



TRADE BETWEEN TANZANIA AND AUSTRIA

1. Trade between Tanzania and Austria

For the past few years (2020 - 2024), trade between Tanzania and Austria is in favor of Austria. Tanzania export good with average of 492 thousand USD per year and import goods worth 23,941 thousand USD per year from Austria. Main exports are cashewnuts, spices, works of art, printed books, wood and articles of wood, precious stones, tobacco and manufactured tobacco substitutes, oil seeds and raw furskins. While major imports of Tanzania from Austria include Railway or tramway track fixtures and fittings, paper and paperboard, nuclear reactors, machinery and mechanical appliances, electrical machinery, beverages, articles of iron or steel and medical equipments.

Table 1: Trade between Tanzania and Austria (Value in thousand USD)

	2020	2021	2022	2023	2024
Exports	699.1	370.1	1,010.9	120.9	259.2
Imports	20,636.3	10,466.0	18,359.0	27,365.5	42,881.3
Trade Balance	(19,937.2)	(10,095.9)	(17,348.1)	(27,244.6)	(42,622.0)

Source: TRA, ITC and TanTrade calculation

2. Underutilized Exports Potential in Austria

There is underutilized export potential of Tanzanian products to the Austria market about 3.4 million USD. This gives an opportunity for Tanzania to increase exports of existing products such as gold, sesame, coffee, fused magnesia, fish, coca beans, oilcake of cotton seeds, fish fillets, avocados as shown in graph below;

S/N	Product	Existing Potential	Actual Exports	Untapped Potential
1	Gold	804	0	804
2	Fused magnesia	565	0	565

3	Sesame	173	0.0	21.0
4	Coffee	160	70.0	90.0
5	Semi manufactured gold	138	0.0	138.0
6	Cocoa beans	104.0	0	104.0
7	Oilcake of cotton seeds	101	0	101
8	Cured fish	93.0	1	92.0
9	Cloves	53.0	43.0	10.0
10	Avocados	51.0	8.10	42.9

Source: ITC

Likewise, there is potential for Tanzania to diversify and export products to Austria such as raw cane sugar, cut roses and buds, unrefined copper, articles of precious stones, peppers, fresh fruits, bovine cuts, jerseys and pullovers and tunas.

