



A DECADE OF TRANSFORMATION

ACA World Cashew Festival & Expo 2016



Bissau, Guinea-Bissau

September 19-22, 2016

Dr Adama COULIBALY

**Director General of the
Cotton and Cashew
Council**

katienet33@yahoo.fr

**STRATEGY FOR IMPROVING
COMPETITIVENESS OF THE CASHEW SECTOR
IN COTE D'IVOIRE**



Le Conseil de Régulation, de Suivi et de Développement des Filières Coton et Anacarde



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Presented by :

Dr Adama COULIBALY

Director General

Cotton and Cashew Nut Council

adamacoulibaly@conseilcotonanacarde.ci / katienet33@yahoo.fr



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INTRODUCTION

- **A little background information**
 - ❖ **Introduction of the crop for purposes of reforestation;**
 - ❖ **Gradual economic interest with effect from the 1990's when cashew nut buyers arrived in the country from India ;**
- **Strategic orientation of the sector.**
 - ❖ **Commencement of organisation from 2002 (2002 Ordinance and establishment of ARECA) ;**
 - ❖ **Sector reform in 2013 (Law of 2013 and establishment of the Cotton and Cashew Nut Council).**
- **The sector in figures**
 - ❖ **165 000 tons to 700 000 tons from 2005 to 2015 ;**
 - ❖ **Leading producer and leading world exporter of raw cashew nuts with a little less than one third of the production and half of the global supply.**



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MAIN ISSUES

- **Agricultural productivity**
 - ❖ **Agricultural output (300 to 400 Kg/ha for potentials of 800 Kg/ha) ;**
 - ❖ **Quality of production at harvest and post-harvest periods (KOR, degree of humidity, seeding) ;**
- **Fairness in income distribution in the sector.**
 - ❖ **Identification of stakeholders;**
 - ❖ **Traceability in the value chain ;**
 - ❖ **Price-fixing mechanism**
- **Increase in value addition**
 - ❖ **Local processing and promotion ;**
 - ❖ **Farm-gate supply chain for exports (raw and finished products);**
 - ❖ **Access to domestic and international markets**



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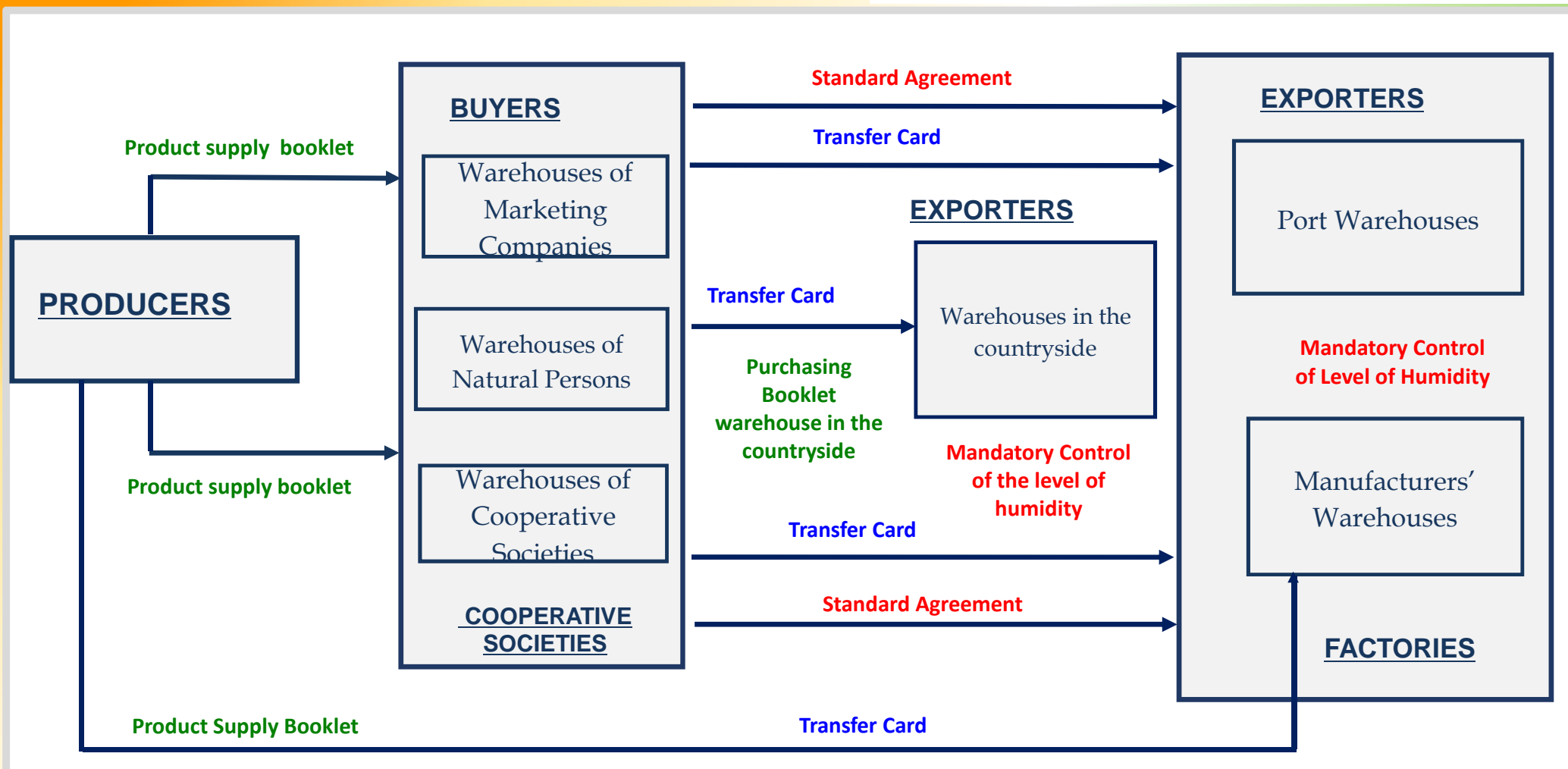
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IMPROVEMENT IN THE QUALITY AND STRUCTURING OF MARKETING AS A SHORT-TERM APPROACH

- **Implementation of a national agricultural advisory mechanism for cashew producers;**
- **Identification of stakeholders in the marketing channels ;**
- **Annual approval for Buyers and Exporters ;**
- **Implementation of a price-fixing mechanism for raw cashew nuts;**
- **Institution of transaction and traceability documents ;**
- **Establishment of an IT support system;**
- **Implementation of restrictions and sanctions.**



TRANSACTION AND TRACEABILITY DOCUMENTS





RESULTS

- Keen interest in the maintenance and renewal of cashew orchards
- Availability of reliable data on marketing/support for the safeguarding of contracts and mobilization of financing ;
- Computerized flow management (MIS, GIS, etc.);
- Improvement in the quality of exported nuts (2 pts of KOR from 2013 to 2014);
- Significant increase in the number of Exporters of raw cashew nuts (from about a fifty to close to a hundred);
- Increase in the sector turnover ;
- Increase in producers' incomes from 200 to 600 CFA francs/Kg of raw cashew nuts
- Drastic decline in fraudulent exports ;



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LOCAL PROCESSING AS A MEDIUM AND LONG TERM APPROACH

- **Local processing program piloted by the Ministry of Industry** (Technical assistance to the installed units) ;
- **Agricultural Sector Support Project (PSAC)** under the supervision of the Ministry of Agriculture ;
- **Accelerated Local Processing Program** (PPP Models for the establishment of local cashew processing units) ;
- **Attractive investment code** particularly in the cashew production areas, potential zones for the establishment of processing units;
- **Tax exemptions (DUS and fees)** for cashew nut exports ;
- **Taxation on raw cashew nut exports** to improve the raw materials supply capacity of local plants;
- **Establishment of grants** to support local processing ;



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LOCAL PROCESSING AS A MEDIUM AND LONG TERM APPROACH

- **Law on Warehousing Receipt System** in order to create supply conditions for the local units
- **Establishment of a Cashew Technology Centre** (Plant-School) designed for training of workers of processing units and of equipment and technology tests);
- **Cashew Processing Technologies and Equipment (SIETTA)** the 2nd Edition of which will be held in Abidjan from 17 to 19 November 2016.
- **Promotion of local consumption of by-products.**



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RESULTS

- Keen interest perceptible in the initiatives for the establishment of processing units ;
- Slight increase in the installed processing capacity of 66 000 tons in 2014 to 91 000 tons in 2015, i.e. an increase of 38% ;
- More than 100 000 tons of ongoing additional capacity or ongoing study which would double the local processing capacity till the end of 2017 ;
- Installation of the representation of a Vietnamese equipment supplier in Abidjan.



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