

11th ACA Annual Cashew Conference



A NEW VISION FOR PARTNERSHIPS & INVESTMENTS



Cotonou, Benin

September 18-21, 2017

Knowledge sharing. Exposition. Field trips.



Private Sector Round Table

Mary Adzanyo, 20th September 2017


Cashew in Africa

Production: > 56%

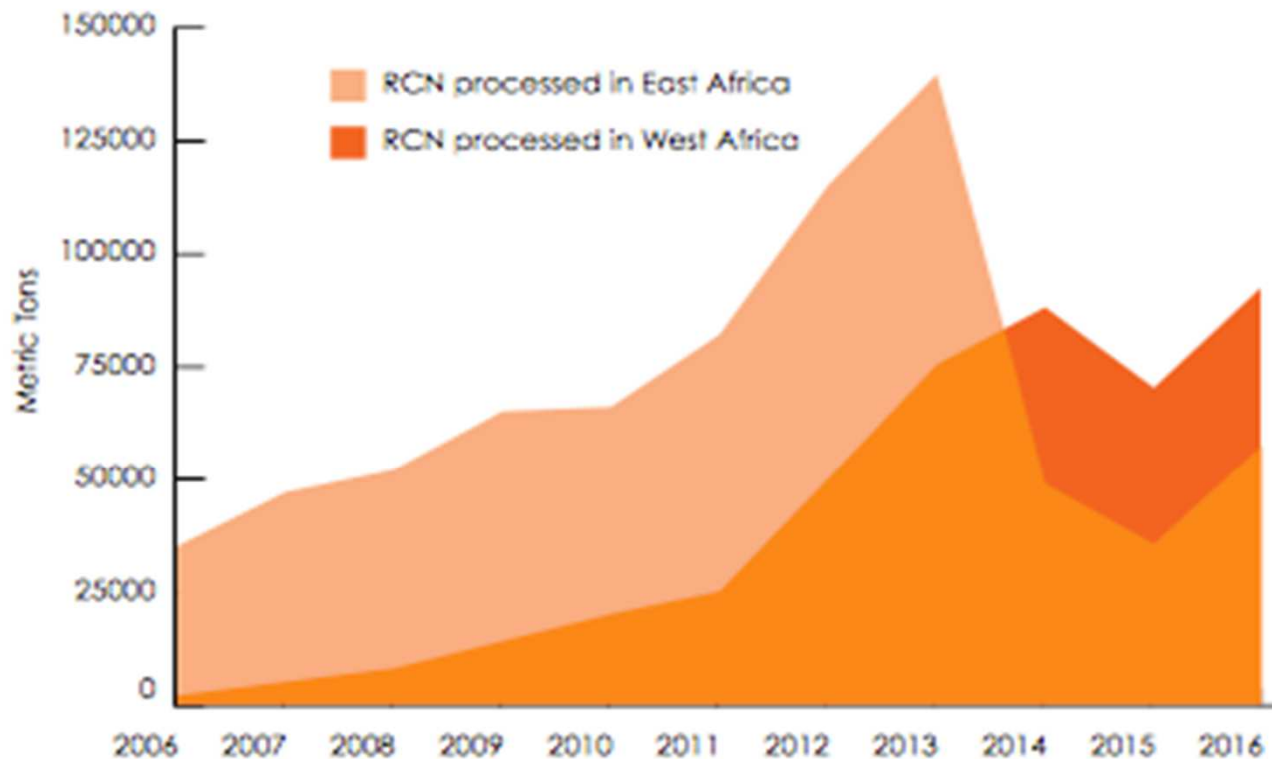
Processing: < 10%

Consumption: < 10%

Opportunities

- Global demand increasing
- **450,000 direct jobs** annually in processing with average **wage of USD 2 billion annually**
- **1,350,000 indirect jobs** annually in processing
- **Farmers and workers can share** in the huge value addition opportunity; Better livelihood for farmers & families
-  **Food security** for rural households

Current trends however shows challenge with the processing sector



Cashew processed in East and West Africa



Source: African Cashew Alliance 2016

Objective of the Session

- Identify main challenges faced by private sector
- Outline role of the public sector in creating a conducive environment for private sector growth and competitiveness
- Session to set the scene for the next round table discussion on the Public sector round table.



THE PANEL

Ronald Zaal/ TDG

- Started working in cashews since 2006
- Operational Manager, Trade Development Group BV; buyer for Africa, India and Vietnam
- Experience with processing.



Stanley Maina Njeru/ Kenya Nuts

- Head of Operations –
Kenyanut company Ltd
- Graduate of Strathmore
school of accountancy, now
university,
- 27 years in management and
processing in cashew and
macadamia



Joseph Yeung/ Mim Cashews

- Managing Director:
Household manufacturing
company in Ghana since
1994
- Since 2010, General
Manager of Mim Cashew;
- 2013: Managing Director of
Mim Cashews



Johanna Adotevi/ CASA

- Has 24 years of experience as the driving force for building new projects demonstrating cross-functional management expertise
- Commercial Director - Cajou de Savane



Minata Koné/ SOTRIA-B

- Economic and social Sciences (Univ. Bobo & Dakar)
- 16 years: State Librarian at the Ministry of Agriculture
- **Since 2003:** Directrice Generale «Société de Transformation Industrielle de l'Anacarde au Burkina Faso (SOTRIA – B)



Ayo Olajiga/ FoodPro

- MBA from Kellogg School of Management, USA and MSc Telecommunications from New Jersey Institute of Technology USA
- 7 years: management consulting, Investment banking and financial advisory.
- CEO and one of the founders of FoodPro Limited, Nigeria



Timeline

- 5 minutes for introduction
- 5 minutes presentation per panelist
- 10 minutes Questions: moderator and panelists
- 10 minutes questions from participants
- 5 minutes for wrap up and closure of the session