

BUSINESS TRENDS IN EAST AFRICAN COMMUNITY

1. Existing Trade Between Tanzania and the East African Community

Trade between Tanzania and the member of the East African Community (EAC) for the past five years (2017 to 2021) has a positive balance. The value of exports of goods from Tanzania to EAC countries has improved and has increased from an average of 466 million US dollars in 2017 to 1,371 million US dollars in 2021. The major trading partner are Kenya, Uganda and Rwanda. Main exports products are cereals, industrial products including (essential oil, construction products, beverages, fertilizers, pesticides).

Trade Balance in East African Community in 2017-2021 (US \$ 000)

Year	2017	2018	2019	2020	2021
Exports	466,849	648,093	830,620	944,538	1,371,893
Imports	237,275	303,800	329,758	324,985	525,995
Trade Balance	229,574	344,293	500,862	619,553	845,898

Source: TRA & ITC

Quantity in East African Community in 2017-2021 (Tons)

Year	2017	2018	2019	2020	2021
Exports	748,398	1,102,539	1,729,421	2,133,695	3,136,697
Imports	317,798	280,938	324,969	366,509	562,749
Trade Balance	430,600	821,601	1,404,452	1,767,186	2,573,948

Source: TRA & ITC

Value of Tanzania exports in the East African Community In 2017-2021 (US \$ 000)

Nchi	2017	2018	2019	2020	2021
Kenya	197,897	221,946	266,560	227,269	397,225
Uganda	29,825	117,659	122,056	188,662	314,018
Rwanda	68,298	102,691	188,482	205,280	277,799
Congo, Democratic Republic of the	114,323	144,926	162,642	142,241	207,235
Burundi	53,523	58,444	86,777	176,981	163,260
Sudan	2,983	2,427	4,103	4,105	12,356

Source: TRA & ITC

2. Major exports products to EAC market in 2017-2021 (Value in US \$ 000's)

Na	Products	2017	2018	2019	2020	2021
1.	Cereals	6,647	55,164	70,841	165,332	395,932
2.	Cement	32,658	53,240	84,443	98,003	110,096
3.	Essential oils	10,217	49,111	10,674	12,714	70,180
4.	Fertilizers	40,368	37,712	58,632	96,476	59,899
5.	Paper product	37,826	44,961	46,002	33,934	58,914
6.	Iron and steel	17,914	31,299	52,638	36,447	52,285
7.	Beverage	15,588	17,833	26,415	29,855	48,283
8.	Lubricants	40,090	48,597	92,478	45,374	46,105
9.	Plastic products	16,873	23,680	11,532	16,053	45,830
10.	Ceramic	9,333	23,790	19,576	30,647	42,697
11.	Textiles	39,110	22,774	26,673	23,552	34,873
12.	Wood	998	9,312	13,531	23,544	34,628
13.	Glass and glassware	15,702	13,727	25,614	18,485	25,251
14.	Articles of iron or steel					
15.	Tobacco	18,826	20,632	19,567	16,660	24,621
16.	Residues and waste from the food industries	15,816	13,963	13,820	26,787	21,225
17.	Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial	465	363	3,995	11,749	20,045
18.	Soap	14,919	15,320	20,194	18,603	19,985
19.	Vehicles	7,797	11,061	24,375	16,749	19,039
20.	Vegetable (onion, Irish potatoes & sweet potatoes, tomatoes)	10,316	7,293	16,545	20,259	18,045

Source: TRA & ITC

3. Underutilized Exports Potential in the East African Market (Value in million US \$)

Na.	Product	Export Potential	Actual Exports	Untapped Exports
1	Rice	71	55	21

2	Cement	40	30	16
3	Fertilizers	24	11	13
4	Ceramic	16	6.5	9.3
5	Beverage	8.2	6.9	4.3
6	Wood	2	0.996	1
7	Essential oils	0.252	0.011	0.241
8	Live animal	6.1	6.5	1.2
9	Cassava chips	1.5	1.7	0.496
10	Residues and waste from the food industries	27	12	15

Source: TRA & ITC