



FERTILIZER STATISTICS OVERVIEW

TANZANIA

2019 - 2023

2024 EDITION

Partners of 2024 FTWG

TANZANIA



Tanzania

Outline

1. Production
2. Import
3. NPK import analysis
4. Origins
5. Export & Destinations
6. Consumption (app)
7. Summary

Background Information

- Overview of fertilizer statistics in Tanzania from 2019 – 2023.
- Emphasis on 2023, and each analysis is based on the products with higher quantities.
- Official trade data obtained from Tanzania Revenue Authority (TRA) and Tanzania Fertilizer Regulatory Authority (TFRA) and validated by Fertilizer Technical Working Group – Tanzania (FTWG-TAN).
- 2023 data validated from 16th – 17th July, 2024.

Fertilizer Production

TANZANIA

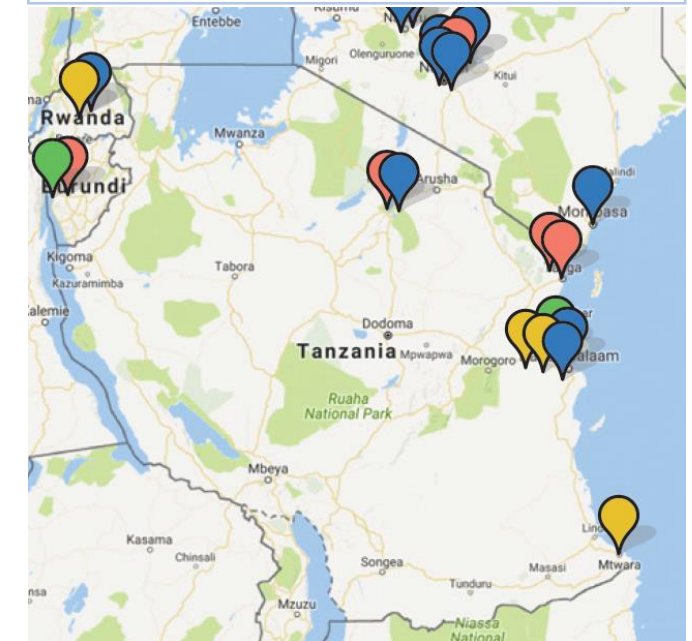
Product	2019	2020	2021	2022	2023
Minjingu organic hyper phosphate	13,487	22,982	30,253	3,928	11,404
NPS/NPK	14,657	6,572	14,139	35,436	34,694
Total (MT)	28,144	29,554	44,392	39,364	46,098

Source: Minjingu Mines & Fertilizers Co. Ltd.

Comments

- Minjingu Mines and Fertilizers Limited produces Hyper Phosphate, an organic rock phosphate mixed with various micronutrients. The company also granulates and blends NPK and NP compounds in Arusha.
- In Tanga, both ABM Equipment Services Limited and APP Lime Products Company Limited manufacture lime supplements, while Dodoma Cement Company also produces agricultural lime in Dodoma.
- Guavay Company Limited is a key producer of organic compost in the country.
- Additionally, Yara Tanzania and ETC Cargo Limited (ETG) have invested in blending plants that create different NPK formulations tailored for Tanzanian farmers.
- Furthermore, three additional companies are in the process of establishing blending plants within the country.
- There was a 17% increase in fertilizer production, rising from 39,364 MT in 2022 to 46,098 MT in 2023.

Fertilizer Plants in Tanzania



Fertilizer Import

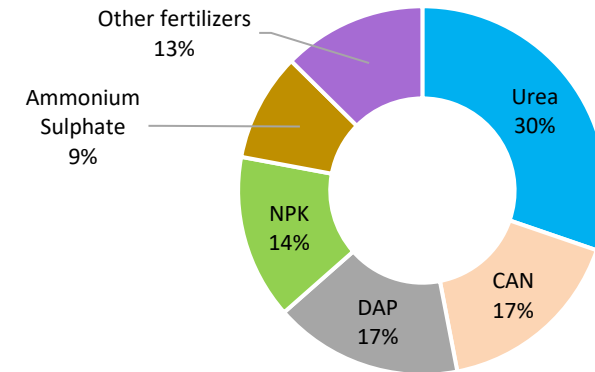
TANZANIA

HS Code	Fertilizer Name	2019	2020	2021	2022	2023
3102100000	Urea	78,090	259,269	97,523	171,366	238,941
3102400000	CAN	68,228	62,673	62,276	58,026	131,999
3105300000	DAP	66,101	128,474	57,858	152,653	130,669
3105200000	NPK	81,760	115,159	75,008	89,076	113,911
3102210000	Ammonium Sulphate	53,647	77,134	50,949	76,195	74,803
	Other fertilizers	17,983	20,159	51,421	80,220	99,519
Total (MT)		365,808	662,868	395,033	627,537	789,842

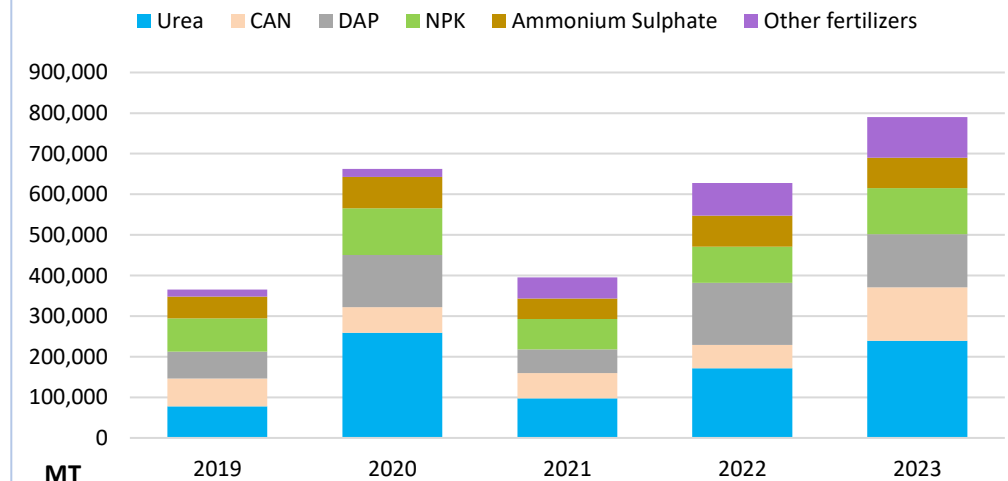
Comments

- Urea, DAP and NPK have consistently been the most imported fertilizers in Tanzania over the years.
- There was a 26% increase in imports from 627,537 MT in 2022 to 789,842 MT in 2023. This increase can be attributed to the following reasons:
 - ✓ Availability of subsidized fertilizer which has made fertilizer affordable to most farmers.
 - ✓ Assurance of fertilizer sales by producers and importers because of reduced price margins making fertilizer affordable to most farmers.
 - ✓ Increase in farmers knowledge on the use of fertilizer
 - ✓ Favourable weather conditions for all the 3 seasons leading to good fertilizer application.
 - ✓ Development of irrigation schemes making all year farming possible leading to high fertilizer demand.
 - ✓ Availability of soil testing to farmers by various companies.
 - ✓ Assurance of crop market i.e contracts were signed with neighbouring countries such as Zambia and Congo for sale of produce such as maize and beans.

TOP 5 IMPORTED FERTILIZERS 2023



TOP FERTILIZER IMPORTS PER YEAR



NPK Import Analysis

TANZANIA

HS Code	Fertilizer Name	2019	2020	2021	2022	2023
3105200000	Total NPK	76,316	115,159	75,008	89,076	113,911
3105510000	Total NP	10,000		8,048	24,940	58,619
3105700000	Total NK	3	9	12,634	334	274
3105600000	Total PK	268	18	154	7,954	263
Total (MT)		86,587	115,186	95,843	122,304	173,068

NPK Imports	2022	2023	Crops mostly used on
NPK 10-18-24	41,495	57,273	Tobacco, Vegetables
NP 19-36.4-0 + 6.24S + 0.1	9,050	30,189	Alternative for DAP, especially on potatoes
NP 12-45-0 + 5S + 1Zn	15,841	28,395	Cereals
NPK 17-17-17	19,826	18,350	Coffee, Maize, Potatoes, etc
NPK 11-22-21 + 4S + 1B + 1Zn		9,190	Vegetables
NPK 13-24-12		8,926	All crops
NPK 13-24-13		6,643	Cereals
NPK 12-10-8 + TE	66	4,034	
NPK 24-24-18 + 1.5MgO	23	3,457	
NPK 22-6-12	9,709	3,035	Tea, Coffee
NPK 25-5-5 + 5S		2,200	Tea
PK 0-44-7.5	7,829	101	
NPK 15-9-20	8,114		Cereals
NPK 23-10-5	5,461		Cereals
NPK 12-24-12	3,536		
Others	1,355	1,276	
Total (MT)	122,304	173,068	

Comments

- Major fertilizer companies import various grades of finished NPK fertilizers to sell directly to farmers.
- In 2023, imports of all NPK, NP, NK, and PK compounds increased by 42% compared to 2022.
- The breakdown shows that NPK 10-18-24, NP 19-36.4-0 + 6.24S + 0.12B, NP 12-45-0 + 5S + 1Zn, and NPK 17-17-17 made up about 78% of the total NPK imports.
- Locally blended and granulated fertilizer brands include Fomi Otesha, Kuzia, and Nenepesha, which are organo-mineral based, as well as Minjingu Nafaka Plus, Pamba, Chai, Coffee, among others.



NPK Blend

Fertilizer Monthly Import

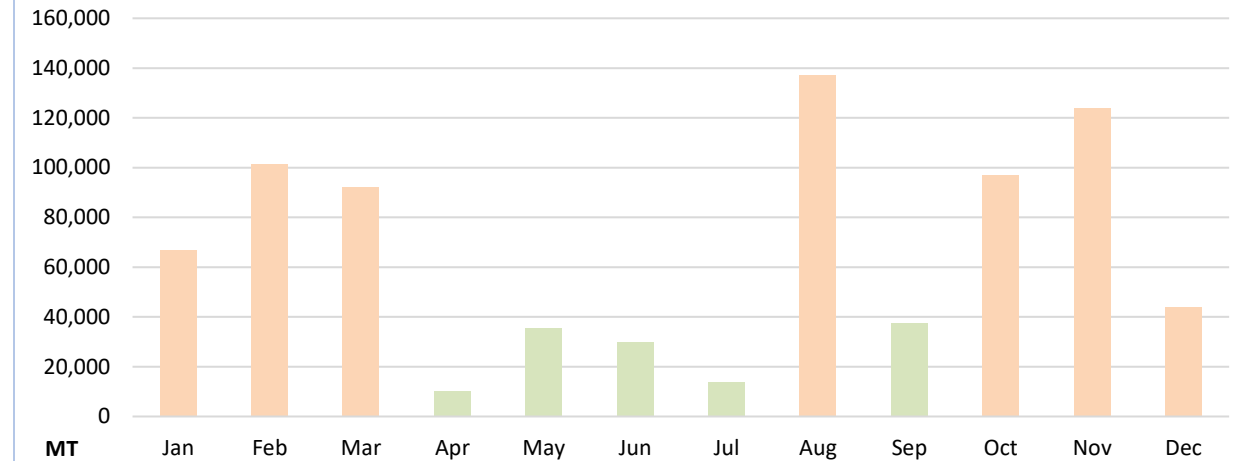
TANZANIA

Quarter	2019	2020	2021	2022	2023
Q1	36,892	222,918	76,215	45,892	260,487
Q2	106,484	91,157	67,194	66,845	75,987
Q3	132,962	206,813	180,655	251,413	188,309
Q4	89,470	141,980	70,969	263,387	265,059
Total (MT)	365,808	662,868	395,033	627,537	789,842

Comments

- In Tanzania, the primary agricultural season starts in October/November, and the demand for fertilizer peaks from October to April.
- Due to this seasonal pattern, fertilizer imports typically occur from the third quarter of one year through the first quarter of the following year.
- A significant increase in imports was recorded in the first, third and fourth quarters of 2023.
- The highest import volume in 2023 was in August, totaling 137,056 MT.

2023 MONTHLY FERTILIZER IMPORTS TO TANZANIA



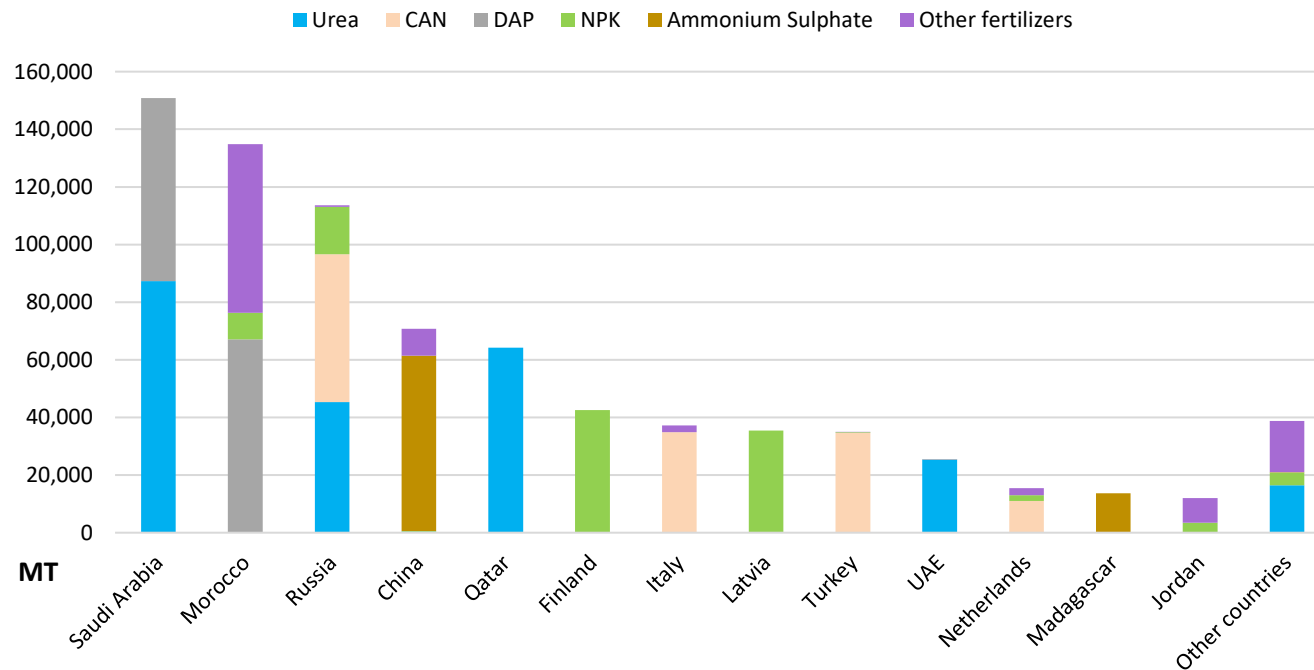
Crop Calendar

SEASON	CROPS	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Major Season (Long Rains)	Maize	◆	◆								◆	◆	◆
	Sorghum			◆	◆								
	Millet	◆	◆										◆
	Rice	◆	◆	◆									
	Wheat		◆	◆	◆								
	Bean			◆	◆								
Minor Season (Short Rains)	Maize, Millet, Sorghum, Beans, Rice, Wheat	◆	◆									◆	◆

Key: ◆ Fertilizer Peak Demand Sowing Growing Harvesting

Source : FAO/GIEWS,
Fertilizer Demand: AfricaFertilizer

TOP COUNTRIES OF ORIGIN IN 2023



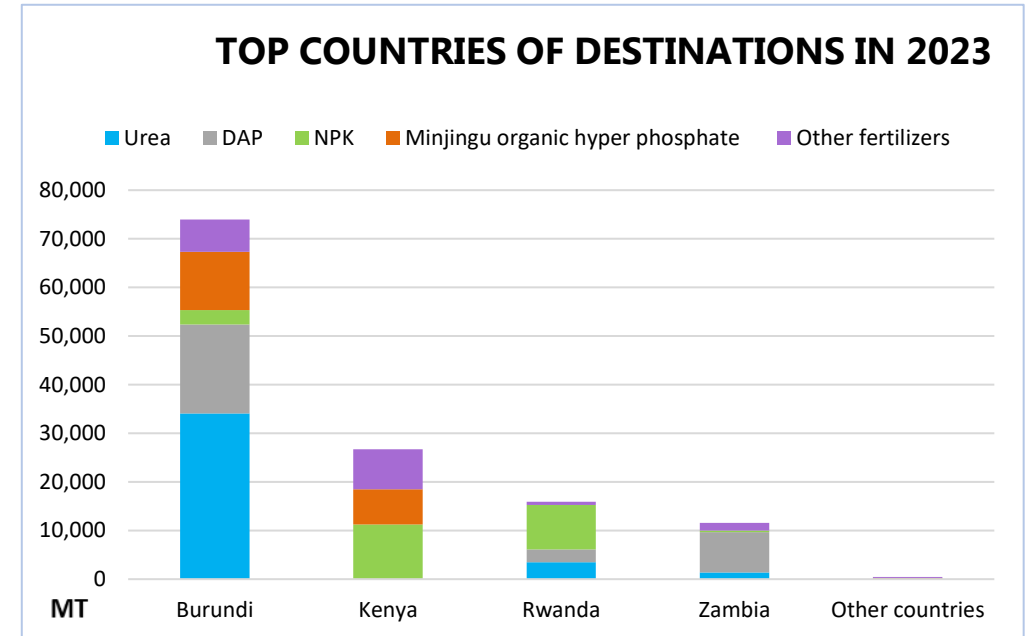
Comments

- In 2023, about 95% of fertilizers imported into Tanzania were sourced from 13 countries.
- Approximately 30% of total fertilizer imports were Urea, with 37% sourced from Saudi Arabia, 27% from Qatar, 19% from Russia and 11% from UAE.
- Around 39% of CAN was sourced from Russia, 26% from Italy, 26% from Turkey, and 8% from Netherlands.
- About 51% of DAP came from Morocco and 49% from Saudi Arabia.
- Approximately 37% of NPK originated from Finland, 31% from Latvia, and 14% from Russia, 8% from Morocco, 3% from Jordan and 2% from Netherlands.
- About 81% of Ammonium Sulphate was imported from China and 18% from Madagascar.

Fertilizer Exports & Destinations

TANZANIA

HS Code	Fertilizer Name	2019	2020	2021	2022	2023
3102100000	Urea	20,608	42,541	22,256	21,013	39,063
3105300000	DAP	39,363	52,556	14,923	10,983	29,160
3105200000	NPK	52,869	31,983	29,720	25,960	23,788
2510000000	Minjingu organic hyper phosphate	21,112	22,600	27,945	26,160	19,332
3105510000	NP compounds	3,500	2,004	1,650	2,500	693
	Other fertilizers	4,375	9,905	15,988	20,775	16,561
Total (MT)		141,827	161,589	112,482	107,391	128,596



Comments

- In 2023, Tanzania (re)exported the majority of its fertilizer to Burundi, Kenya, Rwanda, and Zambia. Other export destinations included Malawi, South Africa, the Democratic Republic of the Congo, and Comoros.
- Official fertilizer (re)exports increased from 107,391MT in 2022 to 128,596MT in 2023 (20% increase).
- To ensure the availability of fertilizer in the country, extensive paperwork is required before re-exporting fertilizers that were initially imported for consumption in Tanzania. Stakeholders believe that re-exports would significantly increase if the regulations were more lenient.
- The rise in re(exports) was notably driven by Urea, which saw an 86% increase, and DAP, which more than doubled.

Exports include fertilizers that are manufactured domestically and sent to other countries, as well as raw materials imported into the country, blended, and then sent to other countries.

Re-exports on the other hand, refer to fertilizers that are imported for domestic use but are then sent to another country in the same form in which they were received.

Fertilizer Apparent Consumption

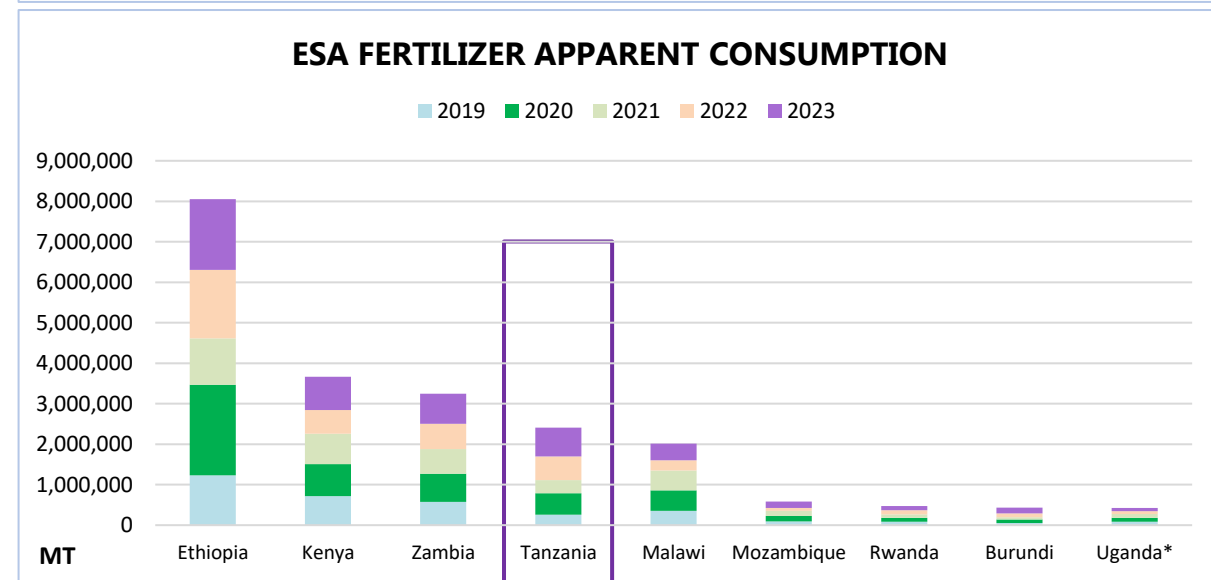
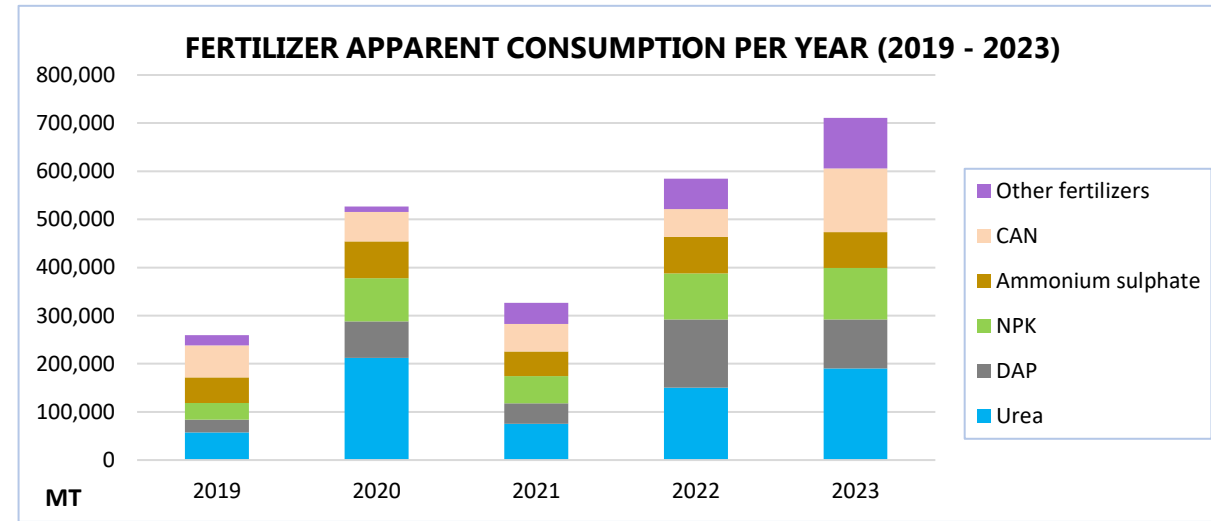
TANZANIA

HS Code	Fertilizer Name	2019	2020	2021	2022	2023
3102100000	Urea	57,482	211,986	75,267	150,353	190,432
3105300000	DAP	26,738	75,918	42,935	141,670	101,499
3105200000	NPK	34,126	89,749	56,285	95,769	107,491
3102210000	Ammonium sulphate	53,417	76,634	50,949	75,813	74,464
3102400000	CAN	66,328	61,263	57,276	57,996	131,999
	Other fertilizers	21,659	11,215	44,232	62,711	104,756
Total (MT)		259,750	526,765	326,943	584,313	710,641

Comments

- Fertilizer apparent consumption rose from 584,313 MT in 2022 to 710,641 MT in 2023, reflecting a 22% increase.
- The factors driving the increase in fertilizer imports also contributed to the rise in apparent consumption.
- The fertilizer subsidy program created a supportive environment for companies to manufacture and import more fertilizers.

NB: Apparent consumption = Production + Imports – (Re)Exports – Non Fertilizer Use



- Graph as of July 20, 2024
- Countries with (*) data yet to be validated

The subsidy program in Tanzania entails the following:

- ✓ The local government register and prepare a database of farmers at village level.
- ✓ Every farmer who will benefit from subsidized fertilizer must be registered.
- ✓ Tanzania Fertilizer Regulatory Authority(TFRA) prepare indicative prices for subsidized fertilizers, considering information on fertilizer prices in the world market, the cost of delivering/producing fertilizer in the country, distribution costs, and traders' profits.
- ✓ TFRA enters into contracts with companies participating in the subsidy program. These companies then appoint agents responsible for distributing and selling fertilizer to farmers.
- ✓ All fertilizers are sold in the subsidy program except for liquid fertilizers.
- ✓ By June 2024, 30 companies and 3,500 agents were registered to distribute and sell subsidized fertilizer to farmers.
- ✓ A total of 3,916,870 farmers were registered in the system, enabling them to purchase fertilizer at reduced prices.
- ✓ Some challenges encountered in the subsidy program include delays in farmer registration in certain regions, a shortage of input agents in some regions, manipulation of registration data for some farmers, and low awareness among some farmers.

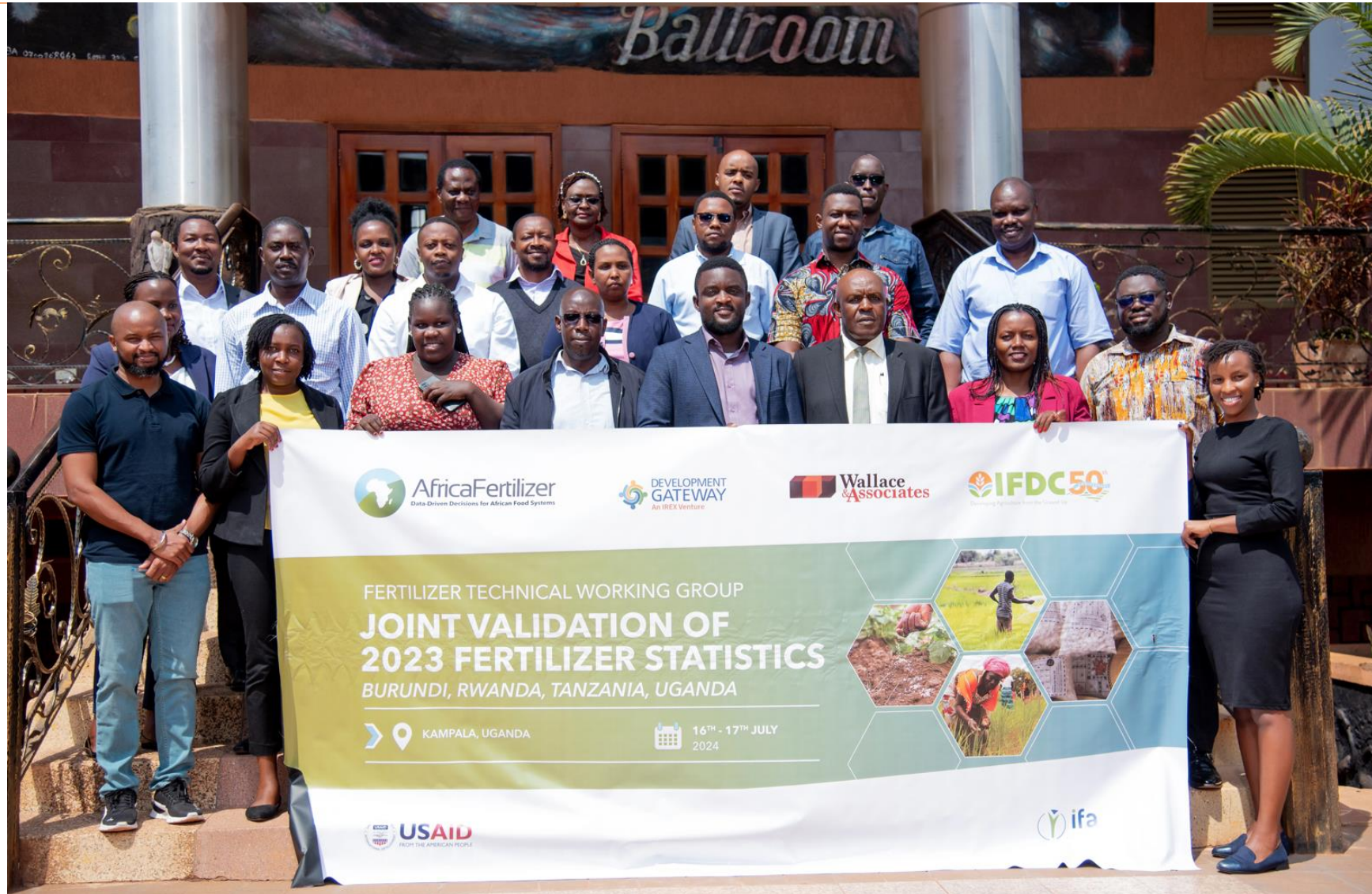
Summary of 2023 Fertilizer Statistics

TANZANIA

HS code	Product	Production	Total Imports	Fertilizer Exports	Non Fertilizer Use	Fertilizer Imports	2023 Apparent Consumption
3102100000	Urea		238,941	39,063	9,447	238,941	190,432
3102400000	Calcium Ammonium Nitrate		131,999			131,999	131,999
3105300000	Diammonium Phosphate		130,669	29,160	10	130,669	101,499
3105200000	NPK	17,368	113,911	23,788		113,911	107,491
3102210000	Ammonium Sulphate		74,803	339		74,803	74,464
3105510000	NP Compounds	17,327	58,619	693		58,619	75,252
3104200000	Muriate of Potash		14,165	8,693	95	14,165	5,377
3102600000	Calcium Nitrate		5,646	350		5,646	5,296
3102900000	Other Nitrogen Fertilizers		4,817	300		4,817	4,517
3104300000	Sulphate of Potash		4,390	210		4,390	4,180
9999999990	Enhancers		3,671	2	15	3,671	3,654
3103101000	Triple Super Phosphate		3,200			3,200	3,200
3105400000	Monoammonium Phosphate		2,479			2,479	2,479
2834210000	Potassium Nitrate		448			448	448
3105600000	PK Compounds		263			263	263
3101000000	Organic Fertilizers		79			79	79
2834292000	Magnesium Nitrate		10			10	10
3104900000	Other Potash Fertilizer		1			1	1
3105700000	NK Compounds		274	6,667		274	(6,393)
3103900000	Phosphate Fertilizer	11,404	1,458	19,332		1,458	(6,470)
Grand Total (MT)		46,098	789,842	128,596	9,567	789,842	710,641
2022		39,364	635,562	107,391		627,537	584,313
% Difference		17%	24%	20%		26%	22%

Participants of 2024 FTWG

TANZANIA



The **AfricaFertilizer** initiative is the premier source for fertilizer statistics and information in Africa.

AfricaFertilizer seeks to provide clear, relevant, and opportune data and market information on fertilizers in the sub-Saharan African region, to support the implementation of continental, regional and national agricultural and more specifically fertilizer policies and regulations, and promote the growth and development of competitive markets, to the benefit of both the public and private sector, and fertilizer stakeholders globally.



AfricaFertilizer



@AfricFertilizer



AfricaFertilizer

Links

[AfricaFertilizer Website](#)

[Tanzania Country Page](#)

[Tanzania 2023 Fertilizer Factsheet](#)