

1. Trade between Tanzania and China

Trade between Tanzania and China is in favor of China for the past five years 2017 to 2021. Whereas exports value from Tanzania to China has increased from US\$ 145 million in 2017 to US\$ 273 million in 2021 and keep on increasing. Main exports are sesame seeds, Twine, cordage, ropes and cables of sisal, Copper ores, precious stones, tobacco, cotton yam, Lobsters fresh or chilled, cotton and gold while major imports from China include Road tractors for semi-trailers, tires new of rubber for buses or Lorries, flat-rolled products of iron, Parts of machinery for working mineral and Motor vehicles.

Table 1 Trade between Tanzania and China (Value in million USD)

	2017	2018	2019	2020	2021
Exports	145	144	231	236	273
Imports	1,495	1,762	1,993	2,147	2,696
Trade Balance	-1,350	-1,619	-1,762	-1,911	-2,423

Source: TRA & ITC

2. Major exported products in China in 2015 – 2020

Na.	Product	2017	2018	2019	2020	2021
1	Sesame seeds	5,295	70,582	47,906	25,292	21,489
2	Twine, cordage, ropes and cables of sisal	2,199	7,634	10,185	8,247	19,265
3	Copper ores and concentrates	75	-	-	2,369	16,315
4	Laminated wood with both outer plies of coniferous wood	-	-	26	664	11,086
5	Unwrought aluminum alloys	-	-	841	4,496	9,953
6	Musa textiles Nee"" , ramie,	2,761	5,482	13,920	10,024	8,442
7	Sheets for veneering, incl. those obtained by slicing laminated wood,	-	-	58	1,935	8,154
8	Pine sawn or chipped lengthwise, sliced or peeled, whether or not planed	700	2,056	4,859	4,088	6,067
9	Jute and other textile bast fibres, raw or retted	10,881	11,266	9,980	8,539	6,020
10	Precious stones and semi-precious stones	67	17	501	3,721	5,552

11	Crabs, whether in shell or not, live, fresh or chilled	1,848	1,411	2,637	3,538	4,886
12	Regulating or controlling instruments and apparatus	-	-	-	-	4,824
13	Tobacco	10,499	14,441	-	2,903	4,344
14	Lobsters fresh or chilled	630	794	531	1,767	4,002
15	Sheets for veneering, incl. those obtained by slicing laminated wood for plywood	-	-	845	1,159	3,631
16	Sesame oil	261	23	184	2,008	3,235
17	Titanium ores and concentrates	-	-	-	128	2,337
18	Gold, incl. gold plated with platinum, unwrought	-	20	4	-	2,280
19	Cotton yarn containing predominantly, but < 85% cotton by weight	6,780	13,107	3,007	4,903	2,246
20	Jute and other textile bast fibres	325	-	84	-	2,038

Source: TRA & ITC

3. Major imports from China

Na.	Products	2017	2018	2019	2020	2021
1	Flat-rolled products of iron or non-alloy steel, of a width of ≥ 600 mm, in coils	15,748	40,409	33,617	58,397	108,019
2	New pneumatic tyres, of rubber, of a kind used for buses and lorries	58,161	69,082	67,532	66,384	81,860
3	Road tractors for semi-trailers	23,456	59,000	65,982	37,103	76,058
4	"Poly"ethylene terephthalate", in primary forms, having a viscosity number of ≥ 78 ml/g"	4,815	11,896	22,364	26,861	71,280
5	Motorcycles	49,451	46,209	50,898	48,360	62,976
6	Parts of machinery for working mineral substances of heading 8474	3,165	5,215	6,754	5,665	62,015

7	Worn clothing and clothing accessories, blankets and travelling rugs, household linen	9,338	22,309	35,505	41,516	46,364
8	Self-propelled mechanical shovels, excavators and shovel loaders	10,147	20,075	13,746	10,861	41,197
9	"Flat products of iron or non-alloy steel, of a width of \geq 600 mm, hot-rolled or cold-rolled ...	5,504	15,761	22,589	23,115	37,366
10	Telephones for cellular networks (mobile telephones)	8,071	13,955	14,469	13,861	35,470
11	Parts of telephone sets, telephones for cellular networks or for other wireless networks	21,622	9,316	24,165	42,291	34,218
12	Herbicides, anti-sprouting products and plant-growth regulators	11,870	21,356	15,514	23,719	26,722
13	"Motor vehicles for the transport of goods	6,490	16,892	10,630	12,781	25,668
14	Footwear with outer soles and uppers of rubber or plastics (excluding covering the ankle or ...	17,953	19,912	21,119	20,619	23,857
15	Electric accumulators (excl. spent, and lead-acid, nickel-cadmium, nickel-metal hydride and ...	10,474	20,917	18,287	19,602	21,342
16	Flat-rolled products of iron or non-alloy steel, of a width \geq 600 mm, not in coils, simply ...	2,240	1,587	2,208	3,047	21,013
17	"Flat-rolled products of iron or non-alloy steel, of a width of \geq 600 mm, hot-rolled or cold-rolled ...	2,711	4,272	5,891	13,865	19,547
18	Lifts and skip hoists	4,393	3,737	1,936	1,598	19,298
19	"Vitrifiable enamels and glazes, engobes ""slips"" and similar preparations of the kind used ...	6,355	7,603	3,790	8,320	19,112
20	Sodium cyanide	844	693	1,081	18,156	19,102

Source: TRA & ITC

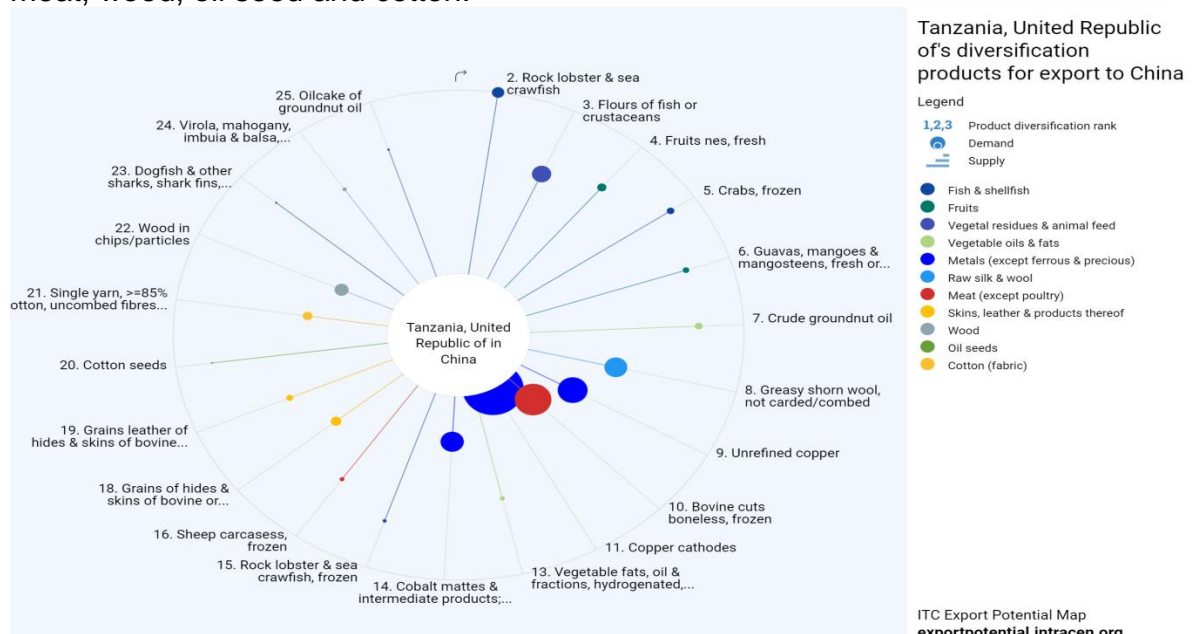
4. Underutilized Exports Potential in the China

There is underutilized export potential of Tanzanian products to the Chinese market. This gives an opportunity for Tanzania to increase exports of existing products such as sesame seeds, cotton, wood, groundnuts, cashew nut in shell, legume, coffee, fish and precious stone as shown in graph below.

No.	Product	Export potential (US \$ million)	Actual Potential (US \$ million)	Untapped Export Potential (US \$ million)
1	Sesame seeds	149	119	30
2	Cotton	38	0.52	38
3	Groundnuts	5.7	0.7	5.7
4	Wood	23	3	20
5	Cashew nuts in shell	7.6	0.527	7.1
6	Legumes nes, dried & shelled	5.2	0.83	5.1
7	Coffee	5.1	1.1	4
8	Fish (crab and frozen)	4.9	2.9	2
9	(Semi-) precious stones, worked, nes	3.1	1.3	1.7
10	Bean	4	0.18	4
7	Black tea	3.2	0.135	3.1

Source: ITC

Likewise, there is potential for Tanzania to diversify and export products such as fruits, meat (sheep and bovine cuts boneless frozen), metals, raw silk and wool, meat, wood, oil seed and cotton.



5. Key Recommendations

In order to increase market, share of Tanzania products in the Chinese 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 Chinese Trade organization. Priority areas of such cooperation will include
 - i. Industrialization
 - ii. Conduct trade events such trade fair, mission and business to business meeting which aim to strengthen trade relation between Tanzania and China.
 - iii. Exchange relevant information and data on matters of common interest and collaborate in the collection, analysis and dissemination of such information and data.
 - iv. Collaboration to foster technological transfer between China and Tanzanian companies that creates significant value addition to agricultural exports to China and the world.
 - v. Encourage joint venture between China companies and Tanzanian Companies in commercialization of agricultural produce which have high demand in China such as cashew nuts, pulse as well as minerals and meat product.
- 2) Conduct market research in China which aims to recognize kind of pulse, fruits, metal and meat Chinese consumers demanded.
- 3) Encourage Chinese companies to participate in the coming 46th Dar es Salaam International Trade Fair which is the largest event in East Africa attract more than 500 foreign companies annually to show case their advance technology machineries for producing food and leather.
- 4) Promote Chinese companies to invest in processing industries for the products with high demanded India which include:
 - i. Cashew nut process industries
 - ii. Fruits process industries
 - iii. Timber process industries
 - iv. Minerals and metal process industries
 - v. Cassava process industries