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Report Highlights:

Côte d'Ivoire's food imports are expected to grow in the near- to medium-term. The Ivorian retail food industry is unable to meet strong consumer demand solely through the provision of domestic food manufactures. Côte d'Ivoire, along with its two main Ports of Abidjan and San Pédro, serves as the gateway to francophone Africa and 165 million consumers, acting as a central hub for the greater West African regional market (500 million consumers). The country's food retail sector benefits from a growing middle-class (with its preferences for both local and foreign tastes). Ivorian consumer demand for quality food imports is resilient despite the high cost of living. U.S.-origin imports are low compared to those from the European Union (EU), namely out of France and the Netherlands. These benefit from more favorable terms of trade thanks to the EU-Côte d'Ivoire Economic Partnership Agreement (EPA); than do U.S.-origin commodities, which are only accorded less favorable Most-Favored-Nation treatment.

Côte d'Ivoire – Retail Foods Annual – 2026

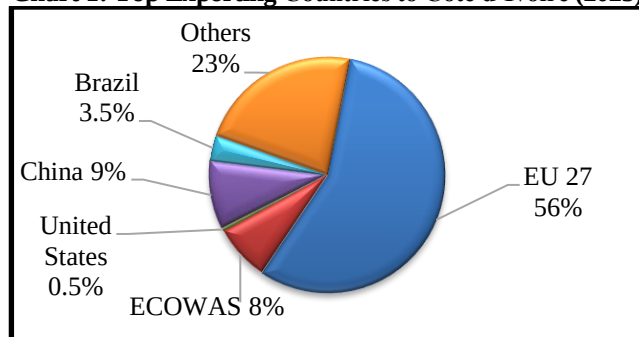
Executive Summary:

Francophone Côte d'Ivoire, a lower-middle-income country situated in West Africa, is strategically within reach of 165 million consumers; including all eight (8) member states of the West African Economic and Monetary Union (WAEMU/UEMOA). This figure expands to 500 million when West Africa as a whole is included; with its regional markets of 17 countries and their highly integrated political and trade frameworks.

In calendar year (CY) 2025 (January-December), Côte d'Ivoire's 2025 Gross Domestic Product (GDP) reached \$98.9 billion in current nominal prices, according to the International Monetary Fund (IMF); in 2026, it is tracking at \$112 billion. Maintaining its place as one of West Africa's leading economic engines, fueled by 6.5 percent (2025) real GDP growth. Per capita income of \$3,016, is up from \$2,724 registered in 2024, placing it in the middle of the pack in lower-middle-income bracket. Côte d'Ivoire is also the global top producer of cocoa and cashew nuts.

Consumer-Oriented Agricultural Imports: U.S.-origin imports are low compared to those originating in the European Union (EU), namely out of France and the Netherlands. These benefit from more favorable terms of trade through the EU-Côte d'Ivoire Economic Partnership Agreement (EPA); than do U.S.-origin commodities, which are only accorded less favorable Most-Favored-Nation (MFN) treatment. European consignments will benefit from historic trade and closer shipping proximity.

Chart 1: Top Exporting Countries to Côte d'Ivoire (2025)



Food Retail Industry: In 2025, Côte d'Ivoire's food retail sector sales reached \$6.9 billion. The Ivorian food retail industry is growing at 10 percent annually. Large-scale distribution, covers 15-25 percent of purchases.

Food Processing Industry: In 2025, Côte d'Ivoire's food processing industry accounts for 7 percent of GDP. Cocoa and cashews contributed 15-16 percent to the nominal GDP; or \$14.8 billion to \$15.8 billion in this \$98.9 billion economy. The Ivorian government is promoting increased diversification into sugar, milling, fruit juice production,

dairy processing, breweries, and vegetable oils.

Food Service Industry: In 2025, Côte d'Ivoire's food service sales grew to \$1.8 billion, up 28.5 percent from 2024. Through 2026, food service sales are expected to increase in tandem with infrastructure development.

Quick Facts CY 2025

Imports of Consumer-Oriented Products (\$1 billion)

Top 10 Growth Products in Côte d'Ivoire

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

Food Industry by Channels (USD billion)

Retail Food Industry	\$6.9 billion
Food Service-HRI	\$1.8 billion
Food Processing	\$3.6 billion
Food and Agriculture Exports	\$14.8 billion

Top 10 Côte d'Ivoire Retailers

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

GDP/Population

Population (millions): 33.5
GDP (billions USD): \$98.9
GDP per capita (USD): \$3,016

Sources: National Statistics, Trade Data Monitor, Central Intelligence Agency, Trade and Industry.

Strengths/Weaknesses/Opportunities/Threats

<u>Strengths</u>	<u>Weaknesses</u>
- Modern distribution channels. - Middle class, young population.	- Price sensitive. - Freight rates, longer transit times from USA. - High MFN duties, port and bureaucratic delays.
<u>Opportunities</u>	<u>Threats</u>
Consumers demand value, high-quality at low-cost.	- EU-Côte d'Ivoire Economic Partnership Agreement (EPA). - EU, China, ECOWAS.

Section 1: Market Overview

Côte d'Ivoire, with a nominal GDP of \$98.9 billion and a highly strategic location, acts as an economic anchor in Francophone West Africa. On a global-scale, Côte d'Ivoire is a lower-middle-income economy but nonetheless is a major regional economic powerhouse on the African continent. It is on track to become an upper-middle-income economy by 2030. The country has a projected growth of 6.7 percent in 2026, supported by contained inflation at 1.5 percent. The country's youthful population (60 percent is under 25 years-of-age) of over 33.5 million (World Bank, 2026⁵ estimate) is growing at 2.4 percent, with urbanization at 55 percent.¹ Côte d'Ivoire is also 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). At the same time, the country has developed a sizable manufacturing sector, allowing it to exert major regional economic and political influence.

Côte d'Ivoire food processing ingredients industry is developing thanks to a growing energy sector, urbanization, and relatively large middle-class. In 2025, Côte d'Ivoire's food imports increased 24 percent, growing from \$851 million to \$1 billion. It is transforming itself into a central hub for the greater West African market. The agricultural sector is evolving as domestic food processing capabilities expand.

Côte d'Ivoire's favorable business environment and improved transportation network and intermodal capabilities, offers opportunities in the food processing ingredients industry and agricultural supply chains. In 2025, Ivorian port trade grew 17 percent to 46.9 MMT. The country is Sub-Saharan Africa's fourth-largest agrifood importer, spending \$3.5 billion to \$3.8 billion annually on food imports. Côte d'Ivoire anchors West Africa's import economy, serving as a food manufacturing hub for the ECOWAS region.² As the global top cocoa and cashew producer, Côte d'Ivoire use financial incentives to attract foreign direct investment. Ivorian factories and modern retail markets import bulk inputs, such as, Asian (Vietnamese, Thai, and Indian) rice and EU-origin wheat and powdered milk.

The Ivorian retail sector encompasses foreign and national brands. Urbanization, and a growing middle-class, encourages consumer spending in supermarkets and shopping malls. Better infrastructure, combined with a stable power grid stimulate the growth of agro-processing. Ivorians are receptive to international food and retail brands; making Côte d'Ivoire a promising port-of-entry for affordably priced U.S.-origin food ingredients and processed products. (See, [GAIN-CÔTE D'IVOIRE | IV2025-0017 | Côte d'Ivoire Food Service – Hotel Restaurant Institutional Annual – 2025](#)).³

¹ The World Bank, "Cote d'Ivoire | Data," located at: <https://data.worldbank.org/country/cote-divoire>. As per the World Bank, the population of Côte d'Ivoire is approximately 33.5 million people in 2026.

² The ECOWAS (Economic Community of West African States) in 2026, is split into a fragmented 12-member customs union (Benin, Cabo Verde, Côte d'Ivoire, The Gambia, Ghana, Guinea, Liberia, Nigeria, Senegal, Sierra Leone, and Togo). With Burkina Faso, Mali, and Niger operating as the Alliance of Sahel States (AES) Confederation (formally and legally exiting on January 29, 2025), ECOWAS has shrunk by 50 percent of its geographic land area and lost ~76 million people. Guinea-Bissau remains officially suspended from the bloc following its own military coup d'état (November 26, 2025) but continues to benefit from preferential customs duties under the ECOWAS Trade Liberalization Scheme (ETLS). Goods moving out of Guinea-Bissau still flow duty-free to active member states.

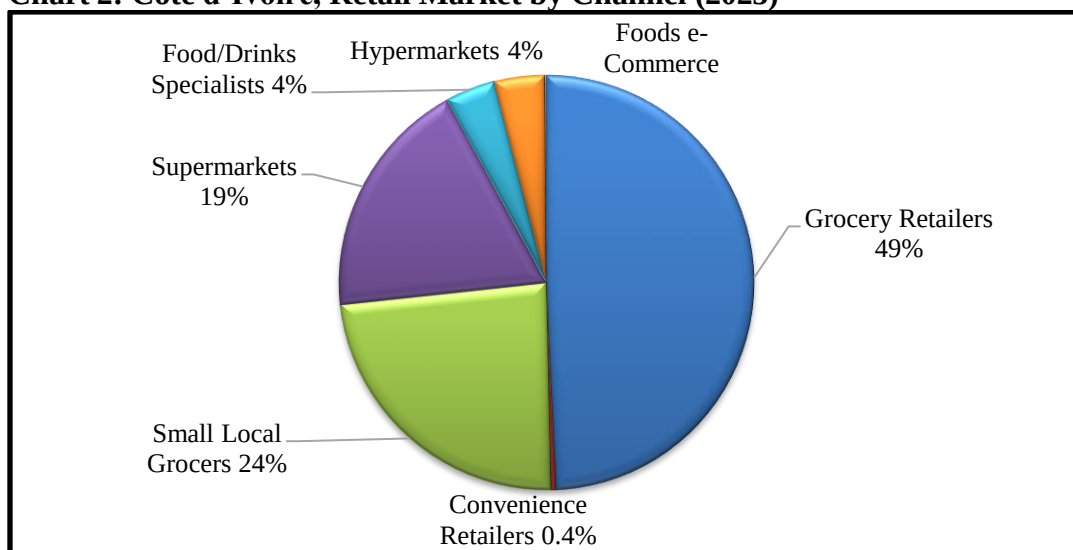
³ U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) Accra, Abidjan, "[GAIN-CÔTE D'IVOIRE | IV2025-0017 | Côte d'Ivoire Food Service – Hotel Restaurant Institutional Annual – 2025](#)," located at: <https://www.fas.usda.gov/data/cote-divoire-food-service-hotel-restaurant-institutional-annual-0>.

Advantages and Challenges

ADVANTAGES	CHALLENGES
International hotels and restaurants present.	Slow and or opaque decision-making process within the Ivorian government. Limited qualified staff.
Infrastructure and digitization; digital payments.	Internet quality and accessibility is still insufficient.
Expatriates and multinationals 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.
A growing domestic processing industry.	Consumers prefer often domestic products.
International standards are known and accepted.	French language labeling and packaging.
Importers look for new-to-market products; updating portfolios from time-to-time to stay competitive.	Purchasing power of Ivorian is low. U.S.-origin products face a higher MFN rate than EU/UK-origin products that benefit from the EPAs.
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.
A young population interested in new products.	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.

Retail Sales by Channel

Chart 2: Côte d'Ivoire, Retail Market by Channel (2025)



Sources: Euromonitor; FAS Accra, Abidjan office research.

Table 1: Côte d'Ivoire, Retail Market by Channel (2025)

Category	2024 (\$ Million)	2025 (\$ Million)	2025 % Market Share
Grocery Retailers	3,945.2	4,266.8	49
Convenience Retailers	30.0	33.1	0.4
Small Local Grocers	1,957.3	2,089.3	24
Supermarkets	1,450.7	1,591.8	19
Food/Drinks Specialists	352.0	376.2	4
Hypermarkets	155.2	176.3	4
Discounters	-	-	0
Warehouse Clubs	-	-	0
Foods e-Commerce	3.6	4.7	0.1
Total	7,894	8,538.2	

Sources: Euromonitor; Côte d'Ivoire National Statistics Institute; FAS Accra, Abidjan office research.

The Ivorian retail sector is growing at an accelerated pace; estimated at \$6.9-\$8.9 billion and foreseen to reach \$13 billion by 2030. In the retail market by channel, Grocery Retailers hold the lead with 49 percent of market share, followed by Small Local Grocers. High-performance channels include: 1) Grocery Retailers; 2) Small Local Grocers; and 3) Supermarkets. At the lower end of the performance spectrum are located the food e-Commerce, the discounters, hypermarkets, and warehouse clubs.

The retail sector benefits from the expansion of cold chain system infrastructure and better supply chains. Driving demand for food and consumer goods is economic growth and urbanization sustained by population growth. Demand growth pressures supply chains to provide products in sufficient quantities and on time. Supermarkets work with their suppliers to avoid stockouts.

Section 2: Road Map for Market Entry

Entry Strategy: It is advisable to work with a carefully vetted local agent, importer or distributor; while not legally required, these can provide an understanding of policies and procedures. (See, [GAIN-CÔTE D'IVOIRE | IV2026-0006 | Côte d'Ivoire Exporter Guide Annual](#)).⁴

- Collect and analyze market potential and compliance with market conditions and regulations. For that, reach out to the USDA/FAS Accra, Abidjan team.
- 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 Accra, Abidjan team for assistance in identifying credible importers and distributors.
- Liaise with the local agent, importer and or distributor to register the U.S.-origin food and agricultural products with the Ministry of Agriculture and or other competent 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 packages with manufacture and expiration dates.
- Participate in USDA/FAS sponsored and endorsed trade shows, which tend to be well attended

⁴ U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) Accra, Abidjan, "GAIN-CÔTE D'IVOIRE | IV2026-0006 | Côte d'Ivoire Exporter Guide Annual – 2026," located at: <https://www.fas.usda.gov/data/gain/2026/07/cote-divoire-exporter-guide-annual>.

by Ivorian importers and are suitable venues for face-to-face meetings and networking (e.g., the Gulfood Dubai and Anuga food trade shows).

Local Business Customs: French is Côte d’Ivoire’s official language. Business correspondence, catalogues, and advertising materials prepared in French are essential for being understood by partners and buyers. Business cards, or “*cartes de visite*,” are widely used; do translate titles’ into French.⁵

Import Procedures: Ivorian companies can directly clear their goods or use a customs broker. To lessen bureaucratic hurdles, combat corruption, and gain time, the Ivorian government developed a digital platform to streamline import procedures. (See, [Côte d’Ivoire - Import Requirements and Documentation \(trade.gov\)](https://www.trade.gov/country-commercial-guides/cote-divoire-import-requirements-and-documentation) and [Côte d’Ivoire - Customs Regulations \(trade.gov\)](https://www.trade.gov/country-commercial-guides/cote-divoire-customs-regulations)).⁶ Cote d’Ivoire, along with other Economic Community of West African States (ECOWAS) uses a region-wide system of customs tariffs fixed not to exceed 35 percent.⁷ 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 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. All products must mention the origin; for example, 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 an expiration date.⁸

⁵ Business customs in Côte d’Ivoire are 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 their vacations during the same period. Businesses and shops often close for lunch from 12:30 p.m. until 2:30 p.m. or even as late as 3:30p.m. Banks are open until 4:00 p.m. on weekdays.

⁶ U.S. Department of Commerce (DOC)/International Trade Administration (ITA), “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 the “Côte d’Ivoire – Country Commercial Guide, Customs Regulations,” located at: <https://www.trade.gov/country-commercial-guides/cote-divoire-customs-regulations>.

⁷ The Economic Community of West African States (ECOWAS) is a regional political and economic union; currently consisting of twelve (12) countries in West Africa. Collectively, the countries comprise an area of 2,332,770 square kilometers (900,684 square miles), with an estimated population now of 348 to 352 million following the exit of Burkina Faso, Mali, and Niger on January 29, 2025. These three Sahelian states, before withdrawing from ECOWAS, accounted for 2,781,431 square kilometers (1,073,912 square miles) out of the bloc’s earlier 5,114,162 square kilometers (1,974,589 square miles). Total pre-exit ECOWAS population stood at over 424 million; with Burkina Faso, Mali, and Niger accounting then for 73 to 76 million people, or about 16 percent of the total population. The remaining 12-member states include: Benin; Cape Verde; Côte d’Ivoire; The Gambia; Ghana; Guinea (suspended); Guinea-Bissau; Liberia; Nigeria; Senegal; Sierra Leone; and Togo. The withdrawal of the three Sahelian states reduced the size and geographic reach of the ECOWAS bloc. While not the most economically powerful members, the Sahelians’ departure is a blow to regional unity and the bloc’s influence. The split is likely to impact regional food security and trade, but the landlocked Sahelians insist that they will maintain free trade with ECOWAS members.

⁸ Côte d’Ivoire, like neighboring Ghana, enforces the exact same Protocol on Rules of Origin. A U.S. food exporter cannot bypass tariffs by shipping bulk commodities to France or the UK for simple repackaging, sorting, or labeling before sending them to Abidjan. The Ivorian Customs authority (*Direction Générale des Douanes*) will cross-reference all high-value

U.S. exporters should factor for higher freight rates and longer transit times to/from the United States as compared to Europe. There are also relatively high cost of customs-clearance and uncertain clearance times associated when dealing with Côte d'Ivoire. Other market logistics 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 occur through wholesale or retail outlets, which can be found in local markets, shops, or established chains. U.S. exporters should consider the specific requirements of their products and the potential market when selecting a distribution channel.

Share of Major Segments in the Food Processing Industry: The milling sector in Côte d'Ivoire controls the largest segment of the country's food processing industry. In 2025, more than 266.3 MMT of wheat was imported into the country for processing by just three companies. Wheat is the largest imported item in the country. The second largest import in Côte d'Ivoire is dairy. Six companies are importing dairy and dairy products for processing into yogurt, curdled milk, and ultra-high temperature (UHT) milk. Rounding out the list are products that have been produced locally, such as sugar (222,000 MT), tuna production (canned), biscuits, fruit juices, palm oil/condiments, chocolates, and breweries.

Sector Trends: There is growing demand in Côte d'Ivoire for retail friendly snack foods and ready-to-eat food products attributable to the country's economic growth, urbanization, and its growing middle-class and overall population growth.⁹ Demand for food puts pressure on supply chain players to deliver products in sufficient quantities and on time. The retail sector's revenue is up by more than 10 percent year-on-year, a sign of robust trading activity. Industry experts comment that over 35 percent of Ivoirians now shop in supermarkets for their food needs. However, most Ivoirians continue to prefer to shop for most of their food needs at more traditional trade outlets such as kiosks, open markets, and convenience stores. Reportedly, open markets and convenience stores account for two-thirds of consumer-packaged goods sales and are visited multiple times per week.

General Consumer Taste and Trends: Côte d'Ivoire's rapid economic growth is enabling the development of more affluent middle-class consumers. Middle class consumers are often inclined to pay a premium for quality, brand image, and fast service, thereby favoring brands that embody success and modernity. There are opportunities to tap into the demand of aspirational consumers for premium food and beverage products. For instance, in 2025, Côte d'Ivoire's wine products imports (mainly from the EU) increased by nearly 37 percent to \$73 million, up from 2024's by value imports of \$53 million.¹⁰

Côte d'Ivoire's retail food sales reached \$53.6 billion in 2025, accounting for 5 percent of Ivorian GDP. The retail sector is experiencing growth; and in its wake, attracting foreign retailers, such as Carrefour

imports through the digital single-window to verify strict product transformation or "wholly obtained" biosecurity certificates, preventing third-party goods from slipping through the European tariff loop.

⁹ Côte d'Ivoire's National Institute of Statistics (INS) informs that the country's urban population is growing by 3.8 percent per annum.

¹⁰ Côte d'Ivoire is the fourth largest wine products importer in Africa and the 27th largest in the world.

and Auchan. There is growing consumer demand for foreign products and brands. Nonetheless, the traditional retail market does grapple with supply chain challenges; allowing the informal retail sector to hold 75 percent of the market. Retail market growth is benefiting with the expansion of e-Commerce.¹¹

Côte d'Ivoire's retail food sector has grown with urbanization, as well as with young Ivorian's embrace of social media alongside a growing middle-class. Consumers demand higher quality products and embrace Western tastes and styles. This shift increasingly favors quick service chains, such as Burger King, KFC, and Pizza Hut. Spurred on by the adoption of a western business lifestyle, the snacks food market is evolving to meet the eating habits of consumers. Snack offerings play a major role in out-of-home consumption and have gone far beyond just quick service. The sector today incorporates snacks produced by bakeries, restaurants with a takeaway offering, mass distribution, and local shops. In Côte d'Ivoire, the snack food market is diversified, encompassing chips, donuts, caramel, and sweet breads.

Section 3: Competition

Côte d'Ivoire's Ministry of Commerce and the Ministry of Animal Resources and Fisheries (MIRAH) inform that in 2025, imports of fish products represented a very significant share of Ivorian consumption, with 85 percent of fish protein requirements covered by imports and approximately 853,163 MT (\$1 billion) of fish import, up by 19 percent. This highlights Côte d'Ivoire's heavy reliance on imports to meet its demand for fish (estimated at 650,000 MT against 110,000 MT of local production). These imports are valued at \$1 billion. The country's main suppliers include Chile (146,708 MT), China (120,456 MT), Senegal (99,842 MT), and Mauritania (98,069 MT).¹²

Côte d'Ivoire is dependent on rice and soft wheat imports. It is Africa's second largest importer of rice (after Nigeria) with 2 MMT (\$1.1billion); required to cover annual local consumption demand of 2.5 MMT. The main suppliers are: 1) Vietnam (938,217 MT); 2) India (654,274 MT); and 3) Pakistan (180,936 MT). Wheat imports of 875,654 MT (\$266.3 million), are up 20 percent compared to 2024. Key suppliers are: 1) France (479,402 MT); 2) Germany (131,632 MT); and 3) Lithuania (124,959 MT).

The United States is Côte d'Ivoire's 26th largest supplier of food ingredients, with just less than 1 percent of the market. The Ivorian's top suppliers include France, with a 12 percent (\$123 million) market share and the Netherlands with an 11 percent (\$118 million) slice of the market pie. Côte d'Ivoire's overall ingredients imports reached \$1 billion in 2025, up by 23 percent compared to 2024 (\$851 million). Ingredient imports include wheat, beverage bases, baking inputs, cream and powdered or condensed milk, breakfast cereals, bottle drinks, and wine.

U.S.-origin food and agricultural products face competition from the EU's France and the Netherlands. These EU members benefit from more favorable terms of trade due thanks to the EU-Côte d'Ivoire Economic Partnership Agreement (EPA); than do similar U.S.-origin consignments, that are only accorded Most-Favored-Nation (MFN) treatment. European competitors benefit from historic trade links

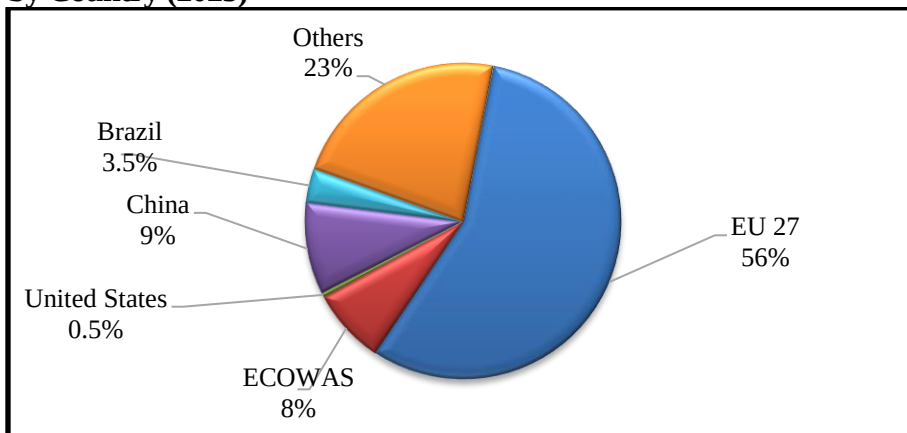
¹¹ Côte d'Ivoire's telecommunications infrastructure and growing internet access have laid the groundwork for the further development of e-Commerce. A growing number of Ivorians are accessing sales platforms and websites through their smartphones. According to the country's telecom sector regulator, the mobile internet penetration rate is estimated at 145 percent, corresponding to 41.4 million active accounts (i.e., most people have more than one SIM card).

¹² Côte d'Ivoire is the Africa largest seafood importer and the world's 18th largest.

and shipping proximity. In recent years, U.S. agricultural exports to Côte d’Ivoire been largely bulk and intermediate commodities, fueled by USDA FAS foreign food assistance programming.

Limiting Côte d’Ivoire’s imports of U.S.-origin food and agricultural products is the MFN treatment extended by the Ivorians to non-ECOWAS trade partners. The ECOWAS Common External Tariff (CET) slaps a protective 20 percent to 35 percent tariff on finished consumer foods from non-ECOWAS sources such as the United States. The CET does keep customs tariffs low at 5 to 10 percent for unprocessed agricultural inputs, allowing Ivorian food manufactures to nevertheless import bulk global raw materials for local processing. These as finished (i.e., value-added) foods go into the domestic market, as well as are also exported regionally without tariffs. The latter undermines the landed-cost price competitiveness of non-ECOWAS trader partners (such as the United States) within the ECOWAS regional bloc.¹³

Chart 3: Côte d’Ivoire, Top Suppliers – Consumer-Oriented Products by Country (2025)



Section IV: Best Product Prospects

Among the top product prospects, meat and meat product imports (\$165.5 million in 2024), offer good potential for greater growth going forward. Trade sources inform that meat products form one of Côte d’Ivoire’s largest retail food market segments; alongside poultry and seafoods. Dairy products are also in high demand, as Côte d’Ivoire is 83 percent dependent on imported milk and dairy derivatives.¹⁴ Rice and wheat could offer good product prospects, that is, if a more favorable pricing referential can be accorded for U.S.-origin rice and lower taxes assessed on U.S.-origin wheat by placing it on a more equal footing with EU-origin wheat. Beverages in general, fresh and dried fruits, and vegetables also offer some prospects as the local production is limited, while consumption is high. Imported prepared sauces, condiments and seasonings are appreciated by consumers despite important local production.

¹³ While the Ivorian government has liberalized the import of goods and services, with reportedly no quotas, importers do need to obtain prior authorization or import licenses for the vast majority of products. See, Department of Commerce (DOC)/International Trade Administration (ITA), “Côte d’Ivoire – Prohibited & Restricted Imports,” located at: <https://www.privacyshield.gov/ps/article?id=Cote-d-Ivoire-Prohibited-Restricted-Imports>.

¹⁴ In 2024, Côte d’Ivoire reportedly imported some \$194.8 million in dairy products. To righten its trade balance deficit, Côte d’Ivoire aspires to increase local fresh milk production by 35 percent and process 50 percent of that volume into products, such as, yogurt and puddings. This strategy aims to create 35,000 direct and indirect jobs over the next six years.

Table 2: Top Consumer-Oriented Products, World Exports to Côte d'Ivoire (2021-2025)

Year	2021	2022	2023	2024	2025	% Change 2024/2025	% CAGR 2021/2025
Products	Value USD (Millions)						
Poultry Meat and Products (excl. eggs).	3.05	2.14	2.46	2.40	2.76	15.1	-2.4
Dairy	211.8	193.5	193.3	194.8	261.9	34.4	5.5
Soups & Other Food Products.	39.6	33.6	39.3	43.6	53.7	23.1	7.9
Bakery Goods, Cereals, Pasta.	33.1	31.3	33.4	29.9	34.5	15.2	1.0
Beef & Beef Products.	57.1	57.5	64.5	65.6	79.9	21.9	8.8
Meat Products NESOI.	13.2	16.0	22.7	27.4	35.1	27.8	27.7
Tea	11.9	9.9	10.4	12.0	13.8	14.6	3.8
Distilled Spirits.	13.2	14.4	13.8	9.4	11.4	22.0	-3.4
Non-Alcoholic Bev.	36.8	35.2	39.4	26.0	36.8	41.5	0.0
Processed Vegetables.	37.8	33.6	37.8	38.4	34.1	-11.3	-2.5
Condiments & Sauces.	6.7	4.9	7.3	4.6	8.7	89.5	6.8
Chewing Gum & Candy.	8.5	7.6	7.8	7.0	9.3	32.8	2.3
Wine & Related Products.	54.9	53.1	64.8	53.4	73.0	36.6	7.4
Fresh Fruits.	23.5	24.5	25.0	22.9	22.2	-3.2	-1.5
Fresh Vegetables.	75.8	74.0	77.7	85.3	100.3	17.5	7.3
Fruits and Vegetable Juices.	9.9	12.3	13.3	15.4	18.0	16.9	16.0

Note: Product groupings are USDA/FAS BICO.

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

Table 3: Top Consumer-Oriented Products, U.S. Exports to Côte d'Ivoire (2021-2025)

Year	2021	2022	2023	2024	2025	% Change 2024/2025	% CAGR 2021/2025
Products	Value USD (Millions)						
HS 0206.29 – Offal of bovine animals, edible, NESOI, frozen.	1.8	2.1	2.8	1.9	5.3	182.6	30.9
HS 1515.90 – fixed vegetable fats and oils and their fractions, whether or not refined but not chemically modified, NESOI.	0.304	0.374	0.210	0.146	1.0	646.0	37.7
HS 0207.14 – Chicken cuts and edible offal (including livers) frozen.	0.111	0.214	0.499	0.403	0.256	646.0	37.7
HS 2103.90 – Sauces and preparations therefor, NESOI; mixed condiments and mixed seasonings.	3.7	0.050	0.007	0.045	0.115	154.8	-58.0

Source: Trade Data Monitor; USDA/FAS GATS-BICO; FAS Accra, Abidjan office research.

Table 4: Côte d'Ivoire, Products Present in the Ivorian Market with Good Sales Potential

Product Category/ Net Imports	Major Supply Sources	Strengths of Key Supply Countries	Advantages and Disadvantages of Local Suppliers
Wheat (HS 1001.9910) \$263.7 million	France: 54% Lithuania:15% Germany: 9%	Currency fixed to the Euro; EU-Côte d'Ivoire EPA.	Local millers are accustomed to blending different origin wheat.
Cream and powdered /Condensed Milk (HS 0402.10) \$24.2 million	France: 41% Other: 38% Netherlands: 8%	Price and quality.	Dairy food processors utilize powdered milk and related products for production. Côte d'Ivoire lacks sufficient milk production.
Mixes and Doughs (Baking inputs) (HS 1901.20) \$3.8 million	France: 84% Belgium:6% Other: 3%	Price sensitivity. Currency fixed to the Euro.	Baking food processors use these inputs for production. No domestic production of baking inputs in Côte d'Ivoire.
Breakfast Cereals (HTS 1904.10) \$2.6 million	Nigeria: 58.5% Other: 15% France: 5%	Price and quality.	Different food sectors demand these types of products. Demand for processed products.
Bottle Drinks (HS 2202.09) \$34.8 million	Germany: 26% Spain: 15% Burkina Faso:11%	Price and quality.	Beverage industry is the largest buyer. Local industry is growing.
Beef Products (HS 0206.29) \$65.9 million	Brazil: 36% France:11% United States:8%	Price and quality.	Meat processing industry and retail. Distance and freight cost hampers U.S. exports.
Soybean Meal (HS 2304.00) \$100 million	Argentina: 86% United States:13%	Price and quality.	Weak local production. Use for animal feed and other sectors.
Wine and Related Products (HS 2204.29) \$56.7 million	Spain: 96% France: 2%	Price and quality; EU-Côte d'Ivoire EPA.	Food services and hospitality.
Pork Meat (HS 0206.49) \$118.3 million	Brazil: 21% Germany:17% Poland: 16%	Price and quality.	Mainly used by sausage manufacturers. Local processors recognize quality, but price and availability are a current issue.
Beer and Malt (HS 2203.00) \$21.6 million	Germany: 31% China: 26% Denmark: 20%	Price and quality.	Industry is developing. Local production is preferred.
Pasta (HS 1902.19) \$1.5 million	Unidentified: 66% Italy: 9% Turkey: 6%	Price sensitivity.	Manufacturers source internationally.

Table 5: Côte d'Ivoire, Products Not Present in the Ivorian Market with Good Sales Potential

Product Category/ Net imports	Major Supply Sources	Market Overview
Canned Vegetables and Pulses (HS 2002.90/540) \$14.3 million	China: 81% Iran: 8% Italy: 6%	Demanded by the middle-class.
Fructose Syrup (HS 1702.60) \$3.9 million	Egypt: 99.5% France: 0.27% Unidentified: 0.23%	Growing beverage processing industry.
Frozen Fruits (HS 0804.10) \$1.5 million	Tunisia: 58% Niger: 11.8% Lebanon: 7.7%	Price driven market. Exotic fruits are appreciated.
Whey and Modified Whey (HS 0404.10) \$2.8 million	France: 39% Turkey: 11% Ireland: 7%	Used by some food processing units.

Product Not Present in Market due to Significant Barriers

U.S.-origin food and agricultural products are heavily restricted or entirely absent from the Côte d'Ivoire marketplace due to a combination of complete import bans, mandatory fortification rules, and strict Sanitary and Phytosanitary (SPS) prior-authorization hurdles. Furthermore, U.S. exporters face severe price suppression caused by the progressive implementation of the EU-Côte d'Ivoire Economic Partnership Agreement (EPA). Following the country's recent round of tariff rollbacks, European competitors increasingly enter the market duty-free, while U.S. products are penalized with standard ECOWAS Common External Tariffs (CET) ranging from 20 percent to 35 percent. At the same time, the United States is currently running approximately a \$1.2 billion food and agricultural commodities trade deficit with Côte d'Ivoire in calendar year (CY) 2026 (January-June), up nearly 60 percent compared to 2025, as result of the massive export of Ivorian cocoa beans and cocoa derivatives (cocoa paste and butter) destined for American shores.

In an effort to protect its domestic sugarcane industry and stabilize local pricing, Côte d'Ivoire implemented a strict five-year ban on all sugar imports. This policy completely cuts off the market for U.S.-origin commercial sugar suppliers and continues to restrict access.

Under a strict public health mandate, Côte d'Ivoire prohibits the entry of any bakery or wheat flour that has not been explicitly fortified with iron and folic acid. Because standard U.S. bulk milled flour does not meet these localized formulation laws, it is effectively blocked from entering the country's commercial baking supply chain.

Unlike neighboring markets where U.S.-origin poultry is highly competitive, Côte d'Ivoire restricts U.S. frozen chicken imports by requiring complex prior import authorizations from the Ministry of Animal and Fisheries Resources (MIRAH). These licenses are highly restricted and imposed to protect domestic poultry farms, keeping U.S. volumes negligible.

While the U.S. exports small amounts of specialized beef to upscale hotels (accounting for just 7 percent of U.S. food and agricultural trade to the country), wide-scale distribution is blocked. Exporters must obtain rigid veterinary health and sanitary clearances from the Directorate of Veterinary Services and

Quality at the Ports of Abidjan and San Pédro. The administrative complexity forces local distributors to source meat elsewhere (largely in the form live cattle imports from Mali and beef from South Africa).

Similarly, many U.S. products are missing from standard supermarket shelves not because of health bans, but because they are financially priced out by European trade agreements. For example, prepared American baking ingredients, packaged snacks, and sauces are hit with compounding customs fees, luxury surcharges, and localized value-added taxes. Because European goods bypass these tariffs, U.S.-origin imported brands are artificially inflated on store shelves. Likewise, beverages containing over 20 percent alcohol face steep, protectionist import licensing requirements. Combined with high ECOWAS tariffs, American wine and craft spirits are relegated entirely to niche, luxury novelty status in Abidjan.

Section V: Key Contacts and Further Information

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

USDA/FAS Office of Agricultural Affairs (OAA) – Coastal West Africa Region	
U.S. Embassy/FAS OAA Accra No. 24 Fourth Circular Road Cantonments Accra, Ghana Tel: +233 (0) 30 274-1590 Email: AgAccra@usda.gov Websites: https://fas.usda.gov/regions/ghana http://www.fas.usda.gov	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: AgAbidjan@usda.gov Websites: https://www.fas.usda.gov/regions/cote-divoire http://www.fas.usda.gov
Links to USDA/FAS OAA - Coastal West Africa Region – FAIRS Reports	
• USDA/FAS Accra – GAIN-GHANA GH2026-0018 FAIRS Country Report Annual - 2026.¹⁵ • USDA/FAS Accra – GAIN-GHANA GH2026-0019 FAIRS Export Certificate Report Annual - 2026.¹⁶ • USDA/FAS Abidjan – GAIN-CÔTE D'IVOIRE IV2025-0010 FAIRS Country Report Annual - 2025.¹⁷ • USDA/FAS Abidjan – GAIN-CÔTE D'IVOIRE IV2025-0009 FAIRS Export Certificate Report Annual - 2025.¹⁸	

Links to U.S. Government Sources
• USDA/FAS: http://www.fas.usda.gov • USDA/FAS Regions/Ghana: https://fas.usda.gov/regions/ghana • USDA/FAS Regions/Côte d'Ivoire: https://www.fas.usda.gov/regions/cote-divoire • USDA/FAS – Global Agricultural Trade System (GATS): https://www.fas.usda.gov/GATS • USDA/FAS – Global Agricultural Information Network (GAIN): https://gain.fas.usda.gov/ • U.S. Embassy Accra, Ghana: Website https://gh.usembassy.gov • U.S. Embassy Abidjan, Côte d'Ivoire: Website https://ci.usembassy.gov/

Attachments:

No Attachments

¹⁵ U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) Accra, “GAIN-GHANA | GH2026-0018 | FAIRS Country Report Annual – 2026,” located at: <https://www.fas.usda.gov/data/gain/2026/06/ghana-fairs-country-report-annual>.

¹⁶ U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) Accra, “GAIN-GHANA | GH2026-0019 | FAIRS Export Certificate Report Annual-2026,” located at: <https://www.fas.usda.gov/data/gain/2026/06/ghana-fairs-export-certificate-report-annual>.

¹⁷ U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) Accra, Abidjan, “GAIN-CÔTE D'IVOIRE | IV2025-0010 | FAIRS Country Report Annual-2025,” located at: <https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Country%20Report%20Annual%20Accra%20d%27Ivoire%20IV2025-0010>.

¹⁸ U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) Accra, Abidjan, “GAIN-CÔTE D'IVOIRE | IV2025-0009 | FAIRS Export Certificate Report Annual-2025,” located at: <https://www.fas.usda.gov/data/gain/2025/11/cote-divoire-fairs-export-certificate-report-annual>.