
Senegalese Firms Eye Chinese Market Beyond Zero Tariffs



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DAKAR, August 25: Senegalese companies are seeking opportunities in China under its zero-tariff policy, but business leaders say meeting standards, securing financing and understanding the market remain challenges.

Former Economy Minister Oulimata Sarr said the policy could create opportunities for small and

medium-sized enterprises, but companies must finance orders, meet standards and understand Chinese consumers.

Randa Filfili, head of Zena Exotic Fruits, said the company, which processes juices, jams, mango puree and other products, is ready to adapt to Chinese requirements. However, testing products abroad adds cost and time.

The Senegalese Condiment Company has begun testing the Chinese market by sending chili sauce and puree samples. General Manager Jade Maky said sanitary procedures and contacts with importers and distributors must be completed.

Officials stressed that zero tariffs do not automatically guarantee market access, as sanitary controls, rules of origin and other requirements remain.

Senegal's groundnut exports to China rose sharply in the first half of 2026, with groundnuts reaching \$34.63 million and groundnut oil \$21.43 million.

China plans training on market access, support for Senegalese firms at trade fairs and cooperation in processing mangoes, cashews and vegetable oils.