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Report Highlights:

Côte d'Ivoire is a premier West African economic engine and regional food manufacturing hub; anchoring an agricultural import market of \$3.5 to \$3.8 billion, of 500 million regional consumers. Despite the country's status as Sub-Saharan Africa's fourth-largest agri-food importer, U.S. agricultural exports face structural disadvantages. European Union suppliers, primarily France and the Netherlands, dominate the market due to preferential tariff terms secured under the EU-Côte d'Ivoire Economic Partnership Agreement (interim EPA). U.S. consignments lack a preferential trade pact, restricting these to Most-Favored-Nation (MFN) treatment; subjecting American finished consumer foods to protective ECOWAS Common External Tariff (CET) rates of 20 to 35 percent. U.S. exporters may consider countering MFN disadvantages by pivoting from baseline price competition toward high-margin, value-added processing inputs. U.S. government-backed trade financing is a viable option (i.e., USDA/FAS GSM-102 Programs and EXIM Bank).

FAS Exporter Guide – Côte d’Ivoire

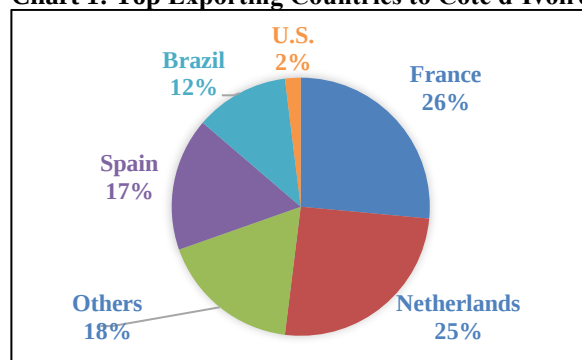
Executive Summary:

Côte d’Ivoire is strategically situated in francophone West Africa accessing 150 million consumers, that is, of the eight (8) member states of the West African Economic and Monetary Union (WAEMU/UEMOA); it remains characterized as lower-middle-income country. 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, with 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 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 France and the Netherlands. These benefit from more favorable terms of trade through the EU-Côte d’Ivoire Economic Partnership Agreement (interim EPA) with Côte d’Ivoire; than do U.S.-origin commodities, which are accorded Most-Favored-Nation (MFN) treatment. European consignments benefit from historic trade and closer shipping proximity.

Chart 1: Top Exporting Countries to Côte d’Ivoire



Food Retail Industry: In 2025, Côte d’Ivoire’s food retail sales were \$53.6 billion. The Ivorian food retail industry is growing 10 percent yearly. Large-scale distribution, covers 15-25 percent of purchases.

Food Processing Industry: In 2025, Côte d’Ivoire’s food processing industry accounted for 25 percent of GDP. Cocoa and cashews alone contributed 15-16 percent to nominal GDP, or \$14.8 billion to \$15.8 billion to the Ivorian ~\$98.9 billion economy. Local industry,

championed by the Ivorian government is diversifying 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 (USD \$1billion plus)

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 (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

- 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): 32.7
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

Strengths	Weaknesses
-Open market. -Modern distribution channels. -Middle class, young population.	-Price sensitive -Freight rates, longer transit times from USA -High MFN duties, port and bureaucratic delays.
Opportunities	Threats
-Consumers demand value, high-quality at low-cost.	- Economic Partnership Agreement. -EU, Asia, Brazil rivals.

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 32.7 million (Central Intelligence Agency, 2025 estimate) is growing at 2.4 percent, with urbanization at 54 percent in 2025.¹ Côte d'Ivoire is a lower-middle-income economy, nevertheless, it is one of West Africa's most influential, stable, and rapidly developing economies (in 2026, it will surpass the symbolic \$100 billion threshold). Poverty is declining in urban locales, albeit lingering in rural areas. The country remains heavily dependent on agriculture and agribusiness activities, which engages two-thirds of the populace.² Côte d'Ivoire is the world's top producer and exporter of cocoa beans (~2 million metric tons – MMT) and a major source of coffee (among the top-10 robusta bean suppliers), palm oil, and cashew nuts (~1.1 MMT). The country, however, has developed an industrial manufacturing sector, buoyed by extractives (i.e., gold, oil and gas) allowing it to exert regional economic and political influence. It seeks to create employment opportunities for upwards of 4 million people, that will join its labor force by 2030 and cut poverty by half; while aspiring to join the ranks of the upper-middle-income countries by 2035.³

Côte d'Ivoire's economy, with its 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–\$3.8 billion annually. Côte d'Ivoire anchors West Africa's import economy, serving as a food manufacturing hub for the ECOWAS region.⁴ As the world's top cocoa and cashew producer, Côte d'Ivoire use financial incentives to attract foreign investment into its new industrial zones and to agro-processing. Ivorian factories and modern retail markets import bulk inputs (e.g., Asian rice, French wheat, and powdered milk).

The Ivorian retail sector benefits from foreign and national brand competition. Urbanization, and a growing middle-class, encourages consumers to spend more in supermarkets and shopping malls. Better infrastructure, combined with a stable power grid are also stimulating the development of agro-processing. Ivorian consumers are receptive to international food and retail brands; making Côte d'Ivoire a promising port-of-entry for well-priced U.S.-origin food ingredients and processed products. (See,

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 targets domestic production going at 2 MMT, growing from today's 1.48 MMT. To be self-sufficient, it needs to produce 2.5 MMT of milled rice.

³ The World Bank indicates that Côte d'Ivoire has 12.3 million people living in poverty (defined as living on less than \$4.20/day). See, World Bank Group, "Côte d'Ivoire, Macro Poverty Outlook / April 2026," located at: <https://thedocs.worldbank.org/en/doc/bae48ff2fefc5a869546775b3f010735-0500062021/related/mpo-civ.pdf>.

⁴ 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.

U.S.-origin food and agricultural products, however, face competition from the European Union (EU), largely from France and the Netherlands. The EU members benefits from more favorable terms of trade due to the EU-Côte d'Ivoire Economic Partnership Agreement (interim EPA); than do similar U.S.-origin consignments, that are accorded Most-Favored-Nation (MFN) treatment. European competitors benefit from historic trade links and shipping proximity. Of late, U.S. agricultural exports are concentrated among the bulk and intermediate commodities, being fueled by American foreign food assistance programing.

At the same time, limiting Ivorian imports of U.S.-origin food and agricultural products is the Most-Favored-Nation treatment extended by Côte d'Ivoire to its 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 within the ECOWAS regional bloc.

ADVANTAGES	CHALLENGES
Retailers stock foreign goods to differentiate themselves from competitors, as well as develop new niche markets and gain high-end consumers' attention.	Imported products are considered luxury goods. Consumers associate Europe with sophistication and tradition, along with favorable terms of trade.
Price is not always the determining purchasing criteria for high-end consumers.	High-end consumers demand product innovation, better packaging, and status-oriented products. Millennials demand a wider variety of products.
Importers seek new-to-market products as they must update their portfolios to compete with rivals.	Importers buy in small quantities to test the market. U.S. companies are usually not willing to sell small quantities.
The U.S. food industry is responsive to consumers' demand, regardless of product segmentation.	Consumers perceive U.S. food products to be overly processed and relatively unhealthy.

Section II: Exporter Business Tips

Market Research: To navigate the Ivorian marketplace, U.S. exporters should thoroughly research the market. It is key for U.S. exporters to understand Côte d'Ivoire's economic landscape, consumer behavior, and its trade dynamics. The market is price-driven, requiring sustained relationship building.

Côte d'Ivoire operates a structurally open, market-oriented economy; however, it is not a fully liberalized market for food and agricultural products. It utilizes targeted import bans, mandatory fortifications, and preferential trade frameworks that systematically favor specific geographic origins.⁶ As the economic

⁵ 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>.

⁶ To stabilize local prices and foster self-sufficiency, Côte d'Ivoire imposes border protections on agricultural commodities, for example: 1) the five-year sugar import ban (but grants temporary duty-free import waivers during high-demand holidays such as Ramadan); 2) bakery flour import restrictions; 3) animal and meat product licensing requirements (for animals, hides, skins,

powerhouse of the West African Economic and Monetary Union (WAEMU), Côte d'Ivoire balances an open-door policy for its necessary raw inputs with protective mechanisms designed to shield local farmers/producers, while still honoring regional trade agreements. The Ivorian import system currently favors European Union, United Kingdom (UK), and regional West African (ECOWAS) origins over the United States by means of institutionalized trade agreements and historic frameworks.

Absent reciprocal tariff reductions, U.S. exporters might consider countering the less advantageous Most Favored Nation (MFN) treatment, and European advantages, by pivoting from baseline price competition toward high-margin, value-added processing inputs.⁷ Also, recurring to U.S. government-backed trade financing is a viable option (e.g., [USDA's FAS GSM-102 Program](#) and [EXIM Bank](#)).⁸

Local Business Customs and Trends: Successfully exporting U.S. agrifood products to Côte d'Ivoire requires a vetted, French-fluent local distributor. Because French is the official language, all business correspondence, catalogs, and marketing materials should be prepared in French to reach local buyers.

Ivorian business culture is generally more formal than in the United States. American exporters should use dual-language business cards and opt to wear Western-style, tropical-weight professional attire, keeping dress hemlines below the knee. Plan for year-round heat and heavy rain from April-July and October-November. Note that businesses often close for lunch (12:30–2:30/3:30 p.m.), while banks stay open to 4:00 p.m. Senior officials are prone to vacation in August.

Attending major international trade shows, such as, Gulfood, Anuga, and SIAL is crucial for U.S. exporters. Because these events are well-attended by Ivorian buyers, they offer prime opportunities to showcase products, gain market insights, and build the face-to-face trust essential for long-term business partnerships in Côte d'Ivoire. U.S. exporters can also explore participating in Ivorian trade shows and business summits, such as, the [International Exhibition of Agriculture and Animal Resources \(Salon International de l'Agriculture et des Ressources Animales d'Abidjan - SARA\)](#), as well as the Abidjan Livestock and Agricultural Exhibition (*Le Sommet de l'Élevage d'Abidjan* - SELAB). (See, [GAIN-CÔTE D'IVOIRE | IV2024-0016 | Côte d'Ivoire Designates the United States as the SELAB 2026 Country-of-Honor](#)).⁹

and processed meat products) that are barred from customs free entry and require strict, multitiered sanitary and veterinary clearances from the Ivorian Ministry of Animal and Fisheries Resources (MIRAH) prior to shipment; and 4) minimum import prices for products such as vegetable oils that are enforced by artificial minimum import prices to inflate the landed cost of foreign imports to prevent these from undercutting local supplies. Enforced through the CODINORM national standards compliance framework, there is mandatory food fortification for specific staple foods (e.g., wheat flour, vegetable oil, iodized salt) that cannot clear customs or enter the marketplace unless they meet precise, legally mandated enrichment levels.

⁷ By 2029, 88 percent of tariff lines (i.e., the maximum legal limit) in Côte d'Ivoire for EU and UK origin goods sunset to zero. The removal of custom duties is occurring over a 10-year renegotiated schedule from 2019 to 2029. To prevent European and British imports from overwhelming developing local Ivorian businesses, the remaining 12 percent of tariff lines will not be sunset to zero. These exemptions were explicitly carved out to protect sensitive domestic value chains. For the agricultural commodities, these include raw poultry, livestock, meat, and specific regional staples; these are permanently protected to preserve national food security. High custom penalties remain active on specific manufactured consumer goods, textiles, and chemicals to incentivize domestic processing and factory growth within the country.

⁸ U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS), "Export Credit Guarantee Program (GSM-102)," located at: <https://www.fas.usda.gov/programs/export-credit-guarantee-program-gsm-102>. See, Export-Import Bank of the United States, "Buy American, Build the Future," located at: <https://www.exim.gov/>.

⁹ See, the International Exhibition of Agriculture and Animal Resources (*Salon International de l'Agriculture et des Ressources Animales d'Abidjan* – SARA), SARA 2025," located at: <https://sara.ci/> and U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) – Abidjan, Accra, "GAIN-CÔTE D'IVOIRE | IV2024-0016 | Côte d'Ivoire Designates the United

General Consumer Taste and Trends: Côte d’Ivoire’s growing, affluent urban middle class increasingly demands premium, imported foods. In 2025, the country was Africa’s top seafood importer (\$1 billion) and its second-largest rice importer (\$1.1 billion), despite self-sufficiency efforts.¹⁰ It was also Africa’s second-largest beef importer after Egypt, spending ~\$80 million (led by France at 30 percent and the Netherlands at 25 percent, with the United States holding 2 percent). Furthermore, 2025 wine imports surged 37 percent year-over-year from \$53.4 million to \$73 million, driven by Spain and France.

Likewise, Ivorian retail food sales reached \$53.6 billion in 2025, representing 15.5 percent of gross domestic product (GDP). The sector is vibrant, attracting foreign brands, such as France’s Carrefour and Auchan retail groups. Consumer demand for foreign products and brands is strong; but the traditional retail market grapples with supply chain challenges.

Urbanization, along with a social media-savvy youth and a rising middle class, is leading Ivorian consumers to favor Western tastes and quick-service chains like Burger King, KFC, and Pizza Hut. In response to lasting post-pandemic shifts in consumer habits, the retail food sector is rapidly expanding its network of bakeries, takeaway restaurants, mass distribution hubs, and convenient corner shops.

With telecom infrastructure improvements, combined with growing smartphone use, Côte d’Ivoire’s e-commerce market is projected to grow 11 percent through 2026/2027. Regulators report a mobile internet penetration rate of 185 percent across 57.3 million active accounts, largely due to multi-SIM users. Notably, food and personal care products account for 40 percent of this digital market expansion.

Section III: Import Food Standards, Regulations and Procedures

Entering Côte d’Ivoire’s market requires U.S.-origin food and agricultural product exporters to fully clear all licenses and documentation before shipping. Notably, the Côte d’Ivoire Regulatory Agency for Standards and Quality (CODINORM) regulations align with the regional West African Economic and Monetary Union (WAEMU/UEMOA) standards and the global *Codex Alimentarius* (Codex) guidelines.¹¹

Imports and exports play a crucial role in Côte d’Ivoire’s economy, allowing companies to participate in international trade and access new markets. Ivorian importers and exporters must adhere to health safety rules to guarantee the quality of imported and exported products. The Ministry of Commerce and Industry is the lead agency overseeing import regulations and imported food health safety requirements.

States as the SELAB 2026 Country-of-Honor,” located at: <https://www.fas.usda.gov/data/gain/2025/01/cote-divoire-cote-divoire-designates-united-states-selab-2026-country-honor>.

¹⁰ The Ivorian government launched its Second National Strategy for the Development of the Rice Sector (SNDR 2), mobilizing \$1.3 billion in funding in 2024-2030. Capital is allocated to five core pillars: 1) expansion (arable acreage) and infrastructure (better water management); 2) water control (expand irrigable lands from 55,000 hectares to 100,000 hectares); 3) high-yield seeds (establish seven specialized seed production centers); 4) local processing capacity (build modern milling infrastructure); and 5) mechanization (equip farmers with modern machinery) and distribution better domestic supply networks).

¹¹ As the primary economic hub within francophone West Africa, Côte d’Ivoire uses a harmonized “top-down” regulatory strategy. CODINORM (Côte d’Ivoire’s standards authority) establishes national food codes (*Norme Ivoirienne*) by importing regional WAEMU directives and international Codex frameworks into the country’s domestic legal structure.

Customs Clearance: Goods entering Côte d'Ivoire with a free-on-board (FOB) value exceeding West African CFA (*Communauté Financière Africaine*) franc (XOF) 1 million (~\$1,750) must be inspected by a designated (pre-shipment) inspection company at the point of origin.¹² Inspection is intended to ensure that invoice valuation is consistent with the goods being shipped. The inspection certificate is the basis for customs valuation. The clearance process is often digitalized. (See, [Côte d'Ivoire - Customs Regulations](#) and [GAIN-CÔTE D'IVOIRE | IV2025-0010 | Côte d'Ivoire – FAIRS Country Report Annual - 2025](#)).¹³

Documents Generally Required by the Ivorian Authorities for Imported Food: Côte d'Ivoire required documentation for the import of food and agricultural products includes: 1) commercial invoices; 2) bills of lading; and 3) certificates of origin. All products entering Côte d'Ivoire must mention their origin, that is, U.S.-origin food and agricultural product exports must be clearly labeled “Made in the U.S.A.” (See, [Côte d'Ivoire - Import Requirements and Documentation](#); [GAIN-CÔTE D'IVOIRE | IV2025-0010 | Côte d'Ivoire – FAIRS Country Report Annual - 2025](#); and [GAIN-CÔTE D'IVOIRE | IV2025-0009 | Côte d'Ivoire – FAIRS Export Certificate Report Annual - 2025](#)).¹⁴

Country Language Labeling Requirements: The CODINORM develops and implements technical standards. It regulates the health and safety of imported and exported products. The CODINORM inspects imports and exports for compliance and certifications.¹⁵ Labels must be in French and provide clear and accurate information about product ingredients, expiration dates, and safety warnings. Retailers generally prefer that consumer products be labeled in French. Manufactured food products must state the country of origin and display an expiration date. (See, [Côte d'Ivoire - Labeling and Requirements](#); [GAIN-CÔTE D'IVOIRE | IV2025-0010 | Côte d'Ivoire – FAIRS Country Report Annual - 2025](#); and [GAIN-CÔTE D'IVOIRE | IV2025-0009 | Côte d'Ivoire – FAIRS Export Certificate Report Annual - 2025](#)).¹⁶

¹² The CFA franc is the name of two currencies in circulation in 14 African countries. Here the West African CFA franc refers to the monetary unit utilized by eight countries in West Africa (i.e., Benin, Burkina Faso, Côte d'Ivoire, Guinea-Bissau, Mali, Niger, Senegal, and Togo); that trades under the ISO currency code XOF. The XAF (*Coopération Financière en Afrique centrale*) franc is utilized by six central African countries (i.e., Cameroon, Central African Republic, Chad, Republic of Congo, Equatorial Guinea, and Gabon). While the two currencies are referred to as CFA franc, and maintain the same value, these are not interchangeable. Both CFA francs have a fixed exchange rate (peg) to the euro guaranteed by France: €1 = F.CFA 655.957. Four international (pre-shipment) inspection companies are accredited to carry out goods inspections: 1) COTECNA Inspection Ltd.; 2) Société Générale de Surveillance (SGS); 3) Bureau Veritas Valuation Assessment and Control (BIVAC-BV); and 4) Intertek International Ltd. USD 1.00 to XOF 571.80 CFA francs (June 21, 2026).

¹³ U.S. Department of Commerce (DOC)/International Trade Administration (ITA), “Côte d'Ivoire Country Commercial Guide – Customs Regulations,” (2026-05-26) located at: <https://www.trade.gov/country-commercial-guides/cote-divoire-customs-regulations>. See also, U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) – Accra, Abidjan, “GAIN-CÔTE D'IVOIRE | IV2025-0010 | Côte d'Ivoire – FAIRS Country Report Annual – 2025,” located at: <https://www.fas.usda.gov/data/gain/2026/01/cote-divoire-fairs-country-report-annual>.

¹⁴ U.S. Department of Commerce (DOC)/International Trade Administration (ITA), “Côte d'Ivoire Country Commercial Guide – Import Requirements and Documentation,” (2026-05-26), located at: <https://www.trade.gov/country-commercial-guides/cote-divoire-import-requirements-and-documentation>. See also, U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) – Accra, Abidjan, “GAIN-CÔTE D'IVOIRE | IV2025-0010 | Côte d'Ivoire – FAIRS Country Report Annual – 2025,” located at: <https://www.fas.usda.gov/data/gain/2026/01/cote-divoire-fairs-country-report-annual> and “GAIN-CÔTE D'IVOIRE | IV2025-0009 | Côte d'Ivoire – FAIRS Export Certificate Report Annual – 2025,” located at: <https://www.fas.usda.gov/data/gain/2025/11/cote-divoire-fairs-export-certificate-report-annual>.

¹⁵ Côte d'Ivoire – Normalisation (CODINORM), located at: <https://codinorm.ci/index.php> and Guichet Unique du Commerce Extérieur de Côte d'Ivoire (GUCE CI), located at: <https://guce.gouv.ci/codinorm?lang=en>.

¹⁶ U.S. Department of Commerce (DOC)/International Trade Administration (ITA), “Côte d'Ivoire Country Commercial Guide – Customs Regulations,” (2026-05-26) located at: <https://www.trade.gov/country-commercial-guides/cote-divoire-customs-regulations>. See also, U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) – Accra, Abidjan, “GAIN-

Tariffs and Free Trade Agreements (FTAs): Côte d'Ivoire is a member of the Economic Community of West African States (ECOWAS). It adheres to the ECOWAS Common External Tariff (CET), requiring simplification and harmonization of *ad valorem* tariff rates.¹⁷

Table 1: ECOWAS Common External Tariff (CET) Rates, Levies, and Charges

CET Rates	Categories
0%	Essential Social Commodities
5%	Basic Raw Materials, Capital Goods, and Specific Inputs
10%	Intermediate Products
20%	Final Consumer Goods
35%	Specific Goods for Economic Development
Percentage	Other Levies and Charges
0.2%	African Union Levy
0.5%	ECOWAS Levy
0.8%	WAEMU
1%	Statistical Fee

Source: Côte d'Ivoire Customs Authority (Douane Ivoiriennes); Abidjan Autonomous Port (Port Autonome d'Abidjan); FAS Accra, Abidjan office research.¹⁸

Côte d'Ivoire also applies a value-added-tax (VAT) of 18 percent to all imported products. The 2025 fiscal law grants VAT exemption for natural unprocessed food products, that is, except for high-end, premium meat cuts and rice, that remain fixed at 9 percent.¹⁹

Trademarks and Patents: Côte d'Ivoire is a member of the World Trade Organization (WTO) and a signatory to the Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS). Côte d'Ivoire is also a member of the World Intellectual Property Organization (WIPO). It is a signatory also to the following: 1) the Berne Convention; 2) the Hague Agreement; 3) the Marrakesh Treaty; 4) the Paris Convention for the Protection of Intellectual Property; and 5) the Patent Cooperation Treaty. International obligations require Côte d'Ivoire to protect and enforce all manner of intellectual property.²⁰

CÔTE D'IVOIRE | IV2025-0010 | Côte d'Ivoire – FAIRS Country Report Annual – 2025,” located at:

<https://www.fas.usda.gov/data/gain/2026/01/cote-divoire-fairs-country-report-annual>.

¹⁶ U.S. Department of Commerce (DOC)/International Trade Administration (ITA), “Côte d'Ivoire Country Commercial Guide – Import Requirements and Documentation,” (2026-05-26), located at: <https://www.trade.gov/country-commercial-guides/cote-divoire-import-requirements-and-documentation>. See also, U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) – Accra, Abidjan, “GAIN-CÔTE D'IVOIRE | IV2025-0010 | Côte d'Ivoire – FAIRS Country Report Annual – 2025,” located at: <https://www.fas.usda.gov/data/gain/2026/01/cote-divoire-fairs-country-report-annual> and “GAIN-CÔTE D'IVOIRE | IV2025-0009 | Côte d'Ivoire – FAIRS Export Certificate Report Annual – 2025,” located at: <https://www.fas.usda.gov/data/gain/2025/11/cote-divoire-fairs-export-certificate-report-annual>.

¹⁷ U.S. Department of Commerce (DOC)/International Trade Administration (ITA), “Côte d'Ivoire Country Commercial Guide – Import Tariffs,” (2026-05-26), located at: <https://www.trade.gov/country-commercial-guides/cote-divoire-import-tariffs>.

¹⁸ Côte d'Ivoire Customs Authority (Douane Ivoiriennes), located at: <https://www.douanes.ci/> and Abidjan Autonomous Port (Port Autonome d'Abidjan), located at: <https://www.portabidjan.ci/>.

¹⁹ The Economic and Financial Affairs Commission of the parliament has announced the exemption from VAT (value-added tax) imported natural food products for the 2024 fiscal year and renewed for 2024. This means, no VAT for unprocessed food products, such as, beef and beef products, fruits, and others. The is VAT is 18 percent.

²⁰ U.S. Department of Commerce (DOC)/International Trade Administration (ITA), “Côte d'Ivoire Country Commercial Guide, Protecting Intellectual Property,” (2026-05-26), located at: <https://www.trade.gov/country-commercial-guides/cote-divoire-protecting-intellectual-property>.

Section IV: Market Sector Structure and Trends

Driven by urbanization and a rising middle class, Côte d'Ivoire's fast-growing food processing sector increasingly relies on foreign ingredients to meet domestic deficits. In 2025, ingredient imports surged 24 percent year-over-year to \$1 billion (up from \$852 million). Despite high inflation and living costs, strong consumer demand for quality products continues to unlock major opportunities for global suppliers.²¹

Côte d'Ivoire's food retail sector similarly is expanding to meet growing demand for affordable, quality, time-saving solutions. Time-starved urban consumers are fueling a surge in online food services, convenience stores, home delivery, and casual dining chains including Burger King, KFC, and Pizza Hut. Demand is growing for ready-to-eat meals, snacks, processed cereals, wheat, dairy, sauces, beef, pork, poultry, and seafood.

According to FAS Abidjan, Accra (Post) sources, Côte d'Ivoire's food market is increasingly focusing on imports of seafood (\$1 billion) and rice (\$1 billion). The broader domestic meat market, currently valued at \$1.5 billion, is projected to hit \$2.2 billion by 2027; with poultry alone rising from \$500 million to \$700 million. Evolving urban consumer habits are driving beef and premium meat demand, while poultry and pork dominate lower-income households. Overall, land-based meats trail fish protein, which leads with a per capita consumption of 13-15 kilograms (kg).²² The animal protein demand surge is heavily propelled by a growing hotel-restaurant-institutional (HRI) sector, backed by a tourism industry that generated ~\$1.9 billion (contributing 8.6 percent to GDP) in 2025.

Driven by a strong cultural preference for bread, wheat is one of Côte d'Ivoire's fastest-growing agrifood sectors, with its bakery industry generating \$167 million in 2025. The government closely monitors the market to prevent shortages and control prices. There are opportunities for U.S. exporters of affordably priced baking mixes, biscuits, pastries, chocolates, fruits, nuts, and confectionery products.

Section V: Agricultural and Food Imports

Exporting U.S. Food and Agricultural Products to Côte d'Ivoire: U.S. exporters should be aware of the often-higher freight rates and longer transit times associated with shipping from the United States compared to European ports. There are also elevated customs-clearance costs (i.e., disadvantageous MFN rates compared to EU/UK EPAs) along with uncertain clearance times. Ivorian importers often will:

²¹ Côte d'Ivoire is experiencing a high cost of living that places notable pressure on household purchasing power, even though its macroeconomic headline inflation rate is currently low (1.4 percent and 2 percent) and stable. Despite the lower baseline inflation, food inflation remains highly volatile. Food and non-alcoholic beverages make up the single largest share of the Ivorian Consumer Price Index (CPI) basket at 29 percent of the total weight. Broad food inflation metrics track close to 1.3 percent to 2.0 percent globally, however, there are reports of severe price surges in critical food groups. For instance, fresh vegetable prices surged 35.8 percent year-on-year. At the same time, the price of essential proteins like meat climbed by 7.1 percent over the same timeframe. This is driven by high logistics fees at ports and ongoing trade friction with traditional cattle-supplying Sahelian neighbors. Disruptions in regional supply lines, weather anomalies, and high global import costs mean that local staples, such as fresh vegetables, fish, tubers, and processed grains, absorb the highest price hikes. Lower-income households spend the vast majority of their income on food; this category specific inflation causes immediate financial distress.

²² Côte d'Ivoire's meat production is hampered by sufficient supply of high-quality animal feeds. The VAT levied on imports of animal feed have oscillated from 18 percent to a proposed zero percent levy to end at a 9 percent VAT in January 2026. Corn accounts for 50 percent of feed composition, however, local production is insufficient. The sector remains dependent on imports to cover its corn needs.

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

To ensure smooth market entry, U.S. exporters should engage a local agent or distributor. While not legally mandated, a local partner is critical for navigating Ivorian trade policies and procedures.

- Collect and analyze market potential and compliance with market conditions and regulations.
- U.S. Exporters should plan to visit Côte d’Ivoire 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, franchisees and distributors.
- Contact a local agent, importer, franchisee and or distributor to register the U.S.-origin food, brand and agricultural products with the Ministry of Agriculture and other competent Ivorian authorities.
- Identify and consider selling through U.S.-based consolidators who are servicing 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 and exhibit at [USDA/FAS endorsed trade shows](#), which tend to be well attended by Ivorian importers, making these suitable venues for face-to-face meetings and networking opportunities (e.g., the Gulfood, Anuga, and SIAL food trade shows).²³
- Contact the [USDA/FAS Cooperators](#) and [State Regional Trade Groups](#) (STRG).²⁴

U.S. market share in Côte d’Ivoire for rice, beef, and soybean meal is low; here strong European ties, limited familiarity with American products, inroads made by low-cost producers, and other non-EU competitors’ proximity to market play a role. For example, the Ivorian Customs uses U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) and U.S. industry’s pricing for valuation. However, U.S.-origin rice (U.S. Grade No. 2 Long Grain) (milled, FOB Houston/Gulf Ports) operates in a distinct pricing tier compared to that of the Asian origins; which entails Ivorian Customs adapting evaluation metrics to avoid misclassifying premium American varieties. U.S. rice has a higher FOB price due to stringent quality, cleanliness, and sorting standards. U.S. shipments should not be judged against cheaper Thai or Vietnamese 5 percent broken baseline Minimum Import Prices; recognizing that premium is standard for U.S.-origin American rice. Otherwise, U.S.-origin rice is often uncompetitive compared to cheaper Asian-origin rice.

²³ U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS), “USDA/FAS Trade Shows,” located at: <https://fas.usda.gov/topics/trade-shows>.

²⁴ U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) partners with over 70 non-profit trade associations, called “cooperators,” representing a 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 promote U.S. agricultural products the world over. Cooperators offer exporter assistance, sponsor trade missions, and help farmers and ranchers identify international market opportunities. See, <https://www.fas.usda.gov/topics/getting-started> and also “Browse the Directory of Cooperator Organizations,” located at: <https://fas.usda.gov/cooperators>. For the State Regional Trade Groups, see “Explore Exporting, Getting Started,” located at: <https://www.fas.usda.gov/topics/getting-started> and “Contact Your State Regional Trade Group,” located at: <https://www.fas.usda.gov/programs/market-access-program-map/state-regional-trade-groups>.

Table 2: Export Market Côte d'Ivoire: Top Food & Agricultural U.S. Exports (USD Millions)

Year	2021	2022	2023	2024	2025	% Change 2024/2025	% CAGR 2021/2025
Products	Value USD (Millions)						
HS 1006.30 – Rice, semi-milled or wholly milled, whether or not polished or glazed.	25.0	6.9	0.959	27.0	14.8	-45.3	-12.2
HS 2304.00 – Soybean oilcake, other solid residues from the extraction of soy bean oil, whether or not ground or in pellets.	11.4	0	11.2	13.2	9.5	-27.8	-4.2
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 0303.89 – Fish, frozen, NESOI.	2.7	2.0	1.8	2.1	2.7	27.1	0.4
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 2106.90 – Food preparations NESOI	0.670	1.1	0.494	0.474	0.611	28.9	-2.3
HS 1001.99 – Wheat and meslin, not durum wheat, other than seed.	0	1.5	0	0	0.566	---	---
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 0303.66 – Hake (<i>merluccius spp.</i> , <i>urophycis spp.</i>), frozen.	1.2	0.481	0.356	0.370	0.243	-34.2	-33.8
HS 2103.90 – Sauces and preparations therefor, NESOI; mixed condiments and mixed seasonings.	3.7	0.050	.007	0.045	0.115	154.8	-58.0

Note: Export figures are reported on a freight-on-board (FOB) basis. (*) Denotes highest levels since at least calendar year (CY) 1970. (**) The BICO export figure cited for wheat (2025) does not fully capture the September 2025, landing of ~13,000 MT of U.S. wheat delivered to the Port of Abidjan with an Ivorian reported cost-insurance-freight (CIF) value of \$4 million.

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

Table 3: Import Market Côte d'Ivoire: Top Food & Agricultural Global Imports (USD Millions)

Year	2021	2022	2023	2024	2025
HS 1006.30 – Rice, semi-milled or wholly milled, whether or not polished or glazed.	539.9	636.5	622.1	773.6	875.8
HS 0303.55 – Jack and horse mackerel (<i>trachurus spp</i>), frozen.	146.9	155.1	239.4	277.9	304.9
HS 1001.99 – Wheat and meslin.	244.1	330.6	265.4	217.6	263.7
HS 1006.40 – Rice, broken.	185.7	168.1	103.5	229.0	225.4
HS 0303.54 – Mackerel (<i>scomber scombrus</i> , <i>scomber australacius</i> , <i>scomber japonicus</i>), frozen.	186.0	172.6	201.8	148.3	157.3
HS 0303.89 – Fish, frozen, NESOI.	127.2	123.1	126.5	120.3	136.9
HS 2401.20 – Tobacco	141.1	145.2	91.7	111.0	129.5
HS 0206.49 – Offal of swine.	70.0	78.5	92.2	94.4	118.3
HS 0303.23 – Tilapias (<i>Oreochromis spp.</i>), frozen.	81.9	71.5	70.5	87.8	114.5
HS 0303.49 – Tunas, NESOI.	52.1	59.6	60.4	84.6	110.5
HS 2304.00 – Soybean oilcake.	87.4	58.1	104.6	105.1	100.5

Note: Import figures are reported on a cost-insurance-freight (CIF) basis.

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

Best High-Value Consumer-Oriented Product Prospects: Driven by strong growth trends, beef, pork, and food preparations rank among Côte d'Ivoire's top ten consumer-oriented products. Other promising high-growth categories include dairy, fruit and vegetable juices, condiments, sauces, seasonings, non-alcoholic beverages, and chocolate products.

Table 4: Best Consumer-Oriented Products, U.S. Exports to Côte d'Ivoire (Jan-Dec 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 Abidjan, Accra office research.

Table 5: Best Consumer-Oriented Products, World Exports to Côte d'Ivoire (Jan-Dec 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 Abidjan, Accra office research.

Section VI: 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 - 2026.²⁵ • USDA/FAS Accra – GAIN-GHANA GH2026-0019 FAIRS Export Certificate Report Annual - 2026.²⁶ • USDA/FAS Abidjan – GAIN-CÔTE D'IVOIRE IV2025-0010 FAIRS Country Report Annual - 2025.²⁷ • USDA/FAS Abidjan – GAIN-CÔTE D'IVOIRE IV2025-0009 FAIRS Export Certificate Report Annual - 2025.²⁸	

Note: The GAIN-CÔTE D'IVOIRE | FAIRS Country and Certificate Annual-2026 reports are scheduled for release in September 2026. Other FAIRS Subject reports are rolled out on an ongoing basis.

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/

²⁵ 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>.

²⁶ 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>.

²⁷ 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_Accra_Cote%20d%27Ivoire_IV2025-0010.

²⁸ 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>.

