key informant, big electricity companies in Mogadishu throw the equipment just outside of the city without recycling. One of the

renewable energy companies interviewed highlighted the cost of logistics as one of the major concern for recuperation and recycling of equipment, as they spend ten times what they would spend in another country simply to deliver the equipment to a location. They expressed concern for the environment impact that the used batteries would have on the environment.

Stereotypes and social norms were flagged as challenges to overcome in order to integrate more women into the value chain. One respondent indicated that the one area that would be challenging for women to integrate would be the installation, due to women's family responsibilities, highlighting that a conducive environment to support women in balancing work and family responsibilities could help. A participant to the validation workshop indicated that women's perception also needed to be changed regarding their own ability to engage in the renewable energy sector and fix solar products. Creating awareness through advertising was raised as a way to encourage a higher participation of women but also to raise of the importance of renewable energy as well.

The issue of quality of solar products in the country and the lack of regulation in that regard was raised on several occasions. A respondent highlighted clients lack of trust regarding solar products. Some have had bad experiences with low quality products circulating in the market and were therefore reluctant to buy the quality products offered by the company. Their strategy was to donate some solar kits in order to get the clients' buy-in. High-quality products also have a cost and it was suggested to support suppliers to introduce appropriate distribution models such as pay-as-you-go systems. In addition, regulation of the quality of solar products by the government was flagged as an important area of concern during the validation workshop.

▶ 4.2 Main actors

▶ Table 3: Main actors

Government Institutions

General	<ul style="list-style-type: none"> • FGS Ministry of Commerce and Industry, SME and Cooperatives Department. • FGS Ministry of Labour and Social Affairs (MOLSA). • FGS Ministry of Women and Human Rights Development.
Milk	<ul style="list-style-type: none"> • FGS Ministry of Livestock, Forestry and Range. • Puntland Ministry of Livestock and Animal Husbandry.
Solar	<ul style="list-style-type: none"> • FGS Ministry of Energy & Water Resources. • Puntland State Agency for Water, Energy and Natural Resources. • FGS Somali Association for Sustainable Energy and Development (SOMASED). Government agency dedicated to providing the government, NGOs, donors and private companies in Somalia with awareness and expertise in the field of sustainable energy and distributed renewable electricity generation systems.

Private sector actors

- Solar**
- **National Energy Corp (NECSOM)** (Garowe, Puntland).
 - **BECO Power** (South and Central Somalia). Largest electric utility in the Somali region, serving some 80% of Mogadishu.
 - **SECCO** (Garowe, Puntland). Solar installer. Serves over 20,000 customers and utilizes 600 batteries to store energy on their 1 MW system.
 - **Solargen Technologies** (South Central). Renewable energy provider. Prior experience in collaborating on training initiatives, and commitment to narrowing the skills gap in renewable energy.
 - **Power Offgrid** (Jowhar). Brings off-grid technology to rural and urban areas by providing Solar Home Systems. Its Goat4Solar (aka Goat4kWh) initiative is a unique model for nomads to exchange their assets (livestock) for capital to use as down payment for a Pay-Go solar system.
 - **Samawat Energy**. Female-founded renewable energy company. Provides affordable, off-grid, solar home solutions to residents in Somalia through the use of a micro-leasing, rent-to-own system.
 - **Delta Engineering & Consultant Ltd.**
-
- Milk**
- **Som Milk** (Mogadishu).
 - **Beder Dairy and Meat** (South-Central-Mogadishu).
 - **Muwarid Ltd.** Company pioneering animal feed processing.
 - **Somali Bovine Genetics**. Company that offers Artificial Insemination (AI) to peri-urban farms.

Financial service providers

- General**
- **IBS Bank**. SME Banking and microfinance.
 - **SoDev Bank**. Supports livestock and energy sectors.
 - **KIMS Microfinance**. Offers financial and non-financial support (business skill and financial literacy trainings). Also offers **solar products**.
 - **Micro Dahab**. Provides financing for young entrepreneurs, mainly women, working in farming, fishing, agriculture, livestock and dairy. MicroDahab does not require any collateral from its female clients and self-help groups do not need to provide a thirdparty guarantor. Collaborated with **SolarGen Technologies** to create the first 'lease to purchase' sustainable energy products in Somalia.
 - **Amal Bank Microfinance**. Basic financial education, entrepreneurship skill straining, Qardhul-Hassan loans (benevolent loans).
 - **Salaam Somali Bank**. Microfinance product (Kalkaal) provides training. Salaam Entrepreneurs Fund (SEF) gives start-up capital to youth and women entrepreneurs (including in sectors of renewable energy and livestock).

Non-financial service providers

- General**
- **Somali Chamber of Commerce and Industry (SCCI)**.
 - **Federation of Somali Trade Unions (FESTU)**.
 - **Puntland Chamber of Commerce**.
 - **ASAL Consulting**. Focuses on public administration, business environment reform and leadership development. The Ardaa initiative aims to expand women's economic opportunities through the creation of platforms and spaces for Somali women entrepreneurs.
 - **SIMAD**. University that provides a range of international standard undergraduate and postgraduate courses in various disciplines including Management Science, Engineering etc.
 - **Shurakoo**. Brokers economically beneficial relationships that connect micro, small and medium sized enterprises (MSMEs) to impact investors to catalyze job creation.
 - **Gargaar Relief and Development Organization**. NGO with headquarters in Baidoa and sub-offices across south central Somalia. Focuses on livelihood and economic recovery of farmers, women empowerment and access to microfinance, inter alia.
 - **New ways organization**. Non-governmental organization working with communities and development agencies in Somalia to tackle poverty and promote human rights, with a focus on women, children and disadvantaged communities.

- **Zamzam Foundation.** Non-governmental organization aiming to provide people affected by human and natural crises in the Horn of Africa with sustainable economic programs, amongst other services.
- **Daryeel Bulshu Guud – DBG (Community Care for All).** Local Somali association that aims to provide holistic and multi-sectoral, sustainable programs that link emergency relief and long-term development from grassroots level.
- **Tamkin Foundation for Social Services.** Aims to deliver social services to Somali communities and support them to build their livelihoods.
- **Somali Environmental Protection Organization.** Operates across Somalia to promote better life through environmental protection and agricultural development.

-
- Milk**
- **CSET Group.** Group of stakeholder organizations operating in the agriculture, livestock, forestry and range in Somalia, working in the four areas of: agriculture research and development, seed production, agriculture input supply and cooperatives.
 - **Somali Union Cooperatives Movement.** Union of the Livestock, Forestry and Incense Cooperatives Movement.
 - **Somali Livestock Development Umbrella.** Group of dairy companies Southern Somalia.
 - **ICPALD.** Aims to be the premier centre of excellence for promoting livestock and complementary livelihood resources development in arid and semi-arid areas of the IGAD region.

-
- Solar**
- **Homer Energy.** Global software and service provider. Identifies least cost power solutions for remote power solutions and other microgrids and distributed power applications. Also offer training and consulting on microgrid design, rural electrification planning, and distributed power technologies.
 - **SomalPower.** Consultancy services in HV electrical distribution/transmission works, renewables (DC technology).

Associations

- General**
- **Somali Women Entrepreneurs Association (SOWEA).**
 - **Banadir Women Business Association.**
 - **Puntland Business Women.**
 - **SAACID.** Promotes women's empowerment, livelihoods and development and education.
 - **Shaqodoon Organization (Mogadishu).** Provides Somali youth with opportunities to skill trainings, access to work and internships.
 - **Swedish-Somali Business Development Programme** – aims to create jobs, especially for women and young people. Has supported business start-ups in several sectors such as agriculture, livestock, fisheries, renewable energy. Provides training on finance, marketing, tailor-made business strategies.

-
- Milk**
- **Central Regions Livestock Professional Association (CERELPA)** – Somali central region association for animal production and health.
 - **Benadir Livestock Professional Association (Mogadishu)** – Livestock treatment and vaccination.
 - **Association of Somali Agricultural Professionals (ASAP).** Intended to enhance the agricultural capacity of the country to reduce food insecurity and alleviate poverty in rural communities. Platform for all Somali agricultural professionals to network and contribute to the improvement of the Somali agriculture.

-
- Solar**
- **Women in Renewable Energy Somalia (WIRES) (Garowe, Puntland).** Aims to educate, empower and employ women in the renewable energy sector, thus ensuring the sustainable use of natural resources and protecting the environment.
 - **Sustainable Energy for All.** International organization that supports progress on Sustainable Development Goal 7 (SDG7) and the Paris Agreement.
-

Training Institutes

- | | |
|----------------|---|
| General | <ul style="list-style-type: none"> • Somali Institute for Development, Research and Analysis (SIDRA) (Garowe, Puntland). Private, not-for-profit research and policy analysis think tank. Focus on gender and women's empowerment. • University of Somalia. Electrical Engineering, Business Science, Agricultural Education, Veterinary Science. |
| Milk | <ul style="list-style-type: none"> • Somali Agriculture Training Center. Provide relevant education to agriculture students sustainable development. • Somali National University (Mogadishu and Galmudug). Faculty of Veterinary Medicine and Animal Husbandry, Faculty of Engineering, Faculty of Economic and Management Science. |
| Solar | <ul style="list-style-type: none"> • Garowe Polytechnic Institute. Offers certificates and diplomas in Electricity/Solar Energy and Solar System. |

Development actors

- **AfDB – African Development Bank.**
- **Government of Sweden.**
- **UN Women.**

► 4.3 Policy level. Existing sectoral rules and their application

Milk Value Chain

The new Livestock Sector Development Strategy (LSDS) provides a framework for the sector's medium- and long-term development and guides the NDP9 (Ministry of Planning, 2019). It spells out public and private sector core functions and addresses issues related to livestock disease and trade, land degradation and range management, institutional framework and coordination, and infrastructure for animal health and marketing (World Bank & FAO, 2018). The FGS adopted a National Veterinary Law in 2016 (Ministry of Planning, 2019).

The most recent policy framework regarding the livestock subsector is the National Development Plan 2020-2024. It underlines the lack of and/or inconsistent implementation of regulations and policies, including critical sanitary and phytosanitary measures, and suggests, among other interventions, to strengthen "government oversight and auditing of processing and handling of milk and meat to ensure food safety and quality standards". In addition, it highlights that milk processing and distribution has considerable potential in terms of both value addition and employment creation, and that development of the dairy value chain can generate substantial employment opportunities, especially among women (Ministry of Planning, 2019).

In general, there is a lack of application regarding sectoral rules and regulations in both value chains. Of the documents cited in this section (4.3), only the National Veterinary Law and the NDP 2020-2024 were accessible online.

Off-grid solar Value Chain

The energy sector is characterized by a lack of policies, laws and regulations (Shurakoo, 2016). Nevertheless, the Federal Government of Somalia has produced and is implementing a Power Master Plan, which outlines plans to increase energy production, increase the supply of renewable energy, and for the government to establish regulatory authorities and a legislative framework to improve the market efficiency (Ministry of Planning, 2019). The government has also prioritized the drafting of a National Energy Policy, strategy, and regulatory framework to facilitate more private sector investment in alternative renewable energy (USAID, 2020). There is an acute need for regulation around certification of technicians, electricians and engineers (ILO, 2016), as well as a need to regulate the sales of solar products, the vast majority of which come from low-quality, unreliable, and unsustainable imitation products (World Bank, 2018c). During the validation workshop, it was raised that policies would be important to ensure further development of the off-grid solar value chain, together with public-private partnerships. Chambers of Commerce could also play an active role.

► 4.4 Market level. Accessibility to markets and to appropriate financial and non-financial services

Markets

As indicated in section 3.1.2 and 3.2.2, women entrepreneurs' access to markets and to technology is limited. In terms of access to markets, key infrastructures such as roads and electricity grids are lacking or in bad condition, and women mostly rely on local and regional markets to sell their products/services.

In addition, women are rarely integrated in both public and private procurement programmes. Women-led enterprises are often informal and too small to compete with others and therefore rarely integrated in supply chains. During the validation workshop it was suggested to develop markets for the women entrepreneurs in the selected value chains, either by creating the right market linkages with the local market or by identifying where in the supply chains relevant links could be created. Another recommendation was to engage with multinational enterprises and mid-level enterprises to encourage them to include women in their supply chains in a gender-responsive procurement approach. One key informant indicated that competition in terms of procurement opportunities favours men, because they share opportunities, are better networked amongst each other, with the government and decisions makers, and thus get first-hand access to the majority of opportunities. Government procurement programmes do not seem to be actively targeting women-owned enterprises. Setting aside a percentage to target women in government,

donor and United Nations agencies' procurement programmes as well would provide opportunities for women to integrate supply chains. Women entrepreneurs would also benefit from capacity-building in order to access these bids.

According to a survey of 950 women entrepreneurs conducted by ASAL Consulting in 2016, there is a much lower mobile penetration level for women of 50% compared to the overall population. This lower access to technology means women have less access to information regarding business opportunities and markets. Smartphones were however reported to be the second source of business and legal information indicated by WES respondents in both Mogadishu and Garowe. Key informant suggested to create online platforms and digitalize information in order to facilitate business women's access to information and markets. This would also be a way to mitigate negative impacts of the COVID-19 crisis on women entrepreneurs.

Few women are active in the areas of the economy where high profits are seen through exports and imports. Business forums and events are important in providing women entrepreneurs with access to market and exportation opportunities. A key informant from MoCI indicated that in 2020 they supported young business by creating a women business sector that focuses only on the empowerment of women entrepreneurs. In addition, they organized a Somali Women in Business forum with the objective to solve challenges faced by women in business, encouraging young women entrepreneurs and participating in discussions regarding business in Somalia. A key informant from UN Women described a summit organized by CTG (Committed to Good) in 2019, aiming to enhance the role of the private sector in delivering the 2030 Agenda targets through partnerships, and discuss how to raise the gender equality barriers in the country. The forum aimed to bring women entrepreneurs together, entailed the endorsement of the Women's Empowerment Principles (WEPs) and the importance of Labour standards, and highlighted the role of corporate social responsibility to address national challenges.

Non-financial service providers such as business and sectoral associations, including women entrepreneurs associations, are key actors when it comes to fostering business linkages. Puntland Business Women Umbrella for example organized a forum in 2018 with the aim to "address gender biased market". The Chamber of Commerce and Industry also plays a key role as its main objectives are to facilitate and arrange network opportunities and interaction of its members with local, regional and international business communities; to promote the investment environment in Somalia; and to organize local exhibitions and arrange the participation of international fairs and exhibitions.

Women entrepreneurs' participation in public-private dialogue is also key when it comes to addressing the challenges they face in accessing markets. During the validation workshop it was recommended to support women's participation and women entrepreneurs' representation in key productive sectors. It was suggested to do this through the Chamber of Commerce as they have representation of key productive sectors (fisheries, agriculture), in collaboration with the Ministry of Women and Human Rights.

Other factors were raised during the validation workshop regarding accessibility of markets for women entrepreneurs. Social norms, including women's care responsibilities, are key factors that determine whether they have the time to engage in entrepreneurial activity and in activities that would allow them greater access to markets. Issues around mobility and security were also raised. It was recommended to go beyond policies that specifically target women entrepreneurs and to also look at other elements beyond what is considered to be an enabling environment.

In the context of the COVID-19 crisis, a key informant from UN Women noted that it would be key to study the impact of the decrease of imports and rise of the prices of commodities on women, and to seize the opportunity to enter the market for the production of certain products that used to be imported.

Financial services

As established above, women-led businesses struggle to access funding. Financial institutions explained that even though women have better repayment rates than men, they don't apply for loans because there is a lack of awareness from their side on what is available to them. In the context of COVID-19, 90.6% of respondents to a survey on the implications of COVID-19 on women enterprises in Mogadishu did not take loans from the banks despite experiencing cashflow challenges (Raagsan, 2020). Of these group, an overwhelming 86.9% said that they did not have access to loans from the bank. Additionally, 60% of those who took loans reported that the banks did not extend their loan period in the wake of the pandemic although they were facing reduced revenue and sales. Business priority needs identified in the study included access to loan/short-term finance.

In addition, women entrepreneurs think they do not fit the requirements or that they would not get the loan. In some cases, they are registered under their husband's name. The belief that women have regarding not getting the loan is partly true: they also face higher rejection rates on average because their proposals do not fit the banks' requirements. A key informant indicated that the lack of financial reporting was especially an issue for them. Women tend to be overlooked by traditional lenders due to their lack of credit history, lack of collateral and/or lack of an external guarantor. As women are mostly involved in micro-businesses, the scale of their activities does not fall under the scope of financial institutions such as traditional banks and institutions.

Efforts are being made by financial institutions to expand their client-base and to include women. The Dahabshiil bank offers a package targeting women called "Dahabo". It offers larger loans (which are the same products as for men), but with specific capacity building and technical assistance. They also implement outreach programs where they target women specifically. Amal Bank indicated that they had increased their focus on women entrepreneurs in some areas, with the percentage of their clients being women growing from 10% to about 20%. Following recommendations from a World Bank project, KIMS Microfinance has increased the number of women in the institution, from board level to loans officers.

According to a key informant, the ILO's collaboration with banks has pushed them to review and adjust some of their rates to be more accessible for women entrepreneurs. Mobile banking is used by most financial institutions. Dahabshiil Bank indicated it was to find a way for them to approach and attract women clients. They also train women entrepreneurs to use mobile banking.

Microfinance institutions such as MicroDahab, Amal Bank, KIMS Microfinance, IBS Microfinance and Premium Bank are active in Somalia and provide finance to unbanked women. MicroDahab and Amal Bank focus mostly on economically active individuals with existing businesses, as the financing of start-up is considered to be too risky. KIMS on the contrary indicated that 48% of their loans were meant for new start-ups in the last four years, and IBS indicated 25%. Amal Bank and IBS indicated that a high number of their clientbase was female, with respectively 90% and 70% of women beneficiaries. IBS and MicroDahab⁷ both target mostly youth and women in the sectors of agriculture, livestock, fishing and renewable energy. KIMS indicated that 32% of their loan clients are women. These microfinance institutions do not require collateral but ask for a guarantor. They do not provide cash but asset-based financing, according to the *Murabaha* agreement⁸. Amal Bank's *Tacab-Kaal* package offers preferential rates to clients in the productive sectors of agriculture, with a focus on livestock, fisheries and solar energy.

Group lending methodologies are used by microfinance institutions. IBS indicated that this was a risk-mitigating strategy. A guarantor is not required in this case, as the members of the group are considered to be co-guarantors. Some indicated that women were more represented in these groups (77% of women according to KIMS Microfinance). In the case of MicroDahab, interest rates for women's self-help group are slightly lower than for individual borrowers.

Graduation schemes are offered by most financial institutions. A microfinance institution such as MicroDahab for example first provides a small loan (100 USD), and the woman who manages to repay it successfully will then access to a slightly larger loan the next year, and so on. With Amal Bank, microfinance beneficiaries also have the opportunity to access non-financial services once they have "graduated" from the microfinance programme (until 2000 USD). Shuraako, through a program of One Earth Future, caters to greater financial needs and supports women in accessing graduating schemes, in partnership with Somali commercial banks.

Regarding likelihood of distortion, one microfinance institution highlighted that NGOs providing cash without counterparts was a challenge for them and that it was "killing the business".

7 MicroDahab indicated that women represent 49% of their clients.

8 Murabaha is an Islamic financing structure in which the seller and buyer agree to the cost and markup of an asset. The purchaser does not become the true owner until the loan is fully paid.

During a key informant interview, UN Women suggested that the Central Bank, banks and credit institutions revise some of their policies in terms of provision of loans to women as beneficiaries but also entrepreneurs.

Non-financial services

In terms of non-financial services, several actors provide different services.

The Somali Chamber of Commerce and Industry (SCCI) provides business development and promotion, organization capacity building, joint venture facilitation with international companies, commercial documentation and arbitration of business disputes services. The Somali Business Woman Association is a department of the SCCI dedicated to all business activities related to women. It creates opportunities between business women and SCCI and a network for registered women entrepreneurs to support each other. Women represent 30% of the trainees engaged in ongoing SCCI capacity building project or entrepreneurship. SCCI and the Somali Business Woman Association consider that there is no legal economic rights problems for women in Somalia, though the fact that women are overwhelmingly represented in the informal economy is a challenge.

Shaqodoon provides services to youth and women in the area of entrepreneurship. They offer trainings in business management and soft skills. They also have business development centers in Hargeisa, Garowe and Mogadishu that provide premises and advice to young entrepreneurs. In addition, they direct the youth towards the adequate finance providers. Some of their programmes are designed specifically for women. They advocate for a SME policy that takes women's needs into account, provides them with targeted services, give them more access to funds and for women to be better represented in policy dialogue. The IITE Institute provides its students with basic entrepreneurship training courses, with a focus on the agriculture sector. The Garowe Technical Institute provides trainings in entrepreneurship, renewable energy and animal husbandry. They ensure that the number of women enrolled in the course is at least 50%.

ASAL Consulting aims to bring together public and private sector actors in order to facilitate and engage reform in Somali institutions. In addition to providing technical expertise in organizational development and reform initiatives, they work to drive and support the business support ecosystem. They do this by bringing together actors from the private and public sector, including Chambers of Commerce and the broader policy environment.

FESTU supports informal economy workers through capacity building, legal advice and protection, awareness-raising and advocacy.

The Puntland Business Women Umbrella has about 150 members across Puntland. They aim to encourage strong support networks and mentoring opportunities for women, to promote the entrepreneurial mindset of women and young girls, and to create a forum where women can share information and build their capacity. They provide legal advice and connect women with finance and microfinance institutions such as Amal Bank and

Dahabshiil. With support from NGOs and donors (SIDRA, USAID), they provide trainings and capacity building on access to banking, marketing of products and sales. Members are too small/poor to pay membership fees so the association tries to give the incentives to participate in trainings (per diem, access to finance). They have done some advocacy with the Ministry of Commerce of Puntland at the end of 2019, for them to lower the taxes for women entrepreneurs. They have the project to launch an initiative to connect women business graduates with expertise in accounting and financing with small women business owners in order to provide them business advice.

In the renewable energy sector, the Women In Renewable Energy Sector (WIRES) association, created in 2014, aims to raise awareness, provide information and training on technical and entrepreneurship skills to women entrepreneurs. It provides information on prices, quality of products and links women to suppliers of renewable energy equipment (cookstoves, solar panels etc.). They indicated that they tried to create partnerships with banks, but that as women they weren't taken seriously. Samawat Energy indicated they consider that it is their responsibility to change the status quo and include women in all stages of renewable energy product creation and distribution. They also indicated that creating women-led networks and mentorship schemes was absolutely key to increasing female involvement in the solar value chain.

Financial institutions indicated that they weren't able to provide non-financial business development services such as financial education and entrepreneurship trainings because of the cost that these trainings represent. They will usually provide these services through funding or partnerships with NGOs or other donors. Microfinance institutions usually provide a small orientation to the people who come to ask for financing. One bank explained that it was costing more to have a partnership with a local university in that area, and they decided to train their own officers instead of continuing the partnership. KIMS and IBS Microfinance said they provide basic business training (book-keeping and basic financial training). KIMS microfinance provides business advice to their clients on which projects to invest in; while IBS encourages its clients to save, including through group-saving systems. They do not have specific programmes targeting women. IBS indicated that they had conducted a gender-mainstreaming training of their loans officers and offered mentoring programmes to women entrepreneurs, while Dahabshiil Bank is trying to raise awareness and to have more female loans officers to attract the specific clientele of women entrepreneurs. In the context of the pandemic, Dahabshiil Bank recently organized an online workshop with their existing female loan clients and gave them advice to manage their business in pandemic time. Shuraako on the other hand does offer advisory support and entrepreneur development trainings to help entrepreneurs grow and market their business. They highlighted women's willingness to participate and benefit from the support and trainings offered, in comparison to men.

▶ 4.5 Enterprises level. Main challenges in productivity and competitiveness of women's businesses

Milk Value Chain

- ▶ **Poor livestock knowledge/management.** There is a need to improve livestock management capacities in the Somali sector. Somali livestock are characterized by low weights and milk yields due to the choices to export the bigger and healthier animals and face the risk of various animal disease (World Bank & FAO, 2018). Women entrepreneurs could benefit from livestock management training.
- ▶ **Milk conservation and processing.** The milk processing subsector is currently poor and inefficient. Capacity-building in the area of milk conservation and processing could allow women entrepreneurs to widen their portfolio of products, move up the value-chain and be more resilient when supplies vary because of seasons or droughts.
- ▶ **Absence of economies of scale.** Trainings in how to organize in cooperatives would allow women to be more productive and make economies of scale. A key informant indicated that that this would be critical to build the capacity of women and build the structures and networks to bring women into a competitive platform.

Solar Value Chain

- ▶ There is a **lack of technical skills** across most parts of the value chain In this regard, there are three categories of technical skills and needs to consider (ILO, 2018):
 - **Basic:** Basic training is provided by most companies in-house. The training typically covers general wiring standards, safety measures and systems controls. However, the programmes are largely unstructured, even where certification is provided. There is a need for a formalised training curriculum.
 - **Intermediate & advanced:** Intermediate and advanced level skills cover troubleshooting and generator maintenance, network planning and design. More advanced skills around digital controls and hybrid system design and network synchronisation are also part of this category. Upskilling is needed from the basic skills training level.
 - **Specialised:** Training specifically focused on solar PV systems is only feasible for technicians with prior technical experience. Most solar-focused training programmes do not have the scope to also teach basic electrical skills but expect students to have acquired these. In addition to training on the planning and design of solar PV systems, the benefits of training on air conditioning and irrigation based on solar PV were highlighted. Such training focused on design and installation of solar PV systems for on- and off-grid supply would require specialised equipment.

There is an opportunity for women entrepreneurs to learn these missing technical skills and integrate the value chains at different levels. This upskilling would also allow them

to differentiate between good and bad quality equipment for off-grid solar technology. Local products although very cheap are often of poor quality and below the standard required in the region, which is a challenge that hinders access to markets.

- ▶ **Health and safety** due to poor wiring is an important and widespread issue (ILO, 2016). Women entrepreneurs working in the electricity sector would benefit from relevant health and safety trainings. All women entrepreneurs would benefit from a training on assessing COVID-19 risks as a step to take measures to protect their own safety and health and that of their workers, based on the "Prevention and Mitigation of COVID-19 at Work Action Checklist" (ILO, 2020).

Both Value Chains

- ▶ **Gender stereotypes.** The perception of what roles women are able to take on is limiting – especially in the renewable energy sector, and according to some authors, society in Somalia looks down on women entrepreneurship (Ali, 2019; ILO, 2016). Both potential and current women entrepreneurs would benefit from leadership trainings and mentoring programmes that would give them the confidence to face set-backs and to empower themselves to lead their own businesses, especially as they sometimes don't see themselves as entrepreneurs. Men in their families or communities would also benefit from trainings enabling them to deconstruct these harmful stereotypes.
- ▶ **Informality.** Women entrepreneurs would benefit from trainings to guide them out of informality.
- ▶ **Access to finance/Financial literacy.** Women struggle to show they are in the position to take a loan and lack the necessary information and capacity to do so properly. They would benefit from basic trainings in financial literacy and book-keeping.
- ▶ **Business management and sustainability skills.** Women in Somalia have poor entrepreneurship skills and could benefit from gender-sensitive trainings in these areas. In the context of the COVID-19 crisis, a focus on business sustainability is especially relevant.
- ▶ **Lack of information and networks.** Women are aware of their legal obligations but do not have information on their legal rights. They also are not aware of existing investment and loan opportunities. Women entrepreneurs could benefit from trainings on these rights and of awareness-raising regarding existing financing opportunities.

5. Conclusions and recommended actions

► 5.1 Conclusions

This sectoral assessment of women entrepreneurship development in the sectors of agriculture and renewable energy has led to the identification of two value chains with a high potential for the integration women entrepreneurs. First, the milk and dairy value chain has a good potential for value addition and job creation. Second, the off-grid solar value chain is a growing sector with the opportunity to integrate a high number of women.

Women entrepreneurs in the two value chains face a number of common challenges in the following areas: the legal and regulatory system for MSMEs, effective policy leadership and coordination for the promotion of women's entrepreneurship development, access to finance, access to markets and technology, and representation and participation in policy discussions. They also face challenges specific to each value chain. In the milk and dairy value chain for instance, there is a need to build women's capacity in livestock management, milk conservation and processing, as well as productivity and economies of scales. In the off-grid solar value chain, it will be key to build women entrepreneurs' technical skills at all levels of the value chain. This will be further explored during the value chain analysis.

In general, women entrepreneurs would benefit from capacity-building interventions and mentoring programmes to develop and reinforce their skills in leadership, business management, and financial skills. They would also benefit from a stronger representation through women entrepreneurs associations and private sector organizations, which would give them access to networks and information and allow them to integrate supply chains and improve their access to markets.

Below, a number of recommendations are proposed to help improve the business ecosystem for women entrepreneurs in the two aforementioned value chains and in Somalia in general.

► 5.2 Recommended Actions

Below recommendations draw from the preliminary analysis of the milk and the off-grid solar value chains selected in respectively Mogadishu and Garowe, as addressed in chapter number 4. While they focus on issues pertaining to the selected value chains, they depict affirmative actions to empower women entrepreneurs with ripple effects in the overall enabling ecosystem for women's entrepreneurship development. They focus on possible responses to gaps in rules and regulations; access to markets, financial and non-financial business development services; as well as productivity and competitiveness of women's businesses, as identified in respectively section number 4.3, 4.4, 4.5, based on the

framework conditions for women's entrepreneurship development. The value chains will further be investigated and developed based on the "cross value addition" approach of the ILO's business-upgrading model for growth-oriented women entrepreneurs. Noting that all the sectors are beneficial for the economy, the project will assess on the one hand what in the off-grid solar creates value and what prevents women from entering this market and on the other hand, what in milk attracts and retains women entrepreneurs.

This sectoral assessment being developed in the framework of an ongoing project, it suggests the role the ILO would play to make sure that the recommendations are not formulated in a vacuum and that the project will effectively support the targeted stakeholders to translate all the suggestions into concrete affirmative actions. The ILO project action will be informed by the decisions of the tripartite plus task force for the sectoral assessment of women's entrepreneurship development in Somalia. The task force is made of Somali organizations with strong institutional anchorage and ability to influence framework conditions conducive to the empowerment of women entrepreneurs: line ministries, social partners and women's associations. In addition, it is established with the objective to prioritize the recommendations of the sectoral WED assessment, set timeframe, monitor the analysis and development of value chains selected and organize advocacy for enabling policies in favour of women working along the chains.

#	Recommendation	WED framework condition	Target stakeholder	Suggested role of the PPDP/WEE project
Policy level: to address gaps in sectoral rules and their application				
1.	Integrate the needs and concerns of women, including those in the informal sector into MSME policy formulation and programmes	Gender-sensitive legal and regulatory system that advances the economic empowerment of women	Ministry of commerce	Consult with the ministry on the status of the development of the MSME policy and identify the opportunity to define required synergies and support to mainstream WED in the document
2.	Include the development of women's entrepreneurship as a priority in sectoral policies and master plans for energy and livestock		Ministry of Energy & Water Resources Ministry of Livestock, Forestry and Range	Enquire on the materialization of these policy actions recommended in the National Development Plan for Somalia and determine how the project can contribute
3.	Develop a strategic policy framework for WED and establish a national focal point for the promotion and coordination of women's entrepreneurship development	Effective policy leadership and coordination for the promotion of WED	Ministry of Women and Human Rights	Learn more about the Forums organized by the MoCI and MoWHR to discuss the challenges and role of women in business and examine the extent to which they can be leverage to ensure policy leadership and coordination for WED

#	Recommendation	WED framework condition	Target stakeholder	Suggested role of the PPDP/WEE project
Market level: to address gaps accessibility to appropriate financial and non-financial services and to markets				
4.	Encourage financial service providers and build their capacity to target women entrepreneurs with gender-sensitive credit and loan products that take into account women's lack of access to land and collateral, including in the informal sector, and provide them with adequate support to launch and grow their enterprises	Access to gender-sensitive financial services	International Labour Organization	Technical support through the Women's Entrepreneurship self-check (WE Check) ⁹ , Making Microfinance Work and Gender Impact Investment approaches ¹⁰
5.	Reinforce the capacity of local service providers to offer gender-responsive entrepreneurship development training and support		International Labour Organization	Competency development through entrepreneurship and management development training programmes such as Start and Improve Your Business ¹¹ , Improve Your Exhibiting Skills, Financial Education and Cooperative development using a sectoral approach and assessment to make these offer gender responsive, using the WE Check process
6.	Develop business support infrastructures for women, notably, online and physical women's desks where they can easily access information, referral, and advice on how to access finance, business support and markets	Access to gender-sensitive BDS services	Somali Chamber of Commerce and Industry Federation of Somali Trade Unions	Mapping of financial and non-financial business development service providers and capacity development of social partners to maintain and update the database beyond the timeframe of the implementation of the project
7.	Support women entrepreneurs associations and sectoral organizations to establish mentoring schemes for women entrepreneurs		International Labour Organization	Technical assistance building on role modelling and business linkages in selected value chains

9 https://www.ilo.org/empent/areas/womens-entrepreneurship-development-wed/WCMS_749245/lang--en/index.htm

10 https://www.ilo.org/empent/areas/social-finance/WCMS_737729/lang--en/index.htm

11 www.ilo.org/siyb

#	Recommendation	WED framework condition	Target stakeholder	Suggested role of the PPDP/WEE project
8.	Encourage Government, multinational and national enterprises, UN and donor procurement programmes, especially in the two sectors of agriculture and renewable energy to adopt gender-responsive procurement practices	Access to markets and technology	International Labour Organization	Organize forums and sensitization on the MNE declaration and Gender Responsive Procurement
9.	Implement an awards programme to recognise and celebrate the achievements of women entrepreneurs in the sectors of agriculture and renewable energy		Somali Chamber of Commerce and Industry	Assess possibilities to organize this during the month of women entrepreneurs (in November) in the framework of the project and to sustain the activity beyond
10.	Support advocacy of women associations for the inclusion of the principles adopted in the Somali Women's Charter in the new Constitution, especially regarding financial services, technologies and government tenders to women	Representation of women entrepreneurs and participation in policy dialogue and influence on outcomes	Ministry of Women and Human Rights	Consult on follow up mechanisms for the implementation of actions defined in the charter and assessment to materialize recommendations targeting women entrepreneurs
11.	Reinforce the representation and participation of women entrepreneurs and their associations in the Chamber of Commerce and Industry and sectoral associations (agriculture and renewable energy), to better ensure that the concerns and interests of women entrepreneurs are raised in public-private sector dialogue		Somali Chamber of Commerce and Industry Federation of Somali Trade Unions Women entrepreneurs' associations, sectoral associations	Assess women's membership and sensitize on the benefits to integrate these membership-based organizations for more voice and representation of women entrepreneurs in the labour market and business environment
Enterprise level: to address gaps in productivity and competitiveness of women's businesses				
12.	Link women entrepreneurs to existing financial schemes, including the ones supported through guarantee and revolve fund schemes	Access to gender-sensitive financial services	Business development service providers	Assess the supply of financial services in Mogadishu and Garowe, based on the ILO methodology and development of a throughout map of financial service providers with details of their offers.
13.	Implement women-focused training and information programmes to educate women about sources of financing, the criteria used in making funding decisions, and how to prepare proposals and plans to secure financing. This training should also include components on financial literacy		Financial service providers Business development service providers	Facilitate organization of training of women entrepreneurs in financial education

#	Recommendation	WED framework condition	Target stakeholder	Suggested role of the PPDP/WEE project
14	Establish and expand entrepreneurship and cooperative training programmes for women entrepreneurs	Access to gender-sensitive BDS services	Business development service providers	Facilitate organization of training of women entrepreneurs in entrepreneurship and cooperative development schemes
15	Sensitize women entrepreneurs in the various dimension of the value chain they operate in to take advantage of opportunities and engage with actors in the chain to create opportunities for direct, indirect and induced employment.	Access to markets and technology	Business development service providers	Facilitate access to information, matchmaking mechanisms, business linkages, public and corporate procurement



Meeting between the PPDP project team Renewable Energy Vocational Training Centre, Garowe, 2019.

6. Annexes

▶ 6.1 References

AfDB. 2015. Somalia Energy Sector Needs Assessment and Investment Programme. Last accessed 29/05/2020 at https://www.afdb.org/fileadmin/uploads/afdb/Documents/Generic-Documents/Final_Somalia_Energy_Sector_Needs_Assessment_FGS__AfDB_November_2015.pdf

AfDB. 2016. Gender and Energy Desk Review. Last accessed on 28.04.2020 at https://www.afdb.org/fileadmin/uploads/afdb/Documents/Publications/AfDB-Gender_and_Energy_Desk_Review-EN-2016.pdf

AfDB & UN Women. 2020. Country Gender Profile Somalia (Forthcoming).

Ali Hussein Yusuf. 2019. A Call for Inclusive Entrepreneurship in Somalia: Opportunities and Barriers for Female Entrepreneurs in Accessing Micro-Finance. Somali Institute for Development Research and Analysis (SIDRA). Last accessed 29/05/2020 at <https://www.africaportal.org/publications/call-inclusive-entrepreneurship-somalia-opportunities-and-barriers-female-entrepreneurs-accessing-micro-finance/>

Ali Hussein Yusuf. 2019. A Call for Inclusive Entrepreneurship in Somalia: Opportunities and Barriers for Female Entrepreneurs in Accessing Micro-Finance. Somali Institute for Development Research and Analysis (SIDRA). Accessible at <https://www.africaportal.org/publications/call-inclusive-entrepreneurship-somalia-opportunities-and-barriers-female-entrepreneurs-accessing-micro-finance/>

ASAL Consulting. 2016a. Quantitative Analysis. Ardaa Research. Powerpoint Presentation.

ASAL Consulting. 2016b. Re-imagining the Female Economy.

Deqa Yasin Hagi Yusuf. 2019. Will 2020 be a Turning Point for Women and Girls in Somalia? IPI Global Observatory. Accessed on 28.04.2020 at <https://theglobalobservatory.org/2019/05/will-2020-be-turning-point-for-women-girls-in-somalia/>

Development Initiatives. 2016. Somalia: an overview of poverty, vulnerability and financing. Last accessed 10/06/2020 at <http://devinit.org/wp-content/uploads/2016/08/Somalia-an-overview-of-poverty-vulnerability-and-financing.pdf>

Extensia. 2019. Somalia: Somali Cabinet approves National ICT Policy and Strategy. Last accessed 18/05/2020 at <https://extensia-ltd.com/2019/12/04/somalia-somali-cabinet-approves-national-ict-policy-and-strategy/>

FAO. 2020. Somalia. Wepage. Last accessed 29.05.2020 <http://www.fao.org/somalia/programmes-and-projects/agriculture/en/>

Federal Government of Somalia (FGS). 2019. National Employment Policy.

Federal Government of Somalia. 2020a. Socio-economic impact and required response for COVID-19.

Federal Republic of Somalia. 2020b. Rapid Assessment on the Impacts of COVID-19 on Somali Women Leading Small-scale Businesses.

Federal Government of Somalia, Directorate of National Statistics. 2020c. The Somali Health and Demographic Survey 2020.

Federation of Somali Trade Unions (FESTU). 2016. Somalia Human and Trade Union Rights Report. Accessed 28.04.2020 at <http://www.festu.org/festu/wp-content/uploads/2017/02/FESTU-HTUR-Report-2017.pdf>

HSED Group. Milk Matters Feasibility Study. Last accessed on 27/05/2020 at 2017. <https://somalia.savethechildren.net/sites/somalia.savethechildren.net/files/library/MILK%20MATTERS%20FEASIBILITY%20STUDY%20%20FINAL.pdf>

Heritage Institute for Policy Studies. 2020. Somalia's Agriculture and Livestock Sectors: A Baseline Study and a Human Capital Development Strategy. City University of Mogadishu.

ICPALD. 2015. The Contribution of Livestock to the Somali Economy.

ILO. 2020. Prevention and Mitigation of COVID-19 at Work. Action Checklist. Last accessed on 07/06/2020 at https://www.ilo.org/global/topics/safety-and-health-at-work/resources-library/publications/WCMS_741813/lang--en/index.htm

ILO. 2018. PPDP for Renewable Energy Skills Training Programme in Somalia. Debriefing Report on Skills Gap Scanning of Somali Utilities.

ILO. 2016. Scoping Study for a Renewable energy Skills Development PPDP Facility in Somalia. Factsheet. Last accessed on 23.04.2020 at https://www.ilo.org/africa/countries-covered/somalia/WCMS_547596/lang--en/index.htm

ILO, 2013. Institutional and Policy Assessment of Factors Affecting Women Entrepreneurs in Micro and Small enterprises in Hargeisa and Mogadishu. Last accessed 29/05/2020 at https://www.ilo.org/wcmsp5/groups/public/---africa/---ro-abidjan/---sro-addis_ababa/documents/genericdocument/wcms_230693.pdf

International Monetary Fund (IMF). 2020. Somalia. Poverty Reduction Strategy Paper – joint staff advisory note. Last accessed 14/05/2020 <https://www.imf.org/en/Publications/CR/Issues/2020/03/26/Somalia-Poverty-Reduction-Strategy-Paper-Joint-Staff-Advisory-Note-49291>

Legal Action Worldwide (LAW). January 2014. Women's Rights in the New Somalia: Best Practice Guidelines for MPs and CSOs. Last accessed on 28.04.2020 at <http://legalactionworldwide.org/wp-content/uploads/2014/11/Constitution-Guide.pdf>

Mahmood Omar. 2018. Women claim their place in Somalia's politics. Institute for Security Studies. Accessed on 28.04.2020 at <https://issafrica.org/iss-today/women-claim-their-place-in-somalias-politics>

Ministry of Livestock, Forest and Range. 2016. Veterinary Law Code. Last accessed on 27/05/2020 at <http://extwprlegs1.fao.org/docs/pdf/som171698.pdf>

Ministry of Planning, Investment and Economic Development. 2019. Somalia National Development Plan. 2020 to 2024. Last accessed on 27/05/2020 at <http://mop.gov.so/wp-content/uploads/2019/12/NDP-9-2020-2024.pdf>

Mohamud Ahmed Mohamed, Willy Mwangi Muturi, Mohamed Samatar. 2017. Factors Affecting Financial Inclusion in Garowe. <https://www.semanticscholar.org/paper/Factors-Affecting-Financial-Inclusion-in-Garowe%2C-Mohamed-Muturi/d5736e1d0a96878ac683a11d25355d37bd61da8a>

Mahad Mohamed. 2016. Women in informal labor market and household income, a case of Mogadishu City, Somalia. American Journal of Economics (AJE), Vol. 1, Issue 1 No. 1, pp 12-24. Accessible at <https://www.ajojournals.org/journals/index.php/AJE/article/view/90>

Munshi Sulaiman, Elijah Kipkech Kipchumba, Mohammed Magan. 2017. Changing Social Norms in Somalia: Baseline Report on CHANGES Project Addressing Women Empowerment, Female Circumcision and Early Marriage. Available at <https://tinyurl.com/y7rgv546>

Regional Center for Renewable Energy and Energy Efficiency (RCREE). 2018. Somalia. Webpage. Last accessed on 29.05.2020 at <https://www.rcreee.org/node/4045/>

Sahro Ahmed Koshin. 2017. Women and Value Chain Analysis & Private Sector Development Study in Puntland. SIDRA Institute. Accessible at <https://www.africaportal.org/publications/women-and-value-chain-analysis-private-sector-development-study-puntland/>

Ministry of Women and Human Rights Development. 2019. Somali Women's Charter. Last accessed <https://www.docdroid.net/JjiXSer/somali-womens-charter-200519-online-use-pdf>

Puntland Business Women Umbrella (PBWU). 2018. Report on the Puntland Business Women Forum.

Raagsan. 2020. Socio-Economic Implications of COVID-19 on Micro, Small and Medium Women-owned Enterprises. A case of Mogadishu.

SIMAD University. 2018. Challenges facing women entrepreneurs in Somalia. Somali Business Review. Vol : 11. Issue : #1,2. <https://simad.edu.so/wp-content/uploads/2018/08/SBR2018-VOL11-ISSUE12-4.pdf>

Shuraako. 2016. Powering Progress II: Realizing the potential of renewable energy in Somaliland, Puntland and South-Central Somalia. Last accessed on 29/05/2020 at <https://shuraako.org/publications/potential-renewable-energy-somalia>

Shuraako, Forcier Consulting, 2016. Somali Renewable Energy Skilled Workforce Survey Report. Somali Renewable Energy 2016 Forum. Last accessed on 26/05/2020 at <https://shuraako.org/sites/default/files/SkilledWorkforceSurveyReport.pdf>

Shuraako, 2014. Land Tenure in Somalia. A Potential Foundation for Security and Prosperity. Last accessed 18/05/2020 at <https://shuraako.org/sites/default/files/documents/Land%20Tenure%20in%20Somalia%20A%20Potential%20Foundation%20for%20Security%20and%20Prosperity.pdf>

Sustainable energy for All (SEforAll). 2018. Tapping Renewable Energy for Peace in Somalia. Last accessed on 29.05.2020 at <https://www.seforall.org/news/tapping-renewable-energy-for-peace-in-somalia>

Sustainable Energy for All (SEforAll). 2018. Tapping Sustainable Energy in Somalia. News and Stories. Last consulted on 23.04.2020 at <https://www.seforall.org/news/tapping-sustainable-energy-in-somalia>

Spark. 2016. Somalia : connecting SMEs to new business services. Accessed on 28.04.2020 at <https://spark.ngo/somalia-connecting-smes-to-new-business-services/>

Trading Economics, 2020. Somalia Ease of Doing Business. Last accessed 18/05/2020 at <https://tradingeconomics.com/somalia/ease-of-doing-business>

Wilson Timothy. 2016. Economic Recovery in Somalia. <https://digitalcommons.macalester.edu/cgi/viewcontent.cgi?referer=https://scholar.google.fr/&httpsredir=1&article=1169&context=bildhaan>

UNDP. 2012. Gender in Somalia. Accessed on 28.04.2020. at https://www.undp.org/content/dam/rbas/doc/Women's%20Empowerment/Gender_Somalia.pdf

UNDP. 2014. The role of Somali women in the private sector. Last accessed 29/05/2020 at https://www.undp.org/content/dam/somalia/docs/Project_Documents/Womens_Empowerment/Role%20of%20Somali%20Women%20in%20Private%20Sect.pdf

UNDP. 2014. Strengthening Gender Equality and Women's Empowerment in Somalia. Project Document GEWE. Last accessed 29.05.2020 at https://www.undp.org/content/dam/somalia/docs/Project_Documents/CrossCutting/GEWE%20Project%20Document%202015-2017.pdf

UNECA. 2014. Implementation of the Beijing Platform for Action. Beijing +20 Review. Somalia Country Report. Last accessed 29/05/2019 at https://www.uneca.org/sites/default/files/uploaded-documents/Beijing20/NationalReviews/somalia_beijing_review_report_0.pdf

UNSOM. 2017. UN Somalia Gender Equality Strategy 2018-2020. Last accessed 29/05/2020 at https://unsom.unmissions.org/sites/default/files/un_somalia_gender_equality_strategy2_0.pdf

UN Women. 2016. Strengthening Women's Business Associations in Somalia. Briefing Paper 2/2016. Last accessed 29/05/2020 at https://www.ilo.org/wcmsp5/groups/public/---africa/---ro-abidjan/---sro-addis_ababa/documents/briefingnote/wcms_537370.pdf

USAID. 2017. Dairy Baseline Study. Somalia Growth, Enterprise, Employment & Livelihoods (GEEL).

US Department of State. Bureau of Democracy, Human Rights and Labor. 2019. 2019 Country Reports on Human Rights Practices: Somalia. <https://www.state.gov/reports/2019-country-reports-on-human-rights-practices/somalia/>

World Bank. 2020. Doing Business Somalia. Last accessed 29/05/2020 at <https://www.doingbusiness.org/content/dam/doingBusiness/country/s/somalia/SOM.pdf>

World Bank, 2019. Somalia Capacity Advancement, Livelihoods and Entrepreneurship, through Digital Uplift Project. Project Appraisal Document. Last accessed 29/05/2020 at <http://documents.worldbank.org/curated/en/267241552269666297/pdf/Project-Appraisal-Document-PAD-SCALED-UP-P168115-revised-February-26-2019-02262019-636878520441412199.pdf>

World Bank. 2018. World Bank Group's First Strategy for Somalia to Support Inclusive Growth and Resilience. Last accessed 29/05/2020 at <https://www.worldbank.org/en/news/press-release/2018/09/25/world-bank-groups-first-strategy-for-somalia-to-support-inclusive-growth-and-resilience>

World Bank & FAO, 2018. Rebuilding Resilient and Sustainable Agriculture in Somalia: Volume 1 – Main Report. Last accessed on 27/05/2020 <http://documents.worldbank.org/curated/en/781281522164647812/pdf/124651-REVISED-Somalia-CEM-Agriculture-Report-Main-Report-Revised-July-2018.pdf>

World Bank et al. 2018b. Somalia Draught Impact and Needs Assessment. Last accessed 29.05.2020 at <https://www.undp.org/content/undp/en/home/librarypage/climate-and-disaster-resilience-/somalia-drought-impact-and-needs-assessment.html>

World Bank. 2018. Somali Electricity Access Project. Project Information Document. Last accessed 29/05/2020 at <http://documents.worldbank.org/curated/en/575751525514611360/pdf/Concept-Project-Information-Document-Integrated-Safeguards-Data-Sheet-Somali-Electricity-Access-Project-P165497.pdf>

World Bank. 2018. Global Solar Atlas. Somalia. <https://globalsolaratlas.info/download/somalia>

World Bank (2017) *Somali Poverty Profile 2016 Findings from Wave 1 of the Somali High Frequency Survey*, Washington DC: World Bank.

► 6.2 Information on key informant interviews

6.2.1 List of key informant interviews

In the context of COVID-19 and travel restrictions, face-to-face interviews or the organization of focus group discussions were not recommended and alternative methodologies were adopted. Key informant interviews were conducted by online and/or phone as a safer alternative.

► **Table 4: Key informant interviews' organization list**

Ministry of Labour and Social Affairs (MoLSA)

Ministry of Commerce and Industry – SME and Cooperatives Department

Somali Chamber of Commerce and Industry (SCCI)

FESTU (Mogadishu)

Government of Sweden

UN Women Somalia

Innovation, Tech & Entrepreneurship (IITE Institute)

Central Regions Livestock Professional Association (CERELPA)

Shaqodoon Organization

Amal Bank

SECCCO (Garowe, Puntland)

Somali Women Entrepreneurs Association (SOWEA)

IBS Bank

Solargen Technologies (South Central)

Garowe Polytechnic Institute

Micro Dahab

CSET Group

KIMS Microfinance

Women in Renewable Energy Somalia (WIRES) (Garowe, Puntland)

U Soo Godol (Garowe, Puntland)

Shuraako

Puntland Business Women Umbrella

Samawat Energy

Dahabshil Bank

Asal Consulting (Mogadishu)

6.2.2 Demographics of key informants interviewed

► Figure 7: Key informants interviewed



ILO – CO Addis Ababa.

► 6.4 WED Assessment Scoring template and detailed scoring of value chains

WED Framework Condition 1: Gender-sensitive legal and regulatory system that advances the economic empowerment of women

A. Labour laws and regulations

Equality of women's labour market access

Score 5 (if all five of the indicators apply); 4 (if only any four of the indicators apply); 3 (if only any three of the indicators apply); 2 (if only any two of the indicators apply); 1 (if only one of the indicators applies)

Women are not restricted from employment in any sector of the economy	Labour laws and regulations mandate non-discrimination in hiring practices on the basis of gender	Laws mandate that women and men receive equal pay for similar work	Married women do not legally require their husband's permission to work outside the home or to operate a business	Women are made aware of their equal employment rights and these are enforced
---	---	--	---	--

Labour regulations and women-owned enterprises (WOEs)

Score 5 (if all five of the indicators apply); 4 (if only any four of the indicators apply); 3 (if only any three of the indicators apply); 2 (if only any two of the indicators apply); 1 (if only one of the indicators applies)

WOEs are provided assistance in dealing with any complexities in registration and compliance procedures	Orientation on labour laws and regulations and compliance/ reporting requirements is provided to women entrepreneurs as part of BDS and training programmes	The government makes specific efforts to inform WOEs about labour laws and regulations and compliance/ reporting requirements	Registration of workers can be completed online or through conveniently-located one-stop shops, which eases the administrative and time burden on WOEs	WOEs are not subjected to harassment or bribery by labour inspectors
---	---	---	--	--

B. Business registration and licensing regulations and procedures

Score 5 (if all five of the indicators apply); 4 (if only any four of the indicators apply); 3 (if only any three of the indicators apply); 2 (if only any two of the indicators apply); 1 (if only one of the indicators applies)

Women can register a business without the legal requirement to have their husband's permission	Special efforts are made by the government to ensure that women are informed about business registration and licensing procedures	Women are not disadvantaged in accessing business registration offices due to mobility restrictions (e.g. registration can be done online, or through local registration points, etc.)	Women's desks are located in business registration offices (women may have lower literacy levels and less business knowledge)	It is for possible for women to obtain a business license for all types of businesses, including ones for the types of businesses more traditionally started by women
--	---	--	---	---

C. Property and inheritance rights

Score	1	2	3	4	5
Women do not have the same property and inheritance rights as men according to the laws of the country	Women have some of the same property and inheritance rights as men, but there are different procedural requirements imposed on women to gain access to these rights (e.g. by law, husbands are given administrative control over jointly-titled matrimonial property)	Women have the same property and inheritance rights as men, but they are generally unaware of their rights, and few efforts are being made to educate and inform them of their rights	Women have the same property and inheritance rights as men, broad-based efforts are made to make them aware of these rights, but customary practices do not recognise these legal rights, and women have limited recourse through the legal system	Women and men have the same property and inheritance rights by law, these are enforced, and women have access to legal recourse mechanisms to gain these established economic rights	

WED Framework Condition 2: Effective policy leadership and coordination for the promotion of WED

A. WED as a national policy priority

Score	1	2	3	4	5
There is no documented evidence that WED is a national policy priority	Women's enterprise development is stated as one of the priorities in national development plans, gender policies and/ or other national economic strategies and important to the economic and social development of the country, but no specific agenda or action plan has been defined	Women entrepreneurs have been identified as a specific target group in the government's MSME policies	Women entrepreneurs have been identified as a specific target group in the government's MSME policies and there are specific measures in MSME policy documents to foster women's entrepreneurship/ enterprise development	There is a national strategic framework for the women's entrepreneurship development, including provision for both start-up and growth of their enterprises	

B. Presence of a government focal point for the promotion and coordination of WED and support actions

Score	1	2	3	4	5
The government has taken no steps to address the issue of WED policy leadership and coordination	There are no WED focal points in the government, but some attention is paid to WED issues in certain ministries/ agencies	There are focal points in one or two ministries/ government departments that advocate for or have some promotional activity for WED, but there is no collaboration across ministries/ agencies	A national focal point for WED has been established within government, but it is still not functioning properly, is under-resourced, and has limited liaison across ministries and agencies	There is a national focal point for WED within government with the mandate for policy leadership, supported by the budget, resources, and interministerial collaboration and cooperation necessary to carry out this mandate; has developed strong linkages with external stakeholders, and actively consults on the policy and programme needs of women entrepreneurs	

WED Framework Condition 3: Access to gender-sensitive financial services

A. Women entrepreneurs' participation in generic financing programmes

Score	1	2	3	4	5
Passive approach – few WOE/ women entrepreneurs as clients	Beginning to recognise the potential of the women's market and implementing gender-sensitive training for loans officers, but not yet actively reaching out to the women entrepreneurs' market with promotional efforts	Recognition of the potential of the women's market, implements gender-sensitivity training for loans officers, plus actively reaching out to the women entrepreneurs' market through promotional activity	Active efforts to reach out to the women entrepreneurs' market through promotional activity, plus tailor-made loan and financial services products are developed for women entrepreneurs	Tailor-made loan and financial services products are developed for women entrepreneurs' market, plus performance targets generally set for the number of loans to WOE, financial system is seen as women-friendly, client data is tracked and reported on a sex-disaggregated basis	

B. Financing programmes specifically targeted to women-owned enterprises

Score	1	2	3	4	5
There are no specifically targeted financial services for WOE/ women entrepreneurs	There is evidence of a few women-focused loan programmes, but primarily for women with microenterprises	There are credit programmes targeting WOE of different sizes and at different stages of their development (from start-up to expansion), but primarily accessible in only certain parts of the country (i.e. urban centres); no evidence of women-focused equity (seed and venture capital) programmes	Loan guarantee programmes targeting WOE complement credit programmes targeting WOE/ women entrepreneurs at different stages of their development (from start-up to expansion); but primarily accessible to women entrepreneurs in urban areas	Both women-targeted credit (microfinancing and commercial bank financing) and equity (seed and venture capital) programmes exist and are accessible to women entrepreneurs in urban and rural areas, including through ICT-enabled solutions such as mobile money	

WED Framework Condition 4. Access to gender-sensitive BDS services

A. Women's access to mainstream BDS services

Score	1	2	3	4	5
	The proportion of women entrepreneurs among BDS clients/beneficiaries is estimated to be less than 25% of their proportion of business owners (or of the self-employed as a proxy for their business ownership rates)	The proportion of women entrepreneurs among BDS clients/beneficiaries is estimated to be at least 25% of their proportion of business owners (or of the self-employed as a proxy for their business ownership rates)	The proportion of women entrepreneurs among BDS clients/beneficiaries is estimated to be at least 50% of their proportion of business owners (or of the self-employed as a proxy for their business ownership rates)	The proportion of women entrepreneurs among BDS clients/beneficiaries is estimated to be at least 75% of their proportion of business owners (or of the self-employed as a proxy for their business ownership rates)	The proportion of women entrepreneurs among BDS clients/beneficiaries is estimated to be on par with or higher than their proportion of business owners (or of the self-employed as a proxy for their business ownership rates)

B. Mainstream BDS services respond to the needs of women entrepreneurs

Score	1	2	3	4	5
	Passive approach of most BDS providers – few women entrepreneurs participating in mainstream programmes/ services	BDS providers beginning to be aware of the low take-up of services by women and questioning the reasons for this	Initiatives in place to gender-sensitise and –mainstream BDS organisations and to create broader awareness among women entrepreneurs of their services, including through businesswomen's networks and the use of ICTs	BDS providers have modified existing BDS services/ offerings to respond to the needs of women entrepreneurs (e.g. approach, scheduling, use of women advisors/ counsellors/ trainers, use of ICT to expand their delivery reach), and are actively promoting their services to potential women entrepreneurs and existing WOs	Mainstream BDS services are perceived as women-friendly; women entrepreneurs are equally as likely as male entrepreneurs to be making use of all types of BDS services

C. Presence of women-focused BDS services

Score	1	2	3	4	5
	There are no BDS services/ programmes specifically targeting women at the moment, but there is growing recognition of the need to reach out to women with more responsive BDS	There are isolated women-targeted BDS services/ programmes, but with limited breadth in service offerings and very local in their reach	There are a number of women-targeted BDS programmes, but these focus on a limited range of offerings (e.g. self-employment training for women; BDS for women-owned microenterprises) and are not accessible in all parts of the country	There are a number of women-focused BDS programmes; in addition to meeting the training and development needs of microenterprises, they also target women in growth enterprises and the upgrading and capacity building of women-owned SMEs, these BDS services are accessible to women in most regions of the country	There is an organised national system of business support for women entrepreneurs (e.g. women's desk in government MSME agencies; women's enterprise or business resource centres; entrepreneurial training programmes for women; etc.), including with access for women entrepreneurs through ICTs

WED Framework Condition 5. Access to markets and technology

A. Export promotion for women entrepreneurs

Score	1	2	3	4	5
	No programmes targeting export promotion or development to WOE, few WOE involved in exporting activity	Some limited efforts to promote export opportunities to WOE through dissemination of information, but they are generally not represented in government-sponsored trade missions or in export training programmes	Organisations are making active efforts to include WOE in export orientation seminars and workshops; WOE are participating to a minimal degree in government-sponsored trade missions/ fairs	Concerted efforts to promote export opportunities to WOE, actively seeking their participation in government-sponsored trade missions/ fairs, and early efforts to ensure that WOE are included in export readiness and capacity building programmes to improve their product quality and marketing skills	There is a National "Export Promotion for Women Entrepreneurs" programme that is comprehensive in nature

B. Government procurement programmes actively targeting women's enterprises

Score	1	2	3	4	5
	Information on public procurement opportunities is made available, but no specific efforts to ensure that WOE are informed or to reach out to WOE	Special efforts are made to disseminate information on public procurement opportunities to potential women suppliers, such as through businesswomen's networks and online mechanisms	In addition to general promotional efforts, workshops are offered to women entrepreneurs on how to access public procurement opportunities	Conducting orientation workshops, plus offering programmes to build the capacity of women's enterprises to meet the requirements to compete for public procurement contracts	There are innovative government procurement programmes targeting women entrepreneurs, such as by allocating a certain percentage of the value of procurement contracts to be awarded to women-owned enterprises

C. Supply chains and linkages that integrate women-owned enterprises

Score	1	2	3	4	5
	There are no supply chain initiatives that specifically seek to integrate WOE	There are a few initiatives to integrate WOE into supply chains, but women are not generally informed about these or targeted for capacity-building	Promotional efforts to create awareness of supply chain opportunities for WOE are being made, and development work has begun/ is underway to build the their capacity to become supply chain suppliers	There are some good supply chain/ linkages programmes targeting women-owned enterprises, but these are limited to one or two sectors and/ or one or two regions	Supply chain initiatives for WOE are being implemented across many sectors in which WOE are dominant, and in different parts of the country

D. ICT and technology access of women entrepreneurs

Score	1	2	3	4	5
	WOEs are generally operating with rudimentary technology, limited in their use of ICT for business development, and no efforts are being made to improve their related know-how and skills	Initial efforts are being made to improve the digital literacy skills of women entrepreneurs through training and to provide them with advice and counselling on updating their use of technology	Initiatives are in place to introduce women entrepreneurs to technological innovations and the opportunities for developing businesses in technology-driven sectors (e.g. ICT, bio-medical, environmental and renewable technologies)	Women-owned enterprises are targeted for inclusion in technology upgrading and modernisation programmes and programmes focused on the integration of ICT-enabled solutions (e.g. management information systems, online marketing, e-commerce, etc.); access to financing is available to help them modernise their operations in these areas and to pursue technology innovations	Government grants are available to WOEes to defray the cost of investing in updated and new technologies; WOEes are making use of ICT in many of their business operations; women entrepreneurs are actively encouraged and supported to start businesses in higher-technology and innovative sectors of the economy, including the ICT sector

WED Framework Condition 6. Representation of women entrepreneurs and participation in policy dialogue and influence on outcomes

A. Representation and "voice" of women in business/ sector membership associations

Score	1	2	3	4	5
	Businesswomen/ women entrepreneurs make up less than 5% of the members in the major business associations/ sector organisations	Businesswomen/ women entrepreneurs make up at least 15% of the membership in the major business associations/ sector organisations	Businesswomen/ women entrepreneurs make up at least 20% of the membership in the major business associations/ sector organisations	Businesswomen/ women entrepreneurs make up at least 30% of the membership in the major business associations/ sector organisations	Businesswomen/ women entrepreneurs make up more than 30% of the membership in the major business associations/ sector organisations

B. Presence of women entrepreneurs' associations and networks

Score	1	2	3	4	5
	There are no businesswomen"s or women entrepreneurs" associations	There are only a few such associations, located mostly in urban centres and with only a small number of members	In addition to in urban areas, such associations have been formed in a few rural regions of the country, but the membership base is very limited	A number of such associations exist in both urban and rural regions, but they would need to build capacity to broaden their membership reach and perform an advocacy role	Businesswomen"s/ women entrepreneurs" associations exist in urban areas, as well as most of the rural regions, and represent a large number of women entrepreneurs as members; they have formed into a national federation of such associations

C. Participation of women entrepreneurs in public-private sector policy dialogue and influence on outcomes

Score	1	2	3	4	5
Public-private policy dialogue mechanisms are not well developed in the country; women's associations and groups are rarely included	Mainstream business associations are not adequately representing the views and concerns of their women members and rarely introduce issues affecting WED in policy dialogue with the government; the "voice" of businesswomen/ women entrepreneurs' associations is very weak	Mainstream business associations have begun to recognise the importance of better integrating the views of women members in their policy advocacy priorities and women entrepreneurs' associations are developing their advocacy skills and capacity, but these efforts have not yet lead to much progress in influencing the government's policy agenda	Mainstream business associations routinely raise issues of concern to their women members in policy dialogue with the government; women entrepreneurs' associations have the capacity to play a strong advocacy role for the interests and concerns of WOE and are given inputs to policy documents that are waiting for passing; WOE are included as members of government task forces and advisory committees on business environment reforms	There are a number of concrete examples where the participation of businesswomen/ women entrepreneurs in public-private dialogue processes have led to concrete outcomes in terms of improving the environment for WED (e.g. changes to Family Law, creation of women's desks in financial institutions, changes to property law, etc.)	

Each value chain was ranked based on the ILO's methodologies for value chain selection and national assessments for women's entrepreneurship development. Key subsectors are identified and examined based on three main criteria: 1) relevance to target group 2) opportunity for inclusive growth and 3) feasibility to stimulate change. Each of these criteria was analyzed through three sub-criteria integrating the conditions and sub-conditions for an enabling ecosystem for WED, as detailed below for the two selected value chains.

For the criteria of Relevance to target group, the following sub-criteria were considered:

1. The number of women active in the sector and the nature of their participation.
2. The legal and regulatory system for MSMEs in the sector (including how gender-sensitive they are and whether provisions are more favorable for certain value chains in comparison to others).
 - a. Labour laws and regulations
 - i. Equality of women's labour market access
 - ii. Labour regulations and women-owned enterprises
 - b. Business registration and licensing regulations and procedures
 - c. Property and inheritance rights
3. The effective policy leadership and coordination for the promotion of entrepreneurship and women's entrepreneurship development.
 - a. WED as a national priority
 - b. Presence of a government focal point for the promotion and coordination of WED

For the criteria of Opportunity for inclusive growth of the sector, the sub-criteria were:

4. Sector growth and prospects for productivity.
5. Access to markets for women and men entrepreneurs.
 - a. Export promotion for women entrepreneurs
 - b. Government procurement programmes actively targeting women entrepreneurs
 - c. Supply chains and linkages that integrate women-owned SMEs
6. Access to ITC and technology for women entrepreneurs

For the criteria of Feasibility to stimulate change, the sub-criteria were:

7. Conduciveness of political economy and likelihood of distortion
8. Availability of markets actors (financial and non-financial BDSPs)
 - a. Access to gender-sensitive financial services
 - b. Women entrepreneurs' participation in generic financing programmes
 - c. Financing programmes specifically targeted to women owned-enterprises
 - d. Access to gender-sensitive business-development services
 - e. Women's Access to mainstream BDS services
 - f. Mainstream BDS services respond to the needs of women entrepreneurs
 - g. Presence of women-focused BDS services
9. Representation of women entrepreneurs and participation in policy dialogue
 - a. Representation and "voice" of women in business/sector membership associations
 - b. Presence of women entrepreneurs' associations and networks
 - c. Participation of women entrepreneurs in public-private sector policy dialogue and influence on outcome

Detailed scoring for milk value chain

Value Chain Criteria	Value Chain sub-criteria	WED sub-conditions	Sub-criteria and sub-conditions scores	Sub-criteria score
Relevance to target group	Involvement of women			5
	<i>Legal and regulatory system</i>	Labour laws and regulations:	1.5	1.5
		• Equality of women's labour market access – 2		
		• Labour regulations and WOE's – 1		
		Business Registration and licensing regulations and procedures	2	
		Property and inheritance rights	1	
<i>Effective policy leadership and coordination</i>	WED as national policy priority	2	2	
	Presence of a government focal point for the promotion and coordination of WED	2		
Opportunity for inclusive growth	Sector growth and prospect for productivity			5
	<i>Access to markets</i>	Export promotion for women entrepreneurs	1	1
		Government procurement programmes actively targeting WE	1	
		Supply chains and linkages that integrate women-owned SMEs	1	
<i>Access to technology</i>	ICT and technology access of WE		1	
Feasibility to stimulate change	Conduciveness of political economy			3
	<i>Availability of market actors: Access to gender sensitive financial services & access to gender-sensitive BDS services</i>	Access to gender-sensitive financial services	1.75	1.87
		• WE's participation in generic financing programmes: 1.5		
		• Financing programmes specifically targeted to women-owned enterprises: 2		
		Women's access to mainstream BDS services: 2	2	
		Mainstream BDS services respond to the needs of women entrepreneurs: 2		
Presence of women-focused BDS services: 2				
<i>Representation of women entrepreneurs and participation in policy dialogue</i>	Representation and "voice" of women in business/sector membership associations	1.5	1.83	
	Presence of women entrepreneurs' associations and networks	2		
	Participation of women entrepreneurs in public-private sector policy dialogue and influence on outcome	2		

Detailed scoring for off-grid solar value chain

Value Chain Criteria	Value Chain sub-criteria	WED sub-conditions	Sub-criteria and sub-conditions scores	Sub-criteria score
Relevance to target group 1.5	Involvement of women			1
	<i>Legal and regulatory system</i>	Labour laws and regulations:	1.5	1.5
		• Equality of women's labour market access – 2		
		• Labour regulations and WOE – 1		
		Business Registration and licensing regulations and procedures	2	
		Property and inheritance rights	1	
<i>Effective policy leadership and coordination</i>	WED As national policy priority	2	2	
	Presence of a government focal point for the promotion and coordination of WED	2		
Opportunity for inclusive growth	Sector growth and prospect for productivity			5
	<i>Access to markets</i>	Export promotion for women entrepreneurs	1	1
		Government procurement programmes actively targeting WE	1	
		Supply chains and linkages that integrate women-owned SMEs	1	
<i>Access to technology</i>	ICT and technology access of WE		1	
Feasibility to stimulate change	Conduciveness of political economy			3
	<i>Availability of market actors: Access to gender sensitive financial services & access to gender-sensitive BDS services</i>	Access to gender-sensitive financial services	1.75	1.87
		• WE's participation in generic financing programmes: 1.5		
		• Financing programmes specifically targeted to women-owned enterprises: 2		
		Women's access to mainstream BDS services: 2	2	
		Mainstream BDS services respond to the needs of women entrepreneurs: 2		
Presence of women-focused BDS services: 2				
<i>Representation of women entrepreneurs and participation in policy dialogue</i>	Representation and "voice" of women in business/sector membership associations	1.5	1.83	
	Presence of women entrepreneurs' associations and networks	2		
	Participation of women entrepreneurs in public-private sector policy dialogue and influence on outcome	2		

