INFORMATION ON SELECTED AGRICULTURE VALUE CHAINS IN TANZANIA FOR POTENTIAL INVESTORS

Information on Selected **Agriculture Value Chains in Tanzania for Potential Investors**


Crops
Avocado
Sunflower
Wheat

Avocado

Development objectives	The main objective of the Government is to increase the production of avocado products from 188,711.8 tons in 2021/2022 to 315,000 tons by 2026/2027 by increasing the production area from 27,747 hectares to 46,002 hectares and enhancing productivity.
Investment Opportunities	• Invest in producing high-quality avocado seedlings to increase the yield of avocado. • Establishment of Large-Scale Farms (Block farming) for avocado production to address the supply gap. • Establishment of Infrastructures for collecting, transporting, and storing avocados. • Enhancing access to agricultural inputs. • Establishing agricultural tools facilities (mechanization hub). • Improving marketing systems and • To provide training on the development of avocado products to farmers and extension officers.
Areas to Improve Competitiveness	• The government is implementing a National Post-Harvest Management Strategy. • The establishment of a special desk for Private Sector coordination focussed on Avocados. • The establishment of a National Avocado Action Plan. • Carrying out national campaigns to increase the production of quality avocado and its consumption. • Implementation of the National Horticulture Development Strategy & Action Plan (NHDS &AP) 2021 -2031). • The Government is establishing three common-use facilities - Kilimanjaro, Iringa, and Kurasini-Dar es Salaam - cold rooms, grading, analysing, cleaning, and packing. • Establishment of Agriculture Green belt hub at Dar es Salaam port. • A favourable regulatory and business-enabling environment • Adjustments on regulations and ratification of various treaties and agreements, including the East Africa Common Market Protocol and African Continental Free Trade Area. • The government has initiated a single-window system for permit and fee processing and is transitioning to digital means for registration and communication.
Suitable areas for production	Njombe, Iringa, Songwe, Morogoro, Kagera, Mbeya, Arusha, Kilimanjaro and Tanga are the most productive regions.
Annual Supply	135,003 tons
Annual Demand	Tanzania possesses significant unexploited potential within the avocado value chain. The global avocado market was valued at USD 14.85 billion in 2022. It is projected to expand at a compound annual growth rate (CAGR) of 7.3% from 2023 to 2030 (Grandview Research, 2022).
Current Gap	There is substantial demand from the Asian, European, and American markets given quality products that are delivered efficiently. It is estimated that the global avocado market size was valued at USD 14.85 billion in 2022 and is expected to grow at a compound annual growth rate (CAGR) of 7.3% from 2023 to 2030[1]. Additionally, there is an untapped potential in African countries that do not produce avocados. These call for expanding large-scale farms in tandem with improving the productivity of smallholder production.
Import	4,721 tons (2019)[2]
Export	The export volume of avocado was 29,031 tons, costing US$ 52,255,800 in 2021/2022 (MoA Budget speech 2023/2024).
Demand Forecast:	Production of avocados is expected to be 243,005.4 tons by 2030.

Sunflower

Development objectives	The government would like to reduce or eliminate its reliance on imported vegetable oil and become self-reliant in producing cooking oil.
Investment Opportunities	• Invest in the production of high-quality sunflower seeds to increase the yield of sunflowers. • Large-scale farming of oil seeds. • Establishment of modern oil seeds processing facilities. • Establishment of refineries.
Areas to Improve Competitiveness	• VAT exemption on agricultural processing equipment includes the solvent extraction and refining equipment necessary to competitively produce sunflower oil. • Separate VAT exemption on sunflower seed cake – a by-product of oil extraction that is used for animal feed. • A further pivotal decision was at least maintaining the import tariff on palm oil – 10 per cent for crude palm oil and 25 per cent for refined palm oil. • Provision of improved sunflower seeds to farmers under a subsidy programme done by the Government of Tanzania. • Adjustments on regulations and ratification of various treaties and agreements, including the East Africa Common Market Protocol and African Continental Free Trade Area. • The government has initiated a single-window system for permit and fee processing and is transitioning to digital means for registration and communication. • A favourable regulatory and business-enabling environment
Suitable areas for production	Sunflower is grown in all regions of Tanzania Mainland, but the most productive regions are Dodoma, Singida, Manyara, Simiyu, Tabora, Rukwa, Iringa, Songwe, Mbeya, Morogoro and Ruvuma.
Annual Supply:	180,000 tons (Tanzania Investment Centre (TIC), 2023)
Annual Demand:	600,000 tons (TIC, 2023)
Current Gap	420,000 tons (TIC, 2023)
Import:	USD 83.19mil (2018 figures) (TIC, 2023)
Export	The primary driver for the Tanzania sunflower seed market is local consumption. In 2019, Tanzania contributed to less than 1% of the global sunflower seed exports (selinawamucii.com). The country ranks 75th in terms of sunflower seed exports worldwide.[3]
Demand forecast	700,000 tons (by 2030) (MoA data)
Import bill	About US$270 Million (more than 450 billion shillings a year) (MoA data)

Wheat

Development Objectives	The government is committed to increasing domestic production to meet food consumption requirements, reduce or eliminate its reliance on imported wheat, and become self-reliant in producing wheat seeds. It is also committed to increasing production of this crop because the crop has the potential to drive the growth of agro-processing, increase income for farmers and create employment opportunities for youth and women across the value chain. The cultivation forecast for 2025 400,000 hectares (USDA, 2023)
Investment Opportunities	• Wheat production by small-scale farmers • Invest in researching high-quality wheat seeds that have drought resistance and gluten protein • Increase wheat seed multiplication • Establishment of large-scale farms • Support smallholders to grow wheat productively
Areas to Improve Competitiveness	• The GoT has made land available for use by interested wheat farmers. • The GoT has earmarked 400,000 hectares of land for wheat cultivation by interested wheat farmers (Anyango, 2022). • The government has ordered investors holding state wheat farms to resume farming on a large scale or forfeit the plantations. • The GoT has allocated more than $66 million to the Tanzania Agricultural Research Institute to develop improved wheat varieties and boost domestic seed production4 • Provision of improved wheat seeds to farmers under a subsidy program done by the GoT. • Wheat imports are controlled by the GoT, which sets an import quota through the issuance of import permits. Under this system, the GoT estimates the total demand for wheat and issues import permits until this demand is met, restricting additional imports • In 2021, the government reached a consensus with large-scale wheat millers to improve the commercial crop, agreeing to set a minimum price of US$ 0.34 per kilogram of raw wheat. The agreement also requires millers and other processors to outsource the same volume of wheat from local producers instead of importing. In 2021, the government announced that large-scale millers and other businesses that source wheat in large amounts, including the Tanzania Breweries Limited (TBL) and the Serengeti Breweries Limited (SBL), will now buy wheat from local producers5. • Adjustments on regulations and ratification of various treaties and agreements, including the East Africa Common Market Protocol and African Continental Free Trade Area. • The government has initiated a single-window system for permit and fee processing and is transitioning to digital means for registration and communication.
Suitable Areas for Production	More than 90 percent of Tanzania's wheat production comes from the Northern and Southern Highlands regions. The most productive regions are Arusha, Kilimanjaro, Manyara, Mbeya, Songwe, Rukwa, Njombe and Katavi.
Annual Supply	Production of wheat was 100,000 tons in 2021/2022[6]

Annual Demand	Annual demand (domestic and industrial) is about 1,000,000 tons; the country produces 10 percent of the needs. Wheat consumption in Tanzania is ranked fourth after maize, cassava, and rice. A shift towards wheat consumption has been observed in urban and peri-urban areas, with urban areas accounting for 80 percent of Tanzania's wheat consumption. According to the World Bank, Tanzania's per-capita income has increased 50 percent since 2010, reaching almost $1,100 in 2021[7]. Rising incomes have also increased demand for wheat products as consumers shift from corn-based staples to new products utilizing wheat as a primary ingredient.
Current Gap	900,000 tons.
Import	1,230,000 tons in 2021/2022. Ukraine and Russia are important exporters to Tanzania, particularly Russia, which regularly supplies more than half of Tanzania's wheat supply
Export	1,000 tons (2021). Tanzania is not a significant exporter of wheat (HAPA, 2022)
Demand Forecast	1,000,000 tons by 2025/2026 (MoA Budget speech 2023/2024).
Import bill	Tanzania aims to close the deficit of over 90% (Dakar2 Tanzania Compact, 2023)

Livestock

Beef

Development objectives	To increase commercially oriented production of quality meat for the domestic and external markets.
Investment Opportunities	• Establishment of private ranches for commercial production of cattle and shoats (goat & sheep) • Investing via the National Ranching Company (NARCO) through sub-leasing for commercial production of livestock under the ranching system • Investment in feed looting schemes for cattle to meet the high demand of niche markets for quality beef. • Investing in commercial production of goats and sheep to meet high demand for export. • Investment in modern abattoirs for slaughtering and meat processing. • Investing in commercial production of hay, compounded animal feeds and vaccines.
Areas to Improve Competitiveness	The government has created a more conducive environment for investment in commercial meat production and processing. These include: • Provision of incentives and relieving levies for start-up investment in the livestock sector (Tanzania Investment Centre) • Presence of designated special economic zones for the meat industry, offering investors preferential trade treatments. • No import duty is charged for importing improved breeding bulls, machinery, and equipment in livestock. • The presence of one border post in different parts of the country facilitates and smoothens the application and processing of trade permits related to meat and livestock. • The natural advantage of different agro ecological zones is that they favour the diversity and richness of livestock populations. • Tanzania, with its geography linking eastern and southern Africa and interior nations to the coast, is well-placed to be a major player in regional livestock market investments. • Trade in meat has increased significantly, with more countries seeking to close their supply gap through imports. • Adjustments on regulations and ratification of various treaties and agreements, including the East Africa Common Market Protocol and African Continental Free Trade Area. • The government has initiated a single-window system for permit and fee processing and is transitioning to digital means for registration and communication. • A favourable regulatory and business-enabling environment

Suitable areas for production	Central corridor, coast, and lake zone
Annual Supply	Combined annual supply is 803,264.3 tons (**Beef**: 544,983.8, **Goat & Sheep**: 113,781.8, **Chicken meat;** 96,915.6 and **Pork** 47,583.1) (MLF data)
Annual Demand	**Local:** 3.09 million tons (based on per capita consumption) **Global:** In the two-decade period to 2018, global annual meat consumption increased by 58 percent, reaching 360 million tons p owing to population growth and growth in per capita consumption[8].
Current Gap	2.28 million tons
Import	423 tons (**Beef**: 330.8, **Sheep**: 7.4, **Pork:** 85.6(MLF data)
Export	In 2021/22, 1,591 tonnes of beef were exported with a value of USD 7.77 million (AU, 2023)
Demand forecast	The local production-consumption gap by 2030 is estimated to be 3.7 million tons (1.7 for red meat and 2 million Tons for chicken and pork) (MLF data).
Import bill	USD 1,988,398 per year (MLF data)

Dairy

Development objectives	To commercialize the dairy industry for increased milk production aimed at reaching the domestic and foreign market needs.
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Investment Opportunities	• Establish dairy farms • Investment in animal feed production, including pasture cultivation on irrigated lands. • Investment in facilities for processing dairy products and ingredients
Areas to Improve Competitiveness	• Tax exemption on some dairy equipment and facilities. • Adjustments on regulations and ratification of various treaties and agreements, including the East Africa Common Market Protocol and African Continental Free Trade Area. • The government has initiated a single-window system for permit and fee processing and is transitioning to digital means for registration and communication. • A favourable regulatory and business-enabling environment
Suitable areas for production	The areas include the Southern and Northern Highlands, Northwest Tanzania (specifically the Kagera Region), parts of the Lake Zone (such as the Mara Region), sections of the Coastal areas (including the Coast and Dar es Salaam Regions), and certain districts in Eastern Tanzania, namely Kilombero, Ulanga, and Kilosa, all of which are in the Morogoro Region.
Annual Supply	75.57 million litres (AU, 2023)
Annual Demand	The annual demand for milk is 318.17 million litres. The government aims to reduce milk imports by doubling the current domestic supply from 75.57 million litres to 150 million litres per year (Dakar2 Tanzania Compact, 2023).
Current Gap:	242.60 million litres per year (African Union, 2023)
Import	USD 6.1 million (Dakar 2 Tanzania Compact)
Export	212,382 litres in 2023 (Ministry of Livestock and Fisheries data)
Demand forecast	Tanzania's formal dairy market is small (only 5% sold packaged, compared to 40% in Kenya). The country's milk consumption is 50 litres per year per person, compared to 90 litres in Kenya. The market needs to be developed[9]. In 2021, the global dairy market had a value of 893 billion U.S. dollars and is expected to reach approximately 1243 billion U.S. dollars by 2028[10].
Import bill	20 billion TZS

Poultry

Development Objectives	The Government seeks to enhance poultry production and productivity by 2030[11] to be able to produce 553 million chickens (80% exotic) and 27.35 billion eggs per annum by 2050.
Investment Opportunities	• Cold chain logistics infrastructure. • Poultry production. • Processing facilities and value addition of poultry and poultry products. • Marketing systems. • Improved supply of poultry equipment and technologies, • Commercial production of chicken feeds (including yellow maize and soya beans). • Establishment of breeder farms and commercial large-scale hatcheries. • Branding of poultry products. • Establishment of plants for manufacturing poultry equipment (feeder, drinker, cages, trays, and heating appliances).
Areas to Improve Competitiveness	• Enhanced incentives to the private sector • Promotion of local and export poultry products trade • Coordinawivestock. • The natural advantage of having different agro ecological zones favours diverse and rich livestock populations. • The country's geography linking east and southern Africa and interior nations to the coast is well placed to be a major player in regional livestock market investments. • Trade in meat has increased significantly, with more countries seeking to close their supply gap through imports. • Adjustments on regulations and ratification of various treaties and agreements, including the East Africa Common Market Protocol and African Continental Free Trade Area. • The government has initiated a single-window system for permit and fee processing and is transitioning to digital means for registration and communication.
Suitable Areas for Production	Across the country, especially in the central corridor, the eastern zone, and the lake zone.
Annual Supply	Chickens stands at 83,280,000 in 2020/2021. Annual egg production stood at 4.05 billion eggs in 2020/2021. 80,601.3 MT of poultry meat in 2019/2020[12].
Annual Demand	The demand for poultry products demand is driven by population growth and increasing per capita consumption of eggs and poultry meat.
Current Gap	258,000 tons (2022)[1]
Import	750,000 Kg in 2019 and valued at TZS6,450,000 (about € 2.58 mil); Eggs - 42,522 Kg in 2017
Export	Chicken - over 850,000 Kg in 2019 (TZS 1,390,891,645 or about € 556,000 in value),
Demand Forecast	The projected demand is 553 million chickens (80% exotic) and 27.35 billion eggs by 2050.

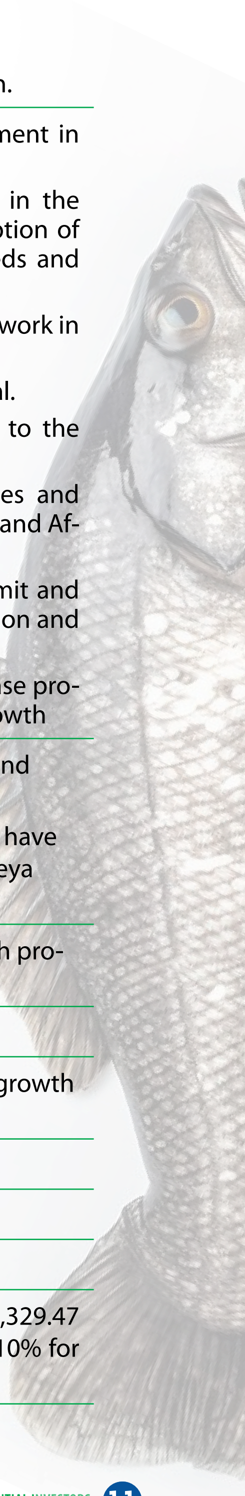
1. Ministry of Livestock and Fisheries Brief No. 4: Livestock & Fisheries Commodity Value Chain Briefs page 7 down-loaded from https://www.mifugouvuvi.go.tz/uploads/publications/sw1595939197-POULTRY%20POLICY%20BRIEF_BRANDED%20%2013.06.2019-4.pdf

Fisheries

- Tilapia Capture Fishing and Farming
- Mudcrab
- Sea Cucumber Farming
- Sardines

Tilapia Capture Fishing and Farming

Development Objectives	To foster economic growth, food security, and quality employment in Tanzania, the objective is to expand and enhance tilapia capture fishing and farming for both local consumption and export, thereby reducing reliance on imported food products.
Investment Opportunities	• Commercial tilapia cage and aquaculture farms meet the high demand for fish in local, regional, and global markets. • Fabrication and maintenance of fish cages and their accessories. • Production of fish fingerlings and fish feeds. • Manufacturing, installation, and maintenance of cold chain facilities • Adding value by sorting, packaging and processing of fish. • Invest in producing and supplying farming inputs such as Fish feeds and fingerlings • Invest in fish storage facilities, e.g. old room • Invest in refrigerated vehicles for fishery products transportation.
Areas to Improve Competitiveness	The government has created a conducive environment for investment in commercial cage farming. These include: • Provisional of fiscal and non-fiscal incentives for investment in the fisheries sector (Tanzania Investment Centre), including exemption of VAT and/or import duty for most aquaculture inputs, e.g., feeds and equipment • Free market economy as well as enabling policy and legal framework in support of private sector development. • Most favourable conditions for tilapia and fish farming in general. • Good connectivity to local, regional and global markets due to the presence of flight, railroad and road network linkage • Adjustments on regulations and ratification of various treaties and agreements, including the East Africa Common Market Protocol and African Continental Free Trade Area. • The government has initiated a single-window system for permit and fee processing and is transitioning to digital means for registration and communication. The Tanzanian government has thus taken important steps to increase production as well as limit imports to support domestic aquaculture growth
Suitable Areas for Production	*Capture fishing and cage farming:* Lakes Victoria, Tanganyika, Nyasa, and other similar water bodies *Aquaculture:* most regions of the country. There are four regions that have more than 1 000 fish ponds each: Ruvuma (4 942), Iringa (3 137), Mbeya (1 176) and Kilimanjaro (1 660).[13]
Annual Supply	Cage fish farming produces about 4,000 MT out of 29,106.6 MT of fish production from aquaculture in 2022/23
Annual Targeted Production	50,000 MT from aquaculture by 2025/2026
Annual Demand	350,000 Mt. The demand for fish is rising steadily due to population growth and rising incomes.
Current Gap	331,918.4 Mt
Import	Nil
Export	USD 83.6 million in Fish Fillets (2021)[14]
Demand Forecast	The production-consumption gap by 2030 is estimated to be 914,329.47 MT based on per capita consumption of 10.5 kg and an additional 10% for export



Mudcrab

Development Objectives	To develop the small-scale cultivation of mud crabs (Scylla serrata) as a low-investment option for supplying coastal people in the country with incomes.
Investment Opportunities	• Investing in commercial production of mud crabs to meet high export demand. • Investing in crab seeds production for domestic and export demand. • Investing in the production of local feed sources.
Areas to Improve Competitiveness	The government has created a more conducive environment for investment in commercial crab farming and, fattening and processing. These include: • Provision of fiscal and non-fiscal incentives for investment in the fisheries sector (Tanzania Investment Centre) • Tanzania has a free market economy with policies and enabling legal frameworks that pave the way for private sector growth and development. • The natural advantage of different agro ecological zones favours diverse and abundant crab production. • With its flight, railroad and road networks linking its coast to the rest of the world, Tanzania is well-placed to be a significant player in the regional crab market. • Trade in crabs has increased significantly in recent years, with more countries seeking importation of seaweed from Tanzania. • Adjustments on regulations and ratification of various treaties and agreements, including the East Africa Common Market Protocol and African Continental Free Trade Area. • The government has initiated a single-window system for permit and fee processing and is transitioning to digital means for registration and communication. • A favourable regulatory and business-enabling environment
Suitable Areas for Production	The 1,424 km long Indian Ocean coast (Tanga, Lindi, Coast, Dar es Salaam and Mtwara Regions)
Annual Supply	600 kilograms of mud crabs in 2023
Annual Demand	Estimated 5 tons in 2025
Current Gap	Estimated 4.4 tons in 2023
Imports	Nil
Exports	600 kilograms in 2023
Demand Forecast	Production-consumption gap of 10 tons of crabs in 2030

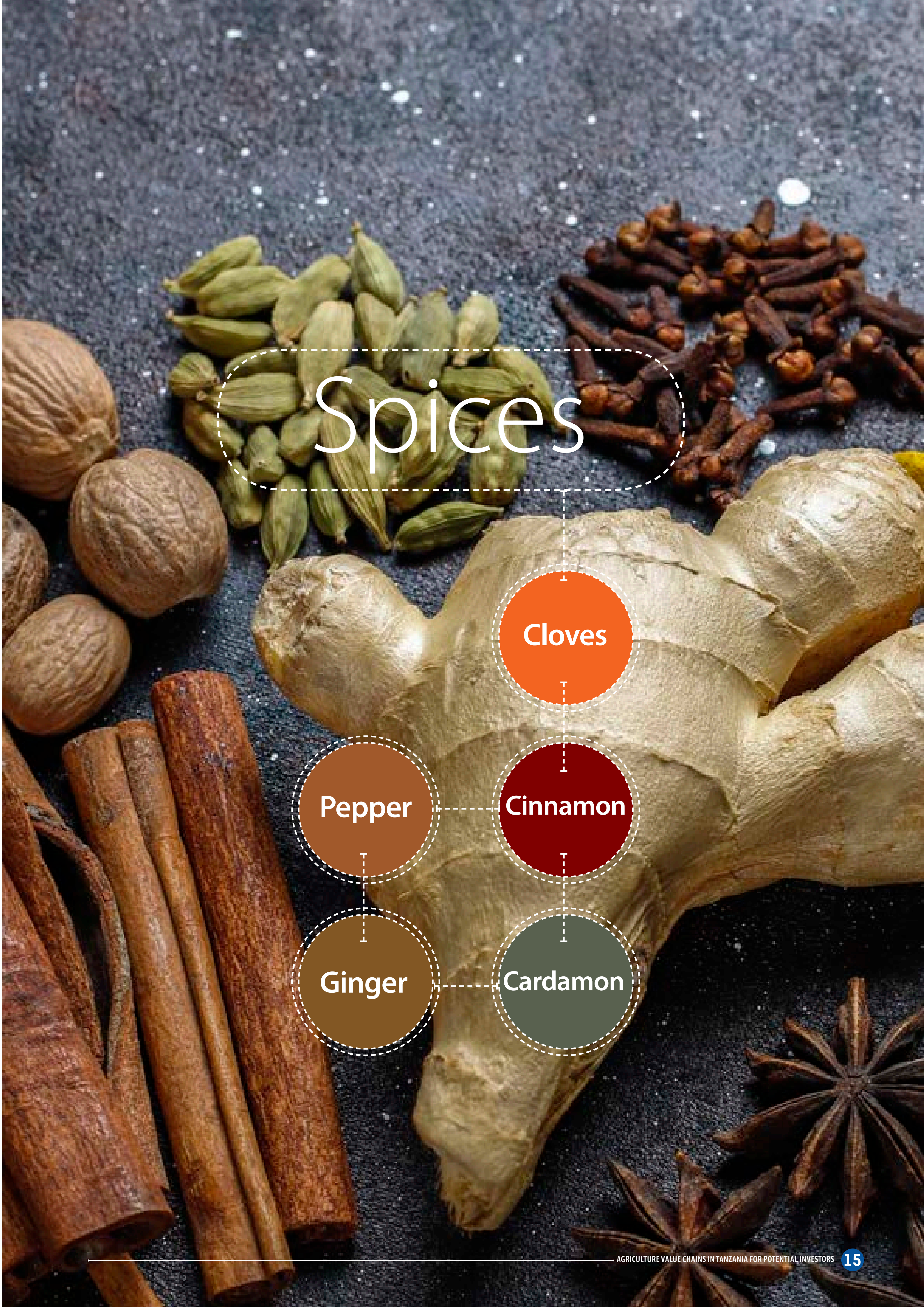
Sea Cucumber Farming

Development Objectives	To establish/develop/promote a sustainable, environmentally responsible, and economically viable sea cucumber industry that enhances local livelihoods while conserving marine ecosystems.
Investment Opportunities	• Commercial sustainable production of sea cucumber to meet high export demand. • Sea cucumber seeds production for domestic and export demand.
Areas to Improve Competitiveness	The government has created a more conducive environment for investment in commercial sea cucumber farming and processing. These include: • Provision of fiscal and non-fiscal incentives for investment in the fisheries sector (through the Tanzania Investment Centre) • Tanzania has a free-market economy and has policies and enabling legal frameworks that facilitate private sector growth and development. • Adjustments on regulations and ratification of various treaties and agreements, including the East Africa Common Market Protocol and African Continental Free Trade Area. • The government has initiated a single-window system for permit and fee processing and is transitioning to digital means for registration and communication. • The natural advantage of different agroecological zones favours diverse and abundant sea cucumber production. • With its flight, railroad and road networks linking its coast to the rest of the world, Tanzania is well-placed to be a significant player in the regional sea cucumber market. • Trade in sea cucumber has increased significantly in recent years, with more countries seeking importation from Tanzania. • A favourable regulatory and business-enabling environment
Suitable Areas for Production	The 1,424 km long Indian Ocean coast (Tanga, Lindi, Coast, Dar es Salaam and Mtwara Regions)
Annual Supply	860 kilograms of sea cucumber in 2023
Annual Demand	Estimated 2 tons by 2025
Current Gap	Estimated 1.14 tons
Import	Nil
Export	860 kilograms of sea cucumber exported to external market.
Demand Forecast	Production-consumption gap of 5 tons of sea cucumber in 2030

Sardines

Development Objectives	To develop a sustainable commercial sardine industry that leverages modern technologies and practices underlined by robust local and international market linkages, all while ensuring ecological conservation.
Investment Opportunities	• Manufacturing of fishing boats, gears, and accessories • Construction of sardine processing and storage facilities • Construction, installation, and maintenance of cold chain system • Manufacturing and distribution of packaging materials • Production of speciality and value-added products for internal, regional, and international markets
Areas to Improve Competitiveness	The government has created a conducive environment for investment in sardines production and processing: • Provision of incentives and relieving levies for start-up investment in the fisheries sector (Tanzania Investment Centre) • No import duty is charged for importing fishing inputs such as gears, boats, processing machinery and packaging materials. • The presence of one-stop border posts in different parts of the country to facilitate and smoothen the application and processing of trade permits related to fish and fishery products. • Adjustments on regulations and ratification of various treaties and agreements, including the East Africa Common Market Protocol and African Continental Free Trade Area. • The government has initiated a single-window system for permit and fee processing and is transitioning to digital means for registration and communication. • The presence of supportive infrastructure, such as international airports and ports close to major water bodies where sardines are fished and processed. • Tanzania has a geography linking eastern and southern Africa and interior nations to the coast. This places the country as a significant player in regional fisheries market investments. • A favourable regulatory and business-enabling environment
Suitable Areas for Production	Lake Victoria, Lake Tanganyika, Lake Nyasa, and Coast (marine waters)
Annual Supply	Total annual production 187,120 tonnes
Annual Demand	300,000 tonnes (based on per capita consumption)
Current Gap	112,000 tonnes
Import	Nil
Export	7,149.06 tonnes
Demand Forecast	The production-consumption gap by 2030 is estimated to be 380,000 tonnes

Spices



Cloves

Development Objectives	The Government of Zanzibar aims to boost the commercial production of cloves. Given the historical significance of clove production, which has sustained the islands' economy for decades, and its continued relevance as a major export product, it is imperative for the government to prioritize and nurture this sector for future growth and sustainability.
Investment Opportunities	• Commercial production/farming of cloves • Improvement of the productivity of smallholder clove farming • Commercial processing of clove products • Proactive marketing systems
Areas to Improve Competitiveness	• The government intends to establish modern clove-buying centres, provide interest-free loans to clove farmers, provide subsidized seedlings, provide training to the farmers, and rehabilitate road infrastructure in clove-producing areas. • Adjustments on regulations and ratification of various treaties and agreements, including the East Africa Common Market Protocol and African Continental Free Trade Area. • The government has initiated a single-window system for permit and fee processing and is transitioning to digital means for registration and communication. • A favourable regulatory and business-enabling environment
Suitable Areas for Production	Zanzibar and Pemba islands.
Annual Supply	8,581.54 tonnes in 2021[15].
Annual Demand	Global demand was USD 4.1 billion in 2022 and is estimated to grow about USD 6.7 billion by 2030, at a CAGR of approximately 3.7% between 2023 and 2030[16].
Current Gap	
Import:	USD 15.8 Mil (2021 Data)
Export	USD 93.2Mil (2021 Data)[17] During the implementation of the Zanzibar 10-year clove development strategy, the exportation was on the average of 2,932.21 tonnes[18]

Pepper

Development Objectives	To increase the value, productivity, and commercial production of spices, including pepper (URT, 2021)
Investment Opportunities	• Large-scale cultivation of pepper • Enhancing yields in small-scale pepper farming • Industrial processing of pepper-derived products • Active marketing systems for spices, including pepper
Areas to Improve Competitiveness	• Adjustments on regulations and ratification of various treaties and agreements, including the East Africa Common Market Protocol and African Continental Free Trade Area. • The government has initiated a single-window system for permit and fee processing and is transitioning to digital means for registration and communication. • Provision of spices purchasing hubs, offering no-interest loans to pepper cultivators, providing education/extension to the farmers, and restoring road networks in production areas. • A favourable regulatory and business-enabling environment
Suitable areas for production	In the Tanzanian mainland, pepper is cultivated in Tanga, Morogoro, and Mbeya. Offshore cultivation can be found on the Unguja and Pemba Islands of Zanzibar.
Annual Supply	In 2019, Tanzania produced 738,045 tons of pepper, with a forecasted average adjustment of 3.36%. The country dedicated approximately 116,478 hectares for pepper farming in the same year[19].
Annual Demand	Global annual pepper demand was USD 4.5 billion in 2021, projected to be USD 5.3 billion in 2028, growing at a compound annual Growth Rate (CAGR) of 2.5% over the period[20].
Current Gap	
Import	11.884 tons[21]
Export	138.8 tons (2012 = USD 706,410.8[22], 185 tons in 2021[23]
Import bill	USD 2,190[24]

Ginger

Development Objectives	To increase the value, productivity and commercial production of spices, including ginger (URT, 2021)
Investment Opportunities	• Large-scale cultivation of ginger • Enhancing yields in small-scale ginger farming • Industrial processing of ginger-derived products • Active marketing systems for spices, including ginger
Areas to Improve Competitiveness	• Adjustments on regulations and ratification of various treaties and agreements, including the East Africa Common Market Protocol and African Continental Free Trade Area. • The government has initiated a single-window system for permit and fee processing and is transitioning to digital means for registration and communication. • Provision of spices purchasing hubs, offering no-interest loans to pepper cultivators, providing education/extension to the farmers, and restoring road networks in production areas. • A favourable regulatory and business-enabling environment
Suitable Areas for Production	Kilimanjaro, Kigoma, Ruvuma, Morogoro, Kagera and Mbeya
Annual Supply	429.41 tons in 2021, growing at 16% per year[25]
Annual Demand	Global market USD 7.25 billion (2022), growing at 3.15% (2023 to 2029) to USD 9.01 billion[26].
Current Gap	Significant considering local and global demand.
Import	-
Export	USD 317,790 and quantity 404.41 tons (2021 Data)[27].

Cinnamon

Development objectives	To increase the value, productivity and commercial production of spices, including cinnamon (URT, 2021)
Investment Opportunities	• Expanding commercial cardamom production. • Organising and linking with smallholder farmers to improve production, productivity, and quality. • Promoting organic spice farming • Industrial processing of cinnamon-derived products
Areas to Improve Competitiveness	• Organising farmers • Provision of improved inputs and extension services • Introducing ISO 22000 certification. • Capacitating the Tanzanian Spices Association (TASPA). • Adjustments on regulations and ratification of various treaties and agreements, including the East Africa Common Market Protocol and African Continental Free Trade Area. • The government has initiated a single-window system for permit and fee processing and is transitioning to digital means for registration and communication. • A favourable regulatory and business-enabling environment
Suitable Areas for Production	Tanga Region (Muheza and Lushoto districts), Morogoro Region, Mbeya Region, and Zanzibar Islands.
Annual Supply	150 tons[28]
Annual Demand	Global demand: USD 795.7 million (2023), projected to be USD 1,148.6 million (2033), CAGR = 3.7%[29]
Current Gap:	Significant considering local and global demand.
Export	6.2 Tons (2012)
Import bill	146 tons (2019)[30]

Cardamon

Development objectives	To increase the value, productivity, and commercial production of spices, including cardamom (URT, 2021).
Investment Opportunities	• Expand commercial cardamom production. • Organising and linking with cardamom smallholder farmers to improve production, productivity, and quality. • Promoting organic spice farming • Industrial processing of cardamom-derived products
Areas to Improve Competitiveness	• The institutionalization of a national program to develop the spices sector • Support farmers to practice GAPs • Organising farmers better • Provision of improved inputs and extension services • Introducing ISO 22000 certification and branding. • Capacitating the Tanzanian Spices Association (TASPA) to better promote the cardamom value chain. • Adjustments on regulations and ratification of various treaties and agreements, including the East Africa Common Market Protocol and African Continental Free Trade Area. • The government has initiated a single-window system for permit and fee processing and is transitioning to digital means for registration and communication. • A favourable regulatory and business-enabling environment
Suitable areas for production	Zanzibar, Tanga, Morogoro and Mbeya
Annual Supply	Costly, valuable, and uncommon, cardamom is dubbed the "Queen of Spices." Its production is limited to a few countries, which include Tanzania, whose production was 5,000 metric tons[31].
Annual Demand	The global cardamom market is expected to reach USD 51,336.68 million by 2029, with a CAGR of 4% between 2023 and 2029[32].
Current Gap	This is significant considering global demand.
Import	2,340 tons (2021)[33]
Export	114.9 tons (2019)[34]

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