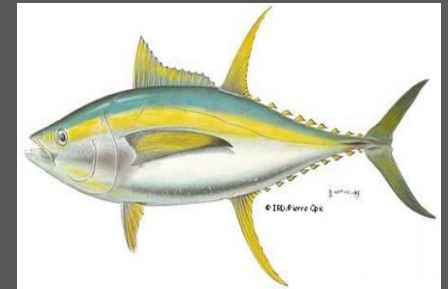




# Fish Trade : Challenges in Tanzania



World Sea Food Congress  
Reykjavik



Upendo Hamidu  
Fisheries Development Division

10/09/2017

Development towards future supply of sustainable seafood

# Presentation Outline

1. Introduction –Overview of Tanzania Fisheries Sector
2. Overview of Tanzanian Fish trade
3. Challenges in fish trade
  - ➔ Fish market access
  - ➔ Food safety and quality,
  - ➔ Inspection and food control,
  - ➔ Certification,
  - ➔ Traceability

# Introduction-Overview of Fisheries Sector

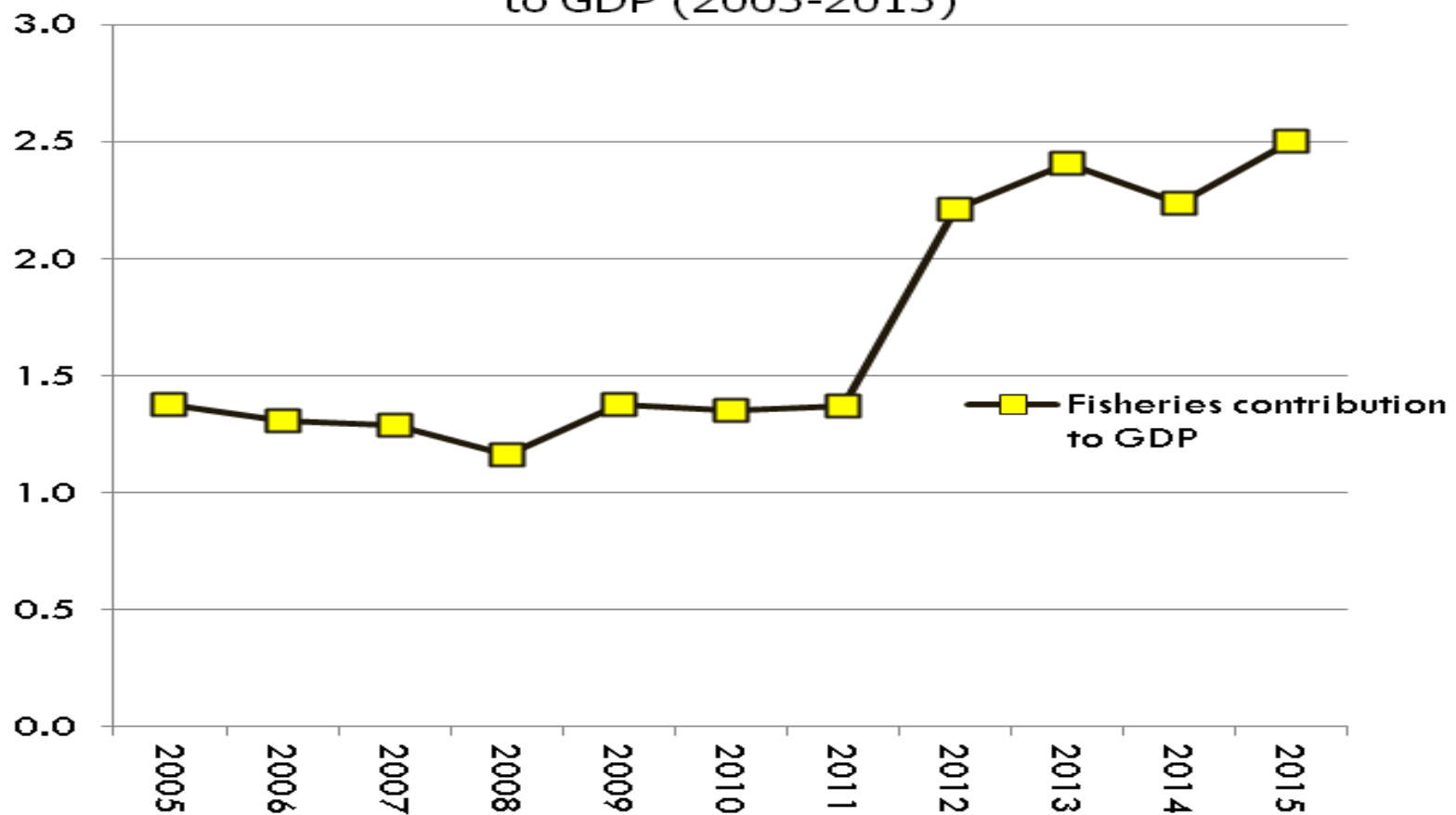


- Contributes **2.5 %** to the national GDP (2015)
- Food and Nutrition Security **30%** of animal protein (2015)
- Per capita consumption **7.6 kg (2015)**
- Source of Employment, Income and livelihoods - Over **300,000** directly and **8 million** people indirectly (2015)

# Overview of Tanzanian Fish Trade

- Fish is the most valuable food product traded in the country
- Major source of domestic earnings, employment, food supply and foreign exchange revenue hence contribute to nation economic growth
- Currently Tanzania fish trade stands at about 11.3% of the total catch traded to regional and international markets.

Trend of Percentages contribution of Fisheries Sector to GDP (2005-2015)

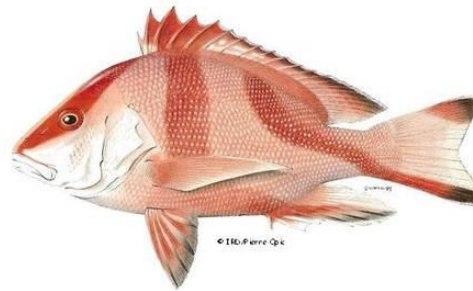
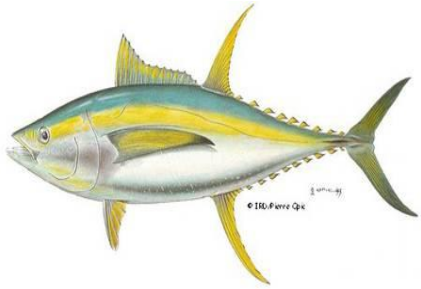


# Overview of Tanzanian Fish Trade

- Tanzania is both an importer and exporter of fish and fishery products
- Export fish products such as frozen Nile perch fillets, fish maws, octopus, prawns, crabs and fish skins to the international markets
- Regional markets - salted and smoked Nile perch, sun dried dagaa and others smoked
- Imports comprises of low value small pelagic fish which accounts to 78 % of total fish imports.

# Overview of Tanzanian Fish Trade

- In 2015, Tanzania generated a surplus fish trade balance in terms of volume and value amounting to 24,316 metric tons valued at US\$ 243,948 million.
- Similarly, in the same year the Government collected taxes and levies amounting to about TZS 20,344 Millions
- The main International market for exports are European Union (EU) 58.8 % , 9% Middle East, 2.8% to Asia and 0.5% to America .
- Exports to the regional markets in Africa amounted to about 29% of total exports in 2015.





# Fish Trade

## Economy/Employment

- 10% by value of national exports
- Fish trade source of Income
- Contributes to National GDP
- Foreign exchange earnings
- Employment

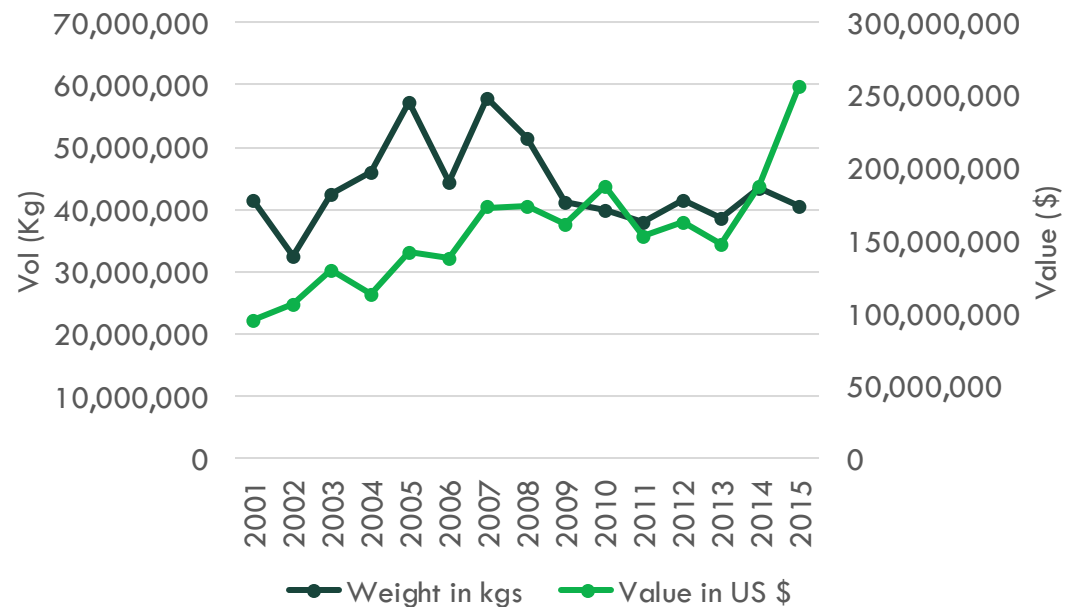


❑ Exports 13% – 18% of total landings

❑ Fresh/Frozen Nile perch fillets, fish maws, octopus, prawns, crabs and fish skins to EU, Middle East & Asia markets

❑ Sun dried/salted Dagaa, smoked and salted fish to regional markets East and Central Africa.

Trend of Export of Fish and Fishery products from 2005-2015, Mainland Tanzania

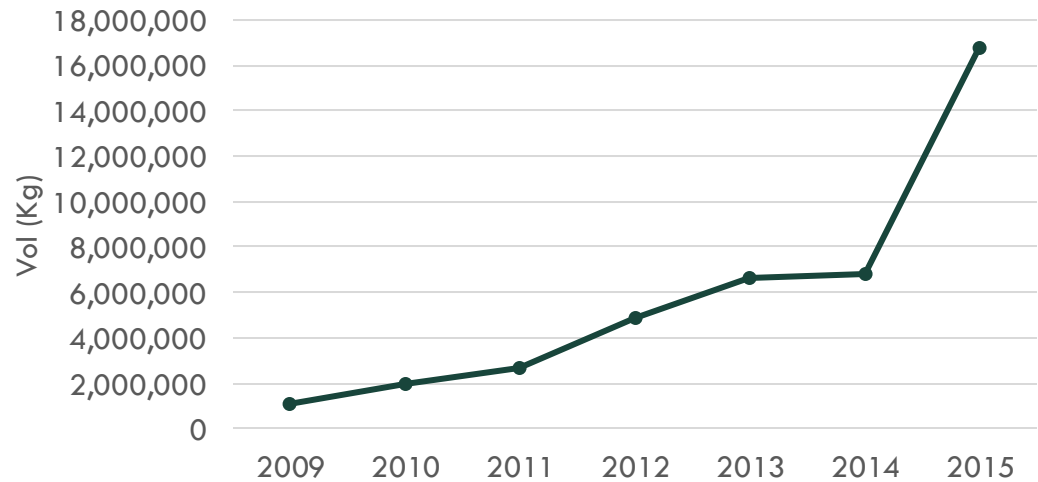


# Fish Trade

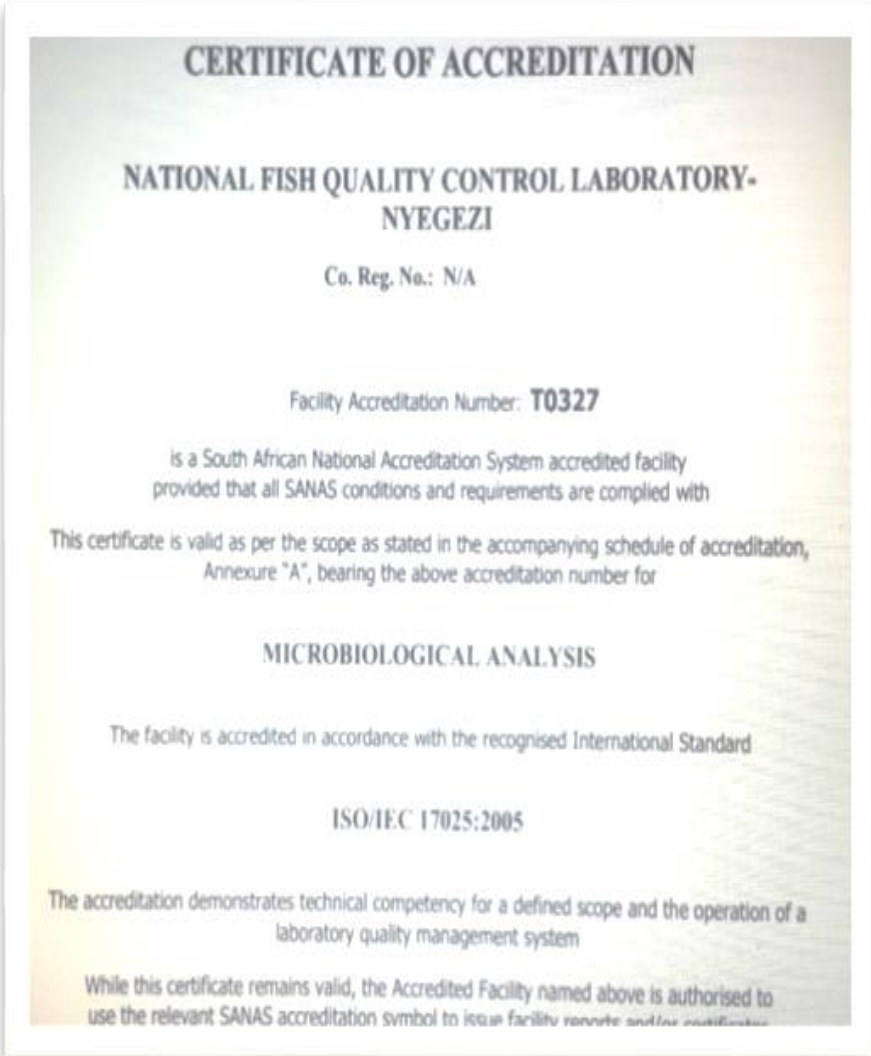
- ❑ The import sector has been very important
- ❑ Creates employment for more than 400 people in the imported fish supply chain.
- ❑ Provides for more business opportunities to local suppliers and consequently petty traders

Frozen Tilapia Guttled	China, Hongkong, India, Japan, Korea, Portugal, S. Korea, Vietnam, Oman, Taiwan & Yemen
Frozen Tilapia Whole	
Frozen Reef Cod	China
Frozen Yellow Tail	China & Yemen
Frozen Mackerel	India
Frozen Bogue	Korea
Pangasius Fillet & Pangasius Steak	Namibia
Frozen Mackerel/Sea Breams	Spain
Frozen Chub Mackerel	Vietnam
Frozen Indian Mackerel	Yemen
Frozen Indian Mackerel Whole Round	Yemen
Frozen Rabbit Fish	China, Vietnam, & Yemen
Frozen Sardine	
Frozen Yellow Tail Scad	Yemen & Oman
	Yemen
	Yemen

## Trend of Import of Fish Products from 2009-2015



# Food safety and Control, Traceability,



**Tanzania has a traceability system for exported fish in the international Markets**



# Challenges of fish trade

- Inefficient and poor Post-harvest infrastructure facilities which includes:
  - ▣ **handling; preservation; processing operational market and trade infrastructures;**
  - ▣ **fish and fishery products quality control and assurance;**
  - ▣ **road networks and institutional frameworks**
  - ▣ **Only one specie certified (Nile Perch) while Octopus on progress with the Marine Stewardship Council**

# Challenges of fish trade cont.

- **Informal trade**
  - ✓ **Weaken**s formal trade
  - ✓ **Lessen** government resources
  - ✓ **Reduce** potential for **investments** in the local economy
  - ✓ «**invisible**» in national **statistics** which are forwarded in planning and policy making governments
  - ✓ **Lowers** the efficiency of **policy**
- **Small traders (mostly women)** turn to informal sector due to the **complex regulation and duties**

# Challenges of fish trade cont.

- **Fishing Port and the Fishery in EEZ**
  - **Tanzania has plenty resources from the EEZ**
  - **Fishing is done mainly by Distant Water Fishing Nations**
  - **The country benefit only on licensing fee which is annual**
  - **The catch is landed in other countries with a fishing port**
  - **No post harvest activities are undertaken from this fishery**

# Challenges of fish trade cont.

- **Insufficient Market information**
  - **Product prices and marginal profits**
  - **Some Exported fish are repacked and labeled**
  - **Different Tariffs charged by different neighboring countries**

***Thanks for listening and  
welcome for comments***