

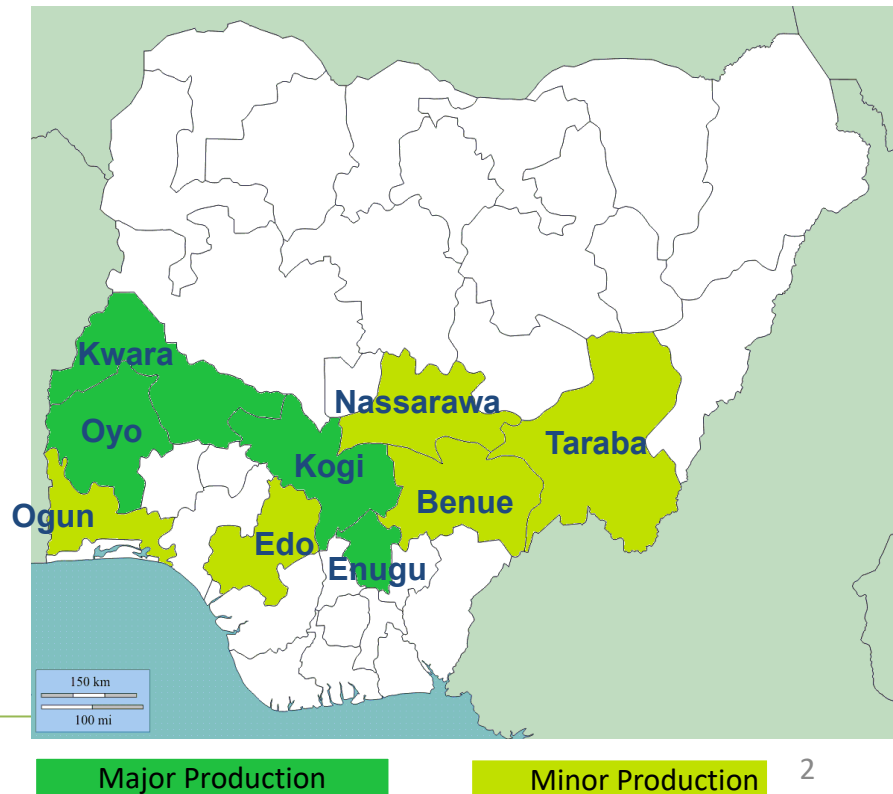
HYBRID	 <p><b>WORLD CASHEW</b> CONFERENCE</p>	Jointly organised by <a href="http://Cashewinformation.com">Cashewinformation.com</a> &  <p><b>AEC-CI</b> ASSOCIATION DES EXPORTATEURS DE CACHOU DE CÔTE D'IVOIRE</p>
	<p><b>JNEC-CI</b> Journées Nationales des Exportateurs de Cajou de Côte d'Ivoire</p>	<p>16-18 Feb, 2022 Radisson Blu Hotel Abidjan, Cote d'Ivoire</p>

# Valency International

## Cashew Processing in Africa: How to Scale Up Sustainably

# NIGERIA CASHEW

- Nigeria accounts for approx. 7% of Global crop with total production estimated to be 250,000mt of Raw Cashew Nuts
- Less than 20% of the total production is being processed locally.
- The crop majorly is exported to India and Vietnam.
- 2 major crop types
  - Kogi
  - Ogbomosho
- Typical differences
  - Nut count
  - Peelability



# VALENCY IN NIGERIA

## Full Value Chain Presence – from Farm to food



### Our Strengths

- Dedicated customer base in destination markets.
- Established quality standards.
- Strong Presence across main growing regions
- Infrastructure to ensure dried Cashew for processing
- Experienced Team
- Focus on Sustainable Cashew Sourcing

# VALENCY IN NIGERIA



HYBRID	<p><b>WORLD CASHEW CONFERENCE</b></p>	<p>Jointly organised by Cashewinformation.com</p>
	<p><b>JNEC-CI</b> Journées Nationales des Exportateurs de Cajou de Côte d'Ivoire</p>	<p>16-18 Feb, 2022 Radisson Blu Hotel Abidjan, Cote d'Ivoire</p>

Nutrinutz is on a mission to ingrain superfood nuts into daily lives so we can grow healthier & stronger. Nutrinutz handpicks it's own nuts directly from the farms and processes to perfection in its world class facilities, while aiming to develop communities & conserve environment.

**We are totally nuts about**

- No Additives
- No Cholesterol
- Trans Fat Free
- No Artificial Sweetener
- Gluten Free
- No artificial sugar

# Factors Impacting true Potential

- Low levels of investments/ lack of encouragement for Cashew processing investments
- High cost of operations compared to India/Vietnam
  - Higher cost of infra (utilities, transportation)
  - Higher interest and carrying cost – how can we resolve the issue of carrying inventory for 8-9 months in Africa, when Asia carries inventories for 3 months or less?
- Low incentive among gatherers/ farmers to improve the quality
- Effectiveness of Export Incentive policy
- Lack of ancillary industries
  - Repair & Maintenance
  - Machine fabrication/ packing materials
  - Shells utilization/ CNSL plants to resin conversions
- Promotion of Cashew consumption / lack of local demand



## Next Stages: Scaling Up

- Growth of local processing in Africa
- Increased Awareness towards health benefits of cashew consumption
- Cashew as an ingredient
- Current logistics challenges from Asia present a beautiful opportunity to Cashew producing countries of Africa to bridge the gap.
  - Can the African Cashew processing countries replace Vietnam in becoming preferred supplier to US/EU markets?
  - With Origin switch option to customers – can multi-origin Cashew processors become a risk diversified supplier to US/EU markets?
- Sustainable supply of Cashews to Aware consumer
  - Digitalized Cashew supply chains – from farm to shelf.

