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Retail Food Sector

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Report Highlights:

Morocco's food distribution system experienced significant changes in the last several years with the opening of a number of modern supermarkets. As the Moroccan economy is increasingly open, the food retail sector will continue to develop in Morocco. In 2010, the Moroccan supermarket chain Label Vie entered a partnership with the French supermarket chain Carrefour and acquired eight other supermarket stores belonging to the German Cash and Carry Metro. Local importers will continue to play the main role in introducing, distributing and promoting imported food products in Morocco.

Executive Summary:

Morocco's food distribution system continues to develop, as the Moroccan economy becomes increasingly open. The arrival of western style food distribution outlets has changed the purchasing habits of a wide base of urban consumers throughout the country. However, because of their proximity and convenience, traditional small grocery stores will continue to play a major role in most parts of large cities, and particularly in rural areas and small towns where more than 50 percent of the population lives.

The concentration of high-income population in Casablanca, Rabat, and Marrakech was behind the early advent of large supermarkets in these cities. The axis Casablanca-Rabat counts for about 50 percent of the total number of the modern supermarkets. Currently, large supermarkets have opened in virtually all major Moroccan cities (including Agadir, Tangiers, Fes, Meknes, Tetouan, and Mohamedia) and more are being opened in even middle size cities (such as Beni Mellal, Khouribga and Oujda) and in lower income areas of major cities thus providing alternatives to traditional buying habits of relatively low income groups.

With an estimated population of about 4 million, Casablanca, the economic capital of Morocco, is the largest city and the largest concentration of high-income consumers. Rabat, the capital city of Morocco, has about one million people with a large number of government employees, foreign missions, and international organizations that can be targeted with modern distribution chains. Marrakech is, by far, the leading destination for tourists. It has been growing extraordinarily fast because many high-income Moroccans and Europeans consider it as the choice destination for holidays and, more recently, for retirement.

Moroccan modern distribution chains were heavily targeted by European multinationals (mostly French,). They brought knowledge in supermarket management that Moroccan investors lacked. Most of the existing chains have, or had, at least some European (French) participation in their capital. Some are increasingly consolidating purchases (food and non-food) in centralized purchasing departments in Europe while others are exporting their products to Morocco under their private label which prevents them from benefiting from the preferences secured under the United States-Morocco Free Trade Agreement that requires the products to be of U.S. origin. In 2010, Morocco's food distribution network witnessed important developments that included the entry the new multinational French supermarket Carrefour through a partnership with the Moroccan supermarket chain Label Vie. In addition, Label Vie opened two hypermarkets and acquired eight other supermarket stores belonging to the German Cash and Carry Metro, thus ending the active existence of the German food chains in the Moroccan food retail market. The Turkish hard-discounter BIM continued to grow in Morocco, reaching 48 outlets this year. This should help strengthen the presence of foreign food retail companies in the country, especially after the withdrawal of Auchan and Géant hypermarkets and Franprix supermarkets from the Moroccan market a few years ago.

Food importers based in Morocco, however, will continue to play the major role in distributing and promoting imported products in Morocco in the medium term. They have their own sales agents and distribution fleet and are in direct contact with large supermarkets, wholesalers, and in many cases with large grocery stores as well. Some importers are involved in imports of a wide range of products with no particular loyalty to a specific product, brand or origin. Others are working exclusively to develop markets for specific labels or even for their own private label. As these importers tend to promote their products more heavily, they work more regularly

with the supermarket chains and may require more involvement from the exporter in terms of pushing the product in the market.

Major Categories of Supermarkets

As far as imported food products are concerned, the Moroccan food distribution sector can be divided into three major categories:

- Large modern retail and wholesale supermarkets chains.
- Small supermarkets, convenience supermarkets, large self-service grocery stores.
- Mom & Pop stores.

Imported high value food products typically do not reach the open-air markets that exist mostly in rural areas where the lower income segment of the population lives

Trend in Distribution Channels

Marketing experts and food distributors estimate that the modern food distribution channels accounts for nearly 20 percent of total retail food sales in Morocco. According to a study by the Nielsen marketing company, the large-scale distribution outlets control about 13 percent of the food retail sales in Morocco. Although small “mom & pop” shops will continue to play a major role in the food distribution in the medium term, the number of supermarkets is likely to continue to grow in the cities because of:

- A growing base of western-minded consumers, especially in urban areas.
- The aggressive promotions, the appealing prices and discounts of wide range of products are likely to entice lower-income consumers
- A growing class where both parents are working and less time is available for shopping for food so that food purchases tend to be more grouped.
- The increasing acceptance by the Moroccan consumer of processed and packaged products. Many products traditionally sold in bulk are now readily available in various packages.
- The increasing perception among the Moroccan consumers that food sold in the modern supermarkets chains are safer and that imported products offer a wider range of products generally of higher quality.

Trend in Services Offered by Retailers

Large supermarkets in Morocco tend to be located in small malls that include a large number of European and U.S. franchises for fast food, textiles, shoes, quick car repairs, banks, and car services. The number of adjacent shops varies from 10 to 25 and is meant primarily to attract a large number of visitors. Large supermarkets that started a couple of years ago to allocate some space for ready-to-eat food, which is rather unusual in Moroccan supermarkets but do reflect the increasing habit of eating outside for a certain segment of the Moroccan consumers. In many cities, the lack of adequate entertainment and amusement sites draws many Moroccan families to visit supermarkets to roam around where they often end-up buying or at least are exposed to new products.

In an effort to attract the lower income segment of the population, large supermarket chains developed their own generic brand that supposedly is the most economic to the consumer. The generic brands are being used for food

and non-food products and some imported products are also being offered under the label “Most Economic”.

In spite of the remarkable increase in use of Internet by the Moroccan communities, Internet sales of food products are almost non-existent in Morocco. Currently, there are virtually no offers made on a regular basis by food companies and payment procedures via Internet are not yet developed. Today, there are an estimated 5 million Internet users in Morocco of which only some 500,000 are subscribed to an Internet provider. The remaining users have access to internet typically in Cyber Cafés.

Table 1: Number and Type of Retail Outlets in Morocco

Type of Store	Estimated Number*	Identified Supermarket Locations
Large Supermarkets (Including Independent) 12-32 registers, over 500 parking spots, Over 40,000 ft2	44	Casablanca-7, Rabat 4, Sale-1, Marrakech 6, Agadir-4, Fes-3, Tanger-4, Meknes 1, Mohamedia 1, Kenitra-2, Tetouan-1, Temara 1, Safi 1, Oujda-3, Saidia-1, Essaouira 1, Nador 1, Khouribga 1, Beni Mellal 1
Small Supermarket & Convenience Stores: 1. Small Supermarket & Convenience Stores (> 3 registers, >12,000 ft2) 2. Small Self-Service Grocery Stores (2 registers, > 1000 ft2)	70 200	Casablanca-18, Rabat-7, Marrakech 5 Agadir-4, etc. Casablanca-70, Marrakech-15, Rabat-10, Agadir-7, Meknes-6, etc.
Hanouty small Convenience Stores Chain / franchise (1 register, 220-1300 ft2)	150	Concentrated in Casablanca and Rabat. Mostly franchisee' privately owned shops
Mom & Pop Stores 1. 1000 ft2 2. 226 - 1000 ft2 3. Less than 226 ft2 4. Small convenience Gas-Marts	550 5,000 44,000 33	Estimated 15,000 in Casablanca Marrakech, Casablanca, Agadir, and Rabat.

Source: Importers, Ministry of Commerce and Industry, Agricultural Affaires Office, Rabat

The total number of small supermarkets and small stores has to be taken with care as reliable statistics are not available.

Table 2: Advantages and Challenges of the Moroccan Market

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Advantages	Challenges
33 million Moroccans 10-15 percent can repeatedly afford to buy imported products.	45 percent in rural areas. Limited purchasing power in small cities and rural areas
Morocco and the U.S. signed a free trade agreement that provides preferential access to many U.S. food products, especially on the medium and long term.	Currently, high duties on imported products.
Western-minded youth. Developing middle class. More women working outside the home.	Promotional activities very difficult in traditional outlets
Most importers are in Casablanca	Relatively small volume involved even in large supermarkets
There are very progressive and marketing oriented importers	Modern independent supermarkets require an entry fee for each new product.
Fast growth of modern distribution channels. More supermarkets are expected to open in the near future.	Proximity of Europe to Morocco: -Imports of small quantities are economically feasible. - EU is a traditional supplier. - EU suppliers are more aggressive.
Growing perception that supermarkets offer safer and cheaper products. Increased acceptance of packaged products.	Multinational chains procure some food products through their home office and in many cases under a private label.

SECTION II. Road Map for Market Entry

A1. Large Retail and Wholesale Supermarkets

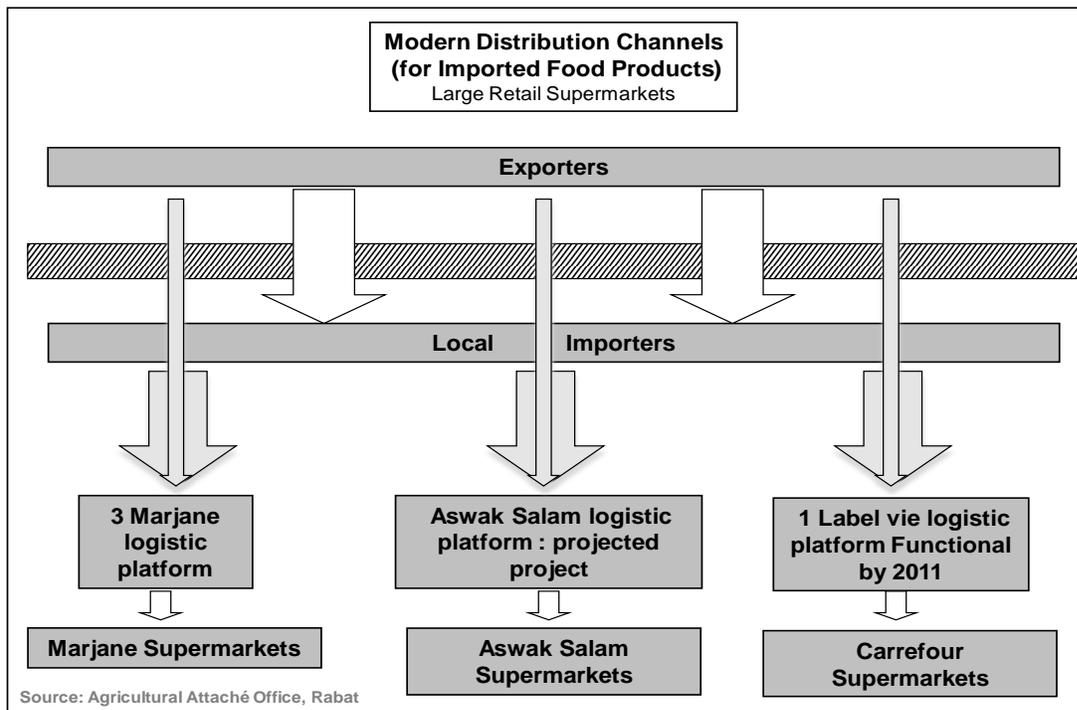
Included in this category are stores of a minimum of 40,000 ft² (up to 75,000 ft²), having between 12 and 34 registers, and over 250 employees. The supermarket ground usually has many private shops including pharmacists, fast-food chains, amusement centers, and in most cases gas stations. These stores have large parking lots that can fit up to 1,000 cars. Typically, these supermarkets are not in walking distance, which is likely to restrain the consumer base to medium-high class consumers. These supermarkets offer both food and non-food items. The number of different food items is often over 12,000 and is believed to generally account for 40-50 percent of the total sales.

Entry Strategy

The best way to introduce new products to these supermarkets is to go through local importers because:

- Many have long experience and direct relations with supermarkets. Thus, they are in much better position to negotiate space and promotional events.
- They have their own distribution fleet and are able to deliver in relatively small volumes.
- They carry out promotional activities regularly in these stores.
- They supply smaller supermarkets as well.
- Supermarkets might only work with well-established importers or in some case do import directly European private label (Leader Price label for Label Vie Chain).

Scheme 1: Modern distribution channel for Large Retailers



Local importers will still supply a large share of imported food products to the large supermarket chains in Morocco. Purchases (from local producers and from importers) by these large supermarket chains are typically handled by their headquarters in Casablanca. Since Marjane Chain and ACIMA convenience stores belong to the same company and carry many products in common, food procurement (except produce and meat) is handled by the central office in Casablanca.

In 2010, there were some important developments in the Moroccan food retail market that included the entry of the French multinational supermarket Carrefour into the market through a partnership with the Moroccan supermarket chain Label' Vie Company. In addition, Label' Vie acquired the Moroccan subsidiary of the German Metro Cash and Carry chain, under a new company HLV that was jointly established between Label' Vie and Carrefour, with a 95 and 5 percent ownership, respectively. It is projected that all Metro Cash and Carry stores will be converted into Carrefour supermarkets within a two years range. The Turkish hard-discounter BIM continued to grow in Morocco, reaching 48 outlets this year. These changes should help strengthen the presence of foreign food retail companies in Morocco, especially after the withdrawal of Auchan and Géant hypermarkets and Franprix supermarkets from the Moroccan market three years ago.

Supermarkets in this category are aggressive in promoting their products. They publish monthly brochures and occasional flyers where the importers promote their products. Also, these supermarkets, especially Marjane, advertise regularly on the radio for available sales and discounts to attract customers. The Marjane chain has been very aggressive in promotion over the past few years, as they have been organizing heavy radio advertising campaigns that claim cheaper prices, quality products and services after sale for the nonfood products. They have

also been promoting the winner “FAIZ” card that provides interest-free delayed payments to consumers.

Company Profiles

Table 3: Large Retailers in Morocco

Retailer Name	Ownership	Estim. Sales (\$Mil.)	Number of outlets	Locations and Number of stores	Purchasing Agent type
<i>Marjane</i> 70,000 ft2	100 % Moroccan since August 2007 (Marjane Holding)	50-100 19 million customers per year	23	Casablanca-4, Rabat-2, Marrakech-2, Meknes-1, Agadir-1, Tanger-2, Fes-2, Mohamedia-1, Safi-1, Kenitra-1 Tetouan-1, Oujda-1. Saidia-1, Nador-1, Khouribga-1, Beni mellal-1.	Buys from limited number of local importers / distributors. (Same buying platform as for small convenience stores chain, <i>ACIMA</i>).
<i>Carrefour</i> (formerly <i>METRO</i> Cash and Carry)	Managed by HLV SAS of which 95% Moroccan (Label via S.A) and 5% belongs to Carrefour Formerly- <i>METRO</i>	50-100	10	Casablanca-2, Rabat-1, Fes-1, Agadir-1 Marrakech-2, Oujda-1, Tanger 1 Sale 1,	Buys from local importers and/or imports directly under own private labels. New Buying schemes in elaboration process.
<i>Aswak Assalam</i> 50,000 ft2	100% Moroccan. Over 15 registers. (<i>Aswak Assalam</i>) No alcoholic beverages or pork sold	30-50	11	Rabat-1, Marrakech-2, Kenitra-1, Temara-1, Agadir-2, Tanger-1, Oujda-1, Casablanca-1, Essaouira 1	Buys from local importers / distributors. Plans to open 2 new supermarkets each year

Source: Agricultural Affairs Office, Ministry of Commerce and Industry

The retail independent store Marjane first opened in Morocco in the early 1990's and were launched by Morocco's largest consortium of private companies, ONA (Omnium Nord African). These supermarkets are very modern and are comparable to ones in the U.S. They are usually located in relatively remote areas and thus are visited by higher-income consumers who are also the major buyers of imported food products. Marjane employs about 6,354 people and serves over 19 million customers at its 23 stores each year. Competing on the same segment with Marjane chain is Aswak Assalam supermarket chain. These are smaller supermarkets but comparable to Marjane stores in their concept as they also carry food and non-food and are considerably larger than other supermarkets in Morocco. Aswak Assalam does not carry alcoholic beverages or pork products in order to be perceived by the public as more tradition-preserving genuine Moroccan supermarkets.

A2. Small Retail Supermarkets, Convenience Stores, Large Grocery Stores

Entry Strategy

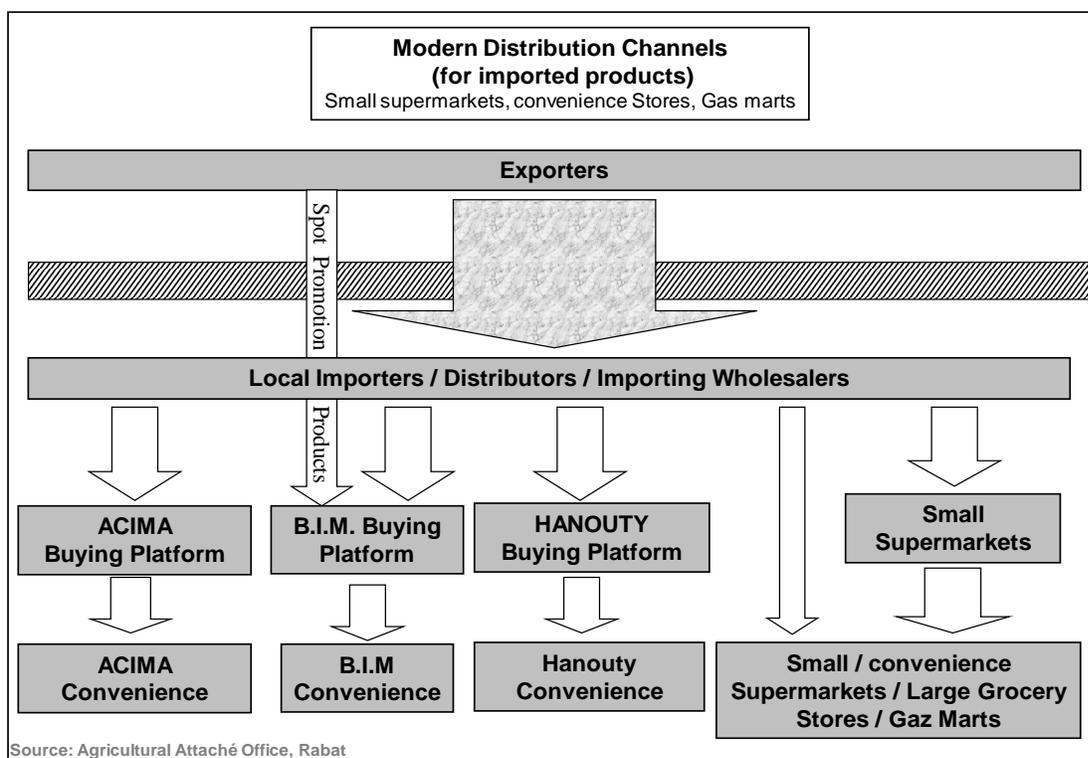
Typically, supermarkets in this category don't get involved in direct imports because of the small volume involved. The supermarkets belonging to the largest chains (*ACIMA* and *Hyper*) buy through their purchasing boards. Thus, importers will still play a major role to introduce new products to these convenience outlets

because:

- Many have long experience in this market and have agents that work on a regular basis with these supermarkets and are in a better position to negotiate space and promotional events.
- They have their own distribution fleet that can deliver relatively small volumes.
- They carry out promotional activities regularly in these stores.
- These supermarkets work often with a relatively small number of suppliers that carry known brands that sell well.

Markets Structure

Scheme 2: Modern distribution channel for Small Retailers



U.S. exporters will find it very difficult to sell directly to these supermarkets because of the small volume involved. Supermarkets, or their buying board for the existing chains, buy imported goods directly from importers. For the largest convenience store chain (ACIMA), food purchases are combined with those of Marjane (see large supermarket chains section). On the other hand, some importers devote full time sale agent(s) to deal with specific supermarkets. Eventually, the importer's trucks and utility cars deliver the imported goods to the supermarkets.

In addition, the small self-service stores may also purchase from local wholesalers if the quantities involved are very small. Both importers and wholesalers provide financing to supermarkets. Typically the importer's agents deliver the imported products to the supermarkets in small vans (panel trucks) or trucks.

Table 4: Small Retailers in Morocco

Retailer Name	Ownership	Estimated Sales (\$Millions)	Estimated Number Outlets	Locations	Purchasing Agent type
Small Supermarket Independent (ACIMA) (6 registers, typically > 20000 ft2)	100 % local since August 2007. Same Owner as Marjane Supermarkets	1-5	31	Casablanca-11, Rabat-3, Marrakech-2, Fes-1, Safi, 1, Khouribga-1, Beni Mellal-1, El Jadida-1, Temara-1, Berrechid-1, etc	Buying Board. Buys from Importers. Also through combined imports with Marjane Chain
Small Supermarket (Hyper Chain) (> 3 registers, >25000 ft2)	Local – private Hyper S.A.	1-5	18	Casablanca-8, Rabat-5, El Jadida 1, Kenitra 1, Settat 1, Meknes 1, Mohamedia 1. etc.	Buys from Importers, and wholesalers Centralized Distribution Platform.
Small Supermarket (> 3 registers, >25000 ft2)	Local – private	1-5	25	Casablanca 15, Rabat-7, Agadir-3	Buys from Importers, and wholesalers
Large grocery stores (Self-service, > 1 register, < 2000 ft 2)	Local -private	0.2-1	200	Casablanca 75, Marrakech-15, Rabat-15, Agadir 10, etc.	Buys from Importers and Wholesalers
Hanouty Small Convenience Stores Chain –Franchisee (1 register, 220-1300 ft2) First shops in 2006	95 percent of shops are Franchisee. Franchiser is a Moroccan company	na	150	Concentrated in Casablanca and Rabat. Plans to cover other regions as well.	Through a centralized purchase platform (4PML)

Source: Importers, Ministry of Commerce and Industry, Agricultural Affairs Office, Rabat.

The first 3 groups (small supermarkets) are much smaller than Marjane but have a minimum of 20,000 ft2 and 3 to 6 registers. These stores offer a wide variety of products including non-food items. The largest stores in this category sale also house appliances. Typically these supermarkets include butcher shops, sell frozen products and alcoholic beverages, and have relatively limited parking space. They are located in, or within walking distance to, medium to high-income neighborhoods. These supermarkets are appropriate outlets for imported products since they are frequented by medium-high income consumers and could be used to carry out in store promotion activities.

ACIMA convenience supermarket chain opened 31 supermarkets over the past 7 years. Thanks to the strong financial capability of the owning companies, it is expected to open 5 new supermarkets every year. In fact, ACIMA and the largest supermarket chain in Morocco (MARJANE) belong to the largest consortium in Morocco (ONA). These large convenience stores are meant to attract urban consumers from the traditional mom & pop shops and open-air market where they would typically go. ACIMA as a convenience store offers a much larger percentage of food products including fresh fruits and vegetables. It is estimated that ACIMA supermarkets carry over 5,000 items.

The Label Vie independent supermarkets have today 18 stores and carry some 2000 food items (40 % of the total number of products carried). Currently, they continue to buy mostly through importers but do get involved directly in imports of the private label (Leader Price) products and of some specialty products (some alcoholic beverages).

In 2006, one of the largest financial groups in Morocco launched a new chain of small convenience stores called HANOUTY (literally my shop). The franchiser provides credit for working capital, a uniform design and management for all Hanouty shops. The franchisees provide the location, are in charge of management, and must fulfill preset specifications and rules of conduct. The franchiser set up a new buying platform in charge of contracting local suppliers and importers and dispatching the products. While this platform does not get involved in imports, it is the decision maker as to what products are being offered for sale in Hanouty shops. Hanouty franchiser also provides in store promotion (LCD screens, banners, etc.). Today Hanouty chain comprises some 150 shops located mostly in the Casablanca and Rabat area and are currently heavily advertized to attract more franchisees.

Hanouty chains also aims to replicate “credit to neighborhood customers” as it has been historically and commonly provided by most small stores in Morocco. Hanouty stores plan to make available to neighborhood customers a Hanouty credit card. The success of this financing to final customers will greatly depend on the flexibility and cost of the credit.

The very small supermarkets (self service) would be similar to small grocery stores in the U.S. They usually are privately owned and sell a much smaller number of items and brands and a smaller percentage of imported products. They have been opening throughout Morocco, including in the small cities.

Gas Marts

This category includes mostly gas-marts of 500 to 3,300 ft² with one electronic register and carrying mostly convenience food.

The first store of this category opened in early 1990's. More and more gas distributors are including this service in their best-located (near exit of the major cities) gas stations. This segment is likely to continue to develop in the future. These stores are usually more expensive and carry a large number of imported convenience items, especially snack food, non-alcoholic drinks, and confectionary.

Table 5: Gaz Mart Retailers chain in Morocco

Retailer Name	Estimated number of Outlets	Location	Purchasing Agent
Afriquia Mini-Brahim (Managed by Maroshop)	20	Casablanca, Marrakech, Agadir, Meknes, Settat, and highways.	Buys from Importers And distributors.
Mobile Gas Stations On the Run / Mobile Mart	14	Casablanca, Rabat, Marrakech, highway	Buys from Importers and distributors.
Shell Gas Stations (Select Shop)	19	Casablanca and highways	Buys from Importers and distributors.

Source: Agricultural Affairs Office

No official data is available from the Moroccan Ministry of Commerce and Industry.

C. Traditional Markets - "Mom & Pop" Small Independent Grocery Stores

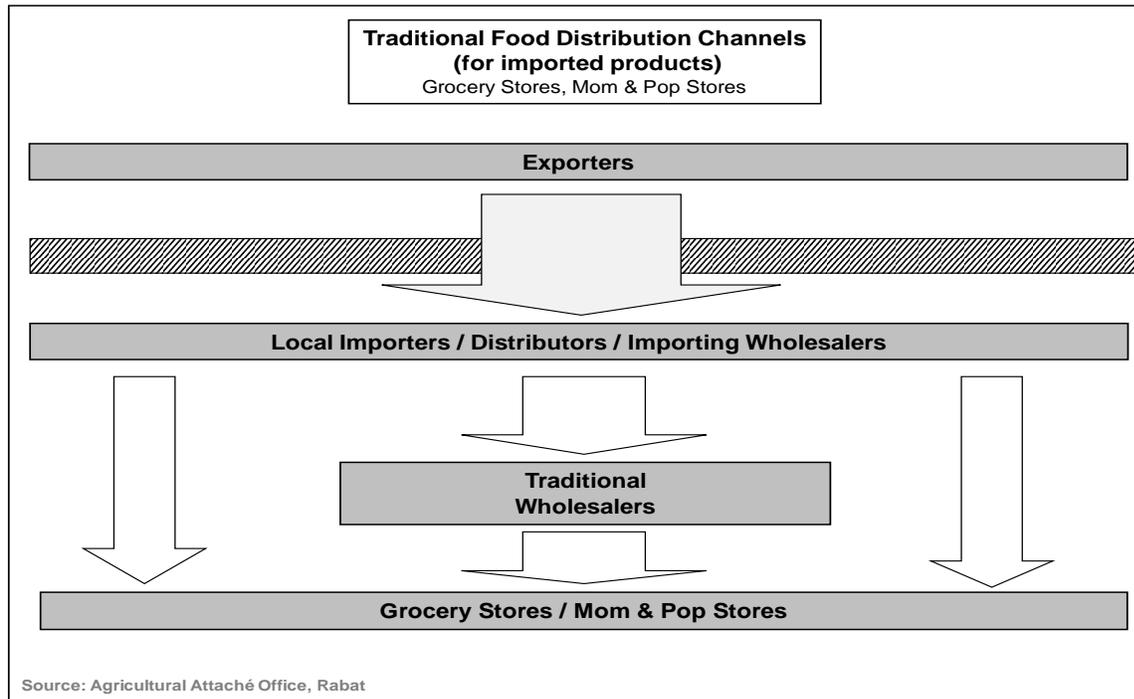
Entry Strategy

To reach these small mom & pop stores, imported products will have to go through importers and very likely wholesalers. The quantities involved are too small and imported food products are sold only in larger shops or in

shops that are located in medium to high-income neighborhoods.

Market Structure

Scheme 3: Traditional distribution channel



Company Profiles

This category includes an estimated 45,000 grocery stores that are not in the above categories. Their size varies from less than 226 ft² (estimated 40,000 stores) to 1,000 ft² (500 stores). These shops have limited financial resources and are typically managed by one person. The consumer cannot help himself in this store because the goods are behind a counter. Therefore, the shop owner plays a major role in introducing new brands to the consumer.

These shops are literally packed with a wide range of convenience and relatively low price food and non-food items. Depending on the location and size, some of these stores may have some imported products. Many of these stores in the cities have a refrigerator and a very small number have ice cream freezers. Convenience, proximity and credit to the final consumer are their strongest assets.

Section III. Competition

Morocco has signed a free trade agreement (FTA) with the United States that entered into force in January 2006. The agreement provides U.S. exporters with new opportunities of exporting high value and consumer-oriented

products in the medium and long term. With an average duty on consumer-oriented products of about 50 percent and the phase out of duties under the FTA is scheduled over 10 years, the cuts in duties and U.S. competitiveness should become more significant as time passes.

In previous years, Moroccan imports of high value products from the U.S. have grown due to a weaker dollar compared to the Euro and more competitive U.S. prices. The most significant increase came from dairy products (over 300 percent between 2009 and 2010) used as ingredients by the food industry (butter, skim milk powder, dairy ingredients, whey, and cheeses) or to be resized and repackaged locally for retail sale (butter). Also, thanks to the FTA, the newly introduced U.S. apples contributed significantly to increase of U.S. share of high value products in this market.

However, Moroccan imports of U.S. consumer-oriented products directly from the United States are rather marginal as noticed when visiting Moroccan supermarkets or retail shops. The main reason for this small share is the geographical distance and the absence of direct shipping lines between Morocco and the U.S. In practice, the long shipping time (up to 45 days because transit by Europe is necessary) exclude all short-life products from being exported to Morocco. This situation, however, may improve in the coming years with the opening in 2009 of a direct shipping line between the Moroccan port of Tanger-Med and the port of Norfolk, VA in the U.S. East Coast.

Moroccan consumers (and importers) are more familiar with European (French and Spanish) products and lifestyle. Middle and high income classes in Morocco would tend to watch more regularly French and Spanish TV channels in the Northern part of the country. European exporters regularly visit Morocco and offer their products to importers and distributors. Most of the key Moroccan importers also regularly visit food trade shows such as SIAL (Paris), ANUGA (Germany), ALIMENTARIA (Spain) and Dubai Food Shows where they meet with European and Asian producers and exporters.

Locally produced goods continue to account for the largest share of food products sold in local retail outlets. Imported consumer-oriented food products, because of their generally high price (high duties), are mostly sold in supermarkets and grocery stores located in higher income neighborhoods. It is estimated that only about 10-15 percent of the population repeatedly buy imported products. The local industry produces a relatively limited number of products that in many cases can hardly keep up with the high quality and diversity of imported products put on the supermarket shelves every day.

Table 6: Morocco Import by product category

Product Category Total Imports from all origins (Million of dollars)	Major Supply Sources	Strengths of Key Supply Countries	Advantages and Disadvantages of Local Suppliers
Dairy \$190 million – Butter \$67	1. EU 55% 2. New Zealand 18% 3. U.S. – 13% 4. Others 14%	Price competitive. Importers more exposed to other suppliers. Some major suppliers have their representative/agent in Morocco. U.S. products developed good quality reputation. The weak dollar and U.S.	Very seasonal production. Morocco is a net importer of butter and skimmed milk powder for production of milk derivatives (yoghurts).

million – Milk Powder \$63 – Cheese \$48 million – Whey & other milk product \$12		competitive prices boosted imports from the U.S. in 2010 to more than \$55 million	Virtually no cheese production (except for spread cheese) in spite of the high local demand.
Processed Fruit \$11.2 – Orange Juice \$1.75 – Pears Juice \$0.55 – Process Peaches \$ 1.73 – Other Juices \$1.7 – Jam/Jelly \$1.27 – Other Fruits Preparations \$4.2	EU 75 % Dubai 6% South America 15 % Others 4%	Price competitiveness. Dubai has a Free Trade Agreement with Morocco (duty free juices coming in).	With the exception of citrus juice, there is no significant production of other juices. Extensive smuggling activity through the two Spanish enclaves in the North of Morocco.
Meat & Poultry : \$40.9 – Beef Carcass (Military) \$34.5 – Ground Beef (50-100g) \$4.8 – Turkey meat \$0.3 – Pork Meat \$0.2 – MDM \$1.1	Carcasses From Argentina / Australia Ground Beef mostly from Argentina / Spain and France.	Price competitive. (Argentina). Currently Beef carcasses are imported only for the Military. Lack of knowledge of US meat supply.	Virtually undeveloped meat processing industry in Morocco.

Product Category Total Imports from all origins (Million of Dollars)	Major Supply Sources	Strengths of Key Supply Countries	Advantages and Disadvantages of Local Suppliers
Beverages \$67.5 – Whisky \$15.6 – Wine \$19.2 – Vodka \$10.6 – Soft Drinks, Carbonated \$7.7	EU Share: 81% US Share: 1% Others 18%	Well established brands. Competitors are represented/ have agents in Morocco. Most hard liquors come in duty free under the US-Morocco FTA.	Some local production (mostly wine and beer). Morocco population is 99% Muslims. Consumption is tolerated.

<ul style="list-style-type: none"> - Beer \$2.4 - Gin \$2.0 - Mineral Water/Sparkling \$0.8 - Others \$9.2 			
<p>Dried Fruits and Nuts \$ 15.72</p> <ul style="list-style-type: none"> - Dried Raisins \$6.9 - Almonds, Shelled \$2.6 - Other Dried Fruits \$2.1 - Dried Apricots \$1.22 - Cashews \$1.0 - Pistachios \$ 1.9 	U.S. Share:22 % Stiff competition from India, Turkey, China, Iran.	Cashew and Pistachios are duty free under the Morocco-US FTA.	Extensive smuggling activity through the two Spanish enclaves in the North of Morocco.
<p>Processed Vegetables \$29.7</p> <ul style="list-style-type: none"> - Canned \$8.5 - Onion & Similar, Fresh \$0.3 - Preserved \$ 6.4 - Canned Corn \$3.6 - Processed Tomatoes \$ 6.3 - Frozen Vegetables \$1.9 		Major European brands are represented locally by local importers. Price competitiveness for canned corn from Thailand.	Most of the consumption is canned mushroom, sweet corn, asparagus, palm, and pulses. Except for the traditional canned peas, and tomato paste, other products are basically not produced by local manufacturers
<p>Seafood \$77.9</p> <ul style="list-style-type: none"> - Non Frozen Shrimp \$ 27.2 - Frozen Shrimp \$16.5 - Smoked Brine Salted \$ 5.0 - Salmon \$3.8 - Calmar \$2.7 - Tuna \$10.0 - Anchovies \$5.7 - Frozen Mackerel \$4.3 -Others \$2.7 	Major competitors European countries, Argentina, China	Most seafood can come into Morocco duty free under the FTA. Great potential for US products.	Moroccans are mostly used to purchasing fresh fish (not frozen). Traditional distribution channels not suited for frozen fish. Moroccan consumer is familiar with few fish species.
<p>Fresh Fruit \$88.6</p> <ul style="list-style-type: none"> - Dates \$65.2 - Banana \$11.8 - Apples \$11.6 	EU has a duty free Quota for apples. Also Competition from :Tunisia, Ghana, Costa Rica, Italy & France	US has a tariff rate quota under the FTA open from February to May Exports consists mostly of Red Delicious Apples. Expected to grow.	No significant production for Red Delicious. No regular quality.

Source: Agricultural Affairs Office, Moroccan Customs Data (Office des Changes 2009)

Exchange Rate (\$/dh) 2009:8.1

Section IV. Best products prospects

A. Products present in the market that have good sales potential:

- Canned Fruit and Vegetables

- Health and diet products (not organic)
- Confectionary
- Dried Fruits and Nuts (Almonds, Pistachios, Dried Prunes and Raisins, walnuts)
- Pop Corn
- Non Salted Butter / dairy products
- Breakfast Cereals / Biscuits, crackers / Flour Mixes
- Pulses (lentils / Chickpeas / Green beans/ white beans)
- Sauces including hot, Asian, BBQ, Salad dressings
- Snack Foods, including diet snacks
- Pet Food
- Wine

B. Products Not Present in Significant quantities but which have good sales potential:

- Pistachios / Pecan Seeds Preferential Access under FTA
- Garlic Preferential Access under FTA
- Mushrooms Preferential Access under FTA
- Soy Sauce Preferential Access under FTA
- Spaghetti Preferential Access under FTA
- Poultry Meat Tariff Rate Quota under FTA
- Seafood Preferential Access under FTA

C. Products Not Present because they Face Significant Barriers

- Meat Customs duties
- Cheese Customs duties
- Rice Customs duties

Section V. Post Contact and Further Information

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Reports that might be useful to U.S. exports of consumer-oriented food products to Morocco (can be found at website: <http://www.fas.usda.gov>):

Report	Number	Date Issued
Food and Agricultural Import Regulations and Standards-Narrative	MO1012	November 2010
HRI, Food Service Sector	MO9001	February 2009
Exporter's Guide	MO1015	December 2010
FAIRS, Export Certificates	MO1014	December 2010