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## **Report Name:** Food Processing Ingredients Annual - 2025

**Country:** Cote d'Ivoire

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**Prepared By:** Yaya Ouattara, Agricultural Marketing Specialist; Jeffrey D. Galloway, Regional Agricultural Attaché; and Mariano J. Beillard, Regional Agricultural Counselor

**Approved By:** Mariano Beillard, Regional Agricultural Counselor

### **Report Highlights:**

Côte d'Ivoire is the gateway to the francophone West African market. Its food processing sector is dynamic and growing, offering new opportunities for U.S.-origin food ingredient exporters bold enough to pioneer this market. The Ivorian food processing and manufacturing industry are dependent on imports; local industry is unable to meet growing consumer demand. In 2024, imports of food processing ingredients and related products hit roughly \$852 million, up from \$845 million in 2023. There are opportunities for wheat flour, dairy milk concentrates and powder, bakery goods and inputs, soybean meal, and others.

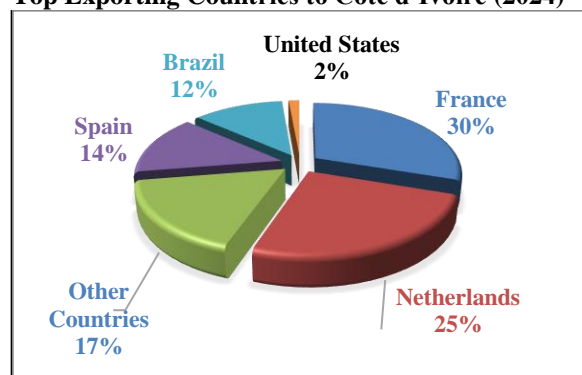
# Food Processing Ingredients Annual

## Executive Summary

Côte d'Ivoire is the gateway to the francophone West African market. In 2024, the country's gross domestic product (GDP) growth rate reached 6.6 percent, positioning the country among the fastest growing economies in the world and the largest, most influential economy in the West African Monetary Union (WAEMU). Real GDP growth in 2025 is foreseen to come in at 6.7 percent. Côte d'Ivoire is the world's top producer of cocoa and cashew nuts and is a leading player in the African marketplace.

**Consumer-Oriented Agricultural Imports:** U.S.-origin imports are low compared to those originating in France and the Netherlands which are the highest.

## Top Exporting Countries to Côte d'Ivoire (2024)



**Food Retail Industry:** Côte d'Ivoire's food retail sales reached \$48.8 billion in 2024. In 2025, the food retail industry is expected to continue to expand 10 percent following current growth trends. Large-scale distribution, covering 15-25 percent of Ivorian food purchases, continues to rapidly expand, increasing distribution opportunities and new avenues for imported products.

**Food Processing Industry:** In 2024, Côte d'Ivoire's food processing industry contributed seven percent to overall GDP. This sustained growth is due to sector diversification, including that of sugar, milling, fruit juice production, dairy products, breweries, and vegetable oils. Besides local companies, several multi-national companies play a significant role within the Ivorian food processing industry. In 2024, the food processing industry attracted \$750 million in new investments, significantly increasing the number of jobs in the industry.

**Food Service Industry:** Côte d'Ivoire's food service sales grew to \$1.4 billion in 2024, a 7.6 percent increase from 2023's sales of \$1.3 billion. In 2025,

food service sales are expected to stabilize, slowing due to the upcoming October presidential elections.

## Quick Facts CY 2024

### Imports of Consumer-Oriented Products

(\$852 million)

### List of Top 10 Growth Products in Côte d'Ivoire

- |                       |                            |
|-----------------------|----------------------------|
| 1) Dairy Products     | 2) Pork & Pork Products    |
| 3) Fresh Vegetables   | 4) Wine, Related Products  |
| 5) Beef & Beef Prod.  | 6) Non-alcoholic Bev.      |
| 7) Food Preparations  | 8) Processed Vegetables    |
| 9) Eggs, Egg Products | 10) Bakery, Cereals, Pasta |

### Food Industry by Channels (USD billion)

Retail Food Industry	\$48.8 billion
Food Service-HRI	\$1.4 billion
Food and Agriculture Exports	\$9.8 billion

### Top 10 Host Country Retailers (by sales)

- |                 |              |
|-----------------|--------------|
| 1) Prosuma      | 6) Sangel    |
| 2) CDCI         | 7) Super U   |
| 3) Carrefour    | 8) Supeco    |
| 4) Auchan       | 9) Miniprix  |
| 5) Mata Holding | 10) Monoprix |

### GDP/Population

Population (*millions*): 31.9  
 GDP (*billions USD*): \$79.4  
 GDP per capita (*USD*): \$2,728

**Sources:** National Statistics Institute, Trade Data Monitor, Central Intelligence Agency, Industry Associations, market intelligence.

## Strengths/Weaknesses/Opportunities/Threats

Strengths	Weaknesses
<ul style="list-style-type: none"> <li>Open and easily accessible market, well-established, with modern distribution channels.</li> <li>Offers tax credits and incentives to investments.</li> </ul>	<ul style="list-style-type: none"> <li>Limited purchasing power.</li> <li>Bureaucracy, slow administrative responses.</li> <li>Higher freight rates and longer transit times from U.S. ports compared to Europe.</li> <li>High cost of customs-clearance, uncertain clearance times.</li> </ul>
Opportunities	Threats
<ul style="list-style-type: none"> <li>Growing middle-class.</li> <li>Consumer demand for value, high-quality.</li> </ul>	<ul style="list-style-type: none"> <li>Strong competition from Europe and Asia.</li> </ul>

## Section I: Market Overview

Côte d'Ivoire (larger than New Mexico) sits on West Africa's Atlantic coast on the Gulf of Guinea between Ghana and Liberia; its youthful population (60 percent is under 25 years-of-age) of over 29.9 million (Central Intelligence Agency, 2024 estimate) is growing at 2.13 percent, with urbanization at 53 percent.<sup>1</sup> Côte d'Ivoire, like neighboring Ghana, is a lower-middle income country. It is nonetheless one of West Africa's most influential, stable, and rapidly developing economies, with poverty declining in urban areas albeit lingering in rural locales. It is heavily dependent on agriculture and related activities, that engages two-thirds of the populace.<sup>2</sup> Côte d'Ivoire is the world's largest producer and exporter of cocoa beans (2 million metric tons – MMT) and a major producer of coffee (among the top 10 robusta bean producers), palm oil, and cashew nuts (1.1 MMT). Even so, the country has a sizable manufacturing sector, allowing it to exert significant regional economic and political influence.

Côte d'Ivoire's favorable investment climate and dynamic economy offer opportunities in the food processing ingredients industry.<sup>3</sup> Key drivers for it include an expanding hydrocarbon sector, a good business climate, and investments in transport, digital infrastructure, and agricultural supply chains. In 2024, trade activity at the country's ports increased 15 percent, reaching 40 MMT of goods.

As the world's top cocoa and cashew nut producer, the Ivorian government is encouraging new processing facilities, sweetening deals often with financial incentives. Côte d'Ivoire is transforming itself into the central hub for the West African regional market. Traditional sectors, such as agriculture, are evolving as food processing capabilities expand with the development of new industrial zones.

The Ivorian retail sector is growing, driven by competition between foreign and national brands. Urbanization, along with a growing middle-class encourages consumers to spend more in supermarkets and shopping malls. Côte d'Ivoire's quality infrastructure combined with a stable power grid and investment incentives are stimulating developments within the food processing sector. With already strong receptivity in place for international food and retail brands, Côte d'Ivoire offers a promising port-of-entry for U.S.-origin food ingredients and processed food products. (See, [GAIN-CÔTE D'IVOIRE | IV2024-0014 | Côte d'Ivoire Food Service – Hotel Restaurant Institutional Annual – 2024](#)).<sup>4</sup>

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<sup>1</sup> Côte d'Ivoire's population, at 29.9 million (Central Intelligence Agency, 2024 estimate) is likely to continue growing for the foreseeable future since about 60 percent of the populace is under 25-years of age (as of 2020); the total fertility rate is holding steady at 3.5 children per woman, and contraceptive use is less than 30 percent.

<sup>2</sup> Agriculture accounts for 25 percent of GDP and 6 percent of export receipts. Besides cocoa and cashew nuts, Côte d'Ivoire exports coffee, rubber, cotton, palm oil, and bananas. The country imports wheat, corn meal, and dairy products and is the fifth-largest rice importer in the world, with 1.25 million metric tons (MMT) per year. It is the sixth-largest producer of milled rice in sub-Saharan Africa. The country produced 2.3 MMT of milled rice in 2022. The Ivorian government aims to be self-sufficient in milled rice by 2030. It seeks to increase domestic production to 2 MMT by 2025 from its current 1.48 MMT. To be self-sufficient, it needs to produce 2.5 MMT of milled rice. Côte d'Ivoire is self-sufficient in most staple foods.

<sup>3</sup> U.S. exporters interested in this market should engage with the Ivorian investment promotion agency (CEPICI), trade associations, and relevant government regulators and officials to better understand the benefits afforded to investors and the laws and approvals that may apply to the specific business propositions under consideration. See, *Guichet Unique du Commerce Extérieur* located at: <https://guce.gouv.ci/cepici?lang=en> and *Centre de Promotion des Investissements en Côte d'Ivoire (CEPICI) - Service à la Création d'Entreprises* located at: [https://www.cepici.gouv.ci/creation\\_entreprise](https://www.cepici.gouv.ci/creation_entreprise).

<sup>4</sup> U.S. Department of Agriculture/Foreign Agricultural Service Abidjan, Accra, "GAIN-CÔTE D'IVOIRE | IV2024-0014 | Côte d'Ivoire Food Service – Hotel Restaurant Institutional Annual – 2024," located at: [https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=Food%20Service%20-%20Hotel%20Restaurant%20Institutional%20Annual\\_Accra\\_Cote%20d%27Ivoire\\_IV2024-0014](https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=Food%20Service%20-%20Hotel%20Restaurant%20Institutional%20Annual_Accra_Cote%20d%27Ivoire_IV2024-0014).

## Advantages and Challenges

ADVANTAGES	CHALLENGES
Côte d'Ivoire's Investment Promotion Center promotes multinationals and foreign investment.	Slow and or opaque decision-making process within the Ivorian government.
Infrastructure and digitization; digital payments.	Internet quality and accessibility is still insufficient.
Expatriates and multinational companies demand innovative and high-quality ingredients.	Import procedures are complex; high cost of customs-clearance, uncertain clearance times.
The United States supplies high-quality products.	Price sensitivities. Low/medium-quality Asian goods.
Limited, but growing domestic processing industry.	Consumers prefer often domestic products.
International standards are known and accepted.	French language labeling and packaging.
A young population interested in new products.	Limited qualified staff.
Retailers use foreign goods for differentiation, build new niche markets and gain high-end consumers.	Imports are considered luxury goods. Association of Europe with sophistication and tradition.
Importers look for new-to-market products; update portfolios from time-to-time to stay competitive.	Importers buy small quantities to test the market. U.S. suppliers reluctant to sell in small quantities.
U.S. food industry is responsive to consumer demand.	U.S. foods often seen as overly processed, unhealthy.
International hotels and restaurants present.	Purchasing power of most Ivorian is low.

## Section II: Roadmap for Market Entry

**Entry Strategy:** It is recommended to work with a carefully vetted local agent, importer or distributor; while not legally required, these can provide an understanding of policies and procedures. These count with experience, networks, and knowledge of the local terrain, helping to save time and reducing liabilities. An entrenched bureaucratic mindset, a proliferation of scammers, and the language barrier represent a challenge for direct entry. (See, [GAIN-CÔTE D'IVOIRE | IV2024-0009 | Côte d'Ivoire, Retail Foods Annual - 2024](#)).<sup>5</sup>

- Collect and analyze market potential and compliance with market conditions and regulations. For that, reach out to the USDA/FAS OAA Abidjan/Accra team ([agabidjan@usda.gov](mailto:agabidjan@usda.gov) and [agaccra@usda.gov](mailto:agaccra@usda.gov)).
- U.S. Exporters should visit to learn more about the local agent, importer and or distributor and the market before signing an agreement. Contact the USDA/FAS OAA Abidjan/Accra team for assistance in identifying credible importers, franchisee and distributors.
- Directly contact the local agent, importer, franchisee and or distributor to register the U.S.-origin food, brand and agricultural products with the Ministry of Agriculture and or other competent Ivorian authorities.
- Identify and consider selling through U.S.-based consolidators who are already serving the West African region. Such consolidators usually have a good understanding of local market practices.
- Offer flexible shipping volumes and small-sized packaging with well displayed readable manufacture date and expiration date.

<sup>5</sup> U.S. Department of Agriculture/Foreign Agricultural Service Abidjan, Accra, "GAIN-CÔTE D'IVOIRE | IV2024-0009 | Côte d'Ivoire, Retail Foods Annual – 2024," located at: [https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=Retail%20Foods%20Annual\\_Accra\\_Cote%20d%27Ivoire\\_IV2024-0009](https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=Retail%20Foods%20Annual_Accra_Cote%20d%27Ivoire_IV2024-0009).

- Participate and exhibit at [USDA/FAS endorsed trade shows](#), which traditionally tend to be well attended by Côte d'Ivoire importers and are suitable venues for face-to-face meetings and networking (e.g., the Gulfood, SIAL, and Anuga food trade shows).<sup>6</sup>
- Reach out to the [State Regional Trade Group](#) (SRTG) that covers your area; FAS supports four of these non-profit organizations, which in turn assist U.S. food and agricultural businesses with the entire exporting process.<sup>7</sup>
- Contact [USDA/FAS cooperators](#); FAS partners with more than 70 non-profit trade associations that represent producers of myriad food and agricultural products.<sup>8</sup>

**Local Business Customs:** French is Côte d'Ivoire's official language. Business correspondence, catalogues, and advertising materials prepared in French are essential for being readily understood by potential partners and buyers. Business cards, or "*cartes de visite*" are routinely used. It is worthwhile to one's their title and their firm's name translated into French.<sup>9</sup>

**Import Procedures:** Ivorian companies can directly clear their goods or use a customs broker. To avoid bureaucracy, corruption and gain time, the Ivorian government developed a digital platform to streamline import process. (See, [Côte d'Ivoire - Import Requirements and Documentation \(trade.gov\)](#) and [Côte d'Ivoire - Customs Regulations \(trade.gov\)](#)).<sup>10</sup>

Côte d'Ivoire, along with other Economic Community of West African States (ECOWAS) uses a region-wide system of customs tariffs meant not to exceed 35 percent.<sup>11</sup> The government also imposes a statistical tax of 2.6 percent on all goods, a value-added-tax (VAT) of 18 percent, special levies on meat and poultry imports, and excise duties on tobacco products and alcoholic beverages. Since January 2014, taxes on tobacco products and alcoholic beverages have increased from 12 percent to 15 percent. Most

<sup>6</sup> U.S. Department of Agriculture/FAS, "Trade Shows," located at: <https://fas.usda.gov/topics/trade-shows>.

<sup>7</sup> Ibid., "Explore Exporting, Getting Started," located at: <https://www.fas.usda.gov/topics/getting-started> and the "Contact Your State Regional Trade Group" link located at: <https://www.fas.usda.gov/programs/market-access-program-map/state-regional-trade-groups>.

<sup>8</sup> Ibid. The USDA/FAS partners with over 70 non-profit trade associations, called "cooperators," representing of cornucopia of food and agricultural products — everything from pecans to papayas, from sorghum to salmon, from dried beans to beef, and beyond. USDA/FAS cooperators help to promote U.S. agricultural products around the world. Many of the cooperator organizations offer exporter assistance, sponsor trade missions, and help farmers and ranchers identify international market opportunities. Located at: <https://www.fas.usda.gov/topics/getting-started>. See also the "Browse the Directory of Cooperator Organizations" link located at: <https://fas.usda.gov/cooperators>.

<sup>9</sup> Business customs in Côte d'Ivoire are somewhat more formal than in the United States. Ivorian managers in large commercial enterprises tend to follow a Western business dress code comparable to that of any large U.S. city and dress length for women tends to be longer than in the United States with dress skirts normally worn below the knee or longer. Tropical-weight suits and clothing are appropriate throughout the year and an umbrella is essential during the April-to-July and October-to-November rainy seasons. Some businesses close during the month of August, and senior-level officials generally take vacation during the same period. Businesses and shops often close for lunch from 12:30 p.m. until 2:30 or 3:30 p.m. Banks are open until 4:00 p.m. on weekdays.

<sup>10</sup> See, U.S. Department of Commerce/International Trade Administration, "Côte d'Ivoire – Country Commercial Guide, Import Requirements and Documentation," located at: <https://www.trade.gov/country-commercial-guides/cote-divoire-import-requirements-and-documentation>. See, also "Côte d'Ivoire – Country Commercial Guide, Customs Regulations," located at: <https://www.trade.gov/country-commercial-guides/cote-divoire-customs-regulations>.

<sup>11</sup> The Economic Community of West African States (ECOWAS; also known by the acronym CEDEAO in French and Portuguese) is a regional political and economic union of fifteen countries of West Africa. Collectively, the countries comprise an area of 5,114,162 square kilometers (1,974,589 square miles) with an estimated population of over 424 million. The 15-member states include: Benin; Burkina Faso (suspended); Cape Verde; Gambia; Guinea (suspended); Guinea-Bissau; Ivory Coast; Liberia; Mali (suspended); Niger (suspended); Senegal; Sierra Leone; and Togo.

duties are based on *ad valorem* rates that are imposed on the export price prevailing in the country-of-sale or -origin and on cost-insurance-freight (CIF) values. Products must mention the origin – i.e., U.S.-origin food products must be clearly labeled “Made in the U.S.A.” Retailers prefer that consumer products be labeled in French. Manufactured food products must display the country-of-origin and expiration date.

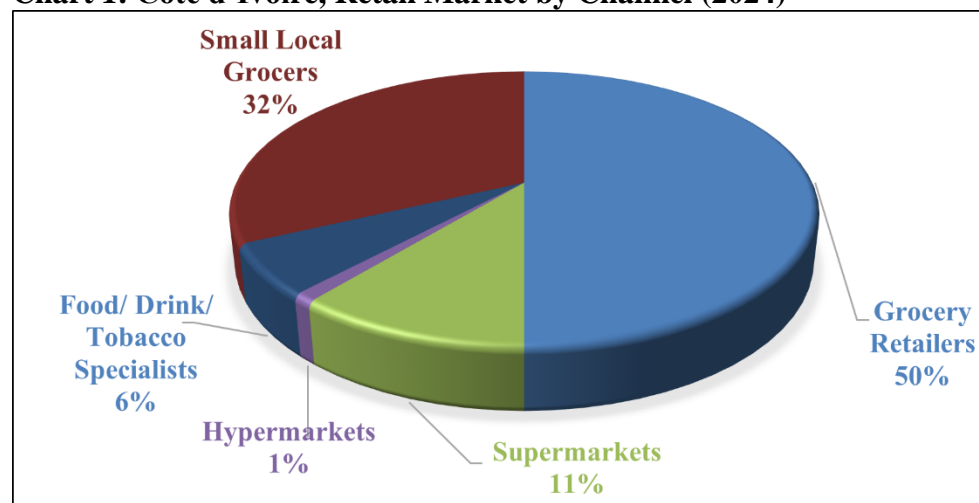
U.S. exporters should be aware of higher freight rates and longer transit times to/from the United States compared to those of European ports. There are also relatively high cost of customs-clearance and uncertain clearance times associated with dealing with Côte d’Ivoire. Other market logistical requirements by Côte d’Ivoire importers include:

- Requiring services of customs brokers and freight consolidators in the United States to handle their ordering and shipment to minimize shipping costs.
- Preference for purchasing mixed containers.
- Seeking exclusive distribution/agency agreements from exporters.

**Distribution Channels:** Commercial transactions in Côte d’Ivoire are primarily conducted at wholesale and retail outlets, including local markets, shops, and established chains. Exporters should consider the specific requirements for products and potential markets when choosing a distribution channel.

In 2024, Côte d’Ivoire’s modern retail sales more than double, growing to \$13.8 billion from \$6.6 billion (2023). Shifting trends evidence a rise in grocery retailers market share. The retail market remains dynamically competitive, with grocery retailers at the forefront. In 2024, grocery retailers market share ascended to 50 percent, followed by small local grocers with 32 percent. Lower-performing channels include food e-commerce, discounters, hypermarkets, convenience retailers, and warehouse clubs. Grocery retailers and small local grocers are more active and suitable for consumer-oriented products, while specialized shops handle categories such as seafood and beef and beef products.

**Chart 1: Côte d’Ivoire, Retail Market by Channel (2024)**



Source: Euromonitor; FAS Abidjan, Accra office research.



**Table 1: Côte d'Ivoire, Retail Market by Channel (2024, USD Millions)**

Category	2022	2023	2024	2024 Market share %
Grocery Retailers	-	6,677.8	6,948.1	50
Small Local Grocers	3,784.6	4,158.2	4,386.8	32
Supermarkets	1,278.1	1,454.0	1,495.4	11
Food/Drinks Specialists	774.3	852.4	887.2	6
Hypermarkets	126.4	143.0	149.5	1
Convenience Retailers	-	27.7	29.2	0
Discounters	-	-	-	0
Warehouse Clubs	-	-	-	0
Foods e-Commerce	2.7	2.9	3.7	0

Sources: Euromonitor; National Statistics Institute; FAS Abidjan, Accra office research.

**Market Structure:** Côte d'Ivoire's food processing industry counts with companies with access to foreign and local funding sources. Local companies, typically the small to medium-sized enterprises (SMEs), have 20 to 60 employees and average annual sales of \$1.3 million. A small group of local processors, mostly focused on cocoa and coffee, produce high-quality, limited-quantity products for luxury hotels, airports, and their own store outlets. These companies target local and regional market, using mostly domestically sourced raw materials. Foreign capital companies, usually multinationals generate average annual sales of \$16.6 million, employing approximately 100 employees. They process local raw materials for export and use imported raw materials for the domestic and regional markets.

**Share of Major Segments in the Food Processing Industry:** The milling sector represents the largest segment in Côte d'Ivoire's food processing industry, with over 700,000 metric tons (MT) of wheat flour milled last year by three companies. Wheat is the largest imported item, totaling \$222 million in 2024. Dairy is the second largest sector, with six major companies importing products to process yogurt, curdled milk, and ultra-high-temperature (UHT) milk. Other products produced locally, include sugar, canned tuna, biscuits, fruit juices, palm oils/condiments, chocolates, and brewed beverages.

### **Company Profiles and Company Products**

**Sector Trends:** Côte d'Ivoire, with its economic growth, urbanization, and expanding middle-class consumer base, is seeing demand grow for snack food and ready-to-eat products. More than 35 percent of Ivoirians shop in supermarkets for their food needs. However, most food purchases still occur at independent traditional trade outlets - kiosks, open markets, and convenience stores. These outlets account for two-thirds of consumer-packaged goods sales, often being visited multiple times per week.

**Table 2: Côte d'Ivoire, Key Food Processors**

Company	Company Profile	Company Products	Website link
Grands Moulins d'Abidjan (GMA)	GMA's flour mill is one of the largest in the WAEMU region. Products are marketed throughout the region. With 250 people, its annual turnover is over \$110 million.	Produces wheat flour, wheat bran and animal feed.	<a href="http://www.seaboardoverseas.com/location/grands-moulins-dabidjan">www.seaboardoverseas.com/location/grands-moulins-dabidjan</a>
Société Immobilière et Financière de la Côte d'Ivoire (SIFCA)/ Palmier à Huile de Côte d'Ivoire (PALMCI)	Operating since 1997, it is one of the top African palm-oil producers, counting with 40,000 hectares in production.	Palm-oil and derived products.	<a href="https://www.palmci.ci/entreprise/presentation">https://www.palmci.ci/entreprise/presentation</a>
Groupe Carré d'or, Société de Distribution et de Transformation de Matières premières en Côte d'Ivoire (SDTM-CI)	Lebanese consortium dealing in various food categories.	Confectioneries, wheat flour, pasta, tomato paste, brewery.	<a href="http://www.carredor.org">www.carredor.org</a>
Friesland Campina	Biggest dairy products processing facility.	Can milk, powdered milk.	<a href="http://www.frieslandcampina.com">www.frieslandcampina.com</a>
Unilever	Various foods processing.	Condiments and sauces.	<a href="http://www.unilever.com">www.unilever.com</a>
Brassivoire	Major local brewer.	Beer, light alcoholic beverages.	<a href="http://www.brassivoire.ci">www.brassivoire.ci</a>
Nestlé Central West Africa (CWA)	Various foods processing	Chocolate drinks and confectionary, infant foods, cereals, coffee, dairy, drinking water	<a href="http://www.nestle-cwa.com/en">www.nestle-cwa.com/en</a>

Source: Corporate websites; FAS Abidjan, Accra office research.

### Section III: Competition

Côte d'Ivoire imports food processing ingredients from various European, Asian, African, and American sources. In 2024, ingredient imports hit \$851 million, up from \$845 million in 2023. Ingredient imports included wheat flour; beverage bases; bakery goods, cereals, baking inputs; dairy milk and cream concentrated, powder; soybean meal; bottle drinks; and wine and related products. Côte d'Ivoire's top three suppliers are: 1) France (\$111 million); 2) Netherlands (\$91 million); and 3) Others (\$62 million). With U.S. exports of food ingredients of \$5 million, Côte d'Ivoire is a pioneer market with good prospects for growth. As an ECOWAS and an Africa Continental Free Trade Area (AfCFTA) member, Côte d'Ivoire tends to provide facilities for more favorable treatment to its intraregional partners.<sup>12</sup>

<sup>12</sup> East African Community, "African Continental Free Trade Area (AfCFTA) Agreement," located at: <https://www.eac.int/trade/international-trade/trade-agreements/african-continental-free-trade-area-afcfta-agreement>. The African Continental Free Trade Area (AfCFTA) is a flagship project of the African Union (AU) Agenda 2063: The Africa We Want. It is the world's largest free trade area bringing together the 55 countries of the African Union and eight Regional Economic Communities to create a single market for the continent. It furthers the free flow of goods and services across the



## Section IV: Best Product Prospects

Côte d'Ivoire presents promising opportunities for U.S. suppliers in several key sectors. Post has identified a few sub-sector trends of note and related products that have potential:

**Table 3: Côte d'Ivoire, Products Present in the Market with Good Sales Potential**

Product Category	Major Supply Sources (CY 2024)	Strengths of Key Supply Countries	Advantages and Disadvantages of Local Suppliers
Wheat Flour (HS 1001.99)	France: 55% Germany: 9% Poland: 8%	Currency, fixed rate with EURO. Allows for more competitive pricing.	Millers blending different origin wheat.
Dairy Milk, Powder, Cream, Concentrated (HS 0402.10)	France: 25% New Zealand: 20% Netherlands: 13%	Price opportunity is a key driver.	Dairy food processors use powdered milk and related products for production.
Bakery Goods, Cereals (HS 1901.20; and HS, 1904.10)	Others: 24% France: 16%	Price opportunity is a key driver.	Products demanded by the general food sector. Processed food products in demand.
Bottle drinks (HTS 2202.29)	Germany: 27% Spain: 13% Others: 12%	Price and quality are key drivers.	Local beverage industry is growing.
Beef products (HS 0206.29)	Brazil: 32% India: 11% France: 11%	Price and quality are key drivers.	Meat processing industry and retail sector. Distance and freight costs are factors.
Soybean Meal (HS 2304.00)	Argentina: 74% USA: 13% Nigeria: 11%	Price and quality are key drivers.	Weak local production.
Barley and Malt, Beer (HS 1003.10; HS 1107.10; HS 2203)	Germany: 41.7% China: 18.9% Netherlands: 14%	Price and quality are key drivers.	Industry is developing.

Source: Trade Data Monitor; FAS Abidjan, Accra office research.

**Table 4: Products Not Present in Côte d'Ivoire Market with Good Sales Potential**

Product Category/ Net Imports	Major Supply Sources	Market Overview
Canned vegetable and pulses (HS 2002.90/540)	China: 40% Iran: 16% India: 11%	Demanded by the middle-class. U.S. has higher quality compared to China, top importer with 40 percent market share.
Fructose syrup (HS 1702.60)	China: 63% Turkey: 23%	Growing beverage processing industry.
Frozen fruits (HS 0804.10)	Belgium: 30%	Exotic fruits are appreciated and demanded. Price driven market.
Whey and Modified Whey (HS 0404.10)	Turkey: 26% France: 18%	Used by some food processing units.

Source: Ivorian Ministry of Commerce, Trade Data Monitor; FAS Abidjan, Accra office research.

continent and boosts the trading position of Africa in the global market. The AfCFTA seeks to eliminate trade barriers and boost intra-Africa trade. Specifically, it targets advancing trade in value-added production across all service sectors of the African Economy. The AfCFTA aims to establish regional value chains in Africa, enabling investment and job creation, while enhancing the competitiveness of Africa in the medium- to long-term.

## Product Not Present due to Significant Barriers:

Not applicable.

## Section V: Key Contacts and Further Information

USDA/FAS Office of Agricultural Affairs (OAA) – Coastal West Africa Region	
U.S. Embassy/FAS OAA Abidjan Abidjan, Cocody Riviera Golf 01 B.P. 1712 Abidjan 01, Côte d'Ivoire Tel: +225 2722 494 000 Email: <a href="mailto:agabidjan@usda.gov">agabidjan@usda.gov</a>  Websites: <a href="https://www.fas.usda.gov/regions/cote-divoire">https://www.fas.usda.gov/regions/cote-divoire</a> <a href="http://www.fas.usda.gov">http://www.fas.usda.gov</a>	U.S. Embassy/FAS OAA Accra No. 24 Fourth Circular Road Cantonments Accra, Ghana Tel: +233 (0) 30 274-1590 Email: <a href="mailto:agaccra@usda.gov">agaccra@usda.gov</a>  Websites: <a href="https://fas.usda.gov/regions/ghana">https://fas.usda.gov/regions/ghana</a> <a href="http://www.fas.usda.gov">http://www.fas.usda.gov</a>
Links to USDA/FAS OAA – Coastal West Africa Region – FAIRS Reports	
<ul style="list-style-type: none"><li>• USDA/FAS Abidjan – <a href="#">GAIN CÔTE D'IVOIRE   IV2024-0006   FAIRS Country Report Annual-2024</a><sup>13</sup></li><li>• USDA/FAS Accra – <a href="#">GAIN-GHANA   GH2024-0007   FAIRS Country Report Annual- 2024</a><sup>14</sup></li><li>• USDA/FAS Accra – <a href="#">GAIN GHANA   GH2024-0008   FAIRS Certificate Report Annual-2024</a><sup>15</sup></li></ul>	

Note: The GAIN-CÔTE D'IVOIRE | FAIRS Country and Certificate Annual-2025 reports are scheduled for release in September 2025. The GAIN-GHANA | FAIRS Country and Certificate Annual-2025 reports are scheduled for release in June 2025. Other FAIRS Subject reports are rolled out on an ongoing basis.

Links to U.S. Government Sources
<ul style="list-style-type: none"><li>• USDA/FAS – Global Agricultural Trade System (GATS): <a href="https://www.fas.usda.gov/GATS">https://www.fas.usda.gov/GATS</a></li><li>• USDA/FAS – Global Agricultural Information Network (GAIN): <a href="https://gain.fas.usda.gov/">https://gain.fas.usda.gov/</a></li><li>• U.S. Department of Commerce/International Trade Administration (ITA), “Côte “Côte d’Ivoire – Country Commercial Guide, Customs Regulations,” located at: <a href="https://www.trade.gov/country-commercial-guides/cote-divoire-customs-regulations">https://www.trade.gov/country-commercial-guides/cote-divoire-customs-regulations</a></li><li>• U.S. Department of Commerce/International Trade Administration (ITA) - Ghana Country Commercial Guide: <a href="https://www.trade.gov/country-commercial-guides/ghana-market-overview">https://www.trade.gov/country-commercial-guides/ghana-market-overview</a></li><li>• U.S. Embassy Abidjan, Côte d'Ivoire: Website: <a href="https://ci.usembassy.gov/">https://ci.usembassy.gov/</a></li><li>• U.S. Embassy Abidjan, Côte d'Ivoire: X: <a href="https://x.com/USEmbAbidjan">https://x.com/USEmbAbidjan</a></li><li>• U.S. Embassy Abidjan, Côte d'Ivoire: Facebook: <a href="https://www.facebook.com/USAbidjan/?ref=ts&amp;fref=ts#">https://www.facebook.com/USAbidjan/?ref=ts&amp;fref=ts#</a></li><li>• U.S. Embassy Abidjan, Côte d'Ivoire: Instagram: <a href="https://www.instagram.com/USEmbAbidjan/">https://www.instagram.com/USEmbAbidjan/</a></li></ul>

<sup>13</sup> U.S. Department of Agriculture/Foreign Agricultural Service Abidjan, Accra, located at: <https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Country%20Report%20Annual%20Accra%20Cote%20d'Ivoire%20IV2024-0006>.

<sup>14</sup> U.S. Department of Agriculture/Foreign Agricultural Service Accra, located at: <https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Country%20Report%20Annual%20Accra%20Ghana%20GH2024-0007>.

<sup>15</sup> Ibid, located at: <https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Export%20Certificate%20Report%20Annual%20Accra%20Ghana%20GH2024-0008>.

<b>Côte d'Ivoire, Government Regulatory Agencies</b>	<b>Role</b>
<b>Ministry of Tourism and Leisure – Ministère Tourisme et des Loisirs</b> Address: Plateau, Immeuble Postel 2001, 19 <sup>th</sup> Floor Phone: (+225) 27-20242659/ 27-20242664 Website: <a href="https://tourisme.gouv.ci/">https://tourisme.gouv.ci/</a>	National Tourism Authority
<b>Ministry of Agriculture and Rural Développement - Ministère de l'Agriculture et du Développement Rural</b> Address: Plateau, Immeuble Caistab, 24 <sup>th</sup> & 25 <sup>th</sup> Floor Phone: (+225) 27-20214238/ 27-20214615 Website: <a href="https://agriculture.gouv.ci/">https://agriculture.gouv.ci/</a>	National Agricultural and Rural Development Authority
<b>Ministry of Animal Husbandry – Ministère de l'Élevage</b> <b>Côte d'Ivoire Veterinary Services Directorate (VSD) - Direction des Services Vétérinaires</b> Address: Plateau, Immeuble N'SIA, 17 <sup>th</sup> Floor Phone : (+225) 27-20218972	National Animal Health Authority
<b>Ministry of Animal Resources and Fisheries - Ministère des Ressources Animales et Halieutiques</b> Address Secrétariat du Ministre Immeuble CAISTAB, 11ème Phone: (+225) 20-229930 and (+225) 20-213423 Website: <a href="https://www.ressourcesanimales.gouv.ci/accueil/">https://www.ressourcesanimales.gouv.ci/accueil/</a>	National Livestock and Fisheries Authority
<b>Ministry of Commerce and Industry - Ministère du Commerce et de l'Industrie</b> Website: <a href="http://www.commerce.gouv.ci">www.commerce.gouv.ci</a>	National Commerce and Industrial Authority
<b>Côte d'Ivoire Customs (Head Office) - Les Douanes Ivoiriennes</b> Address: Plateau, Face Place de la République Phone: 800-800-70 (Toll free) Website: <a href="https://www.douanes.ci/">https://www.douanes.ci/</a>	National Customs Authority
<b>CODINORM (Standards Authority) - Côte d'Ivoire Normes</b> Cocody 2 Plateau/Sideci / Angle Boulevard Latrille-Rue K 115 Villa 195 (SOCOCE 2 Plateau) Phone: (+225) 27-22411791/ (+225) 27-22590010 Email: <a href="mailto:info@codinorm.ci">info@codinorm.ci</a>	National Standards Authority
<b>National Statistics Institute - Institut National de Statistiques (INS)</b> Website: <a href="http://www.ins.ci">www.ins.ci</a>	National Statistical Authority

#### Attachments:

No Attachments