

11th ACA Annual Cashew Conference



A NEW VISION FOR PARTNERSHIPS & INVESTMENTS



Cotonou, Benin

September 18-21, 2017

Knowledge sharing. Exposition. Field trips.



RE-THINKING PROCESSING IN AFRICA



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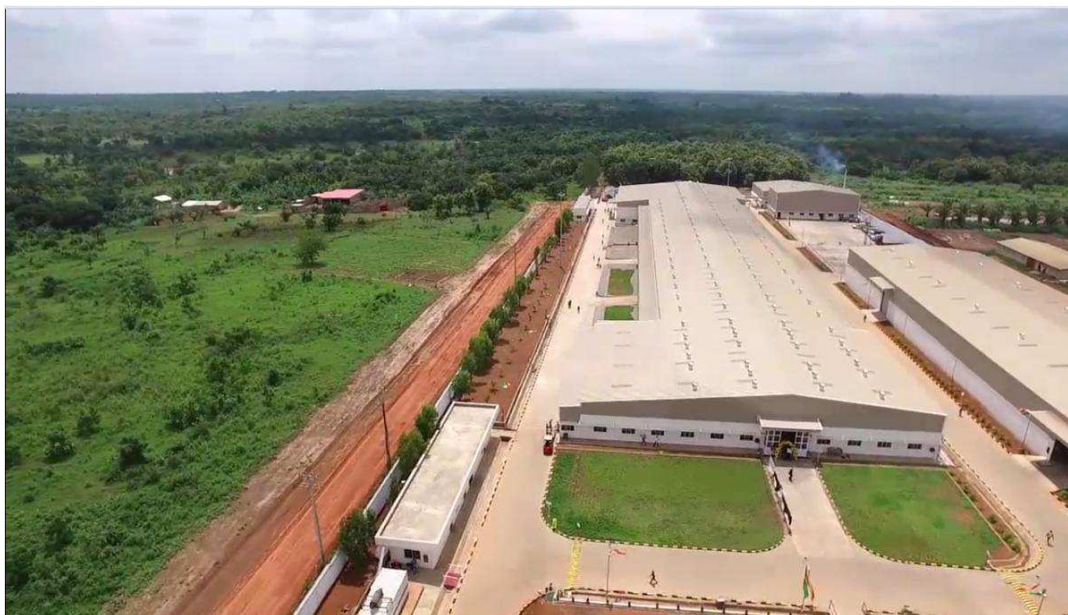
FLUDOR-BENIN S.A.

20 Sep 2017



Cashew Kernels

FLUDOR-BENIN S.A.



STATE OF THE ART INTEGRATED CASHEW PROCESSING PLANT
BOHICON, REPUBLIC OF BENIN

CASHEW PRODUCTS

EXPORT CASHEW WHOLES
EXPORT CASHEW PIECES

CNSL PRODUCTS

EXPORT CNSL OIL IN FLEXI TANK
DE-OILED CASHEW SHELL CAKE


OTHER AGRIC PRODUCTS

EXPORT SHEA BUTTER
REFINED COTTON SEED OIL
REFINED SOYA OIL
COTTON DOC/PILLETTS/HULL
SOYA/SHEA DOC



ADDING VALUE TO AFRICAN AGRICULTURE

Why cashew processing in Africa is a logical investment in long term?

- 1. Above 50% of global crop from Africa
- 2. Continual growth of crop size
- 3. Synergy with other cash crops
- 4. Pressure on Africa for industrial promotion
- 5. Acceptability of African Kernel at US/EU
- 6. Traceability edge than India & Vietnam
- 7. Improvement in infrastructure & Policies
- 8. Improved technology & African adoptability
- 9. Improved banking structure
-  10. Increased process cost & tax in India.

Expectations by new investor from local authorities in Africa for new investment establishment and successful operations.

- Cashew specific wage structure like Asia
- Preferential RCN buying
- Secured low interest financing
- Incentives for Cashew Kernel Exports
- Import duty exemption for Capital goods/PM
- Incentive for skill development program
- Special incentive for 1000+ employment
- Restrictions for mere RCN trade

**Careful methodology for new investment realization:
(through selection of suitable factory location, scale and technology makes
processing battle easier.)**

- Factory location : Crop Vs Convenience?
- Scale(5-20KTPM) : Phased & Integrated plants
- Technology :Tailor made
- Machinery : Turnkey solutions
- Design : Linear flow HACCP Based
- Operations Plan : Multi level risk mitigation
- Site Selection : Plant design specific
- Port access : High accessibility
- External Pest : Risk assessment

Careful methodology for new investment:

- Manpower : Process Experts/Technical
- Worker Transport : Bare minimal
- Shelling : 90%Wholes
- Peeling : 60% FP Wholes
- Packable : 70%
- Worker per bag : < 2
- RM to FG : < 9 days
- Entry& Exit : Restricted entry
- Filling Centre : Double door entry
- Manual Work Area : Sweat control
-  Work Culture : Urban & rural combined

SHELLING LINES

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SHELLING AREA

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PEELING AREA

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PEELING & GRADING AREA

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PACKING LINE

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What are the **challenges of by-product** recovery from cashew agro-waste and appropriate technique and market for them?

1. Toughest & nightmare in African Cashew Process
2. Africa's major loss & Asia's gain (>\$70PMT)
3. CNSL Plant is first step forward
4. De-oiled cake as safe agro fuel
5. Briquetting concept (+Cal-Value)
6. Gasifier for clean energy
7. Charcoal preparation
8. BEP is tough to reach at current status
9. Global oil prices also impacting the CNSL
10. Out-of-box thinking required to see it as Profit centre

CNSL PLANT

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What an Africa based processor could learn from Indian and Vietnamese cashew processors for optimal quality and profitably?

- African viability issues have a shadow on India.
- Vietnam manages with Govt Policies & scalability

Asia has an edge, mainly due to...

- Multi origin vs single origin(Tech/Fin/Traceability)
- Productivity based wage schedules
- Quantity game with low margins PMT
- Excellent recovery for pcs/reject/husk/shell(\$100)
- Vietnam's dominance in kernel market
- Very low processing cost of (\$200+ than Africa)
- Quick automation & technology replacement

Why only 'commercial competitiveness' is not just enough today while social, environmental and food safety related competitiveness becoming market requirement, how to cop-up?

- 1. Plant design & flow is top most (I , L, T, U, Y, Z etc..)
- 2. Prefer HACCP/GFSI based project design
- 3. Fine tune based on local culture(U/T/W/C)
- 4. Robust design of toilets & canteen
- 5. Change rooms/ hand& leg wash/crech/Health centre etc...
- 6. Arrest child labour 100%
- 6. Section wise uniforms
- 7. Fumigation mandatory
- 8. Implement GMP, HACCP, GFSI in phases
- 9. Update village elders on global trends on food safety
- 10. Robust foreign matter control mechanism

AFRICAN PROCESSING IS TOUGH & CHALLENGING, EXPOSED TO RISK.

AND VIABLE WITH SUSTAINABLE MFG & BUSINESS TECHNIQUES



THANK YOU / MERCI