

13<sup>th</sup> ACA Annual Cashew Conference



# FOSTERING SYNERGIES INFLUENCING MARKET DYNAMICS



*Dar es Salaam & Zanzibar*  
**Tanzania**

*7-9 November, 2019*



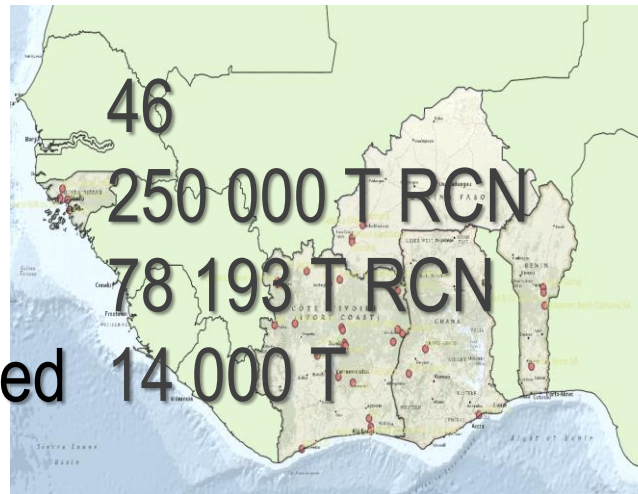
## Potential and Benefits Inherent in Processing By-Products

Julia Artigas Sancho, 8 November 2019

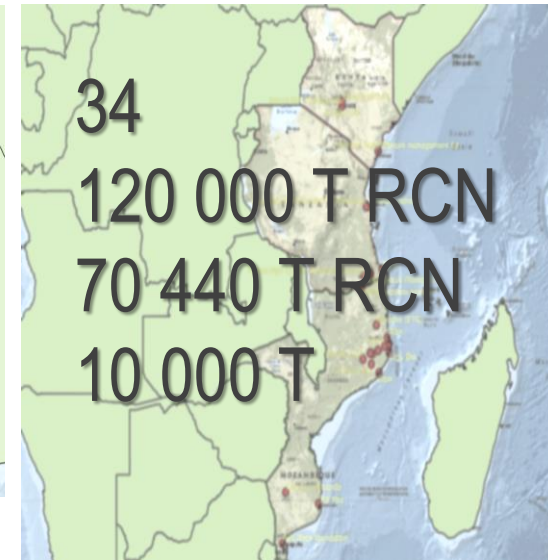


# OVERVIEW OF THE SITUATION IN AFRICA (2017)

## West Africa



## East Africa



- Number of Plants
- Installed Capacity
- Processing of RCN
- Husks with value-added

**>3 out of 4 husks are lost!**

# Value of the Cashew Nut

*It is not the cashew kernel alone that has value!*



**There is a shortfall of about 101 USD/T RCN  
As a result of failure to harness by-products**

# How do we derive this added-value?

*It is not the cashew kernel alone that has value!*

**There are several options  
depending on the processing unit.**

- Small-scale
- Medium-scale and large-scale
- Very large-scale



# How do we derive this added-value?

*It is not the cashew kernel alone that has value!*

There are several options depending on the processing unit.

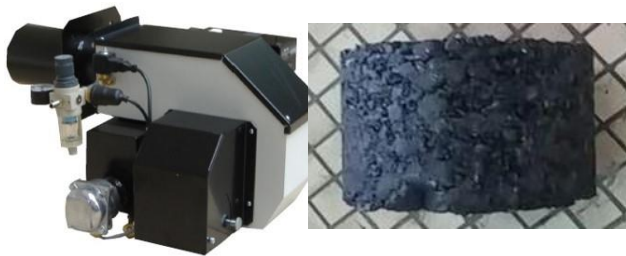
- Small-scale – shell, testa, kernels
- Medium-scale and large-scale – CNSL + press cake
- Very large-scale – CNSL + press cake



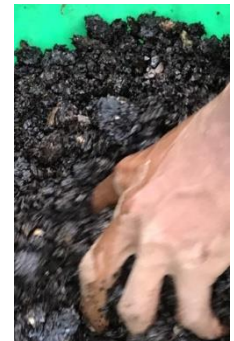
# 70% shell – value-adding methods

- ❑ Small-scale : Local Technologies
- ❑ Large-scale : Mechanical extraction

20% CNSL +



80% de-oiled cakes





# 3-30% Rejected and Sub-standard Almonds Value-adding techniques

– Extraction of kernel oil



– Processed products



Value-added that cannot be overlooked ...

# By-products: What do we gain?



- + 100 USD/T RCN →  
(Competitiveness)



- Creation of employment and new productive chains



- Regreening the plant's image



- + Possibility of obtaining carbon credits \$\$



***Your competitors are already doing it...What are you waiting for?***



# Thank you!

*Your questions are very much welcome!*



## **Fúnteni Plants and Council**

*Our client, an actor of its own development*

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