The African Cashew Alliance had a landmark year in 2012, marked by milestones within the organization and for the cashew industry as a whole. The importance of the role played by the African industry in the international market is absolute – African cashew now accounts for 48% of the world’s production. The ACA strives to propel the growing industry toward success while always keeping in mind our vision and objectives: to increase processing, improve competitiveness and sustainability, and facilitate public-private cooperation.

The pinnacle event for the cashew industry was the 7th ACA Annual Conference in Cotonou, Benin. As an organizer, the conference was a personal highlight, just as it undoubtedly was for all 522 ACA members and cashew industry stakeholders that attended. Participating in the world’s largest cashew event was a powerful reminder of the impact and ever-expanding reach of the ACA. The worldwide focus on Africa is more evident than ever before – nearly a quarter of our members are from overseas; sourcing, buying, and investing in African cashew.

To grow investment and create new business opportunities for African cashew stakeholders, ACA needs to help build the continent’s reputation as a reliable supplier of world-class products. With two processors approved under the ACA Food Safety, Quality, and Sustainability Seal in 2012, as well as the expansion of the program to East Africa, the Alliance helping add value for processors, while distinguishing high-quality product for cashew buyers.

All of ACA’s core activities experienced growth during 2012. Our members, more numerous and diverse than ever, benefit from a new website and expanded communications tools, participate in national partnership associations, receive processing support and business advice, all by being part of an Alliance that is growing stronger and richer by the year.

It’s hard to believe that 2012 is already over, especially as my time leading the African Cashew Alliance has just begun! On behalf of the ACA, the Executive Committee, and our stretching network of cashew business stakeholders, I thank you for your continued support. The ACA looks forward to directing the momentum from the past year into a fruitful 2013!

Georgette Taraf
2012 – 2014 ACA President
ACA in a Nutshell

The African Cashew Alliance was established in 2005 as an alliance of African and international businesses with an interest in promoting a globally competitive African cashew industry. Today, more than 175 member companies work under the ACA banner and represent all aspects of the cashew value chain, including farmers, processors, traders, and international buyers.

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

Our Mission
Support the African cashew industry by
- 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

5-Year Targets
More than 200,000 MT cashew processed in Africa by 2015
Partnership agreements in 12 countries in Africa by 2015
**Organizational Structure**

The Executive Committee (EC) as the ACA’s governing body, provides strategic direction, general guidance and oversight to the ACA Secretariat, the coordinator of ACA’s daily activities, and meets twice a year. The EC is elected for two-year terms by the ACA core members and consists of seven seats: five for Candidates from private sector companies registered in Africa’s cashew-producing countries only (i.e. no shares or other institutional relationship with an overseas company), and two for candidates from international companies having invested in cashew processing in Africa.

The Advisory Board consists of delegates from organizations providing more than USD 50,000 of funding per year. The Board has a veto right regarding the use of the ACA funds and provides advice ACA programming.

The Secretariat manages program development and implementation, and is responsible for daily ACA operations, including event management, marketing and promotion, communications, elections, technical assistance, membership, and fundraising.

The Steering Committee provides input and is responsible for presenting proposals and country-specific information to the Executive Committee and the Secretariat. Its participants are appointed by national private cashew business associations or ACA national committees.

The National Committees or National Private Cashew Business Associations partner with ACA to disseminate information, promote and advocate for cashew business and represent ACA at the national level.

ACA Members are individuals or private or public institutions involved in the cashew sector, who pay an annual membership fee. Every two years ACA members elect the Executive Committee.

To find out more information about the benefits of being a member visit our membership page. [www.africancashewalliance.com/member](http://www.africancashewalliance.com/member)

**Executive Committee**

President
Georgette Taraf, Benin Gold, Benin

Vice Presidents
Kaffi Yao Appia, COOPRADI, Côte d’Ivoire
Edgar Masoka Majogo, Southern Jumbo Cashew, Tanzania

**Executive Committee Officers**
Tola Faseru, Colossus Investments Ltd., Nigeria
Jace Rabe, Tolazo Global, USA
Venkatesan Rukumari, Rajkumar Impex, India
Patrick Wanaina, Jungle Nari, Kenya

**Advisory Board**
USAID, GIZ, Bill and Melinda Gates Foundation, Intersnack, IRACEMA, Kraft Foods, Red River Foods, Olam

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**Biennial elections**

ASA Executive Committee
3 private sector representatives from African cashew countries
2 international companies with investments in African cashew

ASA Advisory Board
Donors contributing USD50,000+

ASA Secretariat
Accra, Ghana

ASA Steering Committee
Heads of ACA National Committees

ACA National Committee

ACA National Associations

ACA National Committee

ACA National Associations

ACA National Committee

ACA core members
Private companies registered in Africa

ACA stakeholder members
Private companies registered outside Africa and public agencies in Africa and overseas
World Cashew Map

For Consumption:
- For India: 30%
- Middle East: 3%
- For America: 27%
- For Europe: 25%
- China: 4%

For Processing:
- India: 50%
- Vietnam: 30%
- Brazil: 14%
- Africa: 6%

And for production:
- Africa: 50%
- India: 19%
- Vietnam: 16%
- Brazil: 11%
- Indonesia: 3%
From Seed to Snack: Components of the Cashew Value Chain

The cashew industry is gradually making its way from an emerging to an established sector in Africa’s economy. With activity concentrated mostly in East and West Africa, cashew business is attracting increasing interest by Brazilian, European, and American investors.

The continent has begun to capture the value of its raw nut production by developing processing in East and West Africa. The industry’s great potential, however, remains largely untapped – currently, West Africa processes only 5-6% of the raw nuts produced in the region, and East Africa processes only 20-30%. Increased processing in Africa would add tens of thousands of jobs and generate hundreds of millions of dollars in revenue for the continent. It is estimated that each $1,000 of cashew sales creates 120 jobs as well as an additional $1,430 in the local economy via the multiplier effect. Increasing African RCN processing by even 25% would create more than $100 million in net household income.

Almost 90% of raw cashew nuts currently processed outside Africa are exported primarily to India, Vietnam, and since 2011, Brazil. There, most of the nuts are processed and then sold to European and North American roaster or retailers, who then distribute them to consumer markets.

Africa is now producing 48% of the world’s raw nuts, and businesses, governments, and international organizations now see the positive impact of supporting processing on the continent. In 2012, processing volumes in Africa increased to 105,000MT – triple the level of 35,000MT observed in 2006, when ACA first began monitoring processing.

This growth has resulted in benefits all along the value chain. Since 2006, the ACA has facilitated investment across Africa that has created more than 13,000 jobs in cashew processing – most of which are filled by young women in rural areas where poverty is most endemic.

In 2012, ACA facilitated $24 million in new investments in cashew processing and $85 million in cashew kernel exports from Africa.
PRODUCTION

Cashew trees originate from northern South America although they now grow in tropical regions throughout the world, with the largest concentrations found in Brazil, India, Vietnam, Indonesia, as well countries in West, East, and Southern Africa. The English name “cashew” actually derives from the Portuguese name for the nut, “caju,” which in turn derives from the indigenous Tupi name, “acajú.” In Africa, cashew grows throughout Western Africa as well as in Tanzania, Kenya, and Mozambique in Eastern Africa.

Africa’s two million smallholder cashew farmers produce about 48% of the world’s cashew crop – in 2012, Côte d’Ivoire surpassed India as the top cashew producer of RCN. In total, cashew provides income for about 10 million people in Africa.

Between 2000 and 2012, production of cashews in Africa has more than doubled, from around 400,000MT to an estimated 1,100,000MT. The largest producing countries include Côte d’Ivoire (460,000MT), Guinea-Bissau (175,000MT) and Tanzania (130,000MT). Growth has been particularly strong in the West African countries, which today produce more than 80% of the African crop. East and southern African countries such as Tanzania and Mozambique have a longer-standing history in the cashew business and are more experienced in cashew processing.

The cashew tree starts to bear fruit after 2–4 years gestation period, although its peak production begins 10 years after planting. After this it will continue to produce for 25-30 years with a substantial yield decline after 30 years. The fruit of the tree is the kernel enclosed in a nut, which is attached to an apple-shaped ‘false fruit.’ When the cashew apple falls down, farmers collect it and detach the nut from the apple. The nuts are sold to exporters or processing centers by local traders.

In 2012, over $20 million was invested in African cashew processing, with support from ACA and its partners.

HARVEST

Throughout most of the year, smallholder farmers collect cashew nuts in one of the major producing regions in Africa. In West Africa, the season lasts from February to June – Nigeria and Benin’s peak starts early, while Guinea-Bissau finishes the harvest in June. In East and southern Africa, harvesting begins in mid-September and lasts through late January. The average West African farmer household collects between 500-1,200kg of raw cashew nuts. The nuts are sold to consolidators, who then sell to exporters, sometimes via other intermediaries.

PROCESSING

African cashew is either locally processed or exported for processing through traders. Shelling can either be done manually or by mechanization. Most of the small-scale processors in Africa practice manual shelling, while the larger plants tend to have mechanized facilities. After shelling, the kernel is still covered with the testa. To facilitate its removal, the kernels are dried. This causes the kernel to shrink, which allows the testa to be more easily removed. The testa is removed in the process known as peeling, which is done by hand or peeling machines. Kernels are then classified into one of 26 grades according to size, color and condition.

Processing cashew is labor-intensive, so it has the capacity to generate employment for large numbers of people for shelling, peeling and grading the nuts. An average-sized processing plant, which can process four MT of raw cashew per day, is estimated to employ no less than 200 workers. Access to finance is a key constraint to the growth of the processing industry in Africa. Because of the seasonality of the crop, a processor requires large amounts of liquidity during the harvest season to buy and store an entire year’s stock of raw material for processing. Banks in Africa focus mainly on financing short-term raw nut trade transactions instead of year-long processing of cashew nuts.

In 2012, over $20 million was invested in African cashew processing, with support from ACA and its partners.
Membership

In 2012, ACA saw a growing number of members from all aspects of the international cashew value chain.

- 64% increase in total memberships: 176 members, 107 in 2011
- 50% increase in new memberships: 98 new members, 65 in 2011
- 83% increase in renewed memberships: 77 renewals, 42 in 2011

ACA distinguishes between Core and Stakeholder Members.

- Core Members are private companies registered in Africa
- Stakeholder Members are private companies registered overseas along with public agencies in Africa and overseas

Members from Africa vs Overseas

2012 member numbers across the world

2012 members by field

Member representation in Africa

Core vs Stakeholder membership

Membership growth

Member representation from overseas

ACA in Review:
2012 Activities & Achievements

For Consumption:
- For India: 30%
- Middle East: 3%
- For America: 27%
- For Europe: 25%
- China: 4%

For Processing:
- India: 50%
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The 2012 conference in Cotonou, Benin, was the world’s biggest cashew event to date, with more than 500 registered participants from 36 countries – a 38% increase from 2011. Under the theme “The Future is Now,” conference participants had the opportunity to learn how to take advantage of the cashew industry’s potential from 90 speakers presenting in 26 theme-specific workshops and panels.

The ACA conference is a key starting point for buyers and investors interested in doing business in African cashew, connecting stakeholders through hundreds of Business2Business meetings. The 2nd World Cashew Expo12 showcased new processing technologies as well as the products and services of 28 businesses along the cashew value chain, including farmer cooperatives, processors, machinery and service providers, and national associations.

Communications

ACA Objective: Disseminate information and promote ACA through:

Website

In April, ACA launched a completely redesigned website that will facilitate access to crucial information about ACA services and cashew industry news. An upgraded market information system now features currency exchange rates, freight rates, RCN, CNSL, shell and kernel prices from Africa, India, Vietnam, and Brazil, as well as market analysis from ACA’s network of experts.

Growing traffic:
- 29% increase in returning visitors
- 28% increase in new visitors
- 27% increase in visits
- 65% increase in pageviews

Publications

In 2012, ACA rebranded its communication and market information offer, with a new look and new names, reflecting the grading system for cashew kernels.

Comprehensive Cashew Market Information System on New ACA Website

At the start of the 2012 cashew season in West Africa, ACA began producing AfricasheW Splits, a weekly market report with the latest crop and price information from all African cashew producing countries delivered directly via email. ACA further expanded its communications tools with the launch of “CashewBits,” an SMS Information System. The SMS service will not only allow ACA to better communicate with members who may not have access to internet, but also provides a new outlet to send instant updates on market developments. By using SMS as a dissemination tool, ACA will increase the people it can reach with market information or other updates on ACA and the cashew business.

Social Media

218 Likes
340% increase over 2011

180 Followers
330% increase over 2011

13 Videos
550% increase over 2011
ADVOCACY AND PARTNERSHIP FOR CASHEW

ACA objective: Partner with 12 National Cashew Associations by 2015

- **2012 Status: 6 partnership agreements signed**

ACA partners with national and international institutions to promote cashew business by improving the policy environment for cashew business, promoting cashew consumption, facilitating regional trade, supporting investments and mobilizing resources for the industry. From 2006-2012, ACA gathered more than 3,000 public and private stakeholders in workshops and conferences discussing cashew-specific issues.

**Highlights**

- 3 Partnership agreements focused on promoting national cashew industries and facilitating collaboration platforms for private and public stakeholders signed with:
  - Ivorian Cashew Regulatory Authority (ARECA)
  - National Cashew Association of Nigeria (NCAN)
  - Kenya Nut Processors Association of Kenya (NutPAK)
  - Establishment of an East and Southern Africa Platform following an MOU signed by the Mozambican Processors Association (AICAJU), Cashewnut Board of Tanzania (CBT), the Kenya Nut Processors Association (NutPAK), and ACA
  - National Associations launched in:
    - Ghana: Ghana National Body, a processors’ and exporters’ association
    - Burkina Faso: Regional Farmer Unions
    - Benin: CoNEC, a national exporters’ association
    - Senegal: COFAC, a regional interprofessional organization

Global Cashew Taskforce

At a Steering Committee in October 2012 in Paris, the Global Cashew Council (GCC) identified several priorities for the years to come and developed an action plan for key upcoming activities. ACA MD Christian Dahm and former ACA president Carlos Costa attended as representatives of the African region.

The meeting established a five-point program for follow up in 2013: a standard for cashew kernel, a research project, a website, GCC marketing material, and a letter of invitation for participation in the GCC to large companies and organizations involved in the cashew industry.

PROCESSING SUPPORT AND BUSINESS ADVISORY

ACA Objective: 200,000MT cashew processed in Africa by 2015

- **2012 Status: 105,000MT processed**

The services of ACA experts are a valuable resource to all stakeholders in the cashew industry, from established processors to players new to the industry. Through personalized packages, ACA provides business advisory, technical assistance, capacity building trainings, access to finance facilitation and crucial linkages to ensure cashew businesses operate, grow, and expand efficiently.

**We offer**

**Business Advisory Services**

- Advice and training on financial and operations management
- Assistance in training workers in specialized skills
- Trainings to processors for scale and capacity improvement

**Investment Facilitation**

- Information on choosing suitable processing equipment and technology
- Support in selecting site, installing equipment, and designing operations
- Information on regulations and incentive schemes
- Linkages to government agencies, service and raw material suppliers

**Access to Finance**

- Support in submitting credit-worthy business plans and loan applications
- Banker trainings in specifics of cashew financing
- Partnerships with financial institutions for cashew financing

**2012 Results**

- 3,000MT expansion of processing capacity through direct technical assistance
- 4,500MT RCN processed volumes via direct technical assistance
- $670,000 in investments through direct technical assistance
- $4 million kernel turnover facilitated by ACA technical assistance
- $2.2 million disbursed in working capital loans to three cashew processors
- Above $35,000 raised in TA fees for servicing the processors across Africa
- 50 production supervisors trained in best cashew processing techniques
- 2 existing companies signed up for Seal and 1 already got seal approved
The ACA Seal program was fully realized in 2012, when Tolaro Global in Parakou, Benin and Mim in Brong-Ahafo, Ghana, became the first factories to receive ACA Quality and Sustainability Seal approval, indicating world-class quality cashew produced in compliance with food safety and labor standards.

The ACA Quality & Sustainability Seal is an industry-supported mark that signals the processor’s compliance with international food safety, quality, and labor standards. The expanding implementation of the ACA Seal in East and West Africa indicates the program’s success across ACA member countries. Five processors in Benin, Burkina Faso, Mozambique, Nigeria, Togo and Tanzania signed up for the program in 2012, bringing the Seal processing capacity to 18-25,500MT of RCN.

In 2012, ACA conducted two visits with Intersnack experts to evaluate and promote the program to cashew processors in Benin, Ghana, Kenya, Tanzania and Mozambique. Kraft Foods supported TDG partner factories in Benin and Burkina Faso in launching the program. Red River Foods, the largest cashew importer in the US, joined the seal program in May 2012.

“Our support of the ACA Seal fits into Red River’s long-term commitment to supply our customers with high quality products, while maintaining a sustainable business for the farmers in the growing areas,” said ACA Advisory Member Dan Phipps of Red River Foods, “Adding value and creating sustainable jobs for both the growing and processing sides of the industry will provide us with access to quality kernels and meet the goal of getting closer to origin.”
In 2012, the Brazilian, Indian and Vietnamese cashew industries faced a number of difficulties which seriously affected farmers and raw cashew nut exporters in Africa. After the peak and subsequent collapse of cashew kernel prices in the second half of 2011, Indian and Vietnamese importers of raw cashew nuts scaled down operations in 2012 and thus demand for African raw cashew nuts. Political and logistical problems delayed exports of raw cashew nuts from Côte d’Ivoire and Guinea-Bissau, further pushing down prices of raw cashew nuts for exporters and farmers.

Problems with the Brazilian crop strained processors, which already faced challenges due to lower demand for cashew kernels in their primary market, the US. As a result of the poor national harvest, Brazilian processors and importers partly compensated for the lack of demand for West African raw cashew nuts, but their operations were scaled-down.

As a result of the price volatility, numerous processors in India and Vietnam as well as cashew nut traders there went out of business and/or defaulted on their contracts. While cashew processors are also exposed to the market risks (and consequently the farmers selling to them), they can generally spread that risk over a longer period than raw nut exporters. Processing margins are generally higher than trading margins and the market risk is spread over a longer period. Furthermore, farmers have the opportunity to market their products directly to the processor with transparency on farm gate price, relation to international market developments and long-term commercial relationships.

Increasing processing volumes in Africa will make the industry less dependent on export overseas, thus protecting African processors against international market fluctuations. This independence and development will ultimately enable Africa to compete with processors in India, Vietnam, and Brazil.
# 2012 Financial Highlights

## Budget 2012

<table>
<thead>
<tr>
<th>ACA Budget Item</th>
<th>ACI-GIZ</th>
<th>USAID</th>
<th>Private Sector</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conference</td>
<td>$47,109</td>
<td>$12,761</td>
<td>$415,098</td>
<td>$474,969</td>
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<tr>
<td>Communication</td>
<td>$22,163</td>
<td>$29,484</td>
<td>$31,555</td>
<td>$83,202</td>
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<tr>
<td>Market Linkages/Seal</td>
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<td>$84,277</td>
<td>$134,248</td>
<td>$233,105</td>
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<td>Biz Advisory</td>
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<td>$84,496</td>
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<tr>
<td>Partnerships</td>
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<td>$29,854</td>
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<td>Administration</td>
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<td>$11,704</td>
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<tr>
<td><strong>Sub-Totals</strong></td>
<td>$190,884</td>
<td>$247,675</td>
<td>$767,409</td>
<td>$1,205,968</td>
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</tbody>
</table>

* A total of $75,000 of direct payment is included in ACI-GIZ projections
** An amount of $107,280 of direct payment is included in the USAID
*** An amount of $71,350 as direct payment is included in the Private Sector

## In Kind Contributions 2012

<table>
<thead>
<tr>
<th>ACA Budget Item</th>
<th>ACI-GIZ</th>
<th>USAID</th>
<th>Private Sector</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conference</td>
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<td>Market linkages / Seal</td>
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<td>Biz Advisory</td>
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<td><strong>Sub-Total</strong></td>
<td>$244,973</td>
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## Projected Budget 2013 (US$)

<table>
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<th>ACA Budget Item</th>
<th>ACI-GIZ</th>
<th>USAID</th>
<th>Private Sector</th>
<th>Total</th>
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<td>Market Linkage / Seal</td>
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<td>Administration</td>
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<td>$884,490</td>
<td>$951,000</td>
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<td><strong>Sub-Total</strong></td>
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<td>$1,622,000</td>
<td>$2,459,510</td>
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</tbody>
</table>

* A total of $117,000 of direct payment is included in ACI-GIZ projections
** An amount of $55,000 of direct payment is included in the USAID
*** An amount of $80,000 as direct payment is included in the Private Sector
2012 ACA Members

**BENIN**

ACTS (Affordable Commodities Trading Services)
Afokantan Benin Cashew
AFRICA COMMODITIES COMPAGNIES SARL
Agropole
AGROTEC SARL
AVL & Sons Benin Sarl
BPS INDUSTRIES
Compagnie des palmistes
Ets ATRACOG
Ets DEO-GRATIAS
Ets NAWAL
Fludor Benin
GAPA Atacora Donga
GAPA-Borgou Alibori
La Lumiere
Ministere de l’Agriculture de l’Elevage et de la Peche
Nad & Co. Industries
OTIMI ADJIMOTI FABI SARL
RE-WENS ET FILS
SIAB
SNV Benin
SOFFECI
Sun Flavour
SWCM
Tolaro Global Benin
TRAVAUX UNIVERS
Union Regionale des Producteurs de l’Atacora et la Donga (URPA -AD)
URPA-BOROUG-ALIBORI
URPA/ZC

**BRAZIL**

IRACEMA
RESIBRAS
BURKINA FASO
Anatrans SARL
Gebana Afrique
Sotria B
Tiraqso Sarl
CHINA
Junan Xiangsheng Imp.& Exp. Co., LTD.
Shanghai Huanxin Machinery

**CÔTE D’IVOIRE**

Africajou
ARECA-CI
COOPRAH
DINOMCI
FIRCA
Omni Value SA
Quang Thien Imex

**GAMBIA**

Afro Natural Products
Cashew Gam
Celine Cashew Shop
COMAFRIQUE
Famer Inter Trade Association (FITA)
Gambia Horticultural Enterprises
GIEPA
Group Juboo-Fass Njiai Choi
Hambalor Enterprises Ltd (Ndoreh Nuts)
Inter Agro Engineering Enterprise
IRD Gambia
Kombo Cashew Farmers Assoc. of Gambia
Maersk Gambia Limited
Mendy Kunda
National Cashew Farmers Assoc. of The Gambia
Ndarr Cashew Senela Kafa of lower Nuim
Royal Enterprise Limited

**GERMANY**

Sara West Africa (Sara trading)
The Gambia Growth & Competitiveness Project

**GUATEMALA**

Grupo Alza

**GUINEA**

Sopelgui Agro Industries

**GUINEA-BISSAU**

ANAG
CCIAS
CPC PAN
General Trading LDA
Gomes and Gomes
NADEL
No Afro
Soguicina SARL
Velacy International Trading
West Africa Development Organisation

**INDIA**

3F Group
Budhi Industries
CEPCI
Empress Agro
K.Gopinathan Nair & Co
Nova International
Nut Trading Corporation
Radson Export (Binod Cashew)
Rajkumar Impex
Samsons Trading
Vijay Impex

**KENYA**

Afrimac
Equatorial Nut Processors Ltd.
Jungle Cashews
Kenya Nut
NUTPAK

**MALI**

Association des Chercheurs et Producteurs du Mali

**NETHERLANDS**

FairMatch Support
Global Trading & Agency BV
IDH- The Sustainable Trade Initiative
Internack Group
Trade Development Group (TDG)

**NIGERIA**

Abod Success Investment Ltd
ACET Nigeria
Century Export Limited
Colorus investment
ECOWAS
Flo Mulvina Nigeria Limited
FoodPro Ltd.
Hadij Resources Ltd
Kafanchan Cashew
KD FOODS PROCESSING COMPANY LTD
NECO
Raw Materials Research and Development Council
Samus Farms
TATA Messiri
Universal Quest Nigeria Limited

**SENEGAL**

ACASEN
AJAC
COPROCA
PADEC
PROMER Rural Micro-Enterprises Project
SCPL
USAID Wula Nafa
Chambre de Commerce de Ziguinchor
Mery Logistics

**SINGAPORE**

Olam international
Pargan Singapore

**SWITZERLAND**

LBNuts
Maviga SA

**TANZANIA**

Agrofocus Tanzania Ltd.
Cashew Nut Board of Tanzania
Masasi High Quality Farmers Products
Naliendele Agricultural Research Institute
Southern Jumbo Cashewnuts LTD.

**TOGO**

Cajou Espoir Tchamba
Majestar Togo Sarl

**UNITED KINGDOM**

Andalucia Nuts, Inc
Cashew International Inc
Costco
Daniels Marketing Corp.
IKATU International
IMS
Kraft Foods
Pan African Consulting
Red River Foods
Richard Franco Agency

**UNITED STATES**

Andaluca Nuts, Inc
Cashew International Inc
Costco
Daniels Marketing Corp.
IKATU International
IMS
Kraft Foods
Pan African Consulting
Red River Foods
Richard Franco Agency
Sunrise Commodities
Wellspring Ministries International

**VIETNAM**

Long Son Joint Stock Company
VINACAS
ZAMBIA

**ZAMBIA**

Cashew Growers Association of Zambia
Founding Members & Partners

Cashew Nut Board of Tanzania

Cashew processors association of Kenya

Global Trading & Agency B.V.

Intersnack

kraft foods

OLAM

RED

FRANCO

SITA

SNV

Technoserve

USAID

WEST AFRICA TRADE HUB
2012 by the numbers

176 Core and Stakeholder members

522 Annual Conference participants

Represented in 15 countries in Africa

8 processors in ACA Seal program

$23M investment in cashew processing facilitated

$114M cashew sales facilitated

118,000 website pageviews

www.africancashewalliance.com