







# African Processor vis-à-vis Indian / Vietnamese Processor



## Sales Realization

- Shell Sales
- Reject / lower grades
- Local markets

## Cost

- Labor wages and efficiency
- Spares and consumables
- Lead time and safety stock requirement

## Financing and Market Risks

- Huge financing requirement
- Risks of market movement
- Space / Warehouse area requirements

## Structural Challenges

- Raw nut / kernel import opportunities
- Lack of ecosystem – slowly being built
- Long term projections are hard to make



Merci!  
Thank you!