TANZANIA TRADE DEVELOPMENT AUTHORITY

Trade between Tanzania and Egypt

1. **Trade between Tanzania and Egypt**

Tanzania has a room to increase its exports worth $3.2 million in Egyptian market in the next five years. Trade between Tanzania and Egypt is in favor of Egypt for the past five years 2016 to 2020. Whereas exports value from Tanzania to Egypt has increased from USD 1,026 million in 2016 to USD 3,066 million in 2020 and keep on fluctuating. Main exports are Tea, Manila hemp, cashew nut shelled, fish fillet and coffee while major imports from Egypt include fertilizers, pharmaceutical products, electrical machineries and equipment's, sugar and sugar confectionery and chemical.

Figure Trade between Tanzania and Egypt in 2016 -2020 (Value in USD

	2016	2017	2018	2019	2020
Exports	1,026	2,300	4,943	6,766	3,066
Imports	34,672	28,265	42,250	29,816	34,817
Trade Balance	-33,646	-25,965	-37,307	-23,050	-31,751

Source: TRA and complied by TanTrade

2. **Underutilized Exports Potential in the Egypt**

There is underutilized export potential of Tanzanian products to the Egyptian market. This gives an opportunity for Tanzania to increase exports of existing products such as tea, Manila hemp, cashew nut shelled, fish fillet, coffee and clove. Likewise, there is potential for Tanzania to diversify export products such as sesame seed, pulses (chickpeas, beans and legumes), spices and cereals (rice).

3. **Key Recommendations**

In order to increase market, share of Tanzania products in the Egyptian market, the following are key recommendations:

1) Encourage to sign a Memorandum of Understanding (MOU) that intends to collaborate with Tanzania Trade Development Authority and the Egypt Trade organization. Priority areas of such cooperation will include
    i. Conduct trade events such trade fair, mission and business to business meeting which aim to strengthen trade relation between Tanzania and Egypt.

ii. Exchange relevant information and data on matters of common interest and collaborate in the collection, analysis and dissemination of such information and data.

2) Other major policy need to be initiated include the signing up of memoranda of understanding (MOUS) for setting up a joint working group to promote investment and trading Industries produces such as sesame, pulse, cashew nut, coffee, spices and marine products.
3) Attract cooperation in the fields of technology for processing gold and other minerals, deep fishing as well as commercializing agricultural products such as pulses, tea, coffee, cashew nuts, sesame and cereals.