



## Trade between Tanzania and Mozambique

### 1. Existing Trade between Tanzania and Mozambique

Trade between Tanzania and Mozambique in favor of Tanzania for the past five (5) years (2021 - 2025). Tanzania export has increased from **USD 15,484 thousands** in 2021 to **USD 31,265 thousands** in 2025. Main exports are manufactured goods, cement, glassware, cosmetics, iron and steel, edible oil, and plastics items whilst main imports are; Motor cars, industrial transport equipment's, machinery and mechanical appliances, iron and steel as shown in table 1 below;

**Table 1: Trade between Tanzania and Mozambique (Value in USD thousands)**

Year	2021	2022	2023	2024	2025
Exports	15,484	35,187	17,709	37,024	31,265
Imports	4,592	22,626	3,402	3,72	2,066
<b>Trade balance</b>	10,892	12,561	14,307	33,297	29,200

Source: Computed by TanTrade data from TRA

### 2. Main exported products to Mozambique

Tanzanian export manufacture goods, cement, glassware, cosmetics, iron and steel, edible oil, and plastics items as shown on table 2 below;

**Table. 2: Tanzania Main Exports to Mozambique (Value in USD thousands)**

No	Products	Value
1	Other manufactured goods	12,255,
2	Cement	7,270
3	Glassware	6,279
4	Cosmetics	2,795
5	Iron and steel	1,112
6	Edible oil	729
7	Plastic items	719
8	Paper and paper products	50
9	Textiles	29

Source: Computed by TanTrade data from TRA

### 3. Underutilized Exports Potential in the Mozambique

There is underutilized export potential of Tanzanian products to the Mozambique market. This gives an opportunity for Tanzania to increase exports of existing products such as Glass container for packing, Maize, Non- alcoholic beverages, Vegetables seed for sowing, Beauty make-up & skincare preparations Water sweetened, and Soap bar as shown in table 3 below;

Table no 3. Export potential (value in USD thousands)

No.	Product	Export Potential	Actual Potential	Untapped Potential
1	Glass container for packing	12,000	5,500	6,500
2	Maize	5700	5.1	5,695
3	Non alcoholic beverages	4500	7.1	4493
4	Vegetable seed for sowing	709	19	690
5	Beauty, make-up & skincare preparations	1,500	798	702
6	Water sweetened	2,000	40	1,960
7	Soap bar	676	60	616

Source: Computed by TanTrade

### 4. Product Diversification

Likewise, there is potential for Tanzania to diversify and export products such as rice, maize, soya beans, sesame seed, fertilizer, onion, Petroleum jelly, Beauty, make-up & skincare preparations, textile products and vegetables as shown on the diagram 1 below;

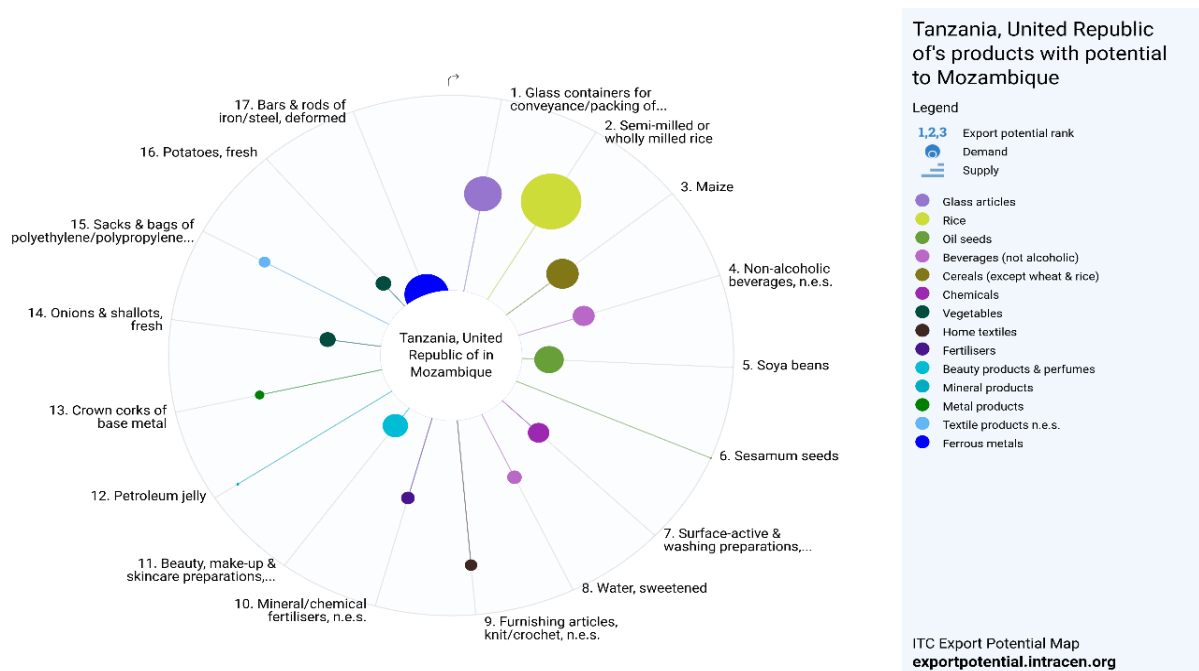


Diagram 1: Export product diversification.

## **5. Recommendations**

Trade relationship between Tanzania and Mozambique, following are the recommendations;

### **i. Increase exports of products with high untapped potential**

Promotion of products with significant untapped export potential, particularly glass containers, maize, non-alcoholic beverages, sweetened water, beauty and skincare products, vegetable seeds, and soap bars. Targeted export promotion initiatives and business matchmaking can help Tanzanian exporters penetrate the Mozambican market.

### **ii. Strengthen trade and business linkages between Tanzania and Mozambique**

Organize trade missions, business forums, buyer-seller meetings, and participation in trade fairs to connect Tanzanian exporters with Mozambican importers. Strengthening business networks will improve market access and facilitate long-term commercial partnerships.

### **iii. Improve cross-border trade facilitation with Mozambique**

Continue strengthening transport infrastructure, border efficiency, and customs procedures along the Tanzania–Mozambique corridor. Reduced transit time and lower trade costs will make Tanzanian products more competitive and encourage bilateral trade.

### **iv. Enhance agricultural productivity for export-oriented commodities**

Support increased production of products with high export potential and diversification opportunities, including maize, rice, soya beans, sesame seeds, vegetables, and onions, through improved access to quality inputs, irrigation, extension services, and financing.