



ACA

A F R I C A N  
C A S H E W  
A L L I A N C E



**A DECADE OF TRANSFORMATION**

ACA World Cashew Festival & Expo 2016



**Bissau, Guinea-Bissau**

September 19-22, 2016

*Unshelling Africa's potential*

Ronald Zaal, 19 September

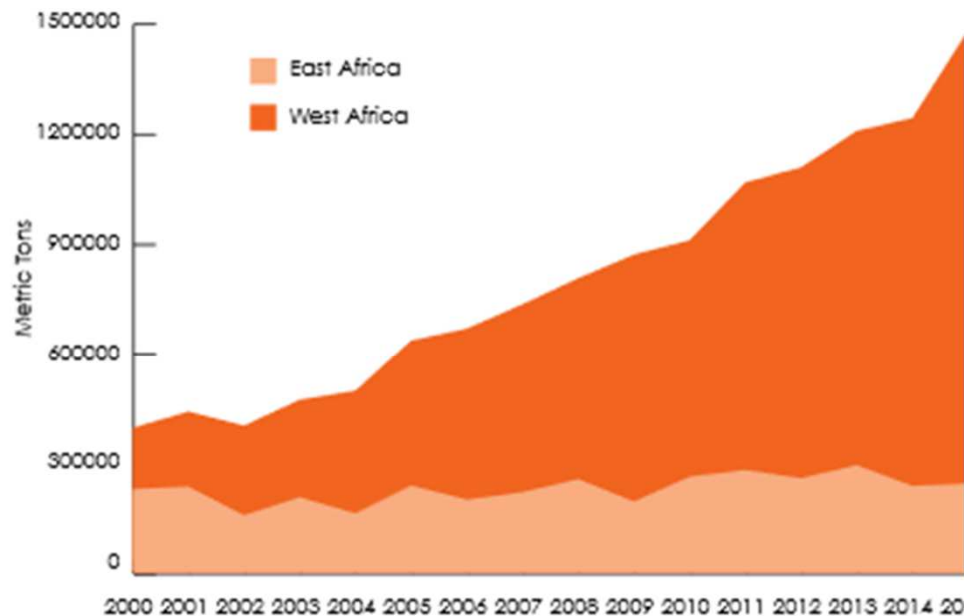


- Sister company of Global Trading & Agency
- Processing in Benin (Afokantan) and Burkina Faso (Anatrans)
- Also buying cashew nut kernels from all processing countries in West and East-Africa.
- Working closely with processing companies on setting up cashew value chains.





# Cashew production

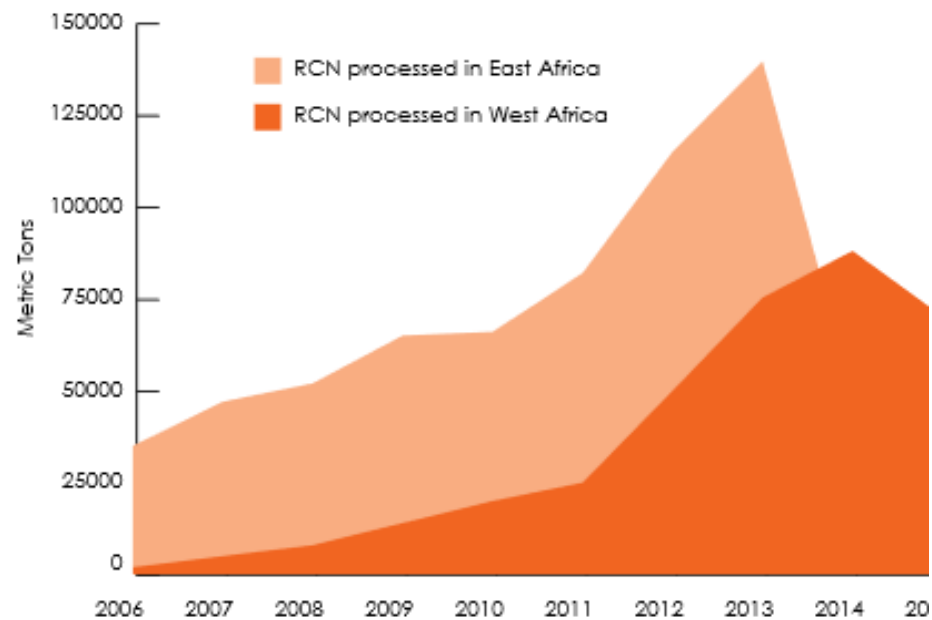


*Cashew produced in East and West Africa*

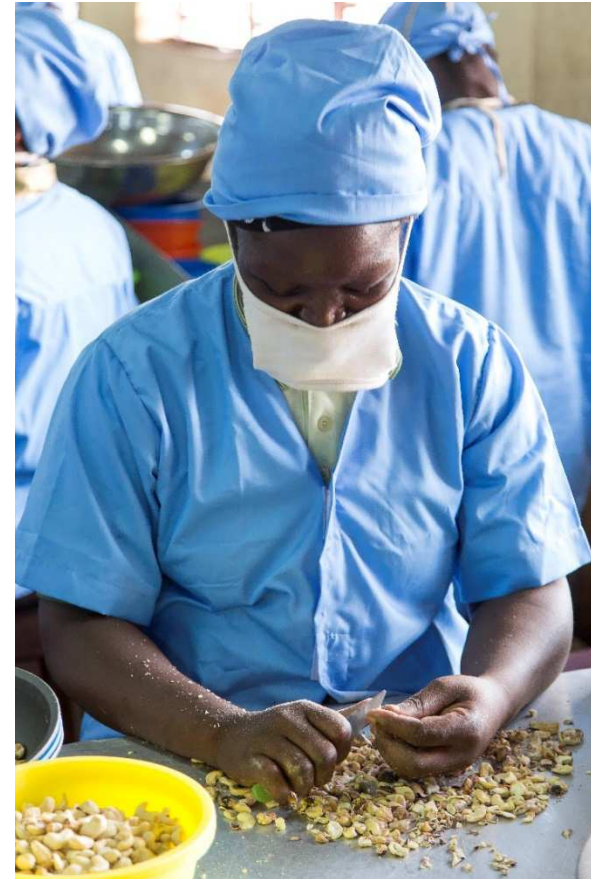




# Cashew processing

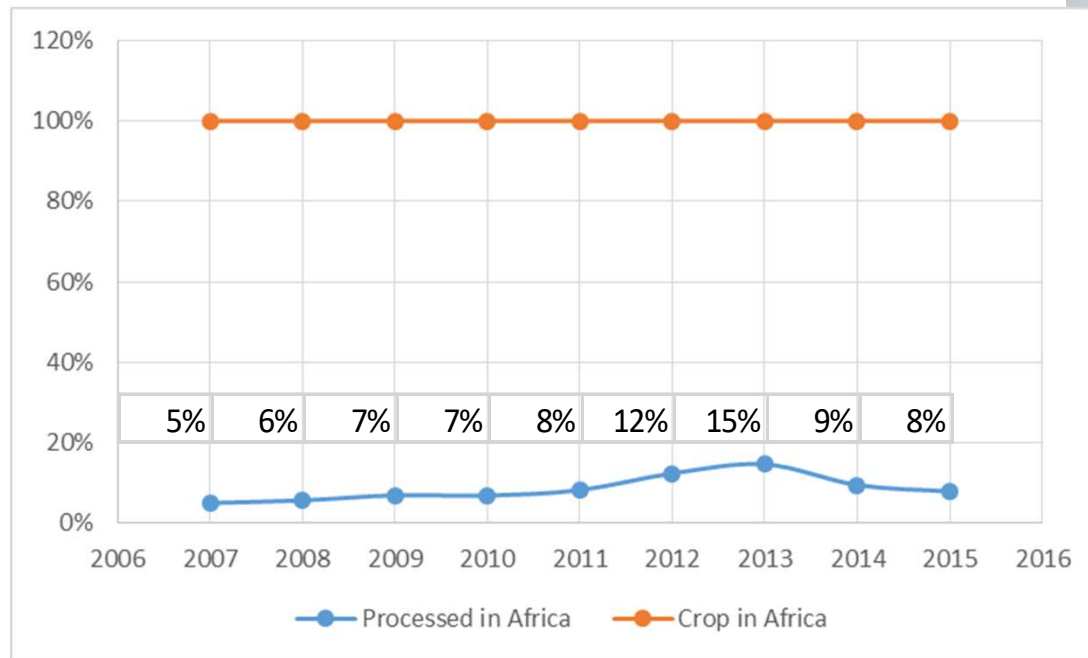


*Cashew processed in East and West Africa*





# Processed compared to crop size





# Difficulties and risks in processing

- Sufficient labor
- Technical knowledge on processing
- In availability of servicing on machinery
- Electricity
- Lack of a home market for off-grades
- Yield on processing
- Small volumes
- High working capital needs
- High interest charges
- Lack of (nearby) market for by-products

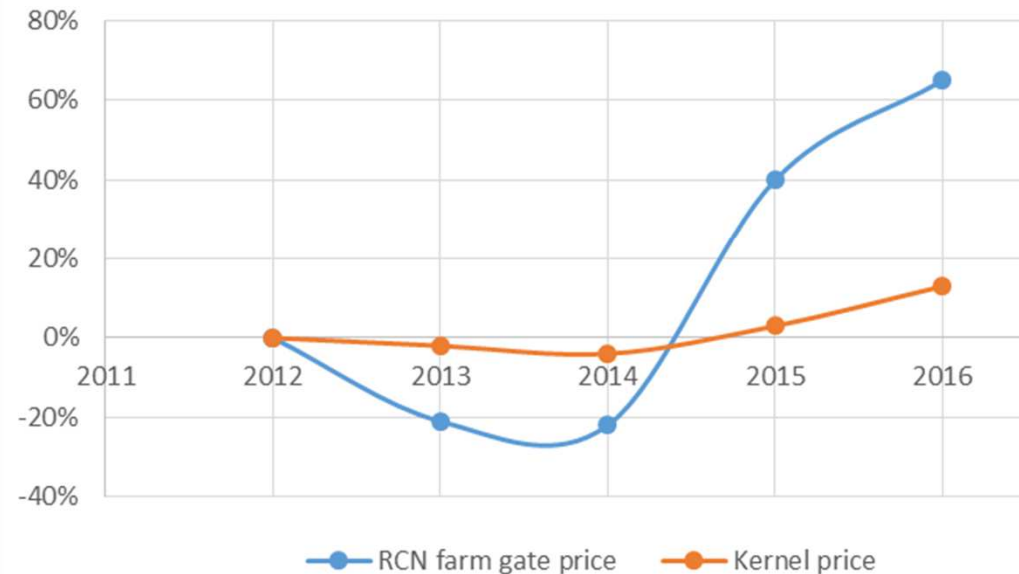


# RCN and Kernel Pricing

Processing costs compared to WW320



Percentage from 2012 onwards



# Kernel Demand

- Popular snack
- Nuts getting more popular in healthy diets.
- Stable growing consumer demand (4-7% annually)
- Competition with Almonds



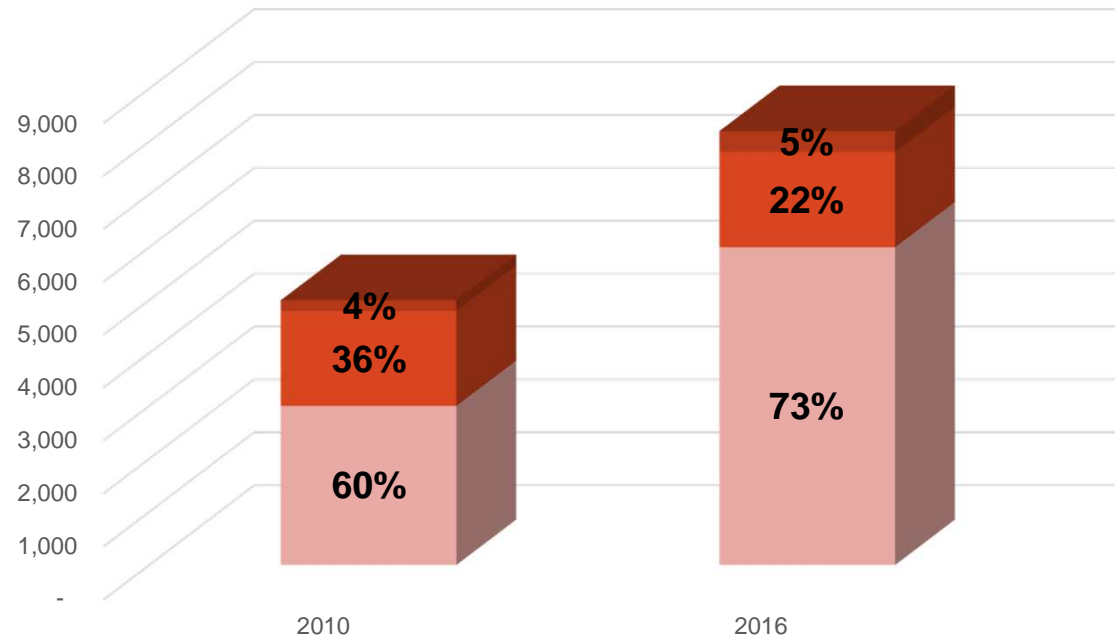




# Opportunities for African Processors



# Costprice of cashewkernels



	2010		2016	
RCN Price (USD/MT):	600		1.200	
RCN price in kernels (USD/MT):	3.000	60% 6.000	73%	
Processing costs (USD/MT):	1.800	36% 1.800	22%	
Financing for RCN (USD/MT):	200	4% 400	5%	
Cost price kernels (USD/MT):	5.000	100% 8.200	100%	

# Traceability and sourcing

Using traceability and sourcing as a tool:

- Impact of the quality of RCN is higher then ever before.
- Stable RCN quality allows the processor to work the smoothest.
- 3S



# Quality & Food Safety

- Food Modernization act is very high on the USDA & FDA agenda
- Stable quality and pricing.
- Pricing can increase when the quality is stable.





# Government Policies

- Stabilization on RCN market
- Good examples in Kenya, Mozambique and Ivory Coast





# Why is processing so important?





# Processing could help

- 2/3 of the population of Africa consists of young people looking for jobs
- Processing cashews could create 390.000 jobs in West-Africa and 90.000 jobs in East Africa
- Up to 576.000.000 million USD of added value in Africa.





# Thank You!

