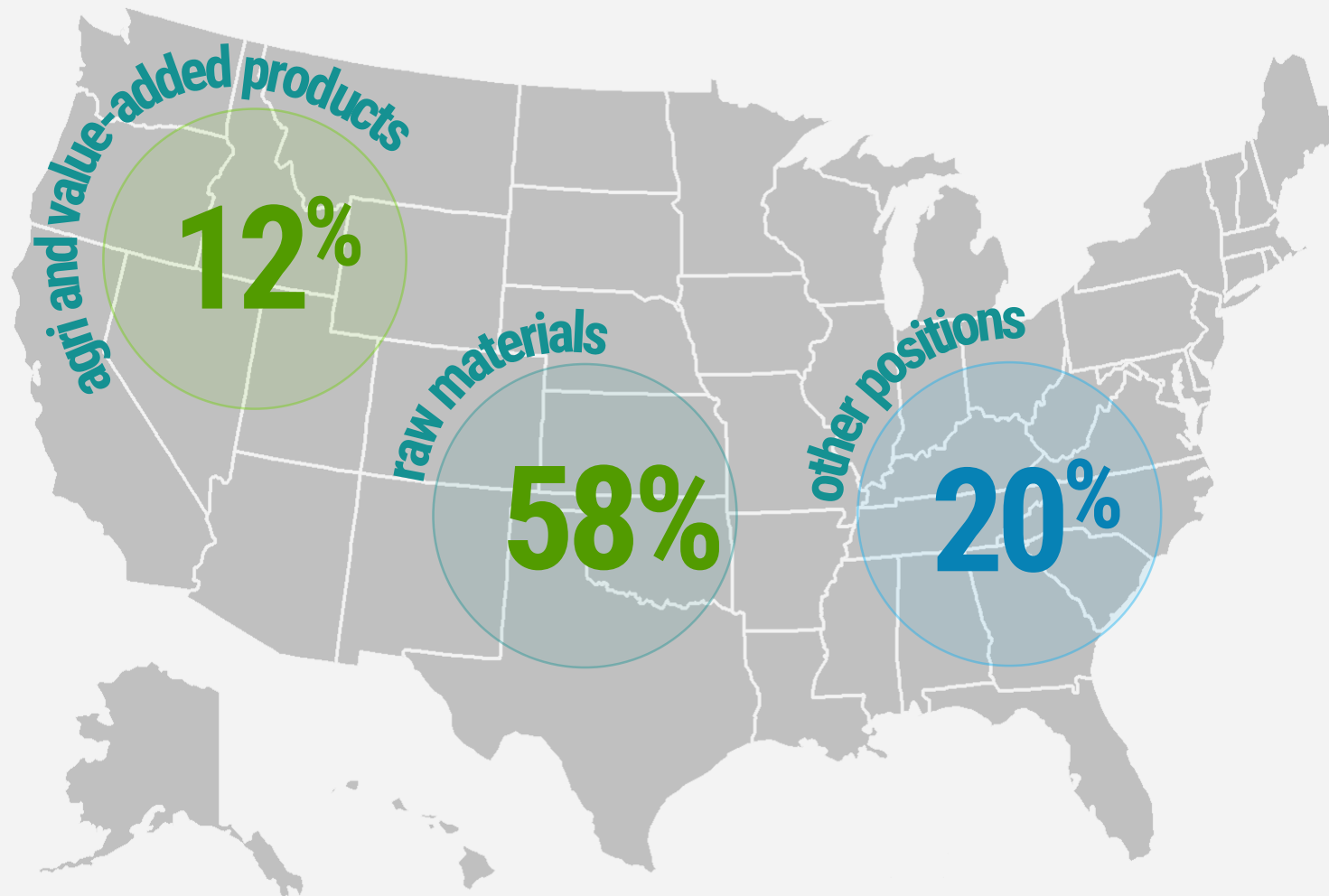




# Exploring Emerging Trade Opportunities: African Exports to the USA in 2024-2025

# General Long-Term Trends

The Raw Materials supplies accounted for 58% of U.S total imports from African countries in 2023...



In 2023, **raw materials accounted for a significant 58% of the total U.S. imports from African nations**, representing over \$23 billion out of a total \$39.5 billion in exports. This marks a **slight decline from 2017**, when raw materials represented 62% of the total export value, amounting to \$21 billion out of \$34 billion. This shift indicates a **gradual diversification in trade, with a growing focus on other sectors**.

Between 2017 and 2023, the Compound Annual Growth Rate (CAGR) of exports from African countries to the USA was a **moderate +2.09%**, with total exports increasing from approximately \$34.2 billion in 2017 to a projected \$40 billion in 2024. While raw materials still form a large portion of exports, **significant growth has been observed in the trade of agricultural products**, as well as value-added goods such as **vehicles, appliances, and clothing**. For many of these categories, the CAGR has surpassed 10-20% annually, reflecting Africa's expanding role in a more diversified global trade landscape.

# Agriculture: A Rapidly Expanding Sector

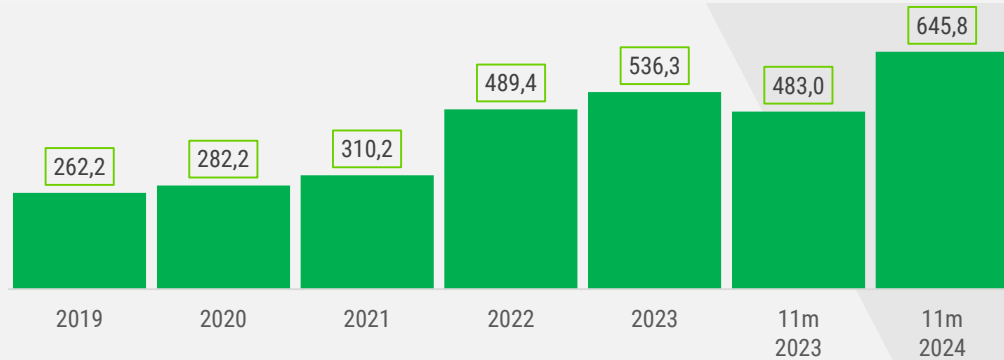
Agriculture has emerged as **one of the fastest-growing export categories** from African countries to the U.S. In 2017, agricultural exports totaled approximately \$0.7 billion and by 2023, this figure had surged to over \$1.7 billion, while in the first nine months of 2024, the exports had already approached \$1.8 billion. With projections for full-year 2024 reaching \$2.3 billion, we are witnessing a near threefold increase in agricultural exports over the past seven years. Among the various agricultural exports, **olive oil has experienced the most notable growth**, with exports more than doubling during this period

Table 1: Leading Agricultural Products with the Highest Export Potential from Africa to the US

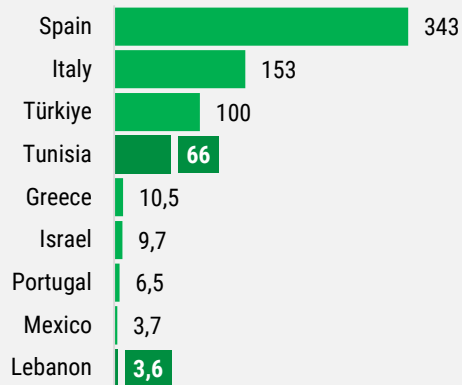
HS Code	Product Description	2017, M\$	2023, M\$	9M 2024, M\$	2024, projected full year, M\$	Projected Growth Rate in 2024	7Y CAGR, 2017-2023
150920	Olive oil	0.00	188.1	384.8	513.0	>100%	>100%
150990	Olive oil and its fractions, refined	16.39	39.01	59.01	78.68	>100%	13.2%
081110	Strawberries, frozen	4.48	33.86	42.63	56.84	67.9%	33.5%
230400	Soybean oilcake and other solid residues	4.02	122.07	149.8	199.8	63.7%	62.8%
240120	Tobacco, partly or wholly stemmed	30.50	51.79	58.64	78.19	51.0%	7.9%
080521	Mandarins, fresh or dried	34.8	134.7	149.5	199.4	48.1%	21.3%
210500	Ice cream and other edible Ice	7.03	32.98	33.82	45.09	36.7%	24.7%
080620	Grapes, dried	10.59	27.00	26.31	35.08	29.9%	14.3%
200570	Olives, prepared or preserved	35.80	54.06	51.21	68.28	26.3%	6.1%
180320	Cocoa paste	89.44	170.6	161.53	215.4	26.3%	9.7%
080510	Oranges, fresh	50.10	75.84	71.64	95.52	26.0%	6.1%
081340	Fruit, dried, others than of headings 0801- 0806	14.22	77.85	65.45	87.26	12.1%	27.5%
180310	Cocoa paste, not defatted	83.28	246.7	206.9	275.8	11.8%	16.8%
200799	Jams, fruit jellies, marmalades and purees	3.13	35.99	27.36	36.47	1.4%	41.7%
090111	Coffee, unroasted, decaffeinated	285.7	352.9	266.8	355.7	0.8%	3.1%
160540	Crustaceans, prepared or preserved, including products containing fish meat	9.58	43.63	29.94	39.92	-8.5%	24.2%

# Agriculture: A Rapidly Expanding Sector

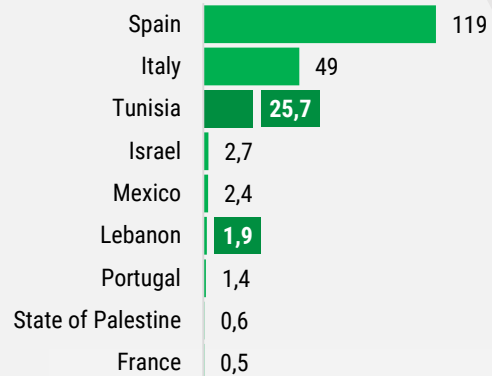
US Total Imports of **Olive oil and its fractions (refined)**, M\$



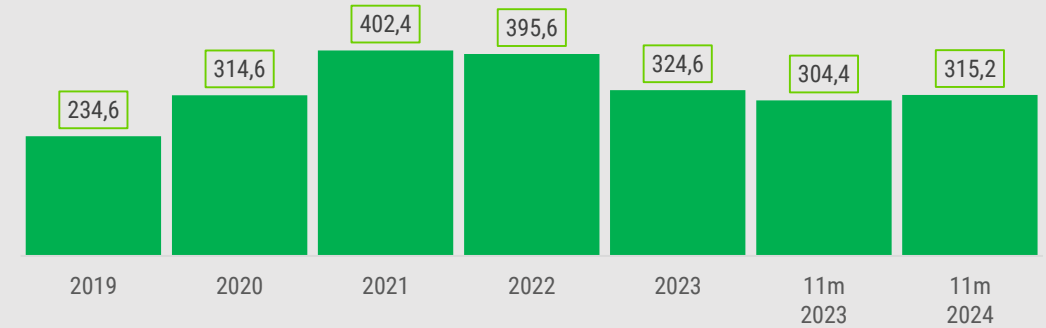
US Largest Suppliers, (M\$) Dec 2023 – Nov 2024



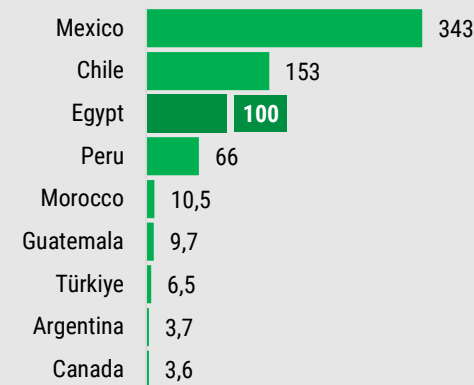
US Suppliers with Highest Growth (M\$) Dec 2023 – Nov 2024



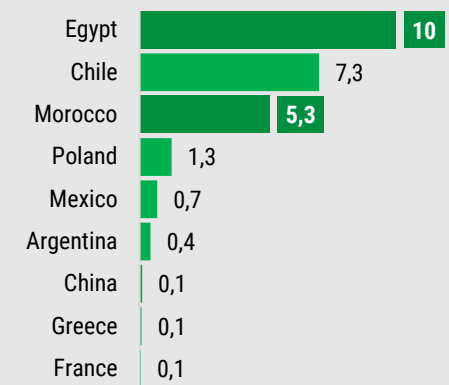
US Total Imports of **Strawberries**, M\$



US Largest Suppliers, (M\$) Dec 2023 – Nov 2024



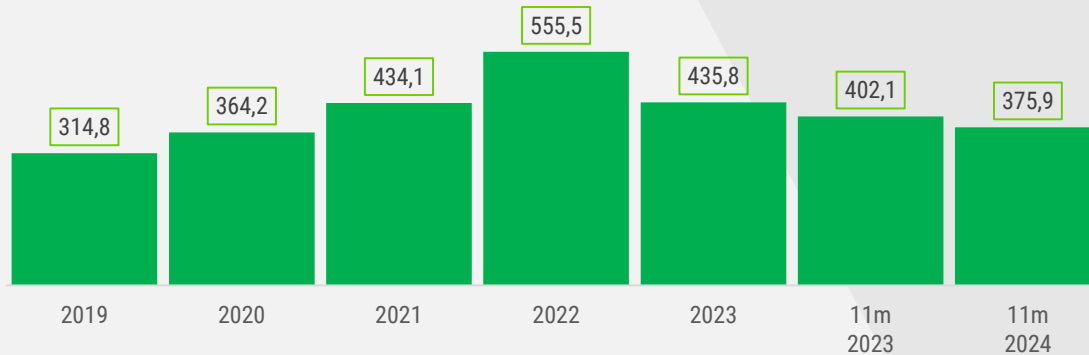
US Suppliers with Highest Growth (M\$) Dec 2023 – Nov 2024



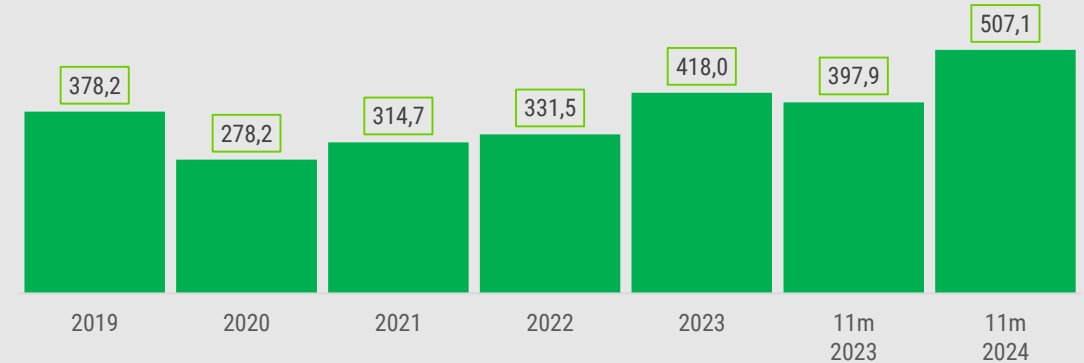
In the market for **strawberries**, **Egypt has emerged as a significant player**, becoming one of the United States' top suppliers. Over the past twelve months, Egypt has demonstrated impressive growth, with U.S. imports of Egyptian strawberries surpassing \$10 million.

# Agriculture: A Rapidly Expanding Sector

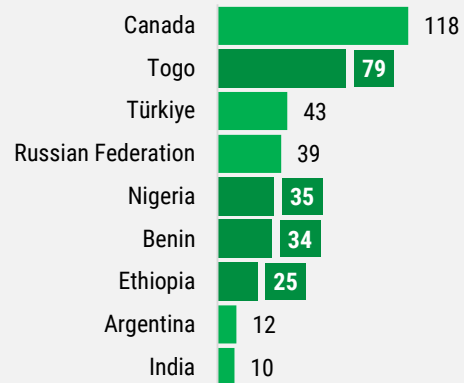
US Total Imports of **Soybean meal**, M\$



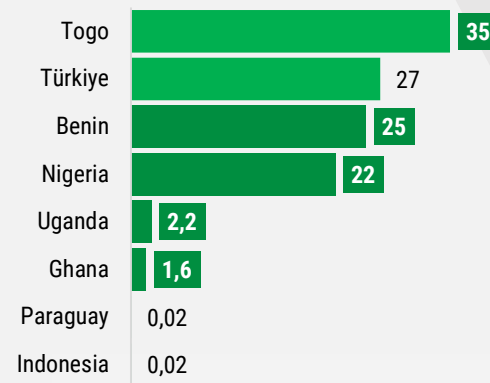
US Total Imports of **Tobacco**, M\$



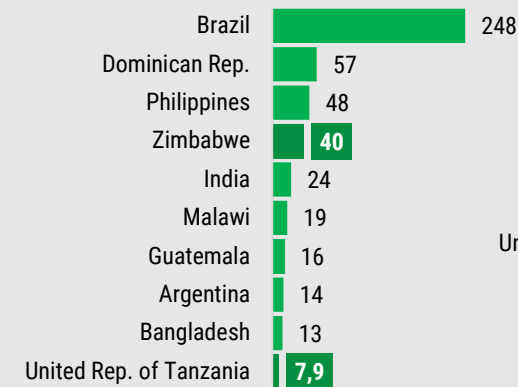
US Largest Suppliers, (M\$) Dec 2023 – Nov 2024



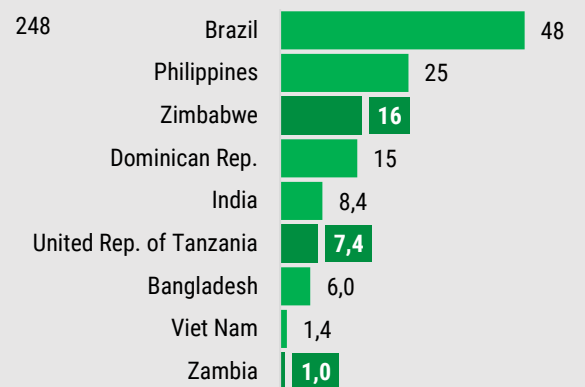
US Suppliers with Highest Growth (M\$) Dec 2023 – Nov 2024



US Largest Suppliers, (M\$) Dec 2023 – Nov 2024



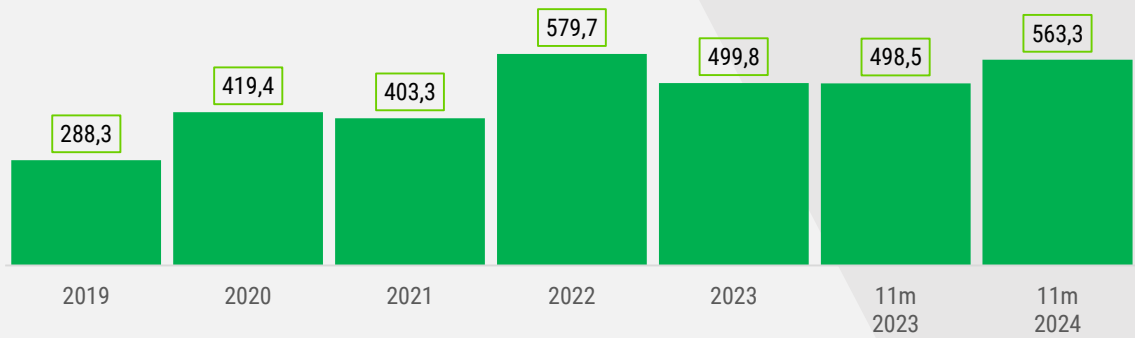
US Suppliers with Highest Growth (M\$) Dec 2023 – Nov 2024



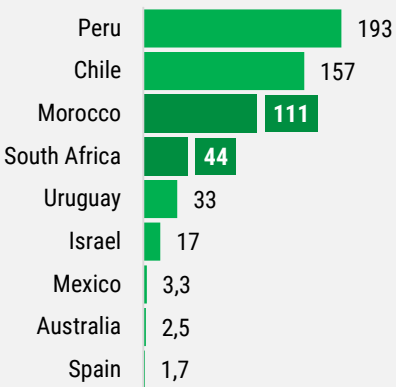
**Zimbabwe** has made significant strides in expanding **its tobacco exports to the U.S.**, doubling its supply over the last twelve months. As a result, Zimbabwe's share of the U.S. tobacco import market has risen to 7.7%, up from 6% previously.

# Agriculture: A Rapidly Expanding Sector

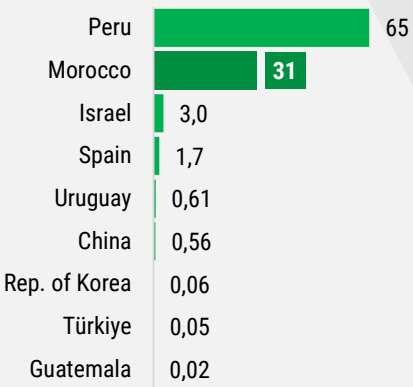
US Total Imports of **Mandarins**, M\$



US Largest Suppliers, (M\$) Dec 2023 – Nov 2024



US Suppliers with Highest Growth (M\$) Dec 2023 – Nov 2024



**Mandarins:** **South Africa** and **Morocco** are among the key suppliers of mandarins to the U.S., jointly holding a 27% share of the imported mandarin market. In 2024, the U.S. market saw healthy growth, with imports rising by 19% and prices increasing by 4.3%. Morocco, in particular, experienced a strong performance, boosting its supply by 25%, which led to an increase in its market share from 16% in 2023 to 19% in 2024. In contrast, South Africa saw a decline in its supply of mandarins, signaling a shift in market dynamics. This presents an opportunity for Moroccan suppliers to further capitalize on growing U.S. demand for mandarins.

**Dried grapes:** **South Africa** continues to dominate the U.S. market for dried grapes, holding over 50% of total imports. In 2024, South Africa further expanded its market share, reaching 55%. The U.S. market for dried grapes is growing rapidly, with a 25% increase in imports and prices rising by 15%.

# Motor vehicles, parts and equipment

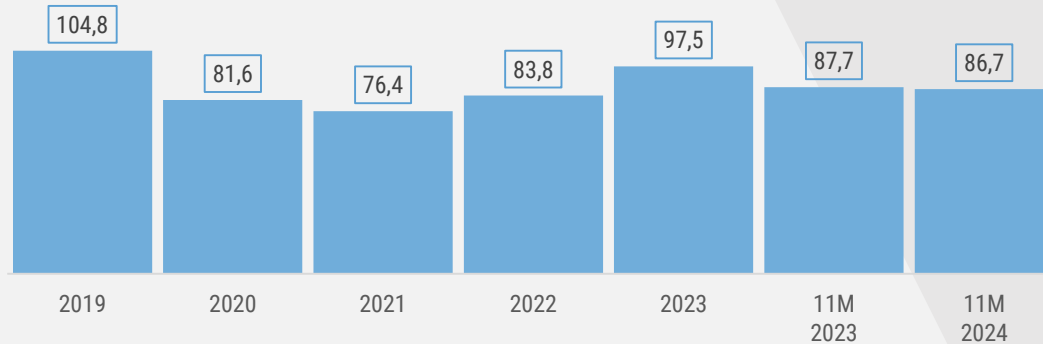
In 2017, exports of the items listed below were valued at approximately \$1.25 billion. By 2023, this figure had more than doubled, reaching \$2.5 billion, reflecting an impressive 100% growth. Looking ahead to 2024, expected exports are projected to surpass \$3.1 billion, continuing the robust upward trajectory

Table 2: Leading positions of motor vehicles, parts with the Highest Export Potential from Africa to the US

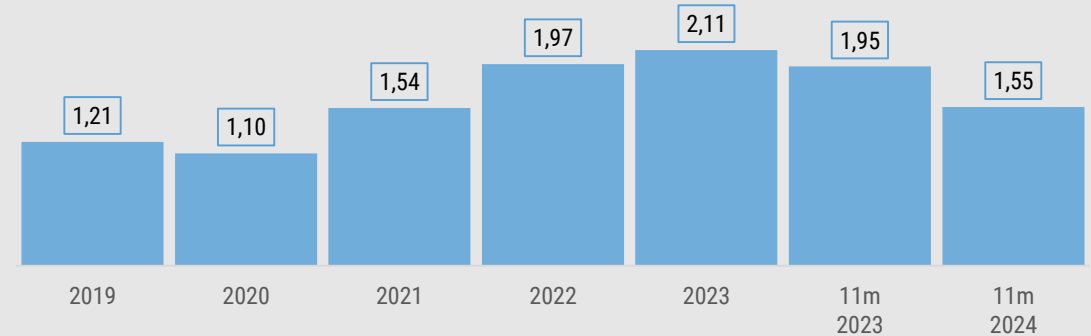
HS Code	Product Description	2017, M\$	2023, M\$	9M 2024, M\$	2024, projected full year, M\$	Projected Growth Rate in 2024	7Y CAGR, 2017-2023
841191	Parts of turbojets or turbopropellers	22.73	45.50	92.81	123.8	>100%	>100%
853890	Parts for electrical apparatus, boards, panels for electric control, others	3.47	17.84	20.01	26.67	49.50%	49.5%
880730	Parts of airplanes	0.00	54.65	60.45	80.60	47.48%	47.5%
853710	Boards, panels, consoles, etc. with electrical apparatus, for electric control or distribution of electricity	9.80	34.17	35.45	47.26	38.30%	38.3%
870829	Parts and accessories of bodies (including Cabs) for motor Vehicles, Others	5.49	17.90	18.23	24.31	35.80%	35.8%
870323	Passenger motor vehicles with spark-ignition Internal combustion reciprocating piston engine	1 088	1 746	1 673	2 231	27.79%	27.8%
890332	Motorboats	0.00	69.59	63.34	84.46	21.36%	21.4%
850440	Electrical converters; power supplies for unites of 8471	7.51	18.43	16.52	22.03	19.57%	19.6%
852910	Antennas and antenna reflectors and parts thereof	25.69	38.38	33.88	45.17	17.68%	17.7%
854442	Electric conductors, for a voltage not exceeding 1000 V, fitted with connectors, others	15.34	31.37	26.77	35.69	13.78%	13.8%
854430	Insulated ignition wiring sets and other wiring sets for vehicles, aircraft and ships	47.72	81.89	66.35	88.47	8.03%	8.0%
854129	Transistors, other than photosensitive, others	8.73	219.3	162.4	216.6	-1.23%	-1.2%
870870	Road wheels and parts and accessories thereof for motor vehicles	0.27	145.3	78.17	104.2	-28.26%	-28.3%

# Motor vehicles, parts

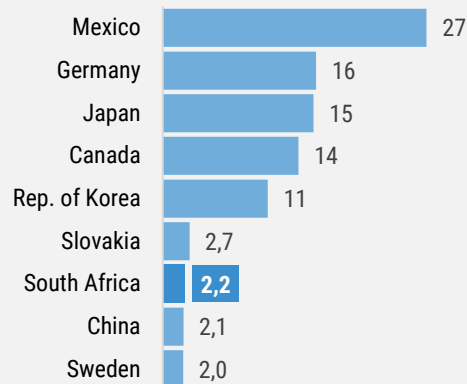
US Total Imports of **Cars with capacity of engine 1 500 – 3 000, B\$**



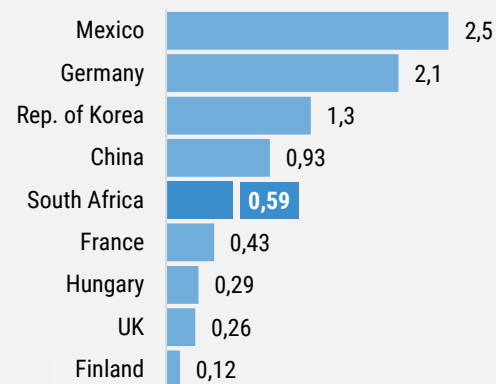
US Total imports of **Transistors, not photosensitive , B\$**



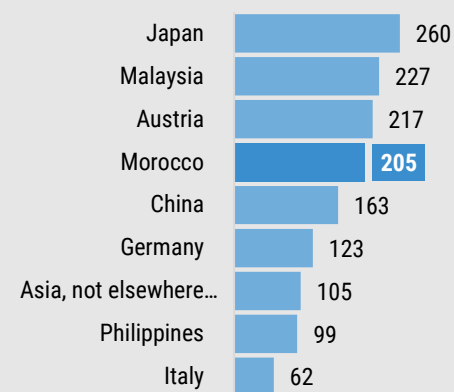
US Largest Suppliers, (B\$) Dec 2023 – Nov 2024



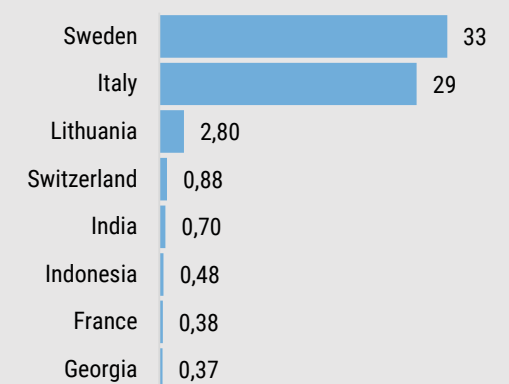
US Suppliers with Highest Growth (B\$) Dec 2023 – Nov 2024



US Largest Suppliers, (M\$) Dec 2023 – Nov 2024



US Suppliers with Highest Growth (M\$) Dec 2023 – Nov 2024



Exports of **cars with engine capacities ranging from 1,500 to 3,000 cc** are poised to reach \$2.3 billion in 2024. **South Africa** has made notable strides in this sector, increasing its car exports to the U.S. by 30% over the last twelve months.



# Apparel: Steady Growth in African Clothing Exports

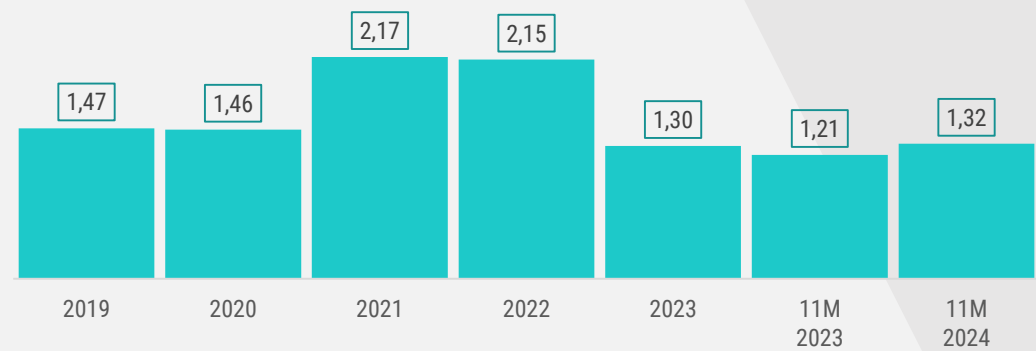
African suppliers have steadily increased their exports of various types of clothing to the U.S. Total imports of these items grew from \$0.57 billion in 2017 to \$1.13 billion in 2023, reflecting a strong upward trend. For 2024, full-year exports are expected to exceed \$1.2 billion, further solidifying the region's growing presence in the U.S. apparel market.

Table 3: Leading clothes with the Highest Export Potential from Africa to the US

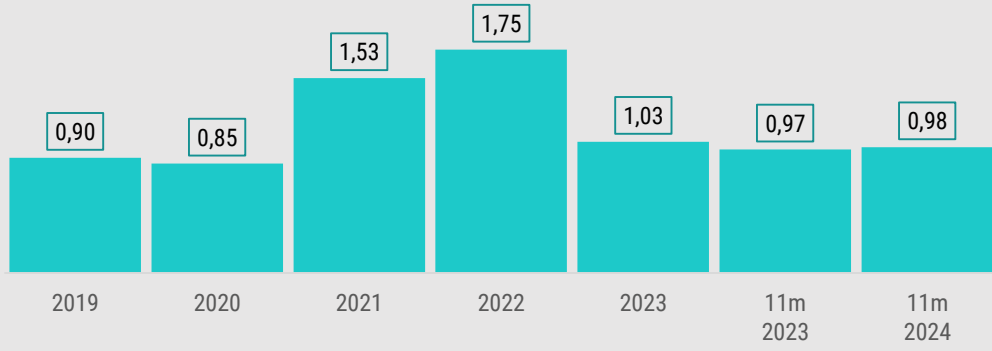
HS Code	Product Description	2017, M\$	2023, M\$	9M 2024, M\$	2024, projected full year, M\$	Projected Growth Rate in 2024	7Y CAGR, 2017-2023
610462	Women's or girls' trousers, bib and brace overalls, breeches and shorts of cotton, knitted or crocheted	12.41	40.25	49.48	65.97	63.91%	18.31%
621111	Men's or boys' swimwear	2.48	21.75	23.45	31.26	43.73%	36.40%
610510	Men's or boys' shirts of cotton, knitted	18.66	41.44	42.77	57.02	37.61%	12.07%
610822	Women's or girls' briefs and panties of manmade fibers, knitted	3.48	36.91	34.26	45.69	23.77%	40.13%
620443	Women's or girls' dresses of synthetic fibers	6.81	19.37	17.84	23.78	22.76%	16.10%
610342	Men's or boys' trousers, brace overalls, breeches and shorts of cotton	2.83	23.41	21.29	28.39	21.28%	35.23%
610620	Women's or girls' blouses and shirts of manmade fibers, knitted	15.83	32.24	27.68	36.91	14.49%	10.70%
610343	Men's Or Boys' Trousers, brace overalls, breeches, shorts of synthetic fibers	103.3	131.3	109.7	146.3	11.45%	3.48%
670419	Wigs, false beards, eyebrows, eyelashes, others, of synthetic textile materials	47.82	61.70	50.31	67.09	8.73%	3.71%
611020	Sweaters, pullovers, sweatshirts and similar articles of cotton, knitted	49.38	181.7	146.4	195.2	7.38%	20.46%
620463	Women's or Girls' trousers, brace overalls, breeches and shorts of synthetic fibers, not knitted	69.47	75.26	60.45	80.60	7.09%	1.15%
610520	Men's or boys' shirts of manmade fibers, knitted	93.9	168.4	128.8	171.7	1.98%	8.71%
610990	T-shirts, singlets, tank Tops and similar garments, of textile materials others	98.46	165.8	124.3	165.7	-0.04%	7.73%
611120	Babies' garments and clothing accessories of cotton, knitted or crocheted	17.05	44.13	30.78	41.04	-7.02%	14.55%
610910	T-shirts, singlets, tank tops and similar garments of cotton, knitted	28.63	88.05	60.99	81.31	-7.65%	17.41%

# Apparel: Steady Growth in African Clothing Exports

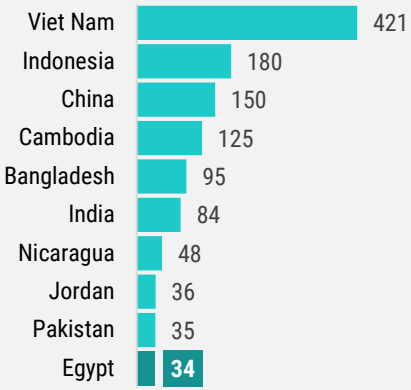
US Total Imports of **Women’s trousers & shorts, of cotton, knitted**, B\$



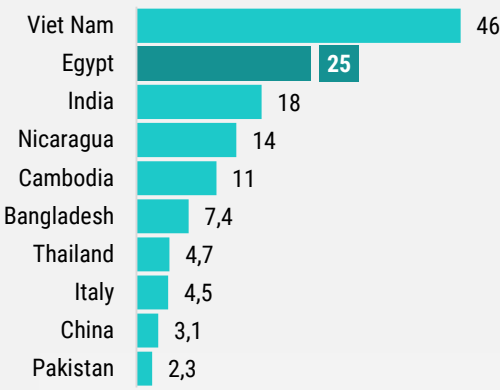
US Total Imports of **Men’s trousers & shorts, of cotton, knitted**, B\$



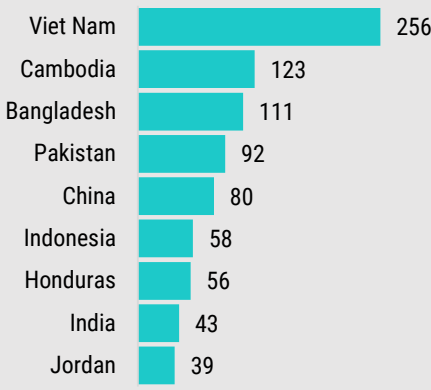
US Largest Suppliers, (M\$) Dec 2023 – Nov 2024



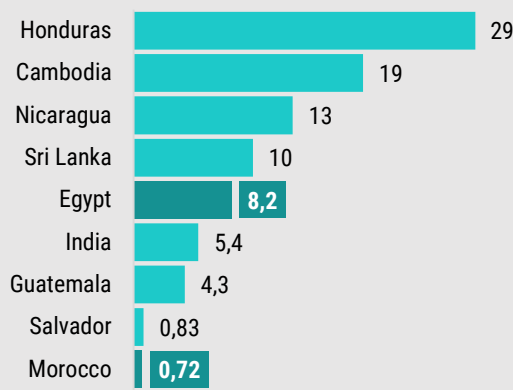
US Suppliers with Highest Growth (M\$) Dec 2023 – Nov 2024



US Largest Suppliers, (M\$) Dec 2023 – Nov 2024



US Suppliers with Highest Growth (M\$) Dec 2023 – Nov 2024



# Natural Resources & Raw Materials

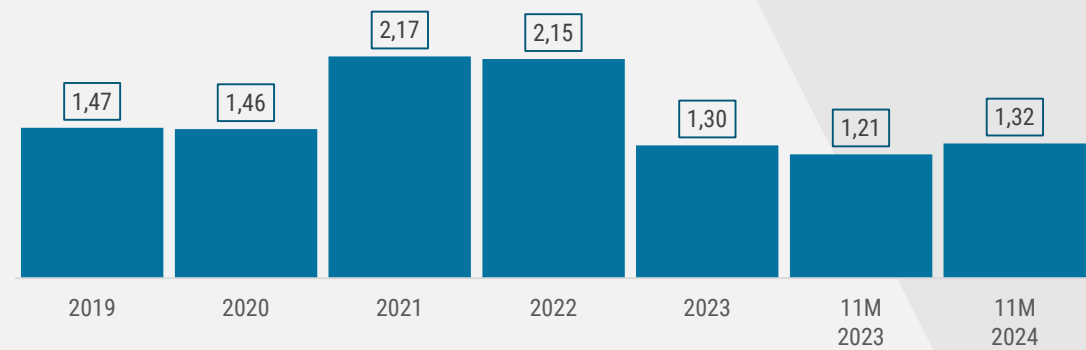
Exports of natural resources and raw materials from African countries to the U.S. totaled \$3.2 billion in 2023. Projections for 2024 indicate a substantial increase, with exports expected to exceed \$10 billion.

HS Code	Product Description	2017, M\$	2023, M\$	9M 2024, M\$	2024, projected full year, M\$	Projected Growth Rate in 2024	7Y CAGR, 2017-2023
251320	Emery, natural corundum, natural garnet and other natural abrasives	0.59	21.09	20.97	27.96	32.58%	66.60%
252321	White portland cement, whether or not artificially colored	26.33	36.50	33.77	45.03	23.38%	4.77%
252329	Portland cement, except white portland cement	0.48	77.32	91.50	122.0	57.79%	>100%
252922	Fluorspar, containing by weight >97% of calcium fluoride	5.99	23.37	18.50	24.66	5.56%	21.47%
261400	Titanium ores and concentrates	204.2	232.1	186.7	249.0	7.26%	1.85%
261800	Granulated slag from iron or steel manufacture	0.00	99.17	97.64	130.2	31.27%	>100%
271111	Natural gas, liquefied	46.73	475.5	321.3	428.4	-9.89%	39.30%
310210	Urea, whether or not in aqueous solution	175.2	441.6	307.8	410.3	-7.07%	14.11%
310311	Superphosphates containing by weight >35% of diphosphorus pentoxide	42.28	64.46	84.25	112.3	74.27%	6.21%
400121	Natural rubber in smoked sheets	51.58	52.05	53.72	71.62	37.59%	0.13%
400122	Technically specified natural rubber in primary forms or in plates, sheets	128.5	203.9	149.3	199.0	-2.38%	6.81%
710239	Diamonds, nonindustrial, worked, including polished or drilled	732.7	1 799	1 192	1 590	-11.64%	13.69%
710391	Rubies, sapphires and emeralds, otherwise worked	115.5	253.8	191.7	255.6	0.73%	11.90%
710399	Semiprecious stones, otherwise worked	56.48	91.92	87.99	117.32	27.63%	7.21%
711011	Platinum, unwrought or in powder form	865.7	980.9	1 048	1 398	42.52%	1.80%
711031	Rhodium, unwrought or in powder form	229.1	1 345	1 044	1 393	3.57%	28.77%
711041	Iridium, osmium and ruthenium, unwrought or in powder form	41.14	197.9	146.1	194.7	-1.59%	25.15%
711319	Jewelry and parts thereof, of precious metal other than silver	130.6	256.5	187.92	250.6	-2.33%	10.13%
711590	Articles others, of precious metal or of metal clad with precious metal	30.52	1 751	1 656	2 208	26.06%	78.35%
711890	Coin, others	67.17	102.10	81.82	109.09	6.84%	6.17%
720110	Nonalloy pig iron containing 0.5% (wt.) or less phosphorus, in primary forms	51.50	85.23	63.92	85.23	0.00%	7.46%
740311	Refined copper cathodes and sections of cathodes	62.35	124.3	226.0	301.4	>100%	10.36%
760110	Aluminum, not alloyed, unwrought	174.1	396.0	250.1	333.5	-15.80%	12.46%
780110	Refined Lead, unwrought	5.30	100.3	89.2	118.9	18.52%	52.22%

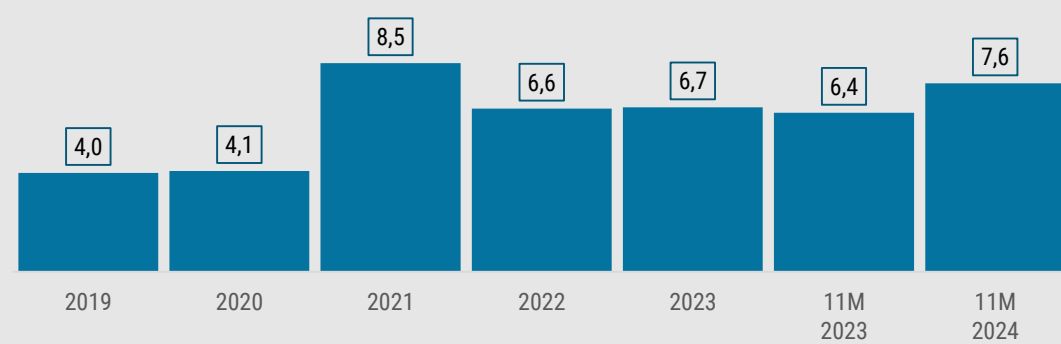
Gold and crude oil are excluded from the analysis.

# Natural Resources & Raw Materials

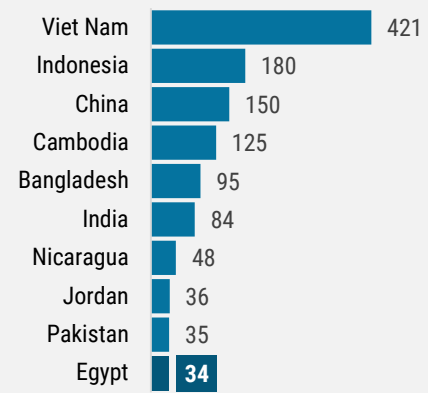
US Total Imports of **Portland cement (other than white)**, B\$



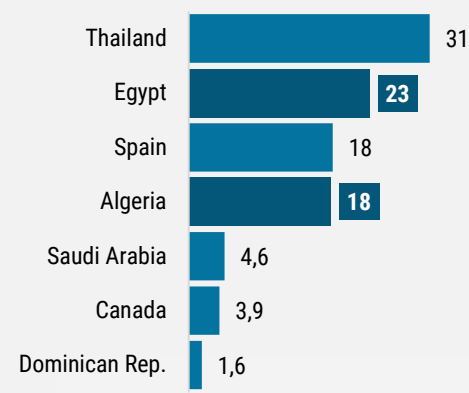
US Total Imports of **Copper cathodes and sections**, B\$



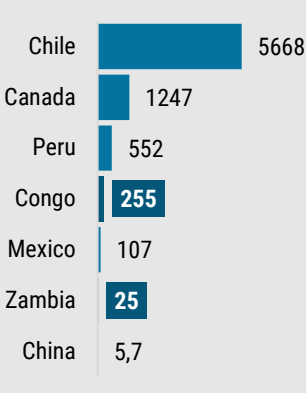
US Largest Suppliers, (M\$) Dec 2023 – Nov 2024



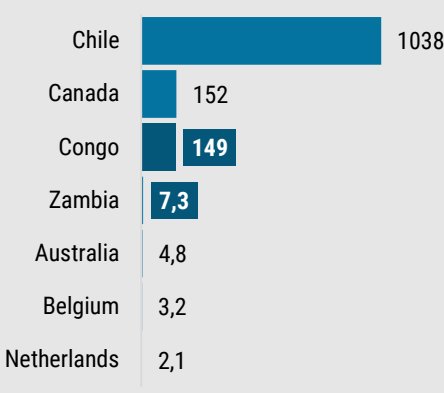
US Suppliers with Highest Growth (M\$) Dec 2023 – Nov 2024



US Largest Suppliers, (M\$) Dec 2023 – Nov 2024



US Suppliers with Highest Growth (M\$) Dec 2023 – Nov 2024



# Conclusions

## **Continued Dominance of Natural Resources in African Exports to the U.S.**

Natural resources continue to dominate exports from Africa to the U.S., with this category showing the fastest growth across all product groups. Exports of raw materials are projected to reach \$10 billion in 2024, up from \$3 billion in 2017, reflecting a dramatic increase. This growth far outpaces that of other sectors, reinforcing the strategic importance of these commodities in the global trade landscape.

“Non-raw materials” exports from Africa to the U.S. face stiff competition from Latin American and Asian countries, particularly in sectors such as food, clothing, and consumer goods. When comparing the U.S. and EU markets, the European market appears to offer greater potential for African suppliers, particularly in non-raw materials sectors, where demand is growing in diverse industries.

For further insights and market intelligence, please visit our website at [www.gtaic.ai](http://www.gtaic.ai)

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