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Report Highlights:

Côte d'Ivoire's growth through 2026, is forecast at 6.4 percent, making it one of the best economic performers on the African continent. The country is economic dynamo of the West African Economic and Monetary Union (WAEMU); serving as the gateway to the greater francophone West African market. The Ivoirian 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 is dependent on foreign imports; local industry just cannot keep with the pace of growing consumer demand. In 2025, imports of food processing ingredients and related products increased almost 24 percent, coming in around \$1 billion, up from \$852 million in 2024. There are still opportunities for wheat flour, dairy milk concentrates and powder, bakery goods and inputs, soybean meal, animal feed and others.

DISCLAIMER: The information contained in this report is derived from multiple governmental and non-governmental sources. The U.S. Embassy – Foreign Agricultural Service (FAS) Office of Agricultural Affairs (OAA) Abidjan, Accra, the U.S. Department of Agriculture (USDA) and/or the U.S. government make no claim of accuracy or authenticity. Neither the Government of Ghana or Côte d’Ivoire, nor any of those of the states mentioned herein, are officially endorsing this report. While all possible care has been taken in the preparation of this report, the information provided may not be completely accurate either because policies have changed since preparation, or because clear and consistent information about these policies was not available. Import approval for any product is subject to local rules and regulations as interpreted by government officials at the time of product entry. [Note: Use Google Chrome to access the links that do not open in Microsoft Edge.]

FAS Food Processing Ingredients Report – Côte d’Ivoire

Executive Summary

Côte d’Ivoire’s dynamic economy and its strategic position, provides access to 500 million consumers in the West African region. In 2025, the country’s gross domestic product (GDP) grew 6.5 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 2026 is foreseen to come in at 6.4 percent. Côte d’Ivoire is the world’s top producer of cocoa and cashew nuts, as well as is a leading player in the African food marketplace.

Consumer-Oriented Agricultural Imports: U.S.-origin imports remain low compared to those originating in France and the Netherlands, which are the highest; these exploit traditional trade linkages and shipping proximity to market advantages.

Chart 1: Top Exporting Countries to Côte d’Ivoire



Food Retail Industry: Côte d’Ivoire’s food retail sales reached \$53.6 billion in 2025. In recent years, the Ivorian food retail industry has grown steadily by around 10 percent. 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 2025, Côte d’Ivoire’s food processing industry was a major economic driver, with the broader industrial sector accounting for roughly 24 percent of GDP. In 2024, the Ivorian food industry, driven by cocoa and cashew processing and diversification, contributed 7 percent to national GDP. This diversification includes 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.

Food Service Industry: Côte d’Ivoire’s food service sales grew to \$1.8 billion in 2025, a 28.5 percent increase from 2024’s sales of \$1.4 billion. In 2025, food service sales are expected to increase thanks to the continued infrastructure development.

Quick Facts CY 2025

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

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 (U.S. billion)

Retail Food Industry	\$53.6 billion
Food Service-HRI	\$1.8 billion
Food Processing	\$6.4 billion
Food and Agriculture Exports	\$14.8 billion

Top 10 Côte d’Ivoire Retailers (based on 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): 32.7
 GDP (billions USD): \$111.45
 GDP per capita (USD): \$3,016

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

Strengths/Weaknesses/Opportunities/Threats

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

Section I: Market Overview

Côte d'Ivoire (larger than the State of 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 32.7 million (Central Intelligence Agency, 2025 estimate) is growing at 2.43 percent, with urbanization at 54 percent.¹ 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 locales albeit lingering in rural areas. It is heavily dependent on agriculture and related activities, that engages two-thirds of the populace.² 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). The country has developed a sizable manufacturing sector, allowing it to exert significant regional economic and political influence.

Côte d'Ivoire's favorable economy offers opportunities in the food processing ingredients industry. Key drivers include an expanding hydrocarbon sector, a good business climate, and investments in transport, digital infrastructure, and agricultural supply chains. In 2025, trade at the country's ports grew 17 percent, reaching 46.9 MMT. As the world's top cocoa and cashew nut producer, Côte d'Ivoire is encouraging new processing facilities, sweetening deals often with financial incentives. Côte d'Ivoire seeks to transform itself into the central hub for the West African regional market. Traditional sectors are evolving as food processing capabilities grow with the rise of industrial zones.

The Ivorian retail sector is growing, benefitting from competition between foreign and national brands. Urbanization, along with a growing middle-class is encouraging 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 | IV2025-0017 | Côte d'Ivoire Food Service – Hotel Restaurant Institutional Annual – 2025](#)).³

¹ Côte d'Ivoire's population, of 32.7 million (Central Intelligence Agency, 2025 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.

² Agriculture accounts for 25 percent of gross domestic product (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 has targeted increasing domestic production to 2 MMT by 2025 from recent volumes of 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.

³ U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) Abidjan, Accra, "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.	Consumers prefer often domestic products.
Infrastructure and digitization; digital payments.	Internet quality and accessibility is still insufficient.
Retailers use foreign goods for differentiation, build new niche markets and gain high-end consumers.	Import procedures are complex; high cost of customs-clearance, uncertain clearance times. High import duties and excessive value-added-taxes.
The United States supplies high-quality products.	Price sensitivities. Purchasing power of most Ivorian is low. Presence of low/medium quality Asian products.
Limited, but growing domestic processing industry.	Slow and or opaque decision-making process within the Ivorian government.
International standards are known and accepted.	French language labeling and packaging.
A young population interested in new products.	Limited qualified staff.
Expatriates and multinational companies demand innovative and high-quality ingredients.	Imports are considered luxury goods. Perception 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. industry's sensitivity to consumer demand.	U.S. foods seen as overly processed, unhealthy.

Section II: Roadmap for Market Entry

Entry Strategy: Work with a vetted local agent, importer or distributor; while not legally required, these can provide a nuanced understanding of policies and procedures. The Ivorian market requires companies to be price-competitive; so, expect smaller sales quantities. Local agents count with experience, networks, and knowledge of the terrain, helping to save time and reducing liabilities. An entrenched bureaucratic mindset, a proliferation of scammers, and the language barrier, all represent challenges to direct entry (see, [GAIN-CÔTE D'IVOIRE | IV2025-0012 | Côte d'Ivoire, Retail Foods Annual - 2025](#)).⁴

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.

⁴ U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) Abidjan, Accra, "GAIN-CÔTE D'IVOIRE | IV2025-0012 | Côte d'Ivoire, Retail Foods Annual – 2025," located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=Retail%20Foods%20Annual_Accra_Cote%20d%27Ivoire_IV2025-0012.pdf.

Agents/distributors are key for developing exports of U.S. consumer-oriented foods to Côte d'Ivoire. It is recommended that U.S. exporters enter the Ivorian market with the assistance of a distributor, importer, agent, or broker who understands the local marketplace. U.S. exporters are encouraged to take the following steps to ensure easier access to the Ivorian market:

- 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 and agaccra@usda.gov). We operate out of the U.S. Embassies in Côte d'Ivoire and Ghana; being a regional operation, we cover also Liberia, Sierra Leone, and Togo.
- U.S. exporters should visit Côte d'Ivoire to learn more about the local agent, importer and or distributor and the market before signing any commitment 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.
- Participate and exhibit at [USDA/FAS endorsed trade shows](#), which traditionally tend to be well attended by Ivorian importers and are suitable venues for face-to-face meetings and networking (e.g., the Gulfood, SIAL, and Anuga food trade shows to name a few).⁵
- 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.⁶
- Contact [USDA/FAS cooperators](#); FAS partners with over 70 non-profit trade associations that represent producers of myriad food and agricultural products.⁷

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 used. It is worthwhile to have one's their title and their firm's name translated into French.⁸

⁵ U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS), "Trade Shows," located at: <https://fas.usda.gov/topics/trade-shows>.

⁶ 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>.

⁷ 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>.

⁸ 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.

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 \(trade.gov\)](https://www.trade.gov/cote-divoire-import-requirements-and-documentation) and [Côte d’Ivoire - Customs Regulations \(trade.gov\)](https://www.trade.gov/cote-divoire-customs-regulations).⁹

Côte d’Ivoire, along with other Economic Community of West African States (ECOWAS) uses a region-wide system of customs tariffs (i.e., ECOWAS Common External Tariff – CET) meant not to exceed 35 percent.¹⁰ The government also imposes a statistical tax of 2.6 percent on all goods, a standard 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 increased from 12 percent to 15 percent. Duties are based on *ad valorem* rates imposed on the export price prevailing in the country-of-sale or -origin and on the cost-insurance-freight (CIF) values. Products must state the origin – i.e., U.S.-origin food products must be 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.

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

In 2025, Côte d’Ivoire’s modern retail sales more than double, growing to \$53.6 billion from \$13.8 billion (2024). 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.

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 even 3:30 p.m. Banks are open until 4:00 p.m. on weekdays.

⁹ 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, “Côte d’Ivoire – Country Commercial Guide, Customs Regulations,” located at: <https://www.trade.gov/country-commercial-guides/cote-divoire-customs-regulations>.

¹⁰ The Economic Community of West African States (ECOWAS) is a regional political and economic union now consisting of twelve (12) countries in West Africa. ECOWAS comprise an area of 2,332,770 square kilometers (900,684 square miles), with an estimated population of 348 to 352 million following the exit of Burkina Faso, Mali, and Niger in 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 Sahelians indicate that they will maintain free trade with ECOWAS members.

Company Profiles and Company Products

Table 1: Côte d'Ivoire, Key Food Processors

Company	Company Profile	Company Products	Links
Grands Moulins d'Abidjan (GMA)	SEABOARD's GMA flour mill is one of the largest in the WAEMU region. Products are marketed throughout the region. With some 250 employees, annual turnover is \$110 million.	Produces wheat flour, wheat brand and animal feed.	www.seaboardoverseas.com/location/grands-moulins-dabidjan
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.	https://www.palmci.ci/entreprise/presentation
Groupe Carré d'or, Société de Distribution et de Transformation de Matières premières en Côte d'Ivoire (SDTM-CI)	A Lebanese consortium dealing in various food categories.	Confectioneries, wheat flour, pasta, tomato paste, brewery.	www.carredor.org
Friesland Campina	Biggest dairy products processing facility.	Can milk, powdered milk.	www.frieslandcampina.com
Unilever	Processed foods.	Condiments and sauces.	www.unilever.com
Brassivoire	Major local brewer.	Beer, light alcoholic beverages.	www.brassivoire.ci
Nestlé Central West Africa (CWA)	Processed foods.	Chocolate drinks and confectionary, infant foods, cereals, coffee, dairy, bottled water.	www.nestle-cwa.com/en

Source: FAS Abidjan, Accra office research.

Market Structure: Côte d'Ivoire's food processing industry counts with companies that can access 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 \$6.5 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 often domestically sourced raw materials. Foreign companies, usually multinationals generate average annual sales of \$16.6 million, employing around 100 employees. They process local raw materials for export and import 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 875,000 metric tons (MT) of wheat flour milled last year by three companies. Wheat is the largest imported item, totaling \$266 million in 2025. 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 locally produced are sugar, canned tuna, biscuits, fruit juices, palm oils/condiments, chocolates, and brewed beverages.

Sector Trends: Côte d'Ivoire, with its economic growth, urbanization, and expanding middle-class consumer base, is experiencing growing demand for snack foods 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.

Section III: Competition

Côte d'Ivoire imports food processing ingredients from various European, Asian, African, and even American sources. In 2025, ingredient imports hit \$1 billion, up from \$851 million in 2024. Ingredient imports included wheat flour; beverage bases; bakery goods, cereals, baking inputs; dairy milk and cream concentrated, powder; soybean meal; bottle drinks; and wines and spirits.

Côte d'Ivoire's top three suppliers are: 1) France (\$123 million); 2) Netherlands (\$118 million); and 3) Others (\$84 million). With U.S.-origin exports of food ingredients of \$9 million, Côte d'Ivoire for American food exports is a pioneer market, but one that may offer growth prospects over time.

As an ECOWAS and an Africa Continental Free Trade Area (AfCFTA) member, Côte d'Ivoire provides favorable treatment to its intra-regional partners. Côte d'Ivoire also provides the European Union (EU) and several other partners with trade treatment that is significantly more favorable than the Most Favored Nation (MFN) status applied to general World Trade Organization (WTO) members, such as the United States.

Through Economic Partnership Agreements (EPAs) and regional treaties, Côte d'Ivoire is reducing or eliminating tariffs on a wide range of goods from specific partners.¹¹ With the stepping-stone European Union Economic Partnership Agreement, Côte d'Ivoire is progressively liberalizing imports for 88 percent of goods originating in the European Union. Transitioning through a process of progressive reductions, by early 2024, 55 percent of EU-origin goods now enter Côte d'Ivoire duty-free. This is scheduled to reach 85-88 percent by 2029. This means that for non-agreement countries, like the United States, this situation creates a discriminatory preferential tariff margin; wherein EU exports to Côte d'Ivoire benefit from a zero (0) percent tariff, while U.S.-origin food and agricultural products remain subject to standard MFN duties (averaging 12 percent).

Notwithstanding, Economic Partnership Agreements and regional treaties, Côte d'Ivoire still excludes (safeguards) about 25 percent of its tariff lines from these agreements to protect sensitive domestic

¹¹ With the United Kingdom, the bilateral EPA of 2020 replicates the same tariff treatment previously afforded under the EU agreement. Within ECOWAS, the Trade Liberalization Scheme (ETLS) allows for the free movement of products without customs duties or taxes between the member states. As a member of the West African Economic and Monetary Union, Côte d'Ivoire coordinates with francophone neighbors to maintain a common external tariff and internal free trade. Also, as a party to the African Continental Free Trade Agreement, Côte d'Ivoire is part of a broader effort to eliminate tariffs across the African continent.

industries, food security, and fiscal revenue. These sensitive products remain subject to normal MFN duties regardless of country-of-origin. Côte d'Ivoire's protected tariff lines primarily consist of agricultural products; which face the highest duties (of up to 35 percent) under the ECOWAS Common External Tariff (CET).¹² Highly protected food and agricultural product sectors include:

- **Animal and Dairy Products:** all meat and poultry, frozen meat and edible offal; milk, yogurt, butter, eggs, and cheese; and various fish and fish preparations.
- **Processed Goods and Staples:** cereals and flour (wheat, corn meal, and other flours (excluding certain bakery flours)); sugar and cocoa (sugar, cocoa powder, and chocolate); vegetables (tomato paste/concentrate, onions, potatoes); oils (cooking oil and palm oil derivatives like margarine).
- **Wines, Spirits and Alcohol:** wines and spirits, especially those beverages containing more than 20 percent alcohol-by-volume (ABV).

¹² Additional protectionist measure employed by Côte d'Ivoire include: 1) minimum import prices (MIP) (i.e., applied to products like sugar, milk, broken rice, concentrated tomato paste to prevent dumping from international markets); 2) specific levies (e.g., taxing imported frozen meat at ~\$1.67 per kilogram); 3) seasonal taxes (i.e., variable taxes of 2.5 to 5 percent, triggered for vegetables, rice, onions, and potatoes, and activated when global prices drop low enough to threaten local producers; 4) and export restrictions (i.e., to stabilize domestic prices, the Ivorian government will impose temporary bans (often frequently) on the export of staples such as rice, sugar, tomatoes, and peppers).

Section IV: Best Product Prospects

Table 2: Côte d'Ivoire, Products Present in the Market with Good Sales Potential

Product Category	Major Supply Sources (CY 2025)	Strengths of Key Supply Countries	Advantages and Disadvantages of Local Suppliers
Wheat Flour (HS 1001.99)	France: 54% Lithuania: 15% Germany: 14%	Currency, fixed rate with EURO. Allows for more competitive pricing.	Millers blending different origin wheat.
Dairy Milk, Powder, Cream, Concentrated (HS 0402.10)	France: 41% Unidentified: 38% Netherlands: 8%	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)	France: 49% Others: 16% Poland: 7%	Price opportunity is a key driver.	Products demanded by the general food sector. Processed food products are in demand.
Bottle Drinks (HS 2202.29)	Germany: 25% Spain: 16% Others: 12%	Price and quality are key drivers.	Local beverage industry is growing.
Beef Products (HS 0206.29)	Brazil: 36% France: 11% United States: 8%	Price and quality are key drivers.	Meat processing industry and retail sector. Distance and freight costs are factors.
Soybean Meal (HS 2304.00)	Argentina: 86% USA: 13%	Price and quality are key drivers.	Weak local production.
Barley and Malt, Beer (HS 1003.10; HS 1107.10; and HS 2203)	Germany: 27% Belgium: 27% China: 10%	Price and quality are key drivers.	Industry is developing.

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

Table 3: Côte d'Ivoire, Products Not Present in the Market with Good Sales Potential

Product Category/ Net Imports	Major Supply Sources (CY 2025)	Market Overview
Canned Vegetable and Pulses (HS 2002.90/540)	China: 81% Iran: 8% Italy: 6%	Strong middle-class consumer demand. U.S.-origin product would be viewed more favorably than China-origin product.
Fructose Syrup (HS 1702.60)	Egypt: 99% France: 0.2%	Growing beverage processing industry.
Frozen Fruits (HS 0804.10)	Tunisia: 58%	Exotic fruits are in demand. Price sensitivities drive the market.
Whey and Modified Whey (HS 0404.10)	France: 39% Turkey: 24%	Used by some food processing units.

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

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/USDA-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	U.S. Embassy/USDA-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
Links to USDA/FAS OAA – Coastal West Africa Region – FAIRS Reports	
<ul style="list-style-type: none"> • USDA/FAS Abidjan – GAIN CÔTE D’IVOIRE IV2025-0009 FAIRS Certificate Report Annual - 2025¹³ • USDA/FAS Abidjan – GAIN CÔTE D’IVOIRE IV2025-0010 FAIRS Country Report Annual - 2025¹⁴ • USDA/FAS Accra – GAIN-GHANA GH2025-0019 FAIRS Country Report Annual - 2025¹⁵ • USDA/FAS Accra – GAIN GHANA GH2025-0020 FAIRS Certificate Report Annual - 2025¹⁶ 	

Links to U.S. Government Sources
<ul style="list-style-type: none"> • 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. Department of Commerce/International Trade Administration (ITA) – Côte d’Ivoire Country Commercial Guide: https://www.trade.gov/country-commercial-guides/cote-divoire-market-overview?section-nav=15217 • U.S. Department of Commerce/International Trade Administration (ITA) - Ghana Country Commercial Guide: https://www.trade.gov/country-commercial-guides/ghana-market-overview • U.S. Embassy Abidjan, Côte d’Ivoire Website: https://ci.usembassy.gov/contact/ • U.S. Embassy Abidjan, Côte d’Ivoire Facebook: https://www.facebook.com/US-Embassy-Abidjan-183116651779953/?locale=fr_CA • U.S. Embassy Abidjan, Côte d’Ivoire X: https://x.com/USEmbAbidjan • U.S. Embassy Accra, Ghana Website: https://gh.usembassy.gov • U.S. Embassy Accra, Ghana Facebook: https://www.facebook.com/USEmbassyGhana/ • U.S. Embassy Accra, Ghana X: https://x.com/USEmbassyGhana

¹³ U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) Abidjan, Accra, located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Export%20Certificate%20Report%20Annual_Accra_Cote%20d%27Ivoire_IV2025-0009.

¹⁴ Ibid., located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Country%20Report%20Annual_Accra_Cote%20d%27Ivoire_IV2025-0010.

¹⁵ U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) Accra, Abidjan, located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Country%20Report%20Annual_Accra_Ghana_GH2025-0019.

¹⁶ Ibid., located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Export%20Certificate%20Report%20Annual_Accra_Ghana_GH2025-0020.

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

Attachments:

No Attachments