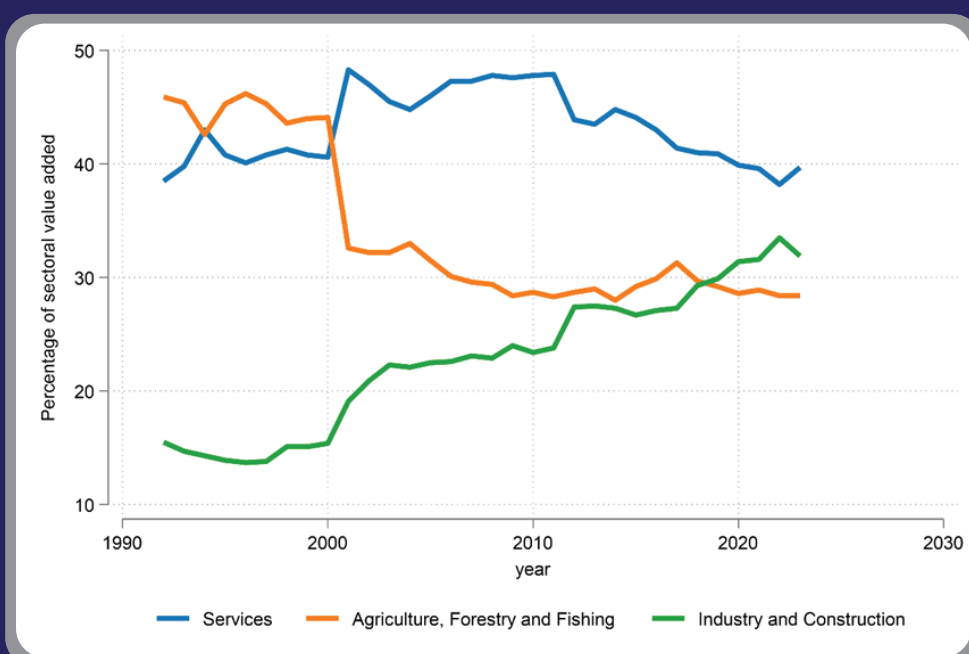




The role of the services economy and trade in economic structural transformation and development trajectory in Tanzania

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1. INTRODUCTION

1.1 Background

Tanzania has not made significant progress in achieving inclusive growth-enhancing structural transformation despite considerable investment since 2011, and more broadly, the last 40 years (NBS, 2012; BOT, 2024; KPMG, 2023). In terms of sectoral transitioning, the economy has prematurely deindustrialized, with manufacturing's contribution to gross domestic product (GDP) declining from 11.4 per cent in 1972 to 7.8 per cent in 2021 in favour of services (and mining). Furthermore, the remarkable economic growth performance achieved over the last decade was accompanied by an average annual growth in labour productivity of approximately 4.1 percent. More than three-quarters of this labour productivity growth is attributed to structural change (Ellis et al., 2018). The remainder is attributable mainly to within-sector productivity growth in the agricultural sector. The growth attributable to structural change is almost entirely explained by a rapid decline in the agricultural employment share and an increase in the non-agricultural private sector employment share (Diao et al., 2016). However, two-thirds of employment growth in the private non-agricultural economy is characterized by small and mostly informal firms or individuals in low-productivity, low-innovation, and limited-growth sub-sectors, including trade and services (Ellis et al., 2018). Trade services encompass retail, wholesale, and the food and beverage sector, which in Tanzania accounts for the largest share of the informal sector, comprising fifty-five percent of informal businesses (Steiler, 2021). Although these service sectors positively affect the overall labour market structure in Tanzania by absorbing labour from agriculture, their inherent value addition is minimal, thus limiting their savings and expansion potential.

The potential of the service economy and trade for economic transformation, growth, poverty eradication, and job creation are recognized in successive development blueprints in Tanzania, including in its long-term perspective plan (2010/11-2024/25) and the forthcoming national development vision to 2050. Data shows that the share of services in GDP is growing. Some service sub-sectors, such as arts and recreation, accommodation and food services, transport and communication, finance, and insurance, are among the fastest-growing and often involve cross-border transactions; however, many countries focus on manufacturing goods or non-tradable services only.

Cross-border trade in services, particularly in commercial services (i.e., communications and information technology, finance, and other business services, which mainly relate to business consultancy), is on the rise, mainly due to digitalization. Nevertheless, there is limited analytical attention to the increased role of services in global value chains (GVCS) and their interconnectedness with the downstream industries. Services are often domestically produced and then exported indirectly as components of other goods or services at the final stages of the value chain or exported as a final good.

The expansion of global value chains over the past two decades has increased the gap between export value and domestic value-added, reducing the relative contribution of exports to the country's economic growth, particularly in Africa (REPOA, 2022; Chung, 2015). Thus, policies now need to target creating value-added rather than increasing gross exports and focus on enhancing the competitiveness of input and production activities. In particular, regulatory reform is necessary in the service sector to eliminate unnecessary obstacles to competitiveness.

The primary objective of this paper is to provide a comprehensive overview of Tanzania's position in the global economy, including its level and changes, through the lens of Gross Value Chains (GVCs), with a focus on the service sector. Studying the Tanzanian experience is not only interesting for its policy implications, but also because Tanzania is representative of small, open economies that rely mainly on trade. In particular, it has been involved in global supply chains since its independence, utilizing this strategy as a core component of its economic growth. Despite this long history, the country lacks relevant statistics on the extent of Tanzania's engagement in vertical linkages across countries and the consequences of such engagement.

1.2 Objectives

1.2.1 Main Objective

The primary objective of this study is to investigate the impact of changes in the composition of services and trade sub-sectors on economic growth and transformation in Tanzania.

1.2.2 Specific Objectives

The specific objectives of the study are:

- i) To conduct a decomposition analysis of services trade (including exports) to establish Tanzania's trade profile.
- ii) To examine the determinants of the increasing share of services in GDP and the trends in the growth of its key subsectors.
- iii) To conduct a detailed analysis of the role of services in value chains - drawing on new world input-output tables and value-added trade databases.
- iv) To examine how services affect downstream sectors, focusing on the existence of Global Value Chains (GVCS) and analysis of trade-in-value-added data to help understand dynamic structural change and deindustrialization.
- v) Based on a thorough analysis of data, policy recommendations on how to optimize backwards and forward linkages between the service, industry, and agriculture sectors.

2. ROLE OF SERVICES IN THE ECONOMY AND GLOBAL VALUE CHAINS: LITERATURE REVIEW

2.1 The Role of Services in the Economy

Services play a crucial role in the economy, contributing significantly to GDP, employment, and productivity (Heuser & Mattoo, 2017). Over the past few decades, economies have shifted from manufacturing-based structures to service-oriented models, particularly in advanced and emerging markets. Empirical studies highlight the increasing role of services in driving economic growth. Research suggests that as economies develop, the share of services in GDP increases, often surpassing that of manufacturing and agriculture. For example, Dabús et al. 2021 examined the structural transformation of economies, showing that the expansion of the service sector is linked to sustained economic growth. Services account for an increasing share of global GDP, with industries such as finance, healthcare, education, and technology driving economic growth.

Fisher (1933) and Clark (1940) introduced the concept of the service sector as a distinct economic activity. It became part of the economy, alongside the primary (agriculture, fishing) and secondary (mining and manufacturing) sectors, and is referred to as the residual tertiary (immaterial service) sector. Furthermore, the International Standard Industrial Classification (ISIC-rev.4¹) incorporated the suggestions of Fisher and Clark in its classification of the services sector as follows: wholesale and retail trade, hotels and restaurants, transport, storage and communication, financial intermediation, real estate, renting and business services, public administration and defence, education, health care and social work, and community, social and personal services

However, in the empirical literature (Miles et al., 1995; Andersen et al., 2003), changes in service activities, particularly concerning the characteristics of their users, have prompted broader classifications of service products. These classifications are typically organized into the six categories (see Table 1).

Table 1. Classification of service products

Service category	Type of service products
Business Services	Finance, insurance, real estate, and other business services such as research and development, and advertising. These primarily cater to intermediate demand.
Personal Services	Hotels and food catering services, repair and maintenance services, motion pictures, amusement and recreation, private households, and personal care
Collective Services	Healthcare, education, and activities provided by non-profit organizations.
Government Services	Public administration, defence and military operations, law enforcement, regulatory services, and the implementation of public policies and programs at various levels of government

¹ <https://unstats.un.org/unsd/classifications/isic/revision>

Distributive Services	Transport (including land, water, and air passenger services), communication and information services, utilities (e.g., electricity, water supply), and wholesale trade
Retail Services	Services provided through retail shops

Source: Authors' composition based on Andersen B. and Corley M. (2003)

A range of empirical studies have examined the role of services in African economies, emphasizing their influence on economic growth, trade, and structural transformation. For instance, Pesce et al. (2019) review empirical evidence on the importance of services, particularly financial and infrastructure services, in supporting Africa's economic development. The authors highlight how a competitive and efficient services sector can drive overall growth and contribute to broader development goals. In another study, the researchers Hoekman et al. (2022) explored how service trade policies affect industry performance across African economies. Their findings suggest that liberalizing services trade can significantly enhance the performance of manufacturing sectors, with the benefits increasing with both the intensity of services inputs and the quality of governance. Wamboye (2022) found that Africa's development is increasingly driven by the services sector, which accounts for approximately 50 percent of total output and employs a significant share of the labour force in both Sub-Saharan Africa and North Africa.

Thus, services have been recognized as making substantial contributions to GDP, employment, trade, and structural transformation across the African continent. Ranging from financial and infrastructure services to ICT and logistics, a dynamic and competitive service sector enhances productivity, strengthens industrial performance, and fosters inclusive growth. As African economies continue to diversify and deepen their integration into global value chains, service-led development emerges as a vital pathway toward achieving long-term economic resilience and sustainable development.

2.2 Services and Global Value Chains

The integration of services into Global Value Chains has reshaped international trade. Studies provide strong empirical evidence that services such as finance, logistics, and IT enhance the efficiency of global production networks (Heuser & Mattoo, 2017; Coto-Millán *et al.*, 2016; Hess et al., 2006). Studies have highlighted that economies with strong service sectors tend to exhibit higher competitiveness in global markets (Andersen et al., 2003).

For example, Coto-Millán et al. (2016), using stochastic frontier analysis across 34 countries, found that improvements in logistics and ICT significantly enhance technical efficiency. Specifically, they estimated that a one percent increase in logistics performance results in a 0.59 percent increase in technical efficiency. Coe et al. (2019) examined the evolution of global production networks, highlighting the critical roles of finance and logistics in shaping international trade patterns and the broader economic geography.

While substantial research exists on how services enhance efficiency in global production networks, studies specifically using input-output analysis to examine services within Global Value Chains (GVCs) remain relatively scarce. Some existing research examines the structural role of services in production systems using input-output frameworks; however, much of the literature focuses on manufacturing and trade flows rather than the nuanced contributions of services. For example, Zhao et al. (2021) examined how service inputs, including logistics and financial services, impact eco-efficiency in manufacturing industries.

Knez et al. (2021) presented an extended approach to value chain analysis within an international input-output framework. It introduces a new measure of value chain participation and an extended typology of value chains, including the domestic value chain, to better capture the fragmentation of production at both global and domestic levels. The World Bank's report on Services Trade and Global Value Chains highlights the growing role of services in international trade but does not deeply integrate input-output methodologies (Heuser & Mattoo, 2017). The limited availability of input-output studies on services in GVCs suggests an opportunity for further research, particularly in areas such as service-driven value creation, intersectoral linkages, and productivity spillovers.

3. METHODOLOGY

This study combines traditional intersectoral linkages (the home market effect) with the role of services trade in Global Value Chains (GVCs) (the global/interregional market effect), as measured by participation and position in GVCs indexes, along with an analysis of trade-in-value-added data to help understand dynamic structural change and deindustrialization in Tanzania. To the best of our knowledge, this type of analysis has never been conducted in Tanzania until now.

3.1 Decomposition analysis of services trade (including exports)

The Input-Output modelling approach is used to address this objective. Services are final products or inputs supplied by other firms in the production process. Thus, Input-Output Tables (IOTs) can help identify their contribution to value added in output or exports (Francois & Julia, 2008). The starting point for analysing the contribution of services trade to global value chains is the decomposition of value added in exports by its origin. This approach involves following the Leontief model and examining the origin of value-added in the final demand of countries (Leontief, 1936). The resulting decomposition, identified as 'exports of value-added', is the value-added contributed by a given country and industry to final demand abroad. Such decomposition does not depart from the foundations of input-output analysis as it multiplies the Leontief inverse by a vector of final demand. It can provide results at the country level (exports of value-added to the world), bilaterally (exports of value-added to a given partner) and by industry (but based on the industry of origin of value-added in the exporting economy).

The following steps are employed to analyse the decomposition of Tanzania's services trade (including exports).

1. Following the mathematical framework of Miroudot and Ye (2017), we identify the relationship between gross exports and final demand in the IOT and explain how it can be used to express the domestic and foreign value-added in exports (consistent with GDP and net of any double counting). Additionally, we apply OECD methodology on Trade in Value Added (TiVA) indicators.
2. We employ the Ghosh (1998) methodology to define value-added trade flows and decompose gross exports into domestic value-added and foreign value-added components. Ghosh (1998) introduced the "supply-driven" input-output model, where value-added serves as the exogenously specified driving force within the framework. As the Ghosh model describes the generation of value-added in successive rounds, it seems more appropriate to trace flows of value-added in exports.

Consequently, the decomposition of gross exports into domestic and foreign value added, based on the National Input-Output tables and GTAP 3 Africa database, is performed as specified in Equations (1), (2), and (3).

Domestic value-added (DVA) content of exports, by service industry i in country/region (in this case, Tanzania) c to the world, represents the exported value added that has been generated anywhere in the domestic economy (i.e., not just by the exporting industry), equation 1.

$$DVA_{c,i} = V_c \times B_{c,c} \times EXGR_{c,i,p} \quad (1)$$

Where $DVA_{c,i}$ – Domestic value-added content of exports

V_c – Vector with domestic value-added shares of output for each industry i in country c ,

$B_{c,c}$ – Leontief inverse matrix

$EXGR_{c,i,p}$ – vector of gross exports from country c to partner country p

Foreign value-added (FVA) content of gross exports captures the value of imported intermediate goods and services that are embodied in a domestic industry's exports. The value added can come from any foreign industry upstream in the production chain, equation 2.

$$FVA_{c,v} = V_c \times B_{c,i} \times EXGR_{c,i} \quad (2)$$

Where $FVA_{c,v}$ – Foreign value-added (FVA) content of gross exports

Direct domestic value-added (DVX) content of exports measures the direct value-added contribution made by service industry i in the country (e.i., Tanzania) c to the production of goods and services exported by industry i to the rest of the world, see equation 3

$$DVX_c = V_c \times B_c \times EXGR_c \quad (3)$$

Additionally, for the computation of inter-sectoral linkages disaggregated by backward and forward linkages, the Hypothetical Extraction Method (HEM) and Partial Extraction Method (PEM) based on Dietzenbacher and van der Linden was employed in this study.

3.2 Analysis of the role of services in value chains - drawing on new world input-output tables and value-added trade databases

Two approaches are used to analyse the role of services in value chains. The **first approach** relies on the construction of annual global input-output tables. These are based on official national Input-Output Tables (IOTs) and national Supply and Use Tables (SUTs). National IOTs and SUTs reflect the interrelationships between domestic industries and between industries and final demand categories (households, government, investment, and exports as well as changes in inventories). They also reflect how intermediate imports are used in the production of goods and services, and how imports of final goods are ultimately consumed.

Several multi-region IoT initiatives are being undertaken by organizations worldwide (see Appendix 1). However, only the Global Trade Analysis Project (GTAP) database includes Tanzania. While most multi-regional IOTs employ an analytical approach, the WTO-OECD database utilizes a statistical method to generate Trade in Value Added (TiVA) indicators from the System of National Accounts (SNA), IOTs/SUTs, and trade data.

Since Tanzania's IOTs/SUTs are not included in the WTO-OECD database, TiVA indicators were calculated in this study based on the GTAP database. Currently, the Economic Commission for Africa (ECA), in collaboration with the Organization for Economic Co-operation and Development (OECD) and the World Trade Organization (WTO), is undertaking a project to develop an African Continental Input-Output Table (AfCIOT) for TiVA and GVC Analysis in

Africa. The AfCIOT model adheres to the best-practice statistical approach employed by the WTO-OECD model. In its 2021 edition, the WTO-OECD ICIO database covers 66 target countries (plus the Rest of the World), 45 unique industries, and all years from 1995 to 2018. The AfCIOT model currently comprises 16 African countries (Tanzania is not yet included). At the same time, the remaining 38 are aggregated into one element called the Rest of Africa (RoA), and the countries from the OECD model are grouped as the Rest of World (ROW).

Following the approach of the WTO-OECD model and the UNECA AfCIOT methodology², we used the GTAP Africa 3 database for TiVA and GVC Analysis for Tanzania, which is the **second approach** to calculate TiVA indicators. GTAP data has already been successfully used to understand the role of GVCs in the recent global trade slowdown (UNECA, 2023).

Then, to examine the role of services in the value chains, the following Trade-in-Value-Added (TiVA) indicators were calculated from the modified GTAP Africa 3 database.

- Backward (foreign value-added content of exports) and forward (domestic value added in partners' exports and final demand) participation in GVCs as percentages of the total gross exports of the value-added source of Tanzania.
- Services content of gross exports by exporting industry, by type of service and value-added origin.

Thus, from these key TiVA indicators, the analysis provides insights into Tanzania's position in Global Value Chains (GVCs), the strength of Regional Value Chains (RVCs), and country-specific industry-level analysis.

3.3 Determinants of the services share in GDP

A time-series econometric approach is used to examine the drivers of services sector expansion in Tanzania. The study estimates the Autoregressive Distributed Lag (ARDL) model for the period 1990 to 2023. In this model, the dependent variable (share of services in GDP) is a function of its lagged values, the current and lagged values of other independent variables, including GDP per capita, labour productivity growth, trade openness, gross capital formation, and foreign direct investment.

The generalized ARDL (p,q) model takes the following form (equation 4)

$$Y_t = \beta_0 + \sum_{i=1}^p \alpha_i Y_{t-i} + \sum_{i=1}^q \gamma'_i X_{t-i} + \varepsilon_{it} \quad (4)$$

Where Y'_t is a vector of the dependent variable, X_t is a matrix of independent variables which can be purely I (0), I (1), or cointegrated, β is constant, α and γ are coefficients, $i = 1, \dots, k$, p and q are optimal lag orders, ε_{it} is a vector of error terms which follows a white noise process (i.e, errors are serially uncorrelated and independently distributed).

Considering the nature of the variables (a mix of I (0) and I (1) variables), and the long run relationship found by the bounds cointegration test, the study estimates the ARDL Error Correction (ARDL-ECM) model. It also includes a dummy variable that accounts for a break in

² [TiVA \(uneca.org\)](https://www.uneca.org/tiva)

the time series, identified using Gregory Hansen statistics, as well as the interaction of this break dummy with other variables. Thus, the estimated ARDL-ECM model takes the following specification (equation 4):

$$\Delta ServGDP_t = \eta_0 + \sum_{i=1}^k \vartheta_{1i} \Delta ServGDP_{t-i} + \sum_{i=1}^k \vartheta_{2i} \Delta LAB_{t-i} + \sum_{i=1}^k \vartheta_{3i} \Delta GFCF_{t-i} + \sum_{i=1}^k \vartheta_{4i} \Delta GDPPC_{t-i} + \sum_{i=1}^k \vartheta_{5i} \Delta TRADE_{t-i} + \sum_{i=1}^k \vartheta_{6i} \Delta FDI_{t-i} + \beta_1 D_s + \beta_2 (D_s * LAB_{t-i}) + \beta_3 (D_s * GDPPC_{t-i}) + \beta_4 (D_s * GFCF_{t-i}) + \beta_5 (D_s * TRADE_{t-i}) + \alpha ECT_t + \epsilon_{1t} \quad (5)$$

Where k , m , n , p , q , and r are lag lengths of the variables; Δ is the difference operator, and *servGDP* represents the services' share of value added. Because the result of the Z_t test (Table A in the Appendix 2) shows that the dependent variable (services share) undergoes a structural break in 1999, the dummy variable D_s is introduced in equation 5 to represent the structural break. The dummy variable (D_s) takes the value of 0 until 1999 and 1 thereafter for the services share and other explanatory variables that were found to be significantly affected by the structural break. The ECT_t is the lagged value of the error correction term (the cointegration equation), which measures the speed of adjustment from short-run shocks to long-run equilibrium. A negative and significant α verify the existence of long-run causality between the variables of interest.

A pre-estimation unit root test is done using the Augmented Dickey-Fuller (ADF) test (Table A2, appendix 2). The Pesaran, Shin, and Smith (2001) ARDL Bounds Test is employed to investigate the potential long-run relationship between the study variables, and the Final Prediction Error (FPE) criterion is utilized to determine the optimal lag length for the ARDL model (Table A3 and A4 in Appendix 2). Post-estimation tests for autocorrelation, heteroscedasticity, and model stability are performed using the Breusch–Godfrey LM test for autocorrelation, White's test for homoscedasticity, and the CUSUM model stability test, respectively.

3.4 Data types and sources

The study used secondary data to address the objectives. First, Tanzania mainland input-output tables for 2015 and 2019 (updated from 2015) were used. The aggregated 2015 and 2019 IOTs data for the Tanzania Mainland is presented in Appendix 3A and 3B. Tanzania Mainland has not updated the SUTs/IOTs since 2015. Therefore, for this study, the 2015 SUTs/IOTs for the Tanzania Mainland were updated to 2019, with a focus on information from national statistics. The Generalized RAS method was used to balance the SUTs/IOT after transferring the data. The updated and balanced 2019 IOT was then converted into the 2019 Inverse Input-output table.

Second, is the modified GTAP Africa 3 which includes data for 51 regions (42 African regions, plus seven other aggregated regions (Oceania, East Asia, South and Southwest Asia, North America, Latin America, Western Europe and Middle East, and the Rest of the World.) – see Appendix 4) and 65 industries of the GTAP 11 Data Base. We aggregated 65 industries into 24 industries, achieving the highest level of disaggregation within the services sector. Finally, we split GTAP Africa into Tanzania IOT, SSA – IOT, Other Regions (OR) – IOT, and Rest of the World (ROW). We assume that a world is composed of only four regions (i.e., Tanzania, SSA, OR, and

ROW – see Appendix 5-7), each with 24 sectors used to calculate foreign value added (FVA) and domestic value added (DVA) in the context of exports, as well as other relevant indicators.

Third, time-series data for the period 1990-2023 (33 years) are sourced from various sources, as outlined in Table 2.

Table 2: Time-series data used

Variable	Measurement	Data source	Expected sign
Service Output	Service sector GDP (percent of value added, VA) at market prices	NBS	
Labour productivity growth	Annual growth rate of output per worker (GDP constant 2021 international \$ at PPP) (percent)	SDG Labour Market Indicators (ILOSDG)	+
Level of investment	gross fixed capital formation (percentage of GDP)	WDI	+
Real income	GDP per capita (constant LCU)	NBS	+
Foreign demand and internationalization	trade openness (trade as a percentage of GDP)	WDI	+
Foreign investment	Foreign direct investment (FDI) inflows (percentage of GDP)	WDI	+

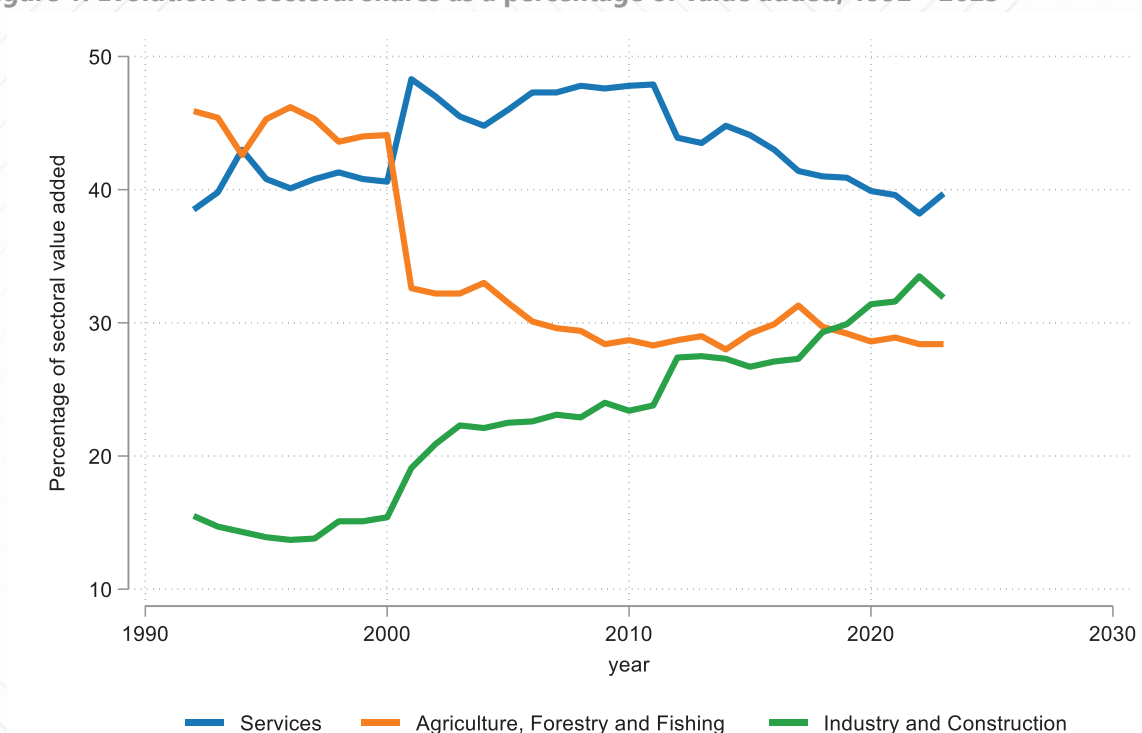
Source: authors' construction

4. FINDINGS

4.1 Evolution of service sector growth

The service sector in Tanzania has remained a dominant sector in the economy, recording the highest share of value added (VA) since the 2000s. During this period, the share of agriculture in VA recorded a sharp decrease from 44.1 percent in 2000 to 32.6 percent in 2001, while the share of services increased from 40.6 to 48.3 percent of VA during the same period (Figure 1)³, which resulted from not only the revision in the national accounts, but also actual changes in the relative shares. This occurred as the share of agriculture continued to decline while that of industry and services increased, showing the signs of structural transformation. The sustained growth in the services sector between the 1990s and 2012 was followed by a period of deceleration, as the shares of industry and construction sectors recorded an increasing trend. The growth of the industry and construction sector is attributed to the rapid expansion of the construction sector, driven by massive public investments in the roads, railways, air, and energy infrastructure. However, the year 2023 witnessed a divergent trend in the services and industry and construction sectors, as the share of services started to pick up, while that of industry exhibited a slow decline.

Figure 1: Evolution of sectoral shares as a percentage of value added, 1992 - 2023



Source: National Bureau of Statistics

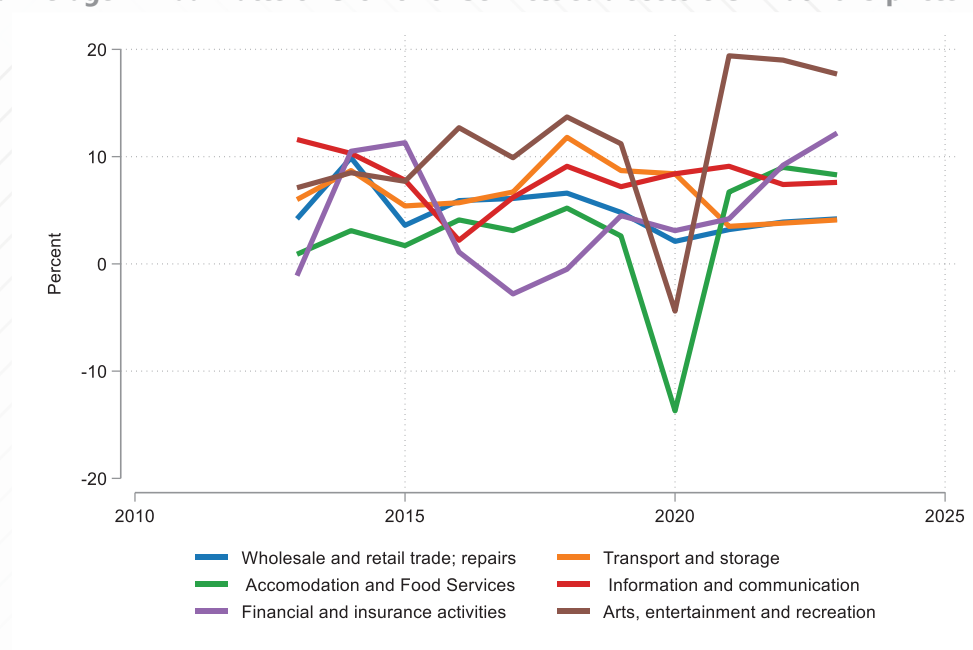
Over the last decade, from 2012 to 2023, the services sector recorded an average annual growth rate of 5.9 percent. The highest growth rate was 9.3 percent, recorded in 2014, before slowing to 4.3 percent in 2020 due to the impact of the COVID-19 pandemic. In 2023, the

³ However, it is important to note that these sectoral contributions are affected by GDP rebasing for different years 1992, 2001, 2007 and 2015.

sector grew at an average rate of 5.8 percent, showing signs of economic recovery from the external shocks (NBS, 2024)⁴.

In Tanzania, several service sub-sectors, including wholesale and retail trade, repairs, transport and storage, public administration and defence, financial and insurance, and real estate, significantly contribute to the country's GDP. In 2023, these sub-sectors' share of GDP was 8.5, 7.8, 4.3, 3.8, and 2.8 percent, respectively (Appendix 8). Nevertheless, service sub-sectors with the highest growth potential include Arts, entertainment, and recreation, which grew from an average rate of 7.1 percent in 2013 to a high of 19.4 percent in 2021, before slightly decreasing to 17.7 percent in 2023 (Figure 2). Similarly, finance and insurance activities recorded impressive growth, increasing from a low of -1.1 percent in 2013 to a high of 12.2 percent in 2023. Accommodation and food services also experienced a higher growth rate, increasing from 0.9 percent in 2013 to 8.3 percent in 2023, driven by a booming tourism sector.

Figure 2: Average Annual Rates of Growth of Services sub-sectors GDP at 2015 prices



Source: National Bureau of Statistics (NBS)

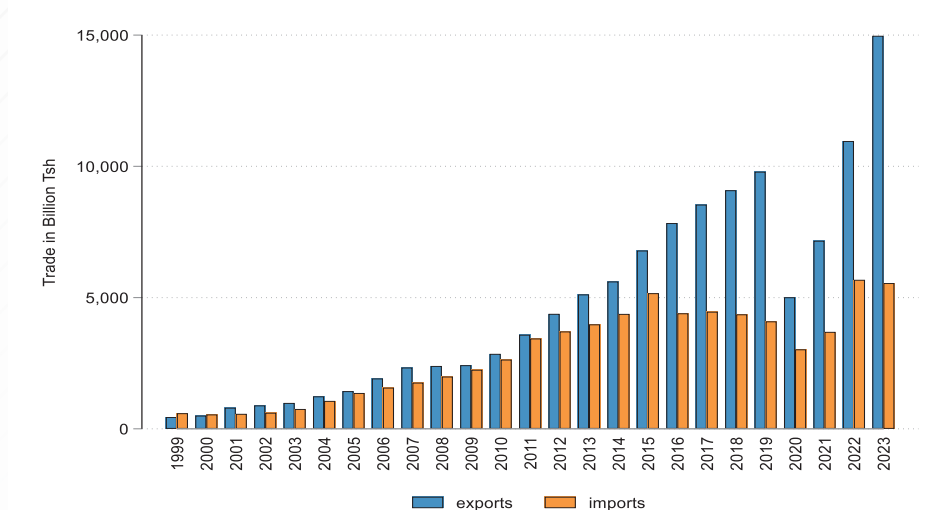
4.2 Tanzania's Services Trade Overview

Tanzanian service exports reached an all-time high of TZS 14,973 billion (approximately USD 6.3 billion) in 2023, representing a 36.7 percent increase from 2022. For about two decades, since 2001, Tanzania has consistently recorded a services trade surplus, which has increased over time, with a moderate setback during the COVID-19 period, due to the slowdown in travel and tourism activities (Figure 3).

Service imports declined to TZS 5,549.8 billion (USD 2.3 billion) in 2023, from their peak of TZS 5,165.6 billion (USD 2.6 billion) in 2015 (Figure 3). Despite the increasing trend in imports over the last years, export growth has significantly outpaced import growth even during the pandemic period.

⁴ <https://www.nbs.go.tz/statistics/topic/annual-national-accounts-publications>

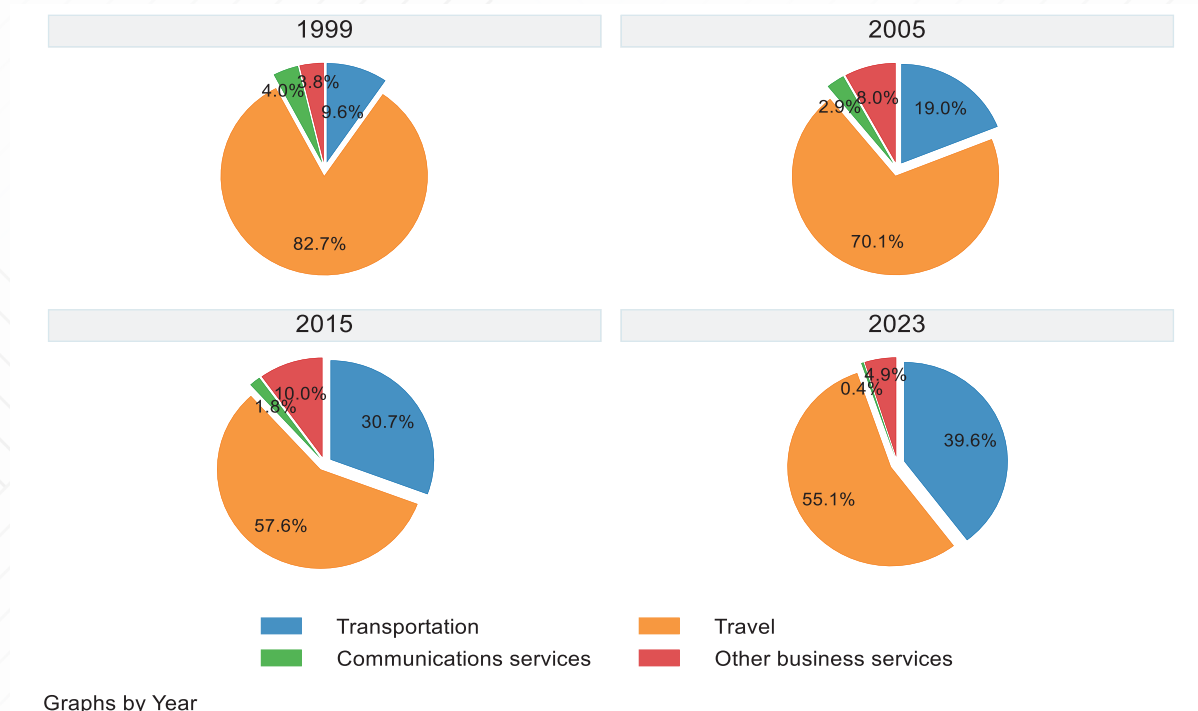
Figure 3: Trade in services, 1999 - 2023



Source: Bank of Tanzania

The composition of service exports has shown moderate changes over the last 20 years, with the share of travel decreasing from 82.7 percent in 1999 to 55.1 percent in 2023. The transportation share increased from 9.6 percent to 39.6 percent during the same period, while that of other business services increased from 3.8 percent in 1999 to 10 percent in 2015, before slowing down to 4.9 percent in 2023. Major service exports in Tanzania are travel and transportation, which accounted for approximately 86 percent of total exports in 2023. Communications services exports exhibit a consistent decline trend, from 4 percent in 1999 to 0.4 percent in 2023 (Figure 4). Exports of computer and information services started to gain momentum in 2020 following the COVID-19 pandemic (Appendix 9).

Figure 4: Share of major industries in the top 4 major exports

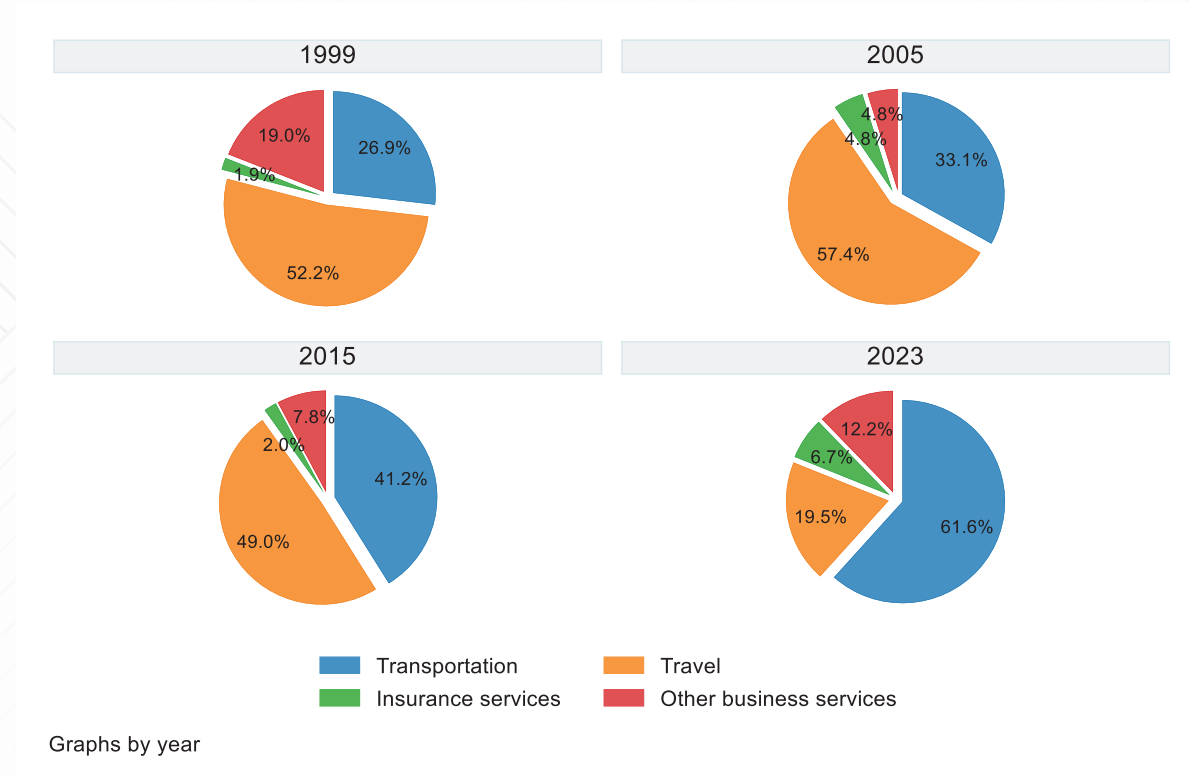


Graphs by Year

Source: Bank of Tanzania

Over the last 20 years, the structure of service imports has recorded substantial changes. Figure 5 shows that the share of transportation increased from 26.9 percent in 1999 to almost a third of total service imports, at 61.6 percent in 2023, while travel services, which constituted the largest share of imports in 1999, decreased from 52.2 percent to 19.5 percent in 2023. Other sectors with significant imports include other business services, whose contribution decreased by seven percentage points, while the share of insurance services increased by 4.8 percentage points between 1999 and 2023. The structure of Tanzania's services trade is similar to that of most countries worldwide, with transportation, travel, and other business services being the dominant sectors.

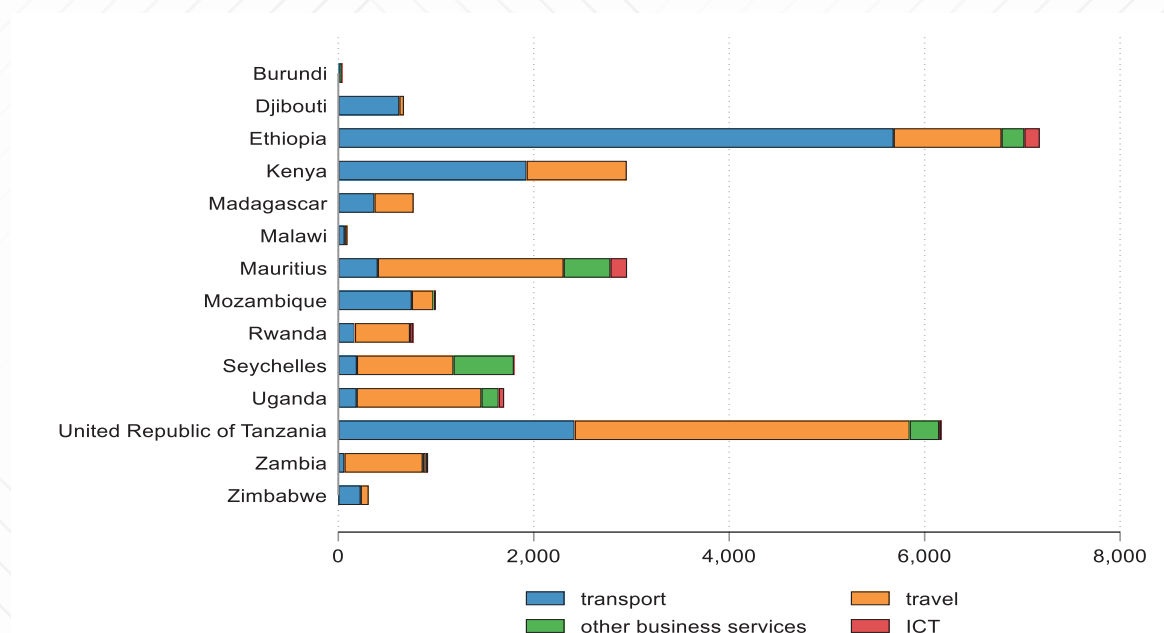
Figure 5: Share of major industries in the top 4 major imports



Source: Bank of Tanzania

Tanzanian service exports, particularly in the transportation and travel sub-sectors, are comparatively higher than those of most Eastern African countries (Figure 6). In 2023, Ethiopia recorded the highest transportation exports, while Tanzania recorded the highest exports in travel services among other countries in the same year. This highlights the potential of the travel sub-sector, primarily comprising tourism activities, in driving Tanzanian exports and overall economic growth.

Figure 6: Services exports by category for selected Eastern African countries, 2023



Source: UNCTAD statistics

Notes: For some countries, data for 2023 for other business services and ICT sectors are not reported.

Destination markets for Tanzanian service exports have remained relatively stable over time, with the United States, China, and Switzerland leading the way. Hong Kong is the new entrant in the list of top 10 destination markets, replacing the Netherlands (Appendix 10). There are notable differences among key partners for key service sub-sectors, transportation, and travel services.

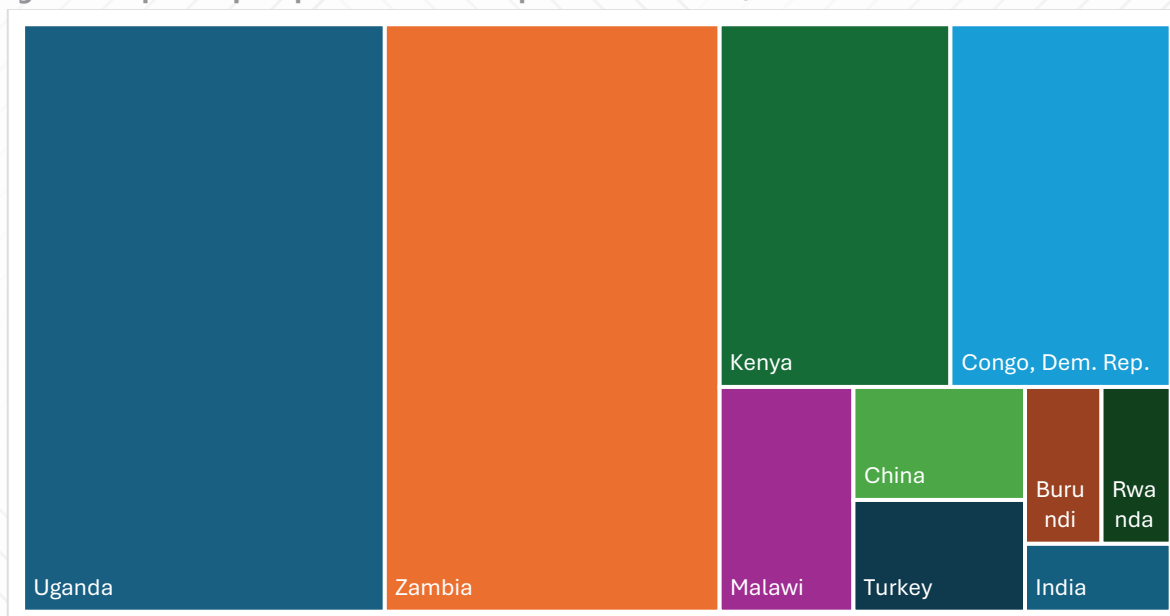
Tanzania is the international gateway for several of its landlocked neighbouring countries. Burundi, Rwanda, Uganda, the Democratic Republic of Congo, Zambia, and Malawi are all dependent to some extent on the country's transport network for their access to global markets. This explains the significant transportation exports to these neighbouring countries that share a border with Tanzania. For instance, in 2022, the top 10 export destinations for transportation services were Uganda, Zambia, Kenya, the Democratic Republic of Congo, and the Republic of Congo. Rep. and Malawi⁵ (Figure 7). Key import partners for transportation services include China, Japan, India, South Africa, and the United Kingdom (Appendix 11).

While the earnings from travel exports increased significantly by more than six times between 1999 and 2023, their share in total service exports declined. This was accompanied by the increased share of transportation exports and the emergence of other sectors, such as computer and information services. Travel covers goods and services acquired from an economy by travellers for their use during visits of less than one year in that economy for either business or personal purposes. It includes local transportation, as well as goods and services consumed by travellers, such as lodging and meals ⁶. In Tanzania, most of the travel export earnings are derived from the tourism industry, whose key source markets include the United States, Italy, Germany, Zambia, and the United Kingdom as of 2023 (BOT, 2023b).

⁵ https://wits.worldbank.org/CountryProfile/en/Country/TZA/Year/2022/TradeFlow/Export/Partner/all/Product/86-89_Transport

⁶ <https://databank.worldbank.org/metadataglossary/world-development-indicators/series/TX.VAL.TRVL.ZS.WT>

Figure 7: Top 10 export partners for Transportation services, 2022

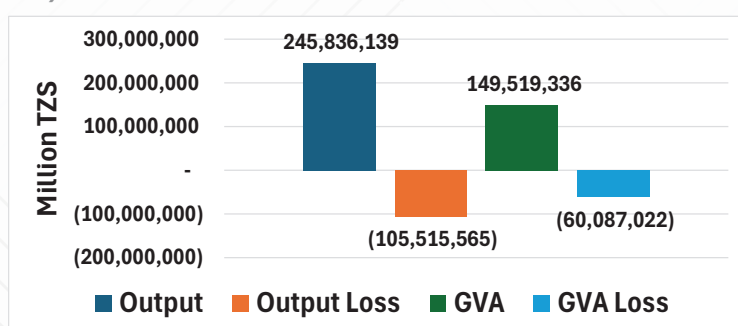


Source: World Integrated Trade Solution (WITS)

4.3 Inter-Sectoral Linkages in the Services Industries

We begin our analysis by first identifying the sectors that, from a linkages perspective, are key to the overall economy. Second, by shifting our focus to service sub-sectors, we pinpoint those sectors that are closely linked to other sectors in the economy. Third, we zoom in for an in-depth examination of the identified significant inter-sectoral linkages by conducting Hypothetical Extraction Method (HEM) analyses on those sectors that were found to be key to the services sector. A HEM analysis entails extracting each aggregated economic sector to understand its respective importance for the economy from the perspective of production linkages. The extraction of the service sector from the economy resulted in the following losses to total output and Gross Value Added (GVA) (Figure 8).

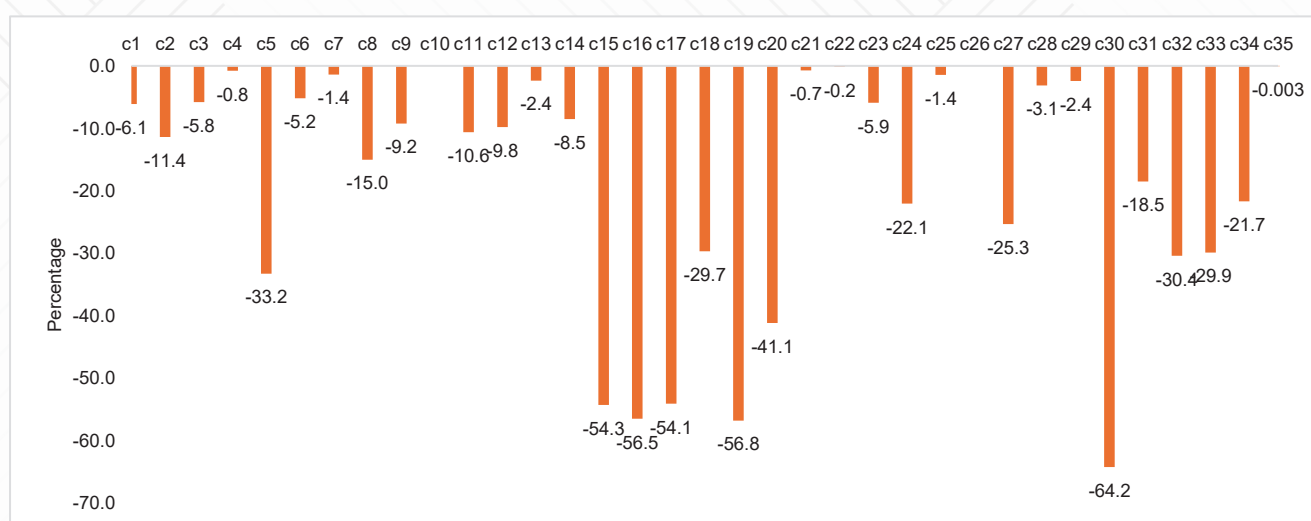
Figure 8. Total output, GVA, and their loss after eliminating the services sector, 2019 in Million TZS)



Source: Authors' calculation based on the 2019 IOT for Tanzania

Figure 8 shows that eliminating the total services sector results in a loss of 43 percent of the economy's total output, equivalent to TZS 105,515,565 million. The cost of eliminating the total services sector from the economy is reflected in the output reduction of all sub-sectors of the economy (Figure 9). This figure shows a percentage decrease in total economic output of the respective sectors following the extraction of services. Sectors which exhibit the most significant reduction in output due to elimination of total services sector are Repair and installation services of machinery and equipment (c30), Manufacture of rubber and plastics products (c19), Manufacture of coke and refined petroleum products (c16), Printing and reproduction of recorded media (c15), Manufacture of chemicals and chemical products (c17), and Metal ores (c5). In other words, these sectors exhibit the highest reduction in output due to their higher dependence on the services sector. Figure 9 also shows that, compared to manufacturing, the agriculture sector relies less on the services sector for production. Overall, the results indicate that the economy is heavily reliant on services. Beyond output loss, the extraction of services would trigger widespread unemployment, halt industrial production reliant on service inputs, and reverse progress made toward structural transformation and economic resilience.

Figure 9. Sectors' Output Reaction to eliminating the total services sector



Note: legend of sectors in the Tanzania economy based on 2019 IOT and ISIC codes: Products of agriculture, hunting and related services c1, Products of forestry, logging and related services c2, Fish and other fishing products; aquaculture products; support services to fishing c3, Coal and lignite c4, Crude petroleum and natural gas c5, Metal ores c6, Other mining and quarrying products c7, Manufacture of food products c8, Manufacture of beverages c9, Manufacture of tobacco products c10, Manufacture of textiles c11, Manufacture of wearing apparel c12, Manufacture of leather and footwear c13, Manufacture of wood and of products of wood and cork c14, Manufacture of paper and paper products c15, Printing and reproduction of recorded media c16, Manufacture of coke and refined petroleum products c17, Manufacture of chemicals and chemical products c18, Manufacture of basic pharmaceutical products c19, Manufacture of rubber and plastics products c20, Manufacture of non-metallic mineral products c21, Manufacture of basic metals c22, Manufacture of fabricated metal products, except mach.&equip. c23, Manufacture of computer electronic and optical products c24, Manufacture of electrical equipment c25, Manufacture of machinery and equipment n.e.c. c26, Manufacture of motor vehicles, trailers and semi-trailers c27, Other transport equipment c28, Furniture c29, Other manufactured articles n.e.c. c30, Repair and installation services of machinery and equipment c31, Electricity, gas, steam and air conditioning c32, Natural water; water treatment and supply services c33, Sewerage services; waste collection, treatment and disposal services c34, Construction c35.

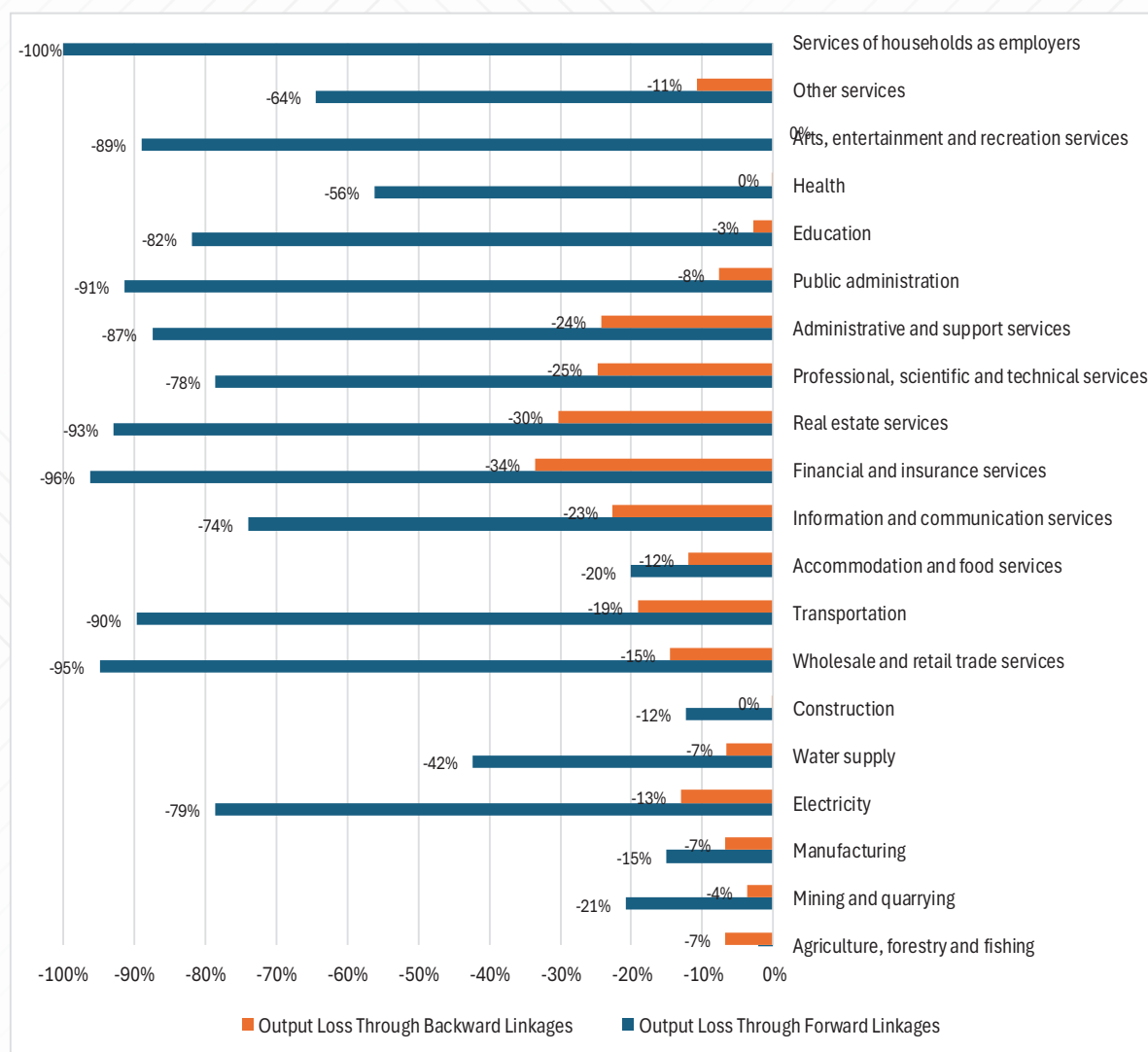
Source: Authors' calculation based on 2019 IOT for Tanzania

The services sector is deeply embedded in the Tanzanian economy's production networks, contributing to output not only directly but also indirectly through forward and backward linkages. The hypothetical removal or disruption of the services sector would result in considerable output loss across multiple industries. Figure 10 illustrates the output loss through forward and backward linkages in the service sector.

Forward-linkage loss refers to the decline in output (or output decline) of downstream sectors (those that purchase services as inputs) resulting from a decline in the value-added of services or a reduction in demand for primary inputs, such as when service firms lay off workers or profits are reduced. According to Figure 10, the sectors with the highest output loss due to a decline in the services sector input demand are electricity (79 percent), water (42 percent), mining (21 percent), and manufacturing (15 percent), in addition to the total services sector. This suggests that these downstream sectors mainly depend on services for intermediate inputs. This means that disruptions or adverse shocks to the services sector impose significant output reduction risks on these sectors, particularly in electricity and water.

On the other hand, backward-linkage loss refers to the decline in output (or output decline) of upstream sectors (those that supply inputs into services) due to a decline in final demand for services, which may result from a policy change or external shock. In this case, the notable output losses are observed in electricity (13 percent), agriculture (7 percent), manufacturing (7 percent), and mining (4 percent). This suggests that these upstream industries supply most of the intermediate input required in the services sector. This backward dependence implies that disruptions in the economy, such as supply chain bottlenecks, resource shortages, or infrastructure failures that hurt the services sector, can lead to broader economic impacts, heavily affecting the sectors that supply their inputs to the services sector. Since services account for 12 percent of GDP in terms of backward linkages, safeguarding the stability and efficiency of these foundational industries is essential for maintaining economic resilience and continuity.

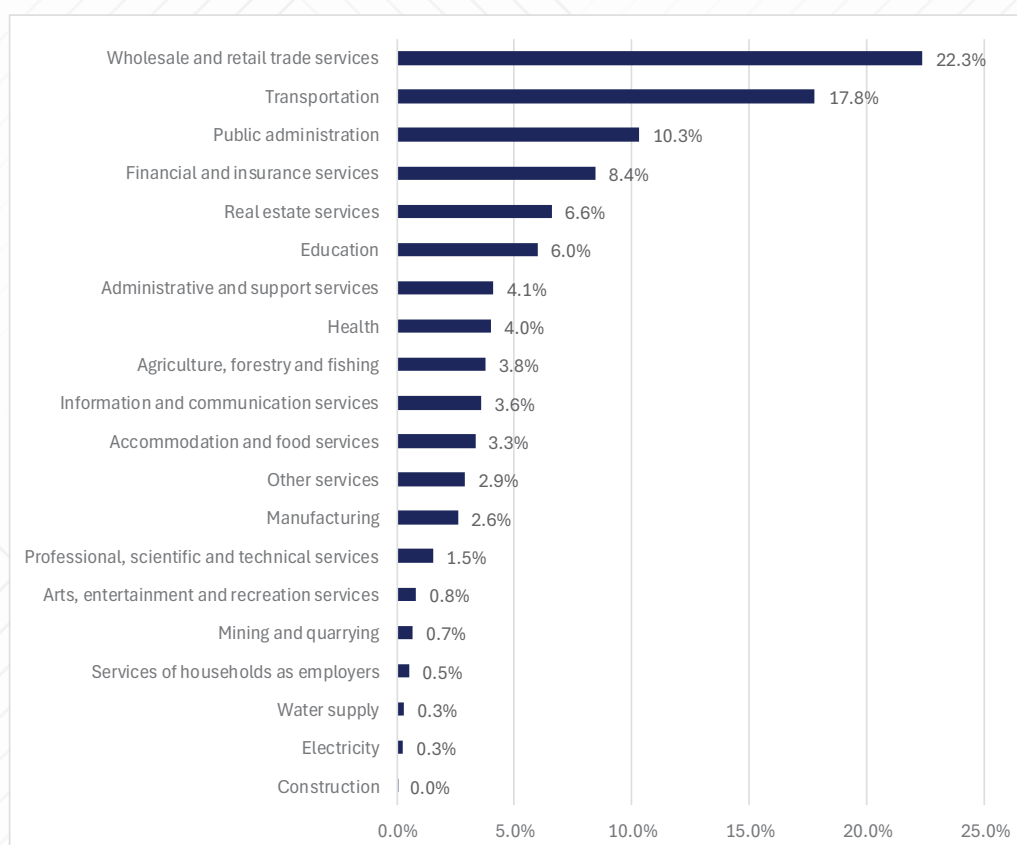
Figure 10. Output loss through Forward and Backwards linkages of the service sector in the Tanzanian economy, in proportion of the sector's output



Source: Authors' calculation based on 2019 IOT for Tanzania

Overall, the inter-sectoral linkages in the services industries underscore the mutual dependence between services and other economic sectors. This interconnected nature suggests that strengthening key upstream industries, which are electricity and agriculture, and maintaining efficient forward linkages (improving the utilities sub-sector) can enhance economic resilience, competitiveness, and long-term growth. Figure 8 also shows that the gross value-added loss amounts to TZS 60,087,022 million, which is equivalent to 40 percent of the GDP. This implies that the services sector is a crucial component of the Tanzanian economy. The impact of eliminating the entire services sector on value added across various sub-sectors of the economy is illustrated in Figure 11.

Figure 11. Sectors' Value-Added Reaction to eliminating the total services sector in percentage of the total GVA loss



Source: Authors' calculation based on 2019 IOT for Tanzania

Eliminating the services sector significantly reduces value added not only in services themselves (i.e., Wholesale – 22.3 percent, Transport – 17.8 percent, Financial and insurance services – 8.4 percent, and others) but also in other sectors (i.e., Agriculture – 3.8 percent, Manufacturing – 2.6 percent, Mining – 0.7 percent) that rely heavily on service inputs for their operations and productivity, and also supply inputs to the services sector.

Therefore, a hypothetical elimination of the service sector would result in:

- A sharp decline in GDP. As services account for a substantial share of total output in the Tanzanian economy, removing them could lead to a reduction of up to 40 percent in GDP.
- Disruption of production across all sectors. Key sectors of the economy, such as manufacturing, agriculture, and trade, depend on services like transportation, finance, ICT, and professional support. Their removal would severely hinder operations and output.
- Massive employment losses. Given that the services sector is a major employer, particularly in urban areas, its elimination would result in widespread job losses, leading to increased unemployment and socioeconomic instability.
- Collapse in trade and investment flows. Many services, such as logistics, communication, and financial services, facilitate cross-border trade and investment. Without them, regional and global economic integration would stall.

4.4 Determinants of the Service Share in GDP

Changes in the structure of the economy, as new sectors emerge while old industries decline, describe the process of economic development. Reallocation of resources among sectors leads to changes in the structure of production and employment, driven by differences in productivity growth or sectoral variations in income elasticities of demand. (Foellmi & Zweimüller, 2008). Theoretical explanations of services sector expansion include the three-sector hypothesis by Fisher (1935) and Clark (1940), Engel's law by Engel (1857), Baumol's cost disease by Baumol (1967), Kuznet's structural change theory by Kuznet (1955), and the de-industrialization hypothesis.

The Clark-Fisher hypothesis states that economic development will lead to the emergence of a service sector, with the majority of the labour force joining after the development of the agricultural and industrial sectors. Engel's law posits that an increase in income is associated with a decline in the budget share of food and an increase in the budget for goods and services. Baumol's cost disease hypothesis posits that, although productivity is lower in services, wages rise due to spillovers from manufacturing, thereby contributing to the increasing share of services in GDP. According to Kuznets, a shift from agriculture to services is driven by economic growth fuelled by urbanization and technological advancements. The deindustrialization hypothesis posits that advanced economies shift labour-intensive manufacturing jobs to less developed countries, taking advantage of the abundant and cheap labour supply. These theories contribute differently to the understanding of the determinants of the service sector growth in Tanzania.

4.4.1 Short-run determinants of services share in GDP

This section estimates the drivers of the services sector output as a percentage of value added. The estimations showing the short-run drivers of service sector growth are reported in Table 3. The ARDL model specification accounts for structural breaks observed post 1999 as the services share significantly increased while that of agriculture substantially decreased (Figure 1). The model fits the data well, as evidenced by the high adjusted R-squared value of 0.893, indicating that approximately 89 percent of the variation in services sector GDP is explained by the variables included in the model. Moreover, all estimated models passed the post-estimation tests, implying that the models are stable and provide consistent results for the drivers of the services share in GDP.

Table 3: ARDL Short-run results

Variable	Coefficient	Std. err	t statistic	Prob>t
Ln GDP per capita_pre1999	-7.044	3.527	-2.000	0.063*
Labour productivity growth_pre1999	-1.681	0.548	-3.070	0.007**
Trade openness	-0.149	0.064	-2.340	0.044**
Gross fixed capital formation_pre1999	-0.155	0.071	-2.200	0.043**
Trade openness_pre1999	-0.096	0.054	-1.770	0.096*
1999_dummy	-11.089	1.946	-5.700	0.000***
Labour productivity growth_post1999	1.510	0.617	2.450	0.026**

Source: Authors' calculations

Results show that, before 1999, the share of the services sector in GDP was negatively affected by the size of income (GDP per capita), labour productivity growth, trade liberalization, and

the level of capital stock (Gross fixed capital formation). Prior to 1999, the Tanzanian economy was characterized by a significant share of the agriculture sector, followed by services, and lastly industry (Figure 1). During this period, the services sector was relatively underdeveloped, and trade liberalization was in early stages following the structural adjustment programmes adopted in the 1980s. Trade liberalization efforts primarily targeted primary commodities and basic manufacturing exports, resulting in sluggish growth in the service sector. This was the period of low economic growth. However, several reforms for a growing service sector were established, including liberalization of exchange, trade regimes, initiation of financial system reforms, and privatization of public enterprises (Nord et al., 2009).

According to the results in Table 3, Labour productivity growth has a negative impact on the services sector's expansion in the short run. The overall net effect of labour productivity growth in the study period is slightly negative, at $-0.17 (= -1.681 + 1.510)$, implying that as labour productivity increases, the services share shrinks in the short term. During the 1990s, labour productivity was higher in manufacturing than in agriculture and services. Moreover, increased labour productivity due to population growth in Tanzania is linked to the expansion of labour-intensive low-productive sectors, mainly informal services and rural-based agriculture (Kahyarara, 2019). The low labour productivity in the services sector thus leads to a decline in the share of services in GDP, despite a slight increase in the absolute value of services GDP.

Prior to 1999, Gross fixed capital formation was also found to have negatively affected the services share in GDP in the short term. Between 1990 and 1993, Gross fixed capital formation increased by over 50 percent of GDP due to a significant rise in locally denominated costs of imported machinery and equipment resulting from devaluation. This period also witnessed some increase in housing investments and economic infrastructure due to high investments in construction (Gibbon & Raikes, 1995). Despite this increase, the services' share in GDP was still lagging behind that of agriculture. Regarding the size of income, despite a slight increase in GDP per capita during the 1990s, much of the household income was spent on food items, about 71 percent in 1991/92, implying a relatively less demand for services output (Bank of Tanzania, 2004; Gibbon & Raikes, 1995).

Similarly, trade openness has a negative impact on the share of services in the short run. A counterintuitive negative effect of trade openness on the services share is explained by the high concentration of goods exports, such as cash crops and minerals, compared to services. This causes trade liberalization efforts to boost other sectors initially. Moreover, Tanzanian export services are less diversified, dominated by tourism and transportation sectors, and less competitive; thus, in the short term, the industry slowly takes advantage of the international market.

A negative and statistically significant 1999_dummy coefficient confirms that a structural break occurred around 1999, implying a substantial difference in the service sector share before and after 1999. The negative sign indicates that the services share was systematically lower before 1999, exhibited by a trend shift (Figure 1).

4.4.2 Long run determinants of the services share in GDP

Long-run estimates of the determinants of services share in GDP are reported in Table 4. Over the long run, the services sector's share in GDP demonstrated an increasing trend, particularly after 1999, before starting to decline in 2013 (Figure 1). The study provides estimates for the baseline model (Model 1), which includes labour and physical capital as explanatory variables.

Model 2 incorporates the natural log of GDP per capita to test the income effect. Model 3 presents results that include macroeconomic variables. In contrast, Model 4, which we focus our interpretation on, includes structural breaks in the year 1999, representing economic take off following liberalization and various reforms since the 1980s and 1990s. A negative and highly significant coefficient in the cointegrating equation (-0.96) implies that the share of services in GDP indeed has a long-run relationship with the studied variables, and that there is a high speed of adjustment to a long-run equilibrium following a shock.

Results suggest that, over the long term, the level of income, measured by GDP per capita, and gross fixed capital formation are negatively correlated with growth in the service sector. On the contrary, trade liberalization and foreign direct investment are found to drive the performance of the service sector. In contrast, labour productivity growth is found to have a negligible impact on the share of services in GDP. The significant structural break identified in this study highlights the evolving structure of the Tanzanian economy, where deeper reforms and shifting sectoral patterns have altered the way economic variables influence the services share in GDP over time.

Table 4: Long-run Error Correction Model Results

	ARDL (1,0,0)	ARDL (1,0,0,0)	ARDL (1,0,0,2,0,2)	ARDL (1,1,1,1,1,1,1,0,0,0, 1)
Variable	Model 1 - Baseline	Model 2 - Income size effect	Model 3 - Extensions	Model 4 - with structural breaks
Cointegrating equation	-0.64*** (0.138)	-0.52*** (0.138)	-0.60*** (0.179)	-0.96*** (0.144)
Labour productivity growth	0.551** (0.261)	0.913** (0.285)	0.191 (0.617)	-0.013 (0.482)
Gross fixed capital formation (GFCF)	-0.04 (0.034)	0.119 (0.074)	0.16 (0.139)	0.457** (0.164)
Ln GDP per capita		-1.412** (0.59)	-3.632** (1.233)	7.17** (2.628)
Trade openness			0.074 (0.074)	0.466** (0.154)
FDI			2.324** (0.851)	
1999_dummy				3.122 (5.503)
Labour productivity growth_post1999				0.34 (0.649)
Trade openness_post1999				-0.288* (0.151)
Ln GDP per capita_post1999				-10.438** (2.898)
GFCF_post1999				-0.505** (0.169)

Constant	15.24 (5.646)	14.329** (5.25)	18.765** (5.759)	34.085*** (6.968)
R-squared	0.7252	0.7718	0.6792	0.893

Source: Authors' calculations

Greater trade openness was associated with a higher share of services in the long run prior to 1999. Even though the effect of trade openness diminishes after 1999, the net long-run effect of trade liberalization remains positive, at 0.178 ($= 0.466 - 0.288$). The government adopted various trade liberalization measures during the 1990s, including the 1996 Economic Recovery Program, which aimed to eliminate cost-price distortions and introduce import liberalization measures. This initiative allowed private sector competition in the marketing and processing of cash crops since 1994. Additionally, the export licensing system and foreign exchange surrender were abolished by 1993/94, among other measures. As a result, trade liberalization induced a pronounced shift in income from the public sector and areas of the private sector toward farmers, small enterprises, and the informal sector, which contributed to the rising share of services to GDP (Kanaan, 2000). Moreover, trade liberalization has supported the growth of the information and communication (ICT) sector, which is the primary catalyst for the expansion of the services share. For instance, the removal of duty on computers and peripherals in the year 2000 widened the use of ICT equipment and increased the competitiveness of the sub-sector⁷.

Increasing FDI inflows are found to have a positive impact on the services share over the long run (model 4). The variable was excluded from Model 4 due to concerns about multicollinearity. By 2001, data on major foreign affiliates in Tanzania showed that services are the second largest sector for FDI in Tanzania after mining, most likely much more ahead of the manufacturing sector (UNCTAD, n.d.). As of 2022, FDI inflows remained concentrated in mining and quarrying, finance and insurance, and manufacturing, together representing 88 percent of total flows. Higher investments in finance and insurance resulted from increased investment in digital financial services, which was linked to government initiatives aimed at enhancing financial inclusion. Other service sub-sectors that recorded a significant increase in FDI inflows include information and communication, accommodation, and food services (BOT, 2023a).

On the contrary, Table 4 shows that increasing per-capita income significantly boosted the share of services in GDP during 1990–1999. However, the net long-run effect of $-3.27 (= -10.438 + 7.17)$ suggests that an increase in GDP per capita is detrimental to the service sector's performance. Although GDP per capita recorded an increasing trend in Tanzania, a significant share of households' income is spent on food rather than non-food items. Tanzanian GDP recorded impressive growth over the last decade. In 2020, Tanzania's GNI per capita increased from \$1,020 in 2018 to \$1,080 in 2019, which exceeds the 2019 threshold of \$1,036 for lower-middle income status⁸. Yet, in 2018, total household expenditure was still dominated by food (59.9 percent), a four-percentage-point increase from 55.9 percent recorded in 2001, creating insufficient demand to boost the services sector (National Bureau of Statistics (NBS), 2019). Notable is the increasing spending on productive and durable assets compared to services such as health, education, water, and transportation services, which do not adequately support the overall growth of the services sector (Bank of Tanzania, 2004).

⁷ <https://www.foreign.go.tz/services/opportunities-for-investment-in-tanzania>

⁸ <https://blogs.worldbank.org/en/african/what-does-tanzanias-move-lower-middle-income-status-mean>

Gross fixed capital formation is also found to have a positive and significant impact on the long-run share of services during 1990–1999, by 0.5 percentage points. This is because the accumulation of capital in other sectors, such as industry, helped the service sector. However, the long-term impact from 2000 to 2023 shifted to negative, resulting in a net negative marginal impact of capital of -0.05 percentage points (0.457 - 0.505). The net negative long-run impact of physical capital on the services share is consistent with the structure of the Tanzanian services sector, which is labour-intensive (informal sector), with significant physical capital investments being in the construction and manufacturing sectors (Newfarmer et al., 2018). This finding resonates with other research, which found that large formal manufacturing firms in Tanzania and Ethiopia tend to invest in more capital-intensive techniques due to the adoption of the global technological standard in their production processes (Diao et al., 2021). This makes them less labour-intensive compared to the services sector.

The long-term contribution of Labour productivity growth to the expansion of the service sector is lower during 1990–1999, while its effect becomes slightly positive during 2000–2023, albeit insignificant. This implies that labour productivity gains neither boost nor hinder the service sector's output. Structural change in Tanzania has not been associated with a growth in labour productivity, primarily due to the higher concentration of informal service activities, particularly in the wholesale and retail trade sectors. Although their study focused on manufacturing firms, (Diao et al., 2021) found that small firms, which mostly absorb employment similar to the services sector, do not exhibit labour productivity growth.

4.5 Decomposition of Total Service Exports

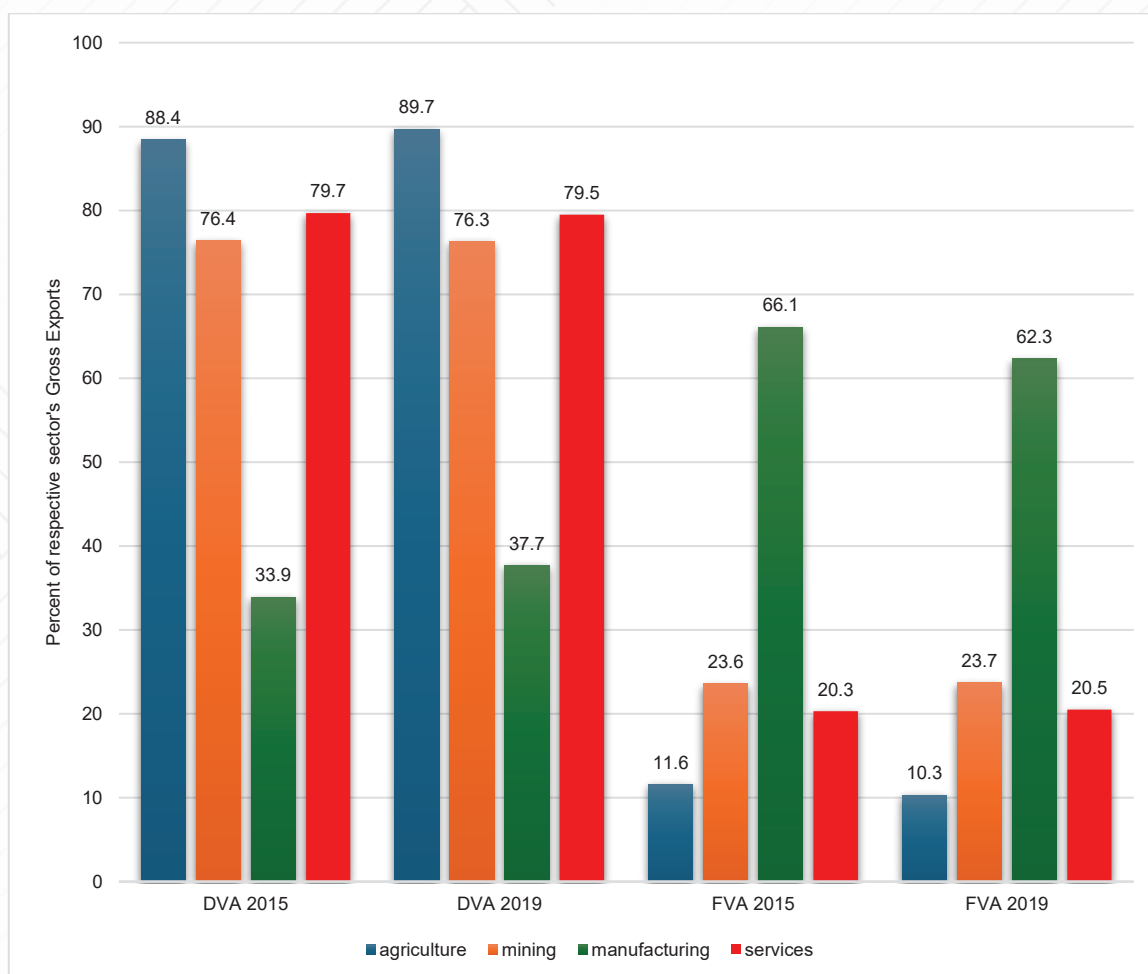
The decomposition of service exports based on the 2015 and 2019 Tanzanian input-output (IOT) tables is presented in Figure 12. Generally, Tanzania depends more on domestic value added (DVA) compared to imported contents (FVA) for the production of both export goods and services. The share of DVA in gross exports represents the value-added gains a country derives from its exports. Research shows a declining trend in the DVA content of exports for most countries, particularly developing countries (Banga, 2014; Kee & Tang, 2016). In Tanzania, the DVA content in the gross exports of the agricultural and manufacturing sectors increased between 2015 and 2019 (Figure 12). This may be attributable to an increase in domestic linkages and the corresponding decline in the use of imported inputs. For example, most agri-food processing industries, which dominate the manufacturing sector in Tanzania, rely primarily on domestic raw materials for production, which adds to the domestic content of manufacturing exports (Mazungunye & Punt, 2022; URT, 2010). Conversely, DVA has decreased slightly in the mining and services sectors, creating opportunities for production fragmentation (Banga, 2014; Kee & Tang, 2016).

Sectoral decomposition revealed a mixed composition. Notably, the highest domestic content is in the primary sectors, i.e., agriculture and mining, at 88.4 percent and 76.4 percent, respectively, in 2015, similar to 2019. This reflects high dependence on local natural resources and labour, a common phenomenon in resource-rich countries, including Tanzania. Conversely, manufacturing sector exports reveal a high level of foreign content, suggesting a dependence on foreign intermediate inputs with limited local content.

The service sector, similar to the primary sector, has a higher proportion of domestic content in its exports compared to foreign content, at nearly 80 percent in both 2015 and 2019. Like many lower- and middle-income countries, Tanzania's exports of "traditional" services —

namely, travel, transportation, and business services — rely heavily on local labour, which increases the domestic value added of these exports.

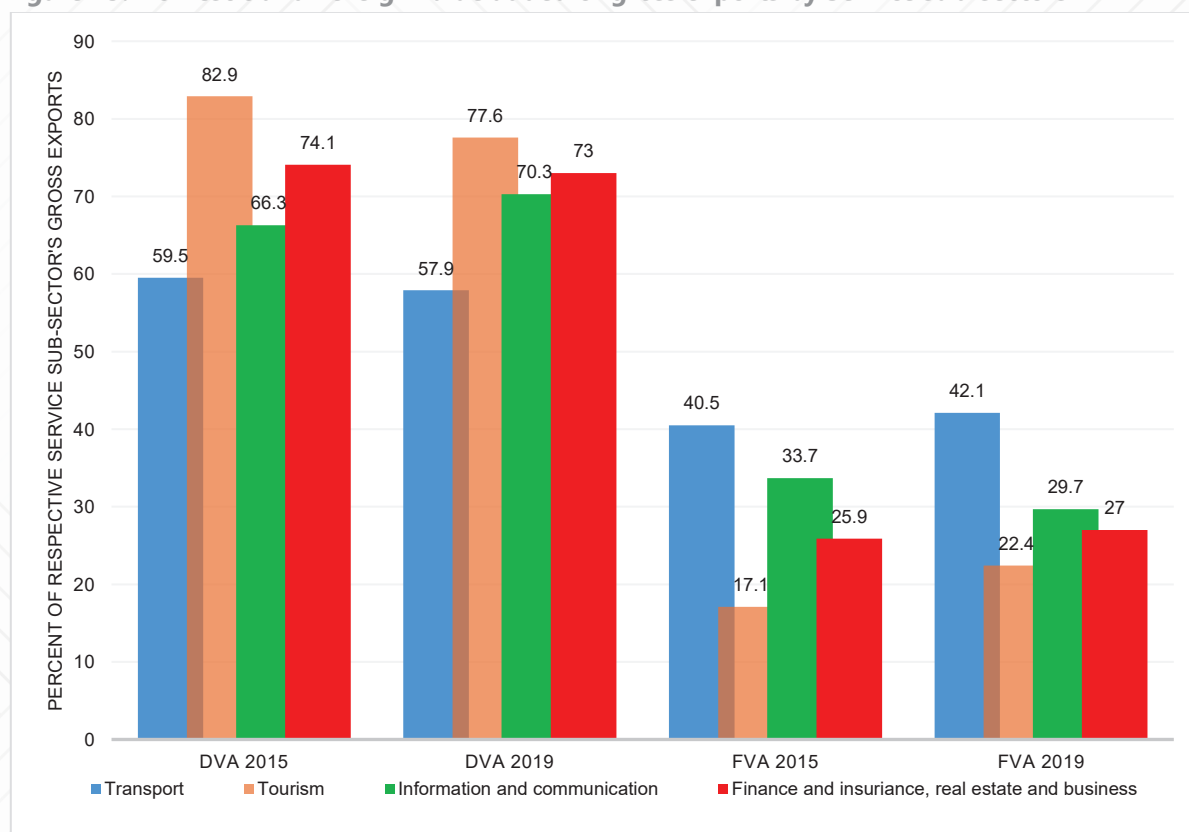
Figure 12: Domestic and Foreign value added of gross exports by Sector



Source: Authors' computation using 2015 and 2019 Tanzania I-O tables

The decomposition of gross exports of service sub-sectors reveals a similar pattern to total service sectors, albeit with slight differences (Figure 13). The tourism sub-sector embeds the highest domestic value added, 82.9 percent in 2015, followed by insurance, real estate, and business services. In Tanzania, tourism can be broadly defined to include the provision of goods and services necessary to maintain tourists' internal transport, accommodation, and restaurants catering specifically to tourists, as well as certain retail goods such as arts and crafts (Kweka et al., 2003). The tourism sector is primarily local, labour-intensive, providing more than 1.4 million direct and indirect jobs, mostly to women, which explains the high domestic value-added content of its exports. (World Bank, 2021). In 2019, the DVA content of transport, tourism, finance and insurance, real estate, and business services exports slightly decreased compared to 2015, while that of Information and communication recorded an increase. This implies a substitution of more FVA content for the transport, tourism, and finance sub-sectors, manifesting a rising trend in the fragmentation of production and increasing integration of the country into global value chains.

Figure 13: Domestic and Foreign value added of gross exports by Service sub-sectors



Source: Authors' computation using 2015 and 2019 Tanzania I-O table

Figure 13 also shows that the transport sub-sector has relatively less DVA content compared to other sub-sectors, specifically 59.5 percent and 57.9 percent in 2015 and 2019, respectively. This signifies the importance of foreign value addition in the gross exports of this sub-sector. Transport covers all transport services (sea, air, land, internal waterway, pipeline, space and electricity transmission) performed by residents of one economy for those of another and involving the carriage of passengers, the movement of goods (freight), rental of carriers with crew, and related support and auxiliary services. Also included are postal and courier services⁹. The transport system in Tanzania consists of five modes: roads, rail, water, air, and pipelines. The modernization of infrastructure, supported by high levels of investment, has increased the importance of imported intermediate inputs for building and maintaining transportation infrastructure. As the construction industry in Tanzania is at a relatively infant stage, most of the required skills in the transportation sector are imported from abroad (AFDB, 2013). Moreover, most inputs are capital- and technology-intensive, especially in maritime, railway, and air transport services, which are primarily imported. This highlights the need to develop industrialization policies that encourage the production of intermediate inputs, such as machinery and equipment.

⁹ <https://databank.worldbank.org/metadataglossary/world-development-indicators/series/BX.GSR.TRAN.ZS>

4.6 Analysis of the Role of Services in Value Chains

4.6.1 Gross Exports in terms of Value-Added

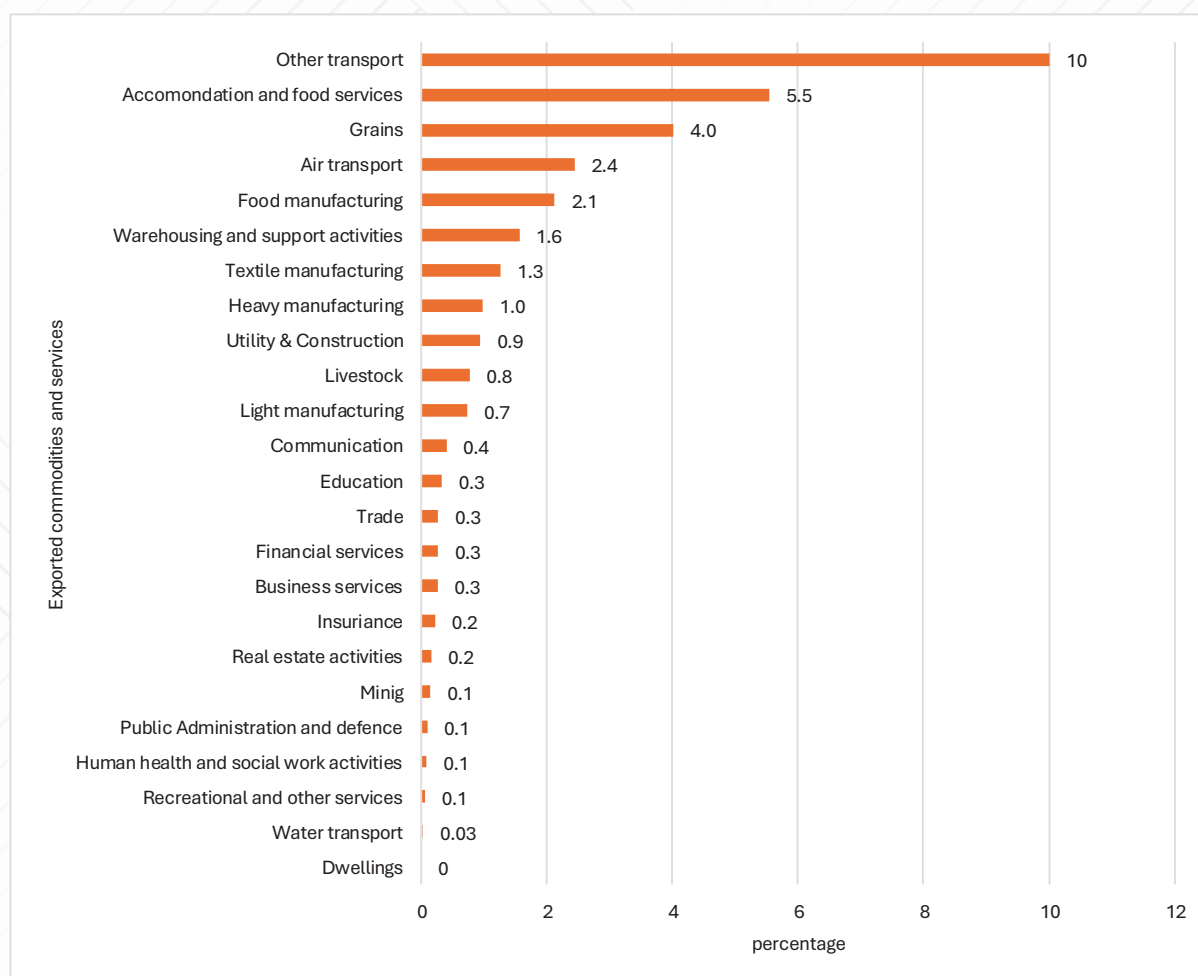
To analyse the role of the Tanzanian economy's services sector in the Global Value Chain (GVC), we apply multi-country input-output tables (GTAP Africa). GTAP data has already been successfully used to understand the role of GVCs in the recent global trade slowdown (UNECA, 2023).

GVC describes the people and activities involved in the production of a good or service, as well as its supply, distribution, and post-sales activities (also known as the supply chain), when these activities must be coordinated across geographies. GVC is similar to the Industry Level Value Chain but encompasses operations at the global level. We employ a multi-stage approach to measure the Tanzanian services sector's participation in GVC.

Multiple studies have found that the share of services in trade in value added is both large (significantly larger than the share of services in gross trade) and increasing (OECD, WTO, and World Bank Group, 2014). However, the total foreign value added in Tanzania's exports accounts for only 4 percent of the total exports across Sub-Saharan Africa. In comparison, the domestic value added in Tanzania's exports constitutes a significant 96 percent of the total exports across the region.

These findings are not surprising, given that Tanzania's share of total gross exports in Sub-Saharan Africa was relatively small, at around 1.3 percent in 2017. In 2023, Tanzania's total exports of goods and services amounted to approximately USD 13.98 billion. In the same year, Sub-Saharan Africa's exports of goods and services totalled USD 523.97 billion. Therefore, Tanzania's exports represented approximately 2.7 percent of Sub-Saharan Africa's total exports in 2023. Figure 14 shows that Tanzania's exports to SSA are dominated by services, particularly other transport (10 percent), accommodation and food services (5.5 percent), as well as air transport (2.4 percent), followed by grains (4 percent) and food manufacturing (2.1 percent).

Figure 14: Share of Tanzania's gross exports of goods and services in Sub-Saharan Africa's gross exports

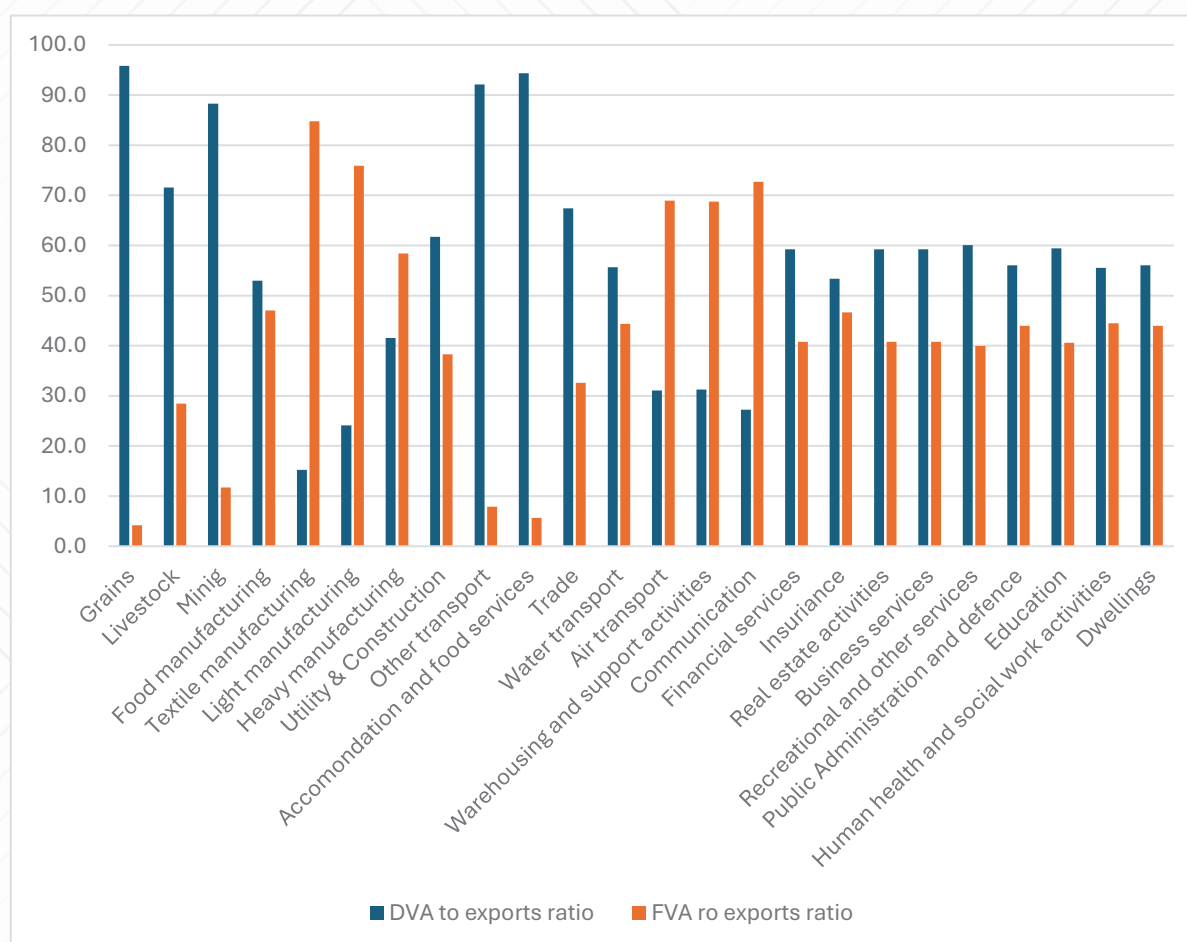


Source: Authors' calculation based on GTAP Africa, 2017

4.6.2 Trade in Value Added (TiVA) by industry

Based on the estimated DVA and FVA contents in gross exports by industry in section 4.5, we estimate the GVC Participation Index $(DVA + FVA)/\text{Gross Exports}$. This indicator illustrates the involvement of each sector in Regional/Global Value Chains (RVCs/GVCs) through both backward and forward linkages. Trade in value-added analysis by industry highlights significant variations across industries in Tanzania. Sectors focused on the extraction of natural resources, agriculture, and retail trade tend to have higher domestic value-added-to-gross-exports ratios, while manufacturing industries generally exhibit lower ratios. Figure 15 displays these ratios for the industries in Tanzania.

Figure 15. Domestic and Foreign value added in gross exports by industry in Tanzania.

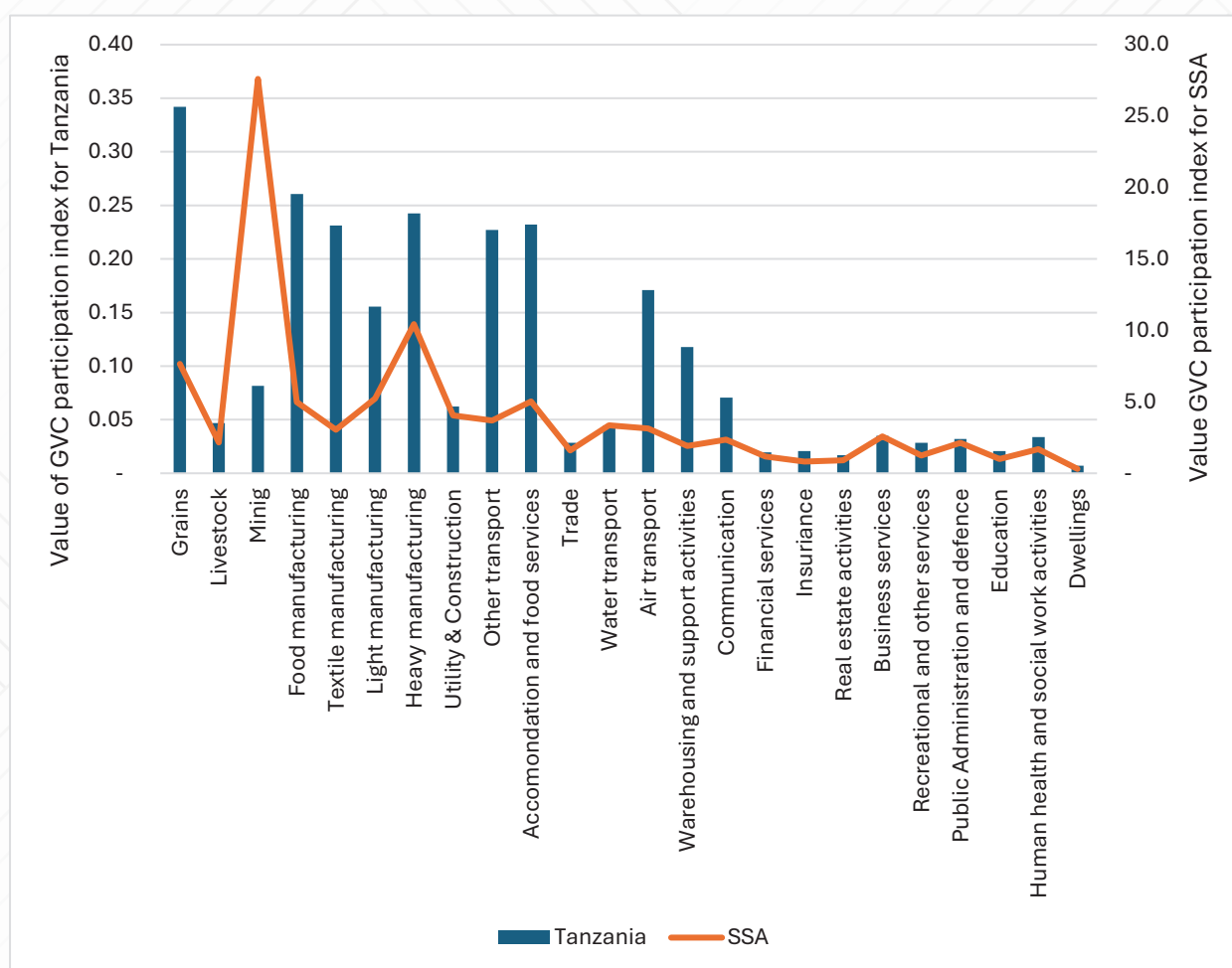


Source: Authors' calculation based on GTAP-Africa

Grain exports have a domestic value-added ratio of more than 90 percent in their gross exports, indicating that these exports are primarily locally produced. While textile, light, and heavy manufacturing have ratios of 15.2 percent, 24.1 percent, and 41.6 percent, respectively, suggesting that the manufacturing sector relies heavily on foreign inputs or value-added. The services industry shows an average ratio of 64.5 percent.

Tanzania's overall GVCs participation index within the SSA region stands at 2.5. The country shows a low GVCs participation index across all sectors (Figure 16), with the lowest indices observed in service industries such as financial and insurance services (0.02), education (0.02), and dwellings (0.01). This indicates that only 2.5 percent of Tanzania's domestic factor content is exported to direct importers. As a result, Tanzania is less integrated into global supply chains, primarily focusing on the production and export of final goods with limited reliance on global inputs or contributions to other countries' production processes.

Figure 16. GVC participation index for Tanzania and SSA



Source: Authors' calculation based on GTAP-Africa

Many countries in Sub-Saharan Africa tend to have lower GVC participation, with their exports often consisting of primary goods, such as agricultural products or raw materials, rather than intermediate goods. According to Mouanda-Mouanda (2019), most African countries have lower GVC participation depending on how much they rely on imports of intermediate goods for local production.

4.6.3 TiVA and trade in services

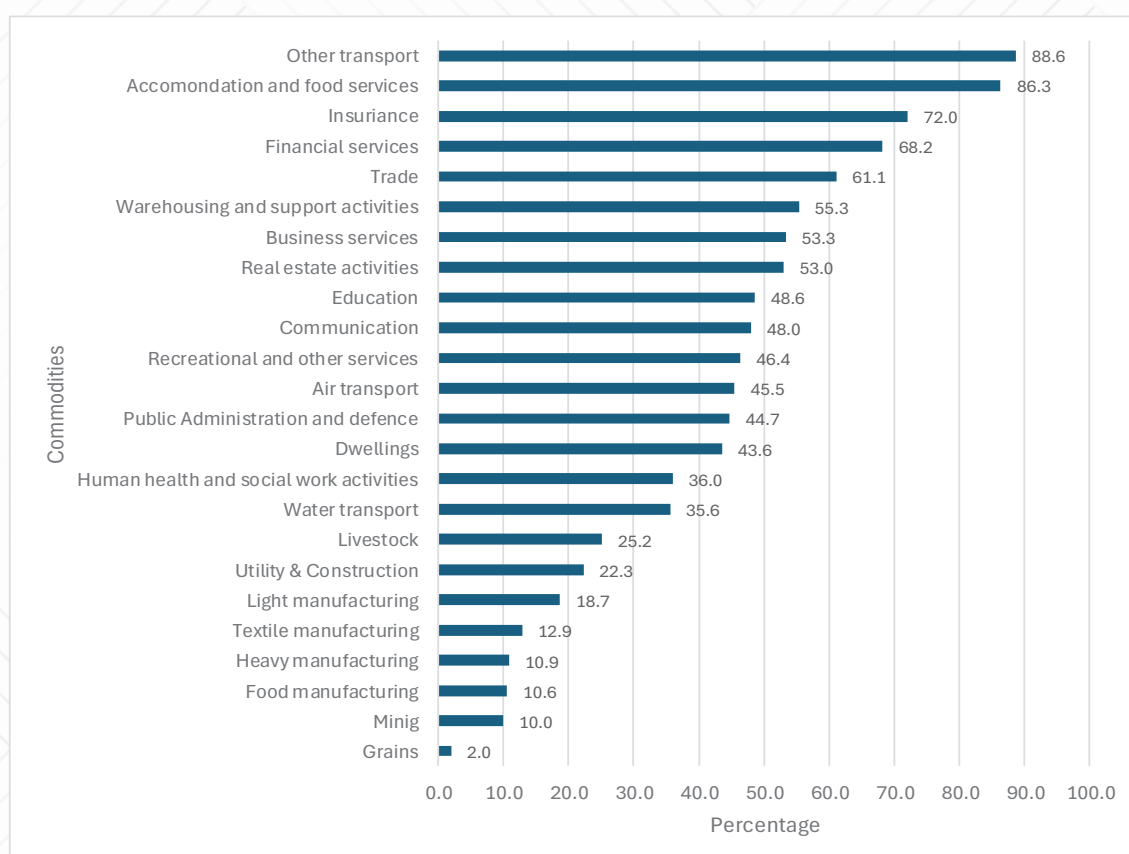
One advantage of the TiVA analysis is that it allows us to estimate the role of services in trade. Such an analysis might be important due to the effect of servicification. In this regard, the shares of domestic and foreign value added from services in gross exports are important indicators of the country's economic performance. Traditionally, we value goods without considering how upstream domestic economic activities, such as industries, contribute to their creation in the initial stages of production. Therefore, we underestimate the weight of services used in the design and commercialization of such goods. Analysis of TiVA is invaluable as it allows us to understand the contribution of services to domestic production and their value-added contribution to trade.

We quantify the value generated in the total services value chain, making it possible to:

- Identify which type of service activities add more value.
- Better understand the bilateral exchanges (the direct and indirect impacts of services);
- Identify source markets that generate more value added in the domestic economy.
- Understand how upstream domestic industries (backward linkages) contribute to service exports.
- Assess whether the increased participation in GVCs can be good for economic development and wealth.

According to the ESCAP report, the recognition of the value created, directly or indirectly, by services in the manufacturing and distribution of goods has become known as “servicification”. The expansion of servicification is driven by several factors, most notably the reduction of barriers to trade in services and the spread of Global Value Chains (GVCs). Empirical evidence confirms that GVCs heavily depend on services to connect and coordinate activities across different economies. Moreover, the growing liberalization of trade in services, coupled with advancements in communication and transportation technologies, has enhanced the tradability of services, leading to an increased share of foreign services in industrial exports. Using data from GTAP-Africa, Figure 17 illustrates the proportion of value-added services embedded in Tanzania’s exports by industry in 2017.

Figure 17: Services content in exports of Tanzania, by industry, 2017



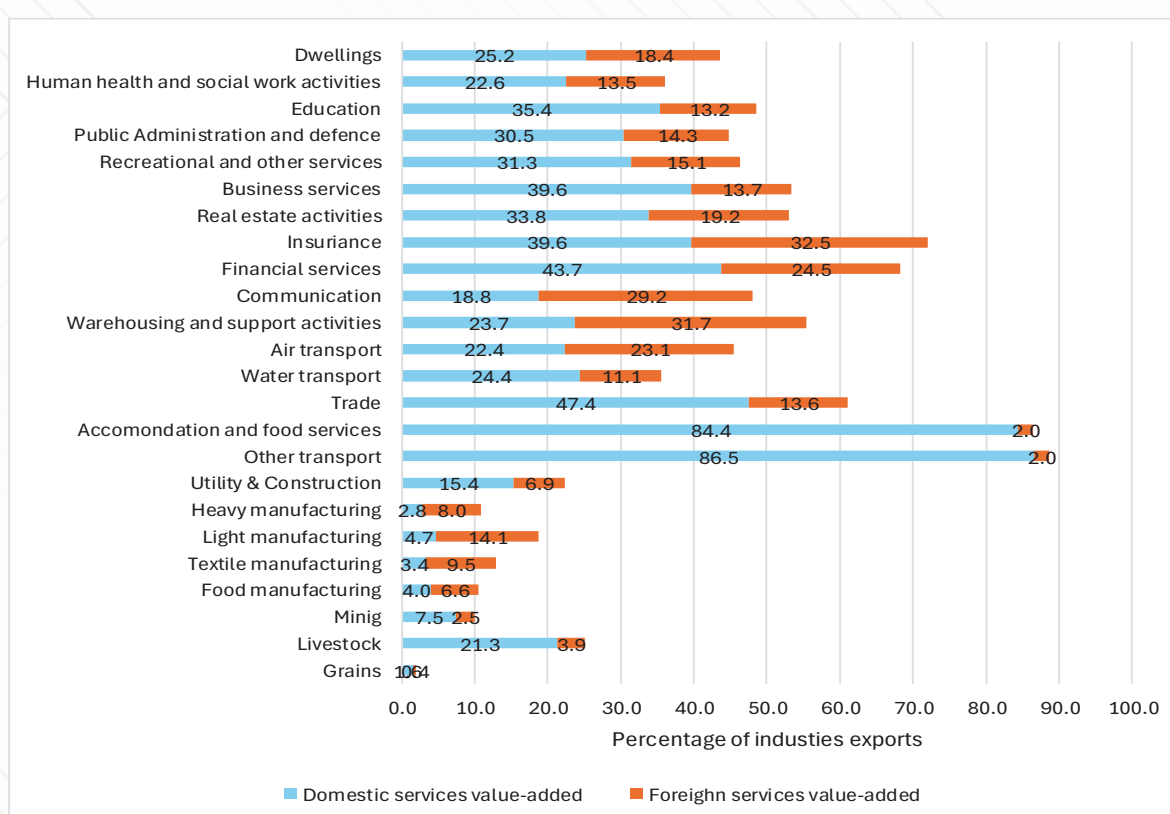
Source: Authors’ calculation based on GTAP-Africa

Figure 17 shows that the share of services is not predominant in the primary and secondary sectors. For instance, in grain services, they account for 2 percent of total exports, while

livestock exports have a service share of 25.2 percent. In manufacturing, the service share is relatively modest, ranging from 10.6 percent in food manufacturing to 18.7 percent in light manufacturing. However, the share of services is notably higher in sectors such as Utilities and Construction (22.3 percent), Transportation (88.6 percent), Accommodation (86.3 percent), and Trade (61.1 percent). These findings align with global trends, where transport is identified as one of the most service-intensive industries (World Bank, 2013).

Domestic services account for an average of 27.9 percent of Tanzania's total exports, while foreign services contribute 13.7 percent. There is considerable variation across industries. Notably, the share of foreign services appears to be closely linked to GVC-related exports. For example, Figure 18 shows that the share of imported services is particularly high in sectors such as air transport (23.1 percent), warehousing and support activities (31.7 percent), ICT (29.2 percent), and insurance (32.5 percent), compared to other sectors, especially agriculture and mining exports.

Figure 18. Domestic and Foreign services value added in gross exports by industry in Tanzania



Source: Authors' calculation based on GTAP-Africa

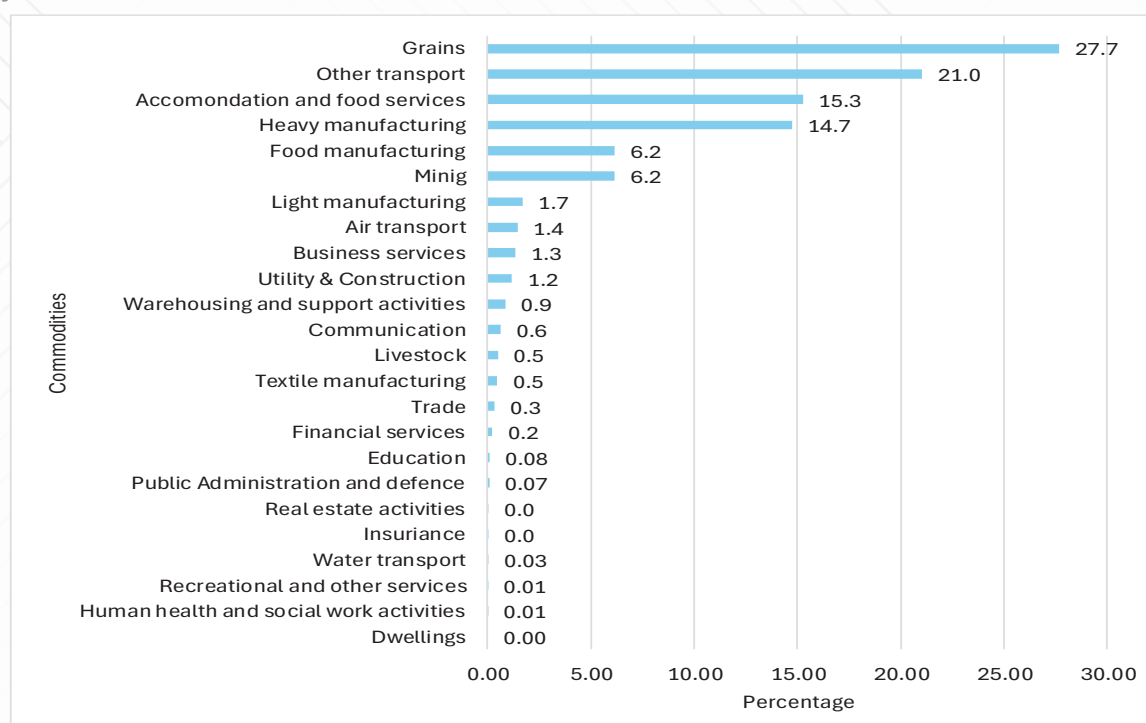
4.6.4 Impact of Service Sectors on Downstream Industries: Emphasis on Integration within Global Value Chains (GVCs)

Services have a significant impact on downstream sectors in global value chains (GVCs), as they provide essential support that enhances the efficiency, flexibility, and competitiveness of industries involved in production and trade. Downstream sectors refer to the stages of production and activities that occur after the initial stages of raw material extraction or primary manufacturing. In other words, the downstream sectors are sectors close to the final consumer

in the value chain. These sectors rely on services to manage logistics, financing, compliance, communication, and innovation, among other factors. Backward linkages (upstream participation¹⁰) and forward linkages (downstream participation) are included in the analysis.

In this section, we illustrate the impact of service sectors on downstream industries using the Indirect Domestic Value Added in Exports indicator. Industries may not directly export goods or services but still contribute to exports by providing essential inputs to export sectors. Indirect DVA represents the value-added contributed by upstream Tanzanian industries that supply intermediate goods or services to exporters. For example, when a grain exporter uses local trucks, warehousing, and business services to transport its product abroad, then the value of those services embedded in the final export comprises the total “indirect domestic value-added” for each exporting industry in the economy. Figure 19 illustrates the indirect¹¹ domestic value added by industry to gross exports through intermediate supplies to other sectors.

Figure 19: Contribution of indirect Domestic value-added in exports to gross exports in Tanzania, by industries, 2017



Source: Authors' calculation based on GTAP-Africa

¹⁰ Backward linkages (upstream participation) is created between a purchasing industry and a supplying industry. Generally, it is understood as the linkages between an importing country and an exporting country. In other words, the industries in the importing country import intermediate products to be used in its exports. It is calculated by adding the foreign value added to the country's exports (FVA).

Forward linkages or downstream participation is created between a supplying industry and a purchasing industry that uses the supplier's output as input. It can be understood as the linkages between an exporting economy and an importing economy whose industries use the exports (supply) as inputs to generate output for exports. In other words, the industries of the exporting country provide inputs into exports of the industries in the importing countries. It is calculated by the domestic value added in exports of other countries (DVX). Forward participation in the global value chain corresponds to the domestic VA embodied in foreign exports and commonly presented as a share (percent) of total gross exports of the value-added source country. It is considered as the contribution of intermediate goods and services that will be used by the destination economy in the production of goods and services for export.

¹¹According to the OECD Trade in Value Added (TiVA) indicators, domestic value-added in exports can be broken down into:

- Direct DVA: Value-added generated by the exporting industry itself.
- Indirect DVA: Value-added contributed by upstream domestic industries supplying intermediate goods or services to exporters.

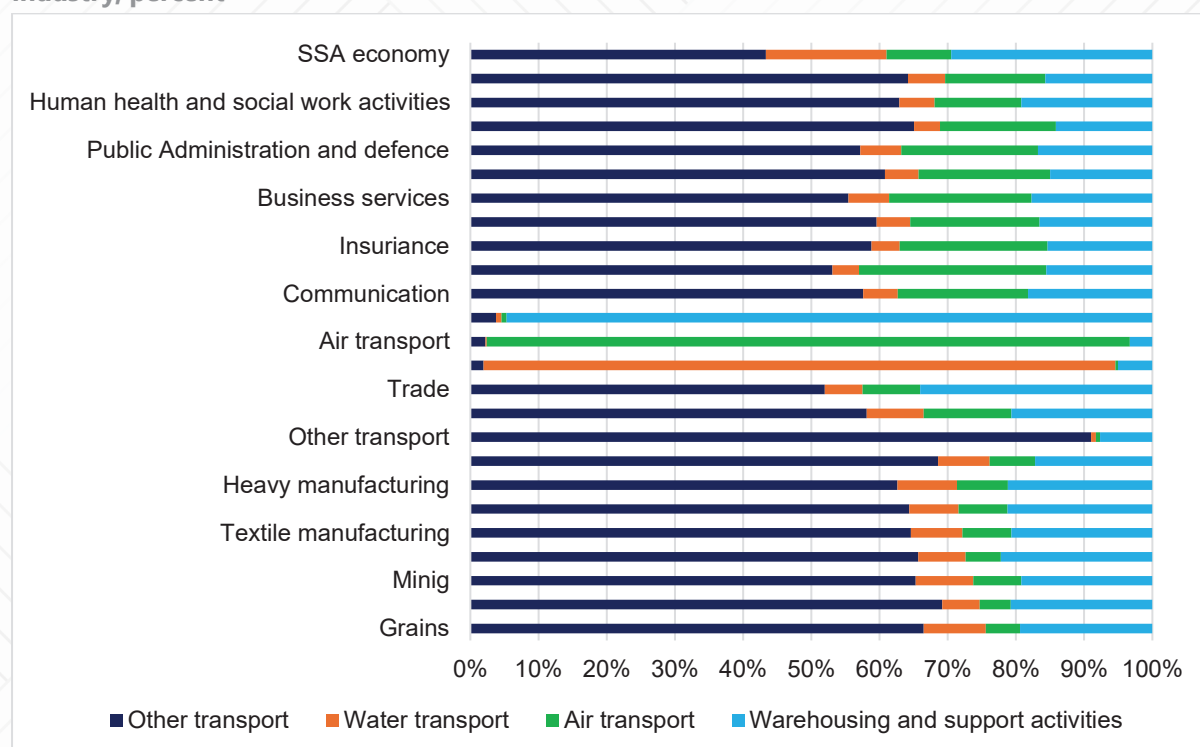
Figure 19 shows that transport services contribute 22.7 percent of the total services value added in gross exports, underscoring their vital role in supporting export-oriented sectors. Transport-related services (shipping, logistics, trucking) are the single most significant service input, with over one-fifth of total export value relying on them.

Accommodation and food services account for a 15.3 percent share, reflecting their significant contribution to tourism-related exports. In contrast, other services, such as ICT, professional, financial, and social services, contribute only 2.8 percent of the value added to gross exports. This low indirect domestic value-added (DVA) suggests that these sectors rely minimally on local supply chains. Instead, exports in these areas are driven more by imported inputs or direct production within the exporting entities themselves. Consequently, the domestic integration of high-value services in the export sector remains limited, highlighting a potential area for development in strengthening local service linkages and capabilities.

We then examine the composition of indirect domestic value added (DVA) in Tanzania's key service exports, including transport, finance and insurance, as well as other services such as ICT, professional, and social services. This is essential to understanding the extent of local economic integration in the export sector. Figure 20 breaks down, for each Tanzanian exporting industry, how its indirect domestic value-added in transport services is composed across four transport sub-sectors: Other transport (mostly road haulage and trucking), Water transport (inland shipping, coastal freights), Air transport (cargo flights, air logistics) and Warehousing & support activities (storage, freight forwarding, terminal operations).

Transportation services are essential for moving goods along the value chain. Efficient logistics, including shipping, trucking, air freight, and warehousing, ensure that raw materials and components are delivered to downstream manufacturers on time, and finished products reach markets efficiently. "Other transport" accounts for the largest share of the value of transport services embedded in exports. This implies that most industries in Tanzania rely on transport services (Figure 20). Goods-intensive sectors, such as grains, manufacturing, mining, and road transport, contribute more than 70 percent of their transport-service linkages. Likewise, service exports, such as communication and business services, rely on road transport to move inputs, including equipment.

Figure 20. Composition of indirect domestic value added in exports of transport services, by industry, percent

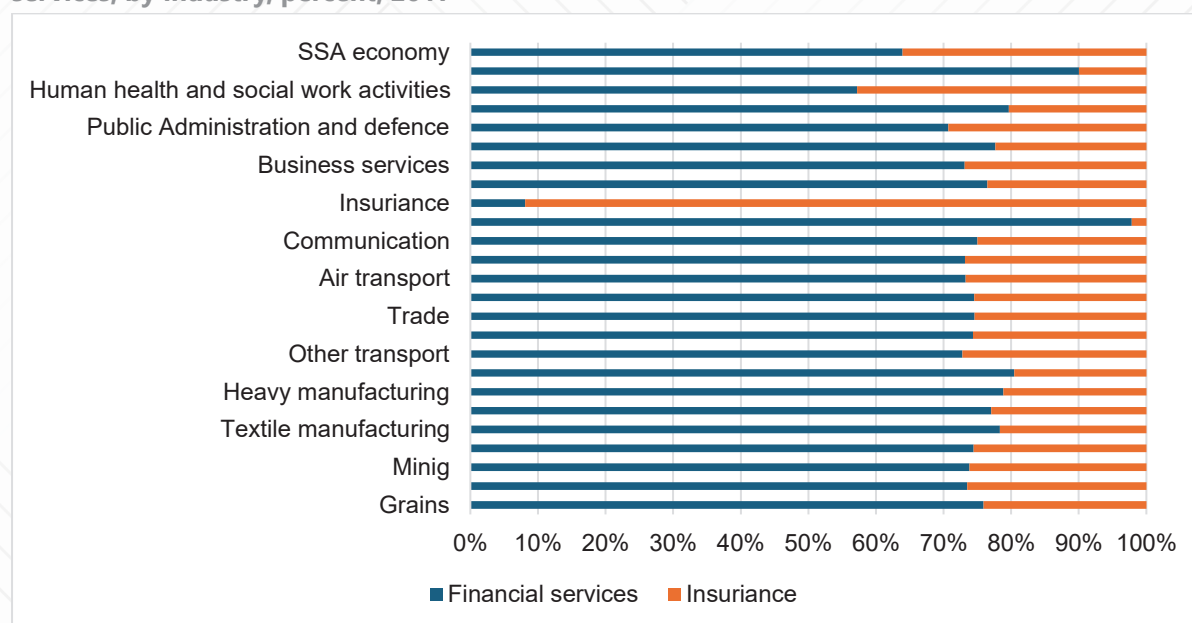


Source: Authors' calculation based on GTAP-Africa

Warehousing and support services account for around 10 percent of transport value-added in most industries. However, water and air transport account for relatively small shares, except for trade activities, reflecting their limited use in Tanzania's export logistics. If transport logistics are efficient, the factory can operate smoothly without disruptions, allowing for the timely delivery of finished goods to consumers. Smooth and cost-effective logistics help reduce delays, prevent bottlenecks, and lower production costs, ultimately improving the competitiveness of downstream industries. Delays or inefficiencies in transportation can result in production downtime, increased inventory costs, and missed market opportunities.

Financial services also play a crucial role in supporting businesses in downstream sectors by providing access to capital, managing risk, and facilitating cross-border transactions. This includes services such as trade financing, banking, and insurance. Figure 21 shows the forward linkages of financial and insurance services in gross exports across all industries in Tanzania.

Figure 21. Composition of indirect domestic value added in exports of financial and insurance services, by industry, percent, 2017

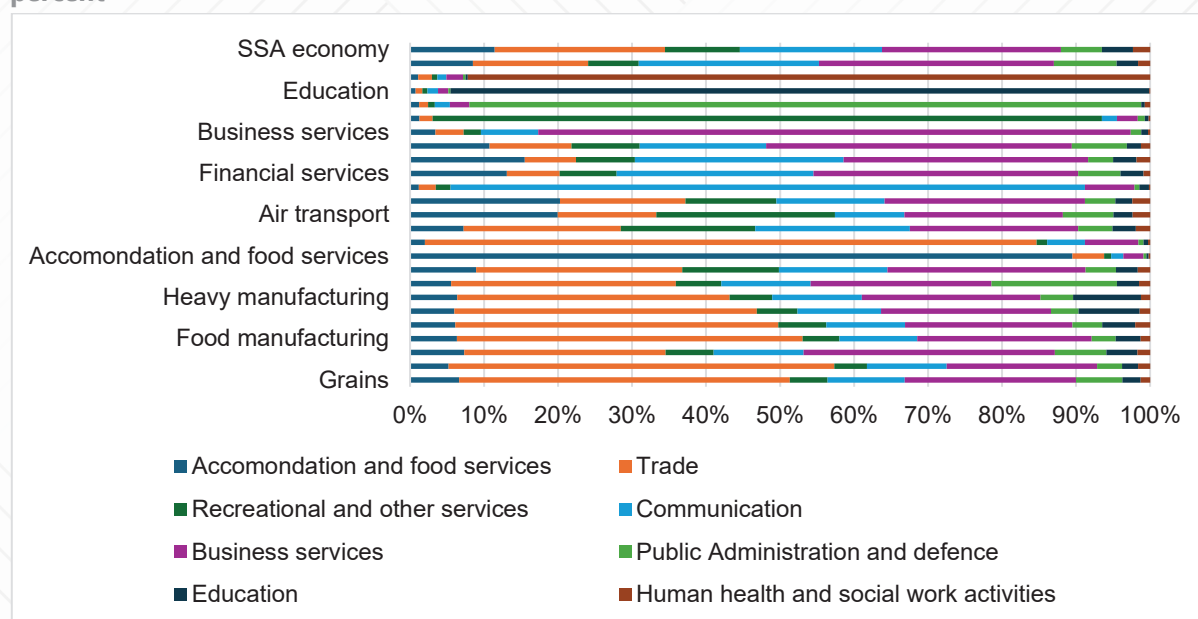


Source: Authors' calculation based on GTAP-Africa

For Sub-Saharan Africa (SSA), the contribution of Tanzania's financial sector services to value-added exports is less than 1 percent. Of the value added by Tanzania's financial services, 83 percent is consumed domestically, while 17 percent is embedded in the exports of other countries. Financial services enable downstream businesses to manage cash flow, invest in new equipment or technologies, and handle financial risks associated with international trade. These services also enable companies to access credit, allowing them to maintain operations during periods of growth or economic downturns.

For some downstream sectors, such as retail, accommodation and food services, and recreation, demand can be significantly influenced. As the population grows, demand for local goods and services increases, creating opportunities for downstream industries. Figure 22 shows the forward linkages of other services in gross exports across all industries in Tanzania.

Figure 22. Composition of indirect domestic value added in exports of other services, by industry, percent



Source: Authors' calculation based on GTAP-Africa

Figure 22 shows that, trade embed the largest share in the indirect DVA of exports reflecting its role in supplying inputs such as buying, marketing etc along value chains. Other services, such as tourism and hospitality services, also play a significant role in stimulating demand in downstream industries, including food and beverage production, local handicrafts, and entertainment services. This demand boosts production in downstream sectors, contributing to economic growth.

Generally, most of Tanzania's exports rely heavily on transport-related services, primarily land transport, storage, and warehousing, followed by accommodation and food services, due to the booming tourism sector. On the contrary, other services, such as ICT, professional, and financial services, have a low indirect DVA, suggesting that these high-value services are less embedded as inputs in Tanzania's exports. Thus, Tanzania remains one of the least integrated countries in GVCs, with its participation primarily driven by forward linkages, characterized by a high domestic value content in exports. Similarly, the foreign value-added content of exports (backward participation) remains relatively low. Backward GVC participation accounted for just 1 percent of Tanzania's GDP, compared to an average of 2.1 percent across Africa and 4.3 percent in Southern Africa.

5. SUMMARY, CONCLUSION AND RECOMMENDATIONS

5.1 Summary and Conclusion

This study provides evidence on the role of services in the Tanzanian economy within global value chains, both as integrative elements linking activities across African countries and as value-creating components in the broader context of the servicification of manufacturing. In Tanzania, the service sector has recorded the highest share of value added since the 2000s, with an average annual growth rate of around five percent from 2012 to 2023. The highest GDP-contributing service sub-sectors are wholesale and retail trade, repairs, transport and storage, public administration and defence, finance and insurance, and real estate. Nevertheless, service sub-sectors with the highest growth potential include Arts, entertainment, and recreation, finance and insurance, and accommodation and food services.

Before 1999, the share of the services sector in GDP was negatively affected by the size of income (GDP per capita), labour productivity growth, trade liberalization, and the level of capital stock (Gross fixed capital formation). However, in the long term, trade liberalization and foreign direct investment significantly contributed to the expansion of the service sector. Trade liberalization measures implemented during the 1990s, including the 1996 Economic Recovery Programme, eliminated cost-price distortions and promoted private sector development, particularly among farmers, small enterprises, and the informal sector, which contributed to the rising share of services in GDP. Furthermore, an increase in Foreign Direct Investments (FDI) inflows has led to higher concentrations of foreign capital in mining and quarrying, finance and insurance, and manufacturing, collectively representing 88 percent of total flows as of 2022. In addition, information and communication, accommodation, and food services also attracted significant FDI inflows, contributing to the expansion of these service sub-sectors.

Although GDP per capita recorded an increasing trend in Tanzania, a significant share of households' income is spent on food rather than non-food items. This increase, therefore, does not adequately support the expansion of the overall services sector. In addition, the structure of the Tanzanian services sector is labour-intensive (particularly in the informal sector), with significant investments in physical capital concentrated in the construction and manufacturing sectors. This partly explains why physical capital was found to negatively impact the services share in GDP. Moreover, labour productivity gains were found to have an insignificant influence on the services share of GDP as the service sector is dominated by low productive labour as labour is reallocated from agriculture due to structural change.

Service industries are interconnected with other industries through backward and forward linkages. A decline in the value-added of services or a reduction in demand for primary inputs would result in output loss of downstream sectors (those that purchase services as inputs). The highest output loss is experienced in electricity (79 percent), water (42 percent), mining (21 percent), and manufacturing (15 percent). This implies that, these sectors have the highest forward linkages with the service sector.

On the other hand, output loss of upstream sectors (those that supply input into services) due to a decline in final demand for services are primarily experienced in electricity (13 percent), agriculture (7 percent), manufacturing (7 percent), and mining (4 percent). Services account for 12 percent of GDP in terms of backward linkages, thus safeguarding the stability and

efficiency of these foundational industries is essential for maintaining economic resilience and continuity.

The growth of the service sector led to the expansion of service exports, as the country has been recording a services trade surplus since 2001. Travel and transportation services top Tanzania's service exports, similar to most countries worldwide, but comparatively higher than those Eastern African countries. Leveraging on the potential of transportation and travel service exports, especially in the regional blocks, can potentially boost the country's export receipts. When service exports are decomposed, findings reveal that Tanzania depends more on domestic value added (DVA) for production of both export goods and services particularly in primary sectors, agriculture and mining and services. This reflects high dependence on local natural resources and labour embedded in exports which align with high traditional Tanzania's exports, raw materials, mining products, travel, and transportation. The manufacturing sector has high foreign content, but DVA shows an increasing trend between 2015 and 2019, revealing an increase in domestic linkages and the corresponding decline in the use of imported inputs.

On the other hand, in 2019, the DVA content of transport, tourism, finance and insurance, real estate and business services exports slightly decreased compared to 2015 implying a substitution to more FVA content and increasing integration into the GVCs. While transportation services accounts for the largest share of Tanzania's service exports, the sector has relatively less DVA content compared to other sub-sectors. This is due to high reliance on imported intermediate inputs for building and maintaining the transport infrastructure. Therefore, the domestic economy benefits relatively less which underscores the need to foster industrialization policies that would encourage production of the most intermediate inputs such as machinery and equipment.

Focusing on the GVCs integration, Tanzania's overall GVCs participation index within the SSA region stands at 2.5. The country shows a low GVCs participation index across all sectors with the lowest indices observed in service industries such as financial and insurance services (0.02), education (0.02), and dwellings (0.01). This indicates that only 2.5 percent of Tanzania's domestic factor content is exported to direct importers. As a result, Tanzania is less integrated into global supply chains, primarily focusing on the production and export of final goods with limited reliance on global inputs or contributions to other countries' production processes.

Services are not only embedded in the country's gross exports of final goods or services themselves, but they are also indirectly embedded in the intermediate inputs used to produce the final goods and services. The indirect domestic value added thus measures the value-added contributed by upstream domestic industries supplying intermediate goods or services to exporters. Thus, in supporting export-oriented sectors, transport-related services (shipping, logistics, trucking) are the single most significant service input, with over one-fifth of total export value relying on them. Accommodation and food services account for a 15.3 percent share, reflecting their significance in tourism-related exports, while ICT, professional, financial, and social services, contribute only 2.8 percent of the value added in gross exports. This low indirect domestic value-added (DVA) suggests that these sectors rely minimally on local supply chains. Consequently, the domestic integration of high-value services in the export sector remains limited, highlighting a potential area for development in strengthening local service linkages and capabilities.

Generally, Tanzania remains one of the least integrated countries into GVCs, with participation primarily driven by forward linkages, as its exports, which are mainly resource-based, serve as inputs in other countries' production. This also reflects the relatively high domestic value-added content of Tanzania's exports. By contrast, backward participation, measured by the foreign value-added content of exports, remains relatively low. Backward GVC participation accounted for just 1 percent of Tanzania's GDP, compared to an average of 2.1 percent across Africa and 4.3 percent in Southern Africa.

5.2 Recommendations

To optimize backward and forward linkages between the service, industry, and agriculture sectors in Tanzania, the following policy recommendations could be considered:

- **Promote Domestic Production of Intermediate Goods**

Tanzania Investment Centre (TIC) should provide targeted incentives, such as tax breaks, low-interest loans, and grants, to firms producing machinery, equipment, and other intermediate inputs. This will lower dependence on imports, deepen backward linkages with local suppliers, and build the domestic supply base for industry and agriculture.

- **Strengthening Local Supplier Capacity in Transport, Tourism, and Finance**

While encouraging integration into global value chains, the government should launch supplier development programmes-offering technical assistance, quality certification, and market linkages to domestic firms in the transport, tourism, and financial services sectors. This will ensure that rising foreign value-added content is complemented by robust local sourcing.

- **Channel Investment into Import-Intensive Service Sub-Sectors**

To capture more value domestically, public and private investors should prioritize financing joint ventures and capacity building in sectors with high imported-services content (e.g., business process outsourcing, specialized logistics). Matching grants and investment guarantees can stimulate local investment, ensuring that export gains remain within Tanzania.

- **Build High-Value Service Capabilities**

The government should establish innovation hubs and skills-development centres focused on ICT, professional services, financial technology, and health and education services. By fostering clusters of excellence with streamlined regulations and public-private partnerships Tanzania can enhance forward linkages that integrate these advanced services into export chains.

- **Enhance Transport Efficiency and Reduce Trade Costs**

Through the National Transport Master Plan, it is recommended that investments and reforms should be prioritized to:

1. Upgrade key road corridors and rail links to major ports.
2. Digitize and harmonize border-crossing procedures.
3. Streamline cargo handling and warehousing regulations. These steps will cut transit times and costs, directly improving the competitiveness of Tanzania's exports.

- **Leverage Fast-Growing Service Sectors for Exports**

The Tanzania Trade Development Authority (TanTrade) should develop sector-specific export strategies for the arts, entertainment, and recreation, as well as finance and insurance, and

accommodation and food services. Measures could include trade missions, digital marketing support, and regional trade-block partnerships to unlock new markets and increase export revenues.

- **Optimize Forward Linkages from Utilities**

Recognizing that electricity and water utilities predominantly feed into service industries, regulators and sector agencies should coordinate tariff structures and reliability investments to ensure stable and affordable utility supply, enabling downstream service and manufacturing firms to expand output and exports.

- **Deepen Domestic Linkages in Manufacturing**

Building on the observed rise in domestic value-added in manufacturing since 2015, the government should scale up “local content” requirements in public procurement, paired with supplier development grants, to further reduce reliance on foreign inputs and boost backward linkages.

- **Integrate Tanzania More Fully into Global Value Chains**

GVC integration strategy should be adapted that includes:

1. Identifying and attracting anchor investors in agro-processing and light manufacturing to establish export platforms.
2. Negotiating mutually beneficial trade facilitation agreements with key partners in the region.
3. Providing export processing zones with improved infrastructure and one-stop customs services. These initiatives will transform Tanzania from a traditional goods exporter to an active participant in multi-stage global production networks.

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APPENDICES

Appendix 1: International and multi-regional input output databases

Database name	Organisation	Year released	Paper	Countries covered	Years covered	Industries	Comments
APEC (Asian international IOTs)	Asian Development Bank (Adb)	2014	Meng et al. (2013)	25 Asian and Pacific countries 62 economies (90% of GDP)		35 industries (Based on ISIC Rev 3)	Completed the region for WIOD Priorities NSO data but five countries are estimates from research
South American IOT	IPEA and ECLAC	2016	Organization publication	10 South American countries	2005	40 industries	NSO data
UNCTAD-Eora (Eora multi region IOTs)	UNSD		Lenzen and others (2013) Casella et. Al (2019)	189 countries and the Rest of World	1990 to 2021	26 industries	26 Analytical model drawing many sources and interpolating missing points
FIGARO (full international and global accounts for research in IO analysis) Eurostat	National Accounts and DG Joint Research Centre	2015	Remond-Tiedrez (2019) Rueda-Cantuche and others (2017)	28 countries planned as part of 2015 group	Base 2010 – 2015 (Annual)	10 industries	
Global MRIO			Lab Lenzen and others (2016)				
GTAP (multi region input)	Purdue University	2020	Peters, Andrew, and Lennox (2011)	121 countries plus 20 regions	2004, 2007, 2011, 2014	65 industries (GTAP 11 Data Base)	Extensions such as end land use, carbon dioxide emissions

output table) ¹²							and migration
The GTAP Africa 3 Data Base	Purdue University	2020	Peters, Andrew, and Lennox (2011)	51 regions (43 African regions, plus 8 other aggregated regions)		65 industries of the GTAP 11 Data Base	
OECD ICIO (inter-country input-output table)	OECD	2018 (latest release)	Yamano and Webb	66 countries in the 21 st edition	2005 to 2018	45 industries	NSO data
WIOD (World Input Output Database)	Growing Growth and Development Centre	2016 (latest release)	Dietzenbacher and others (2013) and Timmer (2012)	43 economies	2000-2014	56 industries	Prioritises use of imports data scrutinized by NSO and central banks
EXIOBASE			Tukker et al. (2013)	44 EU countries +5 rest of the world regions	1995-2013	200 industries	
NAFTA-TiVA		2021	Hallren et al. (2017)	3 countries			
The UNECA AfCIOT Model and Database A tool for TiVA and GVC Analysis in Africa	The Economic Commission for Africa (ECA), in collaboration with the Organization of	2020		64 countries plus 16 African ¹³ countries as part of the model ¹⁴ . The remaining	1998-2018	45 industries	

¹² The GTAP Africa 3 Data Base includes data for 51 regions (43 African regions, plus 8 other aggregated regions) and the 65 sectors of the GTAP 11 Data Base.

¹³ African countries currently in ICIO: Morocco, Tunisia, South Africa. African countries about to join ICIO: Cameroon, Cote d'Ivoire, Egypt, Nigeria, Senegal

¹⁴ Tanzania is not included

	Economic Cooperation and Development (OECD) and World Trade Organization (WTO)			countries are presented as one country, the Rest of Africa (RoA)			
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Source: Authors' compilation based on Xiaoning Gong, Eleanor Keeble, David Boko, and Ana Deveza (2023). Building AfCIOT and TiVA Indicators in Africa in Support of AfCFTA. 29th Input-Output Conference, Alghero, Italy, 2023. [4853 PaperonAfCIOT_2023-05-15.pdf \(iioa.org\)](#)

Appendix 2: Econometric estimation appendices

Table A1 The Gregory- Hansen Cointegration Test

Gregory-Hansen Models	ADF		Zt		Za	
	Statistic	Break point	Statistic	Break point	Statistic	Break point
Intercept shift	-5.61 ^a	2009	-6.10 ^a	2009	-31.75	2009
Intercept shift with trend	-6.54 ^a	1999	-6.64 ^a	1999	-36.22	1999
Intercept shift with regime trend	-5.85	1998	-6.09 ^a	1999	-35.98	1999

Note: a denotes significance at 5% level. Stata *ghansen* command is used with optimal lag structure chosen by Bayesian Information Criterion (BIC). Source: Author's calculations

Structural break is evident in the year 1999 which implies that ignoring it will result in wrong inferences.

Table A2: Unit root test results

Variable	Levels Test statistic	Augmented Dickey-Fuller (ADF) test		Order of integration
		Critical value	First difference Test statistic	
servgdp	-1.595	-2.980	-4.098 ***	I (1)
lgdpcap	-0.775	-1.703	-2.678 ***	I (1)
labprodgrowt	-2.383	-2.980	-6.962 ***	I (1)
h				
gfcf	-2.571	-3.572	-4.412 ***	I (1)
trade	-2.161**	-1.703		I (0)
FDI	-2.172	-3.572	-3.924 ***	I (1)

Source: Author's calculations

Unit root test results of the Augmented Dickey-Fuller test show that trade, urban population, and services trade exhibited stationarity at their levels. However, other variables exhibited non-stationarity in their levels but demonstrate stationarity when differenced. Thus, variables were integrated of different orders, some I (0) others I (1).

Table A3: Optimal lag length selection

Lag	LL	LR	Df	P	FPE	AIC	HQIC	SBIC
0	17.622				2.8E-13	-0.508	-0.359	-0.041
1	373.239	711.23	100	0	1.6E-20	-17.549	-15.906	-12.411
2	.	.	100	0	-2.4e-38*	.	.	.
3	8290.96	.	100	0	.	-532.73	-528.248	-518.72
4	8937.82	1293.7*	100	0	.	-575.85*	-571.37*	-561.84*

The optimal number of lags selected was 2 based on Final Prediction Error (FPE) criteria. While other criteria such as Akaike Information Criteria (AIC), Hannan-Quin Information Criteria (HQIC) and Schwarz Bayesian Information Criteria (SBIC) specified the optimal lag length of 4, FPE is said to be the best criteria for small sample size studies (Asghar & Abid, 2007).

Table A4: Pesaran/Shin/Smith (2001) ARDL Bounds Test Results

F test statistic = 3.773

Order of integration	Level of significance			
	10%	5%	2.5%	1%
I (0)	1.88	2.14	2.37	2.65
I (1)	2.99	3.30	3.60	3.97

Source: Authors' calculations

The ARDL bound cointegration test (Pesaran, Shin, and Smith) was used to determine whether a long-run (cointegrated) relationship exists between the study variables. The method is well suited in cases of small sample sizes and mixed orders of integration, I (0) and I (1). The null hypothesis of "no long run relationship" was tested against the alternative "there is long run relationship". Table XX shows that the calculated F-statistic (3.773) is greater than the critical values for the upper bound, I (1) at 10%, 5% and 2.5% levels of significance, implying a rejection of the null hypothesis of no-cointegration. Therefore, a long run relationship exists between study variables, necessitating the estimation of both the short run model (ARDL) and long run model (ARDL- ECM) which includes the error correction term²

Appendix 3A: 2015 Aggregated Input Output Table for Tanzania mainland

Table 1: Input-output table, 2015 (at basic prices)

		(Industry by Industry)										NPOT OF INDUSTRIES (NPOT-4)										FINAL LOSS										Total use share price																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																
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No	Code	INDUSTRIES (NPOT-4)	Agiculture	85-509	CID-23	D55	838-229	F44-43	H45-53	I5-55	J55-52	K54-66	L45-53	M45-53	N74-02	O4	P55	Q68-28	R69-93	S84-97	Total intermediate consumption										Final consumption expenditure by non-profit organisations and voluntary associations (NP5)										Final consumption expenditure by government										Gross fixed Capital Formation										Changes in non-financial assets										Changes in financial assets										Exports										Final use share price																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																					
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Source: Authors modification based on 2015 Input Output Table for Tanzania mainland (19 industries by 19 industries)

Table 9: Input-output table, 2019 (at basic prices)

Source: Authors modification based on 2019 Input Output Table for Tanzania mainland (19 industries by 19 industries)

Appendix 4: African countries and Regions in the GTAP 3 database

African Countries and Regions				Non-African Regions
Algeria Egypt Morocco Tunisia	Benin Burkina Faso Cameroon Cote d'Ivoire Ghana Guinea Mali Niger Nigeria Senegal Togo	Comoros Ethiopia Madagascar Malawi Mauritius Mozambique Rwanda Sudan Tanzania Uganda Zambia Zimbabwe	Botswana Eswani Namibia South Africa	Oceania East Asia South and Southeast Asia North America Latin America Western Europe Middle East Rest of the World
Rest of North Africa	Rest of Western Africa	Rest of Eastern Africa	Rest of the South African Customs Union	

Source: GTAP Africa 3 Data Base

Interface of the GTAP 3 Africa database

view/edit region aggregation

Click on white cells to change the aggregation. Edit table on right to change mapping from old to new regions.
Right-click table on right to reinstate an old region as a unique new region.

Type into table below to change names of new regions.
Right-click on table below to add, remove, or re-order new regions.

Current aggregation:
51 old regions map to 10 new regions

OK Cancel Help 1 to 1 Copy Paste

No.	New region code	comprising	New region description
1	Oceania	Oceania	Australia, New Zealand
2	EastAsia	EastAsia	East Asia
3	SEAsia	SEAsia	South and southeast Asia
4	NAmerica	NAmerica	North America
5	LatinAmer	LatinAmer	Latin America
6	WestEurope	WestEurope	Western Europe
7	MiddleEast	MiddleEast	Middle East
8	tza	tza	Tanzania, United Republic of
9	SSA	dza egy mar tun xnf ben bfa cmr civ gha gin mli ner nga sen tgo xwf caf tcd cog cod gng gab xac com eth ken mdg mwi mus moz rwa sdn uga zmb zwc xec bwa swz nam zaf xsc	Sub-Saharan Africa

Old region	New region	Old region description
1 dza	9 SSA	Algeria
2 egy	9 SSA	Egypt
3 mar	9 SSA	Morocco
4 tun	9 SSA	Tunisia
5 xnf	9 SSA	Rest of North Africa
6 ben	9 SSA	Benin
7 bfa	9 SSA	Burkina Faso
8 cmr	9 SSA	Cameroon
9 civ	9 SSA	C te d'Ivoire
10 gha	9 SSA	Ghana
11 gin	9 SSA	Guinea
12 mli	9 SSA	Mali

Appendix 5: Sab-Saharan Africa – Input Output Table (Extracted from GTAP 3 Africa)

SSA-IOT Basic prices																																
	€ GRANS	€ WEAT	€ MN	€ PROFOOD	€ TEXTWAPP	€ LQHEYNMF	€ HEAYWYMF	€ JUCON	€ OPT	€ MFS	€ TD	€ WTP	€ JTP	€ WMS	€ CMN	€ OFI	€ INS	€ RSA	€ OS	€ BOS	€ OS	€ EDU	€ WHI	€ DVE	Informative de 24-03-IPV	24-GOIT	24-SSAIVV	Total Final Demand	Exports	Total		
€ GRANS	38,881	7,465	786	41,722	20,025	1,068	1,069	484	367	3,986	787	47	46	694	561	68	33	94	514	1,071	1,314	137	1,305	111	176,522	174,795	348	1,379	33,673	315,830		
€ WEAT	1,417	28,214	1,090	14,971	1,038	1,144	397	1,144	286	3,377	837	211	64	186	382	21	61	254	1,143	522	1,069	391	1,880	35	47,586	147,076	237	4,807	152,530	3,307	203,413	
€ MN	547	10,050	6,068	4,953	75	7,365	19,867	32,883	568	527	208	68	26	86	185	46	17	34	2,434	215	153	32	257	70	57,386	52,037	66	3,292	153,586	199,052	403,581	
€ PROFOOD	2,231	10,958	831	48,429	816	1,110	1,937	317	397	11,340	1,260	363	129	984	703	382	224	168	1,496	2,917	2,706	2,120	10,288	45	102,241	200,866	413	4,781	266,190	27,033	335,644	
€ TEXTWAPP	1,164	469	1,166	1,359	25,111	1,826	1,256	1,309	138	295	979	86	55	172	249	60	46	28	426	725	3,330	788	5,202	10	46,249	73,919	123	683	74,135	16,095	138,778	
€ LQHEYNMF	2,764	1,319	6,389	6,295	3,321	13,359	27,416	4,694	1,505	7,578	977	2,367	1,484	4,051	1,554	782	270	6,718	15,986	7,718	2,542	6,294	721	63,556	140,088	552	83,566	204,549	41,178	331,185		
€ HEAYWYMF	13,462	2,909	21,018	7,720	45,054	29,554	78,194	82,645	33,616	1,017	3,988	8,054	9,044	1,907	6,804	786	211	230	6,432	16,268	3,743	43,353	13,207	954	338,012	120,411	662	83,466	508,114	149,553	690,114	
€ JUCON	2,081	1,980	11,300	2,978	1,351	5,547	26,804	34,937	2,247	4,755	6,537	254	178	1,104	2,036	1,710	792	3,680	3,155	4,331	7,928	5,659	6,086	3,353	270,113	49,014	2,341	270,113	321,468	6,209	468,639	
€ OPT	3,716	2,309	10,264	3,609	769	3,964	6,863	5,791	942	892	10,298	67	885	689	780	831	410	321	1,912	1,123	2,273	901	2,445	51	25,513	63,974	331	11	64,316	32,276	122,105	
€ MFS	612	657	1,993	664	363	840	1,880	924	195	1,184	3,418	44	865	689	780	831	410	321	1,912	1,123	2,273	901	2,445	51	25,513	63,974	331	11	64,316	32,276	122,105	
€ TD	13,042	21,987	12,639	23,707	8,532	28,178	41,692	12,925	2,970	9,293	10,434	444	366	698	2,713	739	455	521	17,957	15,47	2,273	2,154	6,697	391	224,355	88,897	71	30,256	118,424	3,472	346,550	
€ WTP	323	117	723	277	84	351	904	517	113	168	698	1,444	26	106	30	17	6	12	174	71	178	27	58	5	6,445	2,384	66	639	3,089	14,147	23,891	
€ JTP	206	183	1,600	548	275	676	1,340	696	154	108	2,856	20	83	169	596	327	131	53	935	720	933	577	350	10	13,745	14,412	45	878	15,335	11,967	41,047	
€ WMS	445	721	2,993	1,273	473	1,454	2,801	1,384	1,686	489	4,680	375	1,283	1,794	1,073	76	15	77	3,682	1,68	1,189	380	634	7	29,864	8,078	61	415	8,554	3,474	44,891	
€ CMN	458	439	2,246	1,710	631	1,131	11,339	1,709	618	744	7,192	167	287	777	11,321	2,228	896	604	4,743	1,753	2,910	1,632	1,514	200	56,278	62,408	1,026	7,327	70,801	7,433	134,113	
€ OFI	1,924	693	2,564	1,311	1,251	1,778	3,504	4,359	1,469	716	7,165	220	417	1,076	1,319	7,408	6,473	1,963	1,580	1,213	2,141	813	1,520	1,966	54,853	42,772	1,255	978	44,595	3,969	102,427	
€ INS	213	148	882	356	238	383	731	792	778	131	820	42	78	292	169	3,384	2,751	584	302	77	71	83	354	728	6	14,406	31,662	6	9	31,678	1,377	47,460
€ RSA	274	156	658	363	629	670	754	774	441	1,033	5,658	474	377	1,350	1,095	1,696	463	816	3,388	1,915	580	605	1,786	1,142	27,005	23,440	4,092	1,472	29,004	1,234	57,243	
€ OS	3,079	1,983	17,221	4,335	2,235	4,737	11,083	14,058	3,817	2,448	14,516	357	1,389	3,010	7,049	6,552	2,748	3,799	17,764	5,388	5,813	3,334	6,589	292	143,615	13,343	2,725	13,016	29,284	12,401	185,301	
€ BOS	40	50	343	167	539	251	178	908	87	2,213	340	39	417	70	367	206	58	293	3,695	3,318	341	595	706	34	17,579	40,142	41,079	152	81,373	1,113	100,065	
€ OS	24	75	1,853	641	1,606	527	2,073	344	138	55	584	44	20	21	1,110	60	13	120	886	1,302	1,101	1,013	437	6	10,162	13,966	123,427	813	138,206	6,987	154,456	
€ EDU	166	1,245	1,849	2,287	2,017	4,423	1,579	6,060	3,556	4,869	4,230	567	2,460	104	76	78	16	272	2,256	3,311	1,388	862	3,947	8	47,527	42,877	80,753	656	124,266	1,110	172,223	
€ DVE	22	29	225	93	68	180	113	86	454	50	129	56	59	137	141	65	25	49	144	62	90	69	70	193	2,698	67,811	272	1,647	69,530	-	721,38	
75 Land	58,826	16,088																														
74 UnsLab	59,414	48,552	34,506	28,895	10,333	20,143	25,078	61,340	14,094	23,334	96,375	1,233	1,891	3,222	10,952	9,486	3,756	2,609	14,029	14,227	27,309	10,906	21,134	1,025								
75 SKLab	3,973	7,205	8,111	10,029	5,834	8,937	12,835	27,578	17,413	8,884	31,965	1,861	2,467	4,098	14,644	28,921	14,077	8,320	28,585	30,562	30,975	38,056	33,240	3,858								
76 Capital	64,384	42,383	136,192	66,882	19,358	38,154	63,180	126,550	32,508	14,572	102,147	3,901	5,418	12,450	50,112	23,353	7,818	28,240	31,523	14,917	34,793	15,920	33,683	52,910								
77 NetRes		67,924																														
Taxes on factors	2,569	1,755	2,101	1,620	1,011	1,682	2,202	3,065	1,409	1,205	4,195	168	251	356	1,307	1,202	534	536	1,679	1,383	2,506	2,305	2,829	641								
Taxes on production (tpnd c)	823	1,184	13,329	103	18	183	1,110	4,918	1,076	868	2,206	282	113	379	1,581	1,020	521	711	865	611	519	339	418	2,284								
Taxes on exports (tee)	(5)	(0)	2,314	(3)	206	414	1,818	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-								
Taxes on products																																
total	2,743	2,509	3,804	3,377	571	2,069	1,492	1,509	3,026	1,604	1,433	600	576	571	1,543	561	596	128	1,724	793	1,404	621	3,220	621								
ROW	34,855	8,367	26,598	57,512	41,127	123,855	263,111	12,295	3,573	19,656	11,295	2,935	10,677	1,964	9,489	8,386	3,007	2,682	21,572	1,776	5,555	5,467	2,588	-								
Total Output	315,829	213,414	403,592	335,470	136,433	331,381	690,119	468,840	127,168	122,105	346,251	23,689	41,049	1,890	134,510	102,425	47,458	57,246	185,300	100,065	154,454	104,230	172,920	72,139								
column	315,830	213,413	403,591	335,464	136,478	331,385	690,114	468,839	127,173	122,105	346,250	23,691	41,047	1,891	134,513	102,427	47,460	57,243	185,301	100,065	154,456	104,233	172,923	72,138								
row-column	(1)	1	1	6	5	(4)	4	1	(5)	(0)	1	(2)	2	(1)	(3)	(1)	(2)	3	(1)	0	(2)	(3)	(3)	1								

Source: Authors' calculation based on GTAP Africa

Appendix 6: Tanzania – Input Output Table (Extracted from GTAP 3 Africa)

[illegible]

Source: Authors' calculation based on GTAP Africa

Final Demand Y

Final Demand Y

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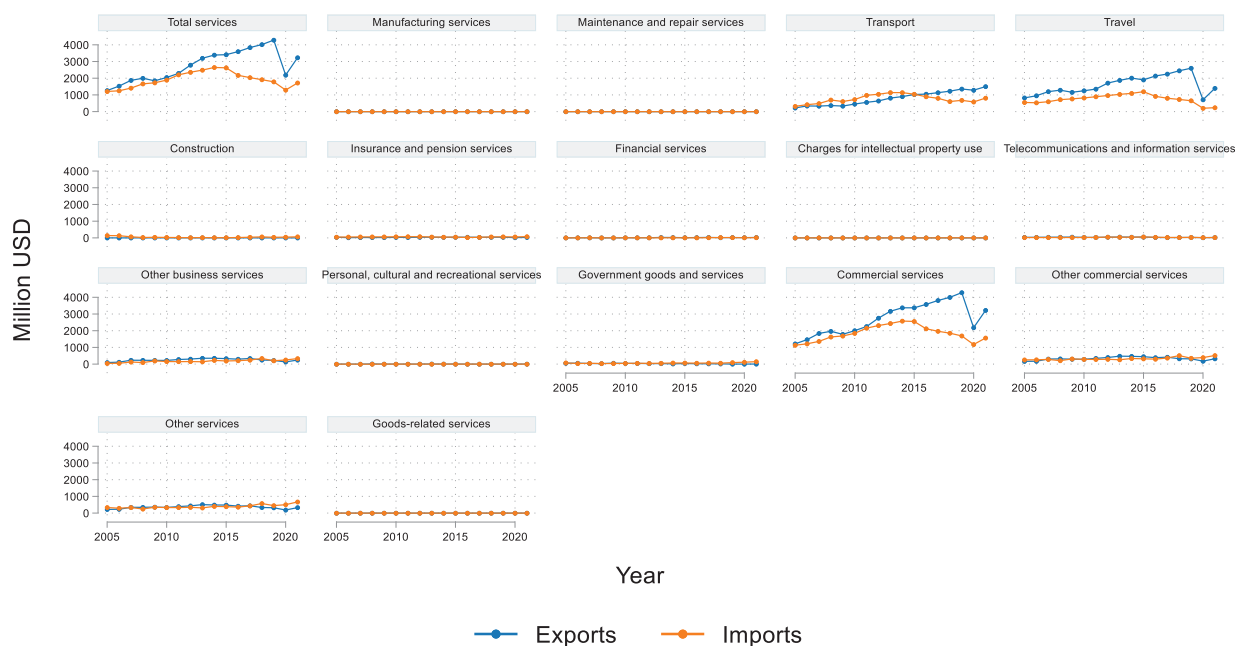
Appendix 8: Shares of Gross Domestic Product at 2015 Prices by Service sub-sectors

Sector/ Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Overall Services	40.1	39.4	40.4	40.4	40.2	39.7	39.5	39.1	39.0	39.0	39.2	39.5
Wholesale and retail trade; repairs	9.5	9.2	9.5	9.3	9.2	9.1	9.1	8.9	8.7	8.6	8.5	8.5
Transport and storage	7.3	7.3	7.4	7.3	7.3	7.3	7.6	7.7	8.0	7.9	7.8	7.8
Accommodation and Food Services	1.7	1.6	1.6	1.5	1.5	1.4	1.4	1.3	1.1	1.1	1.2	1.2
Information and communication	1.6	1.7	1.8	1.8	1.7	1.7	1.7	1.7	1.8	1.9	1.9	2.0
Financial and insurance activities	4.4	4.1	4.2	4.4	4.2	3.8	3.6	3.5	3.4	3.4	3.6	3.8
Real estate	3.3	3.3	3.2	3.1	3.1	3.0	2.9	2.8	2.8	2.8	2.8	2.8
Professional, scientific and technical activities	0.4	0.5	0.5	0.5	0.6	0.6	0.7	0.7	0.7	0.7	0.7	0.7
Administrative and support service activities	1.8	2.0	2.2	2.3	2.6	2.7	2.7	2.7	2.8	2.8	2.8	2.8
Public administration and defence	4.6	4.8	4.8	4.8	4.8	4.6	4.4	4.3	4.2	4.2	4.3	4.3
Education	2.5	2.3	2.5	2.6	2.6	2.7	2.6	2.6	2.6	2.6	2.6	2.7
Human health and social work activities	1.6	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.6
Arts, entertainment and recreation	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.4	0.4
Other service activities	0.7	0.7	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.9	0.9	0.9
Activities of households as employers;	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2

Source: National Bureau of Statistics, 2024

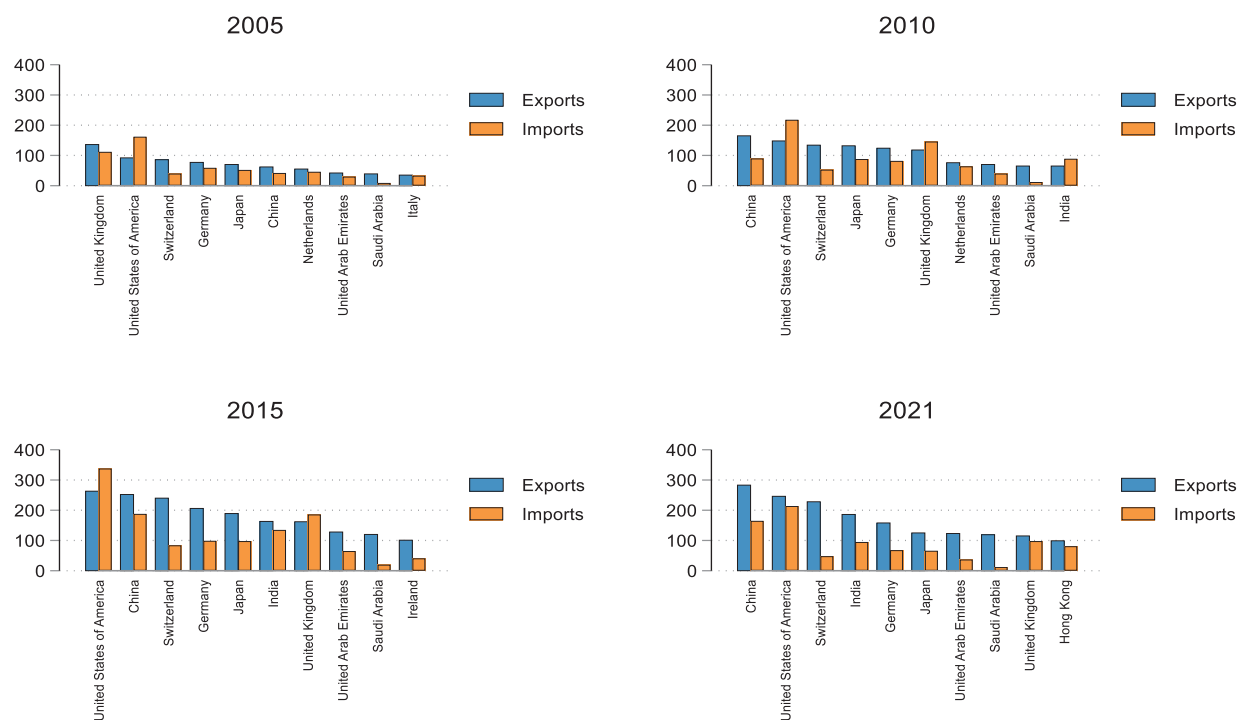
Appendix 9: Trends in the growth of service subsectors

Trade in Services by Sector From 2005 - 2021



Source: OECD-WTO data

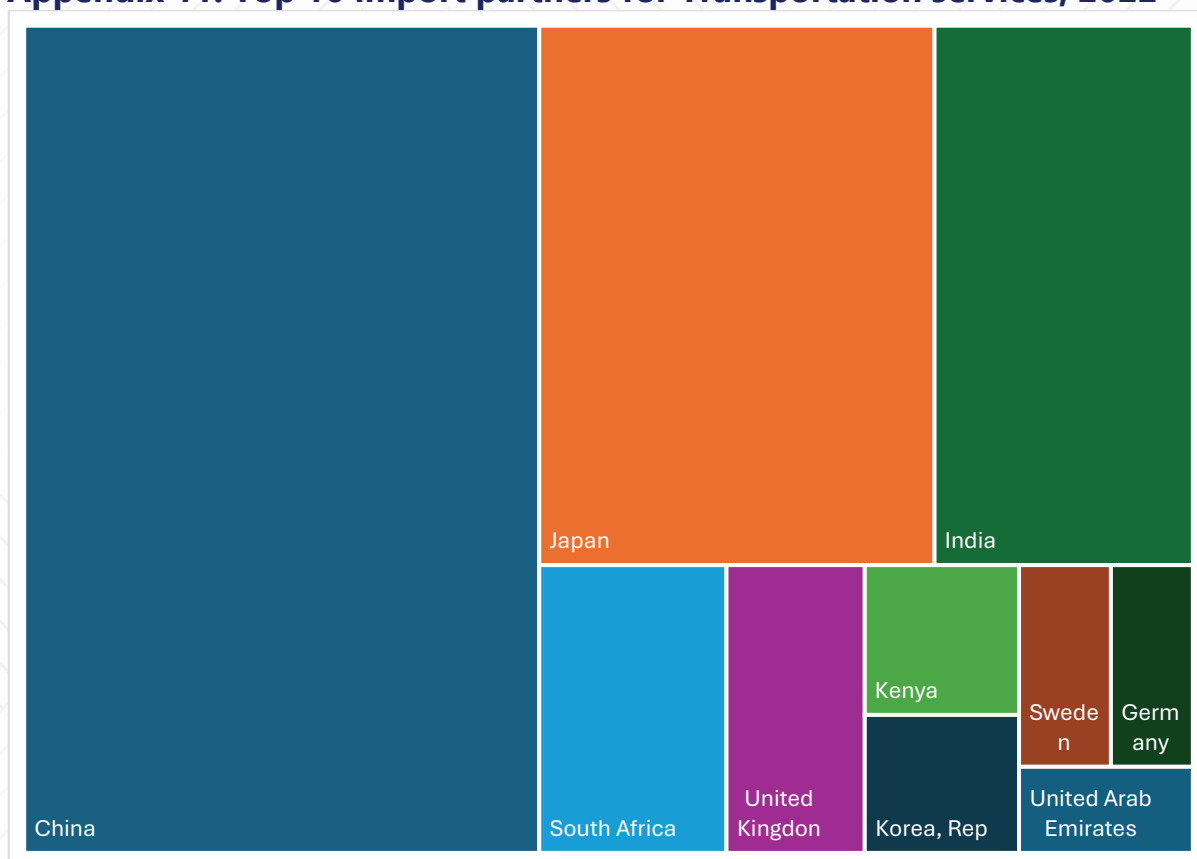
Appendix 10: Key Trading partners and export destinations



Trade in Millions USD

Source: UNCTAD statistics

Appendix 11: Top 10 import partners for Transportation services, 2022



Source: World Integrated Trade Solution (WITS)

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