

13th ACA Annual Cashew Conference



FOSTERING SYNERGIES INFLUENCING MARKET DYNAMICS



Dar es Salaam & Zanzibar
Tanzania

7-9 November, 2019



**2018/19 cashew season in focus: A
behavior change or price correction?**

Shakti Pal, Origin Development Manager, Caro Nuts

7th November, 2019, Tanzania



2017 cashew - peak of uncertainties



+ / -

50%

2018 turmoil – Expected, in very unexpected way

Historical

UNPREDICTABLE

Can't trust

Quality, price

Never again

Sky is the limit

Lesson learned

Defaults

CASH EW

Thanks at last

Policy trends??

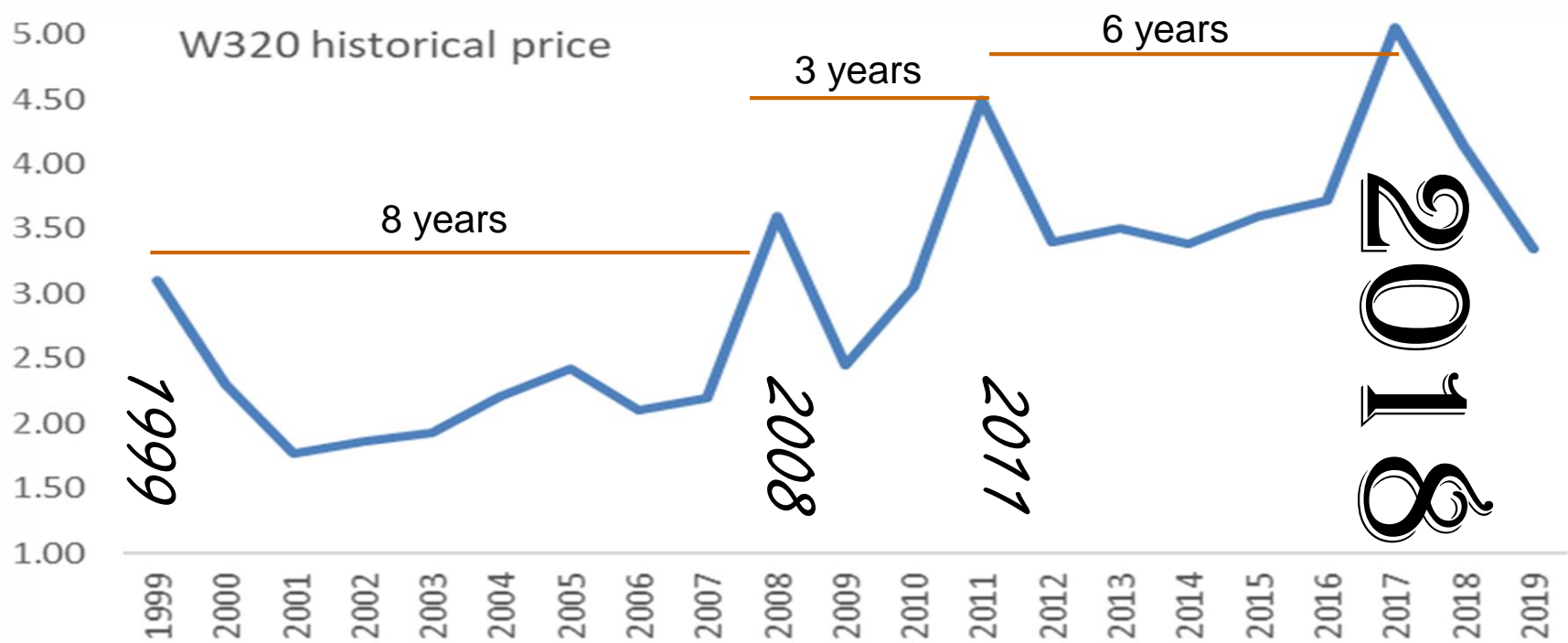
Beyond price correction

Time for African processing

Uncertain business trends



Just another price correction or a meaningful learnings for stakeholders ?



Introducing our speakers.....

Mr. Stephen Quyen Tang



Stephen Quyen Tang, with his years of cashew business experience, leading African nuts procurement for Long Son, one of the largest cashew processors in Vietnam. In his former role as Production Supervisor & Factory Manager at Long Son he has also gained considerable experience in cashew processing.

Presentation Focus : *He will talk about what 2018 cashew industry experiences bring to the table for the Vietnam cashew industry on their competitiveness and emerging trends out of this impact*



Introducing our speakers.....

Dr. R. K. Bhooedes - CEPCI



Dr. R. K. Bhooedes, chairperson CEPCI, A Mechanical Engineer and MBA in international Marketing. He was awarded Ph.D for his thesis 'The Transition of World Cashew Industry and The Challenges to India'. He has to his credit more than 20 papers published in the field of Cashew production, processing and marketing. Dr. R.K. Bhooedes is the Managing Partner of M/s. Kairali Exports, Kollam, an associate concern of M/s. Prasanthi Group who are prominent exporters of cashew kernels

Presentation Focus : *He will talk about what 2018 experiences bring to the table for the Indian cashew industry on their competitiveness and emerging trends out of this impact*

Introducing our speakers.....

Mr. Wayne Tilton – Red River Foods



Wayne Tilton, Director of Africa at Red River Foods, has been instrumental in the growth and development of Red River's involvement in the African cashew industry. Starting his career in Ghana as a Peace Corps Volunteer from 2009-2011, he continues working to educate farmers on best practices. Currently he oversees all operations in Africa including the procurement of nuts and assisting processors in their food safety compliance. Wayne has served on the ACA Advisory Board and is currently a board member to ComCashew.

Presentation Focus : What happened in 2018 in Africa? How do producers intend to address the production of low quality nuts as a result of failing to apply good agronomic practices leading to unsold nuts?



Introducing our speakers.....

Mr. Suraj Rao – Export Trading Group



Suraj Rao, a commodity trading expert with over 18 years leading senior management positions in various commodity trading multinationals and has witnessed and participated in the tremendous growth of the West African region as a cashew exporting geography. Suraj has a deep understanding of the cashew supply chain and the trends in the West African cashew industry. In this role as 2nd Vice President of the exporters association in Cote D'Ivoire, supported many sector policies He is currently the Controller and Company Director at ETG, heading various businesses at the group.

Presentation Focus : Will traders be able to sell all that is produced in Africa or will RCN trade focus on quality? How do they see RCN trade policies in the region for a robust market?

Introducing our speakers....

Mr. Gerard Klijn – Nuts2 (TDH)



TDH
Trade & Development Holding



Gerard has worked in the nut industry, with focus on developing African cashew projects, linking farmers to market, for the past 26 years. Passion and faith are words that characterize him and his Dutch and African team members, and help him to stay focused at all times. Together with local partners, he believes he can unlock Africa's potential.

Presentation Focus :Why was the collapse in 2018 so different for the market? Is this a long-term sustainable (behavioral) change or just a short-term event meaning we will return to business as usual?