

TANZANIA-PAKISTAN

BILATERAL TRADE ANALYSIS



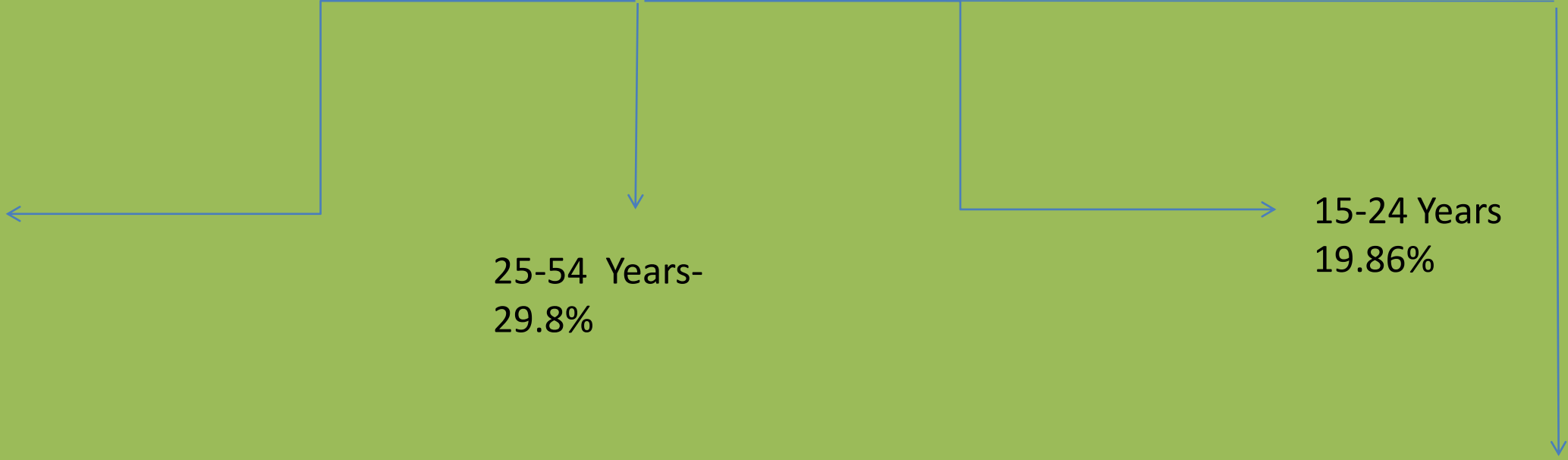
DEMOGRAPHICS

0-14 Years-
43.7%

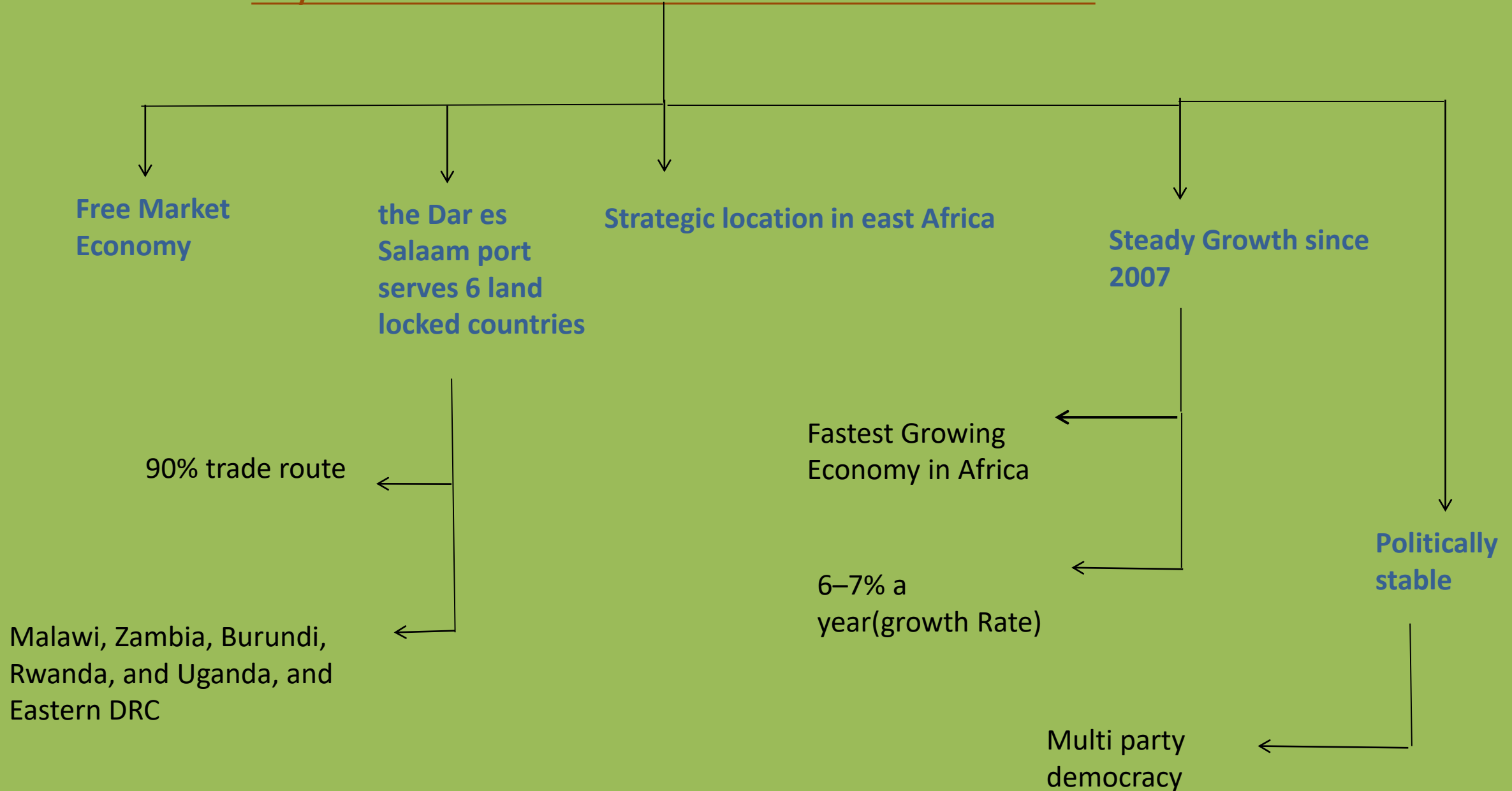
25-54 Years-
29.8%

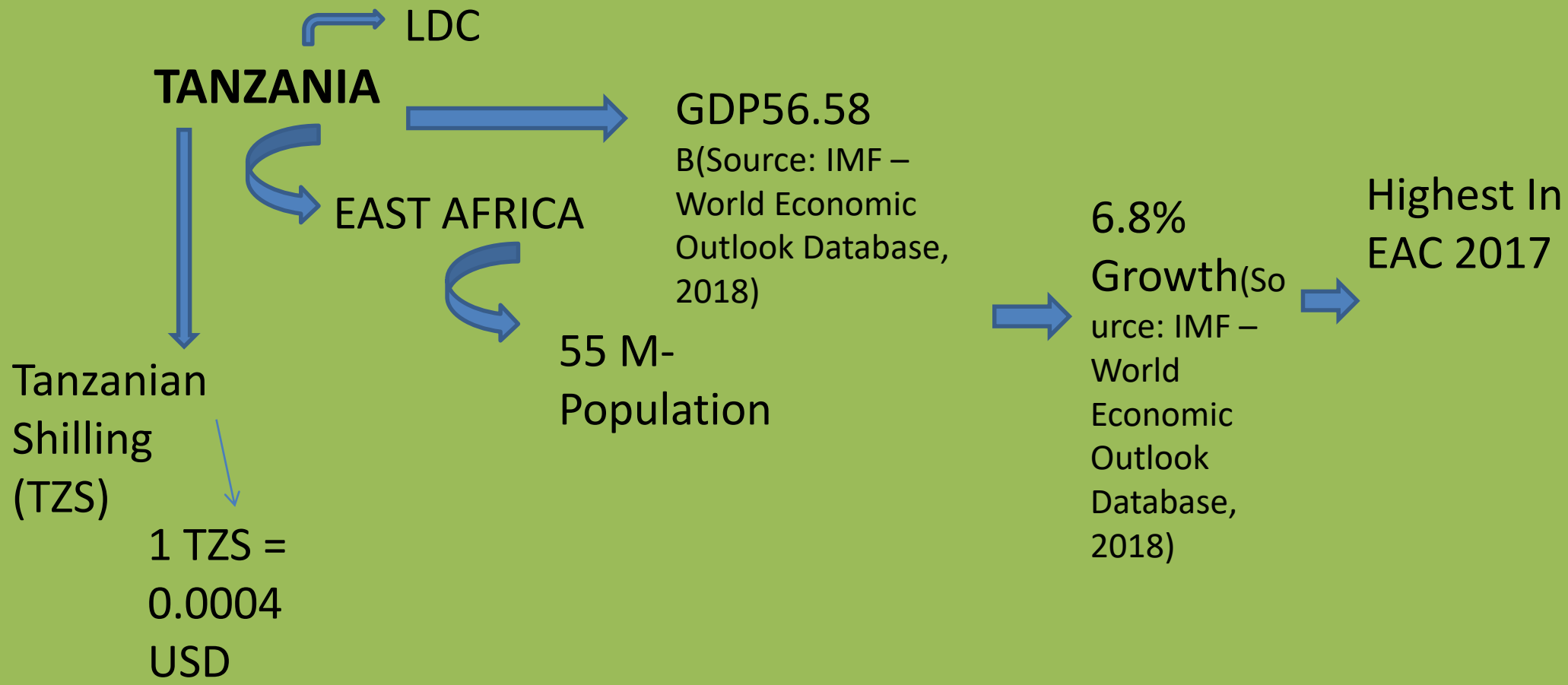
15-24 Years
19.86%

54> 6%

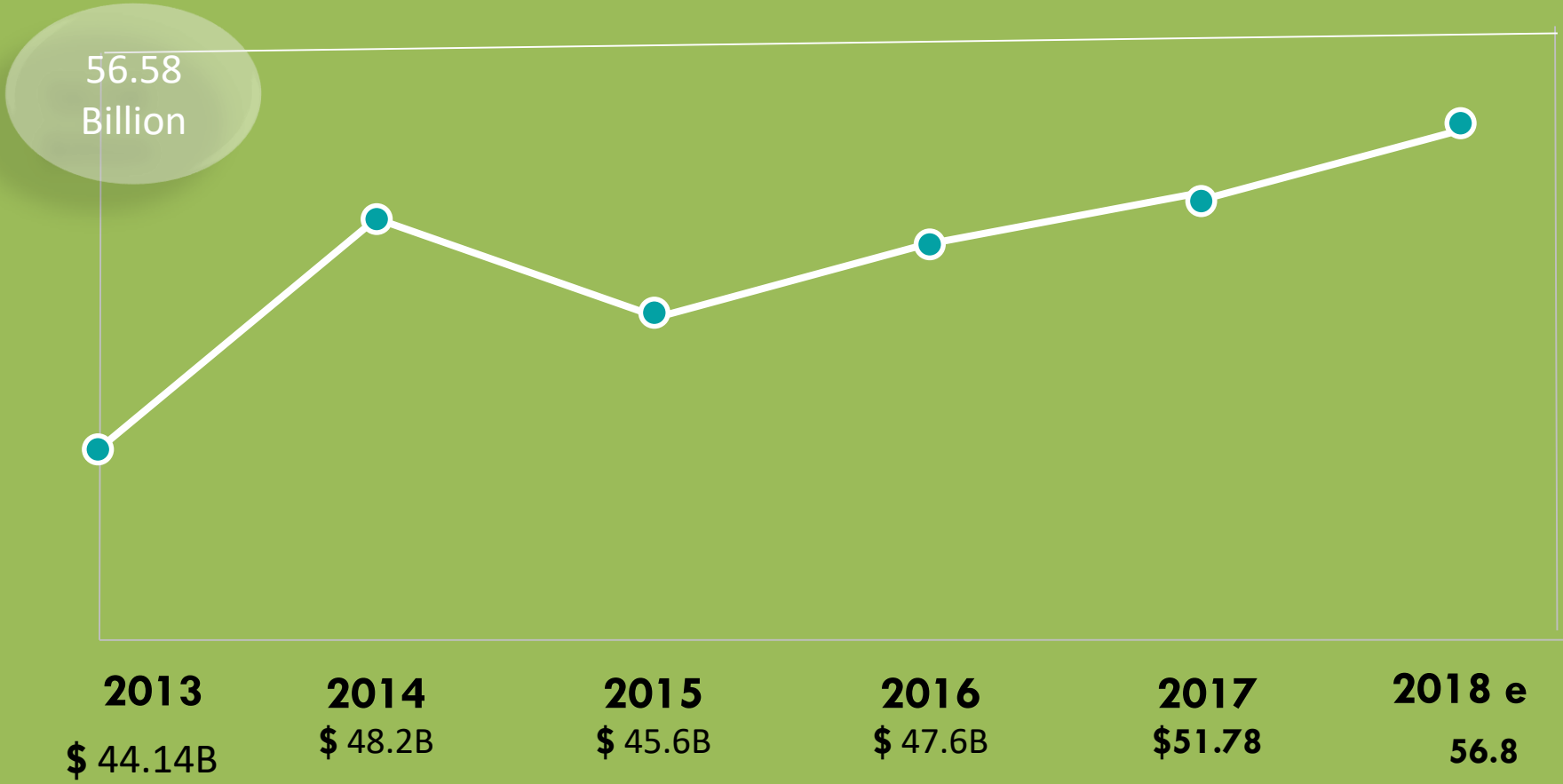


Why is Tanzania a Lucrative Market to Conduct Trade For Pakistan?





GDP 2018



- AGRICULTURE 23.8%
- INDUSTRY 24.8%
- SERVICES 47.9%

The Government of Tanzania has a key role to play in strengthening the country's productive capacities and promoting exports to India and to the world. In order to strengthen and ensure sustainable economic growth, Tanzania adopted its second National Strategy for Growth and Reduction of Poverty (NSGRP) in 2010 and the Tanzania Five Year Development Plan (2011/12- 2015/16). The two documents serve to implement the Tanzania Development Vision 2025, which aims at transforming Tanzania into a middle-income country by 2025. These documents recognize international trade as being crucial to Tanzania's economic growth and development. For instance, the NSGRP embraces several of the priorities defined in the Diagnostic Trade Integration Study elaborated under the Enhanced Integrated Framework.

TANZANIA IMPORT TREND OVER 5 YEARS

	2012	2013	2014	2015	2016
World	11.7	12.5	12.6	14	7.8
Growth rate	6%	1%	10%	-79%	

- FALL ON OIL PRICES

- transport equipment, other consumer goods, building and construction materials and machinery importation dropped.

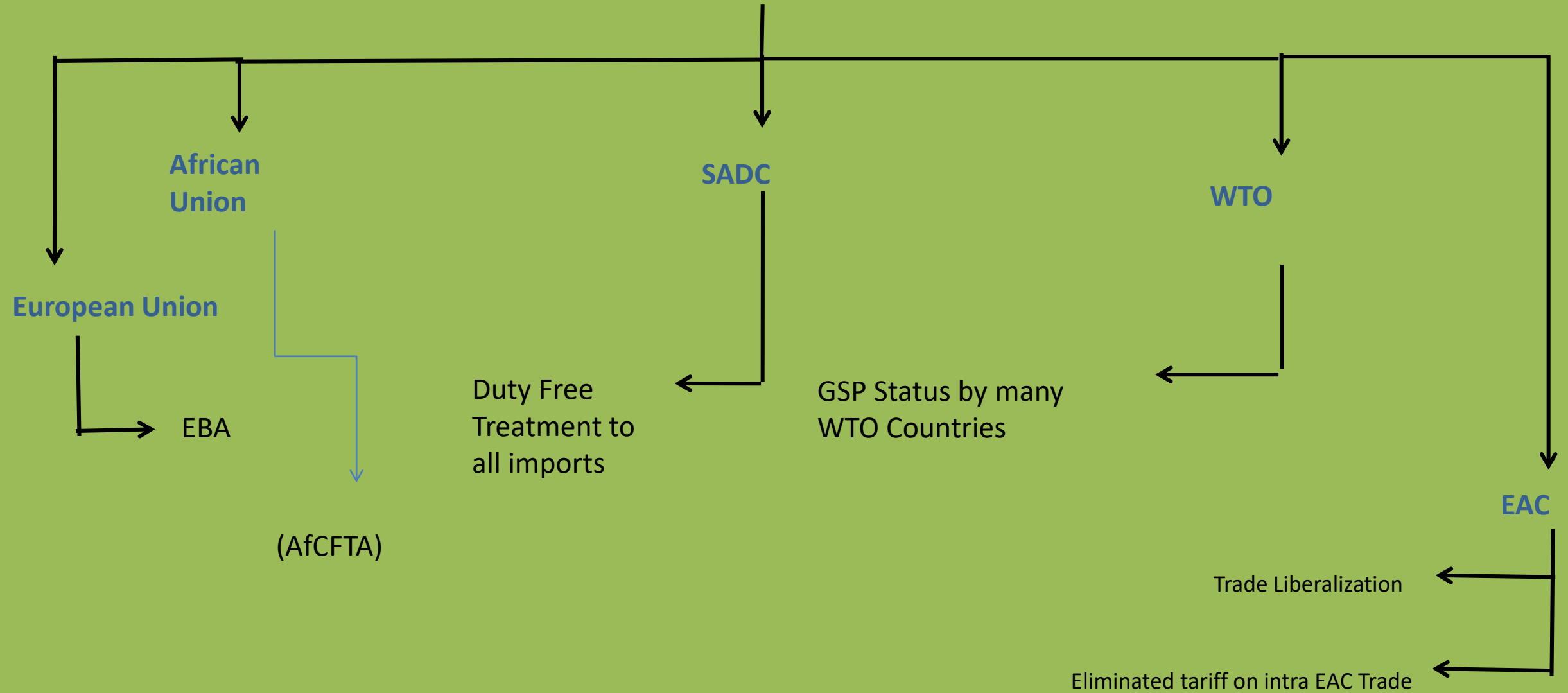
- Imported machinery dropped to \$1,473.4 million from \$1,917.4 million over the same period in 2016, the overall export value of goods and services fell to \$8,753.3 million in the year ending April 2017, compared with \$9,333.2 million in the corresponding period ending April 2016.

- The decline was attributed to a fall in the export value of manufactured goods such as edible oil, textiles and of iron and steel products.

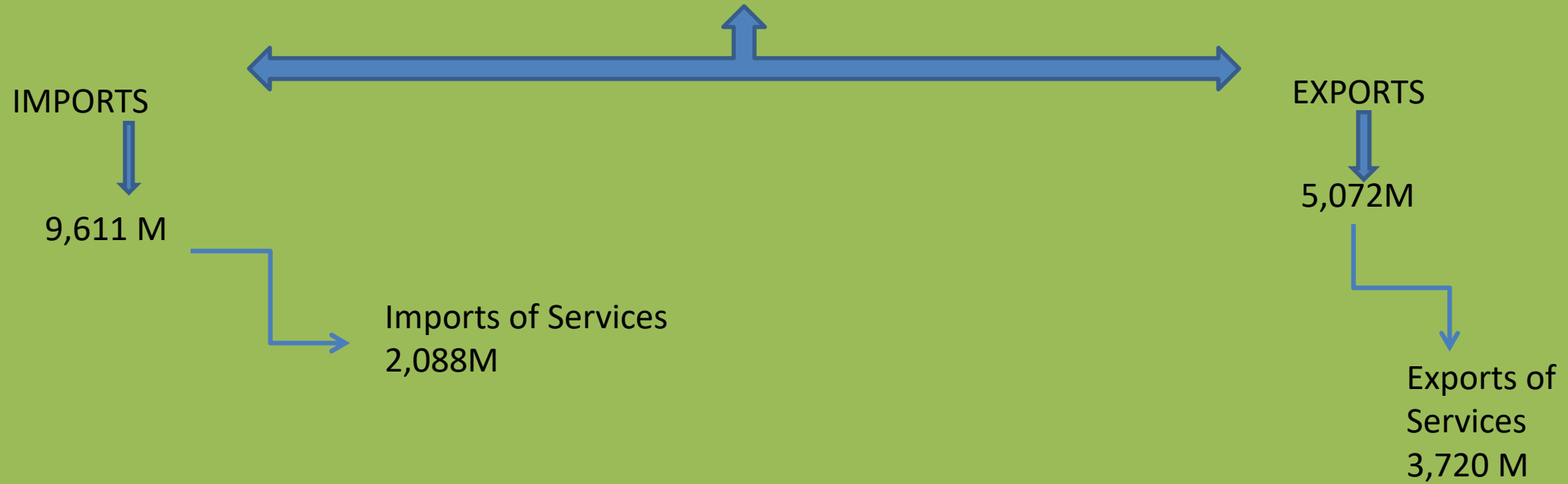
EXPORTS									
World	5,547,229	4,412,549	5,704,654	5,854,231				4,741,925	
Growth In Value		-20%	29%	3%				-19%	

- The decline is due to increased competition in regional markets where most of the manufactured goods are exported
- Gold recorded an improvement from \$1,194.2 million in April 2016 to \$1.5 billion for the period ending April 2017.
- The decline in sisal, tea and tobacco was manifested in volumes while that of cloves contributed by both volume and price,
- This increase was primarily driven by sizeable increases in nontraditional exports such as gold, machinery, minerals, and cut flowers.
- The shift away from traditional agricultural exports (tea, coffee, tobacco) indicates that the export basket has become more diversified.

AGREEMENTS / BENEFICIARIES



TRADE PROFILE(2016)



(Source: WTO – World Trade Organisation, 2016)

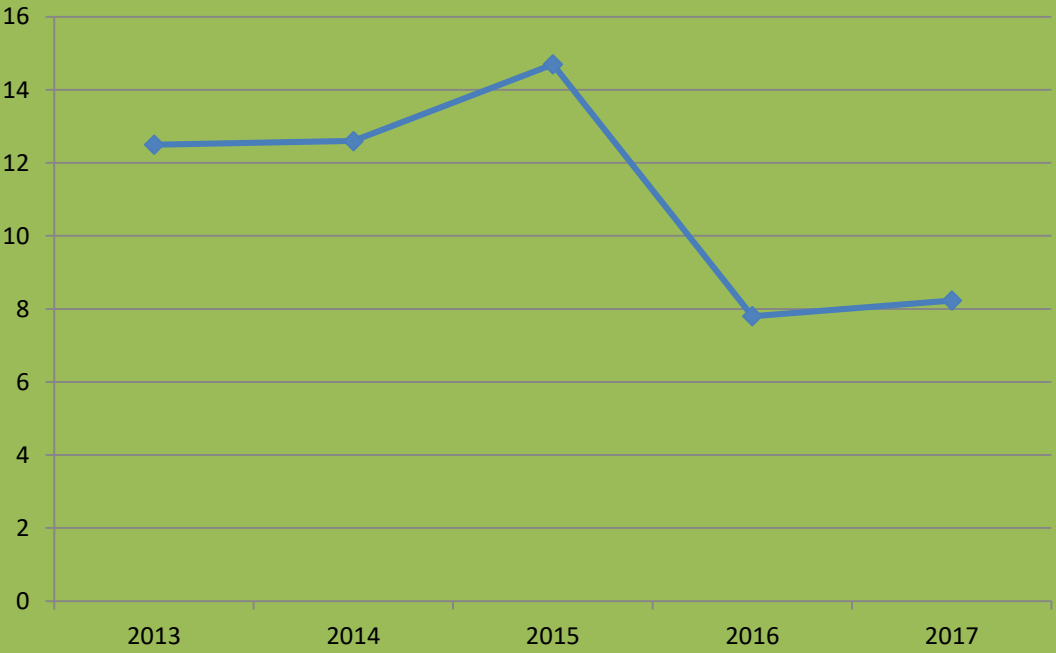
PRODUCTS EXPORTED 2016	
Gold, incl. gold plated with platinum, unwrought...	34.9%
Unmanufactured tobacco; tobacco refuse	7.6%
Coconuts, brazil nuts and cashew nuts, fresh or...	7.3%
Precious metal ores and concentrates	6.8%
Carboys, bottles, flasks, jars, pots, phials,...	4.2%
Oil-cake and other solid residues, whether or not...	3.6%
Dried leguminous vegetables, shelled, whether or...	3.4%
Coffee, whether or not roasted or decaffeinated;...	3.2%
Other oil seeds and oleaginous fruits, whether or...	2.7%
Fish fillets and other fish meat, whether or not...	2.4%

PRODUCTS IMPORTED 2016	
Petroleum oils and oils obtained from bituminous...	17.0%
Palm oil and its fractions, whether or not refined...	3.4%
Medicaments consisting of mixed or unmixed...	3.4%
Motor cars and other motor vehicles principally...	2.6%
Wheat and meslin	2.4%
Motor vehicles for the transport of goods, incl....	1.8%
Cane or beet sugar and chemically pure sucrose, in...	1.6%
New pneumatic tyres, of rubber	1.5%
Tractors (other than tractors of heading 8709)	1.4%
Parts suitable for use solely or principally with...	1.3%

	2013	2014	2015	2016	2017
Tanzania imports over the years	13Billion	13Billion	15Billion	7Billion	8Billion



•Increased taxes on Vehicles



—◆— Tanzania imports over the years

MAJOR Trading Partners (IMPORTS)

(IMPORTS)



MAJOR Trading Partners (Exports)



TANZANIA IMPORTS FROM PAKISTAN



\$125 M

\$113 M

2013

2015

2017
(33rd)

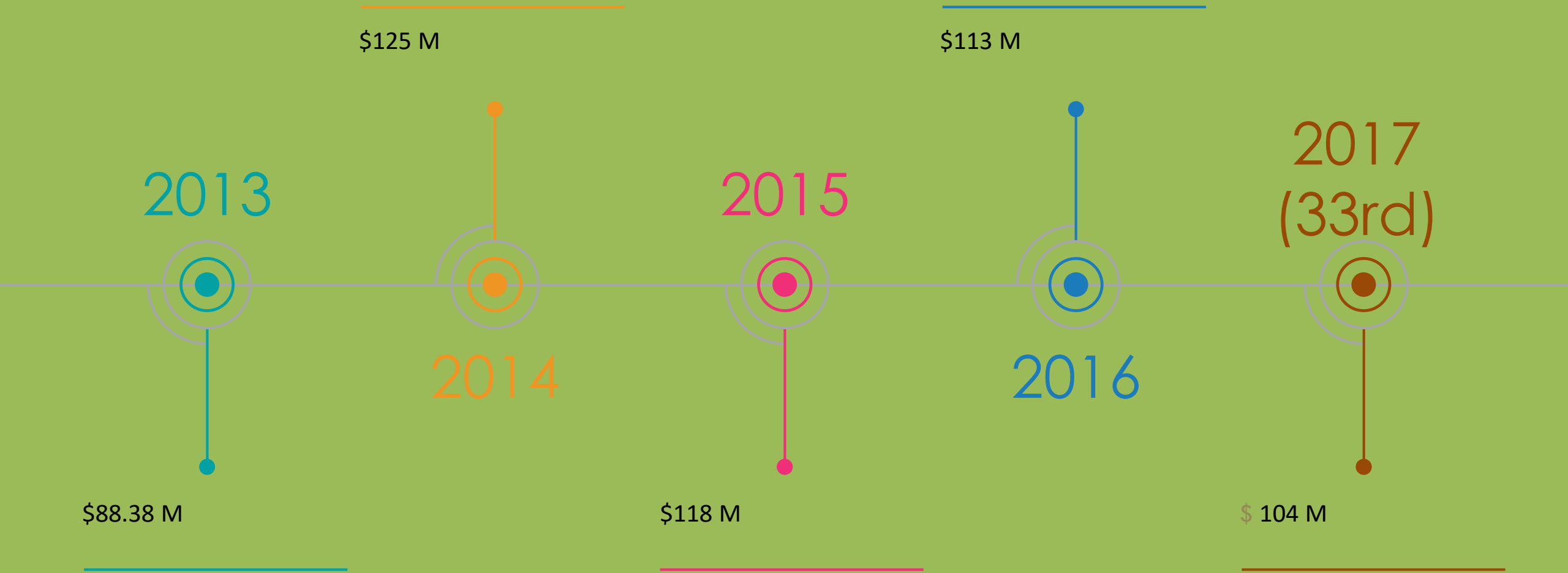
2014

2016

\$88.38 M

\$118 M

\$ 104 M



BILATERAL TRADE (EXPORTS TO TANZANIA)

Product label	Pakistan's exports to Tanzania, United Republic of		
	Value in 2015	Value in 2016	Value in 2017
All products	118M	113M	104M

1	Cereals	56109	62316	67834
2	Wadding, felt and nonwovens; special yarns; twine, cordage, ropes and cables and articles thereof	18733	21449	8465
3	Other made-up textile articles; sets; worn clothing and worn textile articles; rags	4880	6492	4556
4	Plastics and articles thereof	1255	5475	3549
5	Beverages, spirits and vinegar	0	283	2706

Product label	Pakistan's importsTanzania, United Republic of		
	Value in 2015	Value in 2016	Value in 2017
All products	21.8M	26.8M	13.06M

1	Coffee, tea, maté and spices	8356	7517	8479
2	Edible vegetables and certain roots and tubers	8139	16147	3387
2	Raw hides and skins (other than furskins) and leather	857	386	383
3	Cotton	75	1031	198
3	Other vegetable textile fibres; paper yarn and woven fabrics of paper yarn	85	137	181
4				
5	Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other colouring ...	0	165	137

POTENTIAL PRODUCTS

POTENTIAL PRODUCTS

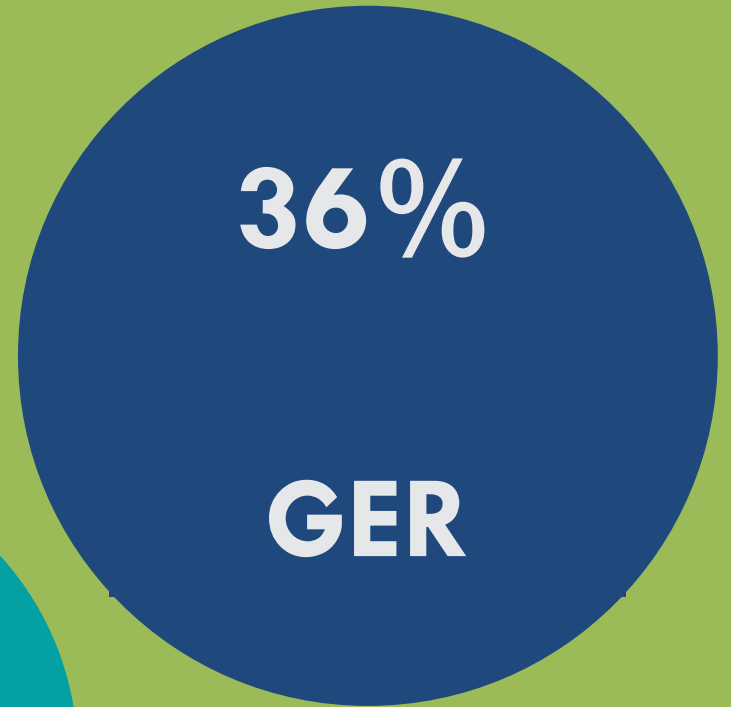
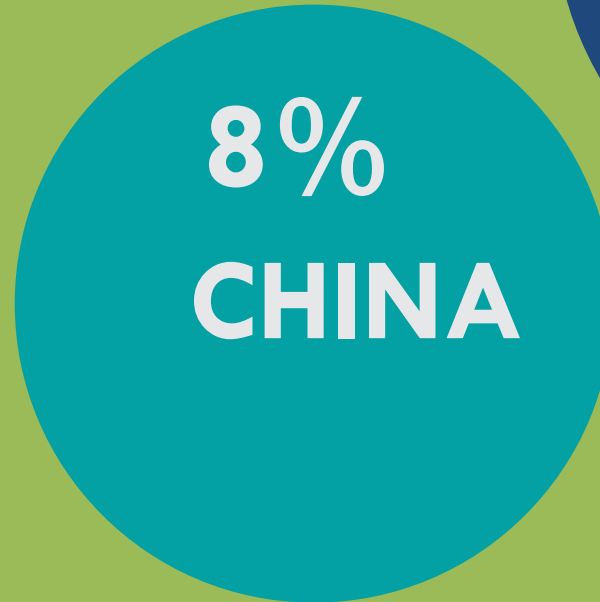
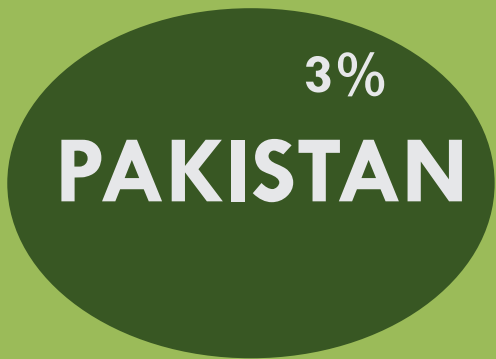
PRODUCT CODE	Current Market share	Market Potential	Competitors	Competitors share
901890*Surgical Instruments	3%	20M	Germany	
			China	
			India	
170199*Cane or beet Sugar)	2%			
300420 (Medicaments)	1%			

Product Code 901890



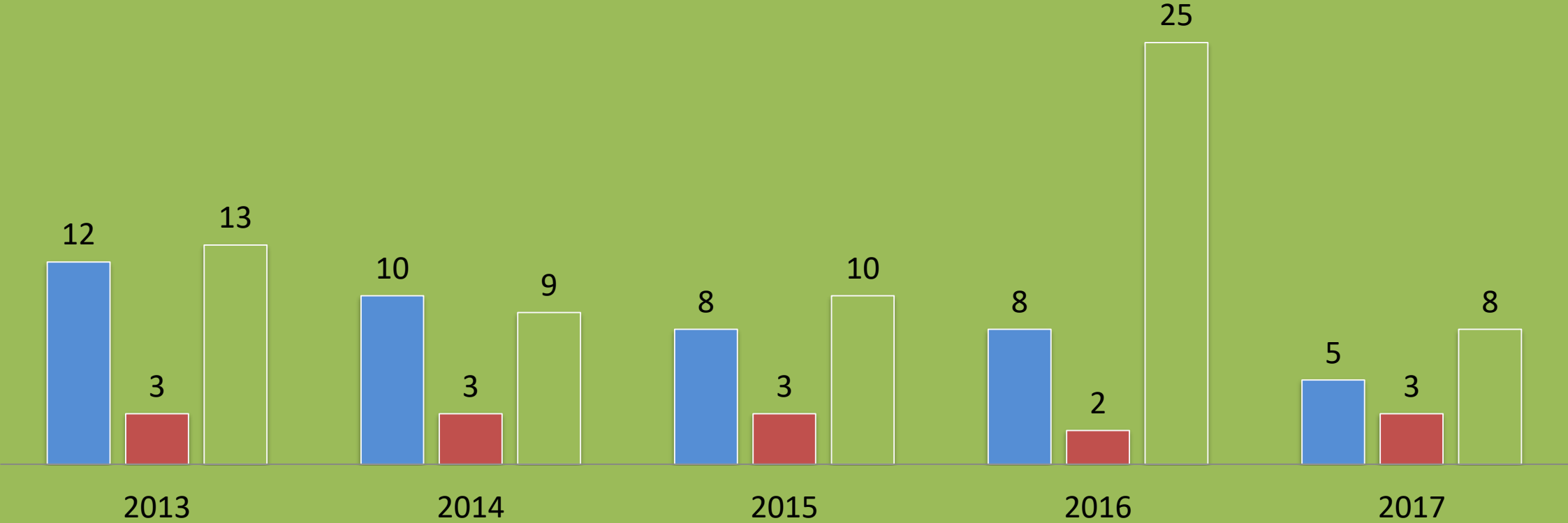
Instruments and appliances used in
medical, surgical or veterinary sciences,
n.e.s.

PRODUCT CODE 901890 (\$20 M)



Product Growth Over Past 5 Years

INDIA Pakistan CHINA



JUXTAPOSITION		
Pakistan	China	India
Unit Value USD/tonn		
21,571	6,854	11,963
Share of partner countries in world exports (%)		
0.7	1.4	0.8
Average distance between partner countries and all their importing markets (km)		
7703	8061	7622
Average tariff (estimated) applied by Tanzania (%)		
0	0	0
Ease of doing business ranking		
144	78	130
Number of non-tariff requirements applied by Tanzania		
n/a	n/a	n/a

Indian Strategy



01 Presence of Indian
Comission through out
Africa

02 Loan given to
Tanzania

03 Big market
for Tanzanian
exports

04 Heavy
Investment

05 3 Joint
Secretaries in 3
African Division

06 Initiatives
taken

China's Strategy

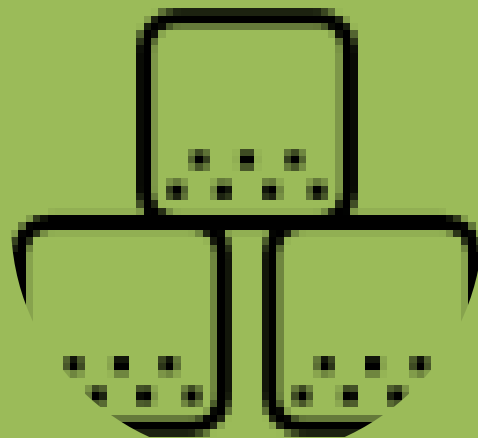


01 All weather friend

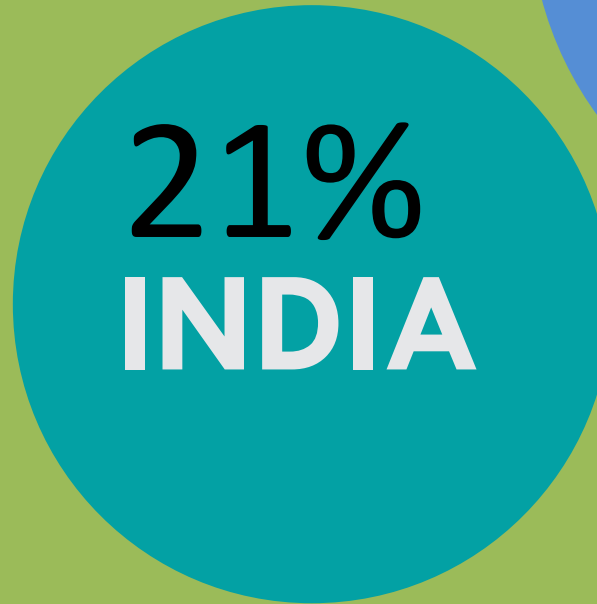
02 FOCAC

03 the Belt and
Road Initiative

Product Code 170199

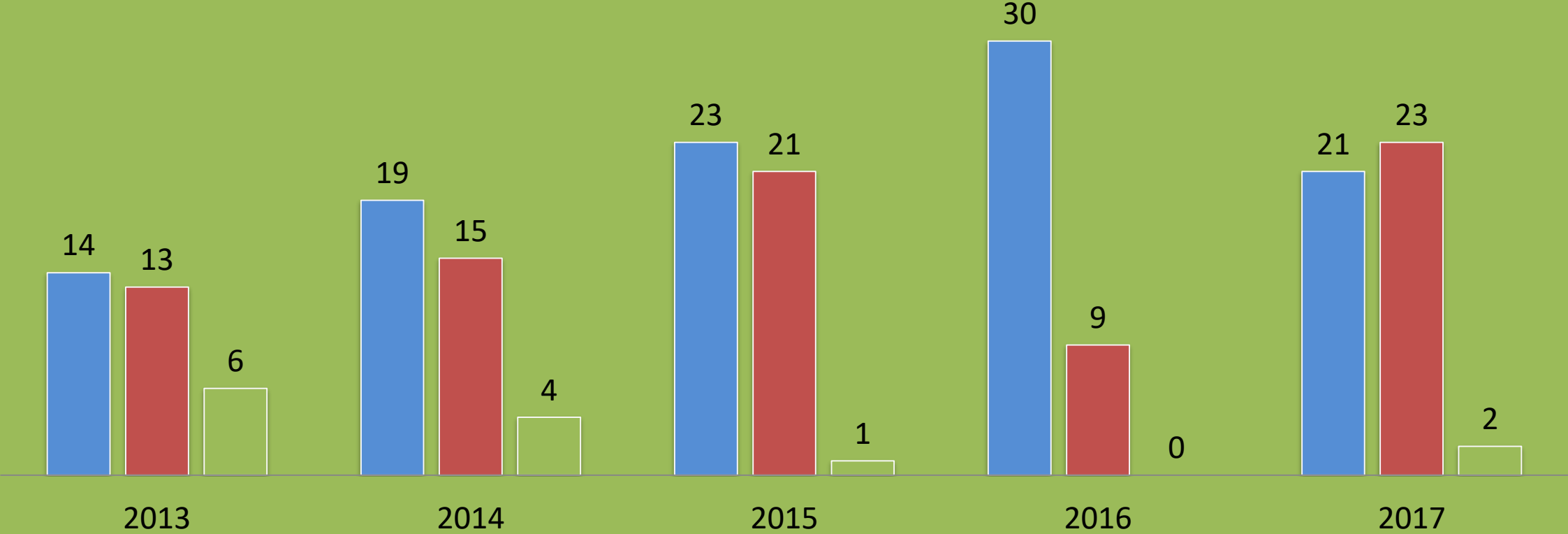


PRODUCT CODE 170199



Product Growth Over Past 5 Years

INDIA EGYPT PAKISTAN



JUXTAPOSITION		
Pakistan	India	EGYPT
Unit Value USD/tonn		
476	430	577
Share of partner countries in world exports (%)		
2.7	4.7	1.7
Average distance between partner countries and all their importing markets (km)		
1367	3046	2625
Average tariff (estimated) applied by Tanzania (%)		
60	60	60
Ease of doing business ranking		
144	130	122
Number of non-tariff requirements applied by Germany		
1	1	1

Indian Strategy



01 Scrapped 20%
Export Sugar Tax

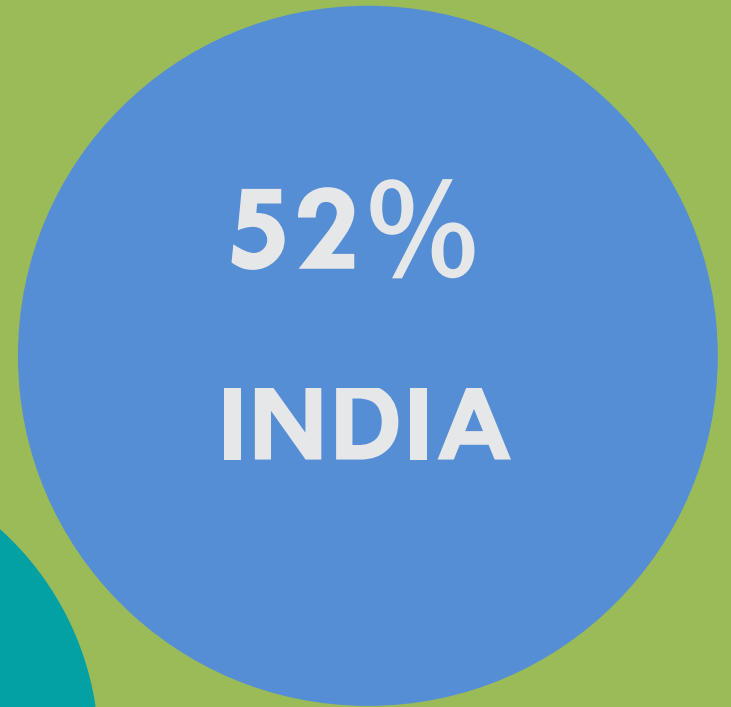
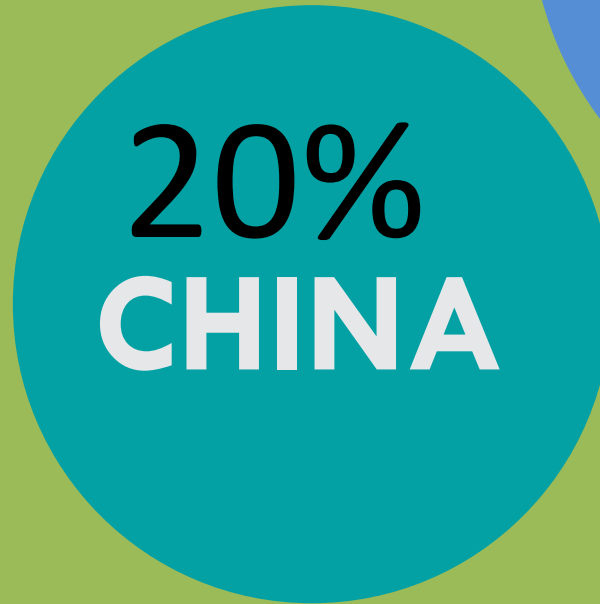
02 Compulsory for
mills to export 2-
3 M tonns

03 Export and
import
controls

Product Code 300420

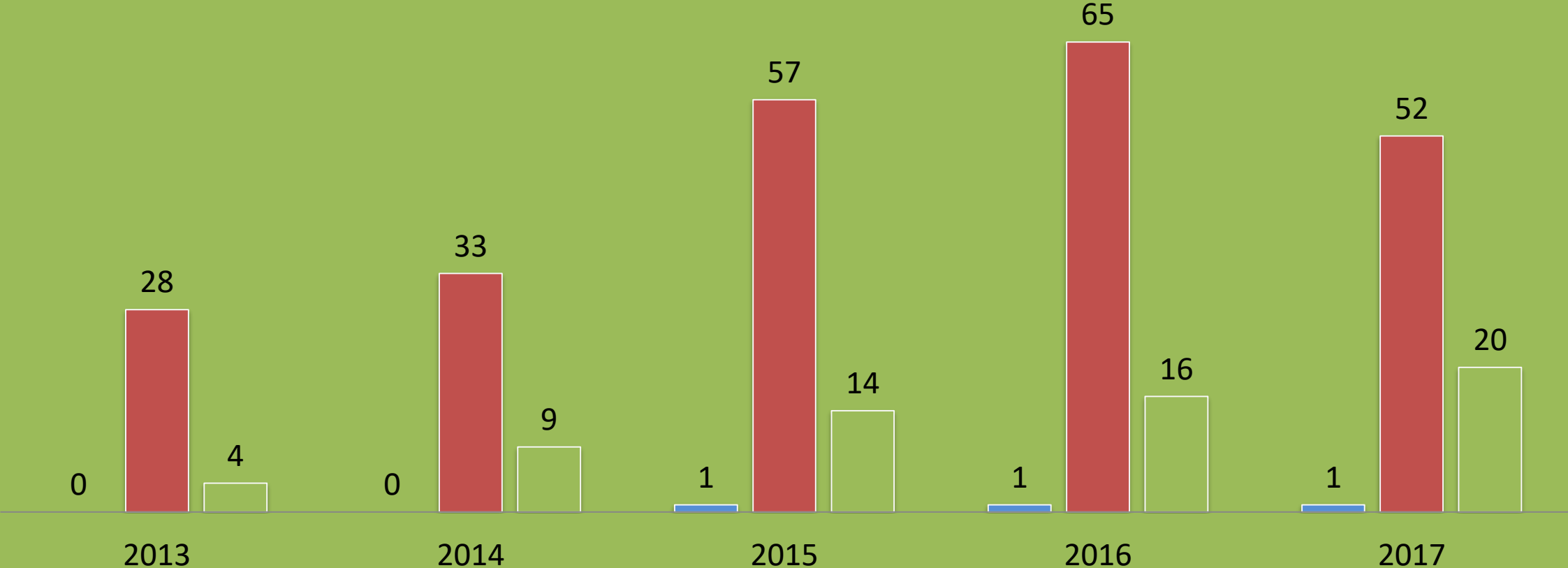


PRODUCT CODE 300420



Product Growth Over Past 5 Years

■ Pakistan ■ India ■ China



JUXTAPOSITION		
Pakistan	CHINA	INDIA
Unit Value USD/tonn		
18277	7627	22168
Share of partner countries in world exports (%)		
0.1	2.1	5
Average distance between partner countries and all their importing markets (km)		
4490	7735	8449
Average tariff (estimated) applied by Tanzania (%)		
0	0	0
Ease of doing business ranking		
144	78	130
Number of non-tariff requirements applied by Tanzania		
N/A	N/A	N/A

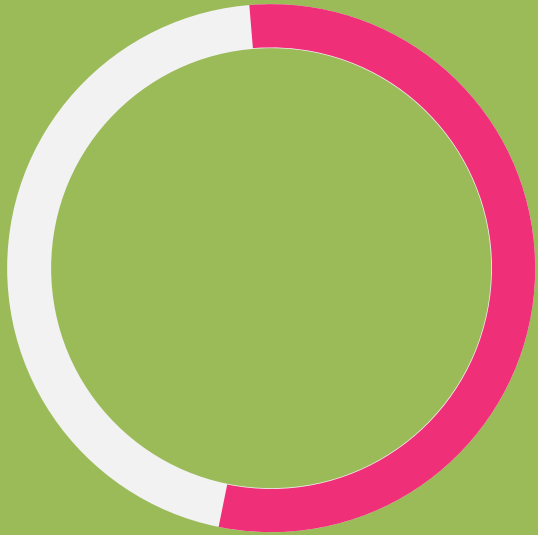
Indian Strategy



01 Indian African
Partnership on medicine-
2001

02 Set up of
Industries
within Africa

Threats



**China/India
Capture
through Aid**



**Chronic
Diseases**

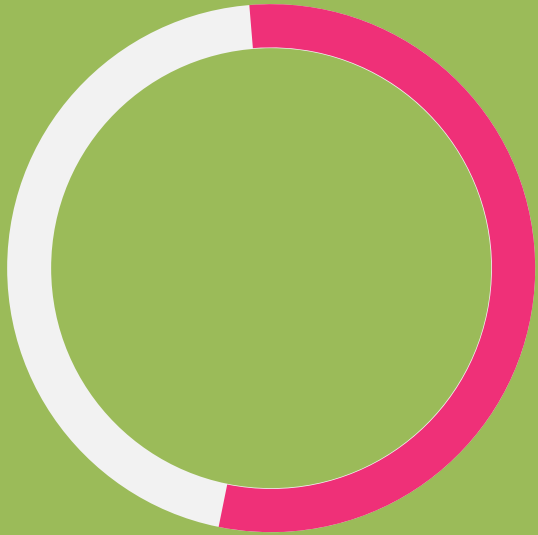


**Enviromental
Concerns**



Legislation

Opportunities



**Sugarcane
Ethanol by
Brazil**



**Regulatory
Requirements for
Medicaments for
India**

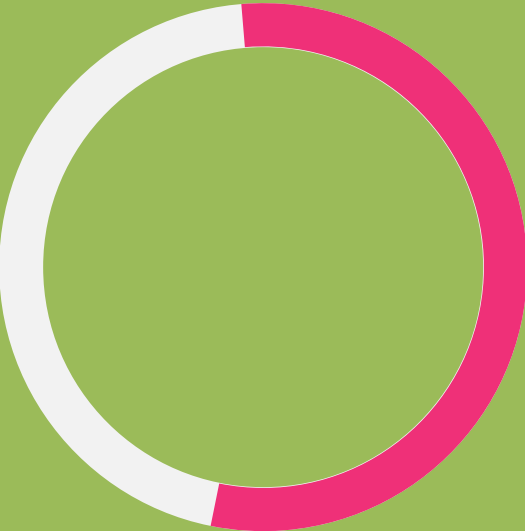


**Easy
Entry/tariff/less
Requirements to
enter in Market**



**the Dar es
Salaam port
serves 6 land
locked countries**

Strengths



**Product
capacity in
Market
demand**



**Cordial Ties
with the
Country**



Service Skills

TANZANIA TRADESHOWS

- 42nd TANZANIA INT'L TRADE FAIR
- TANZANIA FOOD PACK
- FURNITURE AND DÉCOR EXPO

Recommendations

