



Setting Sustainable Standards



African Cashew Alliance

ACA World Cashew Festival & Expo 2015

Maputo, Mozambique

21-24 September 2015



CONFERENCE PROGRAM



Buying into the future

Committed to sustainable sourcing

Buying into the future means that we will seek to ensure that the way we conduct our business generates value for the people we buy from in supply chains across the world, maintains and enhances the quality of the natural environment whilst delivering high quality, tasty snacks.

Delivering our vision means continuing many areas of long established work and also developing some new areas of focus and activity.



Photo courtesy of the African Cashew Initiative (ACI).

Strategic themes and mechanisms for delivery

Our focus is upon using our sustainability strategy to deliver effective results. We have therefore identified a number of key themes for our sustainability activities and a series of mechanisms for delivering against these themes and our strategy. These have been developed to reflect and respond to our strategic analysis of sustainability issues and trends, engagement with a range of stakeholders and are also significantly informed by the Millennium Development Goals (MDGs) and which we hope will also support the forthcoming Sustainable Development Goals, due to succeed the MDGs in 2015.

As with almost every aspect of sustainability, no issue exists in isolation, therefore the following themes and mechanisms are interdependent and in many cases reinforce each other.

Themes

The following themes underlie all of our sustainability activities.



A Value chain approach

Most of the environmental and social issues from our business arise from our value chain, outside our direct company operations. We will work with suppliers, partners, NGOs and other key stakeholders to ensure that we understand the impacts of our supply chain and work to minimise them and enhance shared value across the chain.



Developing the social quality of the Communities we depend upon

International trade can have both positive and negative effects upon the communities involved "outside the factory gate" of our suppliers. We are committed to invest in partnerships with our suppliers to increase the social quality and community capacity of the communities they operate in.



Developing New sustainable products

We are constantly searching for new sustainable products from across the world. We always seek to enhance the capacity of our suppliers to produce and ensure the quality and consistency of the supply and focus upon making sure that the value created is shared with people across the supply chain.

Mechanisms for delivery

We will employ the following approaches and tools to push our performance forward.



Standards

Standards are a key part of ensuring that we can demonstrate the quality and sustainability of our activities. We use recognised best practice standards such as Rainforest Alliance, Fair Trade, ETI Base Code and others where they are independently assessed or certified and can be legitimately considered to be equivalent. We also lead the development of new standards where suitable standards do not already exist and contribute, as supporters and collaborators, with the development of standards where ISP does not have a product or market scale.



Efficiency

Efficient business practice is part of all effective sustainability; we seek to continually improve the shipping and handling processes through consistent monitoring process improvement.



Supplier Development

We are keenly engaged in supporting our suppliers in improving the effectiveness of their operations through coordination and joint investment, building the capacity and efficiency of operations through supporting access to affordable finance and low interest credit facilities, creating partnerships for standards development and investment to increase social quality and community capacity.

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Message from the President

Dear Cashew Colleagues,

It is my great pleasure to welcome you to Maputo, Mozambique, for the 9th annual African Cashew Alliance (ACA) World Cashew Festival & Expo, held from September 21 to 24, 2015. This is the largest event devoted to the African cashew industry in the world, and it provides a platform for all stakeholders within the value chain, including international buyers, processors, traders, and producers. The four-day program seeks to facilitate the discovery of opportunities, the exchange of ideas, and the broadening of knowledge of successes, as well as the challenges, within the African cashew sector.

This year's conference theme, "Setting Sustainable Standards," is quite unique, as it aims to bring to the forefront some of the most pressing issues encountered within the industry and on the African continent. These include access to finance, lack of raw material, the development of a competitive processing industry, and policy advocacy to boost sustainable cashew marketing.

Nearly half of the world's cashews are grown by smallholder farmers in Africa, making the continent the world's largest producer of raw cashew nut! It is undeniable that sustainability efforts will play a crucial role in the future of the sector as African markets become more competitive internationally. Ultimately, creating improvements in cashew related policies, increasing market information sharing, and implementing good agricultural practices will generate new market opportunities and encourage sustainable economic growth.

ACA has been on the forefront of these issues through the implementation of new programs in the field. With support from USAID, the Walmart Foundation, the African Development Bank, and the USAID West Africa Trade Hub, ACA is implementing five projects targeting processors and farmers across Africa.

These activities will not only seek to improve the competitiveness and productivity of local industries, but will integrate sustainability efforts into every level of the value chain.

Our conference - the ACA World Cashew Festival & Expo is an ideal opportunity to delve into discussions on the future of the cashew industry, but most importantly, to further advance innovative solutions to address persisting issues.

I would like to thank you for joining ACA, its partners, members, and stakeholders in enhancing and promoting a globally competitive African cashew industry. Your participation in the ACA World Cashew Festival & Expo 2015, demonstrates your commitment to promoting an industry that benefits the entire value chain, from farmer to consumer. We are honored to have you join our global community!

On behalf of the African Cashew Alliance Secretariat, I would like to wish you a fruitful conference experience and a memorable stay in Maputo.

Welcome to Mozambique!

Georgette Taraf



Welcome to Maputo, Mozambique



QUICK FACTS

Capital	Maputo
Official Language	Portuguese
Government	Republic
Population	26.4 million
GDP	\$16.39 billion
Currency	Mozambican Metical
Time Zone	CAT
Climate	Tropical
Area	799,390 sq km

BACKGROUND

Mozambique is a hidden gem on the Indian Ocean of approximately 23.7 million inhabitants. Formerly a Portuguese colony, Mozambique achieved independence in 1975 and held its first democratic elections in 1994. The capital city, Maputo (also referred to as the City of Acacias), is the largest city in Mozambique. Additionally, Maputo is a port city on the Indian Ocean with approximately 1.15 million inhabitants. Mozambique is a tropical to sub-tropical country with a beautiful coastline extending across more than 2000 km. Mozambique's picturesque beaches, well preserved coral reefs, and National Parks (e.g. Maputo Elephant Game Reserve) have made it a popular tourist attraction. Mozambique's main exports include cashews, cotton, sugar, prawns and aluminum.



Source: Nations Online Project

CASHEW IN MOZAMBIQUE

In 1960, Mozambique established its first industrial cashew processing plant in Africa. Mozambique became a world leader in the production of raw cashew nuts (RCN) and the nation was reputed for its high-quality production. Following a civil war from 1977-1992 and greatly reduced cashew production as a result of instability, the State Agency for Cashew (INCAJU), in collaboration with TechnoServe, embarked on a large-scale program to restructure the industry. This new approach focused on small-scale, semi-mechanized factories owned by individual entrepreneurs. It was largely successful in revitalizing the cashew sector.

Today, Mozambique is the second-largest producer of cashews in Eastern and Southern Africa. In 2013, Mozambique's total production of RCN was roughly 64,000 metric tons. At present, it has a network of 12 processing units

with an additional unit to be added this year. There are more than 132 million cashew trees in Mozambique, and approximately 70 percent are located in its Northern Provinces. The country is currently involved in a huge program to recover old trees, bringing the current count to 37 million trees. Overall, the cashew industry provides formal employment to over 8,000 individuals in the processing sector and involves more than 40% of farmers.

CASHEW INSTITUTIONS

Along with local farmers, traders and processors, there are multiple Mozambican stakeholders involved in the industry. The Mozambique State Agency for Cashew (INCAJU) is the national government body responsible for setting policies related to the cashew industry. INCAJU also carries out extension services by providing seedlings and pesticides to farmers and provides loan guarantees to processors. The Association of Cashew Industrials (AICAJU) is the primary industry association created to promote the interests of industry stakeholders. AICAJU is responsible for devising and implementing consistent policies and practices across members. The sector involves a variety of NGOs, private companies and government agencies working to improve productivity.

The African Cashew Alliance

The African Cashew Alliance (ACA) was initiated in 2005 and inaugurated in 2006 in Guinea-Bissau. ACA is a business association of African and international businesses with an interest in promoting a globally competitive African cashew industry. Today, nearly 200 member companies work under the ACA banner and represent all aspects of the cashew value chain, including producers, processors, traders, and international buyers.

OUR VISION

A globally competitive African cashew industry that benefits the value chain—from farmer to consumer.

OUR MISSION

- Providing technical assistance and facilitating investments
- Promoting market linkages and international standards
- Sharing information and best practices

OUR OBJECTIVES

- Increase processing of cashew within Africa
- Improve competitiveness and sustainability of the African cashew industry
- Facilitate public-private cooperation for the cashew sector



ACA SECRETARIAT

The Secretariat is responsible for daily ACA operations including event management, marketing and promotion, project management, elections, technical assistance, membership, monitoring and evaluation and fundraising.

The Secretariat is based in Accra, Ghana at this address:

Jubilee House 4th Street, Kuku Hill, Osu
Accra, Ghana
Tel: +233 302 78 22 33
Fax: + 233 302 78 22 31



Promoting the Competitiveness of the African Cashew Sector

African Cashew Initiative aims at:

- Raising cashew tree productivity
- Increasing by-product processing
- Introducing fitting technologies
- Creating business relationships
- Organizing key stakeholders
- Advocating for cashew policies
- Promoting cashew consumption in Africa

Don't be a hard nut to crack!

Invest and be part of the growing African Cashew Sector!



African Cashew initiative
Regional Office Accra
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cashew@giz.de

L'initiative de Cajou Africain
Bureau régional de Ouagadougou
+ 226 25 36 21 01 / 02
www.africancashewinitiative.org

✓ INVESTISSEZ DANS LES FILIERES COTON ET ANACARDE

✓ INVEST IN COTTON AND CASHEW SECTOR

✓ CREEZ DE LA VALEUR AJOUTEE

✓ CREATE ADDED VALUE

✓ CONTRIBUER A LA LUTTE CONTRE LA PAUVRETE EN MILIEU RURAL

✓ CONTRIBUTE TO STRUGGLE AGAINST POVERTY IN RURAL AREAS



LES FILIERES COTON ET ANACARDE IVOIRIENNES CE SONT:

- * Un potentiel de production de plus de 700 000 tonnes de noix brutes de cajou et de 600 000 tonnes de coton graine.
- * Un marché d'intrants de plus de 60 milliards de FCFA.
- * Une position mondiale de 2ème producteur de noix brutes de cajou.
- * Un potentiel de création de 200 unités de décorticage de 2 500 tonnes de noix brutes de cajou.

SIETTA 2016 : LE SALON INTERNATIONAL DES EQUIPEMENTS ET DES TECHNOLOGIES DE TRANSFORMATION DE L'ANACARDE NOV. 2016:

- * 10 000 visiteurs et participants attendus
- * Les chaînes de valeurs de la transformation de l'anacarde renforcées et mieux structurées
- * 100 bailleurs et partenaires financiers attendus---
- * Les opportunités d'investissement dans la filière anacarde détaillées

SOME FACTS AND FIGURES ON IVORIAN COTTON AND CASHEW SECTORS:

- * A potential of more than 700 000 tons of raw cashew nut and 600 000 tons of cotton
- * A 60 billions FCFA market for inputs
- * A position of second world producer of raw cashew nut
- * A potential of creation of 200 shelling units of 2500 tons of raw cashew nut

SIETTA 2016: INTERNATIONAL SHOWROOM OF EQUIPEMENTS AND TECHNOLOGIES OF CASHEW PROCESSING NOV. 2016:

- * 10 000 visitors and participants are expected
- * The value chain of processing strengthened and better structured
- * 100 financial investors and business partners are expected
- * Presentation of investment opportunities in cashew business

World Cashew Festival & Expo 2015 Overview

Monday, 21 September	Registration Opening Ceremony Welcome cocktail
Tuesday, 22 September	Plenary Session World Cashew Expo 2015 [all day]
Wednesday, 23 September	World Cashew Forum [morning] Business-to-Business Forum [afternoon] World Cashew Expo 2015 [all day]
Thursday, 24 September	Field trips



Program

MONDAY SEPTEMBER 21

Afrin Prestige Hotel

9:00 – 12:00	Advisory Board and Executive Committee Meeting
14:00 – 16:00	ACA Steering Committee Meeting (SC and Executive Committee members only)
10:00 – 16:00	Registration
17:00 – 19:00	Opening Ceremony

Fortaleza de Maputo

19:00 – 21:00 Welcome Cocktail



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*Consumption 2009-2013

responsAbility-managed investment vehicles,
a strong financing partner.

Financial disbursements to the agricultural sector in 2014:

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TUESDAY SEPTEMBER 22

Joaquim Chissano International Conference Centre (JCICC)

7:00 – 17:00

Registration

9:00-18:00

World Cashew Expo 2015

9:00-18:00

Plenary Session

9:00 – 9:45

En Fr Pt

Welcome to Mozambique

Filomena Maiopue, *Instituto de Fomento do Caju*, (INCAJU)

9:45 – 10:45

En Fr Pt

ACA in a Changing Industry

Georgette Taraf, *African Cashew Alliance (ACA) President*
Carlos Costa, *First ACA President and Founding Member*

10:45 – 11:15

COFFEE, NETWORKING, AND EXPO 2015



11:15 – 12:30

En Fr Pt

Market Trends of the Global Cashew Industry

Jim Fitzpatrick, *Ingredient Sourcing Solutions*
Srivatsava Ganapathy, *Foretell Business Solutions Pvt Ltd.*
Baard Flatland, *Brynild Gruppen AS*
Richard Rosenblatt, *Richard Franco Agency, Inc.*
Wim Schipper, *Intersnack*

12:30 – 14:00

LUNCH, NETWORKING, AND EXPO 2015

14:00 – 15:00

En Fr Pt

Experiences from the African Perspective

Silvino Vieira Martins, *Condor Nuts*
Shakti Pal, *TechnoServe*
Herman uit de Bosch, *Fairmatch Support*

15:00 – 15:30

COFFEE BREAK, NETWORKING, AND EXPO 2015



15:30 – 17:00

En Fr Pt

Heading Towards a Sustainable Future

José Sousa Pinto, *Banco Comercial de Investimentos (BCI)*
Marco Rosini, *responsAbility Investments AG*
Hari Nair, *Western India Cashew Company*
Karim Berthe, *Le Conseil du Coton et de l'Anacard (CCA)*

17:00 – 18:00

En Fr Pt

Executive Committee Elections (ACA Core Members only)

WEDNESDAY SEPTEMBER 23

Joaquim Chissano International Conference Centre (JCICC)


7:00 – 17:00 Registration

9:00–17:00 World Cashew Expo 2015

9:00–17:00 World Cashew Forum

The Forum takes multiple forms with opportunities for various business and stakeholder experiences, including a Business-to-Business (B2B) Forum for networking, thematic workshops, and technical demonstrations around the World Cashew Expo 2015.


FINANCING THE DEVELOPMENT OF THE AFRICAN CASHEW INDUSTRY

9:00 – 10:30  Improving Access to Finance for African Cashew Processors
Moderator: Ernest Mintah, *African Cashew Initiative*
Charles Polet, *AIMS Ltd*
Jane Grob, *TechnoServe*

11:00 – 12:30  Investment Opportunities for Financial Institutions
Moderator: Jane Grob, *TechnoServe*
Ernest Mintah, *African Cashew Initiative (ACi)*
José Sousa Pinto, *Banco Comercial de Investimentos (BCI)*
Rim Azirar, *responsAbility Investments AG*
Peter Onguka, *Root Capital*
Lasse D. Nergaard, *Norfund*

POLICYMAKING OPPORTUNITIES IN AFRICAN CASHEW COUNTRIES

9:00 – 10:30  Case Studies of Mozambique and Côte d'Ivoire
Jorrit Oppewal, *International Growth Centre*
Helder Zavale, *Research Center for Agricultural and Food Policies and Programs (CCEPG) at Eduardo Mondlane University*
Yunuss Gafar, *Associação dos Industriais do Caju (AICAJU)*
Karim Berthe, *Le Conseil du Coton et de l'Anacarde (CCA)*
Lucman Diaby, *Groupement des Industriels du Cajou de Côte d'Ivoire (GIC-CI)*

11:00 – 12:30  Best Practices Across the Globe
Moderator: Jorrit Oppewal, *International Growth Centre*
Olivier Kabré, *African Cashew Alliance*
Hari Nair, *Western India Cashew Company*



PARTNER

FOSTERING A PRODUCTIVE VALUE CHAIN

9:00 – 10:30  Cashew Farming as a Profitable Business
Moderator: Else-Marie Fogtmann, *Emalink*
Georges Bazongo, *Self Help Africa!*
Alexandre Hermengildo Ossufo, *Cashew Farmer, Mozambique*
Eloi Jean Prosper Nombre, *Cashew Farmer, and Secrétaire général de l'UNUPA/BF (Union Nationale des Producteurs d'Anacarde) du Burkina Faso*

11:00 – 12:30  Strategies of Efficient Cashew Processing
Moderator: Shakti Pal, *TechnoServe*
Mallikarjuna Kumaraswamy, *Olam*
Joseph Yeung, *Mim Cashew Ltd.*
Guillermo Machado, *ETG Mozambique*
Sunil Dahiya, *African Cashew Alliance*
Gonçalo Correia, *TechnoServe*

BUSINESS TO BUSINESS (B2B) FORUM

14:00 – 17:00  Arranged meetings




10:30 – 11:00 COFFEE, NETWORKING, AND EXPO 2015



12:30 – 14:00 LUNCH, NETWORKING, AND EXPO 2015

Girassol Indy Village

19:30  Gala Dinner & Entertainment
Announcement of the ACA World Cashew Festival & Expo 2016 Venue
Introduction of New Executive Committee Members

THURSDAY, SEPTEMBER 24 : FIELD TRIPS

The fourth day of the conference is reserved for a learning or leisure field trip. This year, participants had the opportunity to choose from two different trips.

**At least one member of the ACA Secretariat will accompany the group of individuals who have chosen to partake in the field trips.*

I. LEISURE TRIP



Kruger National Park

Established in 1926 as South Africa's first national park, today Kruger National Park is known as one of the largest wild game reserves on the continent of Africa. Kruger National Park is located in the northeastern province of South Africa and stretches over a landscape of approximately 19,485 square kilometers. Also considered as the largest national park in the world, it is roughly 360 kilometers long, and approximately 65 kilometers wide. To the east of Kruger National Park is Mozambique and at its north is Zimbabwe. As far as wildlife is concerned, Kruger National Park is unrivaled in the diversity and quantity of species inhabiting its landscape, with over 500 birds in variety and more than 130 mammals. Visitors are likely to encounter Africa's quintessential "big five" game mammals, among them being rhino, buffalo, elephant, lion, and leopard. The national park is outfitted with 15 private safari lodges, 2 private lodge concessions, and 21 rest camps to accommodate travelers.

From Maputo, Kruger is roughly a two hour drive by car. Participants will enter Kruger through Crocodile Bridge—one out nine main gates permitting entrance to the various sections of the game reserve, and will spend the day enjoying a guided wildlife tour in open safari vehicles. Please find the complete itinerary below:

Time	September 24, 2015 events
05:00	Hotel pickup by luxury coach bus accompanied by a tour guide
05:45	Depart Maputo with police escort
07:45	Arrive at Ressano Garcia Border and clear immigration
08:00	Drive to Crocodile Bridge
08:30	Disembark coaches and climb into open safari vehicles (10 pax per vehicle) Tour Kruger National Park
12:30	Break for lunch
13:30	Tour remaining areas of the park (headed back to the gate)
14:30	Exit park and board coach buses
15:00	Arrive at Lebombo border post and clear immigration
15:30	Drive back to Maputo
17:00	Hotel drop off



II. LEARNING & LEISURE TRIP

Overnight Nampula & Mozambique Island

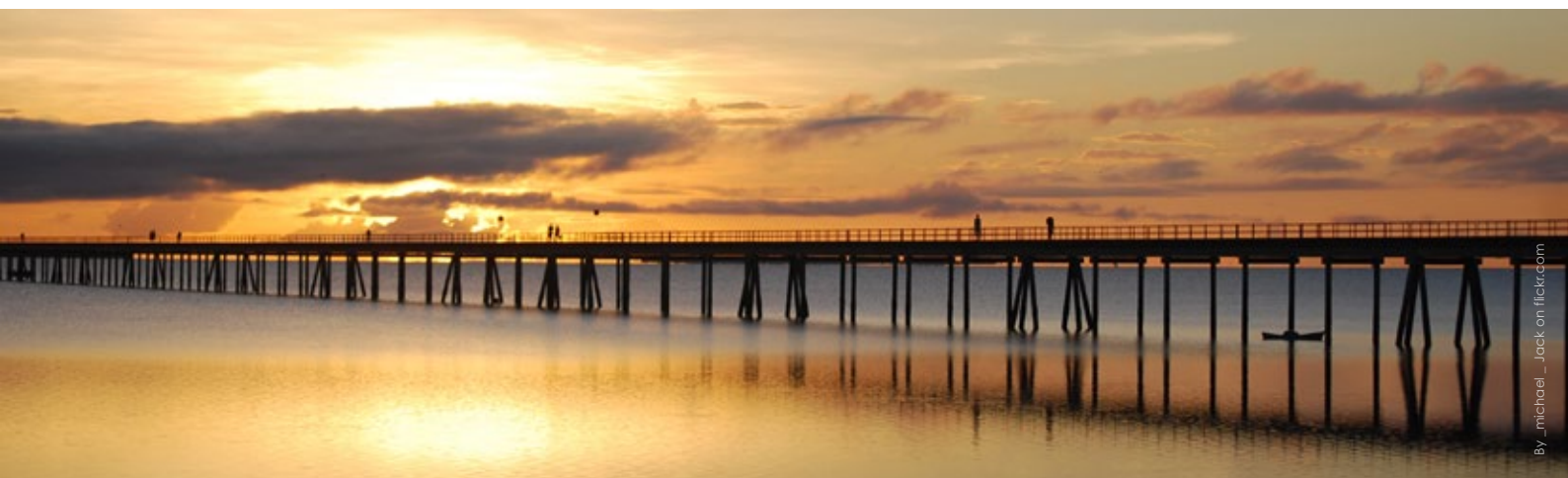
This trip offers the chance for participants to visit a cashew-processing unit and nursery in the heart of Mozambique's cashew industry. The Nampula province, located in the northern region, is the largest producer of cashews in the country. The capital city of the province, also named Nampula, is home to over 470,000 people, making it the third largest city in Mozambique. It is considered the center of most business in the north of the country, acting as a local transportation hub. Nampula is also home to a new 5000 tons cashew-processing unit with brand new equipment that participants will be able to tour.

The overnight trip also offers the incredible opportunity to not only travel to Nampula, but to visit the stunning and historic Mozambique Island. Mozambique Island is classified as a UNESCO World Heritage site and it is located off of Mozambique's beautiful northern coastline. The island is well known for its captivating colonial architecture and white sandy beaches! This portion of the trip includes a buffet dinner followed by historical guided tours the next day.

Participants will board a two-hour flight from Maputo to Nampula to visit a cashew processing unit, a cashew nursery, as well as Mozambique Island. Participants will first visit Nampula before staying on the island overnight and return to Maputo the following day. Both trips to and from Maputo will be completed via flights from Nampula.

Time	September 24, 2015 events
05:15	Hotel pick up
06:00	Airport check-in at Terminal A
07:00	TM190 to Nampula
09:05	Disembark and climb onto buses
09:45	Drive to processing plant
10:30	Visit Fábrica da Condor de ANCHILO including snack break
12:00	Drive to Nassaruma
12:45	Tour nursery and processing plant at Nassaruma
13:45	Lunch
15:15	Drive to Mozambique Island
17:45	Arrive at Mozambique Island. Check-in to hotels
19:00	Hotel pick-up for buffet dinner and entertainment at Hotel Escondidinho
21:30	Buses depart to drop guests at various accommodations

Time	September 25, 2015 events
07:30	Breakfast at various accommodations
08:30	Check out of hotels and bus pick up to visit museums etc.
09:00	Tour museum, for, and market and more with guides
12:00	Lunch on the Island
14:00	Drive to Nampula
17:00	Check-in at airport
19:40	TM463 or 159 to Maputo
22:00	Disembark

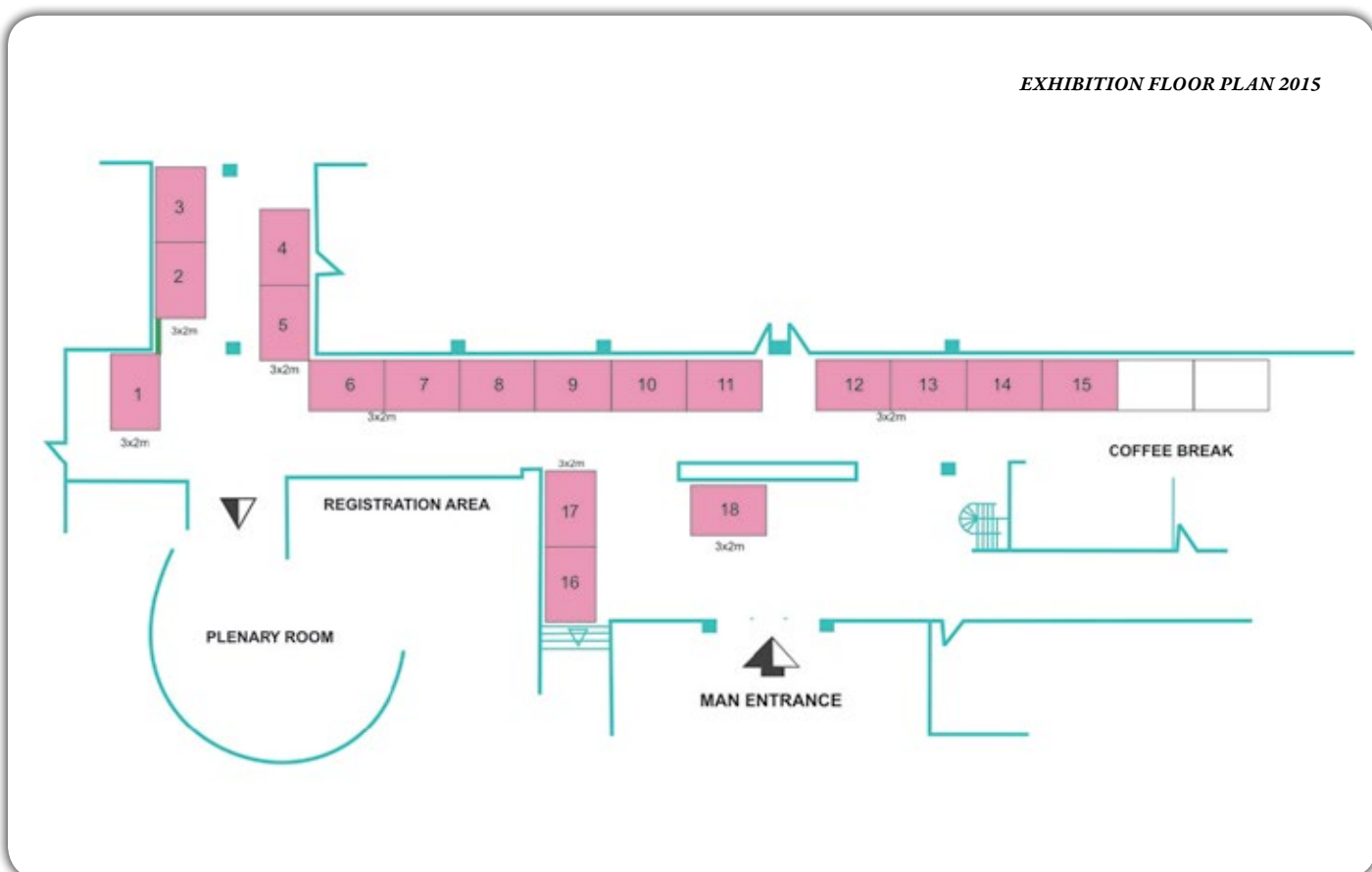


2015 Exhibitors

Over a series of three days (from 21-23, September 2015) the ACA 2015 Exposition will take place in the lobby of Maputo's Joaquim Chissano International Conference Centre (JCICC).

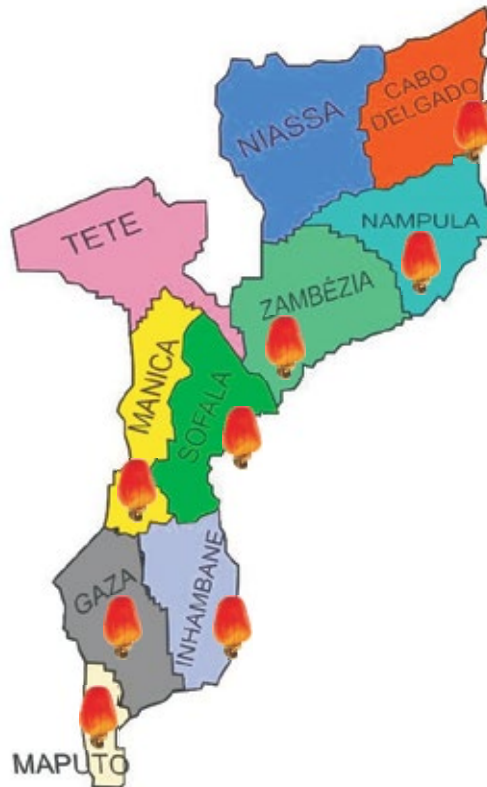
Uncover the latest products and/or services within the cashew industry by visiting this list of 2015 Exhibitors:

1.	The African Cashew Alliance	Ghana
2.	BCI	Mozambique
3.	Associação dos Industriais do Caju (AICAJU)	Mozambique
4.	Buddhi Industries PVT Ltd.	India
5.	Programme d'Appui au Developpement Economique de la Casamance (PADEC)	Senegal
6.	International Relief and Development (IRD)	Global
7.	Ecobank	Mozambique
8.	Le Conseil du Coton et de l'Anacarde (CCA)	Côte d'Ivoire
9.	GI Technologies	India
10.	responsAbility Investments AG	Global
11.	Instituto de Fomento do Caju (INCAJU)	Mozambique
12.	African Cashew Initiative - GIZ (ACi)	Ghana
13.	Root Capital	Global
14.	Best Engineering	India
15.	Cashewinfo.com	India
16.	Olam	Global
17.	Jungle Nuts	Kenya





CASHEW PRODUCTION PER PROVINCE



- The cashew industry is the main source of income for about 1,4million rural families;
- It creates employment for more that 10.000 workers in the cashew processing industry;
- It is a source of foreign exchange for the country;
- Average annual production is 80.000 tons.



Ultimate Solution For Cashew Processing...

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GI TECHNOLOGIES,
No : 33, Self Help Industrial Estate , Keelkattalai,
Chennai , India - 600117.
info@cashewmachines.com,
sales@cashewmachines.com.
Phone : +91 44 6672 7299 (30 lines)



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www.cashewmachines.com



Eat Cashew Locally Grown

SeneGambia Cashew Value Chain Enhancement Project, Phase 2 (CEP 2)



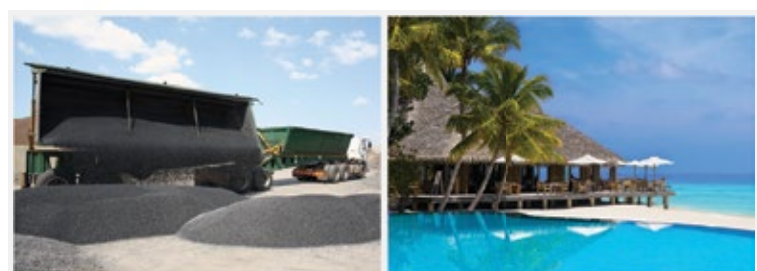
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Email: kiassey@irdglobal.org



The Cashew Value Chain Enhancement Project (CEP 2) is a three-year, \$9 million USDA funded project being implemented by the International Relief & Development. The project aims at improving productivity and increased trade in cashew products. CEP2 has reached up to 15,000 cashew farmers and processors in the two countries

"Quality Cashew is Good Business" is the slogan adopted by the CEP 2 to reorient farmers' perceptions about cashew production and emphasize on quality. Thus, this has now become a well-known tagline throughout cashew growing zones in Senegal and The Gambia.

For more about the project visit
<https://facebook.com/SeneGambiaCashewProject>
About International Relief and Development
For more information visit: www.ird.org



Invest in Mozambique with the best Commercial Bank.

Investir au Mozambique avec la meilleure Banque Commerciale.

Invista em Moçambique com o melhor Banco Comercial.

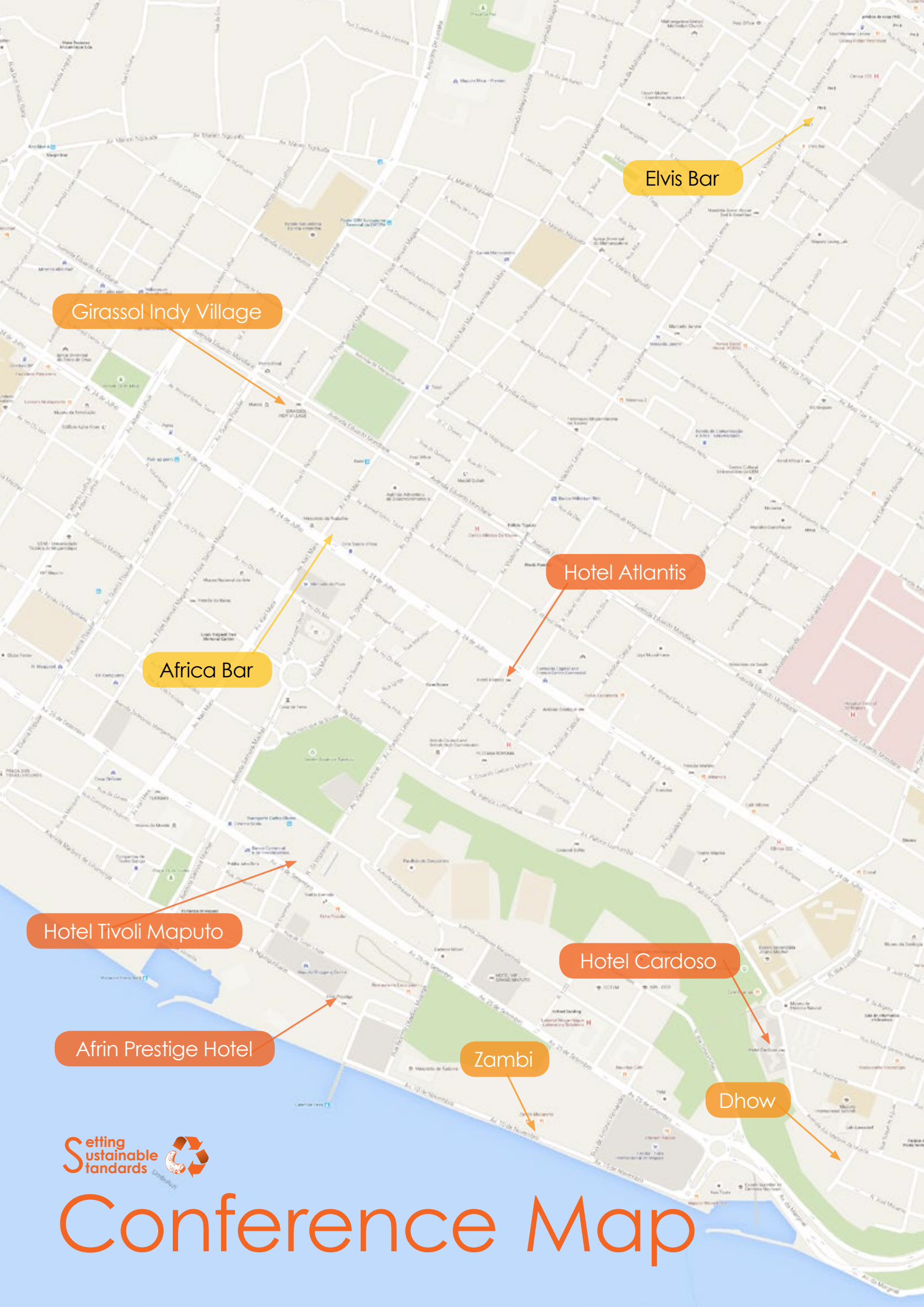
Mozambique has one of the highest growth rates in the world, the best opportunities in agriculture, industry, tourism, public infrastructures, natural resources, among others, and the best Commercial Bank to support your investment.

Le Mozambique a les taux de croissance les plus élevés du monde, les meilleures opportunités dans l'agriculture, l'industrie, le tourisme, les infrastructures publiques, les ressources minérales et l'énergie, entre autres, et la meilleure Banque Commerciale pour soutenir son investissement.

Moçambique tem das mais elevadas taxas de crescimento mundiais, as melhores oportunidades na agricultura, indústria, turismo, infra-estruturas públicas, recursos minerais e energia, entre outras, e o melhor Banco Comercial para apoiar o seu investimento.

www.bci.co.mz





Elvis Bar

Girassol Indy Village

Africa Bar

Hotel Atlantis

Hotel Tivoli Maputo

Afrin Prestige Hotel

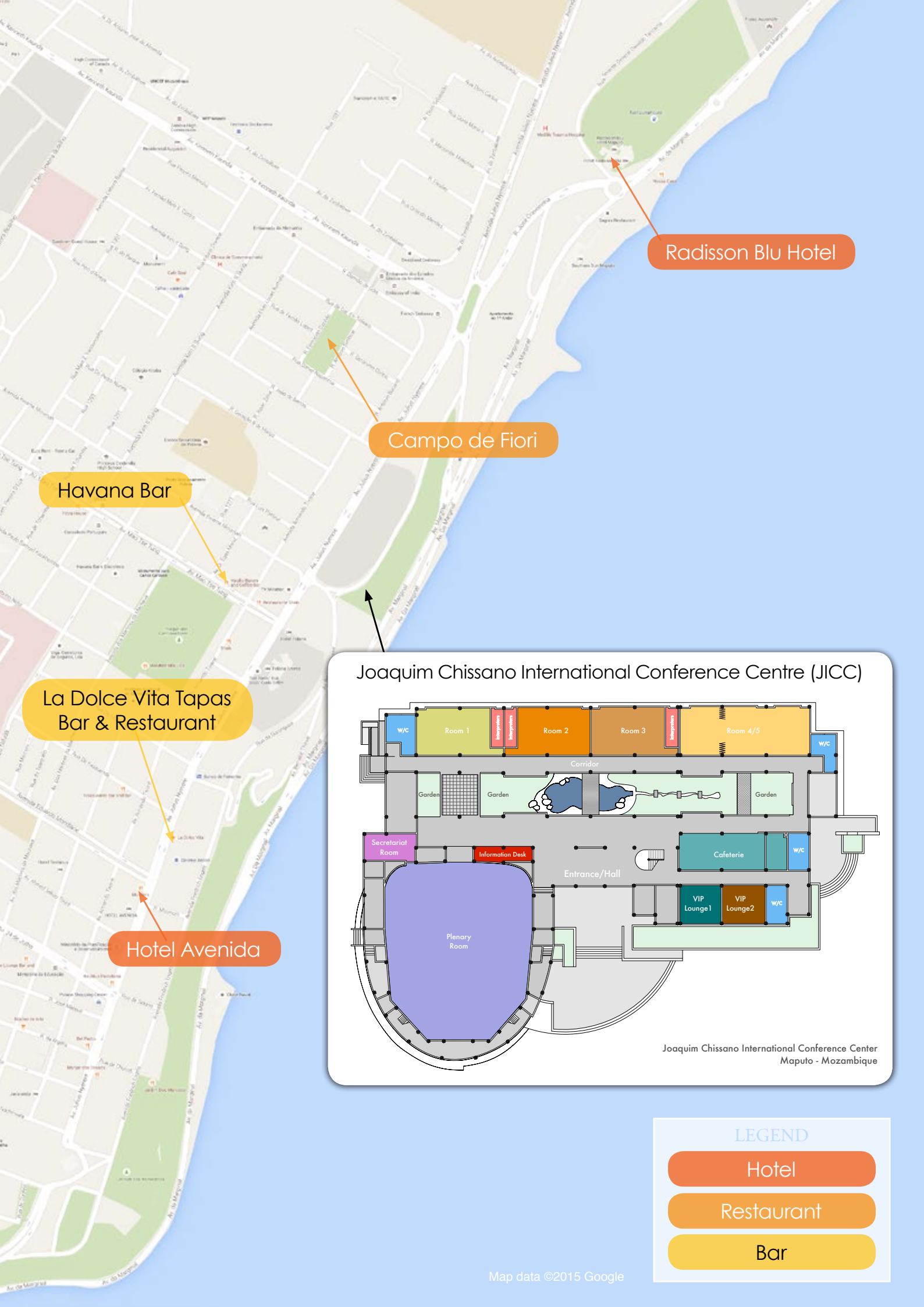
Zambi

Hotel Cardoso

Dhow



Conference Map



Radisson Blu Hotel

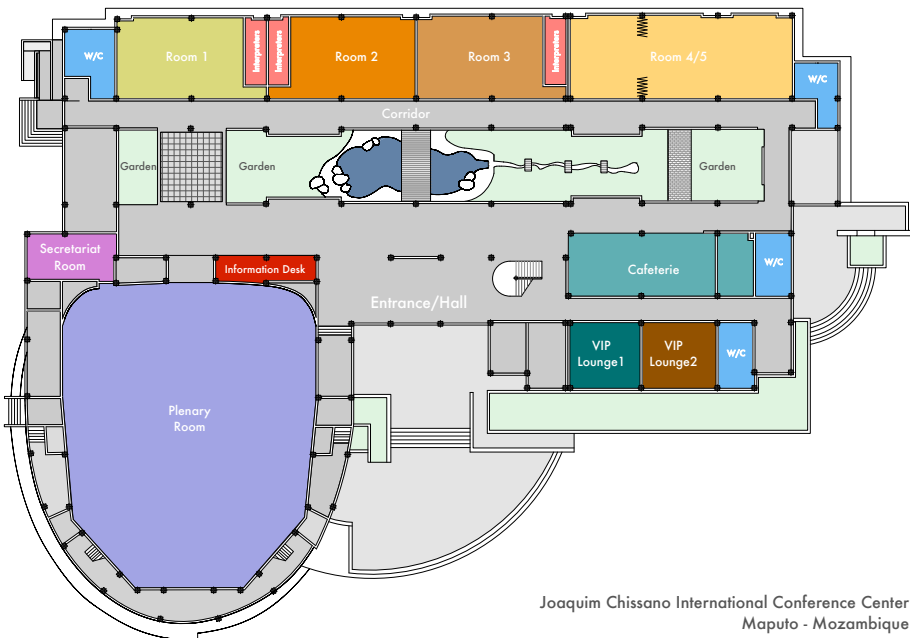
Campo de Fiori

Havana Bar

La Dolce Vita Tapas Bar & Restaurant

Hotel Avenida

Joaquim Chissano International Conference Centre (JICC)



Joaquim Chissano International Conference Center
Maputo - Mozambique

LEGEND

Hotel

Restaurant

Bar

Important Information

Emergency +258 21 322 222 or 800 198 198
Central Hospital +258 21 325000/9
Clinica de Sommerschild (private) +258 21 493 924
Police 112

ACA CONTACT

Miriam Gyamfi: (+258) 846228316

BUSINESS TO BUSINESS MEETINGS

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Conference Venue: JICC (+258) 21486395
Conference Coordinator: Creativa (+258) 824244790
or (+258) 824032860

RECOMMENDED RESTAURANTS

Zambi

Av 10 de Novembro 8, Maputo, Mozambique
+258 84 339 2624
Mon-Fri 9:00 am – 10:00pm

Dhow Mozambique

Ponta Vermelha - Rua de Marracuene No. 4, Maputo, Mozambique

Campo de Fiori

Jardim Dos Cronistas, Rua Rui de Pina, Sommeschild, Maputo,
Mozambique
+225 82 301 3561
Mon-Sun 7:30am - 9:30pm

Mundo's

Av. Julius Nyerere, Maputo, Mozambique

RECOMMENDED BARS

Africa Bar (*Jazz night on Thursday*)

2182 Av 24 de Julho, Maputo, Mozambique

Dolce Vita Tapas Bar & Restaurant

Avenida Julius Nyereres, Maputo, Mozambique
+258 82 393 2723

Havana Bar

Sommerschild, Maputo, Mozambique
+258 12 149 7266

Elvis Bar

Av. Vlardmir Lenine 2293, Maputo, Mozambique
+258 82 059 126/ +258 82 059 1263

RECOMMENDED HOTELS

Radisson Blu Hotel

141 Av. Marginal, Maputo 1100, Mozambique
+258 21 242 400

Afrin Prestige

Rua Ngungunhane, Nr. 56 Maputo, Mozambique
+258 21 358 900

Hotel Avenida

Av Julius Nyerere, 627, Maputo, 3236, Mozambique
+258 21 484 400

Hotel Cardoso

Avenida dos Mártires de Mueda, Maputo, Mozambique
+258 21 491 071

Hotel Tivoli Maputo

Polana Cimento "B", Maputo, Mozambique
+258 21 307 600

Hotel Atlantis

Av. 24 de Julho, Maputo, Mozambique
+258 21 322 380



Speakers

RIM AZIRAR

Investment Analyst, responsAbility Investment AG

Rim Azirar joined responsAbility Investment AG in January 2014 as Investment Analyst for agriculture debt in Africa. Prior to responsAbility, Rim worked as an analyst at BNP Paribas CIB in the Structured Finance department involved in deals in energy, infrastructure and soft commodities in emerging markets. Rim holds a Master's degree in Finance from Sciences Po Paris.



LUCMAN DIABY

Founder and Managing Director of Africajou

Founded in 2011, Africajou processes raw cashew nuts into blanched kernels. The factory is located in Bondoukou, Eastern Region of Côte d'Ivoire and processes at a capacity of 2000 MT. Before founding Africajou, Mr. Diaby worked for 17 years in the private sector. Currently, Mr. Diaby is the President of the Côte d'Ivoire Processors Association (GICCI).



GEORGES BAZONGO

Agronomist and Environmentalist, Self Help Africa!

Mr. Bazongo is presently the Deputy Agricultural Advisor for Self Help Africa, and works on cashew value chain projects in Benin, Burkina Faso, Ghana, and Kenya. Self Help Africa is a partner of ACA for the project entitled "Empowering Women in Cashew."



JIM FITZPATRICK

Consultant, Market advisor and Importer, Ingredient Sourcing Solutions

With over 30 years of experience and knowledge, Mr. Jim Fitzpatrick operates as an importer of a range of food products and managed sourcing operations for food ingredients, edible nuts, edible seeds, dried fruits, and raw cashews. Jim is currently involved in exporter training programs in Ethiopia, Uganda, Senegal, Ghana, and Burkina Faso as well as supporting cashew development in a number of countries.



KARIM BERTHE

General Coordinator, CCA, Ivory Coast

With extensive experience in the cocoa and coffee sector, as well as in fertilizer, Mr. Berthe has worked as the Director of Operations and Supply Chains for several companies in the Ivory Coast such as Barry Callebaut CI, CIPEXI, and YARA. In his role current as General Coordinator, he supports the Managing Director with operational issues and oversees the industrial development strategy for CCA.



BAARD FLATLAND

Purchasing Manager, Brynild Gruppen AS

Mr. Baard Flatland is a manager with a focus on transparent and sustainable value chains. He is an expert in system designs who helps to find and develop suppliers that are willing to commit themselves to developing the supply chain for the purpose to deliver premium products, always to consumer satisfaction at a low cost.



GONALO CORREIA

Independent Consultant

Gonalo started his career in Syngenta, an agro-chemical and seeds company, as a finance professional and then later as a business developer. Since October 2014, he has worked as an independent consultant leading the development of several projects across the agro-processing industry in Mozambique. These projects include a feasibility study for a cotton-residue biomass unit, and energy-pellet production—a case for organic sugar processing in Southern Mozambique. Most recently, he led a competitiveness study on the Mozambican cashew industry.



ELSE-MARIE FOGTMANN

Coordinator, Emalink, Mozambique

Mrs. Else-Marie Fogtmann has for several years been involved in the development of the cashew sector in Mozambique, and currently coordinating the ACi activities in the Nampula Province together with FairMatch Support.



SUNIL DAHIYA

Business Advisory Manager, ACA, Ghana

Mr. Sunil Dahiya is a Confectionary-Nut Industry Expert with 12+ years of experience in the Cashew Industry. He is presently the Business Advisory Manager at African Cashew Alliance (ACA) where he assists new and existing investors from diverse countries on Business Advisory, Market Outreach, Food Safety Standardization, and Public-Private Partnership.



SRIVATSAVA GANAPATHY

Director, Foretell Business Solutions Private Limited

Mr. Srivatsava Ganapathy is one of the whole time-directors of Foretell Business Solutions Private Limited, located in Bangalore, as well as one of the owners of cashewinfo.com. Since 2011, this website has published 'Cashew Weekly', a weekly publication on the global cashew market. Mr. Ganapathy is also a chemical engineer, CFA, and PGDCA with over 23 years of experience.



JANE GROB

Director of Investment Advisory & Finance Director, TechnoServe, Mozambique

Mrs. Jane Grob in her position as Director of Investment Advisory assists TechnoServe clients across all programs with business plan development, market research, as well as capital raising.



OLIVIER KABRÉ

MIS and Partnership Development Coordinator, ACA

Mr. Olivier Kabré is currently with the African Cashew Alliance (ACA) Secretariat based in Accra, Ghana where he serves as a Market Information Service and Partnership Development Coordinator. Olivier has also worked with the Agribusiness and Trade Promotion (ATP)—a (USAID West Africa program) as a Senior Analyst in Market Information Systems for Abt Associates from 2008 to 2013.



SILVINO VIEIRA MARTINS

Entrepreneur

Mr. Silvino Vieira Martins has been an entrepreneur for quite a long time. He was one of the driving forces behind the growth of the cashew sector in the Northern provinces of Mozambique. In 2005, he launched the company CondorCaju and later, in 2008, he inaugurated CondorNuts. Mr. Silvino is responsible for consolidating the commitment of companies for the enhancement of the quality of cashew nuts in Mozambique, raising it to international standards.



HARI KRISHNAN NAIR

President, Western India Cashew Company, India

Mr. Hari Krishnan Nair is currently the president of Western India Cashew Company. He has served as a cashew consultant specialist for the NEXTT Project in Nigeria for USAID in 2011, and headed the Cashew Export Promotion Council of India (CEPCI). As a founding Steering member of the Global Cashew Council (GCC), Hari is currently the Chairman of Confederation of India Industry (CII) in Kerala.



ERNEST MINTAH

Director of Business Linkages, the German International Cooperation (GIZ) – African Cashew Initiative (ACi) project

Mr. Ernest Mintah has been working with ACi since 2010 and currently manages the ACi Matching Grant Fund, with 23 projects in 6 countries and a total portfolio of € 8.5 million (made up of € 3.4 million in grants).



MALLIKAJUNA KUMARASWAMY

Business Head, IVC cashew, Olam International

Mr. Mallikajuna Kumaraswamy serves as the Business Head at the Ivory Coast cashew for Olam International for over 5 years and still counting. Olam Ivory Coast cashew is the leading exporter of raw cashew nuts with 2 facilities processing 38000 tons of raw cashew nuts per year.



LASSE D. NERGAARD

Investment Director, Head of Regional Office, Norfund

Mr. Nergaard has a professional background within operations, management report, risk, and sales. He possesses skills in strategic business development. Currently, he is the head of Norfund's Regional Office located in Maputo, Mozambique.



TRISTAN GUILLERMO MACHADO

Co-founder and Director, ETG Mozambique

Mr. Guillermo Machado is the co-founder and director of Export Marketing Company Lda. (EMCL) in Mozambique. In the last few years, EMCL has stood out as the first multi-awarded enterprise for best export performance. Mr. Machado will head the ETG Argentina office, the first official group to open in South America. ETG has been processing cashew kernels since 2005 in Mozambique.



ELOI JEAN PROSPER NOMBRE

Cashew Farmer, Cashew Farmer, and Secrétaire général de l'UNUPA /BF (Union Nationale des Producteurs d'Anacarde) du Burkina Faso

Mr. Eloi Jean Prosper Nombre is a cashew farmer by profession. He currently serves as the General Secretary of the National Cashew Farmer's Union of Burkina Faso and has several experiences in cashew enterprise development as well as the provision of technical support.



FILOMENA MAIOPUE

Agronomist, Director, INCAJU, Mozambique

Mrs. Filomena Maiopue is an Agronomist by profession and currently the Director of the Cashew Promotion Institute (INCAJU) in Mozambique from 2006 to date. Mrs. Maiopue served as a Coordinator of an agro-livestock development project from 1991-1999, where services were provided to over 2000 rural families.



JORRIT OPPEWAL

Economist, International Growth Centre (IGC), Mozambique

Mr. Oppawal is a Country Economist at the IGC in Mozambique. He holds an MSc in Development Economics from the School of Oriental and African Studies (SOAS) and his research interests include agricultural development among others. Prior to working at IGC, Jorrit worked as an Oversea Development Institute Fellow at the Ministry of Agriculture in Mozambique.



ALEXANDRE HERMINIGILDO OSSUFO

Cashew Farmer, Mozambique.

Mr. Alexandre Herminigildo Ossufo, is based in the Nampula Province in the Northern Mozambique. He started cashew-farming in the 80s and now possesses over 2000 cashew trees. Mr. Ossufo is a member of a local farmer association and plays an important role in his area due to his vast experience.



SHAKTI PAL

Cashew Industry Expert

Mr. Shakti Pal is an expert in the cashew industry with over 19 years of experience in the production and processing of cashews in Africa. He is currently based in Côte d'Ivoire where he continues to lend his expertise to the emerging cashew industry, specifically in processing farmer training, and linking value chain partners in West Africa. Countries where he has lent his assistance are in Mozambique, Ghana, Burkina Faso, Côte d'Ivoire, Kenya, Tanzania, Benin and Nigeria.



HERMAN UIT DE BOSCH

Founder and Managing Director, FairMatch Support, Netherlands

Mr. Herman uit de Bosch is the founder and Managing Director of FairMatch Support, which develops sustainable supply chains and matches small companies with small producers. FairMatch Support has been involved with ACi since its inception and operates in over 35 countries globally.



CHARLES W. POLET

Managing Director, AIMS Ltd

Mr. Charles Polet is currently the Managing Director of AIMS Ltd., a capital-raising consultancy services for SMEs in Sub-Saharan Africa. Using his experience in leveraged finance and SME investments in Indonesia, India, Kenya, and Ghana, AIMS Ltd., offers analytical rigor, strategic thinking, and hands-on collaborative support to help the management team of growth-oriented SMEs find practical capital solutions.



GEORGETTE TARAF

President, NAD & Co., Benin

Mrs. Georgette Taraf hails from Benin, where she first entered the cashew sector as a buyer in 1996. She began her first export operations as head of AGRO-PHEN, which became NAD & Co in 2008. Her involvement with ACA began in 2010, when she was elected head of the Benin National Committee. Currently, Mrs. Taraf is the President of the African Cashew Alliance (ACA).



RICHARD ROSENBLATT

Vice President, the Richard Franco Agency, Inc. (RFA)

The RFA has been a leading international cashew broker since 1947 and representing African cashew kernel exporters since 1981, where Mr. Richard Rosenblatt serves as a Vice President. Also, he has experience marketing cashew, macadamia, and other agricultural products. With over 65 years of experience, RFA is exceptionally knowledgeable about the global cashew market.



JOSEPH YEUNG

Managing Director, Mim Cashew & Agricultural Products LTD, Ghana

Mr. Joseph Yeung is presently the Managing Director of Mim Cashew & Agricultural Product LTD. He has worked as a General Manager of a major shipping agency in the United Kingdom, Finance Director of an Import company in UK, and as a Managing Director of a manufacturing company in Ghana.



MARCO ROSINI

Director, responsAbility Investments AG

In his position as a Director, Mr. Marco Rosini is responsible for the Fair Trade and Sustainable Agricultural Investments in Africa and leads a team of investment officers. Having worked as a Director at the Structured Commodity Finance department, he was in charge of structured "soft commodities" transactions (e.g. cocoa, cotton, coffee, sugar, and fertilizers etc.) in Africa, the Middle East, and Asia.



HELDER ZAVALE

Lecturer, Universidade Eduardo Mondlane (UEM)

Aside being a lecturer at the above mentioned university, Mr Zavale is also a research Fellow at the UEM's Research Centre for Agricultural and Food Policies and Programs (CEPPAG). He is currently working on program evaluation, impact of land governance on agricultural productivity, effects of agricultural policy on markets, and rural-rural migration.



WIM SCHIPPER

Sourcing Manager, Africa, Intersnack-Procurement B.V.

Being active for 25 years in the food business, Mr. Wim Schipper is involved in various commercial positions from pioneering in countries of origin as a buyer to being a B2B sales manager. He applies the rule of goal orientation, respect for and cooperating with all stakeholders, open and direct communication, decisiveness, bottom-line thinking and efficiency in dealing as a sourcing manager.



JOSÉ SOUSA PINTO

Agribusiness Advisor, BCI, Mozambique

Mr. Jose Soussa Pinto is the senior Agribusiness advisor to the bank and he had been, between 2007 and 2014 the Coordinator of activities in BCI.





ACA Quality & Sustainability Seal

The African Cashew Alliance Quality & Sustainability Seal is the industry-supported mark that signals the processor's compliance with international food safety, quality, and labor standards. Since its inception in 2012, the Seal has been granted to 8 processing facilities in West and East Africa and currently has 9 other facilities in the approval process.



Why should processors become ACA Seal approved?

Implementation of ACA Seal procedures lead to reduced costs and potential price premiums. The Seal also provides a market advantage in the increasingly competitive cashew processing industry in Africa

Why should buyers purchase ACA Seal cashew?

The ACA Seal guarantees cashew of the highest quality due to a comprehensive approval process which monitors these factors:

- 14 specific food safety/quality areas, including infestation, foreign material, clumping/blocking, taste and grade compliance
- Global social compliance standards: absence of child/prison labor, absence of abuse or harassment, and fair employee wages, as well as local labor laws.
- Industry giants such as Kraft Foods and Intersnack have committed to buying ACA Seal cashew.



For more information contact:

Dorcas Amoh

ACA Seal Coordinator

damoh@africancashewalliance.com

<http://www.africancashewalliance.com/en/services/aca-seal>



ECONOMIC DEVELOPMENT SUPPORT PROGRAM FOR CASAMANCE CASHEW INDUSTRY PERFORMANCE IN SENEGAL

National production: in the absence of reliable census data, 15 000 to 25 000 T of raw cashew nuts according to the most conservative estimates.

Processing : 5 % of national production with about 50 craft and semi-industrial production units an 86 % woman dominated labour force (source: IRD database). Cashew apple processing is still very marginal.

Exports: 60,000 T/yr. of raw cashew nuts exported in the last three years via the Ziguinchor and Banjul ports, with significant inputs from neighboring countries especially from Guinea Bissau (source: Database surveys PADEC-IRD).

PADEC'S CONTRIBUTION TO THE VALUE CHAIN DEVELOPMENT

1. Support for the establishment of a functional inter cashew
2. Creating the sector database
(Comprehensive surveys, PADEC-IRD's joint initiative covering the main production areas of Senegal)
3. Improving the plant material quality
4. Facilitating access to SMEs for efficient production factors
(Cost-sharing counter to boost production and processing)
5. Capacity building for beneficiaries



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