



FERTILIZER STATISTICS OVERVIEW TANZANIA 2017 - 2021

2022 Edition

Tanzania

Outline

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

Background Information

- Overview of fertilizer statistics in Tanzania from 2017 – 2021.
- Emphasis on 2021, 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).
- 2021 data validated from 29th – 30th June, 2022.

Fertilizer Production

TANZANIA

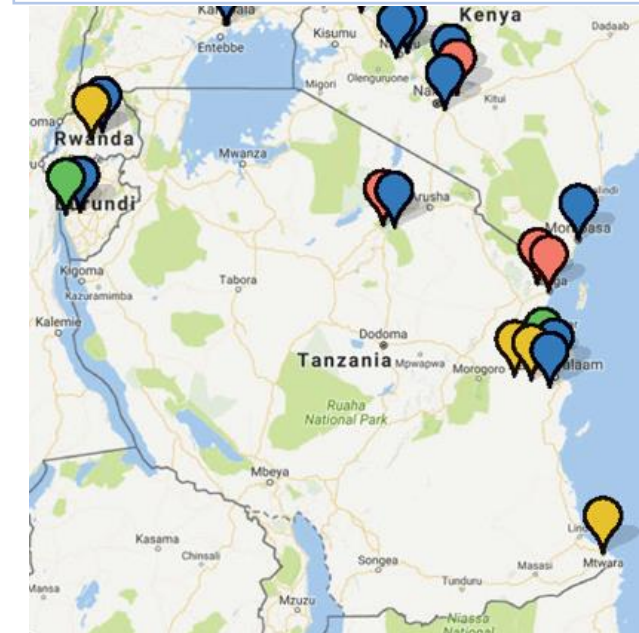
Product	2017	2018	2019	2020	2021
Minjingu organic hyper phosphate	10,168	2,375	13,487	22,982	30,253
NPS/NPK	9,066	7,733	14,657	6,572	14,139
Total (mt)	19,234	10,108	28,144	29,554	44,392

Source: Minjingu Mines & Fertilizers Co. Ltd.

Comments

- Minjingu Mines and Fertilizers Limited produces Hyper Phosphate which is Organic Rock Phosphates mixed with other micronutrients, granulates and blends NPK and NP compounds in Arusha.
- There are also lime supplement production by ABM Equipment Services Limited and APP Lime Products Company Limited in Tanga.
- Guavay Company Limited also produces organic compost in the country.
- There was a 50% increase in fertilizer production from 29,554mt in 2020 to 44392mt in 2021.
- About 60% of the fertilizer produced were exported to Burundi and Kenya. The organic hyper phosphate is used on coffee in Kenya.

Fertilizer Plants in Tanzania

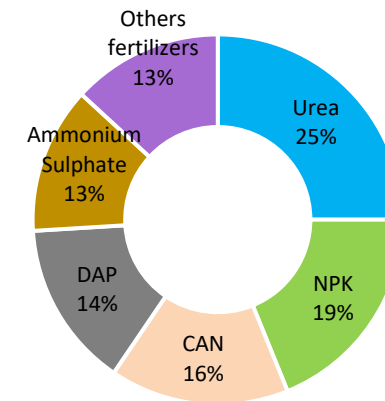


Fertilizer Import

TANZANIA

HS Code	Fertilizer Name	2017	2018	2019	2020	2021
3102100000	Urea	151,319	176,562	78,090	259,269	97,523
3105200000	NPK	81,842	85,701	81,760	115,159	75,008
3102400000	CAN	51,450	78,150	68,228	62,673	62,276
3105300000	DAP	82,207	109,706	66,101	128,474	57,858
3102210000	Ammonium Sulphate	39,222	43,210	53,647	77,134	50,949
	Others fertilizers	11,203	18,182	17,983	20,159	51,421
Total (mt)		417,242	511,510	365,808	662,868	395,033

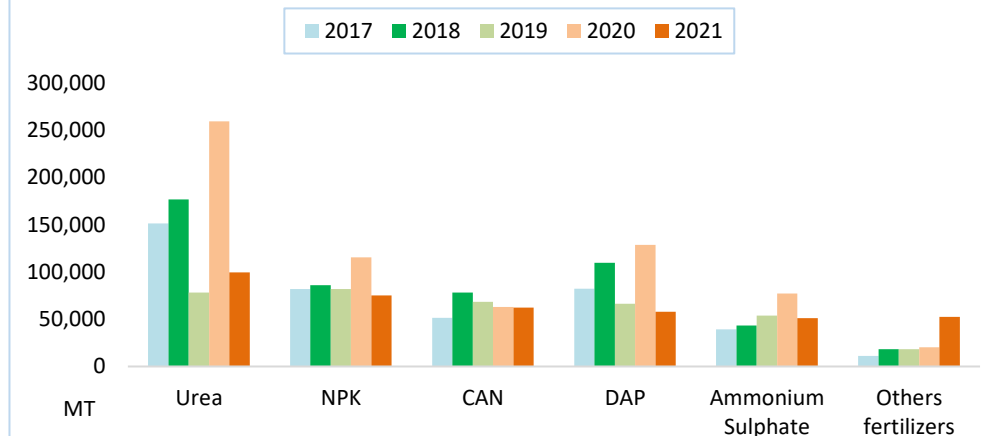
TOP 5 IMPORTED FERTILIZERS 2021



Comments

- Urea, DAP and NPK has been the most imported fertilizers to Tanzania over the years.
- In 2021, there were more imports of CAN than DAP which used to be the second most imported fertilizer after Urea.
- Tanzania fertilizer imports decreased by 40% from 662,868mt in 2020 to 395,033mt in 2021.
- One major factor that contributed to the 40% decrease in 2021 was the high prices of fertilizers in the world market which affected both supply and demand.
- On the average, there was more than 100% increase in price of a 50kg bag of Urea/DAP from 70,000TZS in 2020 to 145,000TZS in 2021.

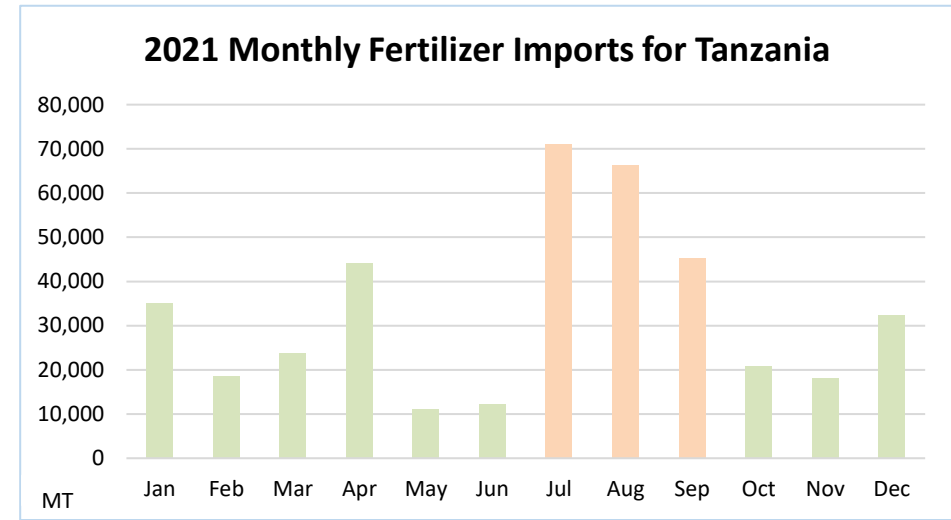
TOP FERTILIZER IMPORTS PER YEAR



Fertilizer Monthly Import

TANZANIA

Quarter	2017	2018	2019	2020	2021
Q1	92,148	104,195	36,892	222,918	76,215
Q2	62,241	53,500	106,484	91,157	67,194
Q3	174,898	185,317	132,962	206,813	180,655
Q4	87,956	168,499	89,470	141,980	70,969
Total (mt)	417,242	511,510	365,808	662,868	395,033



Comments

- In 2021, fertilizers were imported mostly in July, August and September, just before the major planting season.
- The highest import was in July (71,062mt).

Crop Calendar

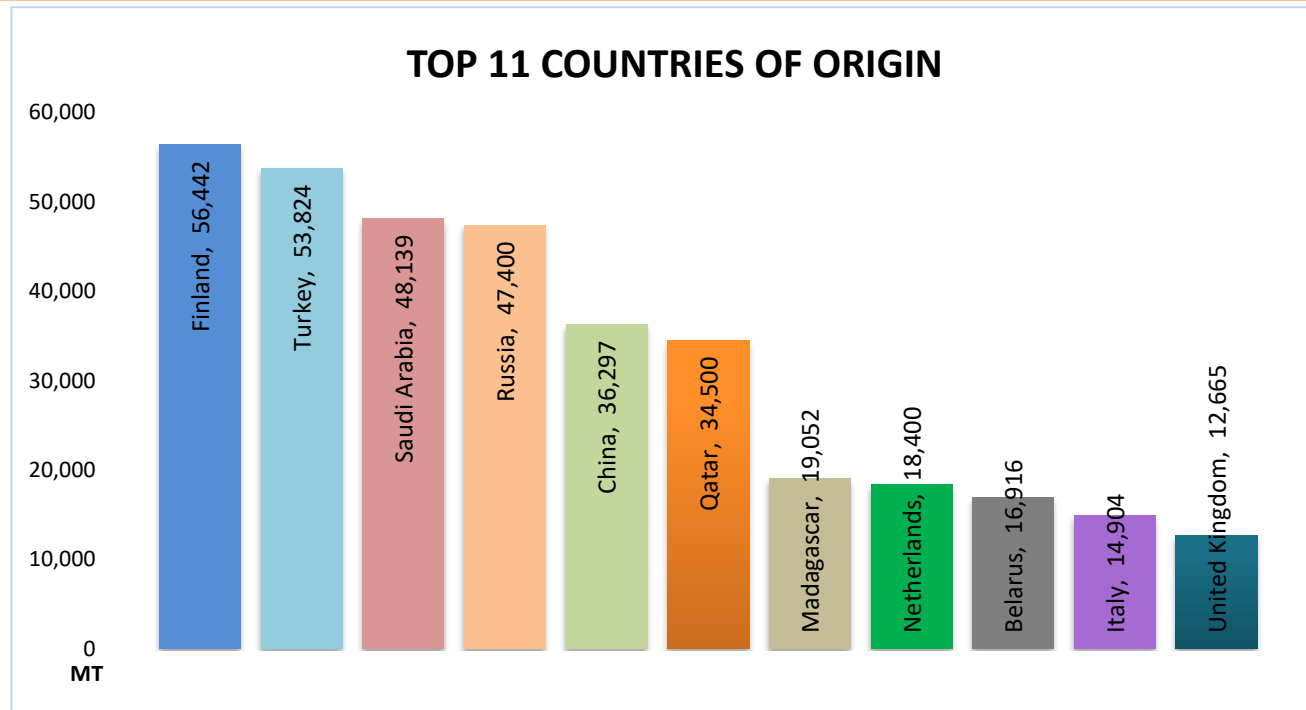
SEASON	CROPS	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Major Season (Long Rains)	Maize	◆	◆								◆	◆	◆
	Sorghum			◆	◆								
	Millet	◆	◆										◆
	Rice	◆	◆	◆									
	Wheat		◆	◆									
	Bean			◆	◆								
Minor Season (Short Rains)	Maize, Millet, Sorghum, Beans, Rice, Wheat	◆	◆									◆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

Key: ◆ Fertilizer Peak Demand Sowing Growing Harvesting

Source : FAO/GIEWS,
Fertilizer Demand: AfricaFertilizer.org

2021 Fertilizer Origins

TANZANIA



Countries of Origin	Finland	Turkey	Saudi Arabia	Russia	China	Qatar	Madagascar	Other Countries
Urea	-	-	0.00	0.33	0.11	0.35	-	0.21
DAP	0.75	0.00	-	0.07	0.00	-	-	0.17
NPK	-	0.86	-	-	-	-	-	0.14
SoA	-	-	0.77	0.17	-	-	-	0.05
CAN	-	-	-	-	0.47	-	0.37	0.15
Others	0.01	0.00	0.06	-	0.02	-	-	0.91

*Most MOP imported to Tanzania from Belarus

NPK Import Analysis

TANZANIA

HS Code	Fertilizer Name	2017	2018	2019	2020	2021
3105200000	Total NPK	81,842	85,701	76,316	115,159	75,008
3105510000	Total NP	-	-	10,000		8,048
3105700000	Total NK	3	6	3	9	12,634
3105600000	Total PK	502	186	268	18	154
Total (mt)		82,347	85,893	86,587	115,186	95,843

Fertilizer	2021 NPK Imports	Crops
NPK 17-17-17	19,352	Cereals and beans (It has 2 applications, some farmers use it for planting and others use it as top dressing)
NPK 23-10-5	13,735	All cereals
NK 30-0-5 + 2.5MgO + 3.1Zn	12,567	
NPK 10-18-24 + 7S	11,053	Tobacco, others use it for vegetables
NP 19-38-0 + 7S	8,040	Alternative for DAP, especially on potatoes
NPK 13-24-12	6,805	
NPK 15-9-20 + TE	6,707	
NPK 13-24-10	6,515	
NPK 22-6-12 + TE	5,501	Tea
NPK 25-5-5 + 4S	2,500	Tea
NPK 20-10-10	1,000	Coffee
NPK 25-5-10	551	Tea
NPK 25-5-5	500	Tea
Others	1,017	
Total (mt)	95,843	

Comments

- Major fertilizer companies import finished NPK with various grades to sell directly to farmers.
- Above table represents the breakdown of NPK, NP, NP and PK compounds that was imported to Tanzania in 2021.

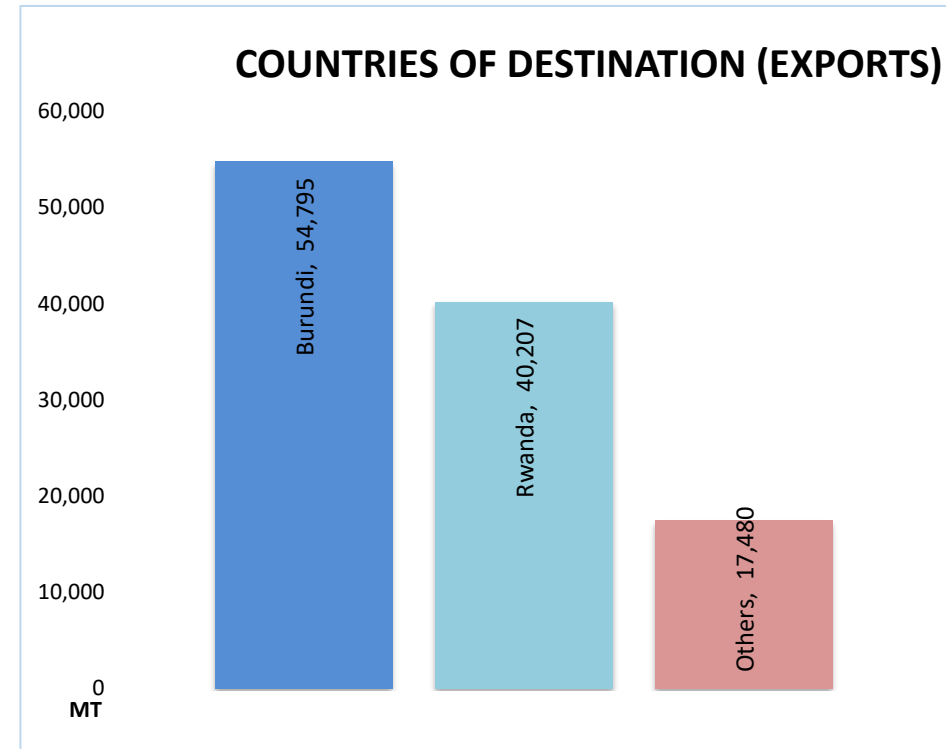
Fertilizer Re-Exports & Destinations

TANZANIA

HS Code	Fertilizer Name	2017	2018	2019	2020	2021
3105200000	NPK	9,939	26,763	52,869	31,983	29,720
2510000000	Minjingu organic hyper phosphate	7,637	1,949	21,112	22,600	27,945
3102100000	Urea	30,692	15,014	20,608	42,541	22,256
3105300000	DAP	26,019	34,792	39,363	52,556	14,923
3105510000	NP compounds	9,591	355	3,500	2,004	1,650
	Other fertilizers	3,632	5,356	4,375	9,905	15,988
Total (mt)		87,510	84,228	141,827	161,589	112,482

Comments

- Tanzania's fertilizers are mostly exported or re-exported to Burundi and Rwanda. Other countries includes Kenya, Zambia, Democratic Republic of the Congo (DRC), Malawi, etc.
- There was a 30% decrease from 2020 to 2021 in fertilizers (re)exported from Tanzania.
- To make fertilizers available in Tanzania's local market, fertilizer (re)exports were reduced.
- The high prices also affected the (re)exports of fertilizers to the other countries as their demand decreased.



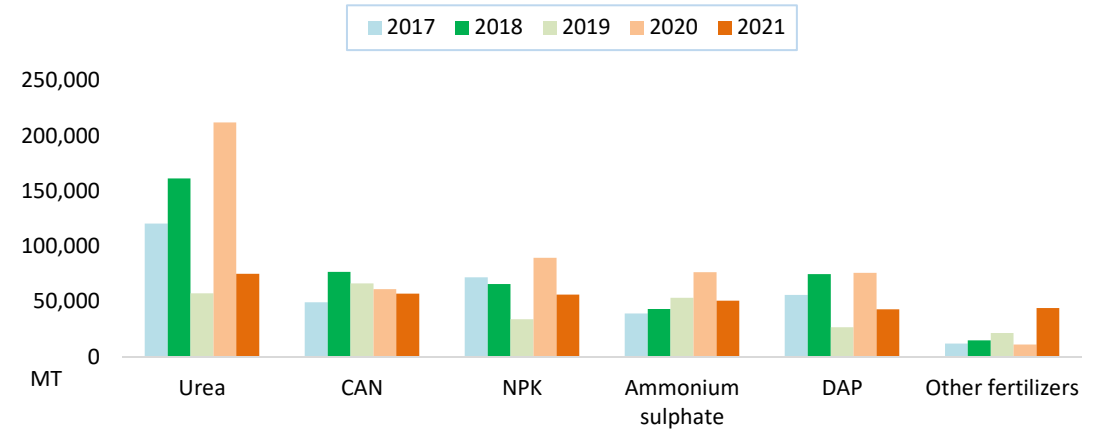
Countries of Destination	Burundi	Rwanda	Other Countries
NPK	8%	75%	17%
Hyper phosphate	89%	-	11%
Urea	64%	32%	5%
DAP	34%	66%	-
Others	46%	6%	48%

Fertilizer Apparent Consumption

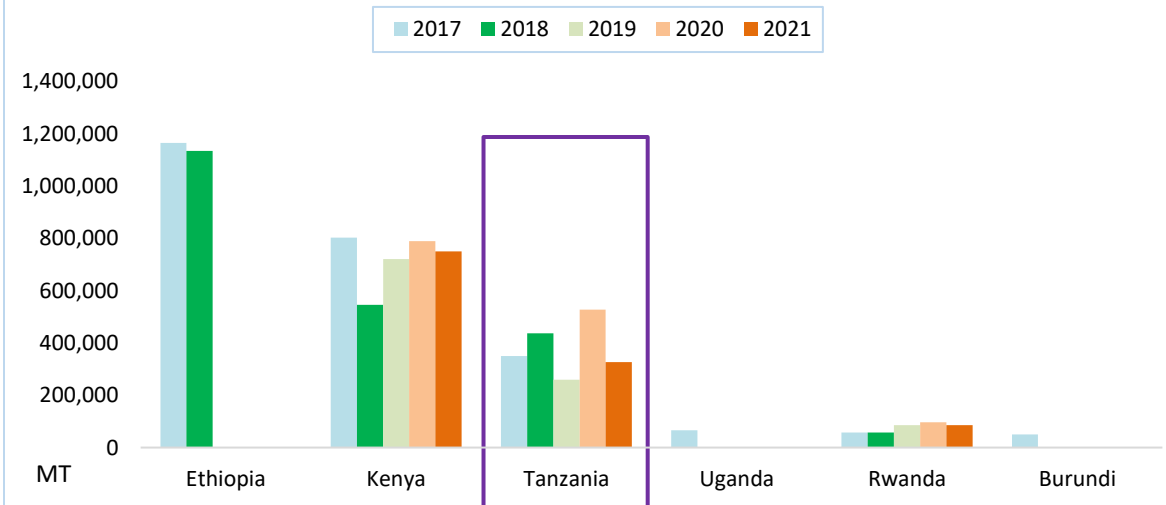
TANZANIA

HS Code	Fertilizer Name	2017	2018	2019	2020	2021
3102100000	Urea	120,627	161,548	57,482	211,986	75,267
3102400000	CAN	49,450	77,020	66,328	61,263	57,276
3105200000	NPK	71,903	65,905	34,126	89,749	56,285
3102210000	Ammonium sulphate	39,222	43,210	53,417	76,634	50,949
3105300000	DAP	56,188	74,914	26,738	75,918	42,935
	Other fertilizers	12,102	14,793	21,659	11,215	44,232
Total (mt)		349,491	437,390	259,750	526,765	326,943

FERTILIZER APPARENT CONSUMPTION PER YEAR



EA FERTILIZER APPARENT CONSUMPTION



Comments

- Apparent consumption of fertilizers in Tanzania decreased by 38% from 526,765mt in 2020 to 326,943mt in 2021.
- Price was still the major factor for reduced volumes of fertilizer apparent consumption.
- Reduction in fertilizer imports also affected the apparent consumption in 2021.

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

- In 2021 the government requested the private sector to reduce their margins so that farmers could afford fertilizers. The cost of importing was considered during those discussions.
- In 2022, availability of containers on the international market is a challenge. In previous years, after purchase of fertilizers in the world market, containers were readily available, and it took 28 days to get the fertilizers to the ports of Tanzania. Now, importers can wait for almost 2 months to get a container.
- Most farmers are now doing soil testing which is influencing the grades of fertilizers they use. The government has been encouraging soil testing by farmers to get the right type of fertilizers.

Summary of 2021 Fertilizer Statistics

TANZANIA

HS code	Product	Production	Total Imports	Fertilizer Exports	Non Fertilizer Use	Fertilizer Imports	2021 Apparent Consumption
3102100000	Urea		99,523	22,256	2,000	97,523	75,267
3102400000	Calcium Ammonium Nitrate		62,276	5,000		62,276	57,276
3105200000	NPK	10,997	75,008	29,720		75,008	56,285
3102210000	Ammonium sulphate		50,949			50,949	50,949
3105300000	Diammonium Phosphate		57,858	14,923		57,858	42,935
3105700000	NK compounds		12,634			12,634	12,634
3105510000	NP compounds	3,142	8,048	1,650		8,048	9,539
3104200000	Muriate of Potash		19,269	10,230	989	18,280	8,050
3104300000	Sulphate of Potash		4,736			4,736	4,736
3102600000	Calcium Nitrate		4,308	468		4,308	3,840
3103900000	Phosphate fertilizer	30,253		27,945		-	2,308
3103101000	Triple Super Phosphate		1,489	230		1,489	1,259
9999999990	Enhancers		760	60		760	700
2834210000	Potassium nitrate		523			523	523
3105400000	Monoammonium Phosphate		431			431	431
3105600000	PK compounds		154			154	154
3101000000	Organic Fertilizer		31			31	31
3102900000	Nitrogen fertilizer		17			17	17
3104900000	Potash fertilizer		10			10	10
Grand Total (MT)		44,392	398,022	112,482	2,989	395,033	326,943

Participants of 2022 FTWG

TANZANIA



Participants of 2022 FTWG

TANZANIA

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AFO 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.



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