



TFRA

TECHNOLOGY:

HOW DIGITAL TECHNOLOGY IS
TRANSFORMING FERTILISER
REGULATION IN TANZANIA

PLANNING:

AGRICULTURE BUDGET
ANALYSES STRATEGIC SHIFT
IN THE FERTILISER SECTOR

*Minister for Agriculture,
Daniel Chongolo*

*TFRA Executive Director,
Joel Laurent*

TFRA powers Tanzania's expanding fertiliser business





Shaping the future of Tanzania's fertiliser industry

As Tanzania advances towards the aspirations of the Tanzania Development Vision 2050, agriculture remains at the heart of our national development agenda. A productive and competitive agricultural sector is essential for achieving food security, creating employment opportunities, supporting industrial growth and improving the livelihoods of millions of Tanzanians. Within this journey, the fertiliser sector continues to play a strategic role in unlocking the full potential of our agriculture.

The Tanzania Fertilizer Regulatory Authority (TFRA) is proud to contribute to this transformation by ensuring that farmers have access to quality fertilisers through an efficient, transparent and science-based regulatory system. Our mandate goes beyond regulation; it is about creating confidence in the market, encouraging investment and supporting sustainable agricultural growth.

The achievements recorded in recent years demonstrate what can be accomplished through strong collaboration. The Government, private sector, development partners, research institutions and farmers have collectively contributed to strengthening Tanzania's fertiliser ecosystem and expanding opportunities across the value chain.

As we look to the future, our focus is not only on sustaining these gains but also on positioning the sector to meet emerging opportunities and challenges. The next phase of agricultural transformation requires innovation, stronger institutions, efficient markets and sustainable management of soil resources. TFRA is committed to providing the regulatory leadership needed to support this transition.

In line with the TFRA Strategic Plan 2026/27–2030/31, we are strengthening regulatory systems, enhancing quality assurance services and compliance mechanisms, improving laboratory services and promoting evidence based

decision making. These efforts will further improve the quality, safety and accessibility of fertiliser products throughout the country.

Digital transformation will remain a cornerstone of our institutional development. Through the adoption of modern information systems and data driven regulatory tools, TFRA aims to improve service delivery, strengthen market surveillance and enhance accessibility for stakeholders across Tanzania.

We also recognise that sustainable agricultural productivity depends on healthy soils and responsible fertiliser use. Accordingly, TFRA will continue supporting initiatives that promote soil health management, farmer awareness, innovation and research to ensure that agricultural growth is achieved in an environmentally sustainable manner.

Furthermore, we remain committed to supporting initiatives that strengthen local fertiliser manufacturing, improve supply chain efficiency and enhance Tanzania's competitiveness within regional and international markets. These efforts are critical for building a resilient fertiliser industry capable of supporting the country's long-term development ambitions.

As you read this publication, I invite you to reflect on both the progress achieved and the opportunities that lie ahead. Together, we have laid a strong foundation for growth. Together, we can build an even stronger, more innovative and sustainable fertiliser sector that serves the needs of farmers and contributes meaningfully to national prosperity.

On behalf of TFRA, I extend my sincere appreciation to the Government of the United Republic of Tanzania under the leadership of Her Excellency Dr. Samia Suluhu Hassan, our stakeholders and development partners for their continued support and collaboration.

Together, we will continue shaping a competitive, resilient and sustainable fertiliser industry that drives agricultural transformation, strengthens food security and contributes to Tanzania's economic growth for generations to come.

Joel Laurent
Executive Director
Tanzania Fertilizer
Regulatory Authority (TFRA)



Fertilizer and soil health strategy set to transform Tanzania's agriculture



By Business Insider Reporter

Agriculture remains the backbone of Tanzania's economy, employing about 65 percent of the workforce and contributing more than a quarter of GDP.

Yet declining soil fertility and limited fertilizer use have continued to suppress productivity.

The government is now seeking to reverse that trend through the Tanzania Fertilizer and Soil Health Strategy (TFSHS) 2024–2030, a national blueprint designed to modernise fertilizer markets, restore soil health and strengthen food security.

Launching the strategy, Permanent Secretary in the Ministry of Agriculture Gerald Geoffrey Mweli said improving fertilizer use and soil management is essential to unlocking the sector's economic potential.

"Agriculture remains a key driver of our economy, but productivity is still constrained by inadequate fertilizer use and poor soil health management. This strategy provides a clear roadmap to improve fertilizer availability, strengthen regulation, expand infrastructure and deepen private-sector participation," he said.

The strategy targets a sharp increase in fertilizer use, raising average nutrient application from 24kg to 60kg per hectare by 2030, while increasing fertilizer adoption among farmers from 21 percent to 50 percent. It also aims to expand the cultivated area under fertilizer application to five million hectares.

A central player in delivering these ambitions is the Tanzania Fertilizer Regulatory Authority (TFRA), which will oversee quality control, market regulation and investment promotion.

Historically, Tanzania has relied

on imports for more than 90 percent of its fertilizer requirements, exposing farmers to global price shocks and supply disruptions.

The strategy seeks to reduce that dependence by encouraging domestic manufacturing using the country's natural gas and phosphate resources.

Under TFRA's investment framework, local fertilizer production is projected to increase from 24,000 metric tonnes to more than 1.6 million metric tonnes by 2030.

To protect farmers, TFRA is also expanding laboratory capacity, strengthening regional inspection offices and enforcing truth-in-labelling requirements to eliminate counterfeit and substandard products.

Supported by investments in the Standard Gauge Railway and expanded ports, Tanzania also aims to become a regional fertilizer hub serving East and Central Africa.

Mweli said achieving the strategy's goals will depend on strong collaboration between government, financial institutions, development partners and the private sector to build a more productive, competitive and food-secure agricultural economy.



Permanent Secretary Ministry of Agriculture, Gerald Mweli

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Looking for trusted information and quality fertilizer services?
Visit the Tanzania Fertilizer Regulatory Authority (TFRA) to learn
about fertilizer regulations, product standards, licensing, and
services that support sustainable agriculture in Tanzania.



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Editor's Note

TFRA building a stronger fertiliser future

The transformation of Tanzania's agriculture cannot be discussed without recognising the vital contribution of the Tanzania Fertilizer Regulatory Authority (TFRA). Since its establishment, the Authority has become a key driver of agricultural productivity, food security and investment by strengthening regulation across the fertiliser value chain.

Over the past five years, Tanzania's fertiliser industry has recorded remarkable growth, supported by progressive government policies and an improved investment climate. New fertiliser manufacturing projects have emerged, distribution networks have expanded, and farmers now enjoy greater access to quality fertilisers. At the centre of this progress has been TFRA.

Through effective regulation of fertiliser quality, importation, production and distribution, TFRA has strengthened confidence among investors, traders and farmers. By ensuring that products meet national standards, the Authority has protected farmers from counterfeit and substandard fertilisers while promoting fair competition and responsible business practices.

The impact is evident across the country. The number of registered agro-dealers and fertiliser sales outlets has increased significantly, bringing services closer to farming communities, including those in remote areas. At the same time, growing local fertiliser production reflects rising investor confidence in Tanzania's agricultural potential and the stability of its regulatory environment.

One of TFRA's most significant achievements has been supporting the successful implementation of the Fertiliser Subsidy Programme. During a period of unprecedented global supply disruptions caused

by the COVID-19 pandemic and the Russia-Ukraine conflict, the programme helped shield farmers from soaring fertiliser prices, sustaining agricultural production and strengthening national food security.

The Authority has also embraced technology to improve efficiency and accountability. Digital systems supporting fertiliser distribution, farmer registration and subsidy management have enhanced transparency while making it easier for farmers to access government support.

These achievements align closely with Tanzania's broader agricultural transformation agenda, which seeks to boost productivity, create jobs, strengthen food security and stimulate private-sector investment. They also demonstrate the importance of strong regulatory institutions in driving sustainable economic development.

Despite this progress, significant opportunities remain. As Tanzania pursues its ambitions under Vision 2050, increasing fertiliser use, expanding local manufacturing, encouraging innovation and maintaining high quality standards will remain critical priorities.

TFRA has laid a solid foundation for this next phase of growth. Its experience, technical expertise and commitment to effective regulation position the Authority to continue supporting the country's agricultural transformation.

As Tanzania works towards becoming a modern, food-secure and industrialised economy, TFRA's role will remain indispensable. By safeguarding quality, promoting investment and ensuring farmers have access to reliable fertilisers, the Authority is helping build a stronger, more productive and more resilient agricultural sector for generations to come.



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TFRA powers Tanzania's expanding fertiliser business

By Peter Nyanje

Tanzania's fertiliser industry has evolved into a fast-growing agricultural business sector, driven by rising farmer demand, government subsidy interventions, expanding distribution networks and increased private sector participation.

Figures from the Tanzania Fertilizer Regulatory Authority (TFRA) show that the country's fertiliser market has more than doubled in just four years, with total fertiliser availability rising from 560,511 metric tonnes in the 2021/2022 farming season to about 1.3 million metric tonnes in 2025/2026.

The growth reflects the increasing commercialisation of agriculture and the expanding role of fertiliser as a strategic input in Tanzania's ambition to boost food production, improve farmers' incomes and position agriculture as a major driver of economic growth.

According to TFRA Executive Director, the authority has played a central role in creating a predictable and competitive fertiliser market by regulating the entire value chain - from importation and manufacturing to distribution and retail.

Established under the Fertilizer Act No. 9 of 2009, TFRA's mandate is to ensure farmers access quality fertiliser at affordable



TFRA Executive Director, Joel Laurent

prices while creating an enabling environment for businesses operating in the sector.

"TFRA regulates the fertiliser subsector along the entire value chain to ensure timely access to quality fertiliser at affordable prices," the Executive Director said.

The authority's responsibilities include registering fertiliser products, licensing dealers, monitoring imports, regulating



Minister of Agriculture, Daniel Chongolo (MP), in discussion with TFRA Executive Director, Joel Laurent during an inspection visit to ETG Inputs' fertiliser warehouses.



production and distribution, conducting inspections, testing products and enforcing compliance with industry standards.

A growing market driven by demand

The expansion of fertiliser supply has been accompanied by a sharp increase in consumption.

Annual fertiliser use has grown from 363,599 metric tonnes in 2021/2022 to approximately 1.1 million metric tonnes in 2025/2026, representing one of the strongest growth periods in Tanzania's agricultural input market.

The Executive Director attributes this growth partly to the government's fertiliser subsidy programme, which has improved affordability for smallholder farmers while stimulating demand across the country.

"The subsidy initiative has improved affordability for farmers and stimulated demand, particularly among smallholder farmers," he said.

The increase in consumption has had a measurable impact on agricultural output.

Food crop production increased from 17.1 million tonnes in 2021/2022 to 23.8 million tonnes in 2024/2025, representing a growth of nearly 39 percent.

During the same period, Tanzania's food self-sufficiency ratio improved from 114 percent to 130 percent, indicating increased

domestic production capacity.

Cash crop production has also expanded significantly, rising from 898,967 tonnes in 2020/2021 to more than 1.6 million tonnes in 2025/2026, while horticultural production increased from 7.3 million tonnes to 9.8 million tonnes.

Private sector expansion and new investment opportunities

The growth of the fertiliser market has created opportunities for manufacturers, importers, logistics companies, agro-dealers and investors across the agricultural supply chain.

Although Tanzania still depends on imports for more than 80 percent of its fertiliser requirements, domestic manufacturing capacity is expanding.

The number of registered fertiliser producers has increased from 11 in 2021/2022 to 48 in 2025/2026.

The current industry structure includes:

Two large-scale manufacturers;

Fourteen medium-scale manufacturers;

and

Thirty-two small-scale producers.

Domestic fertiliser production has increased from 62,724 metric tonnes in 2021/2022 to 159,760 metric tonnes in 2025/2026.

The government's long-term objective is to reduce dependence on imported fertilisers and increase domestic production capacity, with a target of meeting a larger share of national demand by 2030.

The Executive Director says Tanzania presents significant investment opportunities because of its agricultural potential, availability of raw materials, strategic location and growing regional markets.

"Opportunities exist in fertiliser manufacturing, blending facilities, storage infrastructure, logistics, distribution networks and specialised fertiliser products designed for local soil and crop requirements," he said.

Tanzania's potential as a regional fertiliser hub

Beyond serving its domestic market, Tanzania is positioning itself as a fertiliser trading and manufacturing hub for East, Central and Southern Africa.



TFRA powers...

From page 8

The country's geographic advantage is strengthened by the Port of Dar es Salaam, which serves six landlocked countries that depend on Tanzania as a major trade gateway.

With domestic fertiliser consumption growing at an estimated annual rate of about

20 percent, TFRA projects demand could reach 2.5 million metric tonnes by 2030.

The regional opportunity is equally significant as neighbouring countries require reliable supply chains for agricultural inputs.

Tanzania also has important raw material advantages, including:

Phosphate deposits estimated at 370.1 million metric tonnes;

Natural gas reserves estimated at 57 trillion cubic feet, which provide potential feedstock for nitrogen fertiliser production; and

Coal reserves estimated at 1.3 billion metric tonnes, which could support future fertiliser-related industries.

These resources create opportunities for large-scale investments in fertiliser manufacturing, particularly nitrogen-based fertilisers such as urea.

Regulation protecting market confidence

As the fertiliser business expands, TFRA's regulatory role has become increasingly important in protecting farmers and ensuring fair competition.

The authority operates a quality assurance system covering product registration, market inspections, sampling and laboratory testing.



Farmers from Hanang Village in Manyara Region receiving training on the proper use of fertilisers during the Mali Shambani campaign.



TFRA inspectors collect samples from ports of entry, manufacturing plants, warehouses and retail outlets before laboratory analysis to confirm compliance with national standards.

The authority also takes enforcement action against counterfeit and substandard fertiliser products.

The TFRA laboratory has become a key component of this system by providing scientific analysis that supports product approval, enforcement decisions and research into improved fertiliser products.

Digital systems transforming the fertiliser supply chain

Technology is also changing how the fertiliser market is monitored and managed.

TFRA operates the Fertilizer Information System (FIS), which manages regulatory processes, and the Agricultural Inputs Subsidy System (AISS), which supports implementation of the government subsidy programme.

The authority also uses more than seven government digital platforms to improve service delivery.

According to the Executive Director, digitalisation has reduced processing time, lowered administrative costs, improved traceability and reduced opportunities for fraudulent practices.

The authority is also exploring artificial intelligence and business intelligence tools to strengthen data analysis and regulatory decision-making.

Distribution network expands nationwide

One of the biggest transformations in the fertiliser sector has been the expansion of the distribution network.

The number of licensed fertiliser dealers has increased from 1,772 in 2021/2022 to 9,616 in 2025/2026.

This expansion has brought fertiliser closer to farmers, reducing the average distance farmers travel to access inputs from about 80 kilometres to 15 kilometres.

However, challenges remain, particularly in remote areas where transport costs and



infrastructure limitations affect pricing and availability.

TFRA continues working with government agencies and private sector players to strengthen logistics systems and improve market access.

Building a sustainable fertiliser industry

Looking ahead, TFRA says its priority is to build a competitive, efficient and farmer-focused fertiliser industry through stronger regulation, increased investment, improved quality assurance and expanded digital systems.

The authority believes that a well-regulated fertiliser sector will not only support agricultural productivity but also create business opportunities across manufacturing, trade, logistics and technology.

"Tanzania's fertiliser subsector is entering a new phase of growth. Through effective regulation, innovation, investment promotion and partnerships with the private sector, we are building a resilient industry capable of supporting agricultural transformation and economic development," the Executive Director said.

With demand rising, domestic production expanding and regional markets opening up, Tanzania's fertiliser industry is increasingly becoming a strategic business sector at the centre of the country's agricultural transformation agenda.



How TFRA's fertiliser subsidy system built a 100/-bn agro-business in Makambako



By Peter Nyanje

A digital fertiliser subsidy system introduced by the Tanzania Fertilizer Regulatory Authority (TFRA) has transformed the country's agricultural input business, creating new opportunities for dealers, improving transparency and ensuring more farmers access subsidised fertiliser.

For Oraph Stanley Mhema, the founder of Mhema Agrochemical and General Supply based in Makambako, Njombe Region, the journey from a small fertiliser shop with initial capital of just TSh600,000 to a company handling fertiliser distribution worth more than TSh100 billion annually demonstrates how effective public policy can unlock private sector growth.

Mhema Agrochemical has grown into one of the leading agricultural input

distributors in Tanzania's Southern Highlands, connecting fertiliser manufacturers and suppliers with thousands of farmers through an expanding network of agents.

In an interview, Mhema attributes much of the company's success to reforms introduced by the government through the fertiliser subsidy programme, particularly the shift towards a digital management system overseen by the Tanzania Fertilizer Regulatory Authority (TFRA).

"The system has improved accountability, reduced opportunities for fraud and created a reliable mechanism for tracking subsidised fertiliser from suppliers to the final farmer," he says.

A journey from small trading to agricultural enterprise

Before entering the fertiliser business, Mhema was a small-scale trader in Makambako, selling vegetables at the local market.

Together with his colleague Zakayo, he later decided to pursue higher education and complete the academic journey their parents had started. He joined the Sokoine University of Agriculture (SUA) and graduated with a degree in Agriculture in 2011.

Rather than seeking formal employment after graduation, Mhema chose entrepreneurship, using his agricultural knowledge to build a business in the farming sector.

"I started my agricultural input business with capital of about TSh600,000. I opened a small fertiliser shop near the bus stand in Makambako and began serving farmers," he says.

That modest beginning laid the foundation for what has become a major agricultural supply business.



Digital transformation changes fertiliser distribution

The turning point for Mhema Agrochemical came when the government strengthened the fertiliser subsidy programme and introduced a digital tracking system.

According to Mhema, the previous subsidy system faced challenges, particularly in ensuring that government support reached the intended farmers.

The digital platform changed this by enabling farmers to register directly in the system with key details such as their name, farm location, phone number, and fertiliser requirements.

After registration, each farmer receives a unique identification number, which they use to purchase subsidised fertiliser.

"When a farmer comes to an agent with their ID number, we enter it into the system and immediately access their details. We can see the farmer's location, farm information, and the type and amount of fertiliser they are entitled to," explains Mhema.

He adds that the system has significantly improved transparency, as the government can now track who receives subsidised fertiliser and where it is distributed.

"All farmer information is stored in a single national database. Records are available for the 2022/23, 2023/24, and 2024/25 seasons, as well as the current season," he says.

Expanding from 30 agents to more than 300

One of the biggest benefits of the digital subsidy system has been the expansion of Mhema Agrochemical's distribution network.

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How TFRA's fertiliser...

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In 2023, the company worked with around 30 fertiliser agents. Following improvements in the digital platform and increased demand for subsidised fertiliser, the network has expanded to more than 250 agents and over 300 distribution points across different areas.

The agents have become a critical link between fertiliser suppliers and farmers, particularly in rural communities.

"Many of my agents are young people operating in different parts of the Southern Highlands. This system has given them an

opportunity to create businesses and earn a livelihood," Mhema says.

He points out that some agents in areas such as Matamba, Njombe and Rungwe have grown businesses with annual turnover of around TSh3 billion each.

The digital system has also enabled better business monitoring by allowing dealers to track sales, farmer reach and distribution performance using accurate data.

Business growth from TSh35 billion to TSh75 billion

The expansion of the distribution network has been matched by rapid growth in Mhema Agrochemical's business volumes.

Last year, the company distributed agricultural inputs worth approximately TSh35 billion.

This year, that figure has increased to about TSh75 billion, while total fertiliser distribution handled by the company during the 2025/26 farming season exceeded TSh100 billion.

The growth reflects rising demand for fertiliser and improved access for farmers through the government subsidy programme.

Mhema believes the impact goes beyond business expansion, as the system has also contributed to increased agricultural productivity.

"Farmers are now more motivated to invest in farming because they have confidence that they can access fertiliser through this system," he says.

Investment in storage and distribution infrastructure

The growth of the business has encouraged Mhema Agrochemical to invest heavily in storage and distribution infrastructure.

The company has built large warehouses to hold fertiliser stocks and ensure timely delivery to farmers and rural agents.

"Some agents who previously depended on bicycles for their businesses today own vehicles, have built modern houses and improved their livelihoods through this business," he says.

Recognition strengthens market confidence

Mhema Agrochemical's performance has earned recognition from the Ministry of Agriculture after the company received an award as one of the best fertiliser distributors in the Southern Highlands and Tanzania as a whole.

For Mhema, the award strengthened confidence among

fertiliser manufacturers and suppliers.

"After receiving the award, manufacturers trusted us more and increased their cooperation with our company. This enabled us to access larger volumes of products and expand our distribution," he says.

Strengthening the future of fertiliser distribution

Despite the progress, Mhema believes there is still room for further improvements.

He says ensuring reliable fertiliser availability during peak farming seasons remains critical, as demand can sometimes exceed supply.

He also calls for increased farmer education on proper fertiliser use and greater awareness of locally produced agricultural inputs.

"Tanzania now has fertiliser manufacturing companies. We need to build a culture of supporting and using products produced within the country," he says.

Overall, Mhema believes the digital fertiliser subsidy system has created a stronger link between government policy, private sector participation and farmers' needs.

From a small TSh600,000 investment to a company managing fertiliser distribution worth more than TSh100 billion, Muhema Agrochemical's story demonstrates how well-designed agricultural policies can create businesses, generate employment and strengthen Tanzania's farming economy.



Tanzania's fertiliser industry scales up for regional growth

By Business Insider Reporter

Tanzania's fertiliser industry is undergoing one of the most significant transformations in its history, with major private investments, stronger regulation and a rapidly expanding subsidy programme combining to create an increasingly competitive domestic market.

At the centre of this transformation is the Tanzania Fertiliser Regulatory Authority (TFRA), whose regulatory reforms, quality assurance and market development initiatives have helped unlock billions of shillings in private investment while positioning Tanzania as an emerging regional fertiliser hub.

The country's ambition extends far beyond improving domestic food production. Tanzania is steadily building an integrated fertiliser value chain - from phosphate mining and fertiliser manufacturing to blending, distribution and exports - that could eventually supply markets across Eastern and Southern Africa.

Industrial investment gathers pace

One of the most ambitious investments is being undertaken by Itracom Fertilizers Limited, which has started constructing a major phosphate processing expansion



President Samia Suluhu Hassan with President Évariste Ndayishimiye of Burundi during the inauguration of the Itracom Fertilizers Limited plant in Dodoma.

at Vilima Vitatu in Babati District, Manyara Region, after commissioning a factory in Dodoma.

The company currently operates a processing facility producing between 400 and 700 tonnes of phosphate materials per day. Under the expansion programme, three additional processing lines will be installed, increasing total capacity significantly to meet growing demand from both Tanzanian farmers and regional fertiliser manufacturers.

According to Intracom Deputy Director Nestor Nibitanga, the investment marks a strategic shift from supplying raw phosphate materials towards manufacturing complete fertiliser products within Tanzania.

"Our objective is to move further along the value chain by producing finished fertiliser products locally rather than relying on imported finished products," he said.

Before construction began, Itracom paid approximately TSh4.9 billion in compensation to affected communities and invested another TSh1.5 billion in constructing a modern primary school, demonstrating how industrial investments can contribute directly to local development.

The company's flagship phosphate fertiliser brand, FOMI, is already exported to Uganda and Kenya, while preparations are underway to enter Malawi and Angola, underscoring Tanzania's growing importance as a regional supplier of agricultural inputs.

Itracom is also planning investments in seed production, recognising that improved seed and quality fertiliser must work together to maximise agricultural productivity.



Managing Director Itracom, Nduwimana Nazaire

TFRA: Building confidence in Tanzania's fertiliser market

Behind these private investments lies an institutional framework that has become increasingly attractive to investors.

Established under the Fertiliser Act No. 9 of 2009, TFRA regulates fertiliser manufacture, importation, exportation, blending, distribution, storage and quality standards across Tanzania.

In recent years, the authority has evolved beyond traditional regulation to become

one of the government's principal drivers of fertiliser market development.

Through licensing manufacturers, registering fertiliser products, inspecting factories and enforcing quality standards, TFRA has created a predictable investment environment that encourages companies such as Itracom, Minjingu Mines and other manufacturers to expand production.

The authority also plays a central role in coordinating Tanzania's fertiliser subsidy programme, arguably the largest agricultural input intervention in the country's history.

More than 4.5 million farmers have now been registered through TFRA's Digital Fertiliser Farmers Registration System, an innovation that won the prestigious African Association for Public Administration and Management (AAPAM) Glass Award.

The digital platform enables fertiliser movement to be tracked electronically from manufacturers and importers through distributors to individual farmers, dramatically improving transparency while reducing fraud and leakages.

A rapidly expanding market

The growth of the subsidy programme has fundamentally changed the scale of Tanzania's fertiliser business.

For the 2025/26 farming season, government plans call for the distribution of approximately 1.5 million tonnes of subsidised fertilizer - representing one of the largest coordinated input supply programmes in Africa.

Overall national fertiliser consumption has risen sharply over the past four years, driven by both increased subsidy coverage and growing farmer awareness.

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Tanzania's...

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Official figures indicate that Tanzania's fertiliser utilisation has increased from 19 kilogrammes per hectare in 2021/22 to 24 kilogrammes per hectare in 2024/25, while national food production has expanded substantially.

This growing demand has encouraged manufacturers to increase domestic capacity.

According to TFRA, the number of operational fertiliser manufacturing and blending plants has increased from 16 to 33 over the past four years, while domestic fertiliser production has risen dramatically, reducing dependence on imported finished products.

The authority's regulatory oversight has also strengthened confidence among international suppliers and investors seeking to establish operations in Tanzania.

Supporting value addition

TFRA's regulatory framework increasingly encourages local value addition rather than simple importation.

Instead of importing finished fertiliser blends, companies are investing in domestic blending facilities capable of producing crop-specific fertilisers suited to Tanzania's diverse soils.

This approach allows manufacturers to customise nutrient formulations for crops such as maize, rice, coffee, tea, tobacco, cotton and horticultural produce, improving



As additional processing lines become operational, Tanzania's fertiliser exports are expected to expand considerably, strengthening foreign exchange earnings while supporting regional food security.



Its location, modern ports, expanding Standard Gauge Railway and improving logistics infrastructure provide manufacturers with access to markets stretching from eastern Democratic Republic of Congo to Zambia, Malawi, Burundi, Rwanda and beyond.

For Itracom, exporting FOMI fertilisers represents only the beginning.

As additional processing lines become operational, Tanzania's fertiliser exports are expected to expand considerably, strengthening foreign exchange earnings while supporting regional food security.

A sector coming of age

The convergence of private investment, supportive regulation and government-backed market expansion is creating one of the most dynamic fertiliser industries in Sub-Saharan Africa.

Companies such as Itracom are investing heavily in production capacity. TFRA continues to strengthen market governance, promote quality standards and oversee one of Africa's most sophisticated fertiliser subsidy systems. Together, these developments are reshaping Tanzania's agricultural economy.

Beyond higher crop yields, the emerging fertiliser ecosystem is generating manufacturing jobs, stimulating logistics and transport businesses, attracting industrial investment and positioning Tanzania as an increasingly influential player in Africa's agricultural input market.

For a country pursuing agricultural growth under Agenda 10/30 and Dira 2050, the fertiliser industry is no longer simply supporting farming - it is becoming a strategic industrial sector capable of driving economic diversification, regional trade and long-term food security.

fertiliser efficiency while reducing costs for farmers.

Quality assurance remains central to this strategy.

TFRA operates East Africa's largest specialised fertiliser laboratory, where products are analysed for nutrient composition, contamination and compliance with national standards before reaching farmers.

The laboratory has become a critical safeguard against counterfeit or substandard fertilisers, protecting both farmers and legitimate manufacturers.

Regional ambitions

The expansion of companies such as Itracom reflects a broader strategic vision.

As the African Continental Free Trade Area (AfCFTA) and East African Community integration deepen, Tanzania is positioning itself as a regional production centre rather than merely a fertiliser importer.

Minjingu: Our goal is to ensure every farmer has access to quality fertiliser

As Tanzania pushes to modernise agriculture and improve food security, fertiliser remains one of the most critical inputs in increasing productivity. Few companies have played a bigger role in that journey than Minjingu Mines and Fertiliser Limited (MMFL), one of the country's leading phosphate fertiliser manufacturers.

In this interview, Managing Director of Minjingu Mines and Fertiliser Limited, MR. TOSKY HANS discusses its growth journey, contribution to fertiliser access, partnership with regulators and plans to support the next phase of agricultural transformation. Read on...

QUESTION: For readers who may not be familiar with MMFL, tell us about the company, its products and the role it plays in Tanzania's agricultural sector.

ANSWER: Minjingu Mines and Fertiliser Limited or MMFL in short is a proudly Tanzanian company engaged in phosphate mining, fertiliser production and nationwide distribution of agricultural inputs. Since its establishment in 2001, the company has been committed to supporting agricultural development through locally produced fertilisers tailored to the needs of Tanzanian soils and crops.

Our operations begin with phosphate mining in Minjingu village, Manyara Region, where we process raw materials into various fertiliser products designed for different crops and agro-ecological conditions.

Today, we manufacture and distribute a wide range of products including Nafaka DAAP Plus, CAAN Plus, Golden Chai, Coffee Plus, White Diamond Pamba and Minjingu Organic Hyper Phosphate (MOHP), among others.

These products support the cultivation of maize, rice, coffee, tea, cotton, sunflower, avocado, tobacco, vegetables and many other commercial and food crops.

For more than two decades, Minjingu has remained committed to helping farmers improve soil fertility, increase yields and enhance crop quality.

Q: How has MMFL contributed to improving fertiliser availability across Tanzania?

A: One of our biggest contributions has been reducing dependence on imported fertilisers through local production. Manufacturing fertiliser within Tanzania allows us to maintain a more reliable supply chain while making products available at competitive prices.

We have also invested heavily in distribution infrastructure. Today, our network includes 23 warehouses scattered in 19 regions and more than 450 agro-dealers serving farmers across the country.

This extensive distribution system ensures fertilisers reach farmers even in remote areas, reducing transportation challenges and delays.

Beyond supplying products, we invest significantly in farmer education through demonstration plots, agricultural exhibitions, radio programmes, social media platforms and direct training sessions.

The result is a stronger fertiliser supply ecosystem that supports national food security and agricultural growth.

Q: What strategies do you use to ensure fertilisers reach farmers on time and at affordable prices?



*Minjingu
Managing
Director,
Tosky Hans*

A: Our strategy is built around local production, efficient logistics and strong partnerships.

Producing fertiliser locally helps us reduce costs associated with imports and international supply chain disruptions. At the same time, we operate a strategic distribution network supported by warehouses, over 450 agro-dealers and a fleet of more than 35 trucks.

We also plan production and distribution schedules well ahead of planting seasons to ensure products are available before demand peaks.

Equally important is collaboration. We work closely with government institutions, farmer cooperatives, financial institutions and agricultural stakeholders to expand access to fertilisers.

By combining these efforts, we are able to ensure farmers receive quality fertiliser when they need it most.

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Minjingu goal...

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Q: Farmer education has become increasingly important. What programmes does MMFL run to support knowledge transfer?

A: Education is a critical part of our business model because even the best fertiliser delivers maximum results only when used correctly.

We operate demonstration farms across different regions where farmers can observe the impact of proper fertiliser use under real farming conditions.

We also organise farmer training sessions, field days and community meetings in partnership with extension officers, cooperatives and agro-dealers.

In addition, we use radio programmes, digital platforms and educational publications to share agronomic knowledge with farmers nationwide.

Our technical experts regularly provide guidance on fertiliser selection, application rates and best agronomic practices. Ultimately, our goal is to help farmers increase yields, improve quality and enhance profitability.

Q: How has your partnership with the Tanzania Fertilizer Regulatory Authority (TFRA) supported industry growth?

A: Our relationship with TFRA has been instrumental in strengthening Tanzania's fertiliser industry.

TFRA provides an important regulatory framework that ensures fertiliser products meet required quality standards. Through this collaboration, we have successfully registered and developed products that comply with national regulations.

The Authority has also played a major role in promoting fertiliser use, educating stakeholders, improving quality assurance systems and combating substandard products in the market.

These efforts have helped build confidence among farmers while creating a more transparent and competitive industry environment.

We view TFRA as a key partner in supporting local manufacturing, improving product quality and advancing Tanzania's agricultural development agenda.

Q: Looking ahead, what are MMFL's priorities for improving fertiliser quality and boosting agricultural productivity?

A: Innovation remains at the centre of our future strategy.

We continue to invest in research and product development to create fertilisers tailored to the specific needs of different crops and farming systems. Our goal is to ensure plants receive the right nutrients at the right time and in the right balance.

At the same time, we are upgrading production technologies and strengthening quality-control systems to ensure every bag of fertiliser meets both national and international standards.

Farmer education will remain a major priority. We intend to expand our demonstration farms, training programmes and advisory services because knowledge is just as important as the product itself.

We are also focusing on specialised fertiliser solutions for strategic crops such as maize, rice, coffee, tea, cotton, sunflower, avocado and horticultural crops.

Ultimately, our vision is simple: to help Tanzanian farmers harvest more from every acre, improve their incomes and contribute meaningfully to national food security and economic growth.



*TFC Director General,
Samuel Mshote*

TFC assures fertiliser self-sufficiency through local production

By Business Insider Reporter

Tanzania is stepping up efforts to build a stronger domestic fertiliser industry, with plans to reduce reliance on imports and position itself as a key supplier for the East African market.

Speaking on the country's long-term strategy, Tanzania Fertilizer Company (TFC) Managing Director, Samuel Mshote, said the focus is on expanding local production to shield the country from global supply disruptions that have repeatedly driven up fertiliser prices and threatened agricultural productivity.

At the centre of the strategy is the proposed construction of a large-scale urea plant that will utilise Tanzania's natural gas resources. The company is also investing in fertiliser blending facilities capable of producing formulations suited to the country's diverse soil conditions.

Mshote said Tanzania is well placed to become a regional fertiliser manufacturing hub, thanks to its abundant natural gas reserves and phosphate resources, including the Minjingu deposits. However, success will depend on competitive production costs and continued investment in supporting infrastructure.

Securing finance remains one of the

biggest challenges. Fertiliser manufacturing requires substantial capital, prompting TFC to engage strategic investors and development finance institutions to develop commercially viable projects. According to Mshote, predictable government policies will be essential to attract long-term investment.

Beyond production, the company is also seeking to improve fertiliser distribution, particularly in rural areas where weak logistics continue to limit access. Digital technology and stronger supply chains are expected to play a bigger role in reaching farmers more efficiently.

Mshote acknowledged that fertiliser use remains below potential because many farmers still struggle with affordability and limited awareness. He described the government's subsidy programme as an important intervention but said there was room to improve its targeting and effectiveness.

TFC is also working closely with the private sector and farmer cooperatives to reduce distribution costs while supporting climate-smart farming practices.

"Building domestic production capacity is not just an economic priority - it is a matter of national resilience," Mshote said, describing the company's long-term vision of strengthening food security while making Tanzania a competitive fertiliser producer for the region.





TFRA Executive Director, Joel Laurent

By Staff Writer

Over the past five years, Tanzania's fertiliser sector has undergone one of the most significant transformations in its history. Rising fertiliser consumption, expanding domestic manufacturing, stronger regulation and widespread digitalisation have reshaped the industry's contribution to agricultural productivity and national food security.

At the centre of this transformation has been the Tanzania Fertilizer Regulatory Authority (TFRA), which has evolved from a relatively small regulatory institution into a nationwide organisation overseeing one of the country's fastest-growing agricultural input markets.

According to TFRA Executive Director Joel Laurent, the institution's achievements reflect both the Government's commitment to agricultural modernisation and the growing confidence of investors, manufacturers and farmers in Tanzania's fertiliser industry.

Milestones which have redefined TFRA management of fertiliser sub-sector

"Our greatest achievement is that fertiliser is no longer viewed simply as an agricultural input. Today it is recognised as a strategic investment in food security, agricultural productivity and economic growth," Laurent says.

Fertiliser consumption

Perhaps the most visible achievement has been the dramatic increase in fertiliser use across Tanzania.

In 2021, national fertiliser consumption stood at approximately 300,000 tonnes annually. Today, consumption has exceeded 1.1 million tonnes, representing more than a threefold increase.

Laurent notes that the figure could be even higher once comprehensive data on organic fertilisers becomes available.

"This remarkable growth demonstrates increasing farmer confidence and wider adoption of improved farming practices. It is one of the strongest indicators that Tanzania is moving towards more productive agriculture," he says.

The surge has been supported by government subsidy programmes, improved distribution networks and greater awareness of balanced plant nutrition.

TFRA expansion

Five years ago, TFRA operated with only a handful of zonal offices.

Today, the Authority has established five zonal offices, Dodoma office which are



TFRA Staff, Northern Zone.

supported by its national headquarters, significantly improving regulatory oversight and bringing services closer to fertiliser businesses and farming communities.

The expanded regional presence has strengthened inspections, licensing, compliance monitoring and technical support across the country.

"Our ability to reach stakeholders has increased tremendously. We are now much closer to farmers, manufacturers, importers and distributors than ever before," Laurent explains.

Institutional capacity

TFRA has also strengthened its internal capacity.

Staff numbers have grown from about 20 employees in 2021 to around 185 professionals, while the Authority now maintains representatives in every region of Tanzania.

This nationwide presence has enabled faster regulatory interventions, improved customer service and stronger monitoring of fertiliser quality throughout the supply chain.

Stronger oversight of quality, subsidy

With staff deployed across all regions,



TFRA Staff, Eastern Zone.



TFRA Staff, Lake Zone.

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TFRA staff, Central Zone.

Milestones which ...

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TFRA has significantly enhanced supervision of fertiliser quality, distribution and the implementation of government fertiliser subsidy programmes.

Regional officers now play a critical role in monitoring compliance, preventing counterfeit fertiliser and ensuring that subsidised products reach intended beneficiaries.

According to Laurent, stronger field supervision has increased transparency and strengthened public confidence in the fertiliser market.

More licensed agro-dealers

Expanding access to fertiliser has been another major milestone.

TFRA's long-term vision is to ensure that every village has access to a licensed fertiliser dealer.

By mid-June this year, the Authority had issued nearly 9,400 dealer licences, compared with only about 1,700 licences in 2021.

Although not every licence holder remains active in the market, the increase represents almost a fivefold expansion of Tanzania's fertiliser retail network.

"This expansion has brought fertiliser much closer to farmers and reduced the distance they travel to access quality products," Laurent says.

Local fertiliser manufacturing

Domestic fertiliser production has also expanded rapidly.

Five years ago, Tanzania had only two major fertiliser factories and 11 registered producers.

Today, the country has 48 registered fertiliser manufacturers, comprising two large-scale plants, fourteen medium-sized factories and thirty-two small-scale producers.

The growth reflects increasing private-sector investment and Government efforts to encourage local manufacturing as part of Tanzania's industrialisation agenda.

"The expansion of local production strengthens supply security, creates employment and reduces dependence on imports," says Laurent.

Greater product choice for farmers

TFRA has also overseen a sharp increase in the number of fertiliser products available on the market.

Nearly 700 fertiliser products are now registered - almost double the number available five years ago.

The wider range enables farmers to select products suited to different crops, soils and agro-ecological conditions, supporting more efficient and sustainable agricultural production.

"It shows that manufacturers trust our regulatory system and are willing to introduce more specialised products for Tanzanian farmers," Laurent explains.

Fertiliser market

The fertiliser business itself has expanded significantly.

Laurent estimates that the market has grown from an annual value of roughly TSh300 - 400 billion five years ago to an industry approaching TSh2 trillion today.

This rapid growth highlights fertiliser's increasing role within Tanzania's broader agricultural economy and reflects rising investment across manufacturing, importation, logistics and distribution.



For many years, the sector operated without a comprehensive strategic framework," Laurent notes.

Digital transformation

One of TFRA's most significant institutional achievements has been the digitalisation of its regulatory operations.

Five years ago, many regulatory processes were handled manually.

Today, licensing applications, fertiliser registration, distribution monitoring and retail transactions are managed through integrated digital platforms.

The Authority operates two major information systems covering fertiliser registration, distribution, sales monitoring and internal business processes.

"Our digital systems allow us to track fertiliser from production or importation right through to the retail level. This has significantly improved transparency, efficiency and regulatory oversight," Laurent says.

The digital transformation has also reduced bureaucracy and strengthened evidence-based decision-making.

Building strong legal and strategic foundations

Beyond operational achievements, TFRA has played a leading role in shaping the future of fertiliser regulation.

The Authority contributed to the development of the East African Fertiliser Law, strengthening regional harmonisation of fertiliser standards and facilitating cross-border trade.

Domestically, TFRA also developed and launched Tanzania's National Fertiliser and Soil Health Strategy, a five-year roadmap running to 2030.

The strategy provides a long-term framework for improving soil fertility,

increasing fertiliser efficiency and supporting sustainable agricultural production.

"For many years, the sector operated without a comprehensive strategic framework," Laurent notes. "Today we have a clear roadmap that guides both regulation and sector development."

He adds that stronger legal and institutional foundations have helped improve cooperation among manufacturers, importers, distributors and farmers, creating a more efficient and competitive fertiliser market.

Looking ahead

As Tanzania continues implementing its agricultural transformation agenda under Dira 2050, fertiliser will remain central to efforts to raise crop productivity, strengthen food security and increase agricultural exports.

For TFRA, the achievements of the past five years represent not the destination but the foundation for the next phase of growth.

"Our focus now is to consolidate these gains, continue expanding access to quality fertiliser and ensure every Tanzanian farmer has the inputs needed to produce more efficiently and sustainably," Laurent concludes.



TFRA Staff, Southern Highlands Zone.

How digital technology is transforming fertiliser regulation in Tanzania

Chairperson of the TFRA Board, Dr Anthony Diallo (right), receives the AAPAM Award TFRA Executive Director Joel Laurent in recognition of the Authority's exemplary performance.



By Business Insider Reporter

As Tanzania intensifies efforts to modernise agriculture and improve food security, technology is increasingly becoming central to the management of fertiliser distribution, regulation and subsidy administration.

The Tanzania Fertilizer Regulatory Authority (TFRA) has in recent years invested heavily in digital systems aimed at strengthening fertiliser traceability, improving farmer access to subsidised inputs and enhancing oversight across the entire fertiliser value chain.

Through systems such as the Fertiliser Information System (FIS) and the Agricultural

Input Subsidy System, TFRA is now able to monitor fertiliser imports, licensing, distribution, sales and usage across the country in real time.

In this interview with Business Insider, the Head of ICT Section at TFRA, Robert Mtendawema, explains how digital systems are reshaping fertiliser regulation, improving transparency and supporting data-driven agricultural planning in Tanzania.

Question: How are ICT systems helping TFRA improve fertiliser regulation and oversight?

Answer: The Tanzania Fertilizer Regulatory Authority uses ICT systems extensively in carrying out its daily operations.

Fertiliser is either imported into the country or manufactured locally. TFRA issues import and export permits for fertiliser, and all these permits are processed through our digital systems.

The authority also issues licences to fertiliser importers, manufacturers and agro-dealers through ICT platforms. Agro-dealers located across the country obtain their permits online through these systems.

Communication between the authority and fertiliser stakeholders is therefore conducted digitally.

The systems also register farmers, their farm sizes and locations. Whenever farmers purchase fertiliser, the data is automatically captured in the system.

This enables us to track fertiliser from importation and distribution all the way to sales and final usage by farmers.

Q: What types of systems does TFRA use to support these operations?

A: TFRA mainly uses two major systems.

The first is the Fertiliser Information System (FIS). This system is used to register fertiliser importers, local manufacturers and agro-dealers.

It is also used to issue permits for importing fertiliser and exporting fertiliser outside the country.

The second is the Agricultural Input Subsidy System. This system registers importers, manufacturers and distributors participating in the fertiliser subsidy programme.

It is the system that ensures subsidised fertiliser reaches farmers nationwide after farmers are registered and issued identification numbers that they can use to buy fertiliser anywhere in the country.

The system records detailed farmer information, including the farm location, farm size, region and district.

There are also indicative subsidy prices incorporated into the system.

These systems benefit all stakeholders in the fertiliser value chain.

Manager ICT and Statistics, Robert Mtendawema



For importers, permits are obtained online directly from their offices. They no longer need to physically travel to TFRA offices and waste time seeking approvals.

Farmers can purchase subsidised fertiliser while remaining in their villages by simply using their registration numbers. Every registered farmer is assured of accessing fertiliser according to their registered needs.

Farmers also gain confidence that they are receiving quality fertiliser because TFRA monitors the fertiliser through these ICT systems.

Previously, under the old voucher-based subsidy system, some farmers would arrive at fertiliser shops only to discover that someone else had already used their paper voucher fraudulently.

Today, each farmer has a personal password used to purchase fertiliser securely.

The systems also maintain national fertiliser usage statistics. They show how much fertiliser has been sold, where it has been sold and how it is being used.

This helps greatly in planning fertiliser usage nationwide because we now have reliable data to guide decision-making.

Importers and manufacturers can also determine market demand, stock levels and sales performance across the country.

How digital technology is transforming TFRA...



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In short, the entire fertiliser stock management process is digitally recorded and easily accessible whenever needed.

Q: What plans does TFRA have to further improve these ICT systems?

A: We are currently working on upgrading the systems by integrating artificial intelligence technologies.

AI will help us conduct deeper analysis, generate more comprehensive reports and better understand fertiliser usage patterns across the country.

We also want to integrate GPS coordinates for all farms so that farms can be mapped digitally.

In addition, we plan to integrate our systems with weather institutions and research organisations so that, for example, we can better understand soil types in different areas.

This will help determine which fertiliser types should be used in specific regions and in what quantities to achieve the best agricultural results.

Our main goal is to improve fertiliser efficiency and increase productivity for farmers.

Q: Tanzania has millions of farmers. Can the systems handle increasing registration numbers?

A: Yes, our systems have sufficient capacity to handle growing farmer numbers.

The systems have continuously been

upgraded with new technologies capable of accommodating far more farmers than those currently registered.

For the past four years, the systems have successfully managed fertiliser sales to all registered farmers without major operational problems.

Q: How do you view the role of technology in improving fertiliser regulation and usage in Tanzania?

A: Technology has greatly improved fertiliser regulation and ensured fertiliser reaches farmers efficiently.

As we continue improving the systems, we will ensure that quality fertiliser reaches farmers at the right time, helping them increase agricultural productivity.

Technology supports fertiliser availability, distribution, sales and quality assurance.

It ensures that only quality fertiliser reaches farmers.

Q: What was the situation like before these digital systems were introduced?

A: Before the systems were introduced, fertiliser importers and dealers had to physically come to our offices and queue for permits and licences.

Those located in regions with zonal offices could access services there, but others had to travel all the way to headquarters.

Similarly, anyone seeking import or export permits had to visit TFRA offices physically.

Now all these services are available online, meaning stakeholders no longer need to travel for services.

Previously, fertiliser subsidies were distributed using paper vouchers. If someone misplaced the voucher, another person could use it to buy fertiliser fraudulently.

It was also difficult to track how many vouchers had been used in each region.

Monitoring fertiliser distribution was complicated for both farmers and the authority.

Once fertiliser entered through the ports, it became difficult to track where it was going or how it was being used.

Today, digital systems have simplified monitoring and improved the entire process significantly.



Q: What challenges do you face in implementing ICT systems?

A: One major challenge is limited digital literacy, especially among farmers in rural areas.

Another challenge is inadequate mobile network coverage in some villages.

Some rural areas still experience poor or non-existent network connectivity, making it difficult for farmers to access digital services efficiently.

For subsidised fertiliser transactions to work properly, mobile connectivity is necessary for verifying farmer identities.

There are also a small number of farmers who do not own mobile phones, making communication difficult.

In some cases, several farmers share one phone number.

However, this challenge is gradually declining because affordable mobile phones are becoming more widely available.

We would also like all farmers to possess national identification cards because this would simplify farmer identification, especially for farmers with multiple farms located in different regions.

TFRA Director of Corporate Services, Mrs Victoria Elangwa (left), presents the AAPAM Award to TFRA Executive Director, Mr Joel Laurent, in recognition of the Authority's outstanding institutional performance and commitment to excellence in public service.





FIVE YEARS ON:

Tanzania becomes beehive of activity in fertilizer trade in East, Central Africa

By Business Insider Reporter

Something remarkable has swept through Tanzania in the past five years enriching millions of farmers far beyond even what optimists would have imagined just a few decades ago.

Under President Samia Suluhu Hassan's visionary leadership, Tanzania is envisioning a future where farmers have access to quality fertilizer at affordable prices and knowledge necessary to maximize their yields sustainably. In the past five years, the growth of the fertilizer industry has been phenomenal, seeing rapid expansion by attracting local and foreign investors.

The heavy role of the state has triggered a giant leap in pushing the fertilizer trade to greater heights through creation of an enabling environment for investment since 2021 when President Samia took over in running the affairs of the state,

The country has seen the emergence of opportunities in the fertilizer market with the construction of new factories intended to boost efficiency in agricultural output, a case in point being the 180-million-dollar Dodoma-based Itracom Fertilizers Ltd with an installed capacity of producing 1,000,000 to 1,200,000 metric tons of fertilizer,

Other plants planned for construction to boost the growth of the industry are ongoing projects towards self-sufficiency in fertilizer production while the Minjingu Mines and Fertilizer Ltd factory in Manyara region has also undergone expansion to increase its

annual production capacity to 250,000 tons of fertilizer.

Like in other countries in Africa, the agricultural sector is central to Tanzania's economic growth, food security and nutrition, and poverty reduction. The success of agricultural productivity relies substantially on agricultural inputs of which fertilizer is the key.

Government authorities believe that developing a sustainable fertilizer subsector markets and increasing farmers' access to fertilizers could bolster agricultural productivity and improve livelihoods. And



in turn, improved fertilizer markets could also create opportunities for investment and production, contributing to economic development in the country.

Focus on Agenda 10/30: Food security

President Samia's focus for agricultural transformation lies with the fact that the technology being used to cultivate food and cash crops calls for a complex of inputs to achieve large yield increases as agriculture's capital needs rise with the need for fertilizer; pesticides, irrigation facilities; energy; marketing, storage and transportation infrastructure.

The widespread use of fertilizers has to-date made more food accessible and available in every corner of Tanzania more than ever before. Yet the country's food security remains a top agenda, and with the population projected to reach 77.5 million by 2030, encouragement of innovation in agriculture and education about farming techniques are crucial for the future of nutrition.

President Samia's ambition is to create new lasting partnerships that will deliver more investment, jobs and growth to the economy. She believes that Tanzania in

the current economic global arrangement can restore robust growth through trade, changing the way business is done in the country. Through partnerships, Tanzania has substantial economic potential in the country's thriving, young, innovative and rapidly growing population that provides great opportunities for the nation and neighboring countries businesses to trade and investment.

Agenda 10/30 is Tanzania's agricultural transformation strategy to increase the sector's growth to 10 per cent per year by 2030 in line with the lofty Sustainable Development Goals seeking to eliminate poverty and hunger.

"In implementing the requirements of Agenda 10/30, several policy measures have been taken to ensure increased agricultural output through correct application of farm inputs, which include fertilizers, strengthening irrigation practices, availability of extension services, research, marketing and other essential services," says Joel Laurent, the Executive Director of the Tanzania Fertilizer Regulatory Authority (TFRA). The aim of the Sixth Phase Government in taking these bold measures, he says, is to increase food production, strengthen food security and to ensure availability of raw materials for the local industries.

Notable achievements in expansion of fertilizer industry

The thrust for increased agricultural production has also ignited a surge in the use of fertilizers in the last five years. For example, fertilizer availability has increased from 582,351 tons in 2020/2021 to 1,115,841 tons in 2023/2024 while fertilizer utilization has shot up from an average of 475,000 tons in 2020/21 to 848,000 tons in 2023/24.

Joel says, the past five years in the fertilizer trade have also seen increased use of lime to boost soil fertility in various places in the country, increased utilization of organic fertilizers, improvement of business environment and increase of agro-dealers from 2,027 in 2021/2022 to 3,780 in 2023/24 and increase of fertilizer sales centres from 221 in 2020/21 to 3,968 in 2023/24.

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Tanzania becomes...

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He says the conducive business environment policies have contributed to increased internal fertilizer production from 42,695 tons in 2020/21 to 84,696 tons in 2023/24, the launch of the successful Fertilizer Subsidy Programme to cushion farmers of the escalating fertilizer prices triggered by the Covid-19 pandemic and Russia-Ukraine war and establishment of the fertilizer subsidy programme digital system to aid availability, sale, registration of farmers and control of fertilizer, and improvement of the fertilizer investment climate regarding production, importation, distribution and correct use application and setting prices to help farmers.

Not only that, Joel also says there has been success in the increase of registered fertilizers and fertilizer supplements from 46 in 2021 to 536 in 2023/2024 and the strengthening of cooperation with local and international institutions.

Increased budgetary allocation to agriculture ministry

All these achievements are attributed to President Samia Suluhu Hassan's vision in transforming the all-important agriculture sector through increase of the budget of the Ministry of Agriculture from 294bn/- in 2021/22 to more than 1trn/- in 2024/25.



Tanzania's President Samia Suluhu Hassan

Advancing development of the fertilizer sub-sector

Addressing the current Parliament in November 2025, President Samia said fertilizers are a cornerstone of agricultural productivity as they enhance soil fertility, increase crop yields, and contribute to the overall economic well-being of farming communities and the nation at large. This means the effective use of fertilizers is crucial for sustainable economic growth and food security.

TFRA's role worthy of emulation

Considering the importance of the fertilizer subsector in the development of agriculture and the economy at large, the government felt it necessary to have an independent Institution (authority) to regulate the subsector. In that regard, the Tanzania Fertilizer Regulatory Authority (TFRA) was established through an Act of Parliament, the Fertilizer Act No. 9 of 2009. Through the provisions of the Act, TFRA has a mandate to regulate the quality and trade of fertilizer along the value chain including manufacturing, importation, exportation, distribution, sale and utilization of agricultural fertilizers. The objective is to ensure that farmers get quality fertilizer on time and friendly payment terms.

TFRA Executive Director Joel Laurent says through implementation of regulatory functions on quality and trade of fertilizer in the country, the fertilizer subsector has attained remarkable achievements overtime. "The Government, through TFRA, has successfully ensured that farmers access quality fertilizers



TFRA headquarters building

at affordable prices, a milestone that continues to boost agricultural productivity and support national food security. Building on this achievement, we are focused on strengthening fertilizer accessibility, enhancing farmers' knowledge on efficient fertilizer use, and promoting sustainable agricultural practices. Our ultimate goal is to empower farmers, improve their livelihoods, and contribute to the broader development of Tanzania and Africa as a whole," he explains.

Fertilizer market and Tanzania's geographical advantage

Tanzania's geographical location presents an opportunity for investment in the fertilizer industry as there is access to markets through regional trade unions such as the East African Community (EAC) and the Southern Development Community (SADC). There is a huge local as well as foreign market for different types of fertilizers which largely depends on imports, say TFRA authorities.

The country's location also presents a window of opportunity to invest in fertilizer manufacturing to exploit the untapped potential. Other attractions in the fertilizer

business lie on the massive investment in the road infrastructure and the modernization of the railway such as the on-going construction of the Standard Gauge Railway (SGR) and the development of the country's major ports and airports.

All these will make local transportation fast, easy and cheap and, hence, create an opportunity for the growth of the fertilizer industry in moving both raw materials and fertilizers from the point of entry or manufacturing to the point of destination or consumption.

In the East African region, Tanzania also boasts of abundant raw materials for fertilizer manufacturing such as phosphates, natural gas, coal, limestone and others which are found in different parts of the country.

For instance, Laurent and his lieutenants at TFRA say there are 57 trillion cubic feet of natural gas that bring an opportunity for investment in domestic manufacturing of fertilizer, leave alone the presence of power generation from such giant hydro-electric plants as Mtera, Julius Nyerere and Kihansi.

Apart from fertilizer manufacturing, Tanzania has ample investment

Tanzania...

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opportunities in packaging, packaging materials and related services, transportation, storage facilities, presence of financial institutions to provide loans for capital investment to potential investors.

What's more attractive, say TFRA authorities, is the readily availability of both skilled and unskilled workforce in the entire fertilizer value chain and a potential for regional fertilizer bulk procurement, just to mention few advantages.

Fertiliser laboratory as instrument of quality control

A state-of-the-art specialized fertilizer testing laboratory has already been built in Dar es Salaam as a key instrument for quality control to enable Tanzania become the centre of the fertilizer trade in the East African Community (EAC) and the Southern Africa Development Community (SADC) member countries by providing reliable fertilizer analytical services to the Tanzanian fertilizer industry.

The facility is already providing services to neighboring land-locked countries of Burundi, DR Congo, Malawi, Rwanda and Zambia.

Through this facility, TFRA conducts analysis or field tests before registering fertilizers to ensure that the product that reaches the farmer is of the required quality.

The lab has identified two fertilizer market segments it will serve: First is the large number of registered fertilizer dealers. The customer segment has more than 6,000 potential c dealers while the second group of unregistered stakeholders -- farmers, researchers, academicians and students. The lab offers analysis of ingredients and the final product to ensure that they conform to specified quality and nutrient content levels.

Future of fertilizer sub-sector

With the government's commitment to transform its oldest economic activity (agriculture) through modernization, the future of the fertilizer industry in Tanzania is extremely bright. The past five years under President Samia stewardship have shown that as a leader she has been fiercely nationalistic to change the lives of the majority of Tanzanians engaged in the

country's mainstay of the economy.

One can visualize tomorrow's Tanzania as a country whose picturesque poverty afflicting the marginalized sections of the society would be a thing of the past. To reach such a stage, the objectives of the government policy remain the same: promotion of local production of fertilizer and fertilizer supplements and provision of an enabling environment that fosters trade and private sector investment, inter and intra-state trade in fertilizers and fertilizer supplements to trigger increased agricultural output and improve the lives of millions of farmers who toil on the land.

Cutting dependency on fertiliser importation

Fertilizer importation and production are capital-intensive and limited access to finance is a disincentive to invest in the fertilizer industry. This, therefore, calls for harmonization and enforcement of the appropriate fertilizer instruments to expand and promote opportunities in cross-border trade, protect farmers, facilitate inter-regional trade, and reduce transaction costs.

Investment in soil health

Soil acidity and low carbon are a threat to agricultural development in Tanzania and the East African region as a whole. To enhance uptake of fertilizers, the government is on course to invest in raising soil organic carbon to boost and sustain crop production, investing in soil and crop nutrition capacities to enhance decision-making at farmer level, thus reducing wastage on fertilizer use and improving the value for money, the need to invest more in blended fertilizers in order to meet crop specific requirements and promotion of bulk procurement at all levels -- regional, national and sub-national level -- to reduce transaction cost, subsidizing credit and facilitating farmers to access loans at favorable interest rates, embracing new concepts in agriculture development including agro-ecology and regenerative agriculture focusing on promotion of landscape restoration and soil structure restoration practices and undertaking cost-benefit analysis on return on investments and pursue innovative financing models, among others.

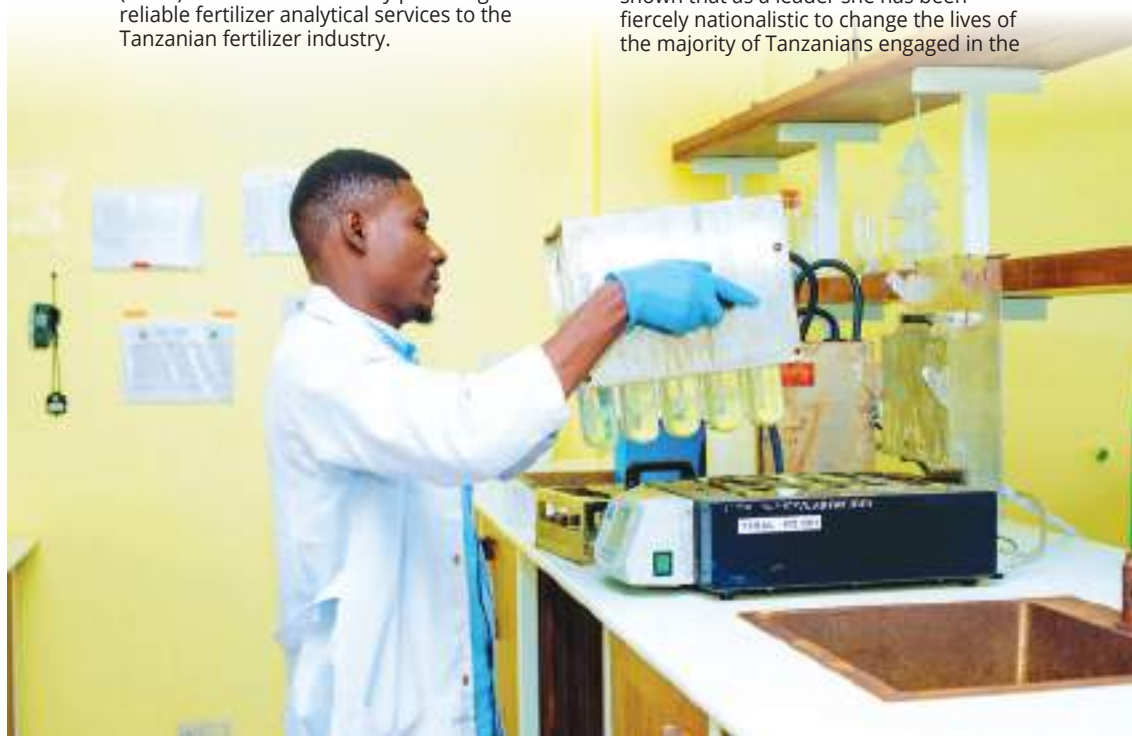
Sustainable awareness campaigns on fertilizer usage

As agriculture remains the backbone of Tanzania's economy, the past five years have seen endless awareness campaigns to targeted farmers of ensuring that both organic and inorganic fertilizers are crucial for food security, enhancing crop productivity, and improving the livelihoods of millions of farmers in the country. The government has shown strong commitment to increasing fertilizer use and undertaken key initiatives to support farmers in accessing high-quality agricultural inputs. These efforts include the national fertilizer subsidy programme, streamlined distribution channels facilitated by digital systems, and capacity-building programmes aimed at empowering farmers.

Digital systems have transformed fertilizer distribution by improving efficiency and transparency, ensuring that farmers receive inputs in a timely manner and at affordable prices. Additionally, as the financial landscape becomes increasingly digitized, the importance of empowering value chain actors with digital financial literacy has become a priority to modernize agriculture.

To cap it all off, Tanzania has in the past five years succeeded to resuscitate its fertilizer industry by addressing prevailing challenges in order to increase the availability, accessibility and affordability of the farm input to farming communities.

The key areas of focus for the success of Agenda 1030 must remain funding the subsidy programme, policy and regulatory, knowledge and information-sharing (farmers' knowledge capacity on fertilizer use), and sustainable development that safeguards the health of the environment, among others.



Agriculture budget analyses strategic shift in the fertiliser sector

By Business Insider Reporter

The 2026/2027 budget speech presented to the parliament recently by the Minister for Agriculture, Daniel Chongolo, marks a decisive pivot from simple procurement to a sophisticated, data-driven ecosystem for agricultural inputs.

By addressing the “triple threat” of affordability, soil health, and logistics, the government is laying the groundwork for a more resilient food system.

The success of the digital subsidy model

The cornerstone of recent progress has been the digitisation of the fertiliser subsidy.

Minister Chongolo noted in the speech that by registering 5.4 million farmers into a central database, the Ministry has effectively minimised the “leakage” of funds that historically plagued input programmes.

According to the Minister, the scale of this intervention is significant. In the 2025/2026 fiscal period, the government distributed 674,686.24 tonnes of subsidised fertiliser. The fiscal commitment is equally bold, with the Ministry noting that:

“The government contributed TSh281.5 billion in subsidies to ensure that farmers are protected from the volatility of international market prices,” he said.

From imports to industrialisation

Minister Chongolo noted in the speech that



Minister for Agriculture,
Daniel Chongolo

the country is aggressively pursuing fertiliser self-reliance to shield its economy from global supply chain shocks. As a result of that push, he said, local production has seen a meteoric rise, jumping from a mere 32,239 tonnes in 2020/2021 to over 123,203 tonnes in the most recent cycle.

The construction of the Bulk Blending Facility in Dar es Salaam, with a capacity of 300,000 tonnes per year, represents a shift toward “precision nutrition.”

Rather than applying generic fertilisers, the facility will allow for the creation of blends tailored to specific regional soil profiles.

Addressing the “silent killer”: Soil acidity

Perhaps the most analytical leap in this budget is the recognition that fertiliser alone is not a “silver bullet.” The Minister noted that in high-production regions like Mbeya, Songwe, and Njombe, the effectiveness of fertiliser is being neutralised by high soil acidity.

To counter this, the budget outlines a move toward scientific farming:

Digital Soil Mapping: The Ministry is conducting nationwide testing to ensure farmers apply only what the land requires.

Liming Initiatives: The government is promoting agricultural lime to “unlock” the soil, ensuring that the billions spent on fertiliser subsidies are not wasted on ground that cannot absorb the nutrients.

Challenges: The “last mile” and nutrient targets

Despite the optimism, two major hurdles remain, Minister Chongolo pointed out. First, he said while the nutrient use per hectare has increased to 27kg, it remains significantly below the international Comprehensive Africa Agriculture Development Programme (CAADP) target of 50kg. Reaching this goal will require even deeper penetration into rural markets.

The CAADP is a pan-African framework designed to transform agriculture, end hunger, and reduce poverty across the continent. It serves as a strategic roadmap for African countries to achieve economic growth through agricultural-led development.

Secondly, he said, the logistics of the “last mile” remain expensive. The Ministry’s response - investing in a dedicated fleet of heavy-goods vehicles for the Tanzania Fertilizer Company (TFC) - suggests that the government is no longer willing to leave rural distribution entirely to the whims of the private sector.

The rise of “circular” agriculture

In a forward-looking move, the speech highlights a growing interest in bio-fertilisers and organic options. By supporting plants that recycle waste into nutrients in Kinondoni and Moshi, Tanzania is beginning to align its agricultural policy with broader environmental sustainability goals.

“Our goal is to ensure that every shilling spent on inputs translates directly into higher yields at the granary and more money in the farmer’s pocket,” noted the Minister.

Bottom line

The 2026/2027 budget reveals a Ministry that is moving beyond the role of a mere distributor. By combining heavy infrastructure investment (warehouses and blending plants) with digital oversight and soil science, Tanzania is attempting to create a sustainable agricultural engine that can withstand both climate change and global economic shifts.



TFRA Executive Director, Joel Laurent (left) leads TFRA Management team to follow Agriculture Ministry’s budget proceedings in the Parliament.





Turning Waste into Wealth:

How Tanzania's fertiliser industry is driving food security and green growth

TFRA sees massive opportunities in local fertiliser production, waste recycling and new technologies as Tanzania seeks to reduce import dependence

By Business Insider Reporter

As Tanzania intensifies efforts to modernise agriculture and strengthen food security, the fertiliser industry is emerging as one of the country's most strategic sectors - not only for boosting farm productivity but also for creating investment opportunities, promoting environmental sustainability and supporting industrial development.

According to Getrude Ng'weshemi, Head of Environment and Fertiliser Production at the Tanzania Fertilizer Regulatory Authority

(TFRA), the future of the industry lies in a combination of local manufacturing, innovative technologies, organic fertiliser production and the transformation of waste into valuable agricultural inputs.

Her remarks come at a critical time for Tanzania, which is seeking to reduce its reliance on imported fertilisers amid global supply chain disruptions, geopolitical tensions and rising input costs.

Why fertiliser and the environment are inseparable

Ng'weshemi explains that fertilisers,

particularly chemical fertilisers, must be managed carefully because improper production, storage and application can pose significant environmental and health risks.

"Any chemical used incorrectly becomes poisonous. Fertilisers can cause environmental damage if they are not produced, stored, transported or applied according to established standards," she says.

TFRA's mandate therefore extends beyond regulating product quality. The authority also oversees environmental compliance throughout the fertiliser value chain - from manufacturing plants and ports to warehouses and farms.

The focus is ensuring fertilisers are applied:

- In the right place
- At the right time
- In the right quantity
- Using appropriate handling procedures

The objective is to protect users, communities, water sources, biodiversity and ecosystems while maintaining agricultural productivity.

Growing local production

Tanzania currently has a small number of large-scale fertiliser producers, including companies such as Intracom Fertilizers and Minjingu Mines & Fertilisers, alongside numerous smaller operators involved in blending and organic fertiliser production.

Many local producers manufacture NPK blends tailored to Tanzanian soils and crops.

TFRA regularly inspects production facilities to ensure compliance with scientific, environmental and safety standards.

"We work closely with producers because they are important stakeholders. Whenever challenges arise, we assist in finding solutions or coordinate with relevant authorities where issues fall outside our mandate," Ms. Ng'weshemi explains.

Strict environmental standards

Before any fertiliser production facility can operate, investors must comply with Tanzania's environmental legislation under the oversight of the National Environment Management Council (NEMC).

Environmental Impact Assessments (EIAs) are mandatory before production begins.

TFRA and NEMC jointly monitor facilities to ensure:

- Proper waste management
- Safe handling of chemicals
- Use of protective equipment by workers
- Dust and emissions control
- Appropriate factory location
- Community safety

Inspectors also monitor whether fertiliser spillages are cleaned promptly and whether emissions from manufacturing facilities affect nearby communities.

Quality control at the centre of regulation

Every fertiliser product sold in Tanzania must undergo laboratory testing before entering the market.

TFRA laboratories verify:

- Nutrient content
- Chemical composition
- Product safety
- Compliance with approved formulas

"No fertiliser is allowed into the market without being tested and approved," Ms. Ng'weshemi stresses.

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Manager for Fertilizer Production, Promotion and Environment, Getrude Ng'weshemi



Turning waste into wealth:

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This process helps protect farmers from counterfeit or substandard products while ensuring crops receive the nutrients promised on product labels.

The untapped opportunity in organic fertilisers

One of the most promising investment opportunities, according to TFRA, lies in organic fertiliser production.

The authority is encouraging municipalities and local government authorities to view urban waste as an economic resource rather than a disposal challenge.

Large volumes of organic waste generated daily in cities and municipal markets could be transformed into compost and organic fertilisers.

"If we succeed in converting waste into fertiliser, we will be solving two problems simultaneously," Ms. Ng'weshemi says adding:

"We will reduce waste management challenges while producing valuable agricultural inputs."

Successful examples already exist, she notes.

Existing success stories

Two municipal composting facilities are already operating; Moshi Municipal Council and Kinondoni Municipal Council at Mabwepande.

Both facilities convert market waste into organic fertiliser.

The model offers multiple benefits:

- Cleaner cities
- Reduced landfill pressure
- New revenue streams for councils
- Lower fertiliser import dependence
- Environmental protection

TFRA plans to engage local authorities nationwide to replicate these projects.

For municipalities lacking capital, public-private partnerships (PPPs) are being encouraged.



Mabwepande Composting Facility

New technologies reshaping the industry

Tanzania is also witnessing growing interest in innovative fertiliser technologies.

Waste-to-fertiliser technology

This approach converts municipal and household waste into agricultural nutrients.

It aligns with circular economy principles while reducing environmental pollution.

Nano fertilisers

Among the emerging innovations are nano fertilisers.

These highly concentrated liquid fertilisers require only small quantities to treat large areas.

A small bottle can potentially replace much larger conventional fertiliser applications.

Their targeted nutrient delivery reduces wastage and environmental contamination.

Controlled release fertilisers

Controlled-release technologies release nutrients gradually according to plant requirements.

This improves nutrient use efficiency and reduces losses through leaching and runoff.

Biochar-enriched fertilisers

Companies such as Dark Carbon in Mafinga are producing biochar-based fertilisers using tree bark and biomass residues.

TFRA Magazine

TFRA Magazine

These products help:

- Improve soil fertility
- Retain water
- Store carbon in soils
- Reduce greenhouse gas emissions

Such innovations are increasingly important as agriculture adapts to climate change.

A Potential Game-Changer: Mining residues and fertiliser production

Another major opportunity involves using mining residues as raw materials for fertiliser production.

Ms. Ng'weshemi revealed that an investor from California is planning a major fertiliser facility in Kahama that would utilise mining concentrates and mineral residues.

If successful, the project could create a domestic market for materials previously viewed as waste while expanding local fertiliser manufacturing capacity.

The industry's biggest challenges

Despite the opportunities, the sector faces several obstacles.

Raw Material Constraints

Nitrogen - the key ingredient in urea fertiliser - remains scarce globally.

This challenge has worsened due to geopolitical tensions and supply disruptions.

Blending companies, which make up much of Tanzania's fertiliser industry, are particularly vulnerable.

Import dependence

Tanzania continues to import substantial volumes of fertiliser, exposing farmers to global price volatility and logistical disruptions.

Recent conflicts in major producing regions have highlighted the risks of relying heavily on imports.

Low adoption of local products

Ms. Ng'weshemi says many farmers still perceive imported fertilisers as superior to locally produced alternatives.

This perception affects domestic manufacturers such as Minjingu and other Tanzanian producers.

Poor fertiliser application practices

Many farmers continue to apply fertilisers based on tradition rather than

soil analysis.

Some use urea even when their soils are unsuitable for it, resulting in low efficiency and environmental degradation.

The natural gas advantage

Despite these challenges, Tanzania has a comparative advantages in fertiliser sub sector. Perhaps the biggest long-term opportunity lies in Tanzania's vast natural gas reserves.

Natural gas is a key feedstock in urea production.

With major gas projects expected to advance in coming years, including potential LNG developments in Lindi, Tanzania could significantly expand domestic fertiliser manufacturing.

Industry experts have long argued that local gas-based fertiliser plants could:

- Reduce import dependence
- Improve food security
- Create industrial jobs
- Increase export earnings
- Stabilise fertiliser prices

Similarly, any future oil refinery project could provide valuable by-products used in fertiliser production.

A strategic sector for Tanzania's future

As Tanzania pursues agricultural transformation under its broader industrialisation agenda, fertiliser production is becoming far more than a farming input business.

It is increasingly viewed as a strategic industry sitting at the intersection of:

- Food security
- Manufacturing
- Environmental management
- Climate resilience
- Waste recycling
- Energy development

The vision emerging from TFRA is ambitious but clear: a Tanzania that produces more of its own fertilisers, utilises innovative technologies, converts waste into wealth and leverages its natural resources to build a resilient agricultural economy.

If achieved, the strategy could not only strengthen farm productivity but also create an entirely new green industrial ecosystem capable of generating jobs, attracting investment and supporting sustainable economic growth.



How Tanzania's fertiliser subsidy revolution is transforming agriculture and strengthening food security

By Peter Nyanje

Tanzania's agricultural sector is undergoing a structural transformation driven by one of the government's most impactful interventions in recent years: the fertiliser subsidy programme.

Introduced at a time of global crisis, the initiative has not only stabilised input costs but also catalysed productivity, strengthened food security, and laid the groundwork for a

modern, data-driven agricultural economy.

According to Mr. Louis Kasera, Director of Domestic Manufacturing and Bulk Procurement at Tanzania Fertilizer Regulatory Authority (TFRA), the subsidy system has evolved from an emergency response into a strategic instrument for long-term agricultural development.

From crisis response to strategic intervention

The fertiliser subsidy programme was introduced during the 2022-2023 period,



when global supply chains were disrupted by the COVID-19 pandemic and the Russia-Ukraine War.

These shocks triggered a dramatic surge in fertiliser prices, with a price of a single bag locally rising from around TSh70,000 to as high as TSh150,000 - effectively pricing out millions of smallholder farmers.

"At that time, farmers could not afford fertiliser, and usage dropped significantly," Mr. Kasera explains. "The primary objective of the subsidy was to reduce production costs and restore access."

With an estimated seven million farming households in Tanzania, the stakes were high. Reduced fertiliser use threatened not only farm incomes but also national food production.

Driving productivity and food security

The subsidy programme rapidly reversed this trend. By absorbing a significant portion of the cost - at one point up to 50 percent of the market price - the government enabled farmers to resume fertiliser use at scale.

"The results have been substantial. Fertiliser use has increased again, and national food production has improved to the point where Tanzania is now producing more than it consumes," says Mr. Kasera.

This shift has strengthened food security while reducing reliance on food imports - an important fiscal and strategic gain. As Mr. Kasera notes, it is more efficient to support domestic production than to spend foreign exchange on emergency food imports.

Building a digital farmer registry

Beyond affordability, the subsidy programme has introduced a fundamental shift in how agricultural support is delivered. A nationwide farmer registration system has been developed, capturing detailed data on farmers, crops, and input requirements.

To date, more than 5.4 million farming households have been registered, creating one of the most comprehensive agricultural databases in the East Africa region.

"This system allows us to know who the farmer is, what they are growing, and how much fertiliser they need," Mr. Kasera explains. "It has transformed planning and targeting."



The database has also improved transparency and accountability by linking farmers to verified supply chains, including mobile phone records for easier validation.

Precision agriculture and soil health

A key lesson from the programme has been the importance of soil testing and tailored fertiliser application. In the past, farmers often used inappropriate fertilisers due to limited knowledge of soil conditions.

TFRA has since expanded efforts to analyse soil health across regions, ensuring that fertiliser recommendations are aligned with actual agronomic needs.

"In some areas, farmers were using fertilisers unsuitable for their soil," Mr. Kasera notes. "Now we are incorporating soil testing to ensure the right inputs are used in the right places."

This shift toward precision agriculture is improving yields while reducing waste and environmental impact.

Eliminating counterfeit inputs

One of the programme's most significant achievements has been the near-elimination of counterfeit fertilisers from the market. By establishing a traceable supply chain, the system has reduced fake fertiliser circulation by approximately 99 percent.

The same framework is now being expanded to include seeds and agrochemicals, with the aim of improving quality assurance across all agricultural inputs.

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Subsidy system

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"The system creates a clear distribution chain, making it easier to detect and eliminate counterfeit products," Mr Kasera says.

Private sector at the core

According to Mr. Kasera, the success of the subsidy system has been underpinned by strong private sector participation. From manufacturing and importation to distribution, private companies play a central role in the fertiliser value chain.

Unlike the previous model, where agro-dealers bore much of the financial burden, the current system shifts responsibility to larger players with greater capital capacity, enabling them to absorb market shocks more effectively.

"The fertiliser sector in Tanzania is largely driven by the private sector," Mr. Kasera emphasises. "Our role is to create a

framework that allows it to operate efficiently and sustainably."

Towards a self-sustaining model

Despite its success, TFRA is clear that the subsidy programme is not intended to be permanent. Instead, it is designed as a catalytic intervention to help farmers build capacity and financial resilience.

"The goal is to empower farmers to reach a level where they can sustain themselves. We are already seeing increased productivity and improved incomes," Mr Kasera explains.

To support this transition, TFRA is promoting behavioural change among farmers - encouraging them to reinvest proceeds from crop sales into fertiliser purchases and proper storage ahead of the next planting season.

Navigating global market volatility

Looking ahead, global fertiliser prices remain a key concern. Recent geopolitical tensions, particularly around the Strait of Hormuz, have driven prices upward, with urea costs more than doubling compared to pre-crisis levels.

However, Tanzania has mitigated immediate risks by building sufficient fertiliser reserves for the current season.

"Our main concern is the next season if global conditions remain unstable," Mr Kasera cautions. "We are closely monitoring developments and planning accordingly."

Expanding the input ecosystem

The subsidy platform is now evolving into a broader agricultural input system. In addition to fertiliser, it is being used to distribute improved seeds and is expected to incorporate pesticides in the near future.

Farmers are therefore encouraged to register in the system to access a wider range of subsidised inputs and services.

"This is no longer just a fertiliser system - it is becoming a comprehensive input distribution platform," Mr Kasera says.

A foundation for agricultural transformation

As Tanzania advances towards a more commercial and technology-driven agricultural sector, the fertiliser subsidy programme stands out as a cornerstone reform. It has not only restored affordability but also introduced data, discipline, and coordination into the sector.

By aligning public policy with private sector execution and farmer-level realities, the programme is redefining how agricultural transformation is achieved.

For Tanzania, the message is clear: targeted interventions, when well designed and effectively implemented, can unlock productivity, secure food systems, and position agriculture as a driver of inclusive economic growth.



Protecting farmers through fertiliser regulation



By Business Insider Reporter

As Tanzania intensifies efforts to modernise agriculture and achieve food security, the integrity of the fertiliser industry has become a matter of national importance.

Behind every successful harvest lies a complex supply chain that begins with fertiliser manufacturers, importers and distributors before reaching millions of farmers across the country. Ensuring that this chain functions effectively is the responsibility of the Tanzania Fertiliser Regulatory Authority (TFRA), an institution increasingly finding itself on the front line of protecting both farmers and the national economy.

According to TFRA Head of Legal Unit, Fikiri Mboya, the Authority's work extends far beyond licensing and inspections. At its core lies a broader mission: safeguarding food security, protecting farmers from exploitation and ensuring confidence in one of agriculture's most critical inputs.

Rising fertiliser use brings new challenges

Tanzania has recorded significant growth in fertiliser consumption over the past decade, driven by government subsidy programmes, improved awareness among farmers and efforts to commercialise agriculture.

However, increased demand has also attracted opportunists seeking to profit through illegal practices.

Mr. Mboya says the most common violations include fertiliser adulteration, counterfeit packaging and overpricing.

Some traders package low-quality fertiliser in bags bearing the names of trusted brands, while others mix fertiliser with non-fertiliser substances to increase volumes and maximise profits.

"These offences are often motivated by the desire to exploit farmers, especially during periods of high demand," he explains during an interview in his office.

According to Mr. Mboya, the problem is particularly concerning because fertiliser directly affects crop productivity and, ultimately, national food production.

Protecting farmers and food security

For TFRA, regulation is not merely a compliance exercise.

Mr. Mboya argues that the Authority's first responsibility is to protect farmers, who are the final consumers of fertiliser products.

"When we verify fertiliser quality, we are protecting the farmer, agricultural productivity and food security at the same time," he says.

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Manager Legal Services, Fikiri Mboya



The Nitrogen Narrative: Tanzania's bold play for agricultural autonomy

By Business Insider Reporter

For decades, the story of Tanzanian agriculture was one of untapped potential and "import-induced" fragility. But between 2021 and 2026, a seismic shift occurred in the East African industrial landscape, led by the Tanzania Fertilizer Regulatory Authority (TFRA).

What was once a market dominated by foreign shipments has evolved into a burgeoning domestic powerhouse, signaling a new era for regional agribusiness.

The industrial leap: By the numbers

The statistics tell a story of aggressive industrialisation. In the 2020/21 fiscal year, Tanzania housed only 16 fertilizer factories. Fast forward to 2026, and that number has surged to 43 active plants, including two large-scale industrial giants – Minjingu and Intracom.

This capacity expansion has triggered a production explosion. Domestic output skyrocketed from 42,695 tonnes in 2020/21 to 152,336 tonnes by 2025, representing a staggering 257 percent increase. Currently, production of fertiliser in Tanzania stands as 1.25 million tonnes, according to Mr. Louis Kasera, the Director of Domestic



Manufacturing at TFRA.

This isn't just growth; it is a fundamental restructuring of the supply chain aimed at reducing the nation's reliance on volatile global markets.

TFRA's regulatory masterstroke

At the heart of this transformation is the TFRA's shift from a traditional regulator to an investment facilitator. By mapping specific opportunities in the Investment Opportunities in the Fertiliser Industry, the authority has provided a blueprint for private equity.

The authority has identified three critical pillars for the next wave of investment:

The urea opportunity: Tanzania currently imports 100 percent of its Urea, yet it sits on vast reserves of natural gas - the primary feedstock for nitrogenous fertiliser.

The TFRA is now actively courting investors to bridge this gap with gas-to-urea plants.

Precision blending: Recognising that "one size does not fit all" in soil health, there is a massive push for regional blending plants that tailor NPK ratios to specific local soil profiles.

What was once a market dominated by foreign shipments has evolved into a burgeoning domestic powerhouse, signaling a new era for regional agribusiness.

Logistics & infrastructure: With national fertiliser consumption growing by 14.6 percent annually, the demand for strategic "bulk-to-bag" facilities and warehouses near ports and rail lines has reached a fever pitch.

The economic ripple effect

The impact of this localized industrialization is felt most keenly in the fields. Thanks to a government subsidy program worth TSh 1.03 trillion - managed with rigorous oversight by the TFRA - fertilizer has become accessible to over half a million farmers.

The results are evident in the nation's silos: Yield density: Fertilizer nutrient use increased from 19kg to 24kg per hectare. Food sovereignty: Tanzania's food production now stands at 130 percent of its national requirement, creating a massive exportable surplus of over 5 million tonnes of food.

The bottom line for investors

For the global business community, Tanzania represents a rare "perfect storm": abundant raw materials (phosphates, coal, and gas), a strategic geographic location bordering eight countries, and a government - through Tanzania Investment and Special Economic Zones Authority (TISEZA) - willing to offer incentives to those who build locally.

As the TFRA continues to streamline the regulatory environment, the message to the boardrooms of the world is clear: The African Green Revolution is no longer a NGO slogan - it is a profitable, industrial reality being manufactured in Tanzania.





How TFRA reforms are transforming Tanzania's fertiliser industry

By Business Insider Reporter

Tanzania's push to modernise agriculture and strengthen food security is increasingly being driven not only by subsidies and fertiliser imports, but also by a quieter institutional transformation taking place behind the scenes - the strengthening of regulation across the country's fertiliser value chain.

At the centre of that transformation is the Tanzania Fertilizer Regulatory Authority (TFRA), whose expanding oversight role is helping to reshape the fertiliser industry by improving quality control, reducing fake

inputs, streamlining distribution systems and creating a more predictable business environment for investors, manufacturers, dealers and farmers.

Established under the Fertilizer Act No. 9 of 2009 and operational since 2012, TFRA was created to regulate the manufacturing, importation, distribution and use of fertilisers and fertiliser supplements in Tanzania.

The authority's core mandate includes registration of fertiliser products and dealers, quality assurance inspections, licensing, import and export permits, fertiliser price monitoring and farmer education programmes.

Over the past several years, Tanzania's fertiliser market has undergone rapid expansion as the government intensified efforts to commercialise agriculture and increase national crop productivity. TFRA data indicates that fertiliser consumption has surged from about 360,000 tonnes in the 2021/22 season to nearly one million tonnes annually by 2024/25, with demand projected to exceed 2.1 million tonnes by 2030.

This growth has elevated the importance of regulation in a sector historically affected by counterfeit products, poor-quality fertilisers, informal distribution networks and inconsistent pricing.

Agricultural economists say the strengthening of TFRA's regulatory systems is beginning to improve confidence throughout the entire agricultural ecosystem.

For fertiliser producers and importers, regulation has helped establish clearer operating standards and greater market predictability. Through mandatory product registration, laboratory analysis and field performance trials, manufacturers are



now required to prove both the safety and effectiveness of fertiliser products before they enter the Tanzanian market.

The registration process includes nutrient analysis, safety assessments and, where necessary, field testing to verify product performance under Tanzanian farming conditions. This system has helped remove substandard products from circulation while improving credibility for compliant suppliers.

The authority has also played a major role in coordinating Tanzania's bulk fertiliser procurement system, introduced to improve supply stability and lower costs through large-scale import arrangements.

Under the Bulk Procurement Regulations, TFRA oversees prequalification of importers and coordination of fertiliser imports for national farming seasons.

Industry stakeholders say the system has reduced supply uncertainty, stabilised availability and improved planning for fertiliser distributors across the country.

For dealers and distributors, TFRA's licensing and inspection systems have formalised the sector and reduced the space for illegal operators. Dealers are now required to obtain licences, maintain approved storage conditions and comply with packaging and labelling standards.

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How TFRA...

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This has improved traceability within the fertiliser supply chain while helping protect legitimate businesses from unfair competition posed by unregistered traders.

TFRA inspections have also become increasingly important in protecting farmers from counterfeit or diluted fertilisers. The authority conducts inspections at ports, warehouses and retail outlets while testing products through laboratories and field verification systems.

The regulator has intensified monitoring at the Port of Dar es Salaam, where large consignments of fertiliser enter the country ahead of planting seasons. This oversight has helped ensure imported fertilisers meet national standards before reaching farmers.

For companies such as Tanzania Fertilizer Company (TFC), stronger regulation has helped create a more structured and transparent operating environment.

TFC, which plays a growing role in fertiliser blending, farmer training and agricultural input distribution, benefits from a regulatory framework that improves confidence in locally produced and distributed fertilisers.

By reducing counterfeit products and strengthening quality assurance, TFRA's oversight supports companies investing in long-term agricultural supply chains.

The regulator has also supported farmer education campaigns aimed at promoting proper fertiliser application and soil management practices. Working alongside local government authorities and agricultural stakeholders, TFRA conducts training programmes and public awareness initiatives on fertiliser use and soil health management.

Such programmes have become increasingly important as Tanzania shifts toward more productivity-driven agriculture.

Agricultural specialists argue that one of the country's longstanding problems has not only been low fertiliser usage, but also incorrect application methods, poor understanding of soil requirements and misuse of agricultural inputs.



Through extension support, demonstration farms and stakeholder training, TFRA is helping bridge that knowledge gap.

The broader economic implications are substantial.

Agriculture contributes significantly to Tanzania's GDP, export earnings and employment, with millions of households depending directly on farming. Yet productivity in many regions remains below potential due to soil degradation, low mechanisation and limited access to quality inputs.

Analysts believe stronger fertiliser regulation is helping address one of the sector's most critical bottlenecks - trust in agricultural inputs.

A more reliable fertiliser market encourages greater adoption by farmers, increases private sector investment and supports higher crop yields, particularly in strategic crops such as maize, rice, coffee, tea, cotton and horticulture.

The impact also extends to national food security and industrial development. Higher agricultural productivity supports agro-processing industries, reduces food import dependence and strengthens rural incomes.

However, challenges remain.

Despite regulatory improvements, Tanzania still faces issues related to informal fertiliser trading, logistical bottlenecks, rising global fertiliser prices and uneven access to inputs in remote farming regions.

The National Audit Office has also highlighted the need for stronger inspection coverage and greater enforcement capacity, noting that TFRA targets inspection of at least 80 percent of fertiliser dealers annually.

Sector experts argue that continued investment in digital monitoring systems, laboratory infrastructure and farmer education will be critical if Tanzania is to achieve its agricultural transformation ambitions.

Nonetheless, TFRA's growing institutional role is increasingly being viewed as a foundational pillar in the country's agricultural modernisation agenda.

As Tanzania seeks to transition from subsistence farming toward commercially competitive agriculture,

effective regulation of agricultural inputs is becoming just as important as investment in seeds, irrigation and mechanisation.

For many stakeholders across the fertiliser value chain, the regulator's expanding oversight is no longer seen simply as compliance enforcement, but as a strategic driver of productivity, investment confidence and long-term agricultural sustainability.





Inside TFRA's Registration System: The regulatory backbone protecting fertiliser market

By Business Insider Reporter

As Tanzania intensifies efforts to modernise agriculture and improve food security, regulation is increasingly becoming one of the most critical pillars supporting the country's fertiliser industry.

Behind every bag of fertiliser sold to farmers lies a complex system of registration, licensing, quality verification and compliance oversight designed to ensure that only safe, effective and properly regulated products reach the market.

At the centre of this regulatory framework is the Registration and Licensing Department of the Tanzania Fertilizer Regulatory Authority (TFRA), a department that has quietly evolved into one of the key gatekeepers of Tanzania's agricultural input sector.

From registering fertiliser products and licensing agro-dealers to approving storage facilities and business premises, the department plays a central role in protecting farmers, maintaining product standards and supporting the formalisation of Tanzania's fertiliser economy.

Speaking to Business Insider, the Head of the Registration Department at TFRA, Mwaija Hilika, explained how the department's work is helping strengthen accountability, product quality and investor confidence across the fertiliser value chain.

Three pillars of regulation

According to Ms. Hilika, the department operates under TFRA's Directorate of Regulatory Services and is built around three core functions.

The first is fertiliser product registration.

"All fertilisers used in Tanzania must be registered after we satisfy ourselves that they meet the required quality standards and can deliver the intended agricultural results," she explained.

The second function is licensing fertiliser businesses.

Before any individual or company can begin fertiliser trading operations, they must obtain a fertiliser dealership licence from TFRA.

The third function involves registration of fertiliser business premises, including warehouses, retail outlets and distribution facilities.

"In simple terms, we register the fertiliser product itself, the trader selling the product and the location where the fertiliser will be sold or stored," Hilika noted.

The structure reflects an increasingly sophisticated regulatory approach designed to improve oversight across the entire fertiliser supply chain.

Protecting farmers through product registration

TFRA's fertiliser registration process is heavily centred on quality assurance.

Ms. Hilika said fertiliser products undergo laboratory testing and field trials before

registration approval is granted.

Applicants must first submit fertiliser samples for scientific analysis, after which the products are tested under field conditions to assess their effectiveness and safety.

The process is intended to protect farmers from counterfeit, substandard or ineffective fertiliser products that could reduce yields and damage soils.

The authority works closely with other institutions, including the Tanzania Bureau of Standards, in setting and enforcing fertiliser quality standards.

For products where national standards already exist, TFRA participates in the formulation and enforcement of those standards.

However, for newer fertiliser products without formal standards, TFRA independently evaluates the products based on technical specifications submitted by manufacturers.

"We ensure that manufacturers comply with the specifications they declare for their products," she explained.

The registration process itself has become increasingly digitised through the Fertiliser Information System (FIS), TFRA's online regulatory platform.

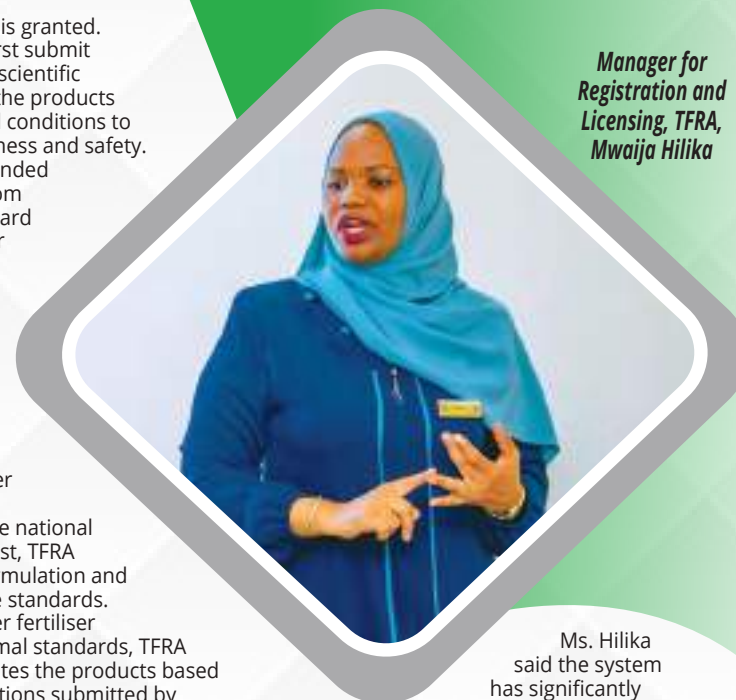
Digital licensing streamlines business operations

TFRA's digital licensing system is helping simplify entry into Tanzania's fertiliser market.

To apply for a fertiliser dealership licence, applicants are required to possess three key documents: a Taxpayer Identification Number (TIN), a certificate of incorporation from Business Registrations and Licensing Agency (BRELA), and proof of fertiliser training provided by TFRA or another recognised institution.

Applications are submitted online through the Fertiliser Information System (FIS).

*Manager for
Registration and
Licensing, TFRA,
Mwaija Hilika*



Ms. Hilika said the system has significantly reduced bureaucracy and improved service efficiency.

"Once the applicant uploads all required documents and completes the application correctly, the first stage is complete. We review the documents and, if satisfied, issue the licence," she explained.

Under TFRA's Client Service Charter, licences are issued within three days after submission of complete applications.

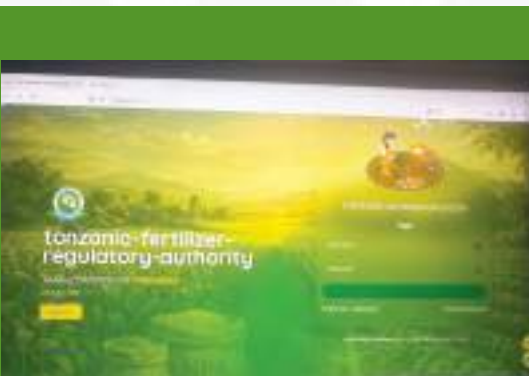
The authority says the system can process more than 200 licence applications daily without backlog.

The digitalisation of services reflects broader efforts within Tanzania's public sector to modernise regulatory processes through e-government systems.

Why fertiliser dealers must undergo training

One of the unique aspects of Tanzania's fertiliser regulation framework is the mandatory training requirement for dealers.

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Inside TFRA's

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Elaborating, Ms. Hilika says fertiliser is not treated as an ordinary retail commodity because many fertiliser products contain chemical compounds that require specialised handling and technical understanding.

"Fertiliser business is not like selling ordinary household products. These are chemical products that require technical knowledge," she said.

The training requirement is intended to ensure dealers can advise farmers properly on fertiliser usage, application methods and storage procedures.

"Not every farmer understands proper fertiliser usage. Dealers must therefore be capable of educating farmers when they come to purchase fertiliser," she added.

The training also covers storage requirements, safety procedures and regulatory obligations governing the fertiliser business.

TFRA places particular emphasis on training the individuals directly responsible for selling fertiliser products to farmers.

"The person sitting in the shop and interacting with farmers is the one expected to undergo the training because they are handling the products daily and advising farmers directly," Hilika explained.

The science behind fertiliser approval

The fertiliser registration process itself involves multiple technical stages.

The first stage is known as "Intention to Register," where applicants submit preliminary information about the fertiliser product, including nutrient composition and a certificate of analysis.

TFRA then assesses whether the product composition already exists within the national registry.

If the fertiliser formula has already been registered previously, applicants may instead receive a Certificate of Conformity after laboratory verification confirms that the new product matches existing approved



Minister for Agriculture Daniel Chongolo (Left) visits fertilizer warehouses in Dar es Salaam.

standards.

If the product represents a new formulation, the applicant proceeds to the second and more detailed registration stage.

At this stage, extensive technical information must be submitted, including nutrient composition, physical characteristics, safety information and emergency handling procedures.

Applicants are also required to provide three key documents:

- Product labels
- Material Safety Data Sheets (MSDS)
- Certificates of Analysis

The Material Safety Data Sheet is particularly important because it provides detailed information regarding chemical composition, environmental risks, handling procedures and emergency response measures.

Applicants must additionally submit physical product samples for laboratory testing at TFRA facilities.

For solid fertilisers, three half-kilogram samples are required, while liquid fertilisers require three half-litre samples.



and environmental protection.

Technology driving regulatory efficiency

Ms. Hilika says ICT systems have transformed TFRA's operations beyond licensing and registration.

In addition to the Fertiliser Information System, the authority also operates internal digital systems including e-office platforms and Employee Self Service (ESS) systems that manage internal communication and administrative functions.

The broader digitalisation agenda has significantly improved service delivery and information accessibility across the institution.

However, challenges remain.

One major obstacle is limited digital literacy among some fertiliser traders, particularly in rural areas where many applicants still rely on stationary operators to complete online applications.

TFRA has responded by incorporating digital literacy training into its dealer training programmes and is considering establishing support desks at zonal offices to assist applicants directly.

Formalisation strengthening tanzania's fertiliser economy

For TFRA, the broader objective extends beyond regulation alone.

The authority sees licensing and registration as tools for formalising and professionalising Tanzania's fertiliser industry. Ms. Hilika urged fertiliser traders to operate legally by ensuring that their businesses, fertiliser products and premises are all properly registered.

Formalisation, she noted, allows traders to operate confidently without fear of enforcement actions while improving trust within the sector.

"It creates peace of mind for traders. You cannot operate effectively if every time inspectors arrive you close your shop and run away," she said.

As Tanzania pushes to modernise agriculture and increase fertiliser usage nationwide, the Registration and Licensing Department is emerging as one of the critical institutions helping safeguard product quality, strengthen market confidence and support sustainable growth within the agricultural input sector.

Following laboratory analysis and internal review meetings, TFRA either approves the product or communicates identified deficiencies to the applicant for correction.

All communication is conducted digitally through the Fertiliser Information System.

Regulating warehouses and storage facilities

Beyond products and licences, TFRA also regulates fertiliser business premises.

Dealers operating multiple shops, warehouses or storage centres must register each facility individually.

Applicants are required to provide details including business location, facility size and, where possible, GPS coordinates.

Once applications are submitted, TFRA inspectors collaborate with zonal offices across the country to physically inspect the premises.

The inspections ensure facilities meet required standards for safe fertiliser handling and storage.

Given the chemical nature of many fertiliser products, proper storage is considered essential for both product quality



Fertiliser Quality Revolution: TFRA's laboratory sets new improved standards



By Business Insider Reporter

Tanzania's ambition to modernise agriculture and secure higher yields is increasingly anchored in science, regulation, and quality assurance. At the centre of this transformation stands the fertiliser laboratory operated by the Tanzania Fertilizer Regulatory Authority (TFRA), a facility that is rapidly emerging as a regional benchmark for fertiliser testing, certification, and innovation.

In an exclusive briefing, the Head of the TFRA Laboratory, Ms. Neila Robin, outlined the laboratory's expanding mandate, technological evolution, and its critical role in safeguarding farmers and strengthening market confidence.

A gatekeeper for fertiliser quality

At its core, the TFRA laboratory serves as the country's primary quality control

checkpoint for fertilisers - both imported and locally manufactured.

"All fertilisers must pass through our laboratory before reaching the market," Ms. Robin explained. "We analyse samples to ensure that their nutrient composition meets internationally recognised standards for each specific fertiliser type."

This mandatory testing regime applies across the board:

- Importers must submit consignments for verification before distribution

- Local manufacturers are required to certify products prior to market entry

- New fertiliser formulations must undergo rigorous testing before registration

Beyond pre-market checks, Ms. Robin notes that TFRA conducts routine surveillance by collecting samples directly from retail outlets to confirm that products on sale continue to meet required standards.

The laboratory, she says, handles all fertiliser categories, from solid to liquid variants, with clearly defined sample requirements - ensuring consistency and reliability in testing.

Driving trust and competitive markets

The existence of a robust, independent testing facility has significantly strengthened trust across the agricultural value chain.

"For farmers, the assurance is clear - the fertiliser they purchase has been tested and verified. This builds confidence and promotes fair competition among suppliers," said Ms. Robin.

A major milestone on the horizon is the laboratory's anticipated accreditation under ISO/IEC 17025, the globally recognised standard for testing and calibration laboratories.



"We expect to secure ISO 17025 certification before December," she revealed. "Our processes are already aligned with these international requirements, meaning our results are both credible and globally accepted."

In parallel, she notes that TFRA has invested heavily in human capital. Laboratory personnel undergo rigorous competence evaluations, including structured training and practical assessments before handling analytical equipment.

"This ensures that every expert operating our instruments fully understands the science behind the results they produce," Ms. Robin added.

Adapting to emerging fertiliser technologies

The fertiliser industry is undergoing rapid technological change, and the TFRA laboratory is evolving alongside it.

Ms. Robin says while traditional fertilisers once dominated the market, newer innovations - such as nano fertilisers - are now gaining traction. These highly concentrated products can deliver nutrients in significantly smaller volumes, often packaged in compact containers.

"Although these advanced fertilisers

are not yet widely produced locally, our laboratory has the capability, equipment, and expertise to test them," Ms Robin noted.

This readiness positions Tanzania to embrace next-generation agricultural inputs while maintaining strict quality oversight.

Extending impact through soil testing

Beyond fertiliser certification, the laboratory has expanded into soil analysis - an area critical to improving fertiliser efficiency and farm productivity.

TFRA promotes evidence-based fertiliser application, discouraging blanket usage and encouraging precision agriculture.

"Farmers should not apply fertiliser blindly," Ms. Robin emphasised. "Through soil testing, we determine the exact nutrients required for a specific area."

This approach helps:

- Reduce unnecessary input costs

- Prevent overuse of nutrients such as nitrogen or phosphorus

- Improve crop yields through targeted fertilisation

For instance, soil analysis may reveal that a farm requires significantly less phosphorus than assumed - allowing farmers to adjust inputs accordingly and avoid waste.

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Inside fertiliser quality revolution:



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Supporting stakeholders across the value chain

The laboratory delivers measurable value to all stakeholders in the fertiliser ecosystem:

Manufacturers gain assurance that their products meet quality benchmarks before market entry

Importers verify product standards prior to distribution, reducing the risk of substandard consignments

Farmers benefit from reliable inputs and tailored agronomic advice

Researchers access advanced testing capabilities to support innovation

Crucially, she says, strict pre-market verification makes it extremely difficult for substandard fertilisers to enter the Tanzanian market.

Capacity, uniqueness, and regional leadership

Ms. Robin underscored that the TFRA laboratory currently has the capacity to test all fertilisers produced domestically or imported into the country - without operational bottlenecks.

Notably, the facility is the first of its kind in East and Central Africa, giving Tanzania a strategic advantage in fertiliser regulation and agricultural quality control.

"There is no comparable laboratory in

neighbouring countries," she said. "We are fully equipped to serve both domestic and potential international clients."

While cross-border demand has yet to materialise, the laboratory is well-positioned to become a regional hub for fertiliser testing services.

Challenges and the road ahead

Despite its achievements, the laboratory faces a key challenge: keeping pace with rapidly advancing technology.

"As new fertiliser innovations emerge, we must continuously upgrade our equipment to remain relevant," Ms. Robin acknowledged.

Encouragingly, the facility currently maintains adequate supplies of reagents and operational inputs, ensuring uninterrupted service delivery.

A call to industry stakeholders

Ms. Robin urged fertiliser producers, traders, farmers, and researchers to fully utilise the laboratory's services.

"We have modern equipment and highly skilled professionals capable of delivering accurate and reliable results," she said. "As we transition into ISO-certified operations, our testing will meet the highest global standards."

For producers aiming to expand into international markets, laboratory certification will be particularly critical in demonstrating product quality and competitiveness.

Conclusion

As Tanzania intensifies efforts to transform its agricultural sector, the TFRA fertiliser laboratory is emerging as a cornerstone institution - ensuring quality, enabling innovation, and fostering trust.

By combining rigorous testing, skilled expertise, and alignment with international standards, the facility is not only protecting farmers but also laying the groundwork for Tanzania's emergence as a regional leader in agricultural quality assurance.



Juma's Testimony: From harvest hardships to the prosperity of subsidies

By A Correspondent

In the village of Kibaigwa, within the Dodoma region, Chidachi Juma had almost given up on maize farming. For years, his land had been exhausted, and the market price of fertiliser was so high that he could not afford even a single bag.

However, the 2025/2026 season brought changes he never expected as a result of efforts taken by Tanzania Fertiliser Regulatory Authority (TFRA).

1. Reliable management and availability

The TFRA ensured that the country secured over one million tonnes of fertiliser. Instead of Juma having to travel long distances to the city, the fertiliser reached him near his village through agents regulated by the authority.

The government, through the TFRA, distributed over 574,664 tonnes of subsidised fertiliser nationwide.

2. The digital subsidy revolution

Juma, being amongst the 526,044 farmers who benefited, received this fertiliser at a very affordable price thanks to a government subsidy worth over TSh1.03 trillion.



The TFRA oversaw this system to ensure the fertiliser was neither lost nor sold illegally, giving Juma peace of mind that he was receiving a quality product on time.

3. Results: Soil health and productivity

By following the TFRA's guidance on proper application, Juma contributed to increasing the national average fertiliser use from 19kg to 24kg per hectare. The results were remarkable:

His farm, which previously yielded only 5 bags of maize, produced 15 bags this season.

The entire country witnessed a 14.6 percent increase in fertiliser consumption.

National food production exceeded requirements by 30 percent, providing Tanzania with a significant food surplus.

Conclusion of Juma's journey

Today, Juma is no longer just a subsistence farmer; he is a commercial farmer.

The TFRA has served as the bridge between farmers' needs and government policy, turning fertiliser into "green gold" that uplifts the lives of Tanzanians.

Through their diligent management, farm productivity is no longer a dream, but a reality visible in the granaries of farmers like Juma.



TFRA tightens fertiliser quality control to safeguard Tanzania's agricultural productivity

By Business Insider Reporter

As Tanzania intensifies efforts to modernise agriculture and strengthen food security, the role of fertiliser quality control is becoming increasingly critical in protecting farmers from substandard inputs while improving national crop productivity.

At the centre of that effort is the Control and Trials Department of the Tanzania Fertilizer Regulatory Authority (TFRA), a specialised unit responsible for testing fertiliser quality, conducting field trials and educating farmers on proper fertiliser use across the country.

According to the department's head, Scola Mbalila, the institution plays a strategic role in ensuring that fertilisers sold to farmers meet required nutrient standards and deliver the intended agronomic benefits in the field.

"Our responsibility revolves around two major functions. The first is conducting trials for specialised fertilisers, while the second involves establishing demonstration farms and providing education on proper fertiliser use to farmers and agricultural extension officers nationwide," she explained.

Safeguarding fertiliser quality

Ms. Mbalila said fertiliser quality assurance is essential because crop productivity depends heavily on the nutrient composition contained in fertiliser products.

"When we talk about fertiliser quality, we mean ensuring that the fertiliser contains all the nutrients required to support proper crop growth and improve productivity for farmers. If testing shows nutrient levels below the required standards, then that fertiliser does not meet the expected quality," she noted.

The issue is increasingly important as Tanzania expands fertiliser usage

under various agricultural transformation programmes aimed at boosting yields and reducing food insecurity.

Agriculture remains the backbone of Tanzania's economy, employing the majority of the population and contributing significantly to export earnings, industrial raw materials and rural livelihoods.

However, experts say the use of counterfeit or low-quality fertilisers continues to undermine productivity in some areas, resulting in financial losses for farmers and declining soil health.

To minimise such risks, TFRA advises farmers to purchase fertilisers only from officially recognised dealers licensed by the authority.

"We always encourage farmers to buy fertilisers from suppliers recognised by TFRA in order to avoid counterfeit or substandard products," Ms. Mbalila said.

Scientific testing before market approval

Before any fertiliser enters the Tanzanian market, it must undergo a strict registration and testing process overseen by TFRA.

Ms. Mbalila explained that the department conducts both laboratory analysis and field performance evaluations before recommending products for official registration.

"The control process involves several stages before fertiliser is allowed into the market or onto farms. Every fertiliser used in Tanzania must first be registered, and before registration there must be verification of its quality," she explained.

"Our department conducts the trials and, once we are satisfied with the results, we submit recommendations to the registrar confirming whether the fertiliser qualifies for registration."

She said the department conducts two major categories of trials.



Director for Regulatory Services, Happiness Mbelle (right), with Quality Control and Testing Manager, Schola Mbalila, at the Authority's demonstration plots in Dodoma City.

The first focuses on assessing fertiliser quality and effectiveness before registration, while the second involves performance verification for products that manufacturers voluntarily submit for additional field evaluation.

Particular attention is given to specialised fertilisers, which must undergo mandatory field testing before approval.

These include organic fertilisers, microbial fertilisers and fertilisers containing growth stimulants or hormones.

"Even if the manufacturer has already conducted trials elsewhere, the Authority must independently verify that the product truly performs as claimed," she said.

TFRA's assessment process goes beyond laboratory testing by evaluating how fertilisers perform under actual farming conditions.

Demonstration farms transforming farmer education

One of TFRA's most important outreach tools is the establishment of demonstration farms across different parts of the country.

The farms are used both for fertiliser trials and practical farmer training programmes.

"These demonstration farms are extremely important because they help farmers see with their own eyes the difference between using fertiliser properly and not using fertiliser at all," Ms. Mbalila explained.

Farmers and extension officers receive hands-on training on correct fertiliser application methods, soil management and crop nutrition practices.

The approach is considered particularly important in Tanzania, where many smallholder farmers still have limited access to agricultural extension services and technical farming knowledge.

TFRA also encourages farmers to conduct soil testing before purchasing fertilisers in order to identify nutrient deficiencies and apply the most appropriate products.

"We advise farmers to test their soil first so they can understand which nutrients are lacking and select fertilisers that will restore soil fertility effectively," she said.

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TFRA tightens...

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Rising focus on soil health

The department is also increasingly focusing on specialised fertilisers designed to improve long-term soil health and support climate-smart agriculture.

Organic fertilisers, for example, are produced from decomposed organic materials such as crop residues, food market waste, livestock manure or plant materials.

Microbial fertilisers contain beneficial microorganisms designed to enhance nutrient breakdown and absorption in the soil.

"These microorganisms help stimulate and process nutrients already present in the soil, improving nutrient availability to crops," Ms. Mbalila explained.

She added that although the microorganisms are initially prepared in laboratories, once introduced into the soil they multiply naturally and continue improving soil fertility.

Agricultural experts increasingly view such fertilisers as critical in addressing soil degradation caused by excessive reliance on conventional industrial fertilisers.

Challenges facing the sector

Despite ongoing progress, TFRA says Tanzania still faces major challenges in expanding production and availability of specialised fertilisers.

Ms. Mbalila identified low domestic production of organic and microbial fertilisers as one of the sector's biggest constraints.

"These specialised fertilisers are extremely important because they improve soil health and also help industrial fertilisers function more effectively," she said.

She warned that declining soil fertility remains a growing concern in several agricultural regions due to continuous cultivation and nutrient depletion.

As Tanzania pushes for higher agricultural productivity to support industrialisation and food security, experts say maintaining healthy soils will be essential for sustainable long-term growth.

TFRA is now encouraging investors and fertiliser manufacturers to expand production of organic and biological fertilisers to strengthen soil resilience and support environmentally sustainable farming systems.

"We urge capable investors to increase production of organic and microbial fertilisers because they are essential for improving soil health and achieving sustainable agriculture," Ms. Mbalila said.

Fertiliser Subsidy System: TFRA reveals gains, gaps and the push for self-sufficiency

By Business Insider Reporter

Tanzania's fertiliser subsidy programme has emerged as a cornerstone of agricultural policy, significantly boosting usage and cushioning farmers from global price shocks. However, structural constraints - ranging from import dependence to limited domestic production—continue to shape its long-term sustainability.

Insights from Louis Kasera Director of Domestic Manufacturing and Bulk Procurement at Tanzania Fertilizer Regulatory Authority (TFRA), highlight both the achievements and underlying challenges of the subsidy framework, offering a comprehensive view of how the system is evolving.

Capacity exists globally - but imports still dominate

According to Mr. Kasera, global fertiliser production capacity is not the core issue. International markets are capable of producing well above Tanzania's annual consumption needs, which currently stand at just over one million tonnes.

However, Tanzania remains heavily reliant on imports, particularly for nitrogen-based fertilisers such as urea and NPK blends. While some countries dominate phosphate production, key nitrogen inputs are sourced externally, exposing the country to global market volatility.

"Most of what we use - especially nitrogen fertilisers - is still imported, which keeps us vulnerable to external shocks," Mr. Kasera noted.

Subsidy programme drives demand growth

The fertiliser subsidy system has played a transformative role in expanding usage. Introduced to offset soaring global prices during crises such as the COVID-19 pandemic and the Russia-Ukraine War, the programme has significantly improved affordability.

As a result, fertiliser consumption has surged, reflecting a direct link between subsidy support and agricultural productivity. Increased usage has also strengthened national food security, reducing reliance on imports of staple foods.

Structural dependency on key inputs

Kasera explains that fertiliser production is heavily dependent on three primary nutrients: nitrogen, phosphorus, and potassium. While Tanzania has phosphate resources - such as those found in Minjingu - the country lacks large-scale nitrogen production capacity.

Nitrogen fertilisers are typically produced using natural gas, positioning Tanzania's gas

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Director for Domestic Manufacturing and Bulk Procurement, Louis Kasera

Fertiliser subsidy...

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reserves as a strategic asset. However, the absence of large domestic processing facilities means the country continues to import significant volumes.

Local production ambitions face investment hurdles

Efforts to promote domestic fertiliser manufacturing are gaining traction, but progress has been slow due to high capital requirements.

Mr. Kasera points to ongoing discussions with potential investors to establish nitrogen-based fertiliser plants, particularly urea production facilities. However, the scale of investment required to reach commercial viability remains a major barrier.

"The minimum investment needed to build a viable fertiliser plant is substantial, and achieving break-even requires large-scale production," he explained.

Government commitments to supply natural gas at competitive rates are expected to support these initiatives, but final investment decisions are still pending.

Policy direction: towards long-term independence

Despite these challenges, TFRA's long-term vision is clear - reducing import dependence and building a self-sufficient fertiliser industry.

Mr. Kasera indicated that Tanzania is

targeting a gradual transition towards local production by 2050, leveraging its natural resource base to secure supply and stabilise prices.

The strategy mirrors approaches adopted by countries such as Nigeria, which have developed domestic fertiliser industries to insulate themselves from global supply disruptions, including geopolitical chokepoints like the Strait of Hormuz.

Balancing subsidies with long-term sustainability

While the subsidy programme has delivered immediate benefits, it also raises questions about fiscal sustainability and market efficiency.

He emphasised that subsidies are designed as a short- to medium-term intervention to stimulate demand and support farmers. Over time, increased domestic production and improved distribution systems are expected to reduce the need for heavy government support.

A system in transition

Tanzania's fertiliser subsidy system is now at a critical juncture. On one hand, it has successfully expanded access and boosted productivity. On the other, it has exposed the structural weaknesses of an import-dependent supply chain.

TFRA's push for local production, combined with ongoing policy reforms, signals a shift towards a more resilient and self-sustaining model.

If successfully implemented, the transition could redefine Tanzania's agricultural landscape - reducing vulnerability to global shocks while unlocking productivity gains across the farming sector.



Protecting farmers through fertiliser...

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The stakes are high, though.

Agriculture employs approximately two-thirds of Tanzania's workforce and contributes significantly to GDP and export earnings. Any widespread distribution of poor-quality fertiliser could reduce yields, undermine farm incomes and threaten the country's food supply.

Enforcement and prosecution

The Authority uses a combination of administrative and legal measures to combat violations.

Minor offences may be resolved through administrative penalties, while serious cases are referred to law enforcement agencies and courts.

TFRA has handled several major investigations in recent years, including cases involving adulterated fertiliser and licensing violations, notably in the southern highlands regions where fertiliser usage is high.

Regions with intensive fertiliser use, notably Songwe in the Southern Highlands zone, have emerged as key areas requiring enhanced monitoring.

Elaborating, Mr. Mboya notes that though the Authority uses precautions in dealing with fertiliser fraud, but it also has powers to suspend or revoke licences of non-compliant operators.

The growing challenge of informal fertiliser products

Mr. Mboya says the emergence of entrepreneurs in the sector has come as a blessing but also poses a challenge. He says of late there has been proliferation of unregistered liquid fertilisers produced by informal entrepreneurs.

While TFRA supports local innovation and the expansion of domestic fertiliser manufacturing, Mboya stresses that all products must undergo registration and quality verification before entering the market.

"We encourage entrepreneurship, but it must operate within the legal framework," he notes.

The challenge reflects broader changes within Tanzania's fertiliser sector, where innovation is increasingly being driven by small and medium-sized enterprises seeking to introduce new products and technologies.

Education as a regulatory tool

Rather than relying solely on enforcement, TFRA has invested heavily in public awareness campaigns.

Initiatives such as Kilimo ni Mbolea and Mali Shambani, Silaha Mbolea have helped educate farmers on the importance of purchasing certified fertiliser through recognised distribution channels.

According to Mr. Mboya, awareness remains one of the most effective weapons against fraud.

"An informed farmer is less likely to become a victim of counterfeit products," he says.

Modernising the legal framework

Although the Fertiliser Act of 2009 has provided a strong foundation for industry regulation, TFRA acknowledges that the sector has evolved considerably over the past 15 years.

New technologies, new products and new forms of fraud are creating challenges that were not envisaged when the law was first enacted.

The Authority is therefore assessing areas where the legal framework may need strengthening to address emerging realities.

Supporting growth, not restricting it

Perhaps the most striking aspect of TFRA's approach is its emphasis on partnership rather than punishment.

Mr. Mboya insists that the Authority's role is to facilitate industry growth while ensuring compliance.

As Tanzania pursues ambitious agricultural transformation goals, the fertiliser sector will remain central to increasing productivity, reducing food imports and improving rural incomes.

For that reason, ensuring that farmers receive safe, effective and affordable fertiliser is not merely a regulatory responsibility - it is an economic imperative.



TFRA charts path to fertiliser self-sufficiency as Tanzania eyes gas-based production

By Business Insider Reporter

Tanzania is intensifying efforts to build a domestic fertiliser industry, with the Tanzania Fertilizer Regulatory Authority outlining a long-term strategy aimed at reducing import dependency and insulating the country from global supply shocks.

According to Louis Kasera, Director of Domestic Manufacturing and Bulk Procurement at Tanzania Fertilizer Regulatory Authority (TFRA), the country's

current fertiliser system - though increasingly supported by subsidies - remains structurally reliant on imports, particularly for nitrogen-based products.

Import dependence persists despite global capacity

Kasera notes that global fertiliser production capacity is sufficient to meet Tanzania's needs, but the country's challenge lies in its limited domestic manufacturing base.

While Tanzania has access to phosphate resources, most fertilisers used locally -

especially nitrogen-based inputs such as urea—are imported. This imbalance reflects a broader structural gap in the value chain.

"Phosphorus is relatively available, but nitrogen remains the biggest dependency because it requires industrial-scale processing linked to natural gas," Mr. Kasera explained.

Natural gas seen as game changer

The availability of natural gas positions Tanzania favourably to produce nitrogen fertilisers domestically. However, translating this advantage into operational plants has proven complex.

Kasera revealed that discussions are ongoing with multiple investors to establish local fertiliser manufacturing facilities, particularly for urea production. Yet the scale of investment required remains a significant barrier.

"The minimum investment needed to make these projects viable is very high, and profitability depends on producing at scale," he said.

Government commitments to ensure reliable gas supply are expected to underpin these efforts, although project execution timelines remain uncertain.

Policy reforms aim to attract investors

TFRA is working to create a policy environment that encourages private sector participation in fertiliser manufacturing. The strategy includes regulatory support, investment facilitation, and alignment with national energy policies.

Mr. Kasera indicated that the government is actively engaging investors to unlock large-scale projects that can anchor the domestic industry.

"We are creating conditions to attract manufacturers, particularly in nitrogen fertilisers, which are critical for our independence," he noted.

Subsidy-driven demand exposes supply gap

The fertiliser subsidy programme has significantly increased demand, with usage rising to over one million tonnes annually. While this has boosted agricultural productivity, it has also highlighted the limitations of relying on imports.

As demand continues to grow, the urgency of developing local production capacity has become more pronounced.

Global shocks reinforce need for self-reliance

Recent geopolitical tensions and supply disruptions have underscored Tanzania's vulnerability to external shocks. Kasera pointed out that countries with strong domestic production capacity are better insulated from global volatility.

He cited examples such as Nigeria, which has leveraged local production to reduce exposure to global supply chain disruptions, including risks linked to strategic routes like the Strait of Hormuz.

Long-term vision: Independence by 2050

TFRA's long-term vision is to transition Tanzania into a largely self-sufficient fertiliser producer by 2050. This would involve scaling up local manufacturing, improving infrastructure, and strengthening linkages between energy and agriculture.

The goal is not only to stabilise supply but also to position Tanzania as a regional supplier within East Africa.

A sector at an inflection point

Tanzania's fertiliser industry is entering a critical phase. Rising demand, driven by subsidies and agricultural expansion, is colliding with structural supply constraints rooted in import dependency.

TFRA's push for local production - anchored on natural gas utilisation and private sector investment - represents a strategic shift towards long-term resilience.

If successfully implemented, the strategy could transform Tanzania's agricultural economy, reduce exposure to global shocks, and unlock new industrial growth opportunities.



Fertiliser Revolution: Rising local production drives increased input usage



By Business Insider Reporter

Tanzania's fertiliser sector is undergoing a profound transformation, driven by a surge in demand under the government subsidy programme and a parallel push to build domestic production capacity.

At the centre of this transition is the Tanzania Fertilizer Regulatory Authority (TFRA), which is steering reforms aimed at reducing import dependency and strengthening long-term supply resilience.

Insights from Louis Karera, TFRA Director of Domestic Manufacturing and Bulk Procurement, reveal a sector at a critical inflection point - where policy success in boosting access.

According to Mr. Kasera, the fertiliser subsidy programme, introduced during the COVID-19 pandemic and reinforced amid disruptions such as the Russia-

Ukraine War, has dramatically reshaped Tanzania's agricultural input market.

Initially designed to cushion farmers from soaring prices - where fertiliser costs rose from about TSh 70,000 to as high as TSh 160,000 per bag - the intervention has significantly improved affordability.

As a result, fertiliser consumption has surged from roughly 300,000 tonnes to over one million tonnes annually, underlining a strong link between subsidy support, increased usage, and agricultural productivity.

This expansion has strengthened food security outcomes, but it has also placed immense pressure on supply systems.

Import dependence remains a structural risk

Despite rising demand, Tanzania's fertiliser supply chain remains heavily import-dependent - particularly for nitrogen-based fertilisers such as urea and NPK blends.

Mr. Kasera explains that while the country has phosphate resources, including deposits in Minjingu, nitrogen production requires industrial-scale processing linked to natural gas - capacity that Tanzania has yet to fully develop.

"Phosphorus is relatively available locally, but nitrogen remains the biggest dependency," he noted.

This imbalance leaves the country exposed to global price volatility and supply disruptions, even as domestic demand continues to climb.

Local production gains urgency

The rapid increase in fertiliser usage has intensified calls for domestic production as a long-term solution.

TFRA is working closely with the Tanzania Fertilizer Company (TFC) and private investors

to accelerate the establishment of local manufacturing facilities, particularly for nitrogen fertilisers.

"TFC has entered a more active phase in recent years, signalling progress towards building domestic capacity," Mr. Kasera said.

This shift is seen as essential for stabilising supply and reducing exposure to external shocks.

Natural gas offers strategic advantage

Tanzania's natural gas reserves are central to its fertiliser industrialisation strategy. Nitrogen fertilisers such as urea are produced using gas, giving the country a potential competitive advantage.

However, translating this resource into operational plants requires substantial capital investment and long-term policy certainty.

Mr. Kasera confirmed that discussions are ongoing with investors, but noted that the scale of investment required - and the need to achieve commercial viability at scale - remains a key constraint.

Private sector dominance reshapes subsidy model

The fertiliser value chain in Tanzania remains overwhelmingly private sector-driven, accounting for over 99 percent of market activity.

Recent reforms have shifted subsidy implementation away from smaller agro-dealers towards larger importers and producers, reflecting a policy shift towards financially stronger players capable of absorbing market risks.

"We believe these actors have the capacity to ensure consistent supply," noted Mr. Kasera.

Regulatory reforms target efficiency and quality

Currently, local production stands at 1.25 million tonnes, which far surpasses usage. But beyond supply expansion, TFRA is strengthening regulatory oversight to improve efficiency and combat counterfeit fertiliser products.

According to Mr. Kasera, TFRA is increasingly deploying digital systems to track distribution, enhance transparency, and ensure that farmers receive genuine inputs at

regulated prices and at appropriate time.

These reforms are critical to maintaining trust in the subsidy system and safeguarding productivity gains.

Balancing affordability with smarter usage

While subsidies have expanded access, TFRA is now shifting focus towards improving efficiency in fertiliser use.

This includes better farmer identification, soil health assessment, and targeted application - moving away from universal subsidy approaches towards more data-driven systems.

Kasera emphasised that improving how fertiliser is used is just as important as increasing access.

Long-term vision: self-sufficiency by 2050

TFRA's long-term strategy is to transition Tanzania into a largely self-sufficient fertiliser producer by 2050.

This vision includes scaling up domestic manufacturing, leveraging natural gas resources, and positioning the country as a regional supplier within East Africa.

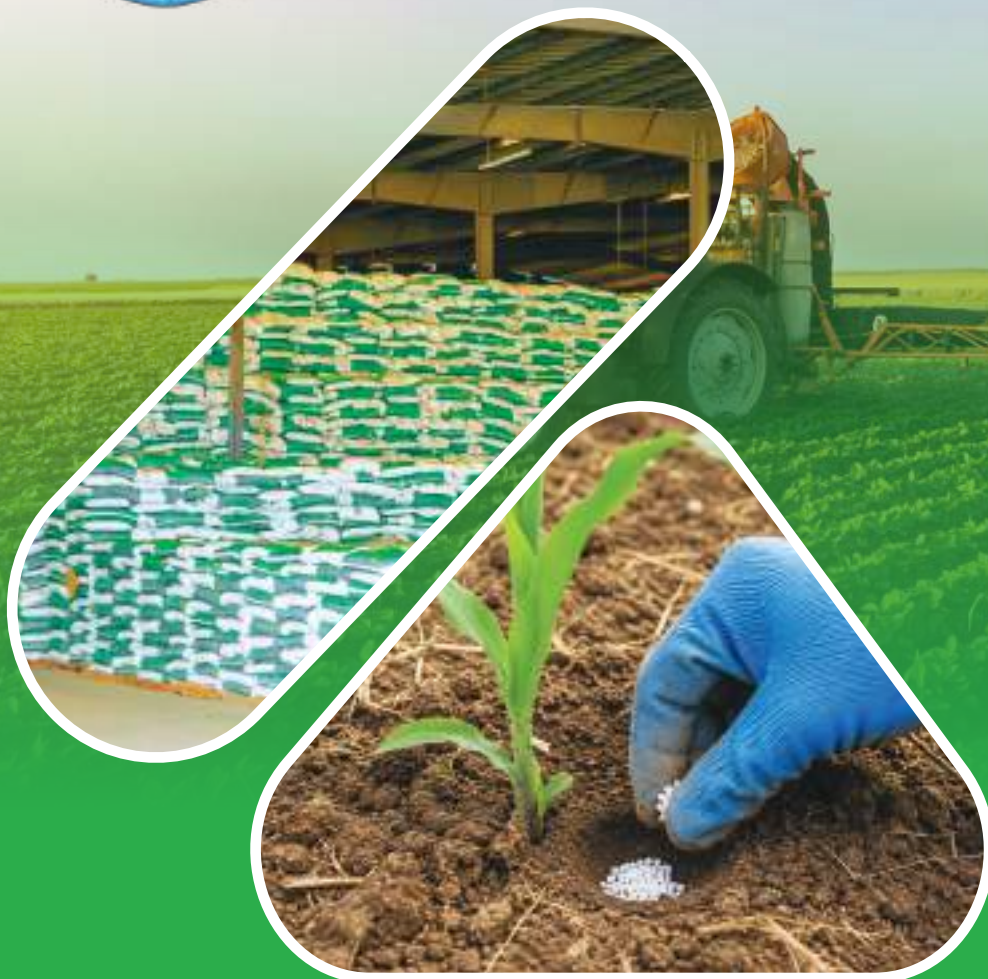
Mr. Kasera pointed to examples such as Nigeria, which has developed local production capacity to shield itself from global disruptions, including risks associated with strategic routes like the Strait of Hormuz.

A sector at a defining moment

Tanzania's fertiliser sector is now at a crossroads. The success of the subsidy programme has demonstrated the transformative impact of policy intervention, but it has also exposed the fragility of an import-reliant system.

TFRA's push for local production - anchored on natural gas utilisation, private sector participation, and regulatory reform - signals a decisive shift towards long-term resilience.

If successfully executed, the strategy could not only stabilise fertiliser supply but also unlock substantial gains in agricultural productivity, reinforcing fertiliser's role as a cornerstone of Tanzania's food security and economic growth agenda.



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