

11th ACA Annual Cashew Conference



A NEW VISION FOR PARTNERSHIPS & INVESTMENTS



Cotonou, Benin

September 18-21, 2017

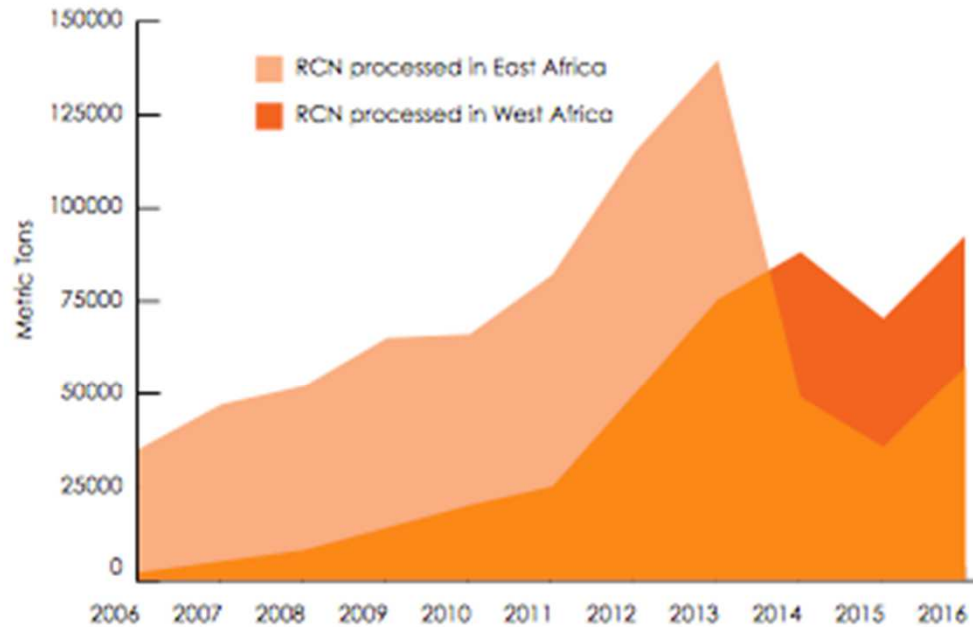
Knowledge sharing. Exposition. Field trips.



Unshelling Africa's potential

Ronald Zaal, 20-9-2017

Cashew processing



Cashew processed in East and West Africa



Importance of processing

- 5,000 Mtons processing:
 - Approx. 1,500 jobs.
 - 2,380,000 USD Added value
 - 1,500,000 USD Salaries



Opportunities:

- Transparant supply chains are important!
- Food Safety is high on the agenda of FDA and USDA
- Good quality kernels from Africa
- Electricity generation from Cashew Shells.



Difficulties

- Lot of competition and speculation on raw material.
- High costs of raw material with high interest costs.
- Small market for lower grade cashew nut kernels.
- Hardly any market for by products.
- Lacking technical support services.



MAJOR PROBLEM: Competitivity on processing costs

PROCESSING COSTS PER MTON RCN (USD/MTON) WITH EXPORT TAKS				
PROCESSING COSTS PER MTON RCN (USD/MTON)				
	Africa			Vietnam
	Small (< 2.000 MT)	Medium (2.000 Mtons - 7.500 MT)	Large (7.500 Mtons plus)	Regular processor
Processing costs (USD/MT RCN):	600	400	300	200
Processing costs (USD/MT RCN):	600	400	300	200
Shipment costs RCN from Africa to Vietnam:				113
Export levy of (125 USD / MT = 70 FCFA/kg)				113
Comparisson (USD/Mton):	600	400	300	313
Comparisson (USD/Mton):	600	400	300	437,5

Government policies

- Temporary export levy on RCN so that processing industry gets mature.
- Regional approach is important to avoid competition on policies.
- Free RCN trade between African countries.

