

INVISIBLE BARRIERS TO TRADE

United Republic of Tanzania: Business perspectives



United Republic of Tanzania: Invisible barriers to trade

Business perspectives

About the paper

More than a third of Tanzanian companies have fully or partially resolved trade obstacles in the last six years. Government-led initiatives and regulatory reforms have helped ease exporters' difficulties.

This second ITC survey in the United Republic of Tanzania also finds that 72% of exporters – especially those exporting agricultural commodities – still struggle to comply with domestic and foreign trade-related regulations and procedures. These measures undermine exporters' competitiveness and ability to access international markets.

The report suggests that establishing a single window to meet export-related requirements and improving international recognition of conformity assessments are vital to develop Tanzanian exports.

Publisher: International Trade Centre (ITC)

Title: United Republic of Tanzania: Invisible barriers to trade. Business perspectives

Publication date and place: Geneva, April 2022

Page count: 108

Language: English

ITC Document Number: TMI-21-97.E

This publication was produced with the financial support of the European Union. Its contents do not necessarily reflect the views of the European Union.

Citation: International Trade Centre (2022). *United Republic of Tanzania: Invisible barriers to trade. Business perspectives*. ITC, Geneva.

For more information, contact Samidh Shrestha (shrestha@intracen.org)

For more information on NTM surveys, see www.ntmsurvey.org

ITC encourages the reprinting and translation of its publications to achieve wider dissemination. Short extracts of this paper may be freely reproduced, with due acknowledgement of the source. Permission should be requested for more extensive reproduction or translation. A copy of the reprinted or translated material should be sent to ITC.

Digital images on the cover: © Shutterstock

© International Trade Centre (ITC)

ITC is the joint agency of the World Trade Organization and the United Nations.

Foreword

The 2030 Sustainable Development Goals explicitly recognize international trade as an engine for inclusive economic growth, job creation and poverty reduction, and contributing to the promotion of sustainable development.

For the United Republic of Tanzania, international trade can also be a key driver of economic growth. The country has the potential to increase its exports by \$2 billion in 2024, according to the International Trade Centre (ITC). However, \$688 million of this untapped potential are in jeopardy due to market frictions such as and related non-tariff measures (NTMs). This is particularly true for small companies aiming to reach international markets. Clearly, better understanding of these trade constraints is crucial to develop appropriate trade policies.

Under the auspices of the European Union–East African Community Market Access Upgrade Programme, ITC is pleased to have worked with national authorities in the United Republic of Tanzania on this exercise to assess the country's trade barriers. This report relies on a large-scale business survey of Tanzanian exporters and importers. It identifies the most challenging non-tariff measures that these firms face. It gives policymakers evidence-based guidelines to tackle trade obstacles, reduce costs and boost competitiveness.

This is the first time ITC has implemented the NTM Business Survey twice in the same country. For us, it represents a unique opportunity to assess how business experiences have evolved over time and to document reforms the Government has made to facilitate trade.

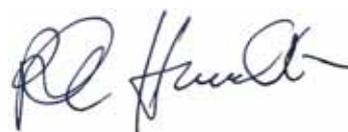
I am pleased to see the various regulatory improvements initiated by the Government through its Blueprint for Regulatory Reforms. I am also glad that these reforms incorporate some of the recommendations ITC provided after the first NTM Business Survey in 2014. It is very encouraging that the business community positively perceives these efforts – particularly those in the domain of e-procedures.

Tanzanian authorities have a major role to play to support local traders. Survey results reveal that more than 70% of exporters in the United Republic of Tanzania still face difficulties with restrictive regulations or related trade obstacles. Non-tariff measures especially affect agricultural exporters.

We believe market access begins at home. As such, ITC stands ready to assist the Tanzanian Government to prioritize trade facilitation and sector value chain development to help micro, small and medium-sized enterprises achieve export success.

ITC remains committed to helping Tanzanian small businesses participate fully in regional and international value chains with products and services that meet market requirements.

I hope this report will help forge a roadmap that leads to more inclusive and competitive trade policy.



Pamela Coke-Hamilton
Executive Director
International Trade Centre

Acknowledgements

The International Trade Centre (ITC) expresses its appreciation to the representatives of enterprises, business associations and institutions, and the experts who agreed to be interviewed and shared their experiences on regulatory and procedural trade obstacles.

Paula Castañeda Verano and Samidh Shrestha wrote this report. Abdellatif Benzakri and Paula Castañeda Verano contributed to data quality control and provided statistical support. Inés Escudero and Mohamed Tarek Issa provided research support.

Samidh Shrestha managed the implementation of the business survey on non-tariff measures in the United Republic of Tanzania – as part of ITC Programme on Non-Tariff Measures under the general supervision of Mondher Mimouni, Chief, ITC Trade and Market Analysis Section, and Ursula Hermelink, Head of the ITC Programme on Non-Tariff Measures.

We would also like to thank Natalie Domeisen and Anne Griffin (both ITC), who oversaw the production process; Jennifer Freedman, who edited the report; Franco Iacovino (ITC), who provided graphic support; and Serge Adeagbo (ITC) for printing support.

ITC thanks Freddy Kavula and Oliver Amani (both Ministry of Industry and Trade, United Republic of Tanzania) and Kibunje Mageme Kulwa (Export Quality Management Expert) for their expertise and contributions to this publication. ITC also acknowledges the enormous task undertaken by a network of national consultants who conducted interviews across the country.

We thank the Ministry of Industry and Trade of the United Republic of Tanzania for its trust and support throughout the project.

The survey in the United Republic of Tanzania was carried out under the Market Access Upgrade Programme (MARKUP), a regional initiative that aims to improve market access to Europe and the East African region for five East African Community countries – Burundi, Kenya, Rwanda, Uganda and the United Republic of Tanzania. We express our gratitude to the EAC MARKUP team for its guidance during the survey and its feedback on the report.

The European Union's 11th European Development Fund is funding MARKUP from 2018–2022. ITC thanks the European Union for its financial contribution.

Contents

Foreword	iii
Acknowledgements	iv
Acronyms	viii
Executive summary	ix
CHAPTER 1 THE COMPANY PERSPECTIVE	1
Non-tariff measures hinder most exporters	2
Cross-cutting issues for exporters	6
Technical measures concern firms in all sectors	6
Issues with rules of origin and certificates of origin	7
Domestic regulations are a major obstacle	8
Despite preferential access, exporting to the EAC is challenging	8
Top hurdle: The procedures, not the regulations	9
Agricultural export challenges	11
Avocado	14
Coffee	18
Tea	21
Spices	23
Horticulture	25
Other agricultural products	26
Manufacturing export challenges	28
Importers struggle with charges, taxes and price controls	31
CHAPTER 2 PUBLIC SECTOR AND BUSINESS ASSOCIATION INSIGHTS	34
Perspectives of public agencies	34
Understanding and resolving the concerns of traders	34
Public agencies have their own constraints	39
Impact of COVID-19 on public institutions	39
Perspectives of private sector business associations	40
Moving in the right direction	40
Business associations echo the concerns of companies	40
Relevant information must be made available	41
CHAPTER 3 THE PATH TOWARDS REGULATORY REFORM	42
Changes in company perspectives in 2014–2020	42
Recommendations in 2014	45

Government takes steps to support traders	47
Blueprint to create an enabling business environment	47
Regional commitments to facilitate cross-border trade	49
Targeted reforms	50
Regulatory reforms are in line with ITC recommendations	51
Company perspectives on the regulatory reforms	52
How have traders overcome NTM-related barriers?	53
CHAPTER 4 RECOMMENDATIONS	55
APPENDICES	60
Understanding non-tariff measures	60
A business survey on non-tariff measures	61
Tanzanian economy: the big picture	62
Profile of surveyed companies	66
Appendix I Non-tariff measures surveys: Global methodology	70
Appendix II Non-tariff measures classification	74
Appendix III Procedural obstacles	76
Appendix IV Abolished fees on agriculture, fisheries and livestock licences and permits	77
Appendix V Abolished fees and permits from other sectors	79
Appendix VI Tanzanian laboratories for food testing	80
Appendix VII Products included in the priority sectors	81
Appendix VIII List of public agencies and private sector business associations interviewed	83
Appendix IX Agenda of the stakeholder consultation	84
References	86
ITC series on non-tariff measures	87

预览已结束，完整报告链接和二维码如下：

https://www.yunbaogao.cn/report/index/report?reportId=5_31007

