



**هيئة تنمية الصادرات**  
Export Development Authority



Ministry of Trade & Industry  
وزارة التجارة والصناعة

# **EGYPTIAN POTENTIAL EXPORTS AND TARGET MARKETS OVERVIEW**

**PRODUCT CATEGORY: ONIONS & SHALLOTS, FRESH**

**HS CODE: 070310**

**TARGET MARKETS:**

**CÔTE D'IVOIRE**

**DEVELOPED BY:**

**EXPORT DEVELOPMENT AUTHORITY (EDA)**

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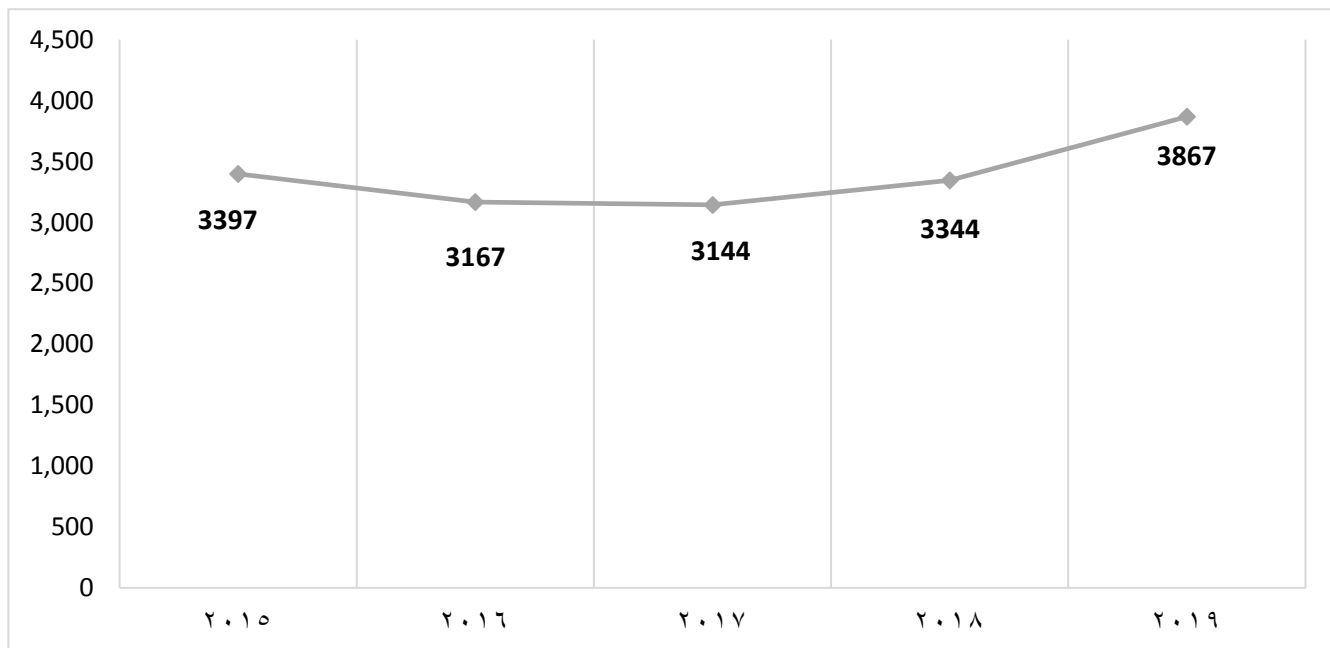
## INTRODUCTION ABOUT ONIONS & SHALLOTS, FRESH

Onion, is a worldwide culinary and therapeutic spice belonging to the family Liliaceae. Onion is an essential ingredient in many African sauces and is mostly produced locally, with Egypt being the first producer in the continent. Onion is a source of various biologically active compounds, such as phenolic acids, thiosulfates, and flavonoids. The plant has a variety of pharmacological activities including anticancer, antidiabetic, antimicrobial, cardiovascular, antioxidant effects, etc., justifying its possible use in the treatment of various human ailments.

World onion production has increased by at least 25% over the past 10 years with current production being around 44 million tonnes making it the second most important horticultural crop after tomatoes. because of their storage characteristics and durability for shipping, onions have always been traded more widely than most vegetables. Onions are versatile and are often used as an ingredient in many dishes and are accepted by almost all traditions and cultures. Onion consumption is increasing significantly, particularly in the USA and this is partly because of heavy promotion that links flavour and health.

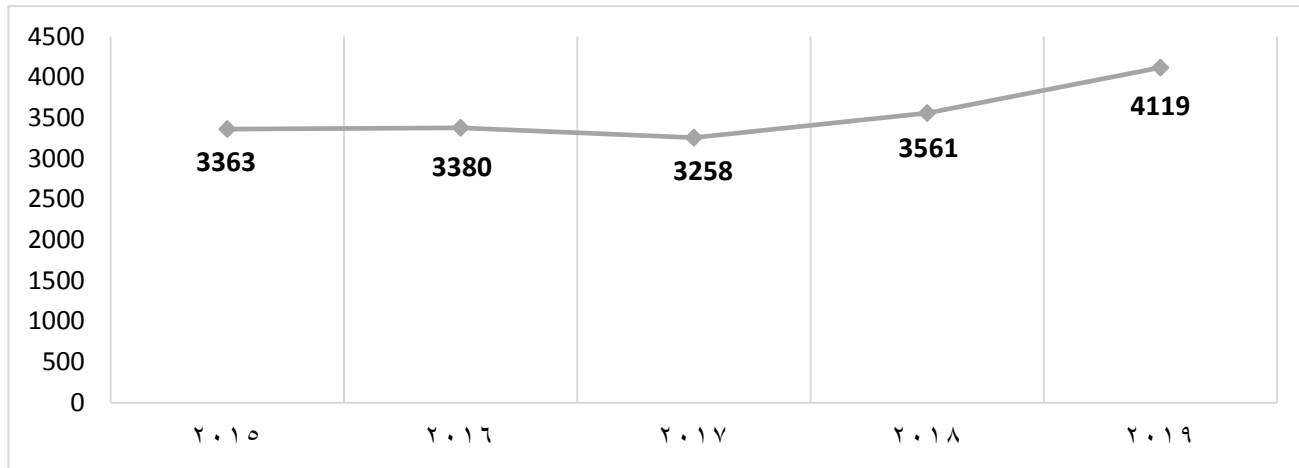
## SECTION (1): WORLD TRADE STATISTICS

**WORLD IMPORTS OF ONIONS & SHALLOTS, FRESH**  
**CATEGORY (HS CODE: 070310)**  
**(USD Million)**



Source: ITC - Trade Map

**WORLD EXPORTS OF ONIONS & SHALLOTS, FRESH (HS CODE: 070310)  
(USD MILLION)**



Source: ITC - Trade Map

**LIST OF EXPORTING COUNTRIES:**

**TOP EXPORTING COUNTRIES OF ONIONS & SHALLOTS, FRESH  
(HS CODE: 070310)  
USD MILLION**

EXPORTERS	2017	2018	2019
World	3258	3561	4119
Netherlands	535	679	795
China	507	510	604
India	423	420	367
Mexico	371	420	349
United States of America	219	232	288
Egypt	207	118	244
Spain	133	177	213
New Zealand	81	62	114
Poland	41	83	104
France	77	81	96

- World exports of onions & shallots, fresh (HS Code: 070310), amounted to 4119 million\$ in 2019 with increase of 15.7% compared to exports in 2018. Netherlands is the biggest exporter with 19.3% .

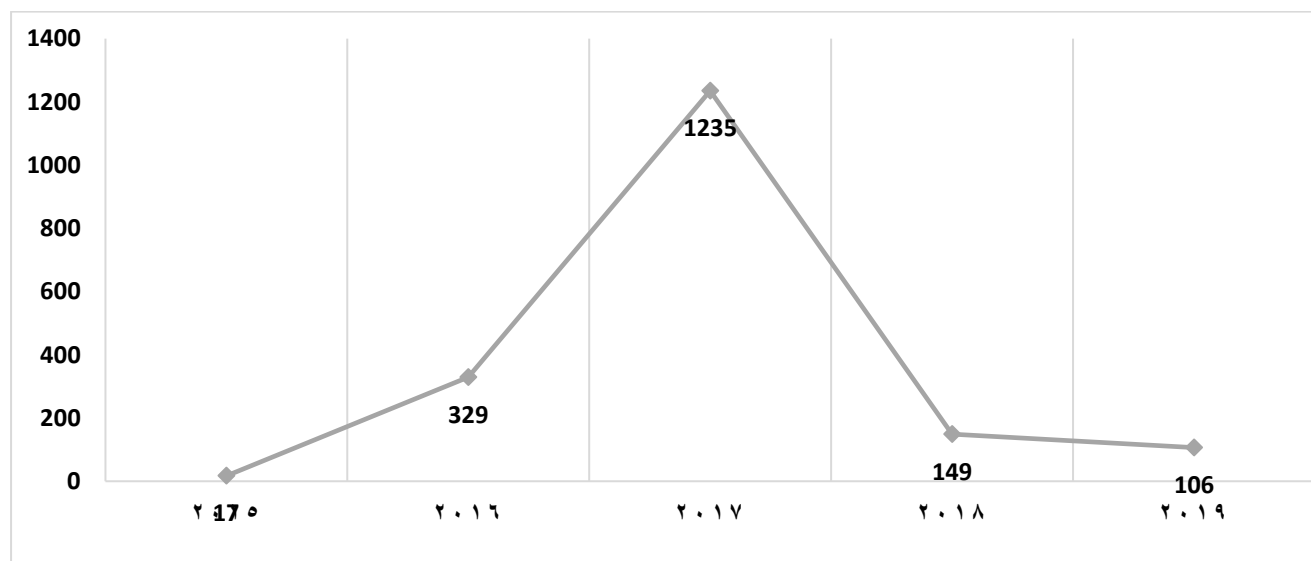
**EXPORTS OF EGYPT FROM THIS PRODUCT WERE RANKED TO BE 6<sup>TH</sup> AMONG WORLD COUNTRIES,  
AND REPRESENTING 5.9 % FROM WORLDWIDE EXPORTS IN 2019**

**LIST OF IMPORTING COUNTRIES:**
**TOP IMPORTING COUNTRIES OF ONIONS & SHALLOTS, FRESH  
 (HS CODE: 070310)  
 USD MILLION**

IMPORTERS	2017	2018	2019
World	3144	3344	3867
United States of America	436	445	459
United Kingdom	172	230	296
Germany	150	179	237
Netherlands	107	122	197
Malaysia	174	181	180
Canada	138	149	179
Japan	135	127	131
France	86	92	109
Bangladesh	57	57	97
Belgium	79	74	90

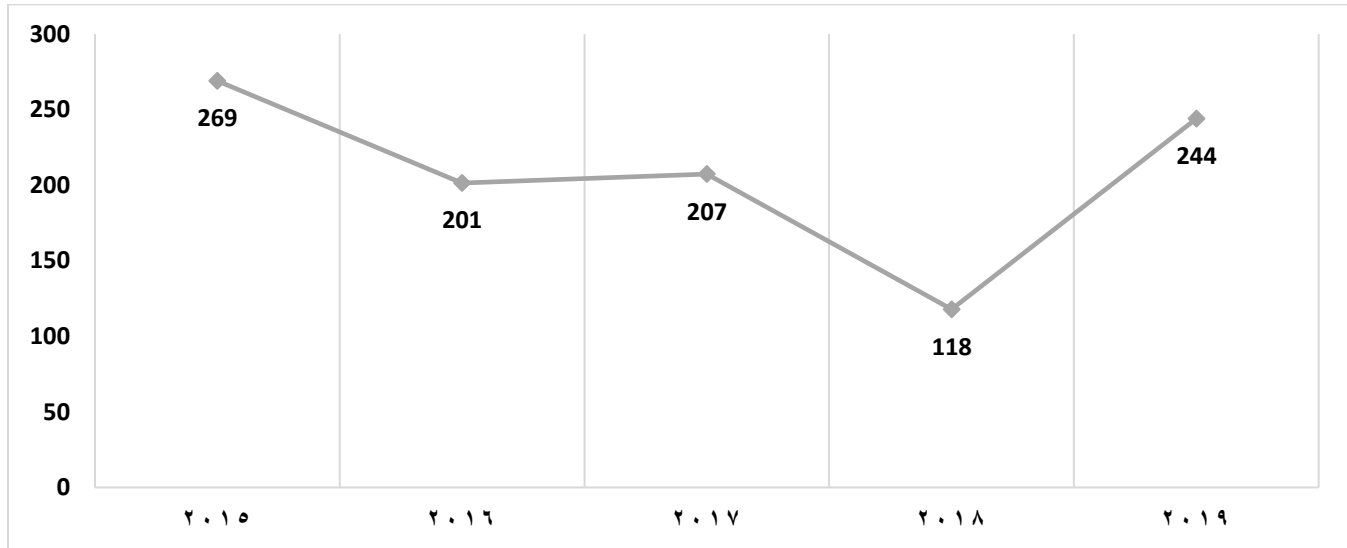
Source: ITC- Trade Map

- World imports increase in 2019 to reach USD 3867 million with a positive change of 15.6% compared to 2018 imports. USA has the highest share of world imports with 11.9% .

**SECTION (2): EGYPT'S TRADE STATISTICS FOR ONIONS & SHALLOTS, FRESH (HS CODE: 070310)**
**EGYPTIAN IMPORTS OF ONIONS & SHALLOTS, FRESH (HS CODE: 070310)  
 USD THOUSANDS**


Source: ITC- Trade Map

**EGYPT EXPORTS OF ONIONS & SHALLOTS, FRESH (HS CODE: 070310)  
 USD MILLION**



Source: ITC- Trade Map

**EGYPT REALIZED A POSITIVE TRADE BALANCE FOR PRODUCT ONIONS & SHALLOTS, FRESH  
 (HS CODE 070310) DURING 2015-2019**

**EGYPTIAN EXPORTS OF ONIONS & SHALLOTS, FRESH  
 (HS CODE: 070310) BY IMPORTING COUNTRIES  
 (USD MILLION)**

IMPORTERS	2017	2018	2019
WORLD	207	118	244
NETHERLANDS	12	9	40
SAUDI ARABIA	93	72	33
UNITED KINGDOM	5	7	27
RUSSIAN FEDERATION	32	7	25
TURKEY	0.1	0.1	22
UNITED ARAB EMIRATES	24	3	13
ITALY	2	1	10
INDIA	3	0.1	8
OMAN	12	4	7
ROMANIA	0.2	0.5	5.1

Source: ITC- Trade Map

**EGYPTIAN IMPORTS FOR ONIONS & SHALLOTS, FRESH  
 (HS CODE: 070310) BY EXPORTING COUNTRIES  
 (USD THOUSAND)**

EXPORTERS	2017	2018	2019
WORLD	1,235	149	106
AREA NES	941	116	97
SAUDI ARABIA	236	32	9
KOREA, REPUBLIC OF	37	0	0
IRAQ	14	0	0
ITALY	6	0	0

Source: ITC- Trade Map

**SECTION (3): EXPORTS POTENTIAL AND TARGET MARKETS FOR ONIONS & SHALLOTS, FRESH  
 (HS CODE: 070310)**

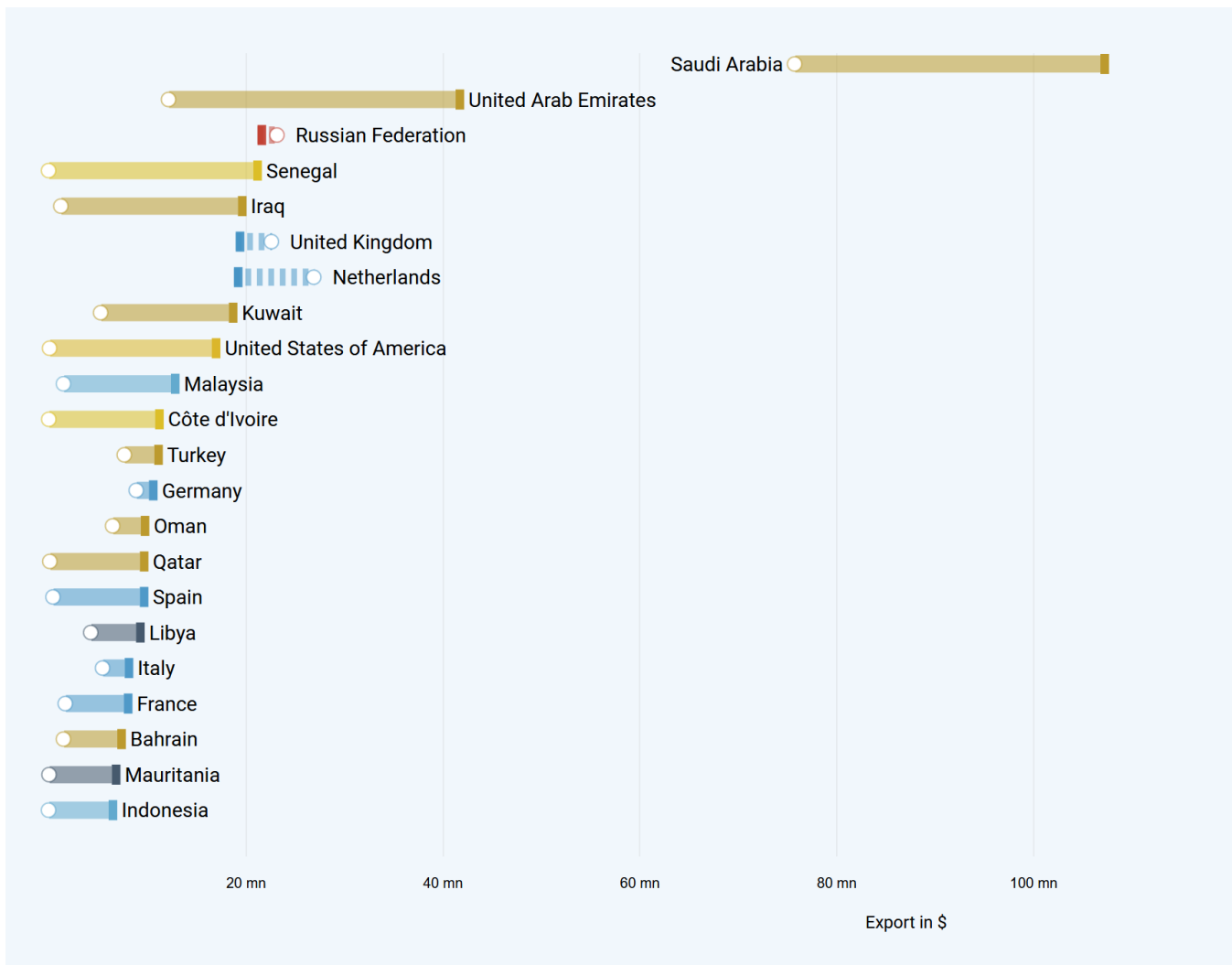
**METHODOLOGY:**

**EXPORT POTENTIAL MAP:**

Export Potential map is a strategic tool used by International Trade Centre (ITC) to identify market opportunities and investment resources where they will have the greatest return in the long run. Market potential analysis is not used for short-term forecasting, but can help to target markets with high growth potential in the future. Market potential analysis enables governments and companies to:

- Categorize countries as lead markets, break-out markets or emerging markets.
- Quantify market potential for a given product by country, region or globally, now and in the future.
- Identify growth drivers and barriers in those markets.
- Understand how to exploit growth markets by tailoring marketing, product development and production strategies to meet customer demands and overcome market barriers.

## POTENTIAL MARKETS FOR EGYPTIAN EXPORTS FROM ONIONS & SHALLOTS, FRESH (HS CODE: 070310)



Source: ITC - Export Potential Map.

### Key findings

The markets with greatest potential for Egypt's exports of 070310 Onions & shallots, fresh are Saudi Arabia, United Arab Emirates and Russian Federation. Saudi Arabia shows the largest absolute difference between potential and actual exports in value terms, leaving room to realize additional exports worth \$30.5 mn.



## SECTION (4): TARGET MARKET PROFILE - CÔTE D'IVOIRE

### COUNTRY OVERVIEW

- **Country:** Republic of Cote d'Ivoire
- **Capital:** Yamoussoukro
- **Total Area:** 322,463 sq km
- **Location:** Western Africa, bordering the North Atlantic Ocean, between Ghana and Liberia
- **Chief of state:** President Alassane Dramane Ouattara (since 4 December 2010)
- **Head of government:** Prime Minister Hamed Bakayoko (since 30 July 2020)
- **Population:** 28,088,455 (July 2021 est.)
- **Major languages:** French (official), 60 native dialects of which Dioula is the most widely spoken
- **Major religion :** Muslim 42.9%, Catholic 17.2%, Evangelical 11.8%, Methodist 1.7%, other Christian 3.2%, animist 3.6%, other religion 0.5%, none 19.1% (2014 est.)
- **Life expectancy:** 59.62 years (men), 64.05 (women) (2021 est.)
- **Population Growth Rate:** 2.21% (2021 est.)
- **Age structure:**
  - 0-14 years: 38.53% % (male 5,311,971 /female 5,276,219)
  - 15-24 years: 20.21% (male 2,774,374 /female 2,779,012)
  - 25-54 years: 34.88% (male 4,866,957 /female 4,719,286)
  - 55-64 years: 3.53% (male 494,000 /female 476,060)
  - 65 years and over: 2.85% (male 349,822 /female 433,385) (2020 est.)
- **Currency:** Africaine francs (XOF)
- **Exchange Rate:** Africaine francs (XOF) per US dollar -: 594.3 (2017 est.)
- 



### ECONOMIC, SOCIAL AND POLITICAL OVERVIEW OF CÔTE D'IVOIRE

#### POLITICAL OVERVIEW:

Close ties to France following independence in 1960, the development of cocoa production for export, and foreign investment all made Cote d'Ivoire one of the most prosperous of the West African states but did not protect it from political turmoil. In December 1999, a military coup - the first ever in Cote d'Ivoire's history - overthrew the government. Junta leader Robert GUEI attempted to rig the elections held in late 2000 and declared himself the winner. Popular protest forced him to step aside and an election brought Laurent GBAGBO into power. Ivoirian dissidents and disaffected members of the military launched a failed coup attempt in September 2002 that developed into a rebellion and then a civil war.

In 2003, a cease-fire resulted in the country being divided with the rebels holding the north, the government the south, and peacekeeping forces a buffer zone between the two. In March 2007, President

Gbagbo and former New Forces rebel leader Guillaume Soro signed an agreement in which SORO joined Gbagbo's government as prime minister and the two agreed to reunite the country by dismantling the buffer zone, integrating rebel forces into the national armed forces, and holding elections. Difficulties in preparing electoral registers delayed balloting until 2010.

In November 2010, Alassane Dramane Ouattara won the presidential election over Gbagbo, but Gbagbo refused to hand over power, resulting in a five-month resumption of violent conflict. In April 2011, after widespread fighting, Gbagbo was formally forced from office by armed Ouattara supporters with the help of UN and French forces. Ouattara won a second term in 2015 and is focused on rebuilding the country's economy and infrastructure while reforming the security forces. The UN peacekeeping mission departed in June 2017. Gbagbo was in The Hague on trial for crimes against humanity, but was acquitted in January 2019. Côte d'Ivoire is scheduled to hold presidential elections in November 2020.

### ECONOMIC OVERVIEW:

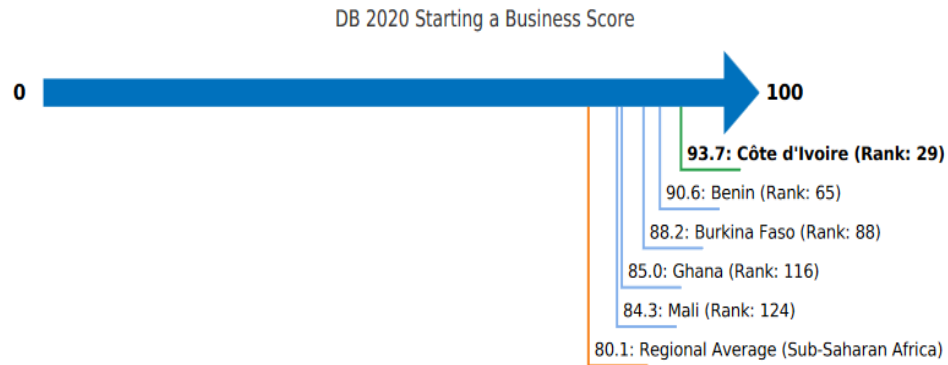
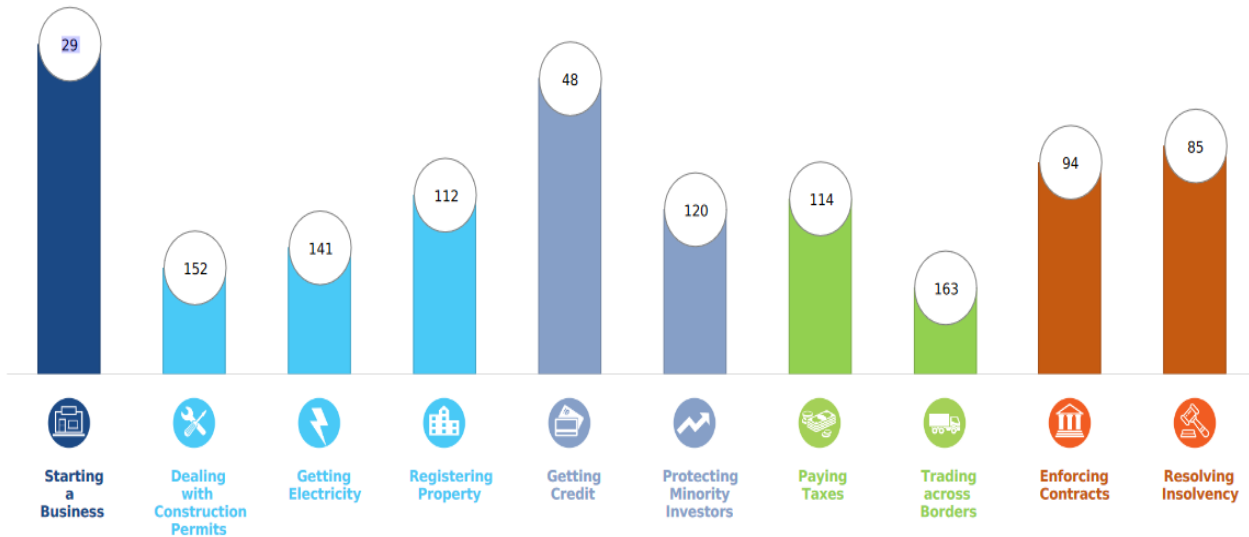
For the last 5 years Cote d'Ivoire's growth rate has been among the highest in the world. Cote d'Ivoire is heavily dependent on agriculture and related activities, which engage roughly two-thirds of the population. Cote d'Ivoire is the world's largest producer and exporter of cocoa beans and a significant producer and exporter of coffee and palm oil. Consequently, the economy is highly sensitive to fluctuations in international prices for these products and to climatic conditions. Cocoa, oil, and coffee are the country's top export revenue earners, but the country has targeted agricultural processing of cocoa, cashews, mangoes, and other commodities as a high priority. Mining gold and exporting electricity are growing industries outside agriculture.

Following the end of more than a decade of civil conflict in 2011, Cote d'Ivoire has experienced a boom in foreign investment and economic growth. In June 2012, the IMF and the World Bank announced \$4.4 billion in debt relief for Cote d'Ivoire under the Highly Indebted Poor Countries Initiative.

### ECONOMIC INDICATORS:

INDICATORS	2010	2019
GNI PER CAPITA, PPP (CURRENT INTERNATIONAL \$)	2,430	5300
GDP (CURRENT US\$) (BILLIONS)	24.91	58.54
GDP GROWTH (ANNUAL %)	2.0	6.2
INFLATION, GDP DEFLATOR (ANNUAL %)	5.4	0.2
AGRICULTURE, VALUE ADDED (% OF GDP)	25	21
INDUSTRY, VALUE ADDED (% OF GDP)	22	21
EXPORTS OF GOODS AND SERVICES (% OF GDP)	51	24
IMPORTS OF GOODS AND SERVICES (% OF GDP)	43	23
FOREIGN DIRECT INVESTMENT, NET INFLOWS (BOP, CURRENT US\$) (MILLIONS)	358	1009

Source: World Bank

**CÔTE D'IVOIRE IN DOING BUSINESS REPORT 2020**
**STARTING A BUSINESS IN CÔTE D'IVOIRE AND COMPARATOR ECONOMIES BASED ON DOING BUSINESS REPORT 2020:**

**RANKING ON DOING BUSINESS REPORT**


**TRADE STATISTICS BETWEEN CÔTE D'IVOIRE AND WORLD**
**TRADE FIGURES BETWEEN CÔTE D'IVOIRE AND WORLD (USD BILLION)**

	2017	2018	2019
CÔTE D'IVOIRE IMPORTS FROM WORLD	9.6	11.0	10.5
CÔTE D'IVOIRE EXPORTS TO WORLD	12.7	11.8	12.7
<b>TRADE BALANCE</b>	<b>3.1</b>	<b>0.8</b>	<b>2.2</b>

Source: ITC, Trade Map

**EXPORTS OF CÔTE D'IVOIRE BY PARTNER COUNTRY (USD MILLION)**

IMPORTERS	2017	2018	2019
NETHERLANDS	1509	1349	1359
UNITED STATES OF AMERICA	1198	1079	768
FRANCE	636	638	753
MALAYSIA	472	457	634
VIET NAM	785	800	621
MALI	479	570	616
SPAIN	311	285	611
SWITZERLAND	468	428	598
GERMANY	616	752	592
BURKINA FASO	541	614	589

Source: ITC, Trade Map

**EXPORTS OF CÔTE D'IVOIRE BY PRODUCT (USD MILLION)**

CODE	PRODUCT LABEL	2017	2018	2019
'18	Cocoa and cocoa preparations	5004	4560	4949
'27	Mineral fuels, mineral oils and products of their distillation;	1587	1878	2136
'71	Natural or cultured pearls, precious or semi-precious stones, precious	846	801	1079
'08	Edible fruit and nuts; peel of citrus fruit or melons	1438	1380	1016
'40	Rubber and articles thereof	843	756	908
'52	Cotton	229	311	388
'15	Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal . . .	196	219	227
'33	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	221	248	213
'89	Ships, boats and floating structures	645	70	182
'26	Ores, slag and ash	54	119	171
'09	Coffee, tea, maté and spices	72	139	164
'39	Plastics and articles thereof	226	152	134
'21	Miscellaneous edible preparations	124	125	119
'44	Wood and articles of wood; wood charcoal	146	131	118
'34	Soap, organic surface-active agents, washing preparations, lubricating	105	107	95

Source: ITC, Trade Map

**IMPORTS OF CÔTE D'IVOIRE BY PARTNER COUNTRY (USD MILLION)**

EXPORTERS	2017	2018	2019
China	1296	1646	1802
Nigeria	888	1353	1410
France	1064	1135	1126
United States of America	387	372	522
India	455	500	447
Turkey	163	186	295
Netherlands	309	401	291
Viet Nam	137	182	283
Germany	316	324	280
Italy	201	248	228

Source: ITC, Trade Map

**IMPORTS OF CÔTE D'IVOIRE BY PRODUCT (USD MILLION)**

CODE	PRODUCT LABEL	2017	2018	2019
'27	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral . . .	1599	2387	2212
'84	Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	865	1029	1010
'10	Cereals	736	881	793
'85	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television . . .	505	643	661
'87	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	630	720	625
'03	Fish and crustaceans, molluscs and other aquatic invertebrates	459	531	526
'39	Plastics and articles thereof	474	462	470
'30	Pharmaceutical products	346	386	370
'73	Articles of iron or steel	189	310	323
'38	Miscellaneous chemical products	205	250	248
'72	Iron and steel	242	276	247
'25	Salt; sulphur; earths and stone; plastering materials, lime and cement	210	222	231
'48	Paper and paperboard; articles of paper pulp, of paper or of paperboard	164	185	183
'24	Tobacco and manufactured tobacco substitutes	134	147	159
'31	Fertilisers	97	79	147

Source: ITC, Trade Map

**TRADE STATISTICS BETWEEN EGYPT AND CÔTE D'IVOIRE**
**EGYPTIAN EXPORTS TO CÔTE D'IVOIRE BY PRODUCT (MILLION)**

CODE	PRODUCT LABEL	2017	2018	2019
'33	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	13.7	13.0	12.8
'39	Plastics and articles thereof	7.9	13.9	9.1
'85	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television . . .	1.0	4.3	6.9
'28	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, . . .	3.3	2.5	2.4
'73	Articles of iron or steel	1.0	1.8	2.3
'40	Rubber and articles thereof	1.1	0.9	1.4
'87	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	3.0	1.0	1.4
'19	Preparations of cereals, flour, starch or milk; pastrycooks' products	0.9	0.1	1.1
'25	Salt; sulphur; earths and stone; plastering materials, lime and cement	3.5	1.9	0.7
'72	Iron and steel	0.1	0.4	0.7
'70	Glass and glassware	0.7	1.4	0.7
'27	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral . . .	1.1	10.0	0.7
'96	Miscellaneous manufactured articles	0.7	0.7	0.6
'94	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; . . .	0.9	2.3	0.5
'07	Edible vegetables and certain roots and tubers	1.2	1.0	0.4

Source: ITC, Trade Map

**EGYPTIAN IMPORTS FROM CÔTE D'IVOIRE BY PRODUCT (Thousand)**

CODE	PRODUCT LABEL	2017	2018	2019
'09	Coffee, tea, maté and spices	0	210	2949
'44	Wood and articles of wood; wood charcoal	952	1207	1212
'18	Cocoa and cocoa preparations	710	831	1144
'08	Edible fruit and nuts; peel of citrus fruit or melons	218	0	241
'38	Miscellaneous chemical products	0	134	66
'39	Plastics and articles thereof	0	12	0

Source: ITC, Trade Map

**TRADE POTENTIALS BETWEEN EGYPT AND CÔTE D'IVOIRE**
**(1) POTENTIAL EGYPTIAN EXPORTS TO CÔTE D'IVOIRE**

HS CODE	PRODUCT	POTENTIAL VALUE (MILLION USD)
070310	ONIONS & SHALLOTS, FRESH	10.2
252310	CEMENT CLINKERS	5.6
310210	UREA	5.0
330290	MIXTURES OF ODORIFEROUS SUBSTANCES USED AS RAW	4.1
390210	POLYPROPYLENE, IN PRIMARY FORMS	3.3
390120	POLYETHYLENE, SPECIFIC GRAVITY $\geq 0,94$ , IN PRIMARY	3.3
330210	MIXTURES OF ODORIFEROUS SUBSTANCES USED IN FOOD	2.8
070190	POTATOES, FRESH	2.8
6907	UNGLAZED CERAMIC FLAGS, PAVING, HEARTH, WALL TILES,	2.4
210210	ACTIVE YEASTS	2.1
390410	PREPARATIONS AND CHARGES FOR FIRE-EXTINGUISHERS;	1.7
283650	CALCIUM CARBONATE	1.7
392020	NON-CELLULAR ETHYLENE POLYMERS, IN FLAT SHAPES	1.6
740811	WIRE OF REFINED COPPER	1.6
961900	SANITARY ARTICLES	1.6
390750	ALKYD RESINS, IN PRIMARY FORMS	1.6
480300	PAPER FOR HOUSEHOLD/SANITARY PURPOSES, CELLULOSE	1.4
3103XX	SUPERPHOSPHATES	1.3
560311	NONWOVENS OF MAN-MADE FILAMENTS, $\leq 25G/M2$	1.1
8528XC	RECEPTION APPARATUS FOR TELEVISION	1
390110	POLYETHYLENE, SPECIFIC GRAVITY $< 0,94$ , IN PRIMARY	1
721391	BARS & RODS OF IRON OR NON-ALLOY STEEL	1
8702	MOTOR VEHICLES FOR THE TRANSPORT OF $\geq 10$ PERSONS,	1
330610	DENTIFRICES	1
170199	CANE OR BEET SUGAR & CHEMICALLY PURE SUCROSE	1

Export Potential Map, ITC

**(2) POTENTIAL EGYPTIAN IMPORTS FROM CÔTE D'IVOIRE**

HS CODE	PRODUCT	POTENTIAL VALUE (MILLION USD)
180310	COCOA PASTE	2.7
180400	COCOA BUTTER, FAT & OIL	1.3
520100	COTTON, NOT CARDED/COMBED	1.2
180500	COCOA POWDER	1.2
151190	PALM OIL (EXCL CRUDE) & FRACTIONS	0.8
090111	COFFEE, NOT ROASTED, NOT DECAFFEINATED	0.5
400122	TECHNICALLY SPECIFIED NATURAL RUBBER	0.5
4408XX	SHEETS FOR VENEERING, SAWN	0.3
400129	NATURAL RUBBER IN PRIMARY FORMS/FLAT SHAPES (NON-	0.2
0803	BANANAS, FRESH OR DRIED	0.2
210111	COFFEE EXTRACTS	0.2
180620	CHOCOLATE & OTHER COCOA FOOD PREPARATIONS	0.2
4412	PLYWOOD, VENEERED PANEL & SIMILAR LAMINATED	0.1
080132	CASHEW NUTS, SHELL	0.1
3808	INSECTICIDES, RODENTICIDES, FUNGICIDES, HERBICIDES &	0.1
100590	MAIZE (EXCL SEED FOR SOWING)	0.1
080131	CASHEW NUTS, IN SHELL	0.1
4407XC	WOOD, SAWN/CHIPPED LENGTHWISE, SLICED/PEELED,	0.1
080111	DESICCATED COCONUTS	0.04
330499	BEAUTY, MAKE-UP & SKINCARE PREPARATIONS	0.04
170199	CANE OR BEET SUGAR & CHEMICALLY PURE SUCROSE	0.03
843143	PARTS FOR BORING OR SINKING MACHINERY	0.03
340120	SOAP IN FLAKES/GRANULES/POWDER/PASTE/AQUEOUS	0.03
230230	BRAN, SHARPS & OTHER RESIDUES OF WHEAT	0.03
481920	CARTONS, BOXES & CASES, OF NON-CORRUGATED PAPER(-	0.03

Export Potential Map, ITC



## SOURCES

- CIA Fact Book
- Doing Business Report
- ITC, Trade Map Data accessed on 07/03/2021
- ITC, Export Potential Map Data
- World Bank Economic Indicators

**EXPORT DEVELOPMENT AUTHORITY (EDA)**  
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