



MINISTRY OF LIVESTOCK AND FISHERIES



PRIVATE SECTOR DESK PROFILE

2025

WHO WE ARE

The Private Sector Desk (PSD) in Tanzania was established in October 2018, with its offices in Dodoma. The PSD aims to enhance the performance of the livestock and fisheries sectors by facilitating public-private dialogue and eliminating bureaucratic hurdles.

The PSD was established to address the limited contribution of these sectors to the national economy, specifically targeting issues such as insufficient private sector investment, low industrial production levels, inadequate capital and insurance, and an unfavorable business environment.



WHAT WE DO



Market intelligence and analysis

In partnership with Livestock and Fisheries Marketing Units and TANTRADE, we analyze markets to improve access and share information with all Livestock and Fisheries value chain stakeholders.



Business cases

We collaborate with the Tanzania Investment Center (TIC) and the Ministry of Planning and Investment to develop business cases and promote opportunities in the Livestock and Fisheries Sectors.



Access to finance

We support investors in accessing finance by promoting awareness, creating bankable business plans for Livestock and Fisheries stakeholders, and forging connections with potential funders, including banks and other financial institutions for various businesses.



Investment opportunities

We collaborate with TIC, TANTRADE, TRA, the Ministry of Industry and Trade, PO-RALG, CRDB, TADB, and NMB to identify and promote investment opportunities. These include establishing animal and fish feed factories, advancing dairy and fish farming, facilitating livestock fattening, and pioneering seaweed and sea cucumber farming.



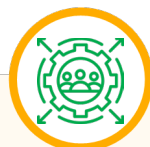
Stakeholder mapping and linkages

We facilitate strategic connections between private sector entities and government institutions, while mapping key stakeholders within the livestock and fisheries sectors to enhance engagement and strengthen relationships.



Sector challenges

We partner with agencies such as TRA, TMDA, OSHA, NEMC, and TIC to resolve issues in the livestock and fisheries sectors. Over the past six years, we have collaborated to identify, analyze, and address tax challenges in these sectors, reforming over 200 taxes and significantly enhancing the business environment.



Capacity building

We empower cooperative societies by enhancing their management and administrative skills, including record-keeping and business planning.



Research

We conduct investment research and value chain analysis to boost productivity and attract investments. Our initiatives support smallholder farmers and fishers. For instance, through an innovative dairy study conducted with our partners, we established an indicative milk price, empowering livestock keepers and promoting sustainability in the livestock sector.

OUR IMPACT

Enhancing private sector engagement and access to financial and insurance services over the past six years.

The Nguvu Kazi Youth Group showcases its fish harvesting techniques. It is one of 30 youth groups trained by the Private Sector Desk.

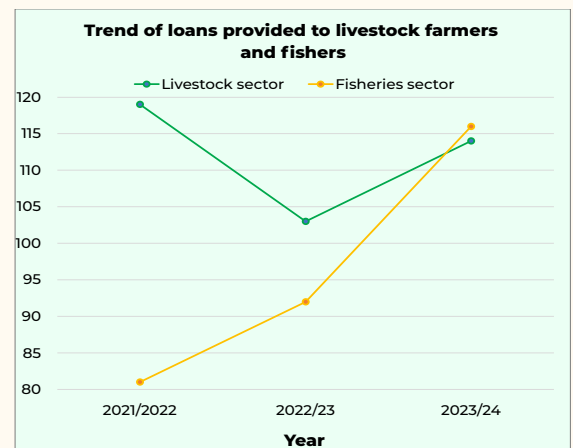


Private sector engagement

- We have engaged **over 15,432** individuals through visits and exhibitions, providing training in livestock and fisheries, promoting sector opportunities, facilitating market access, and supporting business planning for loan qualification.
- We collaborated with over 216 companies, cooperatives, and NGOs to enhance capacities, inform about opportunities in the livestock and fishing sectors, and address sector concerns through joint solutions.

Access to finance and insurance

- We facilitated access to **loans for livestock and fish farmers** from less than 20 billion to 200 billion annually, marking a 1000% rise since PSD's establishment. In 2021/22, the livestock sector received 118.8 billion and the fisheries sector 81.4 billion in loans. In 2022/23, the livestock sector received 106.9 billion and the fisheries sector 91.7 billion. By 2023/24, the livestock sector received 114.5 billion and the fisheries sector 115.6 billion in loans.
- **Livestock and fisheries insurance coverage:** We successfully convinced Jubilee and National Insurance Company (NIC) to initiate coverage for over 200 fishing boats and 150 dairy cattle keepers. These companies remain committed to providing insurance for livestock and fisheries.



Revamping livestock sector policies



VAT exemption

- We influenced VAT exemptions for stainless steel milk cans, milk storage and cooling tanks, inert acaricide ingredients, unprinted packaging materials for industrial veterinary use, and vitamins, subject to the Minister of Health's approval.
- We influenced VAT exemptions on solar fishing lights, fish nets, fish feeds, and dam liners with similar functions as pond liners.



Tax incentives

- We influenced tax incentives and soft loans to encourage livestock and fisheries investments, including concessional financing for equipment and cages.



Beef meat exportation fee

- We successfully influenced the reduction of the beef meat exportation fee from TZS 150 to TZS 100 per kg and set it at 1% of the FOB value. Additionally, we influenced the removal of 0.2% of the radioactivity certification fee for meat exportation.



Custom duty exemption

- We influenced custom duty exemptions for poultry production facilities, feed mill machines, parent stock, fertilized eggs, and milk packaging equipment.
- We influenced custom duty exemptions on fishing equipment, fish feeds, and water quality monitoring equipment.
- We influenced a duty remission on milk packaging materials (HS Code 4819.50.00), reducing the rate from 25% to 0% for one year, benefiting domestic UHT milk manufacturers, etc.



Permit fees

- We influenced the reduction of the domestic permit fee for transporting fish and fish products from TZS 5,000 to TZS 3,000, thereby alleviating the financial burdens on fishers.



Export royalties

- We successfully influenced the review of export royalties on fish fillets, reducing them from \$0.24 to \$0.20 per kg.

Other levies and fees

Export fee	Export levies and market fees for livestock and livestock products
Animal feed: Reduced from TZS 20,000 to TZS 10,000 per tonne	Export-cattle: Reduced from TZS 30,000 to 25,000 and market fee TZS 5,000 to TZS 25,000 and market fee TZS 500
Table eggs: Reduced from TZS 1,000 to TZS 100 per tray of 30 table eggs	Export-goat/sheep: Reduced from TZS 7,500 and market fee TZS 1,500 to TZS 5,000 and market fee TZS 1,500
	Export license fee-donkey skin: Increased from TZS 5,000/piece to TZS 20,000/piece and reduced to TZS 500/piece



Revamping fisheries sector policy

Custom duty exemption

- We successfully advocated reducing the levy on seafood from Lake Victoria, Lake Nyasa, the Indian Ocean, and Lake Tanganyika. The levies were reduced from \$0.16 to \$0.10 per kilo for the first three and from \$0.50 to \$0.30 for Lake Tanganyika.
- We influenced the reduction of the levy on exporting Pikeperch fillets, decreasing it from \$0.20 to \$0.10 per kilo.
- We played a key role in lowering the seafood export license fees from \$1000 to \$250 for saltwater and freshwater seafood, resulting in a 75 percent decrease.
- We effectively lobbied for a decrease in the license fee for exporting fishery products, reducing it from \$2,500 to \$500 for small traders handling octopus, squid, shrimp, crab, and squid products.



Import levies

- We influenced the policy change that reduced the levy on importing sea-food into the country from \$2.5 per kilo to \$0.5 per kilo for squid, octopus, and crab.

Facilitating new investments in the livestock and fisheries sectors

- In collaboration with various government departments, agencies, institutions, and stakeholders in the livestock and fisheries sectors, we successfully influenced the Ministry of Livestock and Fisheries to increase its 2024/25 budget by 85%. This budget increase prioritizes development projects and actively engages the private sector, boosting investment, enhancing efficiency, and promoting sustainable practices.
- Through tax reforms and support to private sector investors, we have facilitated new investments, efficiency, and sustainable practices in the livestock and fisheries sectors, promoting intra-regional trade.

Over the past six years, collaborative efforts between the Private Sector Desk and the private sector have led to a surge in investments in the livestock and fisheries sectors, increasing from less than 10 billion to over TZS 82 billion		
	Type of investment	Amount invested
Livestock	Meat processing industries	Over 109.57 billion
	Dairy processing industries	Over 89.79 billion
	Poultry farms	Over 115.35 billion
Fisheries	Aquaculture farms	Over 93.59 billion
	Fishing docks	Over 123.68 billion

OUR PARTNERS

