Karité Faso SARL

Shea butter processor and exporter · Bobo-Dioulasso, Burkina Faso · Illustrative case, fictional company

OVERALL RISK

LOW · Score 78/100

BF shea butter exports 2024 [4] **16,751 t** 26%vs 22,669 t in 2019 (INSD)	Shea nut + butter exports 2023 [3] **XOF 60.9bn** ≈USD 103.5M (INSD)	Kernel export levy [5] **XOF 200/kg** Plus 25% domestic-supply quota
EU import duty [9] **0%** Everything But Arms (LDC)	Revenue FY 2025 **~XOF 380M** Company-declared, unaudited	

Summary

Small Bobo-Dioulasso shea butter processor with a thin English-language footprint but consistent local evidence: an active SARL on the national RCCM file, no sanctions exposure and no adverse coverage in French-language Burkinabè or regional press. Country risk has eased: Burkina Faso left the FATF grey list in October 2025 and the EU high-risk third-country list in February 2026 [6] [7], and its goods enter the EU duty- and quota-free under Everything But Arms [9]. The main operating risk is policy volatility in raw kernels: the government suspended kernel exports in September 2024, reopened them twice with a 25% domestic-supply quota and a XOF 200/kg levy, and last lifted the ban on 22 May 2026 [3] [4] [5]. As a butter processor the company benefits from these rules, but its kernel supply and pricing are exposed to them. Financials are self-declared; request bank and tax references before the first wire.

Registry and legal status

STATUS: PASS

Karité Faso SARL is a société à responsabilité limitée under the OHADA Uniform Act on commercial companies, registered at the RCCM of the Tribunal de Commerce de Bobo-Dioulasso in 2014. Since 28 December 2023 the national RCCM file managed by the Maison de l'Entreprise du Burkina Faso (MEBF) has been searchable online through the eFN RCCM platform, by company name, RCCM number or name of the managers [1] [2]. The record shows the company as active, a registered office in the Bobo-Dioulasso industrial zone, share capital of XOF 5M and two gérants, both Burkinabè nationals who also hold the shares. No modifications other than a 2019 capital increase, no dissolution and no collective proceedings.

The record does not show an IFU (tax identification) number; that is normal for RCCM extracts and should be requested separately together with an attestation de situation fiscale.

Sanctions and watch-lists

STATUS: PASS

No matches for the company or its two gérants on the OFAC SDN list [12], the UN Security Council consolidated list [13] or the EU consolidated list [14]. No PEP links.

Country-level AML risk has fallen over the past year. Burkina Faso was placed under FATF increased monitoring in February 2021 and removed on 24 October 2025 after completing its action plan, which included an electronic beneficial-ownership register and a new AML/CFT law [6]. The EU then removed Burkina Faso from its list of high-risk third countries through Delegated Regulations (EU) 2026/46 and 2026/83, adopted in December 2025 [7]. EU-regulated banks therefore no longer apply mandatory country-based enhanced due diligence to payments to Burkina Faso, which shortens payment onboarding for the buyer.

Adverse media

STATUS: PASS

No adverse items in 24 months across French-language Burkinabè press, regional trade press and English international sources. The company appears in two local news items about a 2025 regional shea fair, both neutral.

The sector-level adverse context is smuggling. In November 2025 the national fraud brigade reported seizing more than 1,800 tonnes of shea kernels nationwide from traders moving them without export authorisation, and said many traders and exporters had circumvented the rules [4]. A butter processor is not the typical offender, but a buyer that also purchases kernels should require the Autorisation Spéciale d'Exportation (ASE) for every kernel lot.

Trade-policy exposure

STATUS: ATTENTION

Burkina Faso's kernel rules have changed four times in 20 months. The aim is to keep raw material for local processors, and they have worked unevenly: shea butter export volumes fell from 22,669 t in 2019 to 16,751 t in 2024 [4], while kernel exports averaged 124,287 t a year over 2020–2024 [5]. Neighbouring producers moved the same way: Mali suspended kernel exports in October 2024, Côte d'Ivoire in January 2025 and Togo in April 2025, and Nigeria has restricted them since August 2025 [5].

For Karité Faso the effect is favourable on volume (priority access, regulated domestic kernel prices of XOF 300–310/kg in the 2025/26 rules [3]) but adds price and supply volatility. Butter exports are not banned. Outside the shea rules, Burkina Faso lost US AGOA preferences from 1 January 2023 [8], and left ECOWAS on 29 January 2025 while remaining in the WAEMU customs union, which keeps free movement of goods with WAEMU members such as Côte d'Ivoire and Togo and CFA franc settlement [10].

Date	Measure	Effect	Source
18 Sep 2024	Kernel exports suspended nationwide	Priority supply to local processors	[4]
23 Sep 2025	Partial lifting for 1 Dec 2025 – 31 May 2026	ASE, 25% domestic quota, XOF 200/kg levy, domestic price cap XOF 300–310/kg	[3]
Nov 2025	Export window suspended again before opening	Smuggling, 1,800 t seized	[4]

22 May 2026	Suspension lifted under ASE regime	25% domestic quota and XOF 200/kg levy kept	[5]

Burkina Faso shea kernel export rules, 2024–2026. Shea butter exports were not restricted.

Financial signals

STATUS: UNKNOWN

As a private SARL, Karité Faso does not publish accounts. Under OHADA accounting rules it files annual financial statements (SYSCOHADA format) with the tax administration, and these can be requested from the company. Management declares FY 2025 revenue of about XOF 380M (H €580k at the fixed rate of 655.957 XOF per euro), up from XOF 310M in FY 2023, on about 210 t of butter shipped. That is roughly 1.3% of the 2024 national butter export volume [4], plausible for a mid-sized semi-industrial unit.

No public credit rating, no tax or social-security arrears found, no layoff signals. Market context is supportive: combined shea nut and butter exports earned XOF 60.9bn (USD 103.5M) in 2023 [3]. Recommendation: obtain a bank reference letter, the attestation de situation fiscale and the FY 2025 SYSCOHADA statements before wiring.

Metric	Karité Faso (declared)	Burkina Faso total	Source
Shea butter exports, 2024	~190 t	16,751 t	[4]
Shea butter exports, 2019	~120 t	22,669 t	[4]
Shea kernel exports, 2020–2024 avg	None	124,287 t / yr	[5]
Kernel export earnings, 2020–2024 avg	n/a	XOF 29.55bn / yr	[5]
Nut + butter export earnings, 2023	~XOF 290M	XOF 60.9bn	[3]

Company figures are fictional and self-declared; national figures are INSD data reported by Agence Ecofin.

Web presence and sector verification

STATUS: PASS

French-language website with a product catalogue (unrefined grade A butter, refined deodorised butter, cosmetic-grade olein and stearin fractions), photographs of the press and filtration line, and named contact persons. The company states that it is a member of the Global Shea Alliance, the industry association whose members range from women's groups to international cosmetics and food brands [11]. Mercatora treats this as a sector-engagement signal. GSA membership is a paid association membership; it does not by itself certify a supplier's sourcing or quality practices, so it does not replace an audit or organic certificate.

The company claims Ecocert organic certification for part of its volume; the certificate number should be checked in the certifier's public database. No LinkedIn page, which is normal for a firm of this size in this market.

Recommended next steps

STATUS: PROCEED

The supplier is suitable for a first order. The steps below close the financial-information gap and protect against the shea policy risk.

• Pull the RCCM record yourself through eFN RCCM and request a current extrait RCCM dated within 3 months [1] [2].

• Request the IFU number, attestation de situation fiscale, bank reference letter and FY 2025 SYSCOHADA statements.

• Verify the organic certificate in the certifier's database and order an independent lab test (FFA, peroxide value, moisture) on the pre-shipment sample.

• Contract in EUR or XOF (fixed parity) to avoid FX risk; pay 30% on order and 70% against shipping documents through the company's own bank account only.

• Add a clause that no shea kernels are supplied, or that every kernel lot carries a valid ASE, in view of the 2024–2026 rule changes [3] [5].

• Claim EBA zero duty at EU import with a statement on origin from the exporter, and confirm the exporter's registration with Burkinabè customs before the first shipment.

• Rescreen the company and gérants quarterly against OFAC, UN and EU lists [12] [13] [14].

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