

# Direct Sourcing & the use of ICT

14th ACA Annual Cashew Conference

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# A family business since 1958

# Presence across the cashew value chain

## PROCUREMENT

Direct procurement at farm-gate level in 6 origins are supported by our network of up-country procurement infrastructure, in both northern and southern hemispheres.

## STORAGE

Our storage facilities span across 6 origins and 13 processing locations giving us complete control of the raw cashew stock and help us to mitigate risks in the supply chain.

## TRANSPORT

Our capability and competitive edge in maritime transport and in-land haulage ensure reliable and timely delivery of raw cashew to our processing facilities and processed cashew kernels to our customers worldwide.

## PROCESS

All production processes from shelling to grading are done in-house at our fully-fledged 13 processing facilities, located in Kerala and Tamil Nadu, southern states in India.

## DISTRIBUTION

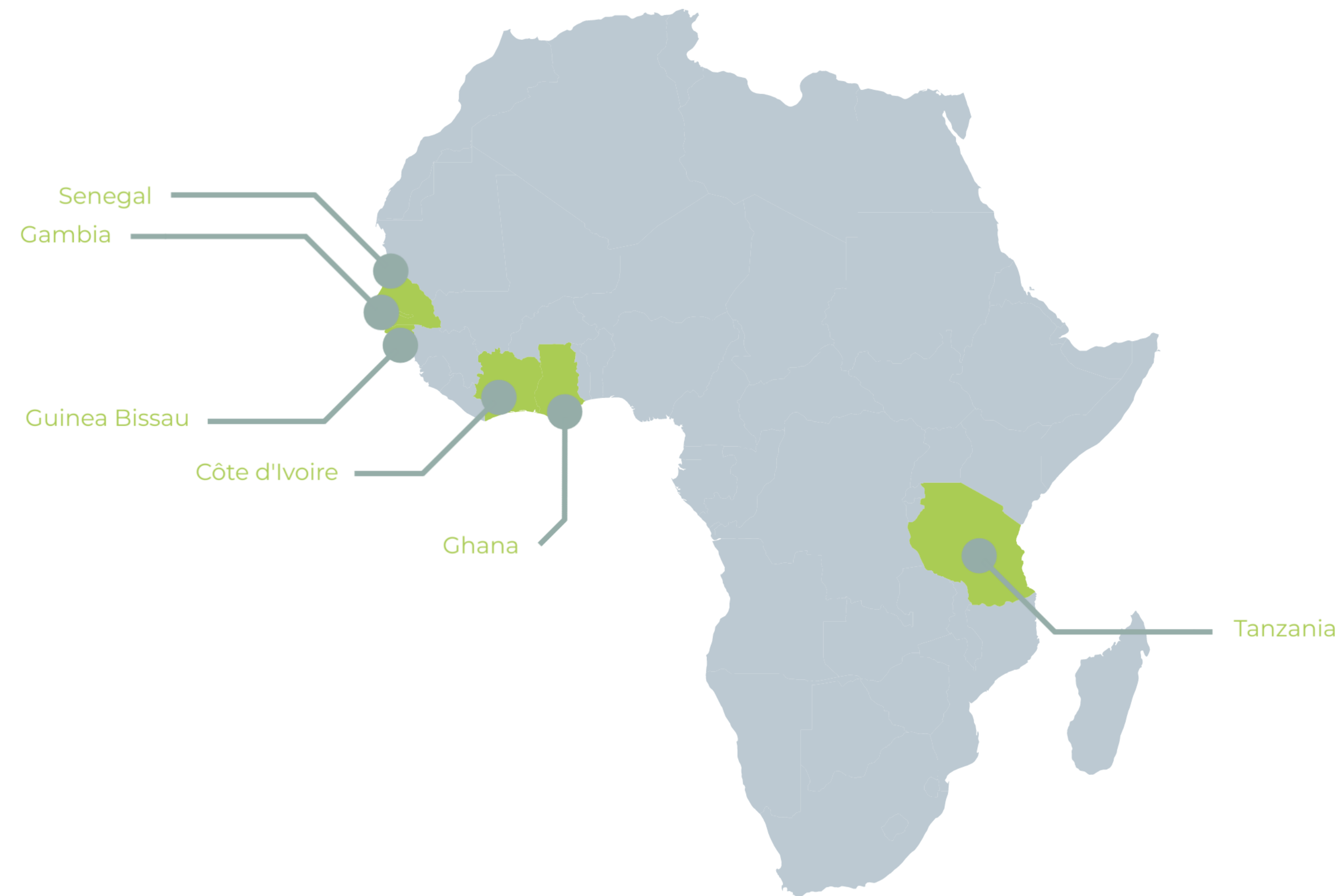
We are the preferred supplier to many of the world's most prominent snacking and nut brands. Our customers who we consider as our faithful partners, number over 300 and are spread across 43 countries worldwide.

# Sustainable and Responsible Procurement

Raw cashew nuts are predominately grown in economically fragile areas. Our intent is to procure the nuts in a manner that safeguards the communities' social fabric and environmental resources. This involves partnering with smallholder farmers to help improve their productivity, profitability and providing good working conditions which attract and retain people in agriculture.

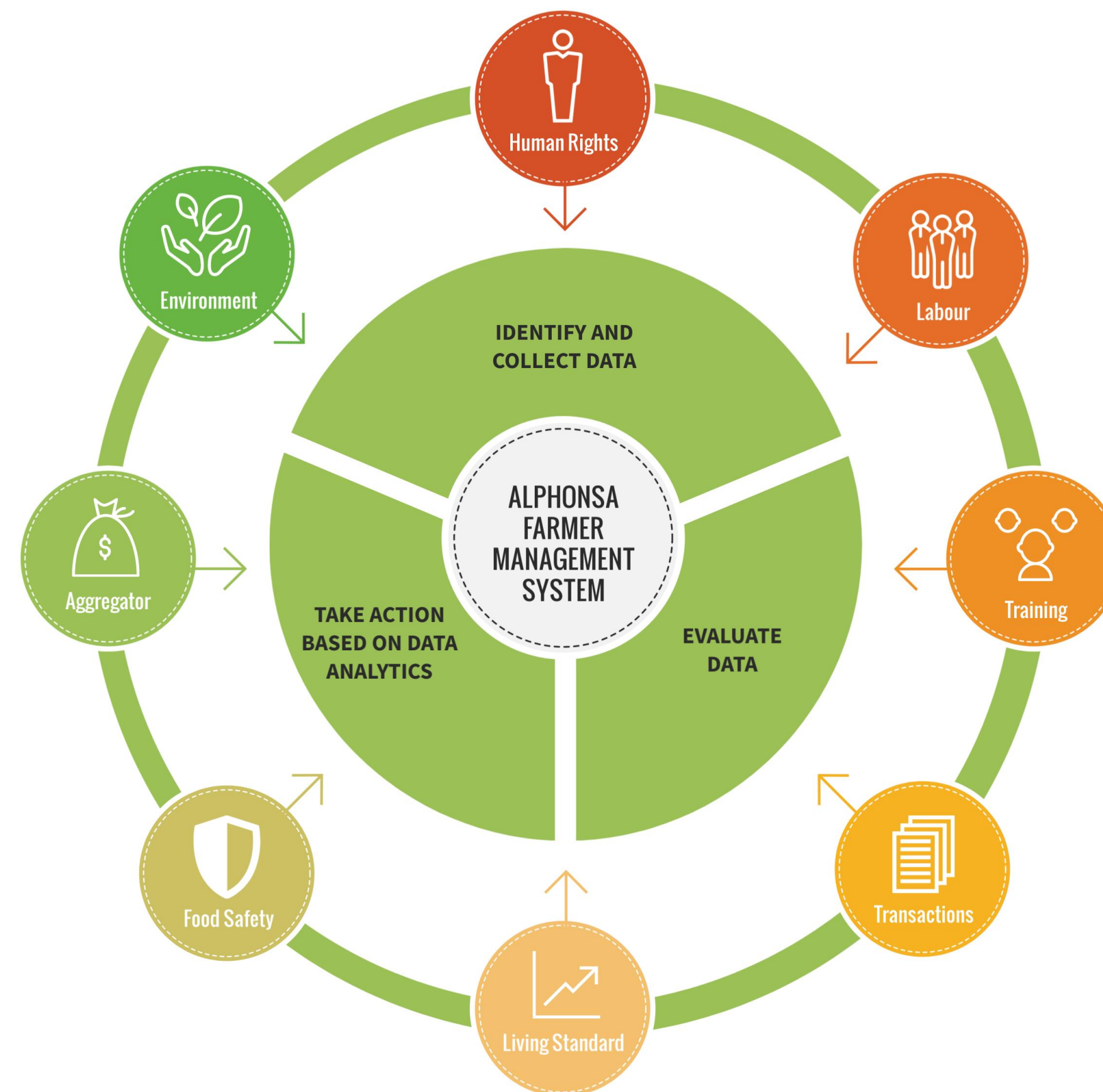
# Direct Sourcing

## Our Footprint



Our Alphonsa Farmer Management System (AFMS)  
is the prime enabler of our Sustainable and  
Responsible Procurement Program.

# The future of data-driven innovation in transparency and traceability of the cashew supply chain.



Thank you.