



*Matokeo ya mwaka 2018
yameleta nini kwa ushindani
katika sekta ya korosho
nchini Vietnam?*

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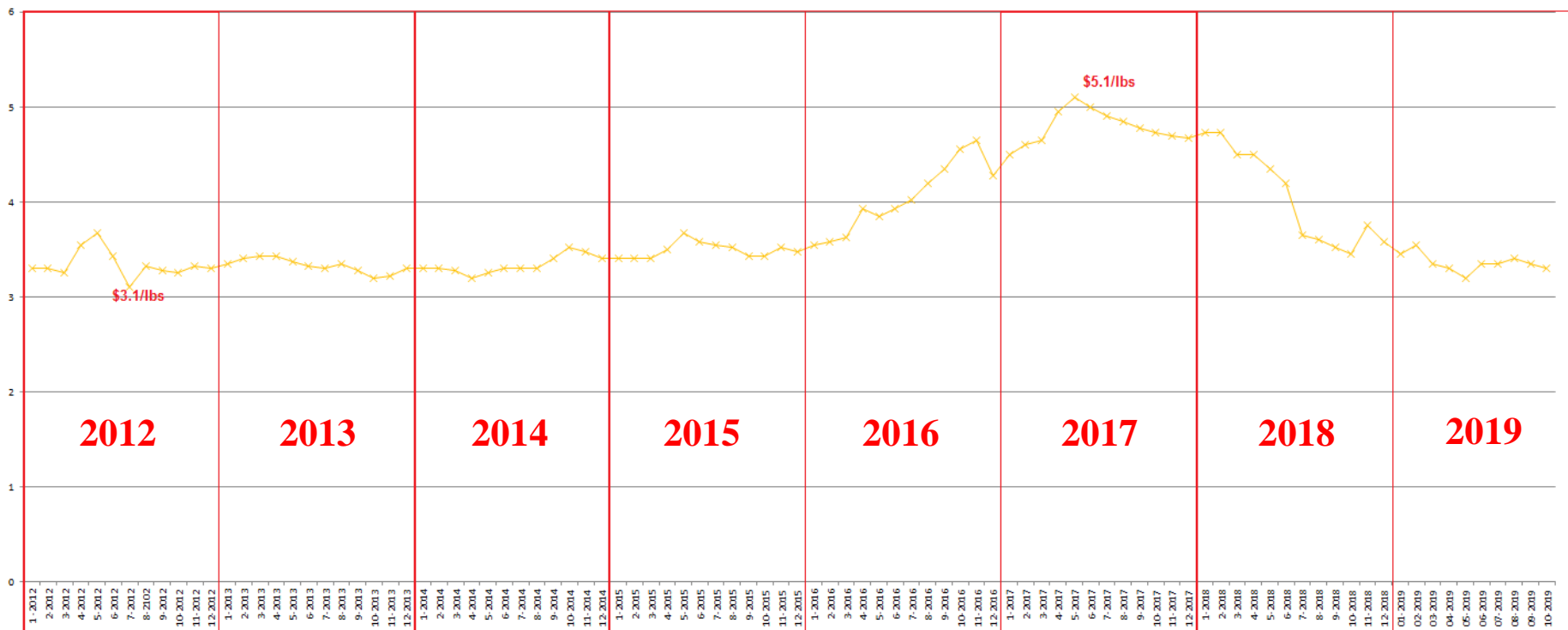
Sababu 4 muhimu zilizosababisha mwaka wa kusikitisha zaidi kwa kampuni za korosho za Vietnam mwawa 2018

- 1. Hela iliyotengenezwa ni nyingi kwahiyo watu walijihusisha mno**
- 2. Hadithi na umbea mwingi kutoka wafanyabiashara wa korosho mbichi**
- 3. Uzalishaji ulizi uhitaji**
- 4. Bei ya korosho ilizidi thamani yake na ilikuwa ghali zaidi kuliko aino zingine za karanga**



USD/LBS

Price lbs



Cheti ya bei ya Korosho 2012 – 2019 (fob Viet Nam)

Data source: Nkalo, Cashewinfo, Long Son



**PICHA KWA JUMLA YA
MIEZI 9 KATIKA SOKO LA
VIETNAM MWAKA 2019**



| 2019 | | | | | | | | | | | |
|--------------|---------|---------------|---------------|---------------|---------------|----------------|----------------|----------------|----------------|----------------|------------------|
| NO | ORIGIN | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | TOTAL |
| 1 | IVCOAST | 24,292 | 4,319 | 3,200 | 7,516 | 64,589 | 119,564 | 90,178 | 93,056 | 58,747 | 465,459 |
| 2 | GHANA | 5,306 | 2,023 | 4,701 | 12,825 | 59,454 | 40,313 | 50,717 | 29,731 | 12,719 | 217,790 |
| 3 | CAMBOD | 8,700 | 51,960 | 62,310 | 19,612 | 15,800 | 5,980 | 1,950 | 1,900 | 1,050 | 169,261 |
| 4 | NIGERIA | 5,574 | 3,374 | 6,495 | 4,011 | 21,512 | 31,394 | 32,221 | 31,963 | 19,609 | 156,152 |
| 5 | BURKINA | 3,157 | | | 208 | 10,383 | 23,243 | 23,641 | 8,650 | 5,371 | 74,653 |
| 6 | GUINEA | 4,022 | 1,665 | 827 | 683 | 1,235 | 7,043 | 9,114 | 17,058 | 21,535 | 63,183 |
| 7 | GINEA B | 4,615 | 1,196 | 2,199 | 1,159 | | 195 | 2,327 | 12,106 | 24,036 | 47,833 |
| 8 | BENIN | 325 | 88 | | | 7,898 | 14,201 | 9,343 | 6,863 | 2,518 | 41,235 |
| 9 | TOGO | 4,183 | 934 | 356 | 54 | 4,517 | 8,451 | 9,960 | 8,169 | 3,933 | 40,558 |
| 10 | INDNSIA | 12,698 | 1,547 | 554 | 432 | 1,059 | 13 | 13 | 453 | 3,009 | 19,777 |
| 11 | SENEGAL | | | 207 | | | 551 | 2,068 | 5,989 | 9,324 | 18,139 |
| 12 | MOZAMBQ | | | 2,750 | 3,495 | 2,603 | 1,542 | 71 | | | 10,461 |
| 13 | GAMBIA | | | | | | | 984 | 1,479 | 1,062 | 3,525 |
| 14 | THAILND | | 58 | 1,688 | 642 | 248 | 584 | | | | 3,220 |
| 15 | INDIA | | | | | | | | 973 | 623 | 1,596 |
| 16 | TANZNIA | 49 | 99 | | | | | | | 1,401 | 1,549 |
| 17 | NIGER | | | | | | 862 | 296 | | | 1,158 |
| 18 | LAOS | | 60 | 303 | 95 | 90 | 90 | | 97 | | 735 |
| 19 | MADAGAS | 386 | | 82 | | | | | | | 468 |
| 20 | PHILPIN | | | | | | 100 | 188 | | | 288 |
| 21 | CHAD | | | | | | 219 | 27 | | | 246 |
| 22 | SNGAPOR | | | | | | 209 | 25 | | | 234 |
| 23 | MALI | | | | | 196 | | | | | 196 |
| 24 | BANGLA | | | | | | | | | 130 | 130 |
| 25 | U ARB E | 130 | | | | | | | | | 130 |
| 26 | CAMROUN | | | | | | 64 | | | | 64 |
| 27 | COLMBIA | | | | | | 26 | | | | 26 |
| 28 | VIETNAM | | | | | | | 5 | | | 5 |
| TOTAL | | 73,437 | 67,324 | 85,672 | 50,730 | 189,585 | 254,644 | 233,127 | 218,487 | 165,066 | 1,338,074 |

Korosho mbichi (RCN) zilizoingizwa Vietnam mieizi 9 kati ya mwaka 2019

Data source: Long Son



| 2018 | | | | | | | | | | | | | | | |
|----------------|---------|---------------|---------------|---------------|---------------|----------------|----------------|----------------|----------------|----------------|------------------|----------------|----------------|---------------|------------------|
| NO | ORIGIN | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | TOTAL 9 MONTHS | OCT | NOV | DEC | G.TOTAL |
| 1 | IVCOAST | 6,896 | 4,299 | 2,435 | 2,358 | 46,542 | 62,043 | 104,652 | 103,219 | 48,266 | 380,709 | 46,393 | 43,436 | 18,440 | 488,978 |
| 2 | NIGERIA | 2,127 | 617 | 485 | 2,232 | 14,208 | 22,610 | 35,468 | 31,160 | 20,662 | 129,568 | 13,939 | 16,803 | 9,973 | 170,283 |
| 3 | GHANA | 965 | 321 | 461 | 5,635 | 17,609 | 32,624 | 43,480 | 30,866 | 11,495 | 143,457 | 7,059 | 9,247 | 7,346 | 167,109 |
| 4 | CAMBOD | 50 | 6,140 | 41,220 | 30,100 | 11,760 | 5,670 | 4,080 | 7,600 | 12,150 | 118,770 | 11,400 | 16,900 | 450 | 147,520 |
| 5 | TANZNIA | 73,513 | 34,978 | 8,635 | 2,361 | 102 | 388 | 616 | 729 | | 121,322 | | 48 | | 121,370 |
| 6 | GINEA B | 487 | 167 | | | | | 298 | 3,572 | 14,892 | 19,415 | 23,363 | 12,808 | 8,161 | 63,747 |
| 7 | GUINEA | 901 | 84 | 27 | | 622 | 2,959 | 5,390 | 7,239 | 4,826 | 22,048 | 14,733 | 6,796 | 7,348 | 50,926 |
| 8 | BURKINA | | | | | 1,236 | 8,209 | 12,603 | 13,905 | 5,706 | 41,658 | 1,946 | 1,559 | | 45,163 |
| 9 | INDNSIA | 4,814 | 1,389 | 774 | 16 | | 24 | | 2,330 | 6,759 | 16,106 | 6,711 | 8,087 | 9,027 | 39,930 |
| 10 | BENIN | | | | | 1,394 | 4,477 | 8,230 | 4,271 | 3,320 | 21,692 | 2,981 | 1,855 | 780 | 27,307 |
| 11 | MOZAMBQ | | 954 | 9,610 | 6,652 | 5,260 | 925 | | 293 | | 23,694 | | | | 23,694 |
| 12 | TOGO | | | | | 3,789 | 3,435 | 3,985 | 5,710 | 1,652 | 18,571 | 980 | 125 | 713 | 20,390 |
| 13 | SENEGAL | 34 | 49 | | | | | 34 | 3,771 | 6,159 | 10,046 | 2,234 | 1,577 | 718 | 14,575 |
| 14 | GAMBIA | 2,342 | | | | | | 720 | 1,144 | 1,153 | 5,359 | 676 | 368 | 159 | 6,562 |
| 15 | THAILND | | | 1,148 | 1,479 | 1,309 | 573 | 78 | 12 | | 4,599 | | | | 4,599 |
| 16 | MADAGAS | 545 | 165 | 70 | 141 | 58 | | | 643 | | 1,622 | 289 | 156 | 54 | 2,121 |
| 17 | INDIA | 505 | | | | | | | | | 505 | 183 | 183 | 1,008 | 1,880 |
| 18 | NIGER | | | | | | | | 1,028 | | 1,028 | | | | 1,028 |
| 19 | LAOS | | | 171 | 335 | 20 | | 13 | | | 539 | | | | 539 |
| 20 | MYANMAR | | | | 198 | | | | | | 198 | | | | 198 |
| 21 | PHILPIN | 20 | | | | 125 | 50 | | | | 195 | | | | 195 |
| 22 | ALGERIA | | | | | 54 | | | | | 54 | | | | 54 |
| 23 | CHINA | | | | | | 36 | | | | 36 | | | | 36 |
| 24 | S.AFRCA | | | | 3 | | | | | | 3 | | | | 3 |
| G.TOTAL | | 93,199 | 49,163 | 65,036 | 51,510 | 104,088 | 144,021 | 219,647 | 217,491 | 137,041 | 1,081,195 | 132,888 | 119,948 | 64,177 | 1,398,208 |

Korosho Mbichi (RCN) zilizoingizwa Vietnam mwaka 2018

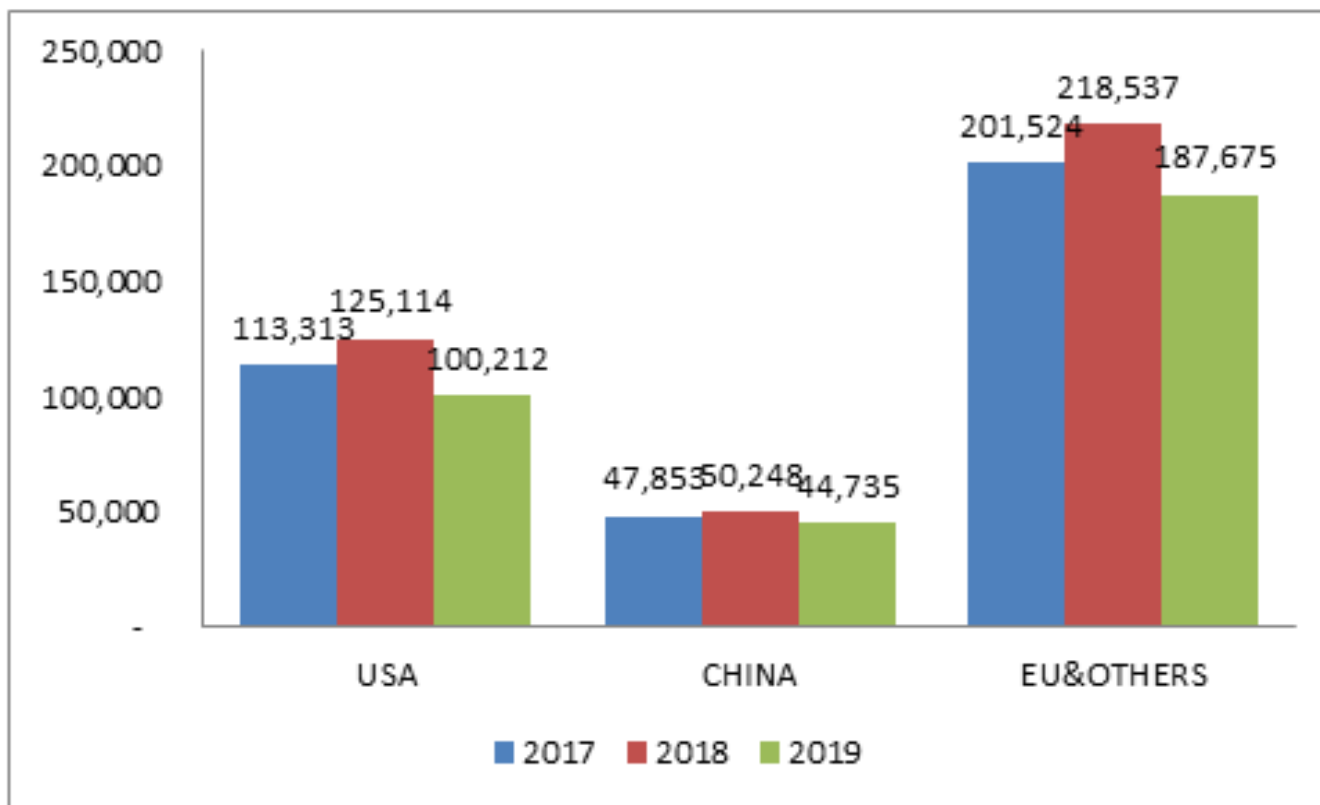
Data source: Long Son



| KERNEL EXPORT (TONS) | | | | | RAW IMPORT (TONS) | | | | |
|----------------------|-------------------|-------------------|------------------|--------------|-------------------|----------------|------------------|----------------|--------------|
| MONTH | 2018 | 2019 | DIFFERENCE | PERCENTAGE | MONTH | 2018 | 2019 | DIFFERENCE | PERCENTAGE |
| 1 | 31,744 | 33,170 | 1,426.00 | 4.49 | 1 | 95,000 | 72,000 | (23,000.00) | (24.21) |
| 2 | 16,335 | 14,595 | (1,740.00) | (10.65) | 2 | 46,000 | 67,000 | 21,000.00 | 45.65 |
| 3 | 30,977 | 33,013 | 2,036.00 | 6.57 | 3 | 65,000 | 93,000 | 28,000.00 | 43.08 |
| 4 | 34,166 | 36,877 | 2,711.00 | 7.93 | 4 | 53,000 | 68,000 | 15,000.00 | 28.30 |
| 5 | 39,277 | 41,719 | 2,442.00 | 6.22 | 5 | 24,000 | 185,000 | 161,000.00 | 670.83 |
| 6 | 33,765 | 40,605 | 6,840.00 | 20.26 | 6 | 140,000 | 237,000 | 97,000.00 | 69.29 |
| 7 | 34,609 | 44,883 | 10,274.00 | 29.69 | 7 | 241,000 | 218,000 | (23,000.00) | (9.54) |
| 8 | 36,538 | 45,850 | 9,312.00 | 25.49 | 8 | 191,000 | 193,000 | 2,000.00 | 1.05 |
| 9 | 31,513 | 41,910 | 10,397.00 | 32.99 | 9 | 118,000 | 155,000 | 37,000.00 | 31.36 |
| 10 | | | | | 10 | | | | |
| 11 | | | | | 11 | | | | |
| 12 | | | | | 12 | | | | |
| TOTAL | 288,924.00 | 332,622.00 | 43,698.00 | 15.12 | TOTAL | 973,000 | 1,288,000 | 315,000 | 32.37 |

**Korosho mbichi zilizoingizwa na kusafirishwa Vietnam kwa miezi 9
miaka 2018 & 2019**

Data source: VINACAS



Usafirishaji wa Korosho 2017,2018,2019

| YEAR | 2017 | 2018 | 1 ->9/2019 |
|------------|---------|---------|------------|
| EXP (TONS) | 362,690 | 393,899 | 332,622 |



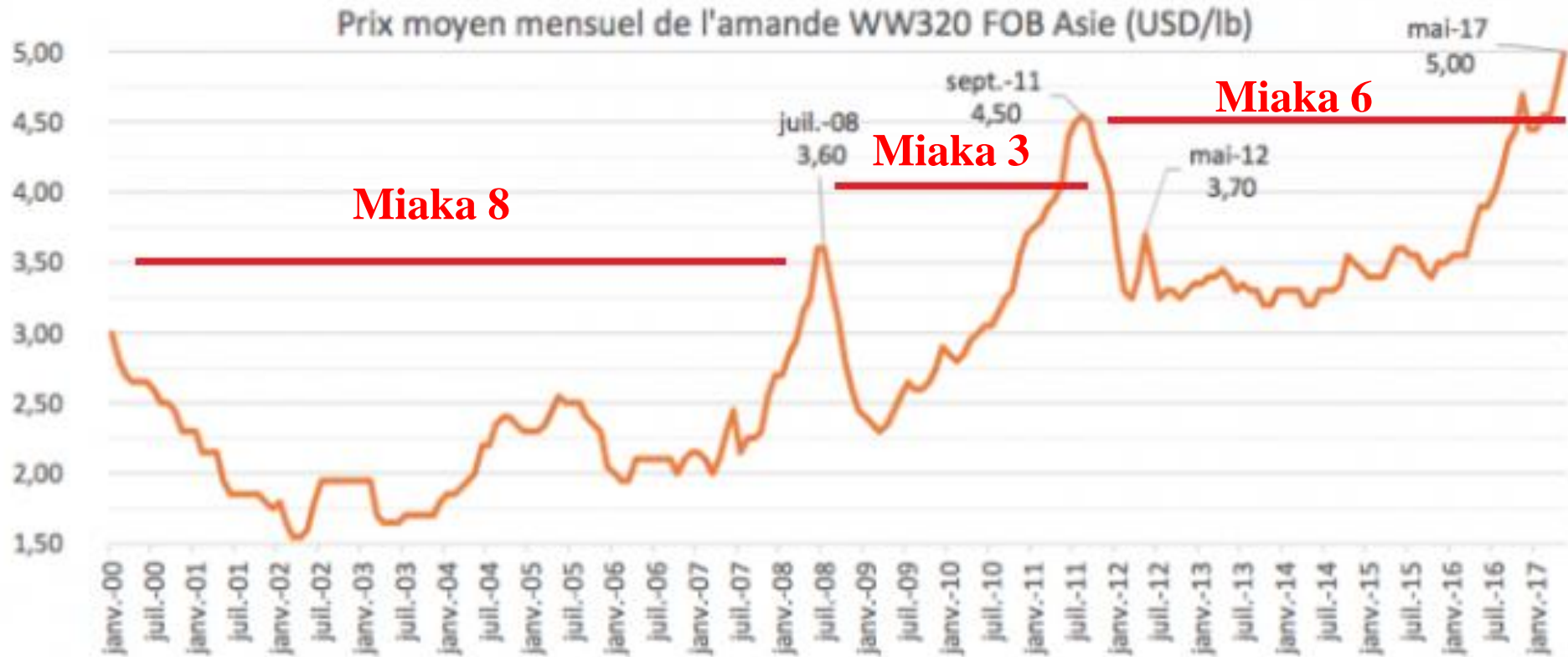
**HEBU TUFANYE
MAHESABU YA
USAMBAZAJI NA MAHITAJI
NCHINI VIETNAM**



- **Matarajio ya kuuza nje ya nche mwaka 2019: Tani 445,000 (Mwongezeko wa 13%).**
- **Hii inamaanisha kwamba tutasafirisha karibia tani 110,000 zaidi za korosho miezi ya Oktoba, Novemba na Disemba mwaka 2019. Huu ni mwongezeko wa tani 35,000 – 40,000 za korosho kila mwezi.**
- **Vietnam imesafirisha tani 332,000 ndani ya miezi 9 (lakini tani 48,000 zilizosafirishwa miezi ya Januari na Febuari mwaka 2018 zilikuwa mazao mabichi ya 2018. Hii inamaanisha kwamba Vietnam ilisafirisha tani 332,000 – tani 48,000 = tani 284,000 za korosho zilitoka nje ya nchi katika mwaka 2019 (inayojumlisha karibia tani milioni 1.3 za korosho mbichi (RCN)).**
- **Ndani ya miezi 9 nchi ya Vietnam iliingiza karibia tani milioni 1.3 za korosho mbichi na karibia tani 400,000 za mazao kutoka ndani ya nchi.**
- **Kwa jumla ndani ya miezi 9 Vietnam wamepata tani milioni 1.7 za korosho mbichi - tani milioni 1.3 za korosho mbichi (zilizobanguliwa) = tani 400,000 za korosho mbichi (karibia miezi 2 ya ubanguaji na usarifishaji). Ubanguaji huu unatosha unatosha mpaka mwisho wa mwezi wa Novemba.**
- **Nchi ya Vietnam inahitaji kubangua karibia tani 300,000 za korosho mbichi mpaka kuwe kuna zao jipya katika soko. Kiasi hiki kitachangiwa na Bissau, Senegal, Gambia, Indonesia na pande la zao la zamani kutoka Tanzania.**



**JE, TUNATARAJIA BEI YA
KOROSHO KUPANDA
KATIKA MIEZI 3
INAYOFUATA?**



Source : N'Kalô

Cheti ya bei za korosho 2012 – 2017 (fob Vietnam)



KOROSHO NA GANDA LAKE NA YALE YAJAYO KATIKA SEKTA BARANI AFRIKA



| EXPORT COUNTRIES | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | TOTAL |
|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|
| IVCOAST | 738.88 | 927.37 | 1,025.13 | 601.33 | 663.68 | 238.16 | 1,351.47 | 1,387.40 | 1,033.79 | 7,967.20 |
| NIGERIA | 410.07 | 501.13 | 1,112.11 | 154.32 | 158.76 | 521.18 | 362.88 | 566.98 | 823.60 | 4,611.03 |
| MOZAMBOQ | 191.38 | 87.75 | 278.30 | 168.00 | 235.24 | 140.00 | 612.21 | 192.00 | 431.42 | 2,336.30 |
| INDNSIA | 770.04 | 1,348.35 | - | - | - | 15.88 | 27.22 | 27.22 | - | 2,188.70 |
| GHANA | 31.75 | - | 45.72 | 95.26 | 90.65 | 190.51 | 979.37 | 31.75 | 64.73 | 1,529.74 |
| INDIA | 78.67 | - | - | 84.96 | - | - | 142.88 | 31.75 | 15.88 | 354.15 |
| GUINEA | - | - | - | 15.96 | - | 31.44 | 32.64 | 31.12 | 63.87 | 175.02 |
| CAMBOD | - | - | - | - | - | - | - | 100.00 | - | 100.00 |
| GINEA B | - | 15.88 | 47.63 | - | 31.75 | - | - | - | - | 95.26 |
| BURKINA | - | - | - | - | - | - | - | - | 78.11 | 78.11 |
| TOGO | - | - | - | - | - | - | - | 71.24 | - | 71.24 |
| BENIN | - | - | - | - | 3.33 | - | - | 15.88 | - | 19.21 |
| TANZNIA | - | - | - | 15.88 | - | - | - | - | - | 15.88 |
| TOTAL | 2,220.79 | 2,880.48 | 2,508.90 | 1,135.70 | 1,183.42 | 1,137.17 | 3,508.66 | 2,455.34 | 2,511.38 | 19,541.84 |

Uingizaji wa korosho nchini Vietnam 2019

Data source: Long Son



- 1. FAIDA ZA KUFANYA UBANGUAJI BARANI AFRIKA**
 - Usambazaji mkubwa wa korosho mbichi**
 - Usaidizi mzuri kutoka serikali**
 - Ushuru wa kusafirisha korosho kwenda bara nyingine iko juu**
 - Iko karibu na Marekani na EU**
- N.K**



2. MAPUNGUFU KWENYE UBANGUAJI BARANI AFRIKA

- Ni baadhi za serikali zenye viwanda vya korosho.**
- Wawekezaji wa nje hawaungwi mikono kama wawekezaji wa bara.**
- Teknolojia ya ubanguaji bado ni mdogo (Haswa kwenye kumenya mpaka kumaliza usindikaji)**
- Uwezo wa wafanyakazi bado uko chini sana (Haswa kwenye kumenya kwa mikono na kutenganisha kwa viwango)**
- Uhifadhi na ulinzi wa korosho bado siyo mzuri**
- Ni ngumu sana kufikia kiwango cha ubora cha soko pamoja na kiwango cha usalama wa chakula...**

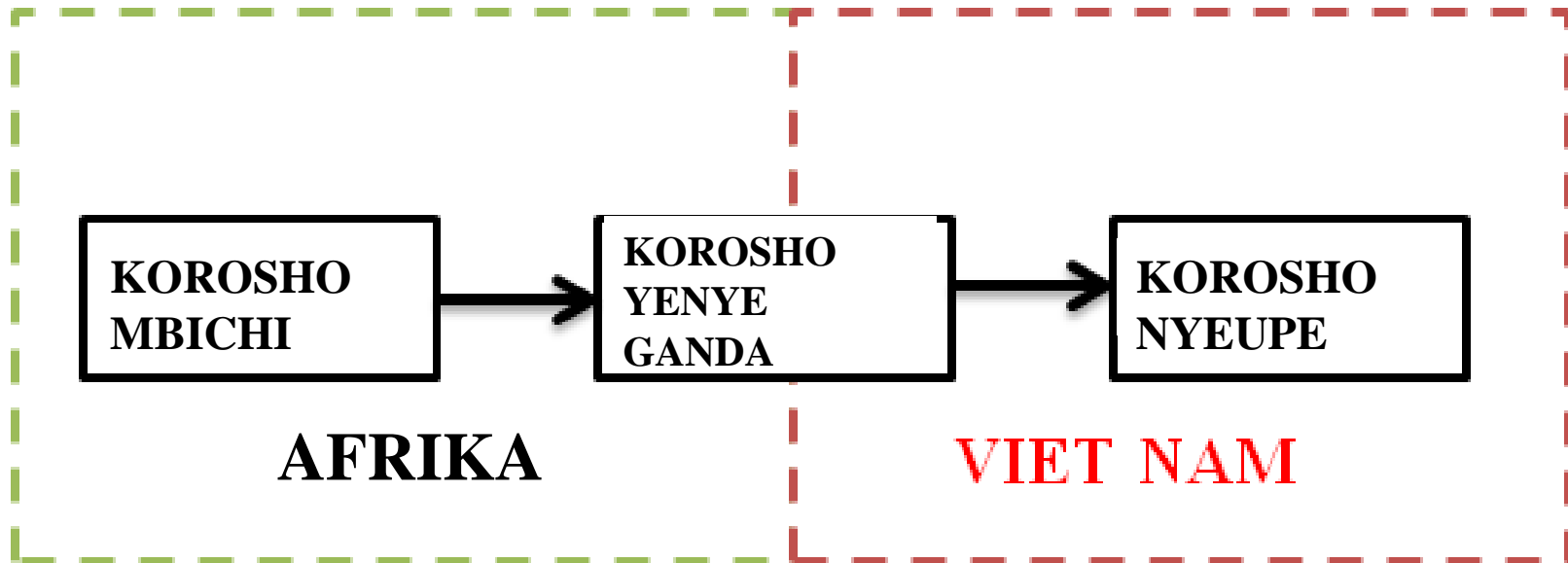
N.K ...



3. BARA LA AFRIKA LINaweza KUFANYA NINI KUENDELEZA TASNIA YA KOROSHO?

VIETNAM ILICHOKIFANYA





**JIBU BORA NI KUENDELEZA SEKTA YA
KOROSHO BARANI AFRIKA**



MANUFAA KWA AFRIKA IKITANGULIA NA HATUA HIZI

- **Bei ya uwekezaji iko chini**
- **Bei ya ubanguaji iko chini**
- **Teknolojia yake ni rahisi**
- **Hakuna haja ya uzoefu mkubwa kwa wafanyakazi**
- **Ni rahisi kupata wanunuzi nchini Vietnam**
- **Ni rahisi kubangua zao lote la nchi kwa haraka sana**
- **Uwezo wa kuchukua hatuwa za kujifunza kuhusu teknolojia za Vietnam na kuepuka makosea.**
- **Baada ya kujifunza yote haya, Afrika itaweza kukamilisha hatuwa zote za usindikaji kama Vietnam.**



AHSANTENI SANA