

Required Report: Required - Public Distribution

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Report Name: Coffee Annual

Country: Tanzania

Post: Dar Es Salaam

Report Category: Coffee

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Report Highlights:

Despite market volatility, and unstable policies, the European Union remains the largest importer of Tanzanian green coffee beans, buying six times as many beans as the United States. FAS/Dar es Salaam projects green bean exports will rise from 1.25 million bags in MY 2024/25 to 1.36 million bags in MY 2025/26, driven by increased production. Post also forecasts a two percent rise in ending stocks, primarily due to higher production, while domestic consumption sees only minimal growth.

Table 1: Production, Supply, and Distribution (PSD)

Coffee, Green	2023/2024		2024/2025		2025/2026	
Market Year Begins	Jul 2023		Jul 2024		Jul 2025	
Tanzania, United Republic of	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted (1000 HA)	0	265	0	265	0	270
Area Harvested (1000 HA)	0	265	0	265	0	265
Bearing Trees (MILLION TREES)	0	0	0	0	0	0
Non-Bearing Trees (MILLION TREES)	0	0	0	0	0	0
Total Tree Population (MILLION TREES)	0	0	0	0	0	0
Beginning Stocks (1000 60 KG BAGS)	22	22	31	31	0	50
Arabica Production (1000 60 KG BAGS)	750	750	775	700	0	750
Robusta Production (1000 60 KG BAGS)	600	600	625	650	0	700
Other Production (1000 60 KG BAGS)	0	0	0	0	0	0
Total Production (1000 60 KG BAGS)	1350	1350	1400	1350	0	1450
Bean Imports (1000 60 KG BAGS)	0	0	0	0	0	0
Roast & Ground Imports (1000 60 KG BAGS)	0	0	0	0	0	0
Soluble Imports (1000 60 KG BAGS)	6	6	5	6	0	6
Total Imports (1000 60 KG BAGS)	6	6	5	6	0	6
Total Supply (1000 60 KG BAGS)	1378	1378	1436	1387	0	1506
Bean Exports (1000 60 KG BAGS)	1260	1260	1300	1250	0	1360
Rst-Grnd Exp. (1000 60 KG BAGS)	0	0	0	0	0	0
Soluble Exports (1000 60 KG BAGS)	10	10	10	10	0	10
Total Exports (1000 60 KG BAGS)	1270	1270	1310	1260	0	1370
Rst,Ground Dom. Consum (1000 60 KG BAGS)	52	52	50	52	0	60
Soluble Dom. Cons. (1000 60 KG BAGS)	25	25	25	25	0	25
Domestic Consumption (1000 60 KG BAGS)	77	77	75	77	0	85
Ending Stocks (1000 60 KG BAGS)	31	31	51	50	0	51
Total Distribution (1000 60 KG BAGS)	1378	1378	1436	1387	0	1506
(1000 HA) ,(MILLION TREES) ,(1000 60 KG BAGS)						
OFFICIAL DATA CAN BE ACCESSED AT: PSD Online Advanced Query						

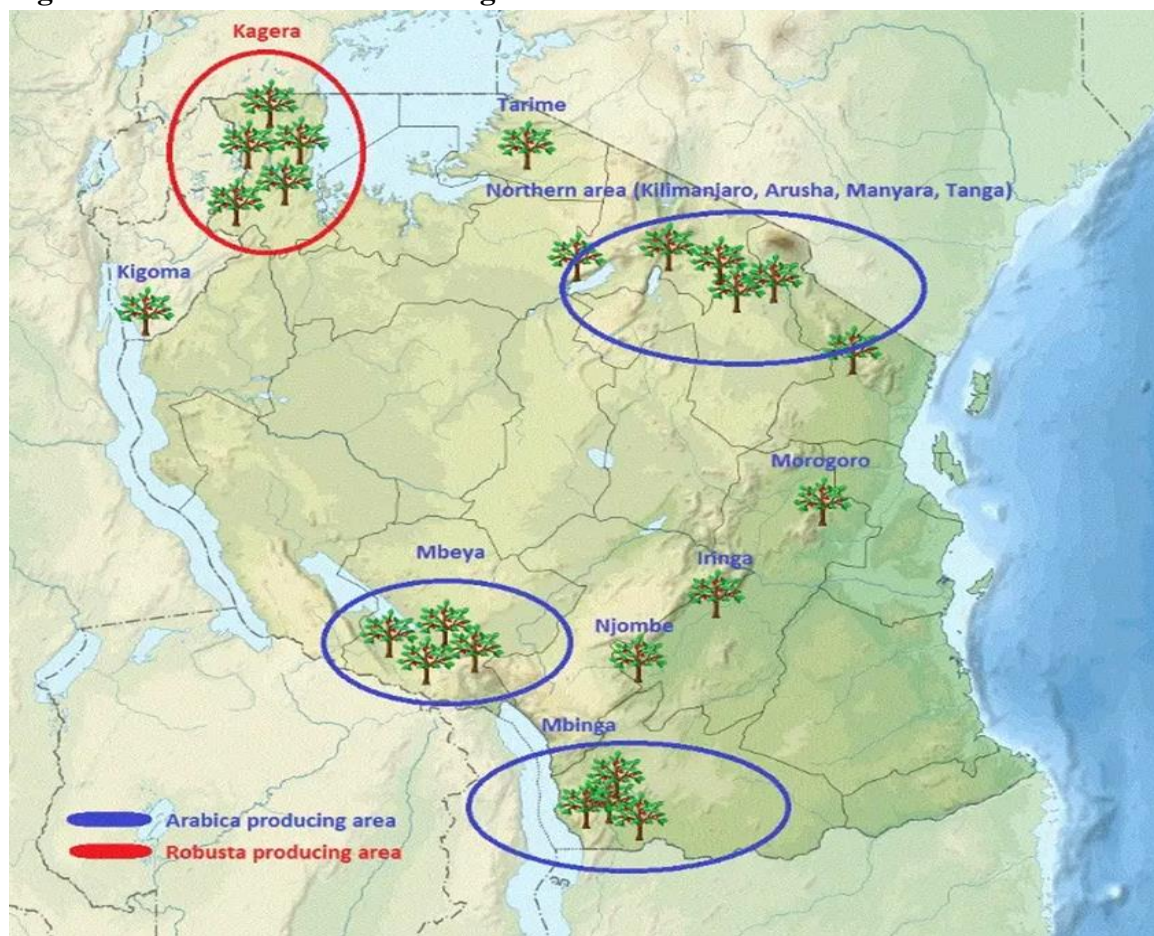
Crop Area

Tanzania's coffee sector is poised for expansion, with cultivated areas projected to grow from 265,000 hectares (HA) in marketing year (MY) 2024/25 to 270,000 hectares in MY 2025/26, driven primarily by Robusta coffee. In the Kagera region, particularly the Ngara district, farmers are clearing land to establish new coffee farms, benefiting from subsidized seedlings and strong farm gate prices. However, the harvested area will remain at 265,000 hectares until newly planted farms reach production maturity. Coffee is Tanzania's most significant cash crop, cultivated by over 40 percent of farmers and occupying 39 percent of land under permanent crops. Production occurs through three primary systems:

- Pure stand smallholder farming (dominant in the South)
- Intercropped coffee and banana farming (common in the North and West)
- Estate sector, contributing less than 10 percent of total production

Most farmers cultivate coffee on small plots averaging 0.63 hectares, with trees typically older than 25 years. Farm sizes vary, with 400 to 2,000 trees per farm, particularly in western and southern regions. Tanzania produces both Arabica (60.9 percent) and Robusta (39.1 percent) coffee. Arabica is primarily grown in the far north (Kilimanjaro, Arusha, Tanga, Iringa), and the far south (Mbeya, Njombe, Mbinga) of the country. Meanwhile Robusta is cultivated in the Kagera region in the northwest corner of the country, near Lake Victoria. See Figure 1.

Figure 1: Tanzania Coffee Growing Areas



Source: Tanzania Coffee Board

Production

Tanzania's coffee production is projected to reach 1.45 million 60-kilogram bags in MY 2025/26, up from 1.35 million bags the previous year. This increase is driven by ongoing rehabilitation efforts, favorable weather conditions, and the crop's natural cycle. Rising coffee prices have incentivized farmers to expand plantations, invest in advanced fertilizers and equipment, and enhance production efficiency.

Stable pricing has strengthened Agricultural Marketing Cooperative Societies, enabling financial support and training for growers. Adequate rainfall and consistent temperatures have fostered optimal growing conditions, facilitating recovery from previous droughts and boosting yields. Strong global demand continues to drive production and exports, reinforcing Tanzania's position in the international coffee market.

As one of three major global producers of Colombian Mild Arabica coffee (alongside Colombia and Kenya), Tanzania accounts for six percent of total production in this category. About 90 percent of production comes from 320,000 smallholder farmers, with the remaining output from around 100 large farms. The coffee harvest season runs from July to October.

Inputs

While the government of Tanzania provides subsidized fertilizer to tobacco, corn, and rice farmers, support to coffee farmers is negligible. Fertilizer usage varies across regions, with estimates indicating that approximately 40 percent of farmers in the south and north and only two percent in the west use inorganic fertilizers.

As of September 2024, subsidized fertilizer prices ranged from US \$23 to US \$28 per 50-kilogram bag (US \$460-560 per ton), with costs influenced by proximity to Dar es Salaam port. Given that Tanzania imports nearly 95 percent of its fertilizer supply, price variations across regions persist. Detailed pricing information can be found on the [Tanzania Fertilizer Regulatory Authority website](#).

Table 2: Fertilizer Prices per 50 kg Bag, September 2024

Fertilizer Type	High Market Price (TZS)	High Subsidized Price (TZS)	Subsidy (TZS)
DAP	113,319	85,000	32, 254
UREA	86,892	75,443	11,449
CAN	71,414	65,188	6,226
SA	58,343	55,444	2,899
NPKs	99,110	82,835	16,275

Source: TFRA.

Note: As of September 2024, 10,000 Tanzania Shillings equal USD 3.70

Historically, the high cost of fertilizer limited farmers' ability to apply recommended quantities, with an average application rate of 50 kilograms per hectare. Many farmers reported using minimal amounts - around one bag per hectare - or none, due to affordability constraints. Coffee trees require substantial nutrient replenishment, extracting approximately 40 kilograms of nitrogen, 2.2 kilograms of phosphorus, and 53 kilograms of potassium per ton of green coffee beans. To maintain productivity, annual soil nutrient replacement is essential. A balanced fertilization strategy incorporating macronutrients (nitrogen, phosphorus, potassium) and micronutrients (zinc, boron) is recommended, with specific application rates varying based on soil conditions and tree age.

Changes in MY 2024/25

Tanzania's coffee production for the 2024/25 marketing year is projected to remain at 1.35 million bags, unchanged from the previous year. This stability is due to rehabilitated coffee plants not yet reaching full maturation and limited fertilizer use. An analysis of coffee export trends from July 2024 to March 2025, along with projections for April to June 2025, supports current year estimates of 1.35 million bags. Refer to Table 3 in the trade section for further details.

By November 2023, the Tanzania Coffee Board had already distributed 13 million improved seedlings to farmers, with plans to distribute a total of 25 million seedlings by the end of 2025. Despite this expansion, the harvested area is expected to remain at 265,000 hectares, as the Tanzanian government prioritizes the rehabilitation of existing coffee farms rather than the establishment of new plantations or the repurposing of land.

Policy

Tanzania's coffee sector is guided by policies aimed at increasing production, improving quality, and expanding market access. The [Tanzania Coffee Industry Development Strategy \(2020–2025\)](#) focuses on enhancing coffee varieties, expanding cultivation, and improving access to agricultural inputs through seedling distribution, fertilizer promotion, and research on pest and disease management.

In a significant development, in April 2025, the government signed a Memorandum of Understanding (MoU) with Corus International to mobilize 30 million US dollars (approximately 81 billion Tanzanian shillings) for coffee production and market expansion. The agreement, signed between the Tanzania Coffee Board and the Cereals and Other Produce Regulatory Authority, was witnessed by officials from the Ministry of Agriculture. Tanzania Coffee Board emphasized that the MoU would improve coffee quality, enhance market access, and raise farmers' incomes while fostering a more supportive agricultural business environment.

Trade

Tanzania's coffee trade is set for modest growth, with total exports projected to increase to 1.37 million bags in MY 2025/26, up from 1.26 million bags the previous year. This rise is driven by economic incentives and favorable agricultural conditions.

Expanding production capacity and improved farming techniques have strengthened Tanzania's ability to meet growing global demand. The strong appeal of Tanzanian premium Arabica coffee in key markets continues to enhance the country's presence in the international coffee trade.

Stable temperatures and consistent rainfall this year have created optimal growing conditions, enabling crops to recover from previous droughts and boosting yields. Improved fertilizer use and the adoption of enhanced farming practices have further supported production growth.

Table 3: Monthly Green Bean Coffee Exports, July 2024 to March 2025 (60-kg Bags)

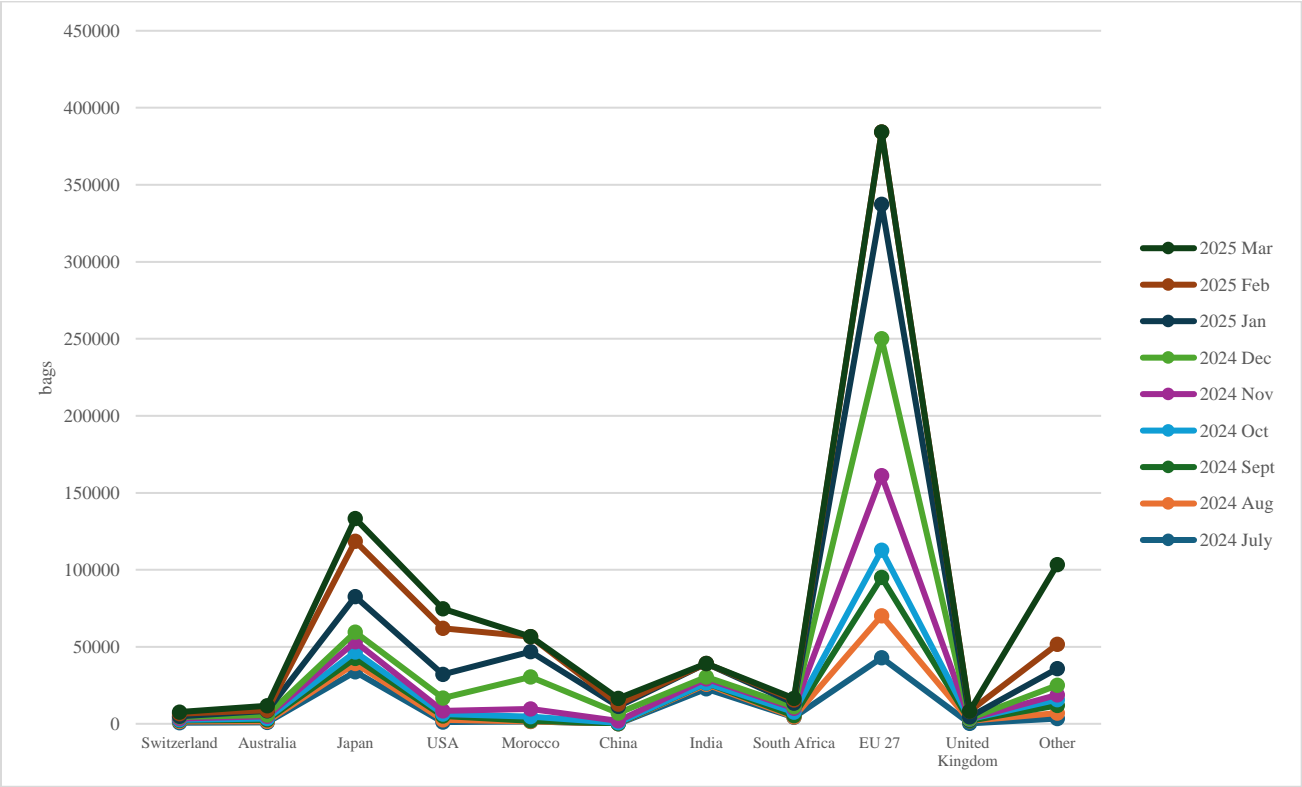
Month	2024	2025
July	110,407	
August	43,702	
September	36,049	
October	33,758	
November	73,704	
December	142,441	
January		169,638
February		146,034
March		42,206
April**		155,000
May**		165,000
June**		135,000
Grand Total Export	1,252,939	

Source: Trade Data Monitor, LLC

**Post estimates based on historical data

Tanzania’s green bean coffee exports continue to rise. This growth is driven by high international prices, strong global demand, and improved production capacity. In December 2024, shipments peaked at 142,441 bags, followed by 169,638 bags in January 2025, highlighting the sector's accelerating momentum. For a detailed breakdown of exports in MY 2024/25 and projections for the final three months of the marketing year, refer to Table 3.

Figure 2: Monthly Trends of Green Bean Export, July 2024 to March 2025 (60-kg Bags)



Source: Trade Data Monitor, LLC

Key export destinations are detailed in Table 4 below. Tanzania's green coffee exports have shown fluctuations across key international markets from 2021 to 2024. The European Union remains the largest importer, although volumes declined from a peak of 749,451 bags in 2023 to 652,901 bags in 2024. Japan, the second-largest destination, also experienced a slight decrease, dropping from 204,779 bags in 2023 to 200,254 bags in 2024.

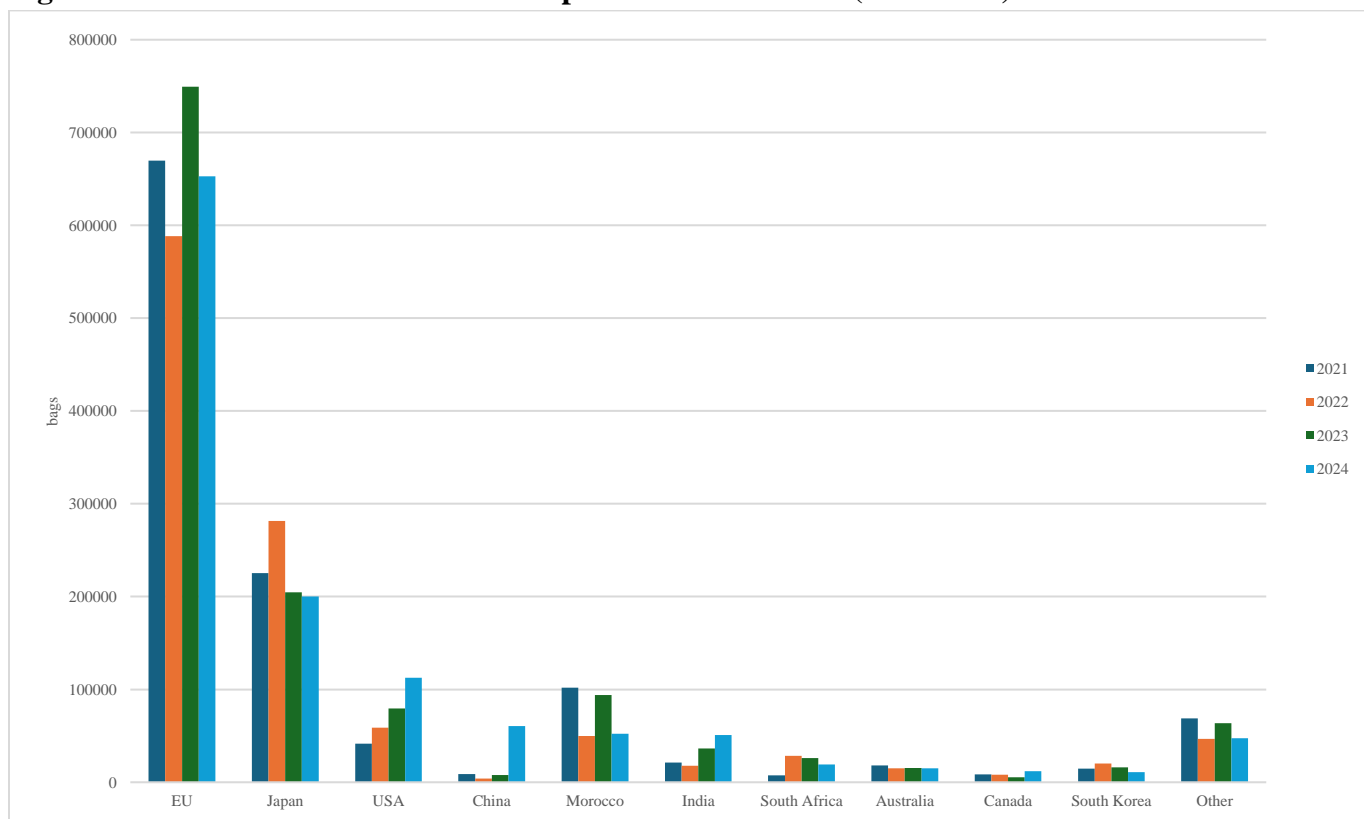
The United States saw steady growth, with exports rising significantly from 41,448 bags in 2021 to 112,720 bags in 2024, indicating increasing demand. Similarly, China exhibited a sharp increase, reaching 60,550 bags in 2024, a notable jump from previous years. India’s imports nearly doubled between 2021 and 2024, suggesting growing market interest.

Other markets such as Morocco, South Africa, and Australia experienced fluctuations, while Canada and South Korea saw relatively modest changes. The "Other" category registered varied figures, reflecting shifting trade dynamics. Overall, Tanzania’s export landscape demonstrates resilience, with expansion into key markets supporting continued growth.

Table 4: Leading Destinations for Tanzania's Green Coffee Exports (CY, 60-kg Bags)

Reporter	2021	2022	2023	2024
EU	669,737	588,354	749,451	652,901
Japan	225,395	281,684	204,779	200,254
USA	41,448	58,841	79,586	112,720
China	8,661	4,115	7,810	60,550
Morocco	101,919	49,678	93,941	52,226
India	21,087	17,928	36,326	50,934
South Africa	7,529	28,542	26,208	19,297
Australia	18,287	15,138	15,474	15,188
Canada	8,522	8,043	5,349	12,072
South Korea	14,558	20,210	16,082	10,933
Other	68,822	46,695	63,584	47,500

Source: Trade Data Monitor, LLC

Figure 3: Calendar Year Green Bean Exports from Tanzania (2021-2024)

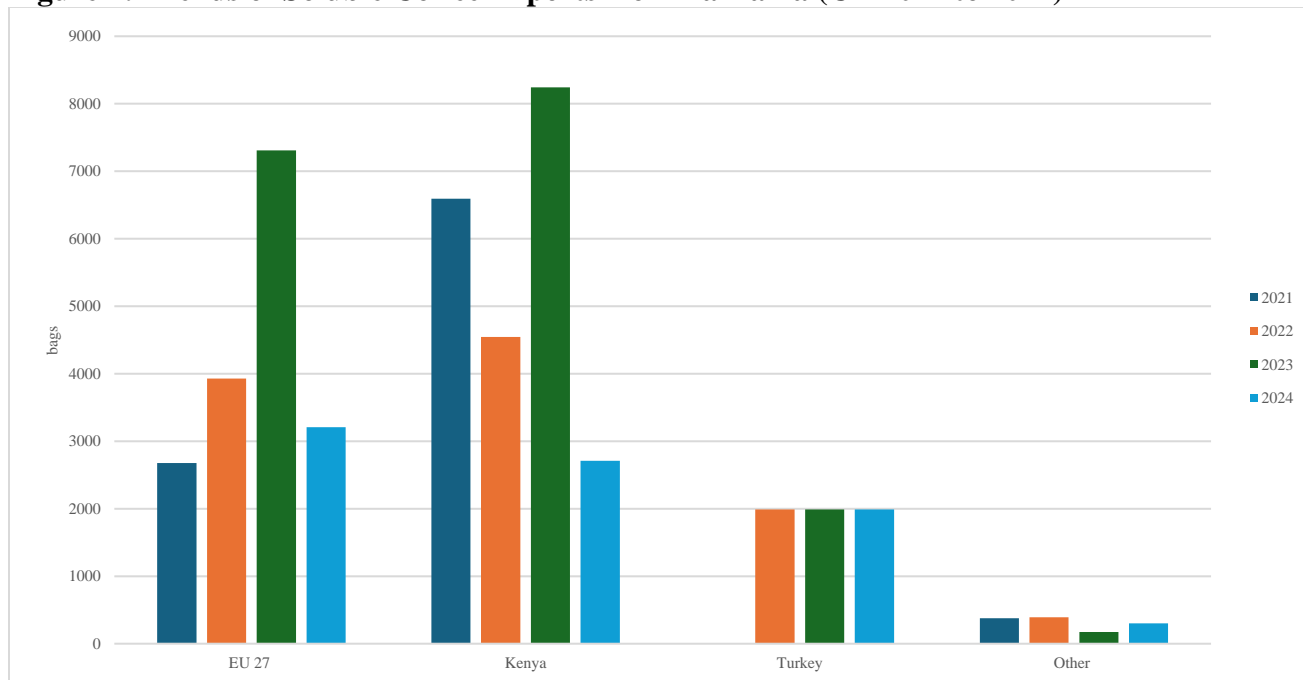
Source: Trade Data Monitor, LLC

Tanzania's soluble coffee exports, produced in Bukoba, Northwestern Tanzania, are projected to remain stable at 10,000 bags for the 2025/26 marketing year. Export destinations have shown notable shifts over the years as indicated in Table 5.

Table 5: Leading Destinations for Tanzania’s Soluble Coffee Exports (CY, 60-kg Bags)

Reporter	2021	2022	2023	2024
EU 27	2,676	3,929	7,309	3,207
Kenya	6,595	4,547	8,242	2,709
Turkey	0	1,989	1,989	1,989
Other	376	393	175	303

Source: Trade Data Monitor, LLC

Figure 4: Trends of Soluble Coffee Exports from Tanzania (CY 2021 to 2024)

Source: Trade Data Monitor, LLC

In 2023, the EU 27 experienced a sharp rise in imports, reaching 7,309 bags, before declining to 3,207 bags in 2024. Kenya, a historically significant importer, saw volumes peak at 8,242 bags in 2023 but drop markedly to 2,709 bags in 2024. Meanwhile, Turkey’s imports have remained stable at 1,989 bags since 2022, reflecting consistent demand. Other destinations maintained lower yet relatively steady import levels. These fluctuations in export figures highlight evolving market dynamics shaped by shifting demand, trade policies, and competitive pricing.

Domestic Consumption

In the 2025/26 marketing year, Tanzania's coffee consumption is projected to rise to 85,000 bags from 77,000 bags, driven by urbanization, higher incomes, and an expanding coffee culture, particularly in Dar es Salaam and Arusha. Despite this growth, tea remains the dominant beverage due to its affordability and long-standing preference among consumers.

To encourage coffee consumption, the government has introduced low-cost coffee stalls and awareness campaigns. However, domestic consumption remains low compared to production, with a significant

portion of coffee exported. Key challenges include limited roasting infrastructure, high production costs, and strong competition from tea.

Coffee consumption is shaped by various factors, including economic growth, urban expansion, cultural preferences, and government initiatives. While rising incomes and urbanization foster demand, affordability and accessibility continue to influence consumer choices. Structural constraints such as processing limitations and production costs further hinder market growth, while shifting preferences toward specialty and organic coffee impact overall consumption trends.

Stocks

Projected ending stocks for MY 2025/26 are expected to increase to 51,000 bags, up from 50,000 bags in MY 2024/25. This rise is primarily attributed to higher production levels, with domestic consumption seeing only a slight uptick. Stocks will continue to be held by cooperatives, traders, exporters, and large-scale coffee growers.

Attachments:

No Attachments