



Trade between Tanzania and India

1. Existing Trade between Tanzania and India

Trade between Tanzania and India is in favor of India for the past five years (2017 to 2020), Tanzania exports an average of 1,008 million USD and imports only an average of 1,209 USD million from India as show in table below. Main exports are cashew nuts, golds and tanzanite, legume include beans, pigeon peas and chickpeas, cloves, wood and sesame seeds. While major imports of Tanzania from India include mineral fuels, pharmaceutical products, vehicles and parts, sugar and sugar confectionery, machineries and building materials.

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

	2017	2018	2019	2020	2021
Exports	980	727	836	512	1,008
Imports	1,151	1,217	1,262	1,084	1,209
Trade balance	-171	-490	-426	-572	-201

Source: TRA

2. Major exports (Value in US\$ 000)

S/N	Product	2018	2019	2020
1	Fresh or dried cashew nuts, in shell	60,145	73,846	151,231
2	Gold, incl. gold plated with platinum,	543,087	594,211	147,024
3	Dried, shelled pigeon peas	13,391	37,884	78,836
4	Dried, shelled chickpeas	9,974	43,898	52,578
5	Cloves	40	5907	13074
6	Dried, shelled beans of species	7,687	8,498	13,047
7	Tropical wood, sawn	11,374	11,920	10,859
8	Dried, shelled beans	474	2,592	6,787
9	Precious-metal ores and concentrates	0	0	5,703
10	Sesamum seeds	283	416	4,138

Source: ITC

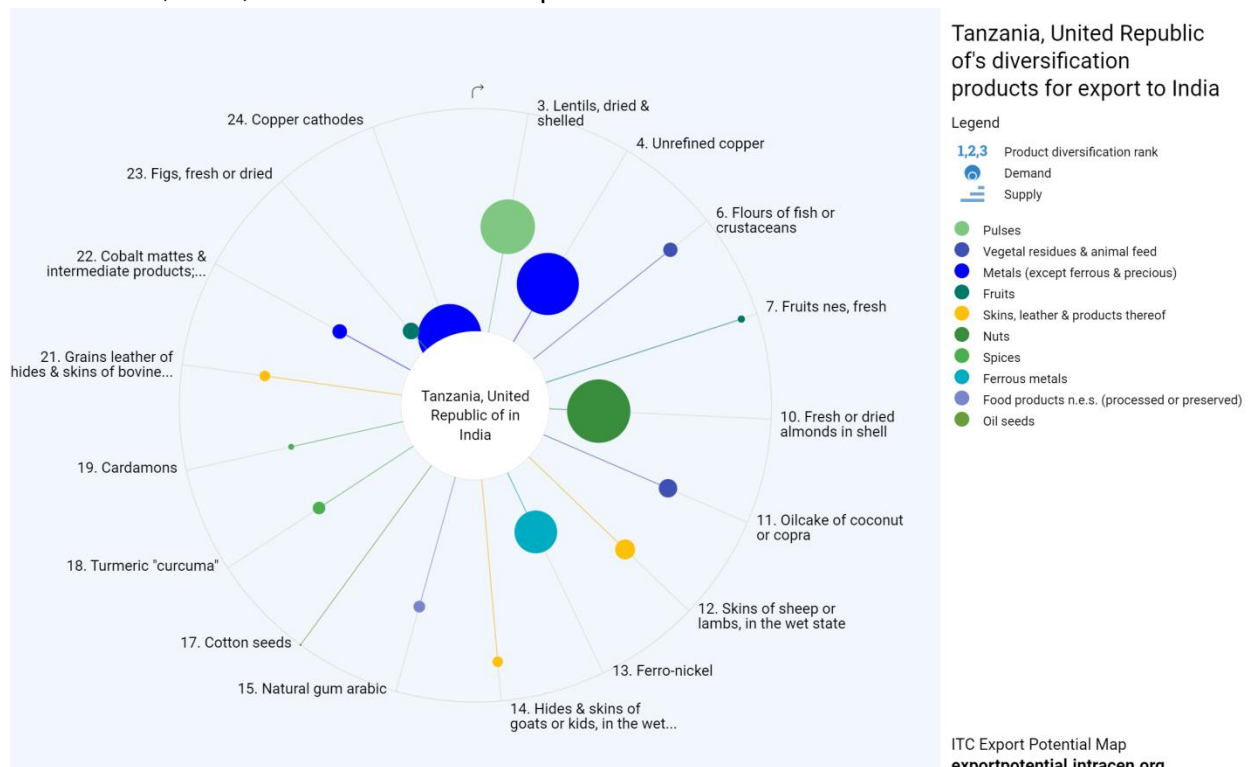
3. Underutilized Exports Potential in the India

There is underutilized export potential of Tanzanian products to the India market. This gives an opportunity for Tanzania to increase exports of existing products such as legumes, chickpeas, sesame, clove, semi-precious stone, beans and coffee as shown in graph below.

No.	Product	Value in US \$ million		
		Export Potential	Actual Potential	Untapped Potential
1	Legumes	103	56	47
2	Chickpeas	55	42	13
3	Sesame Seed	19	1.7	18
4	Clove	14	11	2.5
5	Semi-precious stone	4.6	0.453	4.2
6	Beans	3	1.6	1.3
7	Coffee	2.8	2.1	0.621

Source: ITC

Likewise, there is potential for Tanzania to diversify and export products such as pulses, animal feed, fruits, hides and skins and spices.



4. Key Recommendations

The following are key recommendations:

- 1) To promote cooperation on invest of industries produce products with high demand India which include:
 - i. Oil seeds Industries (sesame, sunflower and palm oils)
 - ii. Cashew nut process industries
 - iii. Spice, fruits and vegetable process industries (canned, fresh beans)
 - iv. Fertilizer industries
 - v. Hide and skins and meat process industries
 - vi. Pharmaceuticals and medical equipment's
- 2) Encourage collaborate with India to promote existing 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 India
 - ii. Collaborate on exchange relevant information on genuine and potential buyers and investors matters of common interest
 - iii. Collaboration to foster technological transfer between Indian and Tanzanian to promote industrialization, agricultural, health, education and ICT.
 - iv. Encourage joint venture between Indian and Tanzanian Companies in commercialization of agricultural produce which have high demand in India such as minerals, cashew nuts and pulse.
- 3) Encourage Indian 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 textile.