An overview on seafood production and trade in Tanzania

World Seafood Congress
Penang, Malaysia.
8th September, 2019

Jovice Mkuchu and Yahya Mgawe

Objectives of this presentation

To highlight trends with regard to production of fishery resources

To share challenges faced by Tanzania in expanding trade of fishery resources

To outline some measures being taken to mitigate the challenges

Tanzania: Fisheries at a glance:

- Potential (excluding EEZ = 2.8 mil. tons.
- Landing (excluding EEZ) 400,000 tons/yr
- Number of primary fishers = 202,053
- In secondary sector = 4 mil.
- Number of canoes = 58,930
- Exports = 38,114 ton (semi processed wt.)
- Export value = US$ 213 mil.
- Imports = 22,000 tons
- Import value = US$ 19 mil

Fisheries in Tanzania is essentially small scale, a sub-sector which is associated with 98% of fish landing in the country

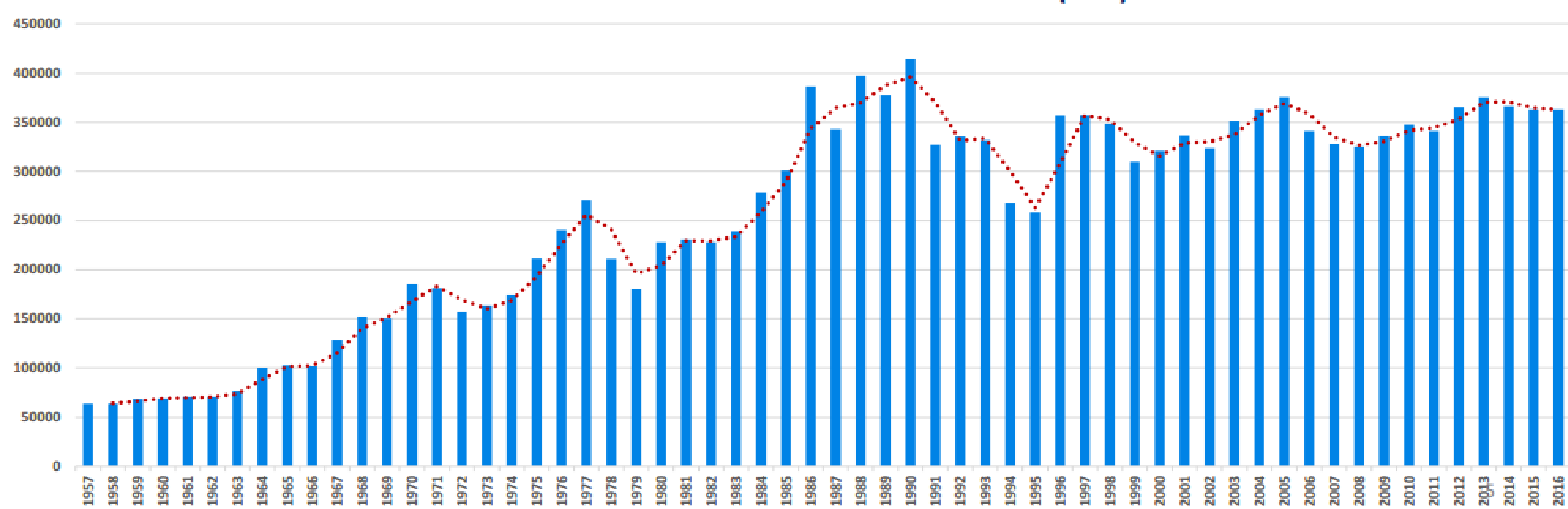
The inshore marine waters is characterized by narrow continental shelf and lack of upwelling

Shallow water shrimp trawling of less than 10 semi industrial vessels

An average of 60 foreign vessels licensed for international market

	Water Body	Km²	MSY (metric tons)
1.	Territorial Sea	64,000	100,000
2.	Exclusive Economic Zone (EEZ)	223,000	Yet to be established
3.	Lake Victoria	35,088	2,210,000
4.	Lake Tanganyika	13,489	295,000
5.	Lake Nyasa	5,760	168,000
6.	Lake Rukwa	3,000	
7.	Lake Eyasi	1,000	
8.	Other small lakes, rivers and dams	3,663	30,000
	TOTAL	**349,000**	**2,803,000**

TANZANIA MAINLAND SCENARIO: FISH Catch (ton) 1957-2016



Aquaculture sector is at an initial stage of development

- Seaweed farming
- Tilapia farming
- Current: 20,000 tons/yr
- Catfish farming
- Miscellaneous sea organisms
- Shrimp farming

Target markets

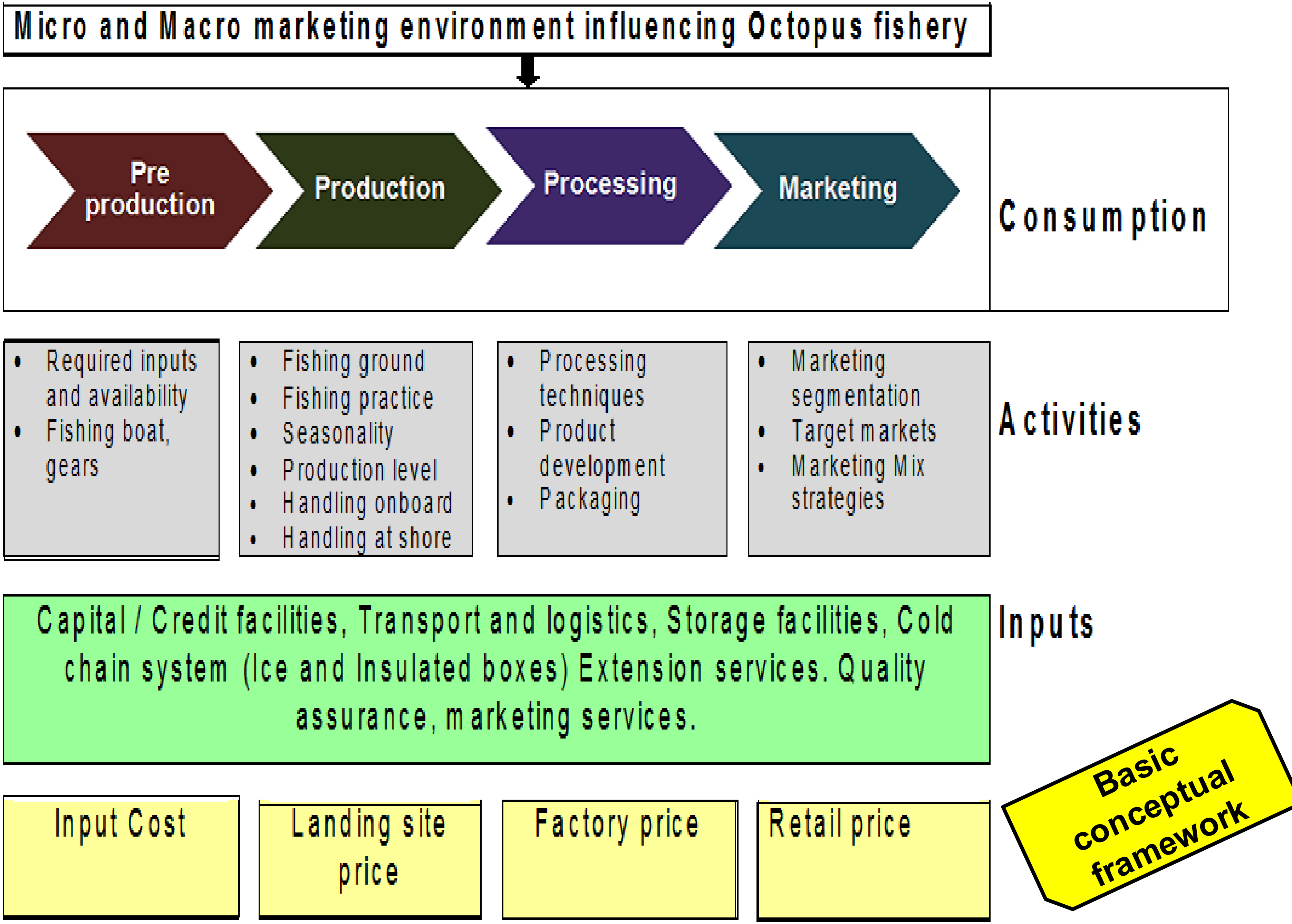
Domestic: Rural & urban markets

Regional market: East & Central African Region

International market

The challenges include a host of tariff and non-tariff trade barriers

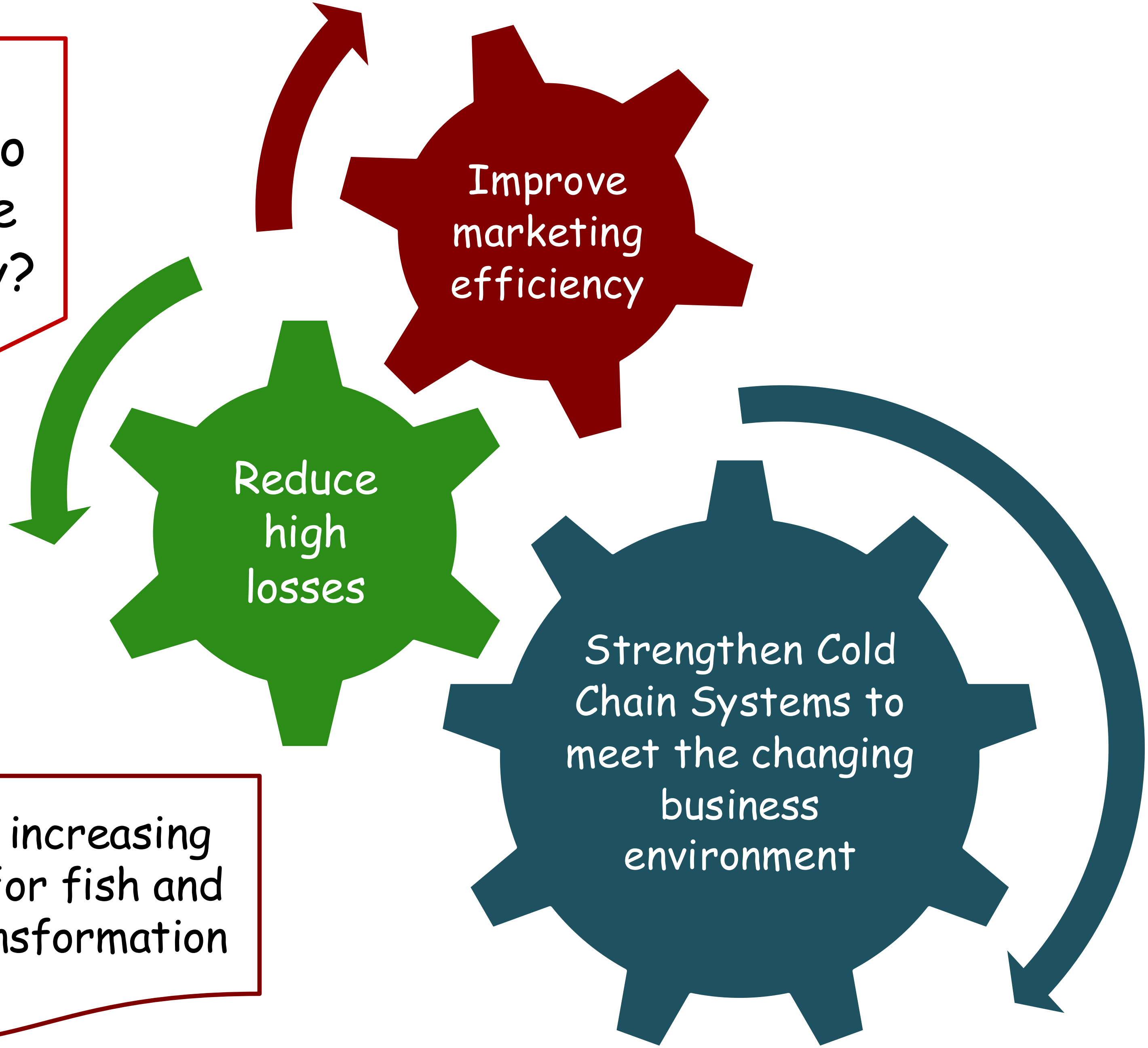
Source: ICFS


Micro and Macro marketing environment influencing Octopus fishery
Pre production
Production
Processing
Marketing
Consumption
Required inputs and availability
Fishing boat, gears
Fishing ground
Fishing practice
Seasonality
Production level
Handling onboard
Handling at shore
Processing techniques
Product development
Packaging
Marketing segmentation
Target markets
Marketing Mix strategies
Activities
Capital / Credit facilities, Transport and logistics, Storage facilities, Cold chain system (Ice and Insulated boxes) Extension services. Quality assurance, marketing services.
Inputs
Input Cost
Landing site price
Factory price
Retail price
Basic conceptual framework

Hurdles along supply chains have to be identified and dealt with

Improving business environment is critical: For example, it takes over 50 days to place much of LVS to target market as opposed to 14 days lead time/ shelf-life of the product.

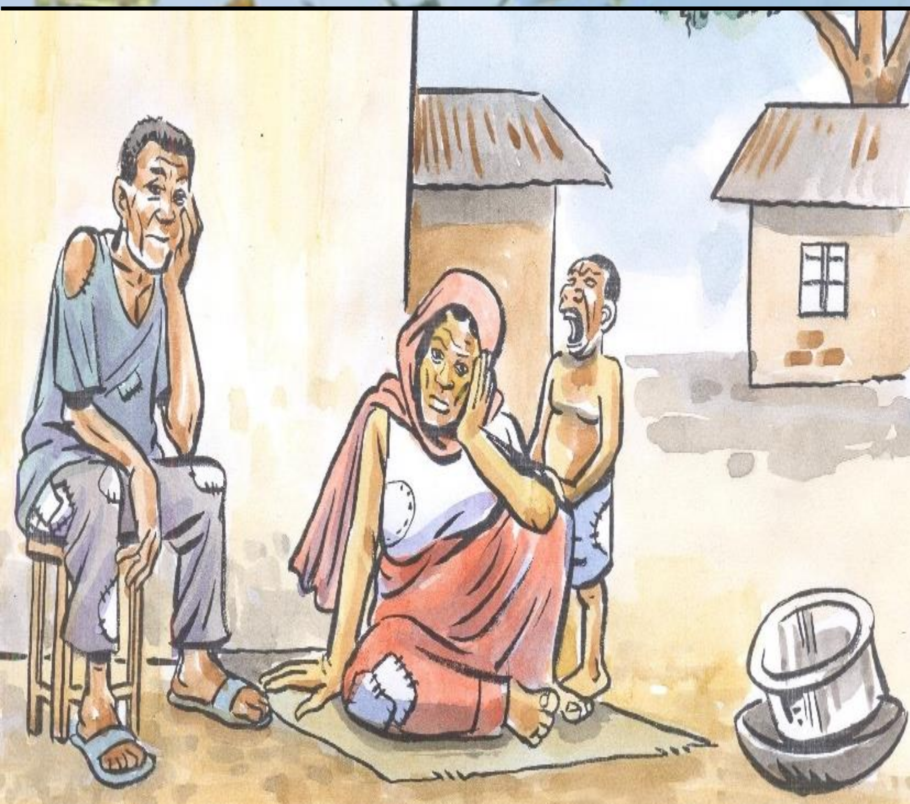
What needs to be done urgently?



To meet increasing demand for fish and rural transformation

<u>Conclusion:</u>

Collective efforts are urgently needed in addressing pertinent issues affecting SSF along supply chains if the noble objectives of **SDGs** are to be realized



Thank you for your kind attention