

## Producer country file

# The mango in Côte d'Ivoire

by Virgine Pugnet

The number three supplier to the European market, Côte d'Ivoire is also the number one African exporter country, far ahead of the other West African countries. This origin saw record exports in 2016 and 2017, with more than 30 000 tonnes shipped to Europe. Representing 4 % of the national GDP, the mango is the number three export fruit, behind the banana and pineapple. Generating more than 10 million euros of revenue in the northern zones where it is cultivated, the mango is a flagship product of Côte d'Ivoire. Exports more than doubled in ten years, and sale prices on the markets have improved. Yet there are still many logistical and phytosanitary challenges to tackle, in a still fragile industry.



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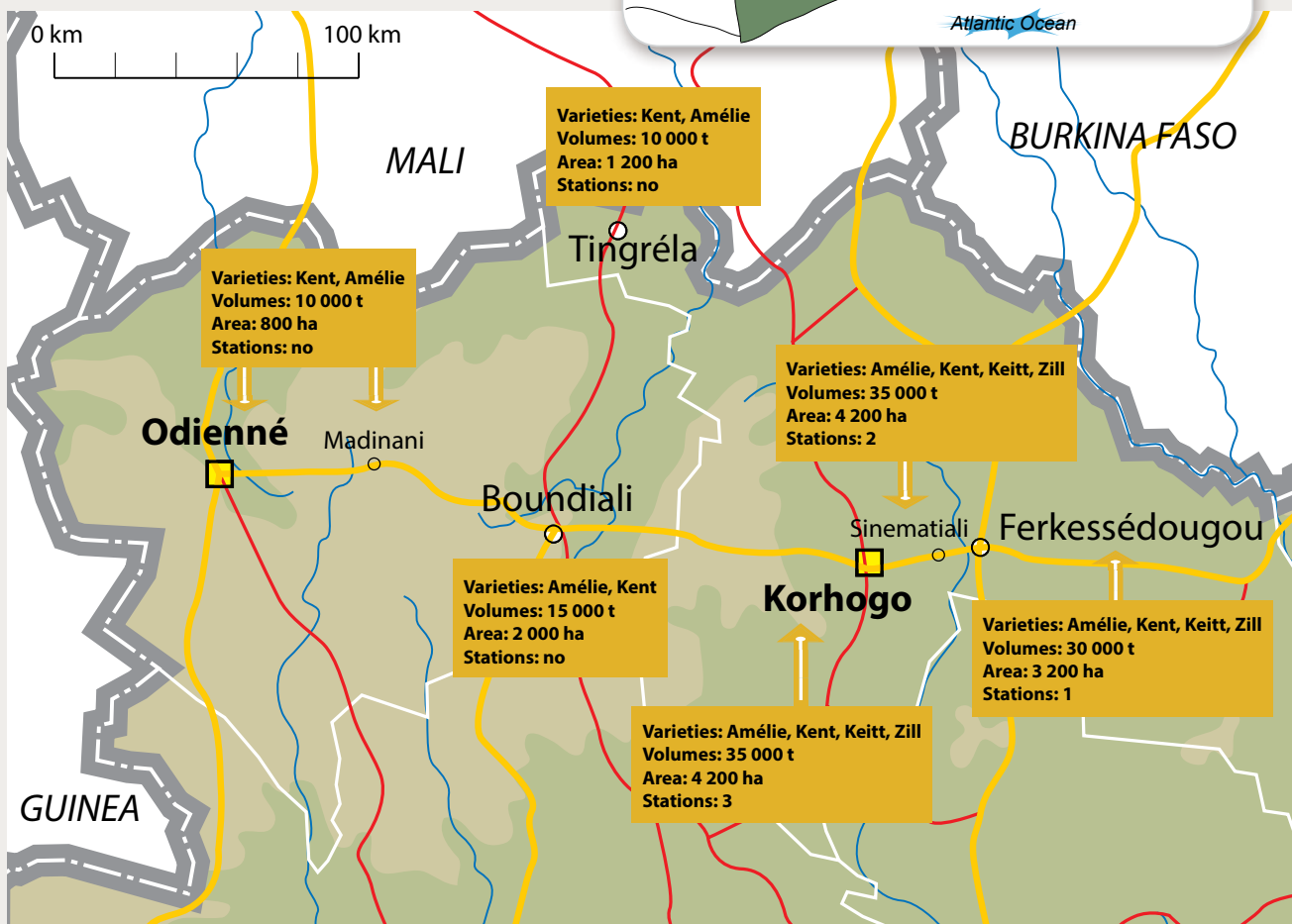
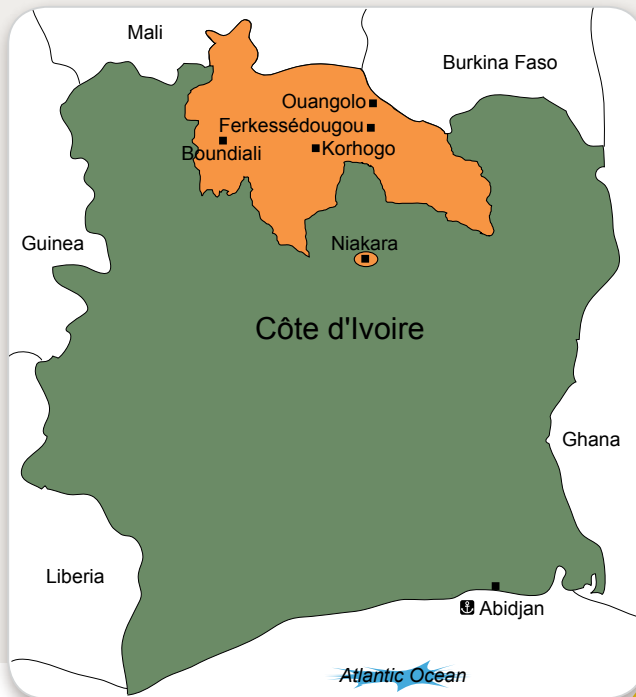
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# Mango – Côte d'Ivoire

## Location

Mango production for exports is located in the northern part of the country, covering the regions of Bagoue, Poro, Tchologo and Hambol. The main production regions can be found around the cities of Odiénne, Boundiali, Korhogo, Sinématiali, Ferkessedougou and Tafire further south. Situated 600 km from the port of Abidjan, the country's economic capital, the zone is favourable for mango cultivation. It enjoys a lower humidity level than the rest of the country. The long Harmattan periods help ensure good flowering and favourable climate conditions for fruit development.



Source: Ecowas ten study

## Mango – Côte d'Ivoire

### Production

The Ivorian Agriculture Ministry evaluates mango production at 150 000 tonnes per year. Côte d'Ivoire has a large traditional mango cultivation area, and some modern plantations. The cultivation area has seen rapid growth over the past decade. According to the FAO, it went from 10 000 hectares in 1999 to more than 20 000 hectares at present. More than 90 % of the country's production is provided by small producers (approximately 7 000), on surface areas varying between 2 and 20 hectares. Cooperatives have been set up in the various production zones, though they do not always market their produce directly. The mango represents a major source of revenue, as well as diversification in a zone where the main crops remain cotton and the cashew nut.

Production has increased rapidly, though with rudimentary cropping methods. Ploughing,

weeding, grafting and fencing are the main activities carried out on the plantations. Pruning and phytosanitary treatments are limited. Irrigation is practically non-existent. Production is completely subject to climate vagaries. The maximum yields per hectare are still currently low, including between 3 and 7 tonnes. For the past two years, the effects of climate change have been detrimental to production. The long periods of drought have caused substantial production falls.

However, one of the main challenges remains management of the fruit fly, a genuine scourge of Ivorian producers and exporters. Since 2015, biological pesticide-based treatment campaigns have been launched by the Ministry of Agriculture on 20 000 hectares of orchards. A regional fruit fly management plan has been implemented by ECOWAS for a total of 25.5 million euros.



Photos © Virginie Pugnet



# Mango – Côte d'Ivoire

Mango – Côte d'Ivoire – Production calendar

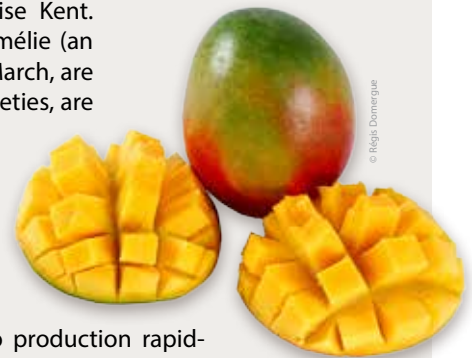
	F	M	A	M	J	J
Amélie						
Zill						
Kent						
Keitt						

Professional sources

This variety now represents more than 95 % of Ivorian export production. Amélie (an acidic-tasting green variety) and Zill, early varieties which enter production in March, are now practically absent from Ivorian stock. Palmer and Keitt, which are later varieties, are exported in limited quantities in late May.

## Production calendar and varieties

The dominant variety is Kent, which has gradually become dominant with exports progressing. Multi-varietal orchards already in existence were used for grafting, and the new plantations mainly comprise Kent.

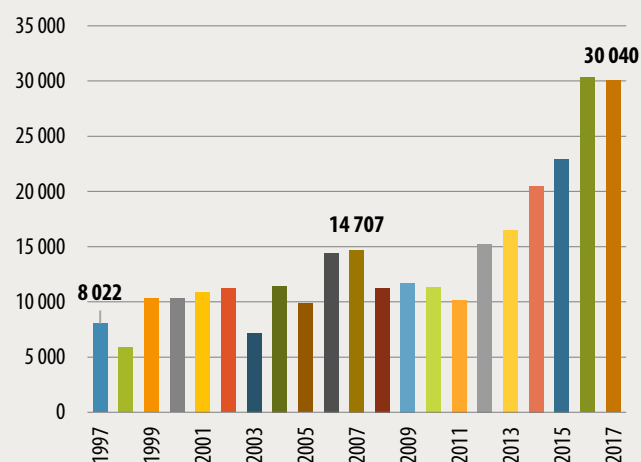


## Exports

Mainly intended for local consumption until the early 1990s, Ivorian mango production rapidly switched to exports aimed at Europe. Shipments rose rapidly to cope with a rapidly expanding European market. They slowed down between 2002 and 2013, mainly because of the socio-political crisis that the country went through during this extremely difficult period. After that, exports were stimulated by the stabilisation of the political situation, the entry of big operators into the industry and the improved shipping logistics, thanks to loading the containers at the fruit terminal via the Compagnie Fruitière ships. Around thirty private export facilities export mangos from Côte d'Ivoire. In 2018, a survey by the sanitary authorities counted 36 fresh mango packing units in the cities of Korhogo (18 stations), Sinématiali (10 stations), Ferkessédougou (7 stations) and Odienné (1 station). The campaign start date is now set by the Ministry of Agriculture, which is increasingly involved in the industry. Ivorian exports are now entirely GLOBALGAP certified. Other social certifications meeting the requirements of the markets are increasingly being applied, such as GRAPPS and FAIR FOR LIVE. Organic and Fairtrade certifications are scarce. The industry is managed by three professional organisations: OCAB, AREXMA and OBAMCI. Given the complexity of this situation, operators are currently trying to create a mango inter-professional association, at the initiative of the Ministry of Agriculture.

By virtue of its geographic proximity, its production calendar, the predominance of the Kent variety, and its suitability for the requirements of the market, Côte d'Ivoire is an essential trading partner for Europe in terms of developing the mango market. However, there remains a major dark cloud over this scene: the increased seizures in Europe because of the fruit fly. Despite reinforced inspections at the packing stations imposed by the Ivorian phytosanitary services in 2017, 37 interceptions were recorded in the European Union, as opposed to 10 in 2016.

Mango - Côte d'Ivoire - Evolution of European imports  
(in tonnes / source: Eurostat)



# Mango – Côte d'Ivoire

## Outlets

The main export outlet for Ivorian mangos remains by a long way the European fresh mango market. Though in recent years, there has been growth in exports to other destinations such as the sub-regional market and North Africa, with approximately 3 000 tonnes shipped in 2017. The population boom in Côte d'Ivoire has also stimulated demand for fresh fruit on the local market. The sub-regional market is growing rapidly, in particular supplying the drying units in Ghana and Burkina Faso. Recently, the governmental authorities, with the support of FIRCA (Inter-Professional Agricultural Consultancy Fund) set up some drying units in the north of the country. The objective was to harness the production difference between exports (33 000 tonnes) and production (150 000 tonnes).



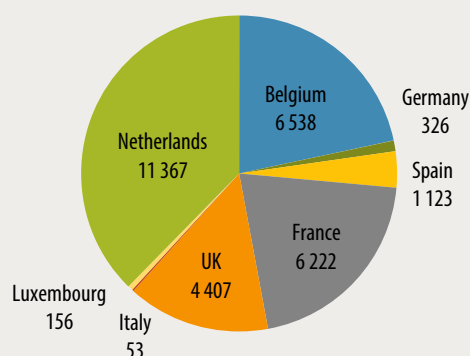
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**Mango - Côte d'Ivoire - Points of entry in Europe in 2017**

(in tonnes / source: Eurostat)



## Mango — Côte d'Ivoire — Sea-freight logistics

Port of departure	Sea line	Port of arrival	Transit time
Abidjan	AEL	Antwerp	11 days
		Portsmouth	10 days
		Port Vendres	8 days
	CMA CGM	Antwerp	15 days
		Dunkirk	13 days
		Algeciras	9 days
	HAPPAG ARKAS	Tangiers	8 days
		Antwerp	11 days
		London Gateway	16 days
		Algeciras	7 days
		Hamburg	13 days
	NILEDUCHT	Rotterdam	15 days
		Antwerp	11 days
		Algeciras	6 days
Rotterdam		15 days	

Source: Bolloré/AEL

## Logistics

The increase in exports has made management of sea-freight logistics an essential issue. Setting up container logistics via AEL ships and the fruit terminal have helped support the increase in exports. Though primarily dedicated to the banana and pineapple, Compagnie Fruitière logistics are limited, given the volumes shipped over a very short period. At the autonomous port of Abidjan, congestion has caused transit problems for the past three years, and thereby fruit quality problems. This constraint should be lifted in 2018 thanks to the improvement in the port facilities, enabling better progress in exports. At the initiative of the banana exporters, measures have been implemented: special booths for reefers, and modernisation of the facilities.