



Trade between Tanzania and Turkey

1. Existing Trade between Tanzania and Turkey

Trade between Tanzania and Turkey is in favor of Turkey for the past five years (2016 to 2020) whereas exports value from Tanzania to Turkey has increased from average of 3,658 thousand USD in 2017 to 22,022 thousand USD in 2021. Main exports include tobacco, gold, sesame seeds, cashew nuts, cocoa beans, black tea and coffee. While main imports from Turkey includes Minerals, electrical machinery, equipment and parts, gaiters, building materials (ceramic products), clothes and accessories.

Tab.1 Trade between Tanzania and Turkey (Value in USD thousand)

	2017	2018	2019	2020	2021
Export	3,658	3,282	6088	16,712	22,022
Imports	77,214	170,842	166,598	224,126	236,825
Trade Between	-73,556	-167,560	-161,654	-207,414	-214,803

Source: TRA and computed by TanTrade

2. Major exported products in 2021

S/NO	Products	Value in 2020, USD thousand	% Annual growth in value between 2017-2021	% Share in exports	Equivalent ad valorem tariff faced by Tanzania	Quantity exported in 2021 in (Tons)
(1)	Gold,	14445	866	1	0	0
2	Coffee	2227	125	1	11	1100
3	oil seeds and oleaginous fruits,	678	27	0	4	760
4	Waste, parings and scrap, of plastics	408		6	0	914
5	Cocoa beans	349		1	0	167
6	Polyacetals, other polyethers and epoxide resins, in primary forms;	348		6	0	899

7	Cotton,	330	16	1	0	164
8	Tobacco	308	-21	0	25	119
9	Molluscs, fit for human consumption, chilled, ...	203	2	6	38	28
10	Fruits	147		1	47	122
11	"Ginger,	96		10	27	46

Source: TRA and computed by TanTrade

NO	PRODUCT	Value in 2021, USD thousand	Annual growth in value between 2017-2021, %, p.a.	Share in Tanzania, United Republic of's imports, %	Equivalent ad valorem tariff applied by Tanzania, United Republic of	Quantity imported inMP 2021
1	Mineral or chemical nitrogenous fertilisers (excluding those in pellet or similar forms, or ...	17461	18	18	0	51424
2	Electrical transformers, static converters, e.g. rectifiers, and inductors; parts thereof	17380	392	23	0	1746
3	Trailers and semi-trailers; other vehicles, not mechanically propelled (excluding railway and ...	12050	8	18	7	3089
4	"Structures and parts of structures ""e.g., bridges and bridge-sections, lock-gates, towers, ...	11319	58	13	22	5297

5	Electrical signalling, safety or traffic control equipment for railways, tramways, roads, inland ...	10573	2128	24	4	14
6	Cereal groats, meal and pellets	8859	15	97	25	18569
7	"Railway or tramway track construction material of iron or steel, the following : rails, check-rails ...	8466	862	84	0	1001
8	"Insulated ""incl. enamelled or anodised"" wire, cable ""incl. coaxial cable"" and other insulated ...	5858	60	13	23	375
9	"Tube or pipe fittings ""e.g. couplings, elbows, sleeves"", of iron or steel"	4444	123	23	25	992
10	Motor vehicles for the transport of goods, incl. chassis with engine and cab	4432	59	2	11	751
11	Parts and accessories for tractors, motor vehicles for the transport of ten or more persons, ...	4266	31	8	10	927
12	Self-propelled bulldozers, angledozers, graders, levellers,	3892	7	3	0	555

	mechanical shovels, excavators, ...scrapers,					
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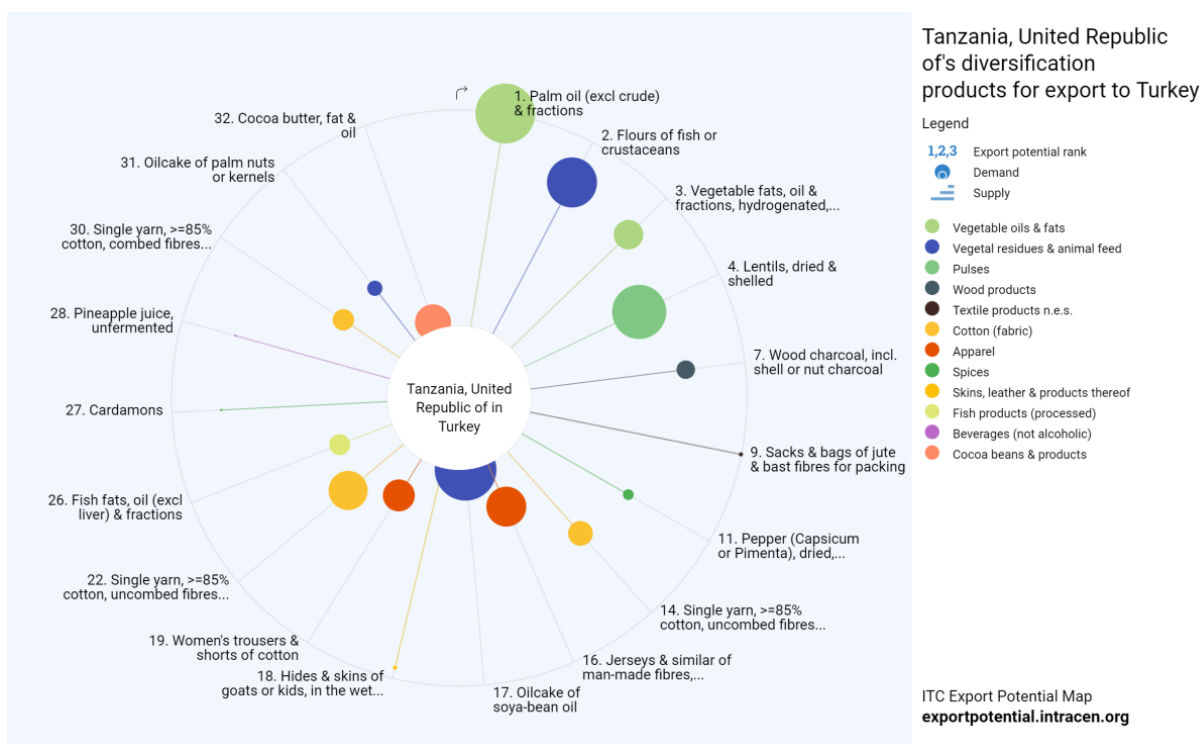
3. Underutilized Exports Potential in the Turkey

There is underutilized export potential of Tanzanian products to the Turkish market. This gives an opportunity for Tanzania to increase exports of existing products such as sesame seeds, cotton, coffee, cocoa beans, black tea, kidney beans, cashew nut fish and avocado as shown in graph below.

No.	Product	Value in US \$ thousand		
		Export Potential	Actual Potential	Untapped Potential
1	Sesame seed	2,400	682	1,700
2	Cotton	539	763	N/A
3	Coffee	204	74	129
4	Cocoa	162	70	91
5	Black tea	138	173	N/A
6	Kidney beans	39	19	20
7	Fish fillets	24	92	N/A
8	Cashew nuts	16	139	N/A
9	Soya beans	8	27	N/A
10	Avocado	2	0.267	2

Source: ITC

Likewise, there is potential for Tanzania to diversify exports of pulses, wood, leather fish and textile products, cotton (fabric), spices, beverage and cocoa beans as shown below



4. Key Recommendations

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

- i. Organise special campaign to promote Tanzania sesame seeds and other related products in Turkey taking into account that there is high consumption of sesame seeds
- ii. Capacitate Tanzania Embassy in Turkey with samples and specification of products with high demand potential in order to promote exports to Turkey.
- iii. Promote joint venture with Tanzania companies in order to improve the capacities of the industries:
 - a. Fruits process Industries
 - b. Spice process industries
 - c. fish process industries
- iv. Encourage collaborate with Turkey to promote existing priority areas of such cooperation will include
 - i. Exchange relevant information on genuine and potential buyers.
 - ii. Organize trade events such trade fair, mission and business to business meeting which aim to strengthen trade relation between Tanzania and Turkey.
 - iii. Promote to foster technological transfer between Turkey and Tanzania for industries, agricultural, health, education and ICT.

- v. Encourage Turkish companies to participate in the coming 47th 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 leather, beverage and textile products.