



RESILIENT GRAIN MARKETS: **UNLOCKING AFRICA'S FOOD SECURITY POTENTIAL**

2ND-4TH, OCTOBER 2025 | ZANZIBAR, TANZANIA

Main Session 4

Financing African grain markets:

**Driving access to affordable capital and enabling
local currency trade**

**Session
Sponsors:**



**Ministry of
Finance**

**Tanzania Mercantile
Exchange**

Soko la bidhaa Tanzania



MINISTRY OF FINANCE

TANZANIA MERCANTILE EXCHANGE

(SOKO LA BIDHAA TANZANIA)

1. INTRODUCTION

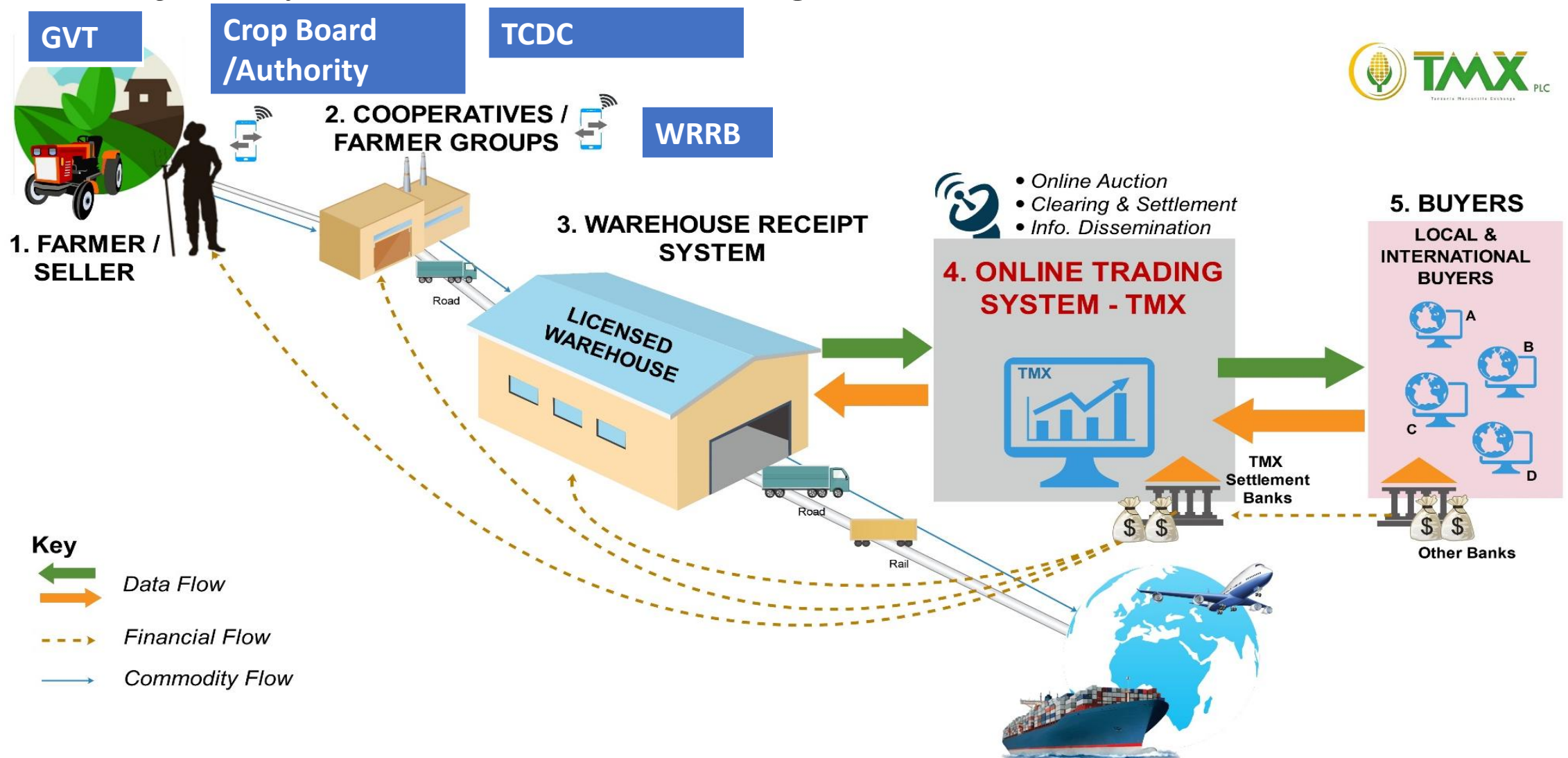
TMX is a commodity exchange, where buyers and sellers come together to trade commodity-linked contracts, assured of quality, delivery and payment.

TMX is licensed by the CMSA to carry out Commodity Exchange Business in accordance with the CE Act of 2015 and CMS Act of 1994 and their respective Regulations.

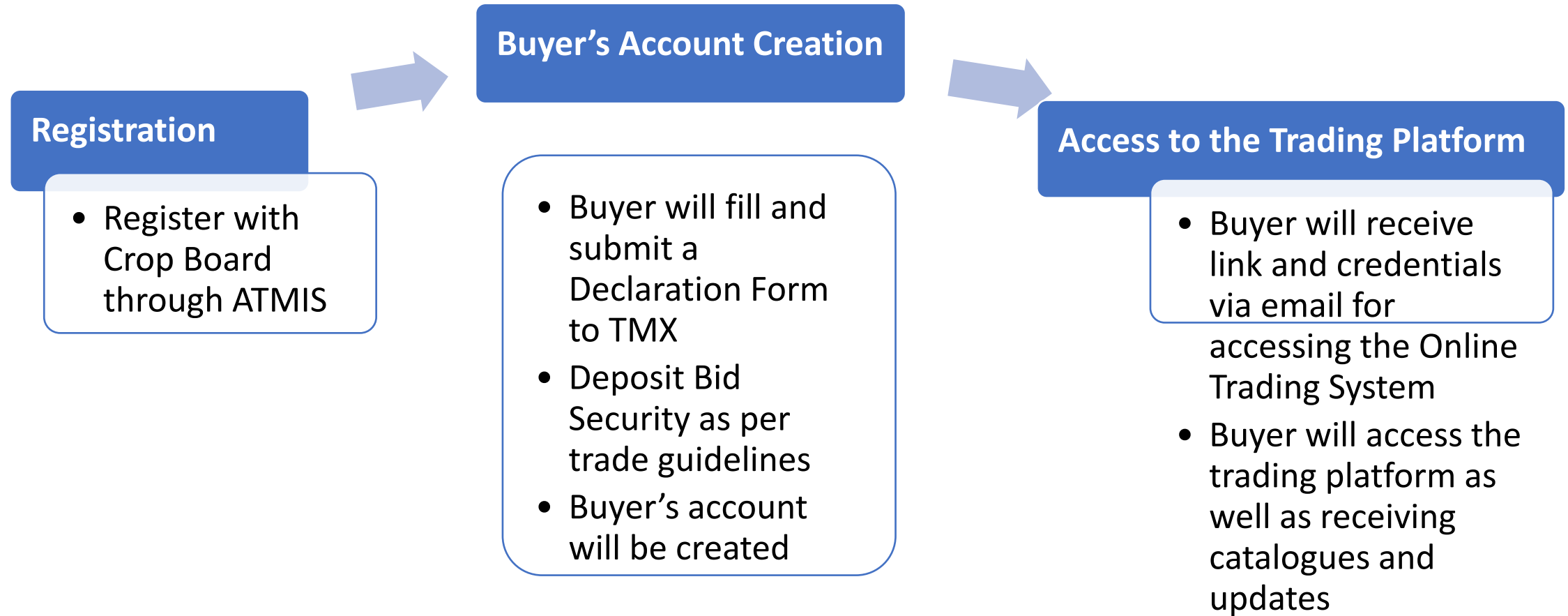
TMX brings both domestic and international buyers who can trade commodities through the Online Trading Platform without the need of being physically present in the place where auction is held or meeting respective seller.

4. ECOSYSTEM FOR COMMODITIES TRADING AT TMX

Exchange Ecosystem for commodities trading at TMX



5. BUYER'S REGISTRATION PROCESS



TMX PLAYS A VITAL ROLE IN FOSTERING TRADE IN THE COUNTRY

- ❑ Improving Market Efficiency: TMX exchanges provide a platform for buyers and sellers to trade goods, promoting market-driven prices and reducing transaction costs.-
- ❑ Enhancing Price Discovery: By facilitating trade, TMX help discover prices that reflect the true market value of goods, enabling farmers and traders to make informed decisions.
- ❑ Increasing Transparency and Trust: TMX promote transparency and trust among market participants, reducing the risk of disputes and ensuring fair trade practices.
- ❑ - Supporting Smallholder Farmers: By providing access to markets, financing, and risk management tools, TMX empower smallholder farmers to increase their productivity and income.
- ❑ - Fostering Economic Growth: TMX can contribute to economic growth by facilitating trade, creating jobs, and generating revenue for governments by way of Cess, levies and corporate tax through increased revenue

2. TMX JOURNER TO DATE

Succeeded to
trade

10

Commodities

Reached more
than

25

Regions

More than

1.08M

Metric Tons
traded...

worth

\$1.4B

Facilitating Commodity Trading through
Online Trading System (OTS)

Commodities Traded:

Cashew nuts, Sesame,
Cocoa, Coffee, Soy
beans, Tea, Chick Peas,
Pigeon Peas, Green
grams, Precious metals
(minerals)



In pipeline:

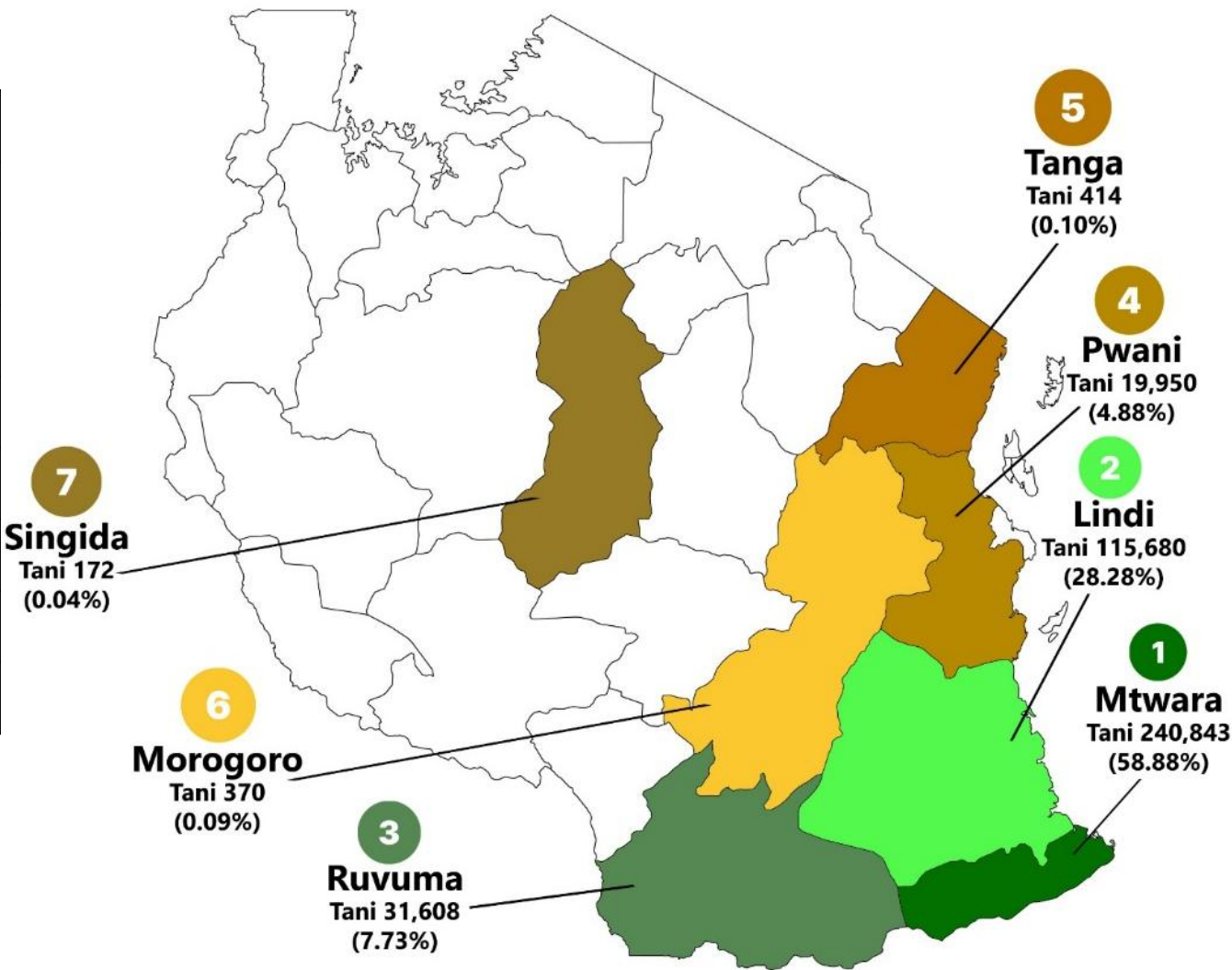
Beans, Cotton, Spices,
Livestock, Fish Species,
Ground nuts

3. OVERVIEW OF CASHEW TRADES FOR 2024/2025 SEASON



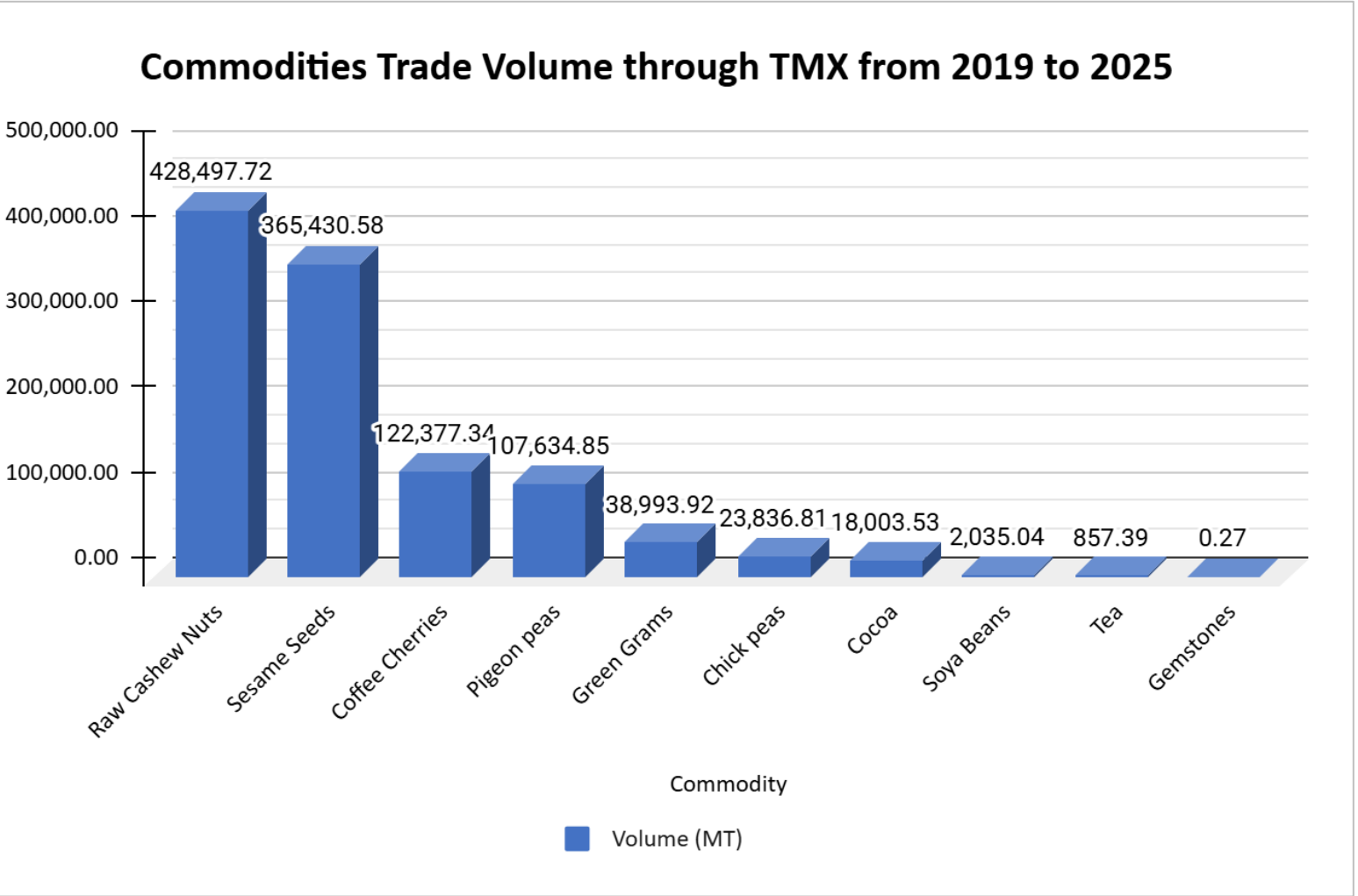
Cashew traded during 2024/2025 season – Volumes and **Value** Transacted

Region	Value Transacted (TZS)
Mtwara	873,548,505,950.84
Lindi	417,013,825,817.20
Ruvuma	107,582,102,395.72
Pwani	67,788,134,058.32
Morogoro	1,153,786,930.44
Singida	577,650,930.12
Tanga	1,241,690,440
TOTAL	1,468,905,696,522.72



6. OVERALL COMMODITIES TRADED AT TMX

Commodity	Volume (MT)	Value (Billion TZS)
Raw Cashew Nuts	428,497.72	1,510.24
Sesame Seeds	365,430.58	1,138.77
Coffee Cherries	122,377.34	433.59
Pigeon peas	107,634.85	209.54
Green Grams	38,993.92	62.94
Chick peas	23,836.81	45.60
Cocoa	18,003.53	342.31
Soya Beans	2,035.04	3.07
Tea	857.39	1.63
Gemstones	0.27	2.58
Total	1,107,667.45	3,750.28



6. CHALLENGES AND RESOLUTIONS

CHALLENGES	RESOLUTIONS
Infrastructural challenges (not enough warehouses)	Working with WRRB, Private Sector and other Development Partners to increase number and capacity of the warehouses
Quality and quantity disputes	- Working with WRRB and Crop Board to carry out Stock verification visas-avis catalogue quality details before the auction - Buyers' verification of cargo before they obtain delivery - Working with TCDC, Crop Boards, and WRRB to tighten quality adherence at the levels of farmers farm gate, AMCOS and at Registered Warehouses.
Low understanding of Market Dynamics on the part of farmers & Aggrigators	- Working with respective entities on reaching out to farmers and the public with the understanding market dynamics especially on the issue of demand and supply effect on prices - System Upgrade – ease access to information (Bulk SMS, Mobile App, USSD access)



RA-RCN-SG: 2,310, CASHEW-MTWARA-RCN-UG: 2,040 COCOA-M

MONTANA
VIP LOUNGE

MONTANA
QUALITY TIME LOVES HERE

MILLENNIUM
DEVELOPMENT

Market Display Unit



8. OTS VIDEO DEMONSTRATION





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