

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



# A NEW VISION FOR PARTNERSHIPS & INVESTMENTS



**Cotonou, Benin**

September 18-21, 2017

Knowledge sharing. Exposition. Field trips.



**CASA SA COTE D'IVOIRE**



ADOTEVI Johanna September 2017

# CASA - SA



IPS

- ✓ Created in 2014 in Bouake
- ✓ Part of IPS: Aga Khan Development Network
- ✓ Capacity Installed 5000 MT
  - ✓ 2014 882 MT
  - ✓ 2015 2849 MT
  - ✓ 2016 2211 MT
  - ✓ 2017 831 MT
- ✓ Aiming at 10 000 MT in 2020
  
- ✓ ACA Seal since 2015
- ✓ BRC Certification since 2016
- ✓ Equipment from India, Vietnam and China.
- ✓ 285 employees - 230 women



# CASA - SA



# CASA - SA



# IPS

## OUR WEAKNESSES: Access to RCN

- CASA went from 2849MT (2015) to 831MT (2017)
- **Only 4 processors in Cote d'Ivoire out of 22 have processed in 2017 less than 6 %**
- **LESS THAN 5 000 MT processed in 2017** (excluding OLAM)
- Short campaign (2 months to buy for 12 months processing)
- Financing (Poor Support from local banks **Export vs processors**)
- **Prices volatility**
- No local market

# CASA - SA



## ACTUAL STRENGTH

- Government attention (CCA and Authorities)
- Interprofessional Bodies getting organized
- GIC – CI
- Better knowledge of international market (AFI grades to be reviewed)
- Food SAFETY (ACA SEAL – HACCP – BRC \*)

# CASA - SA



## KEY ISSUES that need to be addressed :

- Need to have a legal frame to support the supply of RCN to local Processors
  - Quotas driven export License to be linked with volume provided to local industries (current discussions september 2017 CCIC/ MIM /AEC/ GIC- CI
- Need to have a good knowledge of selling price and access to roasters /selling strategy and market knowledge



# CASA - SA



# IPS

