

# Proceedings of



**WORLD**  
CASHEW

C O N F E R E N C E

1-3 February 2024  
Siem Reap, Cambodia

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**WORLD CASHEW CONFERENCE**  
**21-23 FEBRUARY 2025, DUBAI**

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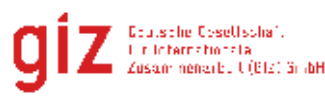
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# Program Schedule

## Day 1 - Thursday, February 01, 2024

8:00 AM to 11:30 AM

Field Trip to Cashew Farms for Pre-Registered Delegates

11:30 onwards

Delegate Registration & Exhibition (Including Machinery & Pavilions) Opens

12:30 PM to 2:00 PM

Networking Lunch

1:00 PM

Arrival of Chairman

2:00 PM to 3:00 PM

Official Inaugural Session of the World Cashew Conference 2024

- Announcement and Presidium
- National Anthem of Kingdom of Cambodia
- Blessing Dance

**H.E. Dr AUN Pornmoniroth**

*Deputy Prime Minister, Minister of Economy  
and Finance of Cambodia arriving conference hall*

Welcome Remarks by

**Mr Srivatsava Ganapathy**

*WCC Committee & Director of Eventell Global Advisory Pvt Ltd*

Speech of

**H.E. CHAM Nimul**

*Minister of Commerce*

Opening Speech of

**H.E. Dr AUN Pornmoniroth**

*Deputy Prime Minister of Cambodia*

- Souvenir Session for H.E. Dr. AUN Pornmoniroth from Delegation of World Cashew Conference 2024
- Visit the exhibition under the highest presidency of H.E. Dr. AUN Pornmoniroth and Delegation
- Departure of H.E. Dr. AUN Pornmoniroth and Delegations



# Program Schedule

## Day 1 - Thursday, February 01, 2024

3:00 PM to 3:30 PM

Networking Break

3:30 PM to 4:30 PM

Special Address

**Mr Igor Driesmans**  
*Ambassador of the European Union  
to the Kingdom of Cambodia*

**Dr Adama Coulibaly**  
*Director General, Cotton &  
Cashewnut Council of Cote d'Ivoire*

**Mr Vasudev Barkur**  
*CEO and GM, ETG*

**Mr Bach Khanh Nhut**  
*Vinacas Standing Deputy President*

4:30 PM to 4:45 PM

MoU Signing Ceremony

4:30 PM to 5:30 PM

Special Session: Role of Development Partners in Building  
a Competitive and Sustainable Cashew Value Chain

Moderator:

**Mr Srivatsava Ganapathy**  
*Cashewinformation.com*

Panellists:

**Ms Julie Ludvigen**  
*ETG World*

**Ms Beate Weiskopf**  
*GIZ-Move*

**Ms Sabine Joukes**  
*USAID Morodok Baitong*

**Mr Ernest Mintah**  
*African Cashew Alliance*

**Mr Nimish Jhaveri**  
*Feed the Future  
Cambodia Harvest III*



# Program Schedule

## Day 1 - Thursday, February 01, 2024

5:30 PM to 6:30 PM

### Special Session on Cambodia Cashew Sector

1. What lead to achievement of high yield on farm?
2. Cashew Policy of Cambodia - Highlights
3. Investment Opportunity for Overseas Partners

#### Moderator:

**Mr Dipen Joshi**  
*Olam Food Ingredients*

#### Panellists:

**H.E SUON Sophal**  
*Deputy Secretary General of the  
Cambodian Investment Board*

**H.E Var Roth San**  
*Secretary of State, Ministry of Commerce*

**H.E. Chan Sopha**  
*Director General of Institute of  
Standard of Cambodia (ISC) (MISTI)*

**Dr Seng Vang**  
*Department of Agricultural  
Land Resources Management (MAFF)*

7:00 PM to 10:00 PM

Networking Cocktail Dinner & Sponsors Felicitations



# Program Schedule

## Day 2 - Friday, February 02, 2024

9:00 AM to 5:00 PM

Exhibition (Including Machinery & Pavilions)

9:30 AM to 11:00 AM

### Business Session-1:

"Competition and Cooperation: How can Cashew Countries Work Together"

#### Chair:

**Mr Jim Fitzpatrick**  
*Ingredient Sourcing Solutions*

#### Panellists:

**Dr Adama Coulibaly**  
*CCA, Cote d'Ivoire*

**Mr AN Dara**  
*Cambodia Cashew  
Federation (CCF)*

**Mr André Mahoutin  
TANDJIEKPON**  
*CICC*

**Mr Ilidio Afonso Jose Bande**  
*Institute of Nuts of Mozambique*

**Mr Tola Faseru**  
*African Cashew Alliance*

**Mr Alex Tran**  
*Vice President & Trade  
Promotion Director  
VINACAS*

**Mr Tukaram Prabhu**  
*The Karnataka Cashew  
Manufacturers Association*

**Mr Francis Alfred**  
*Director General,  
Cashew Nut Board of Tanzania*

11:00 AM to 11:30 AM

Networking Break





# Program Schedule

## Day 2 - Friday, February 02, 2024

11:30 AM to 1:00 PM

**Business Session-2: RCN Crop 2024: Review and Outlook**

**Chair:**

**Mr Vu Thai Son**

*Long Son Joint Stock Company*

**Panellists:**

**Mr Suy Kokthean**

*Cashewnut Association  
of Cambodia (CAC)*

**Mr Alex N'Guettia Assouman**

*AEC-CI*

**Mr Suraj Rao**

*ETG*

**Mr SANFO Ibrahim**

*Comité Interprofessionnel de  
l'Anacarde du Burkina (CIAB)*

1:00 PM to 2:30 PM

**Networking Lunch Sponsored by**



2:30 PM to 3:30 PM

**Business Session-3: Cashew Women**

**Chair:**

**Ms Nunana Addo**

*Giz ComCashew*

**Panellists:**

**Ms Nguyen Thao Tam**

*HD Cashews Co., LTD*

**Ms Cynthia Niamoutie**

*Cilagri-Cajou*

**Ms Phan Thai Mai**

*Vietnam*

**Ms Sothnita Soeun**

*Cashew Nuts Association of Cambodia*

**Ms Marlyse Carrol Gakpa**

*Prosper Cashew*



# Program Schedule

## Day 2 - Friday, February 02, 2024

3:30 PM to 4:00 PM

Networking Break

4:00 PM to 4:15 PM

Presentation by

**Mr Tejhash R Modh**  
*ARISE IIP Limited*

4:15 PM to 5:00 PM

**Business Session-4: From Survival to Sustainable Growth & Profits  
in Cashew Business**  
Session Sponsor - TORQ

**Chair:**

**Mr Kalbavi Prakash Rao**  
*Kalbavi Cashews*

**Panellists:**

**Ms Sweta Jain**  
*Valency International*

**Mr Vasudev Barkur**  
*ETG*

**Mr Abel Santos Sáez**  
*Intersnack Cashew Company Pte Ltd*

**Mr Gaurav Patil**  
*Olam Food Ingredients*

**Mr Rengarajan**  
*Torq Commodities*

7:00 PM to 10:00 PM

Gala Cocktail Dinner by the Poolside



# Program Schedule

## Day 3 - Saturday, February 03, 2024

9:00 AM to 5:00 PM

Exhibition (Including Machinery & Pavilions)

9:15 AM to 11:00 AM

Business Session-5: Technology, Innovation & Food Safety

Chair:

**Mr Shakti Pal**  
*Cashew Industry Expert*

Panellists:

**Mr Nam Nguyen**  
Vietmold

**Mr Ethan Truong**  
CMV

**Mr Ankur Chitroda**  
GOYUM SCREW PRESS

**Mr Kristoffer Dahlinger**  
August Toepfer & Co,  
(GmbH & Co,) KG

**Mr Sasisekar K**  
*nanoPix ISS Pvt. Ltd.*

**Mr Jeevan Saldanha**  
*Spectrum Industries*

**Mr Joey Liao**  
MEYER

**Mr Nhat Nguyen Van**  
*Peterson-Eco2 Co. Ltd.,*

11:00 AM to 11:30 AM

Networking Break



# Program Schedule

## Day 3 - Saturday, February 03, 2024

11:30 AM to 12:30 PM

**Business Session-6: Cashew Kernel Market 2024: Review & Outlook**

**Chair:**

**Mr Valentin Senou Atchaoue**  
*TECHNOSERVE*

**Panellists:**

**Mr Wim Schipper**  
*Intersnack Procurement*

**Mr Arjen Ruggenberg**  
*Red River Foods Vietnam*

**Mr Robert Tinsley**  
*R S Tinsley (Liverpool) Ltd*

**Mr Robert Saccoccio**  
*Scalzo Food Industries*  
*(Online)*

**Mr Sukesh Aggarwal**  
*UB Aggarwal Group*

12:30 PM to 1:00 PM

**Closing Ceremony**

1:00 PM to 2:30 PM

**Networking Lunch**

2:30 PM to 5:00 PM

**Field Trip to Cashew Plantation (Optional)**

# SPEAKERS



**H.E. Dr AUN Pornmoniroth**  
Deputy Prime Minister of Cambodia



**H.E. CHAM Nimul**  
Minister of Commerce



**H.E. HEM Vandy**  
Minister of Industry, Science,  
Technology & Innovation (MISTI)



**H.E. TOCH Bunhour**  
Secretary of State of Ministry  
of Agriculture Forestry and  
Fisheries (MAFF)



**H.E. Var Roth San**  
Secretary of State  
Ministry of Commerce



**Mr Yin Chansothy**  
Deputy Director General of General  
Directorate of Agriculture  
Ministry of Agriculture, Fishery and  
Forestry (MAFF)



**H.E. SUON Sophal**  
Deputy Secretary General of the  
Cambodian Investment Board



**H.E. Chan Sopha**  
Director General of Institute of  
Standard of Cambodia (ISC)



**Mr Igor Driesmans**  
Ambassador of the European  
Union to the Kingdom of Cambodia



**Mr Bach Khanh Nhut**  
Vinacas Standing  
Deputy President



**Dr Adama Coulibaly**  
Director General  
CCA, Cote d'Ivoire



**Mr Jim Fitzpatrick**  
President  
Ingredient Sourcing Solutions



**Mr Vu Thai Son**  
Chairman  
Long Son Joint Stock Company



**Ms Beate Weiskopf**  
Project Leader for the Competitive  
Cashew Initiative  
GIZ ComCashew



**Mr Wim Schipper**  
Director Tree Nuts  
Internsack Procurement



**Mr AN Dara**  
President  
Cambodia Cashew Federation (CCF)

# SPEAKERS



**Mr Vasudev Barkur**  
Executive Director  
ETG



**Mr Gaurav Patil**  
Vice President and Head Global  
Processing of Cashews  
Olam Food Ingredients



**Mr Valentin Senou Atchaoue**  
Marketing and Supply Chain Lead  
TECHNOSERVE



**Mr Abel Santos Sáez**  
Managing Director & COO  
Intersnack Cashew Company Pte Ltd



**Mr Arjen Ruggenberg**  
Commercial Manager  
Red River Foods Vietnam



**Mr Nhat Nguyen Van**  
Deputy Managing Director  
Peterson-EcO2 Co. Ltd.,



**Mr Jeevan Saldanha**  
Chief Executive  
Spectrum Industries



**Mr Sasisekar K**  
Founder & CEO  
nanoPix ISS Pvt. Ltd.



**Mr SANFO Ibrahim**  
Président  
Comité Interprofessionnel de  
l'Anacarde du Burkina (CIAB)



**Mr Tejhash R. Modh**  
Business Head - Cashew  
ARISE IIP Limited



**Mr Tola Faseru**  
President  
African Cashew Alliance



**Ms Julie Ludvigen**  
Senior Sustainability Manager  
Group Sustainability  
ETG World



**Mr Suy Kokthean**  
Vice President  
Cashewnut Association of Cambodia (CAC)



**Mr Dipen Joshi**  
General Manager  
Olam Food Ingredients



**Mr Joey Liao**  
Head Director-Cashew Sector  
MEYER



**Mr Suraj Rao**  
ETG

# SPEAKERS



**Mr Shakti Pal**  
Cashew Industry Expert



**Mr Kalbavi Prakash Rao**  
Director  
Kalbavi Cashews



**Mr Rengarajan**  
Director  
India Corporate Office  
Torq Commodities



**Ms Nunana Addo**  
Sector organization/communications  
professional  
GIZ ComCashew



**Mr Alex N'Guettia Assouman**  
President  
AEC-CI



**Mr Robert Tinsley**  
Director  
R S Tinsley (Liverpool) Ltd



**Mr Robert Saccoccio**  
Scalzo Food Industries (Online)



**Mr Kristoffer Dahlinger**  
August Toepfer & Co,  
(GmbH & Co.) KG



**Mr Ernest Mintah**  
MD & CEO  
African Cashew Alliance



**Mr André Mahoutin TANDJIEKPON**  
Executive Secretary  
CICC



**Mr Ilidio Afonso Jose Bande**  
Director General  
Institute of Nuts of Mozambique



**Mr Ethan Truong**  
Director  
CMV



**Mr Ankur Chitroda**  
Sr. Manager  
GOYUM SCREW PRESS



**Dr. Chay Chim**  
Director of the Department  
of Agro-Industry of the Ministry of  
Agriculture, Forestry and Fisheries



**Mr Chenda Keo**  
Technical Advisor  
GIZ CRAS



**Mr Nimish Jhaveri**  
Chief of Party  
Feed the Future Cambodia Harvest III

# SPEAKERS



**Ms Sothnita Soeun**  
Cashew Nuts Association of  
Cambodia



**Mr Sukesh Aggarwal**  
Director  
UB Aggarwal Group



**Ms Cynthia Niamoutie**  
General Manager  
Cilagri-Cajou



**Mr Alex Tran**  
Vice President & Trade Promotion  
Director, VINACAS



**Ms Sweta Jain**  
Business Unit Head  
Valency International



**Ms Nguyen Thao Tam**  
Sales Executive  
HD Cashews Co., LTD



**Mr Nam Nguyen**  
Vietmold



**Ms Sabine Joukes**  
USAID Morodok Baitong Cambodia



**Ms Phan Thai Mai**  
Caro-Nut



**Ms Marlyse Carrol Gakpa**  
Prosper Cashew



**Mr Srivatsava Ganapathy**  
CEO & Director  
Cashewinformation.com



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# Key Outcomes of World Cashew Conference 2024

**Raw cashew crop:** In 2024, overall raw cashew supply is expected to be good, stable, and slightly ahead of demand. Good crops are expected in Cote d'Ivoire - IVC, and Nigeria. In some places, there could be a slight delay in crop season. Will it affect the crop quality later in the season?

Given the low price of kernels, Vietnam may not be aggressive in buying RCN.

Cambodia's production is likely to be around 650,000 tons to 700,000 tons. About 60 to 70% of the crop is of M23 variety (large nuts) and the balance is traditional. Although productivity is high, input usage is also high. In a low-price environment such as the current one, input usage will be reduced. It might affect yield levels.

**RCN processing:** Vietnam would continue to dominate cashew processing. In 2023, Vietnam did record processing and exports. Yet a large majority of processors are struggling financially. In 2023, those who shortened the cash-to-cash cycle and maintained a very low inventory of both raw cashews and kernels made more money. Vietnam is also going all out to deep processing and supplying roasted and coated nuts in bulk. Are roasted and coated cashews accounted for in US import figures?

Despite challenges, the processing is expected to pick up in Africa, thanks to progressive government policies, private initiatives such as ARISE projects in Benin, Cote d'Ivoire - IVC, Tanzania, and efforts of the development sector. Although there are challenges to operations at the current market prices, there is a clear focus on the need for developing a domestic market for kernels, as a part of sustainability preposition.

**Competition and cooperation among cashew countries:** The government, private sector, and development sector must work together to coordinate more and collaborate better. In the current market conditions, the distribution of value created along

the supply chain is skewed in favour of retailers. Sustainability in farming and processing is seriously challenged. In the short term, governments of producing countries may consider reducing export tax, as it directly results in higher prices for producers. There is a felt need to engage with retailers. Also need was felt for a global body to (a) promote cashews consistently, and (b) reduce overall risks in the system. Risk reduction can be through measures such as standardizing contracts on raw cashews and kernels; reducing tolerance for unprofessional conduct and also through regular exchange of information on production, trade, promotion, and research in a more organized and systematic manner.

**Technology & Innovation:** There have been major improvements in cashew processing technology to address critical challenges that come with mechanization and scale such as high % broken, unpeeled, partially peeled, and kernels with oil contamination. There have been substantial improvements in grading and sorting technologies to suit the specific needs of end consumers, and market/customer needs. Likewise, new technologies such as continuous chemical-free disinfestation methods offer scale while at the same time ensuring cashews meet food safety requirements.

**Kernel market:** China's cashew consumption has grown from 50,000 tons to over 120,000 tons in about five to seven years, despite COVID-19. China still offers a tremendous potential for growth. Through targeted promotions, China's cashew consumption can be increased to over 200,000 tons in three to four years.

Europe cashew kernel imports have grown in quantity. Sustainability (single origin, lesser carbon footprints, and origin processing) and logistics advantages have resulted in faster growth of kernel imports from West Africa to Europe. This trend is likely to continue. In the coming year, the Red Sea challenge will add one more level of complexity for kernels exported from Asia

(especially Vietnam). The number of cases of infestation in kernels increased in 2023, as observed both in the UK and Europe.

USA raw cashew kernel imports stagnated at around 150,000 tons (except year 2020 and 2021). Industry consolidation, value-addition at origin, the impact of high interest, and inflation on purchasing power could be some of the reasons for stagnancy. It would be worthwhile to look at imports of roasted and coated cashews into the USA from Africa as well as Vietnam.

Australian and New Zealand cashew kernel markets are steady, despite the increase in the price of cashews in local currency terms. Most of the cashews are consumed as snacks in oil-roasted forms. Dips are the second most popular use case.

#### **Development sector partners' role and contribution:**

As per ACA, the total annual funding for the cashew sector in Africa from development sector partners is about USD 189 million in 2023. This is about 3% of the indicative value of the total cashew kernel (about one million tons @ 5500 per ton ex-factory). Through collaboration among partners and with the engagement of government and private sector, the effectiveness of the utilization of the corpus can be improved. Besides, given the number of families involved in very low-income producing and processing countries, the funding to the cashew sector should be increased considerably. This would have a transformative impact on rural livelihood, employment creation, and income generation.

**CashewWomen role in developing the domestic market for cashew kernels:** Women bring diverse and inclusive perspectives. As many cashew-producing countries have embarked on a processing journey, it is imperative that a strategy needs to be developed for the growing domestic market for cashew kernels. This can be through initiatives on new product development especially in the usage of cashews as ingredients in food and so on. The role of women leaders in this is critical. There are so many opportunities to collaborate and grow together.

#### **Four MOUs were signed**

The first one is between Cambodia Cashew Federation (CCF) and USAID on increasing exports from Cambodia. The second one is from the Cambodia Cashew Federation (CCF) and German Development Cooperation (GIZ)

Cambodia on “Developing Institutional capacity, fostering public-private cooperation and coordination and enhancing the cashew production, processing, and export promotion”

The third one is between the Cashew Nut Association of Cambodia and the African Cashew Alliance, especially on farm yield improvement and farmer income enhancement and processing.

The fourth one is between the Cotton and Cashew Nut Council of Côte d'Ivoire and with All India Cashew Association on streamlining trade practices and supporting.

#### **From the floor:**

1. There is an urgent need to engage with retailers on a fair share of the total value creation for producers and processors. Farming and processing cannot be sustained at the current market level.
2. There is a collective need to professionalize the sector and discourage malicious practices through collaboration.
3. Cambodia's raw cashew export value can be enhanced by improving post-harvest practices such as proper drying and storage in jute bags. This becomes a pre-condition for processing in Cambodia as well.
4. Linking cashew cultivation with deforestation is incorrect and distortionary. The industry should work collectively and highlight the outcome of credible studies (such as the one conducted in Benin recently with the support of the Bill & Melinda Foundation) on the potential of cashew plantations in capturing and sequestering carbon.
5. Producers benefit the most through generic promotions. This has been demonstrated in other nuts as well. Africa with a collective share of 60% of the global raw cashew production may consider a portion of the export tax towards the generic promotion of cashews. A unified body comprising representatives from government, private and development sectors can take the lead in this.

AFRICA **KAJU**



PREMIUM  
**AFRICAN**  
**CASHEW**



# Welcome address



**Mr Srivatsava Ganapathy**

WCC Committee & Director of Eventell Global Advisory Pvt Ltd

H. E. Dr. AUN Pornmoniroth, Deputy Prime Minister, Minister of Economy and Finance of Cambodia, H.E. CHAM Nimol, Minister of Commerce, H.E. Ministry of Agriculture, Fishery and Forest, Honourable Ambassador of European Union to Cambodia, Government dignitaries from Bissau, Cambodia, Cote d'Ivoire, Ghana, India, Mozambique, Senegal and Tanzania, expert speakers, industry veterans, participants from cashew value-chain, the service provider to the cashew industry, representatives from development sector and private sector, invitees from press and media, ladies and gentlemen, Cashewinformation.com along with Cambodia Cashew Federation (CCF) and Cashew nut Association of Cambodia (CAC) welcomes

you all to the World Cashew Conference 2024 in this splendid venue Sokha Resort & Convention Center, Siem Reap, the province that hosts one of the eight wonders of the world, in this magnificent country- the Kingdom of Cambodia. Hope you all had a pleasant journey into the city and were well-rested.

In the world of cashews, Cambodia was historically known for premium jumbo cashew nuts. However, what has happened in Cambodia during the last 10 years, in terms of a steep increase in cashew nut production from 200,000 tons to over 650,000 tons in 2023, is truly remarkable. It has caught the attention of the entire world today. It

is a culmination of the dedication and collective efforts of the government of Cambodia, research institutions, agricultural universities, farmers and farmer cooperatives. His Excellencies, the world of cashews – over 500 delegates from across the value chain from 34 cashew countries – is gathered here today to celebrate the outstanding achievement of Cambodia and its wonderful citizens. HE the deputy prime minister sir, it is truly an honour to have you as our chief guest on this momentous occasion of the inauguration of the World Cashew Conference 2024. May I request all the delegates to give a resounding applause to our chief guest – Dr. Aun Pornmoniroth for his presence here and also for the achievements of Cambodia in the cashew sector so far. (Wait for the applause)

The Cashew sector has been facing serious challenges since the pandemic in 2020. The year 2023 was no exception. The growth in the supply of raw cashew nuts has been far more than the growth in kernel demand/consumption. The price of kernels remained at multi-year lows. While historic low kernel prices increased imports of kernels into Europe and China, the demand for kernels from the USA has been tepid. It is crucial in these times for cashew countries and stakeholders to work together, cooperate more, collaborate better and bring out solutions collectively. The agenda of WCC 2024 is centred around the broad theme of 'Collaboration for mutual prosperity'. We have six enriching discussions scheduled for the next two days. Today, we wait to hear from His Excellency the deputy prime minister and from Her Excellency the minister of commerce. Thereafter, we have four special addresses and two important discussion sessions. Earlier today, we had a visit to cashew farms where over 125 delegates participated in

a tour of large-scale farms as well as community farms and shared their ideas. We have one more farm visit planned for Feb 3, 2024, for which over 50 have already registered. We had a very successful workshop for the Cambodia cashew sector yesterday, thanks to the support from GIZ-MOVE and GIZ-Cambodia and also our esteemed experts Mr. Jim Fitzpatrick, Mr. Shaktipal, Dr. Chim Chay and Mr. Lukas Waldmann and Mr. Chenda Keo. We also have an Expo for visitors to see the latest developments in cashew processing.

WCC2024 is supported by 25 sponsors and 17 partners and supporting bodies. We thank and welcome each of our sponsors, partners and supporting bodies for their support and contribution. About 27 exhibitors have chosen to showcase their latest products and services. Do take time to visit the stalls and engage with them. We have a traditional cocktail reception later tonight and the gala dinner tomorrow by the poolside. I hope these occasions will help you to relax, rejuvenate and get recharged.

Over the last decade, we have had the opportunity to bring stakeholders together and engage them in constructive and growth-oriented conversations thereby creating a positive impact in the cashew value chain. We believe that WCC2024 would open up substantial opportunities for Cambodia in the cashew sector in both RCN trade as well as value-addition through processing. We hope these three days will be richly rewarding for each one of you. Wishing you all a great conference and a great season ahead in 2024!!!

With these words, I welcome you all once again on behalf of Cashewinformation.com, CCF and CAC to the World Cashew Conference 2024. Best wishes!!

# Inaugural address



**Hon. Akka Pundit Sapheacha Aun Pornmoniroth, Deputy Prime Minister, Minister of Economy and Finance,  
At the Opening Ceremony of the “World Cashew Conference 2024”, Sokha Siem Reap Resort  
& Convention Center, 1 February 2024**

Today, I have the great honour and pleasure of receiving the highest privilege from Samdech Moha Borvor Thipadei HUN MANET, Prime Minister of the Kingdom of Cambodia, to preside over the Opening Ceremony of the World Cashew Conference, 2024. Taking this opportunity, on behalf of Hon. Samdech Thipadei Prime Minister and my behalf, I would like to express my appreciation to the Ministry of Commerce, Cambodian Cashew Federation, Eventell Global Advisory Private Limited, relevant ministries-institutions, and all stakeholders for co-organizing this special event. I would like to warmly welcome and thank Excellencies, Ladies and Gentlemen, all National and International Guests for taking valuable time to attend this important conference.

The World Cashew Conference 2024 is a significant event, bringing together domestic and foreign stakeholders in the cashew sector and creating valuable opportunities for discussion and exchange of information, knowledge, and experiences, as well as opportunities for business matching between businesses participating in this conference. In addition, this conference will also help the public and businesses in Cambodia regions, and the world, to understand deeply the potential and opportunities of cashews in the Kingdom of Cambodia. This conference aims to

attract investors to invest in production and especially the processing of cashews, to increase the value added to the cashew production chain to serve the local, regional, and global markets, create jobs, and improve people's living standards, as well as enhance competitiveness and promote sustainable, inclusive, and resilient national economic growth.

After Cambodia achieved full peace across the country in 1998, through the WinWin Policy of Samdech Akka Moha Sena Padei Techo HUN SEN, former Prime Minister of the Kingdom of Cambodia, the whole agricultural sector has been making a significant contribution to Cambodia's socio-economic development, particularly, by reducing poverty, raising people's income, and ensuring food security. Cambodia's agricultural sector has grown remarkably and transformed from traditional and subsistent agriculture to modern and diversified agriculture, that meets domestic demand and produces many exporting products, including rice, cassava, cashew, banana, mango, longan, etc. At the same time, many agricultural products that used to be imported are now being supplied from local sources. Over the last two decades, the agricultural sector has been making a significant contribution to Cambodia's economic development. Agriculture has played a key role in helping Cambodia achieve a high annual growth rate of about

7% on average before the arrival of the COVID-19 crisis. On top of that, we also saw more clearly the importance of this sector during the COVID-19 crisis in Cambodia over the past three years, when this sector provided employment, income, and food security for Cambodian people affected by this global crisis.

As a part of the agricultural sector, Cashew is a crop with significant potential for Cambodia in the areas of cultivation, processing, and export, as highlighted in a report by Her Excellency Cham Nimul, Minister of Commerce. From 2018 to 2023, cultivated areas for cashews in Cambodia increased by about 132%, with yields and exports also increasing steadily, making cashews an important agricultural product in Cambodia. This has enabled Cambodia to rank third in the world in cashew production, according to the Food and Agriculture Organization of the United Nations (FAO). Cambodia has great potential in terms of both cultivating capacity and land area for this crop.

There is a great potential and opportunity to increase the value-added of cashews when the domestic processing capacity for cashews is still limited and the export of unprocessed cashews results in significant losses in value added. As such, the Royal Government of Cambodia (RGC) in previous mandates under the wise leadership of Samdech Akka Moha Sena Padei Techo HUN SEN, former Prime Minister of the Kingdom of Cambodia, had a strong will and clear vision to turn Cambodia into the largest exporter of cashews in the world. In this direction, the RGC prepared and launched the “National Cashew Policy 2022- 2027”. As pointed out by Her Excellency Cham Nimul, Minister of Commerce, this policy envisions the development of cashew production, processing, and the promotion of the export of processed cashews to increase value-added products, create jobs, and promote economic diversification. It also aims to transform Cambodia into a producer and supplier of cashews to local, regional, and global markets, through the free trade agreements that Cambodia has signed with other countries, within both bilateral and multilateral frameworks, for the export of goods by multinational companies in Cambodia to major markets everywhere.

In addition to this policy, the RGC has also promulgated the Law on Investment of the Kingdom of Cambodia and the Sub-Decree on the Implementation of this Law to strengthen an open legal framework, increase competitiveness, promote diversification, and transform Cambodia into an investment destination in the region. In this regard, investment in agriculture, agro-industry, agricultural products processing industries, and food processing industries, that serve domestic markets

or export, will receive many incentives in terms of tax incentives and other trade facilitation.

The RGC of the Seventh Legislature of the National Assembly, under the energetic and wise leadership of Samdech Moha Borvor Thipadei HUN MANET, Prime Minister of the Kingdom of Cambodia, an outstanding, capable, knowledgeable, and energetic young leader, will continue to focus on prioritizing and promoting the development of the cashew sector and the whole agriculture sector to achieve the vision above. In this regard, the RGC of the Seventh Legislature of the National Assembly has adopted the Pentagonal Strategy - Phase 1 for growth, employment, equity, efficiency, and sustainability, with five key priorities, namely People, Roads, Water, Electricity and Technology, and specific strategic objectives. In that, Side 1 of Pentagon 2 “Economic Diversification and Competitiveness Enhancement” will focus on the development of key sectors and new sources of economic growth, through expansion and diversification of the economic growth base, increase in value added in existing key sectors and development of new sources of growth, which are indispensable factors for enhancing potential growth and strengthening resilience. At the same time, the RGC has also set out Priority Policy Programs for implementation from 2023, related to the agricultural sector, namely: Program 5. “Introduction of coordination mechanisms and financing programs aimed at boosting production, marketability and price stability for key agricultural products”; and Program 6. “Deployment of Agricultural Technical Officials to all Communes/Sangkats with Agricultural Activities across the Country and Establishment of Rural Farmer Communities”. With remarkable progress, these Priority Policy programs will contribute to the development of the entire agricultural sector as well as the development of the cashew sector.

Seeing the potential of cashew products, Samdech Thipadei Prime Minister instructed the Committee on Economic and Financial Policy (CEFP) to direct, prepare, and design necessary measures to promote the processing and export of cashew products, including: (1) Strengthening and expanding the export of cashew nuts, starting from semi-products, i.e., focusing on the export of dried cashew nuts, and in the next step continuing to strengthen and expand the processing of cashew nuts in a quantity that can be financed; (2) Continuing to strengthen the branding and marketing of Cambodian cashew products; (3) Promoting the preparation and establishment of cashew farmer communities; and (4) Assessing the feasibility of increasing working capital for the procurement of cashew nuts for processing and increasing capital investment in infrastructure for the storage and processing of cashew nuts.



In addition, at the 19th Government-Private Sector Forum in November 2023, Samdech Thipadei Prime Minister also introduced a package of sharp measures to assess and address challenges and concerns of the private sector and businesses. The measures directly related to the agricultural and cashew sectors include: (1) Continuing to provide tax incentives for an additional two years under Prakas No. 252 MEF.Prk dated 11 March 2019 on the tax incentives for agricultural enterprises, local suppliers or exporters of unhusked rice, rice, corn, bean, pepper, cassava, cashew nut, and rubber; and (2) Continuing to provide an exemption from prepayment of tax on profit for enterprises that cultivate, produce, locally supply or export agricultural products, including cashew nuts, for two years, namely 2024 and 2025. At the same time, the RGC has introduced other measures that are indirectly related to the agricultural sector, including: providing trade facilitation, tax incentives, the possibility of lowering electricity prices to industrial and agricultural customers, transport facilitation, and many other supports.

Furthermore, seeing the financial need for the development of the cashew sector, the RGC has also set out measures to provide financing for the sector through the Agriculture and Rural Development Bank (ARDB) with a loan of approximately USD 35 million to support the cashew production chain and reserve capital of about USD 30 million for the harvest season in 2024. At the same time, the Small and Medium Enterprise Bank of Cambodia (SME Bank) has also reserved capital to provide loans to investors who wish to set up factories or processing facilities for cashew nuts for domestic supply and export.

**In this special opportunity, to contribute to the promotion of Cambodia's cashew sector, as well as to address challenges to further promote the development of this sector, I would like to share some recommendations as follows:**

1. The Ministry of Commerce shall guide and coordinate the implementation of measures set out to promote the processing and export of Cambodia's cashews to international markets through existing mechanisms, namely the "InterMinisterial Committee in charge of monitoring and evaluating the implementation of the National Cashew Policy 2022-2027";
2. Ministries-institutions and the private sector, as well as relevant partners, must continue to collaborate closely and participate fully, in a responsible manner, to ensure effective implementation of the "National Cashew Policy 2022-2027" to achieve expected results;

3. The Ministry of Commerce and stakeholders should continue to organize and attend business events and business matching meetings frequently;
4. Investors, both domestic and foreign, should examine the feasibility of investing in the cashew sector in Cambodia, especially the processing that the RGC has been focusing on;
5. Stakeholders in the cashew sector should continue to cooperate, share comprehensive information, and unite as one to promote the development of the cashew sector in Cambodia;
6. The private sector and development partners must support and cooperate closely with the RGC to jointly promote the reputation and prestige of Cambodia's cashews on the international stage; and
7. I would like to ask all national and international guests, attending the Cashew Conference on this occasion, to help spread the word about the potential of Cambodia's cashews.

Before concluding, I would like to reiterate Cambodia's potential for investment, both in the cashew sector and the agriculture sector as a whole, based on the solid foundation of peace, political stability, macroeconomic stability, favorable geographic location, abundant human capital, commitment to continuing to develop infrastructure and improve business and investment climate, and wide and diversified markets.

In this regard, I would like to encourage national and international businesses, investors, and cashew processors to jointly enhance the cashew value chain by focusing on Cambodia for processing and export.

Finally, I wish Excellencies, Ladies and Gentlemen, all National and International Guests good health, happiness in your families, success in all your endeavors, comfort, and good memories during your stay in the famous Angkor landmark of the Kingdom of Cambodia.

On behalf of Samdech Moha Borvor Thipadei HUN MANET, Prime Minister of the Kingdom of Cambodia, I would like to announce the opening of the "World Cashew Conference 2024" from now on.

Thank You!



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- The sorting chamber is waterproof, dust-proof, and oil-resistant, guaranteeing the sorting effect

#### Cashew Sorting Solutions



Whole(Accept)



Whole(Reject)



Split(Accept)



Split(Reject)



RCN(Accept)



RCN(Reject)



Broken(Accept)



Broken(Reject)



Testa



Shell



Scorched



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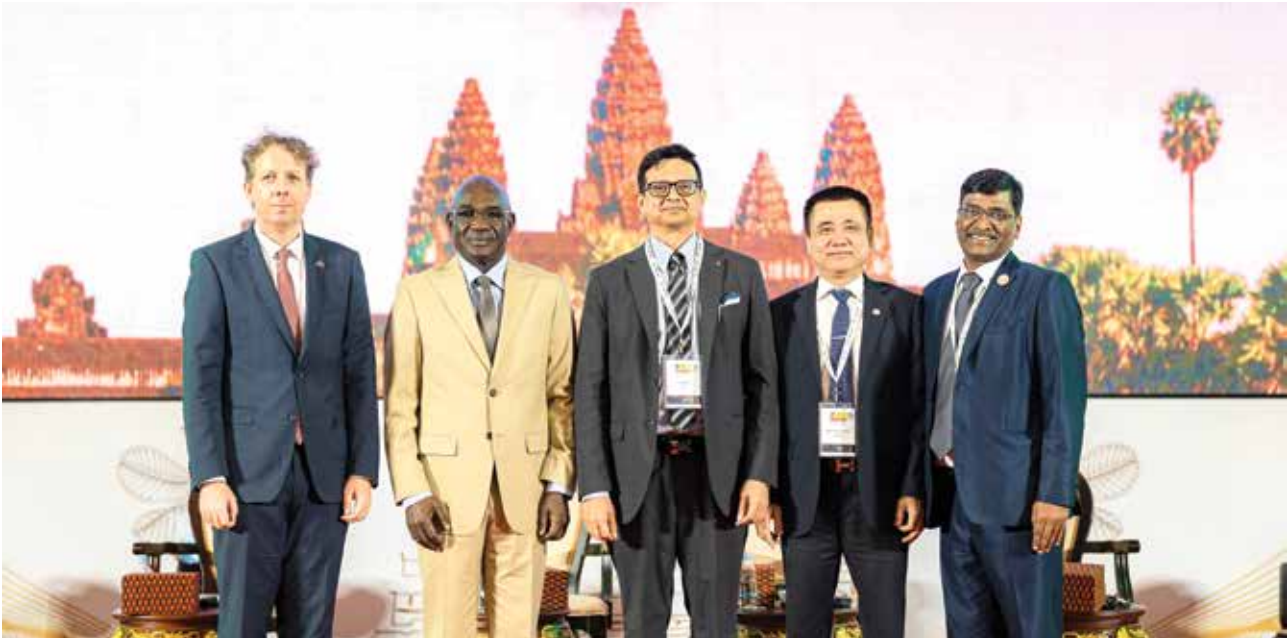
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# Special address



**Mr Igor Driesmans, Ambassador of the European Union to the Kingdom of Cambodia, Dr Adama Coulibaly Director General, Cotton & Cashewnut Council of Cote d'Ivoire, Mr Suraj Rao, ETG, Mr Bach Khanh Nhut, Vinacas Standing Deputy President, and Mr Srivatsava Ganapathy, WCC Committee & Director of Eventell Global Advisory Pvt Ltd**



**Mr Igor Driesmans**  
Ambassador of the European  
Union to the Kingdom of Cambodia

Cashew nuts are crucial export commodities, supporting employment and livelihoods in countries like India, Vietnam, Ivory Coast, Cambodia, Nigeria, and Tanzania. They are utilized in various industries such as fruits, snacks, and cosmetics, enhancing their significance in the global market.

The importance of this conference lies in its role in fostering dialogue among producers, processors, and consumers regarding sustainable production and processing practices. As markets evolve towards greener and healthier products, such as in the case of the EU, which is a major consumer after India and nearly on par with the United States, there is a growing demand for high-quality cashew products. Meeting the stringent quality standards of the EU opens up access to a premium market known for its willingness to pay premium prices.

Cambodia benefits from preferential trade schemes, enabling quota-free and duty-free export of cashew nuts. The EU, along with its member states, is committed to supporting the cashew sector comprehensively, from harvesting to exports. This includes partnerships with relevant ministries and the private sector to accelerate

transformation and exploit business opportunities. Efforts are made to enhance value addition and agro-processing in Cambodia through educational initiatives and technology transfer. European investors, known for their high standards in food safety, traceability, and sustainability, contribute to elevating Cambodia's position in the cashew industry.

Sustainability is emphasized, particularly regarding climate-resilient agriculture, to protect natural resources and ensure marketability. Despite challenges such as climate change and market dynamics, the cashew industry anticipates continued growth due to increasing global demand for healthy snacks and plant-based protein sources.

The World Cashew Conference in Cambodia signifies the country's emergence as a major producer, with significant potential for Agro-processing and value addition. Government policies envision a future where Cambodia's cashew firms flourish domestically and on the global stage, contributing to export diversification and prosperity through green job creation.

Investments in value addition and Agro-processing are vital for sustainable growth without further expansion of cultivation areas at the risk of deforestation. Each cultivated cashew represents Cambodia's resilience, innovation, and environmental stewardship, contributing to the country's success story on the global stage.



**Dr. Adama Coulibaly**  
Director General, Cotton & Cashewnut  
Council of Cote d'Ivoire

On behalf of the strong Ivorian delegation of over 30 members, I'd like to say hello to everyone present here. This is a clear indication that this conference is of interest to us and to Cote d'Ivoire in more ways than one. That's why I'd like to salute the organizing committee, the Cambodian authorities, who have made it possible to hold this conference here, which at the same time enables us to discover this magnificent country. The country is not only magnificent in terms of population, but also in terms of cashew land, and when you talk about cashew land, Côte d'Ivoire feels concerned.

That's why we're delighted to be here, and I'd like to reiterate our gratitude to the organizing committee and all the experts who support the cashew industry worldwide.

As I said earlier, Côte d'Ivoire is the land of cashew nuts, and the world's leading producer of raw nuts. In 2023, we produced more than 1.2 million tons of Raw cashew nuts, and we aim to move further up the value chain in this sector, which is extremely important for Côte d'Ivoire, and highly strategic in terms of its contribution to the national economy, and above all in terms of its contribution to the fight against poverty in rural areas.

As you know, Côte d'Ivoire has the advantage of being the world's leading cocoa producer. Cocoa grows in the southern part of the country, while the northern part has no speculative crop equivalent to cocoa to generate income in rural areas to combat poverty. Cashew compensates for this deficit thanks to reforms initiated by the Ivory Coast government, so that today, all regions are on an equal footing in terms of agricultural production and, above all, cash crops. Thanks to cashew nuts, the central and northern regions are developing in much the same way as the southern regions, which benefit from cocoa.

That's why cashew nuts are extremely important for Côte d'Ivoire, and we're working with all our technical and financial partners to achieve sustainable production. I'd like to pick up on His Excellency the Ambassador's speech to say that cashew nuts are indeed a crop that thrives in savannah areas. Cashew nuts therefore contribute to the reforestation of these areas, and I'd like to remind you that cashew nuts were introduced

into Côte d'Ivoire in the 1960s for ecological reasons, to stabilize the northern regions, to reforest them and combat desertification, which had already been identified by the authorities as a threat to Côte d'Ivoire. It was in the 1990s that we began to realize the economic value of cashew trees. So, we've shifted a little from ecology to economics, but the primary vocation of this crop remains valid. Today it contributes effectively to reforestation in the central and northern parts of the country while generating income for producers.

Today, we're aware that we need to go further by putting the cashew tree to work in its primary role, which is what brought it to Côte d'Ivoire in the first place - ecology - and we're working on this with all our technical and financial partners, including the European Union. I'd like to thank His Excellency and ask him to pass on to Brussels (EU headquarters) that we are working very hard, and that we have the support of the European Union for the cashew nut sector in West Africa, not just in Côte d'Ivoire but in 5 West African countries. So, this is an opportunity for us to thank them through this conference.

We still need to move further up the cashew nut value chain. We produced 1.2 million tons in 2023 and processed 264,000 tons. That's real progress, but it's not enough for us. If I may remind you of the progress we've made in processing, in 2019 we started with 57,000 Tons, 2020: 103,000 Tons, 2021: 136,000

Tons, 2022: 204,000 Tons and 2023: 264,000 Tons. This is progress recognized by the cashew community, but for us, it's not enough, and this is an opportunity for us to call on all investors who want to bring quality products to their consumers, to their customers, that producing countries, in particular Côte d'Ivoire, offers them enormous opportunities and definite advantages in terms of product traceability, product freshness and everything that can accompany this production- everything that can reassure consumers.

On behalf of all the players in the Ivorian cashew industry, I would like to renew my thanks and say that we are very happy to be here and that we are in a dynamic process of working together with all countries with cashew economies. This is an opportunity for us to launch an appeal to all countries to tell them that we have here the Executive Secretary of the International Cashew Advisory Council (CICC) who is working to bring together all the synergies around the cashew sector worldwide so that we can move forward together on the issues that concern us and that are widely shared by all cashew-producing and processing countries. We'll come back to this issue in more detail in the panel. I'd like to stop here and thank the organizing committee and congratulate them on the opportunity they offer all the players to meet every year and exchange views on the development and economics of the cashew industry. Thank you all.



**Mr Suraj Rao**

Global Head-Cocoa and Country Director-IVC, ETG

First and foremost, I extend my heartfelt congratulations to Eventell Global for orchestrating the annual World Cashew Convention for the past nine years. This event has undeniably played a pivotal role in uniting the global cashew fraternity and fostering discussions on matters of collective significance. The commendable efforts of the organizers, sponsors, and participants have truly made this convention a remarkable success.

As we gather in this hall, which undoubtedly represents a significant portion, if not the entirety, of the cashew world, I am confident that the foremost concern on the minds of senior and experienced players is how to rejuvenate and restore the glory of cashew businesses. The past two-plus years have proven to be incredibly challenging for the industry, especially in the aftermath of the setbacks faced in 2018.

For any industry to endure, prosper, and flourish, certain fundamental aspects must be firmly in place. One such crucial aspect is relevance. The landscape

of consumers and markets is dynamic and constantly evolving. Industries must adapt to this ever-changing environment to remain a relevant force in the market.

In my view, key areas for consideration in the cashew business include operational excellence, sustainability, and marketing. While each of you undoubtedly possesses mastery in these domains, the current circumstances necessitate a fresh approach that aligns with the prevailing atmosphere and market dynamics.

It is essential to recognize that, in our pursuit of growth, we often prioritize investing in human and working capital, sometimes overlooking the significance of risk capital. Additionally, amidst the ongoing global

consolidation, there is a need for a strategic shift in our operational strategies.

I am optimistic that the discussions over the next two days will delve into each of these aspects with thorough analysis and insight. I extend my best wishes to each one of you for a fruitful and engaging conference. May this event bring about innovative solutions and strategies that will contribute to the sustained success of the cashew industry.

Thank you, and I look forward to the enlightening sessions ahead.

*Note:* This special address was delivered by Mr Suraj Rao, on behalf of Mr Vasudev Barkur.



**Mr Bach Khanh Nhut**  
Vinacas Standing Deputy President

Today, I am very honoured to visit a beautiful Country of Temples and pagodas; and attend the international conference of the cashew industry held firstly by Cashew Information.com in Cambodia - an important event, marking the outstanding development and strong integration of the Cambodian cashew industry with the global cashew industry. On behalf of the Vietnam Cashew Association (VINACAS), the President of VINACAS - Mr Pham Van Cong, and the delegation of VINACAS,

I would like to express my greatest thanks and a warm welcome to leaders of Cashew Info and Cambodia Cashew Federation, Organizer, and all participants and wish all of you good health and success.

Dear, Ladies and Gentlemen!

In response to the Organizer's request, I am pleased to present a recent situation in the Vietnam cashew industry.

As you know, in 2023, the Vietnam cashew industry set a new record with the export of over 645,300 tons of cashew kernels and the import of nearly 2.9 million tons of raw cashew nuts; Of which, nearly 960,000 tons from Cote d'Ivoire and over 620,000 tons from Cambodia. Those show the strong development of the cashew processing industry of Vietnam, and the strong development in cashew production in Cote d'Ivoire, Cambodia, and other countries.

Behind such good growth, there are significant concerns: The situation of competing to buy raw cashew nuts and sell cashew kernels processors made the price of cashew kernels decline sharply, out of balance with the price of raw cashew nuts, causing the inefficiency of processors is not high, and they even suffer more losses. This will lead to the closure of businesses and even the bankruptcy of many factories. On the other hand, the protectionism of some countries in regulating the minimum raw cashew selling price and many fees cause the fact that raw cashew prices at some times and in some places lose their market characteristics; it does not only affect the cashew supply chain but also causes the authorities of these countries to spend significantly efforts, money and time on preventing

the sale of raw cashew nuts across the borders of neighboring countries.

We hope that the governments of other countries will let the market adjust the price of raw cashew nuts; especially when the cashew area and output in such countries have been increasing. For the raw cashew nuts, recently, many shipments contained high pesticide residues and humidity affecting the quality of processed cashew kernels. It is highly recommended that cashew farmers and raw cashew businesses in other countries must comply with processes and regulations on the care, harvesting, and preservation of raw cashews to remedy such issues.

In recent times, there have been some comments about some Vietnamese cashew kernel batches with live insects. VINACAS coordinated with functional authorities to find out the causes and provided timely recommendations and instructions for businesses to handle. Both VINACAS and businesses consider the quality assurance of cashew kernels as a particularly important issue to maintain the brand and reputation of Vietnamese cashew kernel products for the sustainable development of Vietnam's cashew industry.

2023 also marked major changes in the Vietnam

cashew industry with many businesses researching and investing to process value-added products serving the diverse demand of "end consumers". This is the strategic direction of VINACAS and the Vietnam Cashew industry to develop stronger and play a more important role in the global cashew value chain.

The forum of this Conference, on behalf of VINACAS, I would like to express my sincere thanks to the Cashew Industry Associations of countries; international organizations; colleagues, and partners.... for your support, companionship, and cooperation with VINACAS and Vietnamese businesses. I hope that our cooperation will be closer and more diverse so that each country's cashew businesses and industry can develop strongly and sustainably.

Once again, I sincerely and respectfully thank the leaders of Cashew Information.com and Cambodia Cashew Federation for giving me a chance to speak here on behalf of VINACAS. We wish you all good health, happiness, and success.





# Why choose West African cashew?



## Supply Chain

Single origin, traceable, organically produced

## Logistics

Reduced logistic cost, reduced carbon footprint

## International Certifications

HACCP, BRC, Kosher, ACA

## Sufficient Supply

1.6 million MT of raw cashew nut per annum

## Social Impact

Major contribution to job creation for women and to national GDP





## Special session: Role of Development Partners in Building a Competitive and Sustainable Cashew Value Chain



**Moderator: Mr Srivatsava Ganapathy**, Cashewinformation.com,  
**Panellists: Ms Julie Ludvigen**, ETG World, **Ms Beate Weiskopf**, GIZ-Move, **Ms Sabine Joukes**,  
USAID Morodok Baitong, **Mr Ernest Mintah**, African Cashew Alliance,  
**Mr Nimish Jhaveri**, Feed the Future Cambodia Harvest III



**Mr Srivatsava Ganapathy**  
Cashewinformation.com

Good evening to all of you.  
It's a very illustrious panel. The session today aims to shed light on the significant investments made by development partners in the cashew sector, totaling an estimated 50 to 60 million dollars annually. These partners have undertaken commendable work in this challenging sector, but oftentimes, the full extent of their

activities, methodologies, and impacts remains unclear across short, medium, and long-term perspectives.

Another crucial aspect of this work is the growing coordination between development partners, fostering extensive interaction not only among themselves but also with the private sector. This collaborative approach has facilitated substantial cross-learning, collaboration, and remarkable engagement with governments, particularly evident over the past 10 to 12 years in Africa, notably in West Africa.

Hence, the rationale behind assembling this panel is to gather relevant experts from both Africa and Asia to delve into these topics. Moreover, holding this conference in Cambodia provides an opportunity to leverage insights from local partners, comprehending their collaborative efforts with the private sector and government. The session is designed to be highly interactive, featuring brief presentations from each expert on their work and its impacts, followed by discussions and potentially a Q&A session.

This session aims to foster comprehensive understanding and fruitful dialogue among participants, paving the way for enhanced collaboration and impactful interventions in the cashew sector.



**Ms Julie Ludvigen**  
ETG World

**Cashew Sustainability Challenges Côte d'Ivoire Snapshot**



**Solving Cashew Sustainability Problems**



ETG Cashew Projects Programs and Certification



Beyond Beans | Rainforest Alliance Partnership

**Beyond Beans: ETG's sustainability programme in cocoa & cashew**  
 The world's first Rainforest Alliance Standard for sustainable cashew

Strong upcountry presence with offices in Benin, Cameroon, Côte d'Ivoire, Ghana, Mozambique, Nigeria, and Togo, with projects focusing on:

- Farmer Income
- Communities
- Environment
- Partnerships

The Rainforest Alliance logo features a frog and the text "RAINFORREST ALLIANCE FOREST ALLIES". Below the map, small icons represent Côte d'Ivoire, Benin, and Mozambique.

Cashew Sustainability – Ambitions

- Preparing for EU regulation on high-risk commodities (cocoa, coffee, soybean, and cashew) requiring proof of zero deforestation.
- Measuring carbon footprints across all three scopes, covering direct and indirect emissions
- Developing carbon in-setting solutions within cashew supply chains

The background of this section features three circular images: a person holding a smartphone, a person standing in a field, and a green seedling growing out of dark soil.



# WELWILLING

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## Largest Processing Plant in Cambodia

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1



Cashew Acquisition

ទទួលទិញគ្រាប់ស្វាយចន្ទី

2



Trading of Raw Cashew Nuts

ទិញលក់ចន្ទីបកសំបកហើយ

3



Domestic and International Business

នាំចេញនាំចូលក្នុងនិងក្រៅស្រុក

4



Full Range Cashew Products

ផលិតផលស្វាយចន្ទីគ្រប់មុខ

5



Flavored Cashews

គ្រាប់ស្វាយចន្ទីផ្សំគ្រឿង

6



OEM Production

រើសតំណាងចែកចាយ



WELWILLING WEB



WELWILLING FACEBOOK



**Ms Beate Weiskopf**  
GIZ-Move

**MOVE – a regional multi-actor programme**

- **Commissioned by:** BMZ
- **Co-funded by:** EU, OACPS, BMGF
- **Duration:** 2009 – 2027 (ComCashew 2009 – 2021)
- **MOVE (as "merger")** 2022-2027
- **Budget current phase:** 65.61 mio EUR; For Cashew: 57,5 Mio (of which 20 Mio EUR co-funding from EU OACPS)
- **Scope:** 79 ACP Countries

**Anchor and knowledge hub for other Cashew-related activities by other donors and development programmes.**

**GIZ/MOVE-ComCashew Program Outcomes**

**Outcome 1:** Skills for agribusiness/Scaling – e-learning and blended learning approaches accessible to all OACPS members

**Outcome 2:** Competitive Matching Fund (MGF) – innovative concepts that promote resilient agricultural value chains in OACPS Member States through 85 significant and cost-effective consortium projects involving private and public actors along the chains valuable

**Outcome 3:** South – South exchange – sharing of knowledge and learning to maximize impacts and help institutionalize approaches

MOVE-ComCashew and the Agri-Business Facility (ABF) implement this Joint Action.

**Phase 1 2009-2012 African Cashew initiative (ACi)**

- **Direct interventions** to improve farmers' yields.
- **Areas of Focus:** production; processing; supply chain linkages and initial sector organization.
- **Instruments used:** Direct farmer trainings; Technical Assistance baseline studies to inform decision making;
- **Development of business cases and TA** for processing (focussing on small processors)
- First **Public-Private Partnership** projects

**Phase 2 and 3 2013 -2020 Competitive Cashew initiative (ComCashew)**

- **Matching Fund Projects:** jointly defined, co-funded and jointly implement development projects (private and public actors).
- **Private-public dialogues** led by national governments
- Master Training Program to produce expert/ resource pool among sector institutions.
- Support of subject specialists/ experts to sector actors.
- Focussing on new **Processing Industry and Value Addition.**
- Cooperation with **new Development Partners and in more countries**

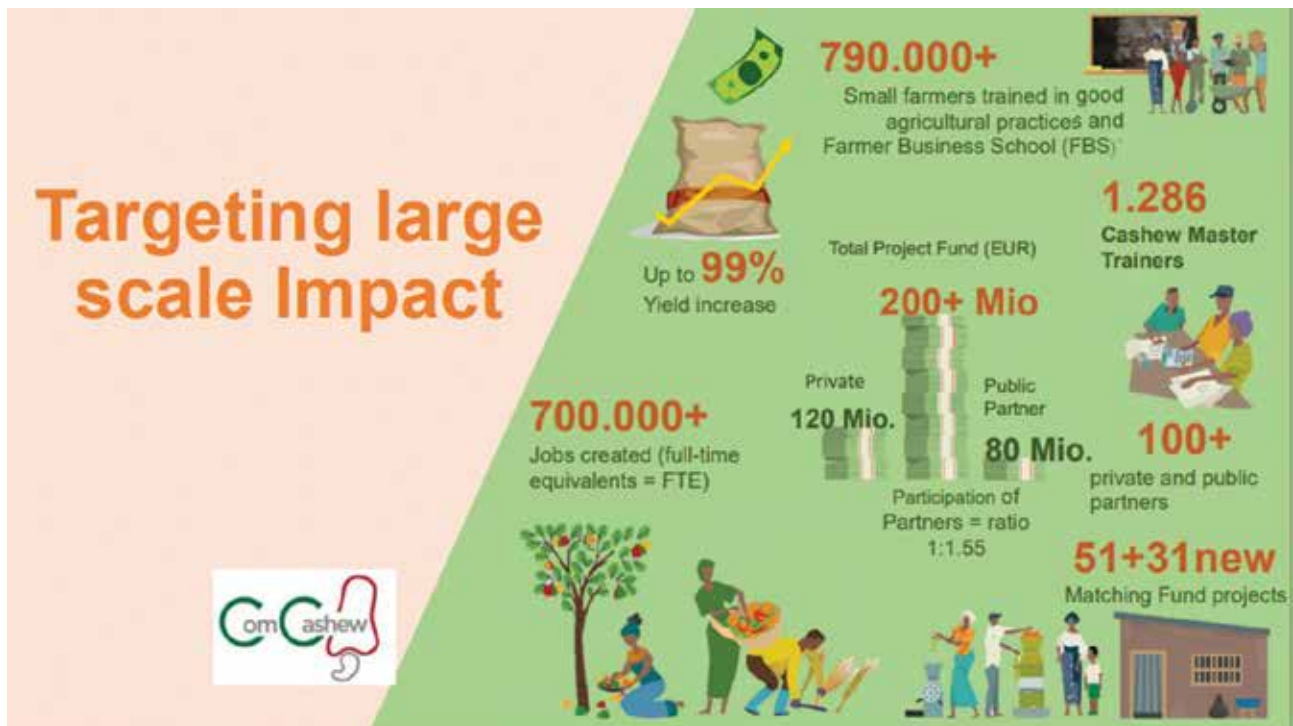
**MOVE-ComCashew (2022-2027)**

- **South-south cooperation and learning exchanges.**
- MFP extended to **all African, Caribbean and Pacific Cashew producing countries**
- **Multi-stakeholder partnerships** in project implementation. Master Training Programs extended through **trained national organizations and matching fund partners.**
- Strengthening research.
- New Donors.
- Strengthened **inclusive Policy/ Strategy Development (women, youth).**
- Facilitation **Access to Funding.**

Increase in implementing partners and countries, donors, dialogues, capacities, scale, impacts and learnings

Direct implementation

Facilitation in complex environments



### Lessons learnt

Identifying appropriate internal leadership and expertise, building a diverse donor coalition with joint vision and strategies, and selecting strong operational partners. • Set up of formalized high-level core steering structure to exchange regularly and contribute to high-level decision-making. • Strong donor coordination and willingness to learn from each other is essential for efficient implementation, to prevent double funding, replication of activities along the chain, and overconcentration on one aspect of the chain • Flexibility and room for modification of project focus and implementation approach to meet actual needs • Creating a new type of multi-stakeholder partnership based on empowerment of actors, consensus and joint action and Effective Communication to suit specific audiences'/stakeholders concerns and interest.

### Going forward...

**Concentrate on strengthening cashew processing and development of new products to increase economic benefits and value added**

Market diversification: exploring and expanding market opportunities in both traditional and emerging markets

**Strengthen responsiveness on sustainability requirements for European and other markets: Climate change, deforestation, Human Rights Due Diligence**

**Facilitate inclusive policy making processes (private sector, civil society, women & Youth)**

Strengthen sector institutions and capacities

**strengthen business linkages and access to funding**



**Ms Sabine Joukes**  
USAID Morodok Baitong

Good afternoon, everybody. I am representing USAID Morodok Baitong and our focus is, together with everybody here, really on increasing the productivity, the yield and the quality of the cashew nuts.

At Morodok Baitong, we have a very specific added value. Our project also wants to make sure that while we are increasing yields and helping the livelihoods of our farmers, we protect the biodiversity of the forests here in Cambodia. We know that there are also upcoming EU regulations, we talked about that earlier today, and we will also be requesting more traceability for these cashew nuts, making sure that when we export our cashews, we can confirm that they are deforestation-free cashews.

We are lucky that we are already partnering with some private sector partners, like OLAM, who are here today, to make sure that we, together with the private sector, are making partnerships to make these deforestation-free cashews a reality.

So, the question is, how do we do that? So, we work with communities that are living close to those protected areas. They have their plots, they grow their cashews, and to give them an incentive for them to make sure that they keep on protecting the forest that they are so close to, we have a three-level approach. First of all, we're giving them incentives. So, we've heard again, over and over today, there's a lot of sales of raw nuts. Raw nuts come at a very cheap price, a very low income for our farmers.

So, by grouping them and allowing them to purchase shelling machines and do the drying, we're increasing the value that they will be receiving. They will also be grouped, so they will be stronger as a group. And when they are getting these incentives, together with training that can also increase the quality of the product and increase the yield, they are signing on the other side an agreement that they will be protecting the forest, that they are not going to go into the forest to hunt, that they will not be clearing land to plant more cashews, for example.

How do we monitor that? Because, of course, people can sign an agreement and we can all shake hands over

it, but how do we make sure that, in reality, these forests are indeed protected? So, we are working together with the farmers, we use applications, we measure the plots of land that they are currently using, and over time we monitor that. And there are community structures put in place, where this monitoring is being shared within the community, and where people are supported to make sure that these agreements are upheld.

So, this is the first project, it's a pilot we have just started, to make sure that we can bring the importance of the livelihoods of those farmers and those communities living close to these indigenous and protected areas, that their livelihoods are protected, but that we also create and make sure that the biodiversity and the wonderful nature here in Cambodia can be preserved.

So, I hope that some of you will be interested in this because there's a global demand for this traceability, we can talk further about how we do this in practice, and you can go away with more tools and more knowledge on how to implement this in your areas where you work. Thank you. Thank you very much.



**Mr Ernest Mintah**  
African Cashew Alliance

<b>Number of Existing Development Projects</b>		
	<b>2013</b>	<b>2023</b>
<b>Regional Programs</b>	4	5
<b>Country Level</b>	15	12
<b>Total</b>	<b>19</b>	<b>17</b>

*Source: ACA, GIZ/ACi, Development Partner Websites*

<b>Budgets of Existing Development Projects (in US\$ 'million)</b>		
	<b>2013</b>	<b>2023</b>
<b>Regional Programs</b>	17.9	144.1
<b>Country Level</b>	41.2	45.5
<b>Total</b>	<b>59.1</b>	<b>189.6</b>

*Source: ACA, GIZ/ACi, Development Partner Websites*

**Key observations:**

- No significant changes in number and types of development projects
- However, change in donor profiles: 2013 (USAID, BMZ/GIZ, IRD, SNV, CTB) to 2023 (USDA, BMZ/GIZ-EU)
- Overall funding for regional development projects grew 8-fold
- Master Card Foundation expected in 2024 with



regional project in cashew

- Showing funding shift to regional projects
- perceived country disparity in share in the pie
- And apparent Lack of Support in Some target countries of regional programs

Drill down Country-level 2013 (Amts. in US\$ 'million)		
	2013	
Benin	31.4	GOPA-AFC/ProAgri & FAIA
Burkina Faso	1.2	
Cote d'Ivoire	1.5	
Mozambique	3.5	USAID/Agrifuturo
The Gambia	3.6	
<b>Total</b>	<b>41.2</b>	

Focus of Existing Development Projects (Amts. in US\$ 'million)		
	2013	2023
Production	19.8	23.0
Processing	-	26.0
Value chain	37.6	140.6
Trade/Investment	1.7	-
<b>Total</b>	<b>59.1</b>	<b>189.6</b>

*Source: ACA, GIZ/ACI, Development Partner Websites*

#### Key observations:

- Drill down of 2013 shows Benin with earlier development programs in cashew
- Situation in 2023 shows development funding dry-up for Benin. Opportunity for new donors?
- More funding for projects focusing on entire value chain
- While Processing specific development project existed by 2023

#### What is the expected role of the development sector in building a competitive and sustainable cashew value chain?

1. Facilitation of private and public interests in the value chain ("honest broker")
2. Risk mitigation for private engagements
3. Advocacy for policies as well as fair sustainable benefit sharing among actors
4. Aiding or catalyzing the sustainability agenda for the sector
5. Facilitation of research, studies, and think tanks to close the knowledge gap in the sector and
6. Promotion of human capacity development and exchange of knowledge between origin and end markets (especially on market intelligence and technology).

#### What has been the role of the development sector so far?

##### i. What has worked so well?

1. Promoting public-public engagements, especially in policy advocacy. eg: USDA/PROCashew, GIZ-EU/MOVE, and Tony Blair Foundation.
2. Use of Matching Fund instruments to leverage

private and public sector contributions for the development of the sector. eg: All work development projects.

3. Introduction of risk mitigation instruments to provide private engagement and enhance the financing landscapes. e.g. GIZ guarantee to BOA for new processing capital in Benin
4. Facilitation of research and planting material exchange among countries, especially in Africa. eg GIZ-EU/MOVE, USDA/PROCashew, USDA/TNS BeninCaju
5. Human capacity development for the sector through instruments such as the Master Training Program (MTP)

##### ii. What are the distorting elements?

1. High bureaucratic processes in partnership engagements with development cooperation
2. Diversity and non-collaboration of development actors. Reluctance to join forces and to
3. build on already existing experiences
4. Sometimes lack of involvement of stakeholders in project design
5. Some instruments of development actors support businesses with unclear market potentials, thereby delaying sector adjustments and
6. Shallow and Long learning curve observed for new development actors over the last five years (syndrome of "reinventing the wheel" or "going alone").

#### What is the way forward for a sustainable and competitive value chain? (Conclusion)

For the development sector to contribute to building a competitive and sustainable cashew value chain, the following must necessarily happen:

1. Cocreation or Broad consultation during formulation/ design of interventions.
2. Much stronger Partnership with public and private in implementing interventions were feasible, especially on policy
3. Transparency and accountability to governments and actors. eg through Boards or Steering committees (GIZ-EU/MOVE approach)
4. Joint monitoring with stakeholders. e.g. being part of the Development Partner Working Group (DPWG) of the CICC is a must and
5. The development approach must shift from Implementation to Facilitation/Partnership to leverage resources from private and public for the development of the sector.

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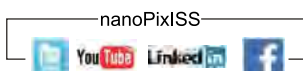
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**Mr Nimish Jhaveri**

Feed the Future Cambodia Harvest III

The Harvest program was initiated by the USA in Cambodia about 12 years ago, evolving through Harvest-1, Harvest-2, and Harvest-3. Approximately seven years ago, we began focusing on cashews as a key area of interest for our project. Initially, our focus was on understanding the challenges faced by farmers, including post-harvest handling and yields. We soon realised that farmers were performing reasonably well in terms of yields, but there were gaps in the processes between farmers and the market.

As a result, we shifted our focus to processors and the cashew markets. We have worked with around 25 processors in the country, covering approximately one-third of the area. One of our early initiatives involved providing processors with intensive coaching on understanding the international market. We observed that many processors lacked a good understanding of what it takes to succeed in the international market beyond having a quality cashew product.

We were fortunate to have consultants assist us in coaching processors over eight months. During this time, we tailored strategies for each processor based on their capacity and capability. This process led to valuable insights into what was needed to penetrate the international market effectively.

We realised that Cambodia had been selling raw cashews for a long time without adding value, making it challenging to enter the international market. Therefore, we began focusing on strategies to enable local processors to purchase the type of cashew they desired from suppliers, emphasizing quality, sustainable practices, and ethical sourcing.

Our attention also turned to the relationship between processors and suppliers, recognising the importance of long-term relationships and information sharing. The COVID-19 pandemic highlighted the significance of these relationships when international buyers were absent, and domestic processors relied on local suppliers.

In Harvest-3, we're working solely through partners, such as the Cambodia Cashew Federation (CCF). Our collaboration with CCF aims to enhance Cambodia's export capacity by reducing costs, enabling exports, attracting investment, and other key aspects.

We are also working directly with private sector companies to develop strategies for improving their ability to sell overseas. This includes addressing international market requirements such as traceability systems.

Looking ahead, there is significant potential for Cambodia in the cashew sector, both as a producer and seller of finished cashew products. However, smart production practices are essential to meet the projected increase in global demand for cashews.

Despite current challenges, we remain optimistic about the sector's future and its growth potential. Thank you.

# Special Session on Cambodia Cashew Sector



**Moderator: Mr Dipen Joshi**, Olam Food Ingredients

**Panellists: H.E SUON Sophal**, Deputy Secretary General of the Cambodian Investment Board,  
**H.E Var Roth San**, Secretary of State, Ministry of Commerce,  
**H.E. Chan Sopha**, Director General of Institute of Standard of Cambodia (ISC) (MISTI),  
**Dr. Seng Vang**, Department of Agricultural Land Resources Management (MAFF)



**Mr Dipen Joshi**  
Olam Food Ingredients

**Chair: Mr Dipen Joshi,**  
**Olam Food Ingredients**

Cambodia is the latest entrant into the RCN segment with a big bang of production and is giving tough competition to the world's top producer Cote d'Ivoire. The people who are responsible for this achievement are here to share their experience with us. As we all know Cambodian cashew nuts are the biggest nuts available in the world today.



**H.E SUON Sophal**  
Deputy Secretary General of the  
Cambodian Investment Board

Thank you all for this opportunity to speak. I would like to provide a brief overview of how Cambodia is actively attracting investment specialists in the cashew sector.

We've been diligently collaborating with private sectors and development partners to establish an inviting investment environment. Our open-door policy welcomes foreign companies to invest across all economic sectors. We aim to position Cambodia as a prime investment destination, offering peace of mind and guaranteeing the safety of investments.

Our approach towards the private sector is one of facilitation, incentivisation, and providing aftercare services to ensure their investment journey is smooth. Through various policies and initiatives, we strive to create a peaceful and profitable environment for investors.

At the Council for Development of Cambodia, where I serve, we act as the government for the private sector. Under the leadership of the Prime Minister as chairman, decisions made by relevant ministries are considered government decisions. Our goal is to provide a one-stop service for investors, streamlining the process from application to implementation.

I want to emphasize that the council is dedicated to assisting investors in Cambodia. If given more time or at the next opportunity, I'll deliver deeper into how we're supporting the cashew sector's investment endeavours. For now, I'll conclude here and look forward to further discussions. Thank you.

### Process of National Cashew Policy Preparation

1. December 18, 2018: A special volunteer group called "Cashew Core Group" was established, comprising: MoC and MAFF officials, CIRD, HECKS, CPSA, HAVEST II, and Grow Asia.
  - Studied value chain, and SWOT analysis on the cashew sector.
  - Strengthened associations and proposed to set up the Cambodia Cashew Federation.
  - Step by step, I studied on draft "Policy Recommendations for the Cambodian cashew Sector" drafted by expert, Mr. James Fitzpatrick, "Feed the Future Cambodia Harvest-II", Consultant.
  - Conducted some seminars to get recommendations from the private sector.
2. August 20, 2019: The Ministerial Committee for National Cashew Policy was set up.
3. January 20, 2020: Policy Recommendation for the Cambodia Cashew Sector was finally prepared by Mr James Fitzpatrick, "Feed the Future Cambodia Harvest II Consultant.



**H.E Var Roth San**  
Secretary of State, Ministry of Commerce

4. February 25, 2020: “Technical Group for Preparation of National Cashew Policy” was established, comprising: MoC and MAFF officials, HECKS, CIRD, HAVEST II, and CPSA.
5. December 2022: Based on the Policy Recommendation and inputs received from consultations, seminars, and meetings, the draft “National Cashew Policy 2022-2027” was finished for submission to the Council of Ministers.
6. January 13, 2023: The “National Cashew Policy 2022-2027” was adopted by the Council of Ministers.

### National Cashew Policy 2022-2027- Highlights

**A. Vision of the Policy:** The vision of the National Cashew Policy is to develop cashew production, processing and markets in inclusive competitiveness to ensure sustainability and economic diversification.

**B. Goals:** The National Cashew Policy aims to transform Cambodia into a major producer and supplier of cashew products for local, regional and global markets.

**C. Objectives:**

1. To improve the production and product outputs with competitive quality.
2. To promote industrialisation to increase the value-added of the cashew harvest and processing by 25% by 2027 and at least 50% by 2032 (in 2023 about 5%) and
3. To promote exports through market diversification, inter-sectoral export linkages, trade facilitation, production cost reductions, and market advantage.

#### D. Strategies:

**1. Production Strategy:** Focuses on improving productivity in the cashew sector, by carefully promoting the use of agricultural technological innovation, good agricultural practices, organic farming, a cultivation calendar based on market demand, cultivation zones, improving soil management and utility, strengthening the control and management of different varieties, and improving irrigation and agricultural mechanisation, along with postharvest technology.

**2. Processing strategy:** Encouraging and mobilising domestic and foreign investment, technical assistance and resources, to sustainably promote the development of Cambodia’s cashew sector and promote the cashew community to become a base for the supply of raw materials to serve and increase the agro-processing industry.

**3. Export strategy:** To expand agro-business in line with market demand, domestically and internationally, through cooperation between the RGC and the private sector aims to ensure and promote exports in both regional and global markets.

#### E. Activities Plan

To achieve the vision, objectives, goals and strategies of the Policy, the following activities are planned:

1. Establishment of supportive mechanisms
2. Establishment of a legal framework
3. Financial support
4. Human Resource Development
5. Infrastructure development
6. Project implementation including 15 activities for the development of production, 12 activities for processing, and 16 activities for cashew market and export.

#### F. Monitoring and Evaluation of National Cashew Policy

- Decision No. 47 on Inter-Ministerial Committee to Monitor and Evaluation Implementation of National Cashew Policy 2022-2027 was adopted on July 5, 2023
- No. 226 on the Cambodian Cashew Secretariat of Inter-Ministerial Committee to Monitor and Evaluation Implementation of National Cashew Policy 2022-2027 was adopted on July 21, 2023, and Moc is now in the process of updating the Prakas and Decision above.

## Some Special Characteristics of the Cashew M-23 variety

### Yield Capacity of Grafted M-23 Variety

No.	Age	Type of Soil	Yield/Ha (dry nut)
1	18 months (2 <sup>nd</sup> year)	1 <sup>st</sup> soil (such as in Chamkar Leu, red soil)	250-400 kg
		2 <sup>nd</sup> soil (moist sandy soil in dry season)	150-250 kg
		3 <sup>rd</sup> soil (not moist sandy soil in dry season)	100-200 kg
2	3 <sup>rd</sup> year	1 <sup>st</sup> soil (such as in Chamkar Leu, red soil)	800-1,200 kg
		2 <sup>nd</sup> soil ((moist sandy soil in dry season)	500-700 kg
		3 <sup>rd</sup> soil (not moist sandy soil in dry season)	250-400 kg
3	4 <sup>th</sup> year	1 <sup>st</sup> soil (such as in Chamkar Leu, red soil)	2,000-2,500 kg
		2 <sup>nd</sup> soil (moist sandy soil in dry season)	1,000-1,300 kg
		3 <sup>rd</sup> soil (not moist sandy soil in dry season)	600-800 kg
4	5 <sup>th</sup> year	1 <sup>st</sup> soil (such as in Chamkar Leu, red soil)	3,000-3,500 kg
		2 <sup>nd</sup> soil (wet sandy soil in dry season)	1,800-2,000 kg
		3 <sup>rd</sup> soil (not moist sandy soil in dry season)	1,000-1,300 kg

Notes: Factors of climate, variety, management, use of fertilizer and pesticide bring the changes of the cashew yield.

### Summary Table on the duration for the development of bud of shoots, flowers and fruits naturally

No.	Type of Soil	Required Duration
1.	From young bud of shoot to mature leave	45-55 days or up to 60 days.
2.	From flower dud to the fruit sets / a flower	25-30 days (10-15 days from flower bud to blossom flower and to fruits set 15-20 days).
3.	From young fruit to ripening/ a flower	35-45 days.
4.	Duration from flower buds to ripe fruits/ a flower	60-75 days or up to 85 days if the occurrence of unfavorable climate condition.
5.	Duration from flower bud to ripe fruits/a inflorescence	75-85 days (since an inflorescence starts blooming consecutively).
6.	Duration from flower bud to ripe fruits/a tree	85-90 days or more.
7.	Duration from flower bud to ripe fruits/ a lot or a farm	110-120 days (can be up to 4 months) due to the different time of flowering.

### Comparison of the time of flower creation and its special feature

N o.	Variety	Early or Late	Time of flowering	Flowering simultaneously/ consecutively	Duration of blossom flower per panicle	Observation
1.	M-1	Late	Dec. 15 to January	simultaneously	10-15 days	Not much damage if raining in dry season
2.	M-23	Early & Late	Nov. 15 to February	flowering 3 times consecutively	15-20 days	Rarely damage, if raining in dry season
3.	M-7	Late	Dec. 15 to January	simultaneously	10-15 days	Not much damage if raining in dry season
4.	M-10	Early	Nov. 15 to late of Dec.	simultaneously	15-20 days	Rarely damage, if raining in dry season
5.	SAN-1	Very Late	Jan. to Feb	Consecutively	10-15 days	Rarely damage, if raining in dry season
6.	H-09	Early	Nov. 20 to early Jan.	simultaneously	7-12 days	Easily damage if raining in dry season
7.	P-2	Early	Nov. 20 to early Jan.	simultaneously	7-10 days	Easily damage if raining in dry season
8.	IM-4	Late	Dec.15 to Feb.	Flowering 2 or 3 times consecutively	7-10 days	Rarely damage, if raining in dry season

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## Vietnam Import of RCN (2020-2023)

NO.	EXPORTED COUNTRIES	2020	2021	2022	2023
	<b>TOTAL (MT)</b>	<b>1,735,936</b>	<b>3,149,865</b>	<b>2,065,639</b>	<b>2,873,612.52</b>
1	Cote d'Ivoire (IVC)	654,255	852,209	566,358	956,626.34
2	Cambodia	204,840	1,108,443	669,293	617,970.78
3	Ghana	211,027	268,279	174,194	260,698.91
4	Nigeria	179,775	230,737	142,069	290,331.64
5	Tanzania	171,107	196,898	153,881	116,610.45
6	Indonesia	62,309	52,303	26,103	25,389.19
7	Guinea-Bissau	45,708	97,762	125,397	159,930.05
8	Burkina Faso	38,455	88,115	51,897	88,165.38
9	Guinea	37,720	78,802	58,539	126,224.99
10	Togo	32,982	39,507	32,126	81,317.27
11	Mozambique	12,648	26,739	18,165	41,851.41
12	Others	85,111	110,070	47,616	108,496.11

**Source:** VINACAS



**H.E. Chan Sopha**

Director General of Institute of Standard of Cambodia (ISC) (MISTI)

### **Cambodian Standard: CS 159:2015**

#### **Scope**

- Specify the requirements, packaging, hygiene, labelling, sampling and criteria for conformity assessment for Cashew kernels obtained by heating, shelling and peeling the true fruits of the cashew tree *Anacardium Occidentale* Linnaeus.
- May apply for; whole kernels with more than 7/8 of the kernel intact; broken kernels 1/8 or more of the original kernel.

**Class and Size**

Size Code	Maximum Number of Kernel/Kilogram	Maximum Number of Kernel/pound
W180	395	180
W210	465	210
W240	530	240
W280	620	280
W320	706	320
W400	880	400
W4450	990	450
W500	1100	500

**Minimum requirements**

- Free from damage affecting the appearance of the produce
- Clean, practically free from any visible foreign matter
- Free from living pests and damage caused by pest
- Free from mold filaments or any rancidity
- Free from abnormal external moisture and foreign smell and or taste.

**Moisture content**

- Cashew kernels shall have a moisture content not exceeding 5% (m/m)

**Packing**

- Must be packed in such a way to protect the

produce properly

- Must be packed in hermetically sealed containers
- Packaging material must be cleaned and of quality such as to avoid causing
- any external or internal damage to the produce.

**Labelling**

- The label of the products must follow the requirement of CS 001:2000

**Hygiene and safety conditions**

The production is required to follow standards as follows;

- Good manufacturing practice - GMP
- Hazard Analysis and Critical Control Point - HACCP
- General principles of food hygiene
- Code of hygiene practice for tree nuts



**Dr. Seng Vang**

Department of Agricultural Land Resources Management (MAFF)

**Introduction**

- The production is required to follow standards as follows; Cambodia has the potential to develop the cashew industry (Good reputation in the market for its quality, taste, size, seed and varieties, and traditional environmental farming practice)
- Improved traditional cashew variety (M-23) is more adaptive to climate change than others (>100 local varieties). It is grown over 70% of the total cashew planting area
- Cambodia exports about 90% of its raw cashew nuts to neighbouring market (Vietnam) while only about 10% is processed in the country
- Soils, climate, people (Farmers) and political and economic geography of Cambodia are
- favourable for cashew development
- The Royal Government of Cambodia has adopted the policy (2022-2027) to support the development of the cashew industry (Milestone: > 1 million t export volume).

**Major cashew production areas**

**Cambodia's climate conditions:** Humid to sub-humid tropical climate with alternate wet-dry conditions - Suitable for cashew

**Main provinces:**

Kampong Thom, Kratie, Ratanak Kiri, Stung Treng, Kampong Cham, Siem Reap, Preah Vihear, Oddar Meanchey, Mondul Kiri, Tbong Khmum, and Kampong Chhnang.

**Total production area:** About 473 thousand ha

Source: GDA/MAFF, 2023

No.	Province	Area (ha)
1	Kampong Thom	145,344
2	Kratie	73,536
3	Ratanak Kiri	64,374
4	Stung Treng	48,614
5	Kampong Cham	35,433
6	Siem Reap	22,991
7	Preah Vihear	20,010
8	Oddar Meanchey	18,500
9	Mondul Kiri	11,136
10	Tbong Khmum	7,925
11	Kampong Chhnang	6,456
12	Pursat	3,877
13	Battambang	3,832
14	Banteay Meanchey	3,589
15	Kampot	2,542
16	Svay Rieng	1,486
17	Pailin	1,281
	Other provinces	2,020
	<b>TOTAL</b>	<b>472,946</b>

**Cashew growing area determined by satellite technology**

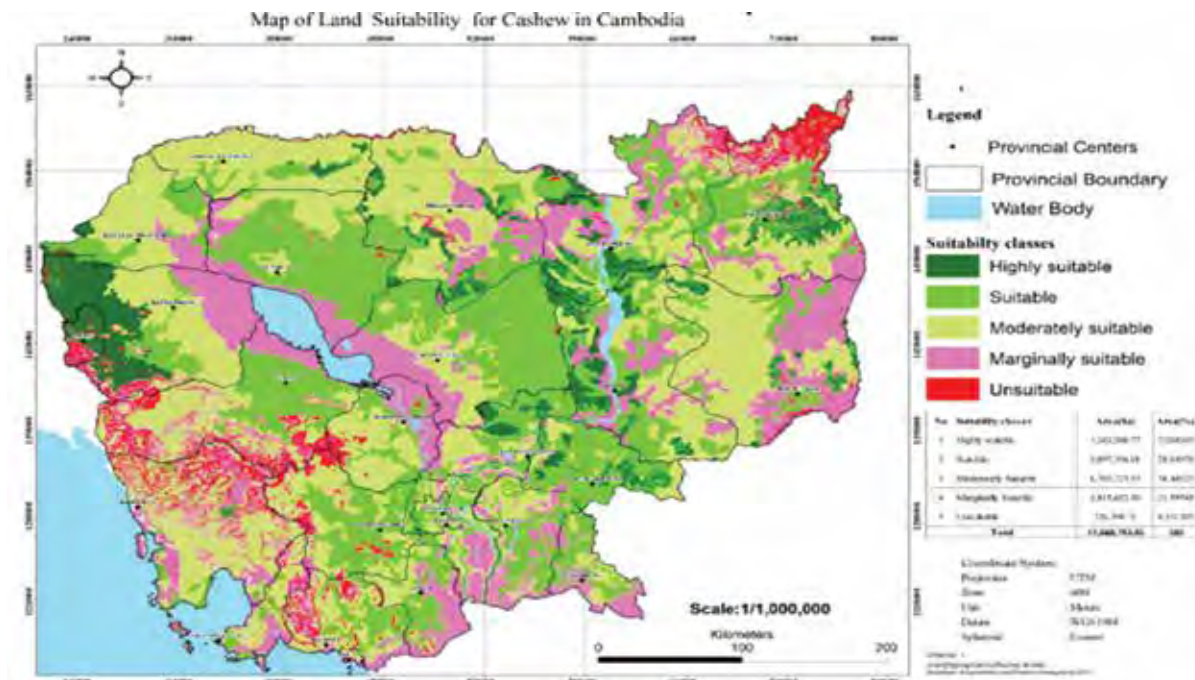


Source: GDA/MAFF, 2023

**Cashew production**

- In 2023: • Area: 472,946 ha (GDA/MAFF).
- National average yield: About 1.5 t/ha (2.5 t/ha on fertile soil with favourable weather and best crop management practice)
- Total production: 709,419 t
- 41 processing enterprises and handicrafts (24 processing enterprises and handicrafts belong to ACs)
- 162 Agricultural Cooperatives (AC)
- 2 Cashew Associations

**Land suitability for cashew production**



Suitability classes	Area (mil. ha)	Area (%)
Highly suitable	1.24	7
Suitable	5.09	29
Moderately suitable	6.79	38
Marginally suitable	3.82	22
Unsuitable	0.73	4

Regenerative cashew tree for increased soil fertility, improved water retention, and reduced erosion to enhance cashew productivity and quality.

**Cashew growing area determined by satellite technology**



**Registered national cashew varieties**

- M-23: 110-130 nuts per kg, 28-33% of kernel and flowering 2-3 times from mid-Nov-Feb
- H-09: 120-150 nuts per kg, 28-32% of kernel and flowering 1 time from late-Nov
- M-10: 110-140 nuts per kg, 29-34% of kernel and flowering 1 time in early Nov
- IM-4: 120-135 nuts per kg, 27-32% of kernel and flowering 2 times from mid-Dec to Feb

### Cashew nuts export

In 2023, about 626,419 tons of raw cashew nuts were exported, mainly to Vietnam about 620,000 tons (About 99% of export volume).

No	Product	Countries
1	Raw cashew nut	Vietnam, China, India, Japan, Myanmar, Philippine and Thailand
2	Processed cashew nut (About 10%)	Export: About 7,500 t Australia, Bangladesh, China , Czech Republic, France, Hong Kong , India, Israel, Japan, Korea, Lao, Malaysia, Netherlands, Russia Federation, Saudi Arabia, Singapore, Switzerland, Syria (Damascus), Taiwan, Thailand, Togo, Turkey, United Arab Emirates, USA, Vietnam. Domestic: 12,921 t
3	Cashew nut shell	Vietnam (90%), other countries (10%)

### Challenges

- High production cost. Inputs such as fertilizers and pesticides are mostly imported.
- Production and yields are unreliable due to climate change, the spread of tea mosquitoes and the threat of salty or acidic dew.
- Fluctuating price. The price of cashew nuts falls during the main harvest season (April to May).
- Lack of storage and processing infrastructure before and after harvest, which makes the export of raw cashew nuts completely dependent on neighbouring countries (Price set by buyers - destabilization).
- Unsecured supply and demand. The implementation of the existing contract farming approach remains poor.

### MAFF Strategy to support cashew development

- Establish cashew cooperatives under Modern Agricultural Cooperatives
- Facilitate loans for Modern Agricultural Cooperatives and cooperative management
- Reduce production costs and increase inputs use efficiency
- Support cashew processing handicrafts, and enterprises; and attract investment in loans, market linkage, and skill and regulation support.

## Q&A

### Dipen Joshi: Five years down the line how much of unutilised land will be under cashew cultivation?

**Chan Sopha:** In the next five years the area under cashew in Cambodia is likely to be around 800,000 Ha. The yield potential of M23 can vary in the region of 2.5 and 3.5 tons per ha.

**Dipen Joshi:** From the above statements, it is clear that Cambodia will be in a position to produce more than 1.5 million tons of RCN five years from now. Also, let me know some of the specific incentives as the government is planning to set up the processing industry in Cambodia.

**Suon Paul:** Cambodia framed investment law in 2021. No need for investors to pay corporate income tax for nine years. After this, for another six years, investors are eligible for a concession on tax rates.

Will provide import duty exemption for processors if they import machinery for their plants.

Tax deduction to processors for their spending in skill development, and research development for enhancement of their productivity. We also encourage private investors to have a sustainability/responsible concept in their business and the expenses incurred will be eligible for tax exemption.

Also, expenses related to workers'/employee/farmers' health care, transportation, and upgradation of machinery, are eligible for tax exemption.

- Cashew Machines Vietnam (CMV) is the exclusive distributor of **THANH PHAT MECHANICAL TECHNOLOGY SERVICE LTD.**
- CMV is destined to become a **solution provider who pioneers factories** from conception to realization of custom's products.

- We are proud to be a **provider of master solutions for cashew processing technologies** in Vietnam and other parts of the world, namely: Ivory Coast, Benin, Nigeria, Burkina Faso, Mozambique, India, Indonesia, China, etc.



**PRODUCTS**

- ⚙️ Raw Cashew Calibration
- ⚙️ Cashew Steamer Machine
- ⚙️ Cashew Shelling Machine
- ⚙️ Cashew Kernel Dryer
- ⚙️ Humidification ROOM
- ⚙️ Cashew Kernel Peeling Machine
- ⚙️ Cashew Kernel Grading Machine
- ⚙️ Cashew Kernel Packing Machine

 [cashewmachines.vn](http://cashewmachines.vn)



**RAW CASHEW CALIBRATION**  
| VN12-AU



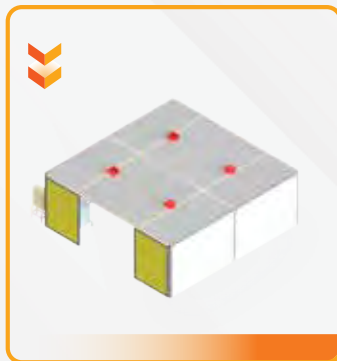
**CASHEW STEAMER MACHINE**  
| VN02-20



**CASHEW SHELLING MACHINE**  
| VN01-10L4B



**CASHEW KERNEL DRYER**  
| VN02-6F



**HUMIDIFICATION ROOM**



**CASHEW KERNEL PEELING MACHINE**  
| VN4L-400



**CASHEW KERNEL GRADING MACHINE**  
| VN3F-350



**CASHEW KERNEL PACKING MACHINE**  
| VN80P

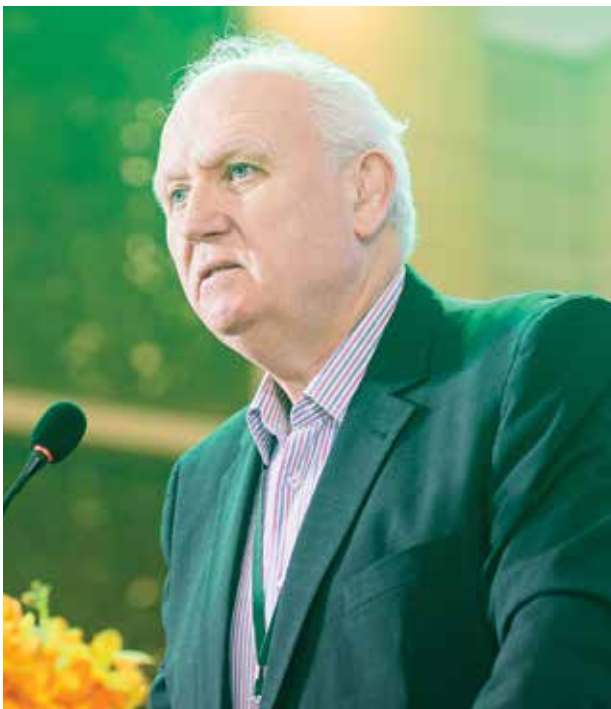
# Business Session- I

## “Competition and Cooperation: How can Cashew Countries Work Together”



**Chair: Mr Jim Fitzpatrick, Ingredient Sourcing Solutions**

**Panellists: Dr. Adama Coulibaly, CCA, Cote d'Ivoire, Mr AN Dara, Cambodia Cashew Federation (CCF), Mr André Mahoutin, TANDJIEKPON CICC, Mr Ilidio Afonso Jose Bande, Institute of Nuts of Mozambique, Mr Alex Tran, Vice President & Trade Promotion Director VINACAS, Mr Tola Faseru, African Cashew Alliance, Mr Francis Alfred, Director General, Cashew Nut Board of Tanzania, and Mr Tukaram Prabhu, The Karnataka Cashew Manufacturers Association.**



**Mr Jim Fitzpatrick**  
Ingredient Sourcing Solutions

This sector has not been known for cooperation. Whether at the national or international level, we have generally worked many years in the sector characterised by adversary relationships and an absence of cooperation. Whether we like it or not, cashew produce and processing countries are dependent on each other, in a value that is volatile and often fragile. Also, this value chain is characterized by price volatility, inequitable distribution of rewards and resources and often unsustainable practices.

Cashews are overwhelmingly grown by small-holding farmers for their livelihood, especially in West Africa for their children's education. Throughout the history of the sector, competing interests, differing needs, and lack of dialogue have contributed to a business culture that is an exception rather than the norm. The World Cashew Conference for the last 10 years has facilitated dialogue and allowed this forum to address these issues.

Today in a period of renewed global volatility, post-COVID-19 pandemic, amidst the conflict between

Russia and Ukraine and in the Middle East, sector volatility, including the rise of Cambodia as a major producer, slowdown in consumption in North America, rising consumption in Asia, the uneven development of processing in Africa and increased Government intervention and regulations in this sector. With all these in place, we now discuss how cashew countries can work together. There are many issues to consider; the concentration of production and processing, not being in the same place, trade issues, import duties, export tariffs, informal trade – cross border issues, access to

technology in both production and processing, issues around marketing and how can the sector meets the needs of consumers and supermarkets, opportunities for generic promotions to improve the sector, deficit of market information, other issues such as contract fidelity, contract enforcement, and the greatest challenges of all is about sustainability, including the impact of Deforestation, climate change, treatment to workers and growers in the factories and in the supply chain and many more in this session from our panelists.



**Dr. Adama Coulibaly**  
CCA, Cote d'Ivoire

I want to start by revisiting what was discussed yesterday, wherein a presentation claimed that cashew nuts have destroyed 25 per cent of the primary forests in Cote d'Ivoire. However, according to satellite images, cashew trees only cover seven per cent of the area where they grow, which represents 60 per cent of Cote d'Ivoire's territory. So how can a seven per cent destroy 25 per cent of the primary forests in Cote d'Ivoire when cashew trees do not grow throughout the country? These assertions, from our perspective, are inaccurate. We can provide evidence, with satellite images, that cashew nuts do not cause destruction.

From 2018 to 2023, only 8,000 hectares were planted and controlled. This does not represent uncontrolled expansion. All plantations use fully controlled improved seedlings. It was also mentioned that cashew trees

make farmers food insecure. However, this is an insult to the growers, who are economic players who know what they are doing. When land is no longer suitable for food crops, planting cashew trees is a viable alternative. Overall, we believe these attacks are unfounded. At the end of the thematic report on which the presentation was based, there are 14 recommendations, only three of which are addressed to the government of Côte d'Ivoire. The other recommendations are directed towards the American Congress, the British government, and the European Commission. We see a problem here.

That's why all stakeholders in our countries must collaborate, as Côte d'Ivoire is doing by bringing everyone together through the cashew nut interprofessional organization, as it includes producers, buyers, exporters, and processors. In addition, we have worked hard to establish the CICC (International Consultative Cashew Council), which is essential because of the attacks against Cote d'Ivoire could easily extend to other countries with cashew economies.

From our perspective, it's not climate change that threatens the sector, but the poor distribution of income in the value chain. Since 2018, there has been a steady decline in kernel prices, while the end consumer continues to pay the full price.

I recently visited the United States in December and observed the cashew kernel prices where a 432-gram package costs around 10 dollars, whereas processors buy these kernels for 2.6 to 2.8 dollars. With the growers, it's not even half a dollar. This is a significant threat to the industry, and producers and processors must negotiate with kernel distributors to address this issue.

Producers cannot always be the adjustment variable. Eventually, they will no longer be satisfied with production and may abandon the plantation, posing a real risk to the industry.

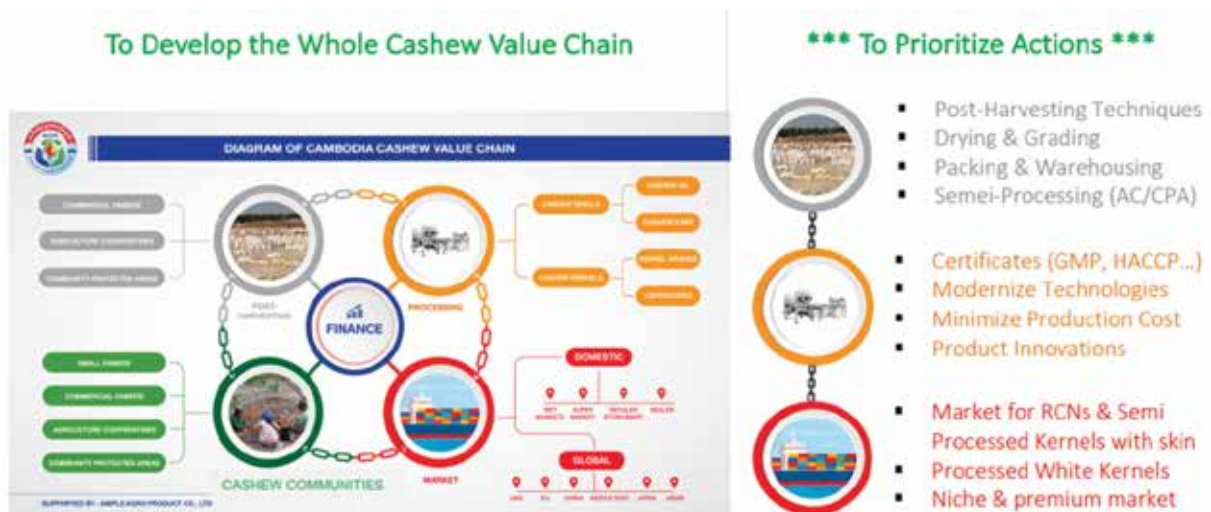




**Mr AN Dara**  
Cambodia Cashew Federation (CCF)

CCF – a National Entity Level to coordinate and cooperate with governmental ministries/institutions, development partners, and all cashew actors (producers, processors and exporters) under one umbrella to effectively develop the Whole Cashew Value Chain to achieve consistent support from the global markets in a successful and sustainable

**Roles of CCF in the cashew value chain**





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Processed cashew kernels & byproducts

\*\*\*\*\* Giant Kernels, More Nutrition Facts, Zero Cholesterol, Highest Omega3, Milky Taste...

**W160 & W180 with Testa**

**WW180 WW210 WW240 WW320**

**WW450 WS LP SP BB**

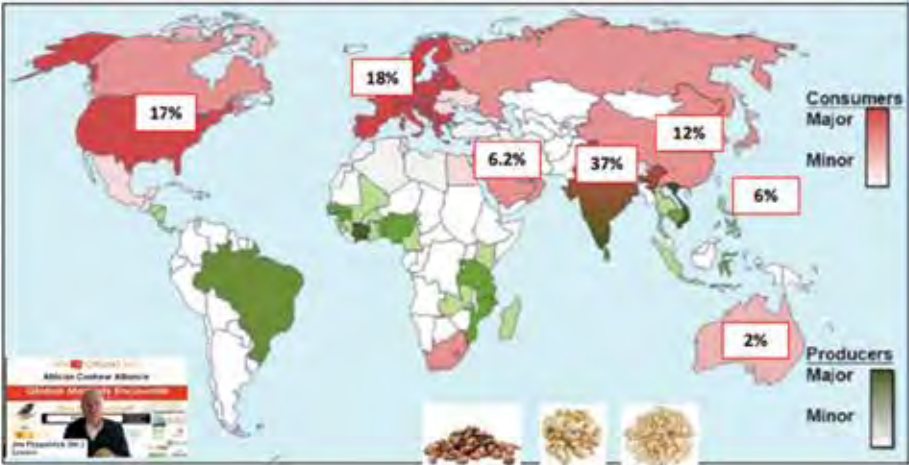
**Byproducts**

- Cashew Shells 70-75%
- Cashew Apples Nut 1kg = 5Kg
- Testa/Skin




World market of cashew kernels

**Consuming Countries: India, EU, USA, China, Middle East, Japan, Australia:**



**Characteristics of Buyers:**

**USA, EU & Australia:**

- Standard Quality,
- high certificates,
- BUT small margin
- Niche markets

**CHINA:**

- Normal/high quality
- Lowest price
- Prefer big kernels

**JAPAN & Middle East:**

- Good quality
- Good price

Investment opportunity on cashew processing

**NATIONAL CASHEW POLICY**

**INVESTMENT LAW**

**INFRASTRUCTURES TO EASE LOGIC FACILITIES**

**Government Banks & Institutions**

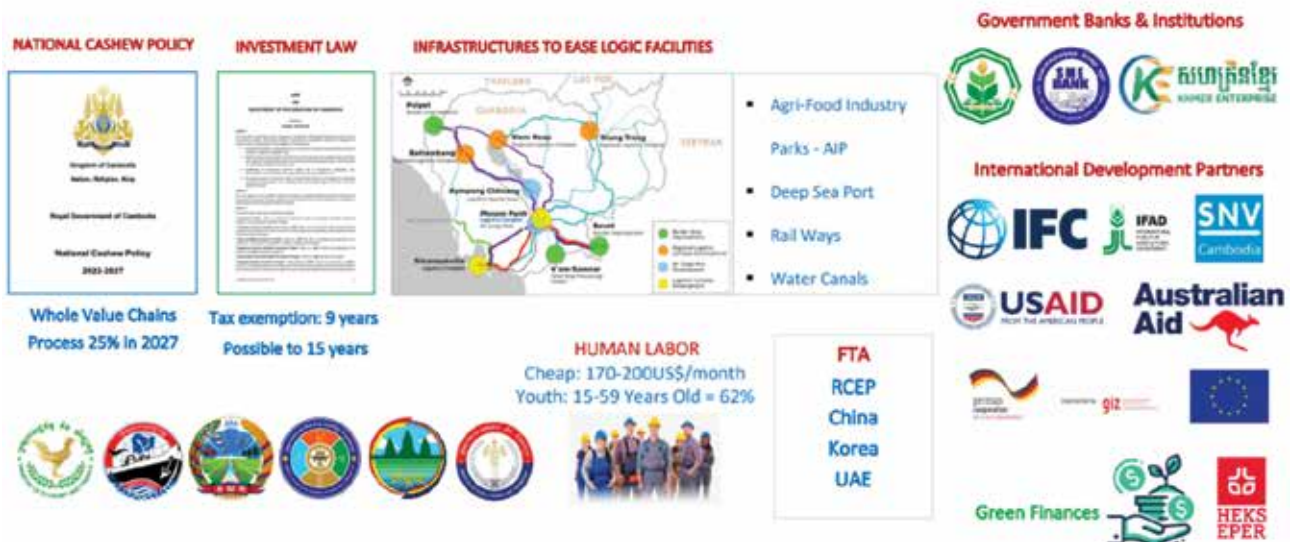
**International Development Partners**

**Whole Value Chains Process 25% in 2027**

**Tax exemption: 9 years Possible to 15 years**

**HUMAN LABOR**  
Cheap: 170-200US\$/month  
Youth: 15-59 Years Old = 62%

**FTA**  
RCEP  
China  
Korea  
UAE





**Mr André Mahoutin TANDJIEKPON**  
CICC

My speech will cover two aspects. The first is to share with you what the CICC is in a nutshell and to give you a little insight into what is competition and what can also be cooperation.

The CICC is an inter-governmental organisation of cashew-producing countries. It was created in 2016 in Abidjan and its headquarters are in Abidjan. Today, 11 countries make up the CICC, and these 11 countries account for around 53 per cent of the world's cashew production. With these countries, the aim is to promote the cashew sector globally and sustainably. This mission is divided into four pillars. The first pillar of the CICC is cooperation and exchange, and the theme chosen for this panel fits perfectly with one of the CICC pillars.

The second pillar, as you know, concerns policy issues and regulations, and how to ensure that the regulations serve the sustainable promotion of the cashew sector and the global cashew industry.

The third pillar is everything to do with access to data, and the right information to make fair and sustainable decisions. The last pillar on which the CICC is based is capacity development, and as we all know, without capacity development, the sustainability of the cashew sector will remain problematic. So how are decisions taken at the CICC level? It has to be said that the decisions are taken by the ministers in charge of trade and those in charge of agriculture in the member countries. The decisions taken each year are implemented by the

Executive Secretariat, which is based in Côte d'Ivoire.

This being said, what is our vision of the issues of cooperation and competition? Before going into this, I would like to make three brief observations. The first observation is that when we look at the sector, the cashew industry, over the last 10 years, the map of production, the map of processing, the map of consumption, the map of export, all these maps have undergone major changes. The second observation is that we now have the development of new players in the cashew sector, be they public or private, organised or unorganised, but all working for the development or promotion of the cashew sector. The third observation is that over the last 10 years, there has been a great improvement in knowledge, and we now have several platforms, international or at the continental level that are helping to generate knowledge in the cashew industry. These include Cashewinformation.com and the African Cashew Alliance. All these elements are now major contributors to knowledge in the cashew sector.

But my observation about competition, or the CICC's observation about competition, is that competition is in the DNA of every country. We cannot do without it. Whether they are strong countries, weak countries, poor countries, or developing countries, all the countries have competition in their DNA. And when we come back to the cashew sector, this competition translates into a desire to have a much larger share of the market. The desire to attract much more investment and profits and that's natural. It's also about gaining visibility and influence in the sector. It's all-natural.

But even so, if we focus solely on these concerns, without thinking about the sustainability of the sector, we will miss out on sustainable development in the sector. That's why the CICC believes that the areas in which countries need to work and work safely are policy and regulatory areas. Work on advocacy. For example, a major factor affecting cashew is the price, and if countries don't work together to address the price issue, it could be problematic for all stakeholders in the cashew sector. There are also data and training issues, and we are already here to share these. We've talked about the development of knowledge exchange and climate change, and I think that's the subject of today's debate.

I think that if people are to work together in the cashew sector, climate change must be an important element on which we must act. Good practices from one country to another must be able to serve as a basis for cooperation to fuel the development of the sector. Capacity building, all these elements are things we need to work on.



**Mr Ilidio Afonso Jose Bande**  
Institute of Nuts of Mozambique

### How can cashew countries work together?

Cashew contributes to the socio-economic development of producing countries, through the generation of income and employment opportunities from the farm, and industry to the market.

Therefore, investment in cashews has enormous potential for reducing poverty, particularly in rural areas where production takes place and where there are few opportunities for employment and income.

Mozambique has good agroecological conditions for cashew cultivation in almost the entire national territory. Therefore, there is space and opportunities to invest in the country in both production and processing segments.

Furthermore, there is an ongoing effort by the Government to rehabilitate roads and rural electrification to facilitate the flow of production and industrialization, with agro-processing being one of the priority areas.

These factors, combined with the peaceful environment, reinforce the country's competitive capacity to welcome foreign investment in the cashew value chain.

The openness for foreign investment creates an enabling environment for the establishment and consolidation of partnerships with other cashew-producing countries. These partnerships can be bilateral or multilateral cooperation with mutual benefits and may cover the areas of:

- Production – through establishing cashew orchards with highly productive planting material, more accessible and ecological technological packages for managing pests and diseases;
- Processing industry – by establishing integral cashew processing units in producing countries and processing technologies with a high rate of kernel recovery;
- Research – through collaborative research, development and innovation programs
- aimed at seeking effective and efficient solutions to the problems identified by actors in the cashew value chain, in its entirety.
- Policy – by reciprocally setting policies on cashew-producing countries, that creates a favourable environment for the promotion and consolidation of businesses in the cashew value chain.

In 2022, the Mozambican Government passed the Package of Measures for Economic Acceleration which includes non-payment of VAT on the import of production factors for agriculture and electrification.

Therefore, we would like to invite investors to explore the existing potential in production, and processing, taking advantage of public policies that are favorable to Foreign Direct Investment.

Finally, cashew-producing countries need to collaborate to exchange experiences with mutual benefits in the technology transfer that results in multiplier effects on the volumes and quality of cashew produced, also in cost reduction and ensuring that the cashew product available in the market is of quality, safe and ecological.



**Mr Tola Faseru**  
African Cashew Alliance

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In a globally competitive market, the African cashew industry cannot remain silent as we need each other, and depend on each other. The African Cashew Alliance as a body is all out to ensure competitiveness

and sustainability over the years where the industry has grown and has achieved many of its milestones. African has a lot to benefit from among themselves. AfCFTA (The African Continental Free Trade Area), promotes trade among African countries, which has not been utilized properly to date. The world's largest producer of cashews, Cote d'Ivoire, produces 1.25 million tons of cashews, and I am confident of seeing materials moving freely among African countries in the next few years and also looking to see cross-border movement of cargo. Tanzania, which produces close to 300,000 tons of cashews, works closely with Kenya, even though the processing volume is not that great, which would be about 20,000 tons a year.

During the COVID-19 pandemic, it was difficult to move goods out of Africa to Asia, which is a classic example. In my view, first Africa should look into how we cooperate within the bloc and then expand our scope to work together at the global level. I want to recollect Nigeria signing a pact with the Vietnam Cashew Association in 2013, which helped the country sell more cashews to Vietnam over the years. I believe sharing information, collaboration and networking globally will benefit the entire cashew industry immensely going forward.



**Mr Alex Tran**  
Vice President & Trade Promotion Director  
VINACAS

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First of all, I want to express my gratitude to the WCC organizer of the conference, as well as the NRC, Cambodia Cashew Federation, and those who invited VINACAS and myself to join this conference. Also, thank you for inviting me as a speaker for this very interesting session.

As processors and cashew businessmen, we are directly involved in the topic of this session, which is about competition and cooperation in the cashew business among countries. Competition is inherent in business; without it, no progress occurs. However, it must be fair. Fair competition motivates and encourages us to enhance various aspects of our business, such as product quality, services, pricing, processing efficiency, and technological advancement.

In Vietnam, the cashew processing industry has become a global hub, with significant capacity. Despite some reduction in capacity and closures, the overall capacity remains high. To illustrate, in 2023, Vietnam processed nearly 3 million tons of raw cashew nuts, out of a global total of just over 4 million tons. This indicates our substantial processing capability.

With such high processing capacity comes challenges in sourcing raw materials. Competition for raw materials is intensifying, posing significant issues. The best solution, in this case, is cooperation with cashew producers in other countries, such as Cambodia and various African nations, from which we import raw cashew nuts. Over the years, we've enjoyed fruitful cooperation with our partners, especially in Africa and Cambodia, despite occasional challenges.

Looking ahead, I hope for continued strong cooperation to strengthen our ability to supply cashew products to consumers worldwide who appreciate and enjoy cashews. Thank you for the opportunity to speak, and I look forward to our continued collaboration. Thank you very much.



**Mr Tukaram Prabhu**  
The Karnataka Cashew Manufacturers  
Association

In general cashew business is standing on three pillars viz, the producers, the processors and the consumers. With the producers, we are discussing how to increase their incomes, but we have not utilized cashew apples which are five to eight of the weight of raw cashew nuts, which are mostly wasted. If we have some cooperation/research on the same, it will add more value to the farmers. In many cashew-producing countries, the yield is low, based on the data, if we increase the yield by following the best practices of the highest yield-producing countries, it would add more value to the producers, and more cooperation is sought in this aspect.

Next, promoting cashews to the end consumers by all stakeholders will stimulate more demand.

Another important thing is to tweak the tax structure at origins, which is also linked to farmers' income directly. When the prices of RCN are lower, reduce the taxes and if prices are higher increase the taxes, in both ways it would enhance the farmers' income.

Lots needs to be done to provide sanctity to the signed contracts. Also, we need to cooperate in bringing standards for RCN and kernels.

More research studies on the health benefits of consuming cashews need to be done to enhance value and promote cashew consumption.

The Tanzanian government has done a fantastic job on auction systems and realizing the best value for the farmers. But this time although all of the shipments are done through Mtwara port, still we are facing a lot of issues and the materials are yet to reach the destinations. We request the CBT to consider all concerned persons in the cashew value chain including traders as part of their business.

When we compare the cashew business with other dry fruits it is very surprising to see that all other dry fruits, which includes almonds, when it comes to chemical residual tests, have acceptance levels five times more than that of cashews, which need to be considered for review.



## Raw Cashew Nuts

- Mozambique
- Nigeria
- Ghana
- Ivory Coast
- Guinea Bissau



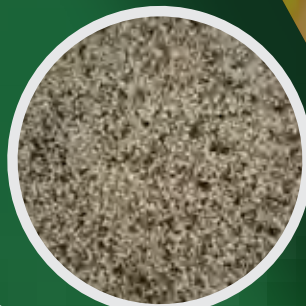
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Dried Hibiscus Flower



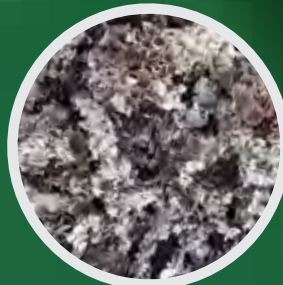
Sesame Seeds



Dried Split Ginger



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**Mr Francis Alfred**  
Director General, Cashew Nut Board of  
Tanzania

Tanzania's cashew season is about to end and so far, we have produced 250,000 tons of RCN, of which 30 per cent has an outturn of 50 lbs. and above, and may end the season in the region of 260 and 270,000 tons. This is about a 40 per cent increase in RCN production over the previous season.

The CBT's main focus is to increase cashew nut production and aim to process the entire production by 2030.

We congratulate Cambodia for its M23 variety, which is performing very well. Tanzania is using polyclonal

seeds, in the TRAI Nialiendele research station. In this area of planting materials, we are open to collaborating with other countries.

There was a discussion about forming common standards for RCN. Cambodia in their presentation mentions RCN standards. Tanzania has also set some standards for RCN in TRAI Nialiendele. We need to cooperate with others and identify which standards comply the most for raw cashews.

We need to find ways to reduce the cost of production. Also, we need to find ways to increase our market base. Cambodia is planning to produce one million tons of raw cashews. We can't forever depend on Vietnam and India for processing of RCN.

Brazil by way of value addition is producing large cashew apples due to its vast domestic usage.

Tanzania is being credited for its warehouse receipt system. In Tanzania with increased processing, we are now in the process of establishing kernel selling points for small-scale processors. At present, Mozambique is coming to us to know about our warehouse receipt system.

In the last two to three years, cashew kernel prices have not increased much but declined considerably. Moreover, in some producing countries farmers are not inclined to expand their areas as they feel cashews are not remunerative for them.

Tanzania is in the process of joining CICC and is also open to collaborating and cooperating with other countries to find ways to increase cashew producers' income, failing which they may switch over to other cash crops.



## Business Session-2

# RCN Crop 2024: Review and Outlook



**Chair: Mr Vu Thai Son**, Long Son Joint Stock Company (third from left)  
**Panellists: Mr Suy Kokthean**, Cashewnut Association of Cambodia (CAC),  
**Ms Abigail Mookien**, C G Trading Ltd, UK  
**Mr Alex N'Guettia Assouman**, AEC-CI, **Mr Suraj Rao**, ETG,  
**Mr SANFO Ibrahim**, Comité Interprofessionnel de l'Anacarde du Burkina (CIAB)



**Mr Vu Thai Son**  
Long Son Joint Stock Company

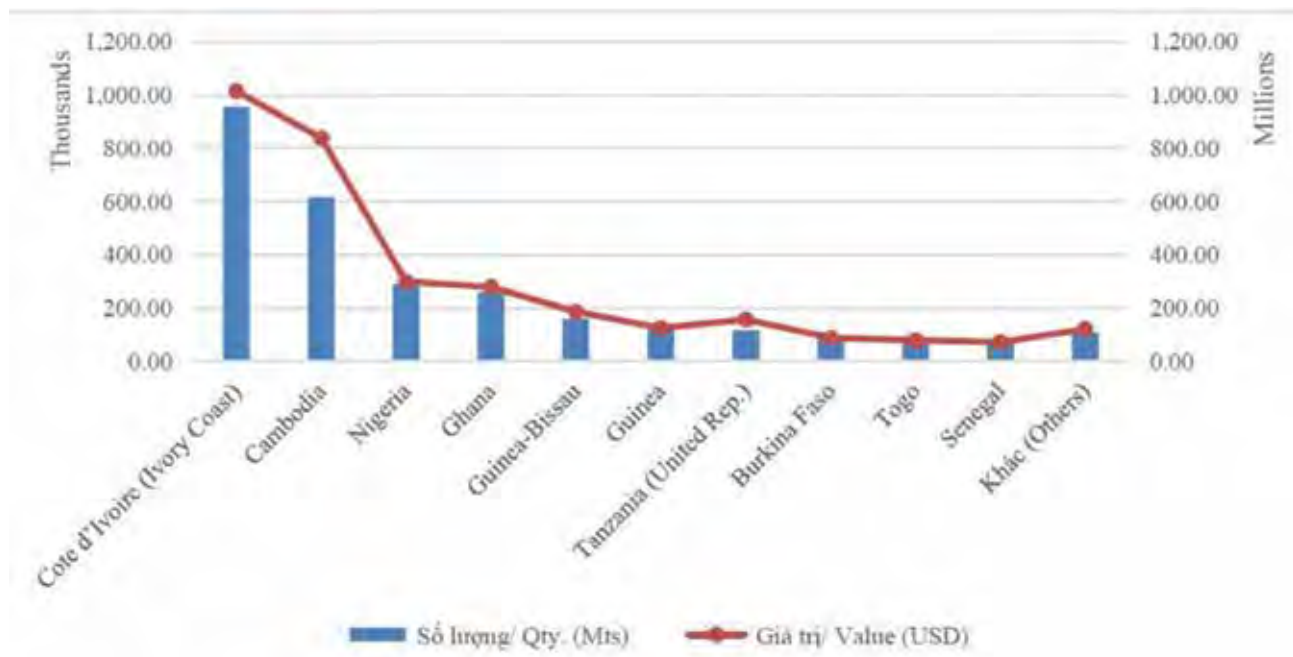
### **Vietnam always imports most of the raw seeds in the world**

- Total crop from Vietnam is very small, just around 350,000 RCN one year.
- The processing capacity of Vietnam is very high.
- Mechanized factories would be able to easily process big quantities.
- Government policy makes it easy to import raw seed and then re-export kernel with import duty zero % and export kernel also Zero %.

### **In 2023, Vietnam's import hit record**

- In 2022, Vietnam imported 2,065,638 mt raw seed valuing 2,799,187,530 USD.
- In 2023 Vietnam import 2,873,612 mt Raw seed value 3,262,448,844 USD.
- Import quantity 39% increase compared to 2022. This is the main reason that kernel prices drop too much because of too much supply.
- Value increase of about 16.5% compared to 2022. This means the price is cheaper.

## Export RCN by country to Vietnam 2023



### Quality of raw seed imported in 2023

- In general, everything seems to be alright. Not much quality problem.
- Only from Ivory Coast there are complaints that many lots the nut count is very small. They think IVC processors have calibrated the RCN, they take the big count to process in their factories in IVC and sell the small count to Vietnam.
- Some buyers in Vietnam made deposit money but could not receive shipment.

### The Prospects of Vietnam import RCN in 2024

- Vietnam can absorb any quantity of raw seed from Africa, and Cambodia due to high processing capacity.
- But from time to time, most factories cannot afford to pay the high price of raw seeds.

### Why in 2024 Vietnam cannot pay a high price for raw seed, except few factories can afford it?

- Many people bought land and now getting stuck so do not have much cash to buy raw seed.
- In 2022, about 70-80 % of factories working under profit.
- In 2023, about 98% of factories working under profit (bought raw seed at a high price, then kernel price drop, also bank interest is very high).

- The big fan of African RCN is now very weak. He cannot buy big quantities of RCN and keep it in the warehouse like he used to. In the past, whenever RCN seemed to be down; he would buy big volume help to keep the market firm.
- Banks in Vietnam also hesitated to finance cashew companies in 2024 because many banks had problems with cashew companies in 2023.
- So financially most factories are getting weaker.

### Prediction

- Last year 2023 during the VINACAS conference in Feb, I predicted that raw seed price would be down. Kernel price will be down too. The kernel price WW320 during the VINACAS conference was around 2.60/lb fob, some people asked my prediction, and I said would be 2.35/lb fob. Then I was right.
- This year 2024, I am predicting the same outcome: raw seed price has to be down. No choice. Up to now, I bought nothing from West Africa. Most reputed companies in Vietnam also don't buy anything.



**Mr Suy Kokthean**  
Cashewnut Association of Cambodia (CAC)

1. PROVIDE Technical training to Cashew nut farmers and AC all over Cambodia.
2. ESTABLISH Communities Warehouses all over cashew potential provinces in Cambodia.
3. ESTABLISH CAC's 1st processing factory to use for processor training.
4. TRANSFORM Kampong Thom to become CAMBODIA's biggest cashew industrial zone.

**Challenges and Opportunities**

A- Challenges

- 1- Climate Change
- 2- Post Harvest Technique and Management
- 3- Infrastructure (Drying Field and Community warehouse)
- 4- Processing.

B- Opportunities

1. Market Opportunity: (Processors, Traders...)
2. Cambodia Cashew nut is Unique (Big nut and best nutrition and Taste "M23")
3. Cambodia is the Second biggest Producer in the world.
4. The government of Cambodia provide incredible incentives for investors.

**Cultivation area Data:**

- **2021: Cashew Cultivation are = 800,000 H**
- **2022: Cashew Cultivation area = 700,000 H**
- **2023: CAC Expected to increase 40,000 H**
- **Average Yield Per Hectare 1.5 Tons**
- **Yearly Production: 700,000 - 1 Million Tons**

**Production & Price Data:**





**Mr Alex N'Guettia Assouman**  
AEC-CI

First of all, I'd like to say that our industry, the cashew industry in Côte d'Ivoire, is highly organized. It is made up of four colleges: the College of Producers, which represents nearly 400,000 producers, all identified; the College of Buyers, nearly 1,500 buyers approved each year by the CCA; the College of Exporters, nearly 140,000 companies approved by the CCA, some of whose members are in this room; then, the last college, that is the Processing Units, nearly 40 processing units, all approved, and this regulation, is carried out by Doctor Adama Coulibaly, MD of the CCA.

Earlier, the speaker from Vietnam gave some figures. I'd still like to say that Cote d'Ivoire has produced more than 1,228,000 MT for the 2023 campaign and exported approximately 860,000 MT, with 756,000 MT for Vietnam and around 160,000 MT for India. Vietnam has indeed made a 66% leap in these exports compared with 2022 when they were close to 450,000 MT. Our corporation's biggest problem is quality. Quality is really at the heart of all debates. It is often manipulated by the final buyers when the price doesn't suit them, and we believe that this discredits the quality control structures at the destination, such as Vinacontrol for Vietnam and IBS for India. We also face problems with contracts not being respected especially, with final buyers who don't respect contracts. At times, they impose discounts of

100 to 200 USD on us, all to drive prices down. Another problem we are facing is the use of our resources, especially in Vietnam, as their capital. This creates a lot of problems, such as the lack of trust between the banks that finance us, because, in the end, we are obliged to pay high bank charges.

We are also finding that, with all the crises we are encountering around the world, freight rates are only increasing, and for some, doubling. Another real problem is that today, end buyers refuse to pay for delivery. They wait for the various ships to arrive, either in their waters or with notification of arrival, before making payments, and this creates a rotational problem and large debts for our exporting structures.

I would also like to point out that in terms of processing, in 2023 we processed more than 260,000 MT, thanks to the introduction of a two-week window for Ivorian processors, followed by the establishment of a priming stock and, thanks to the CCA, the creation of zones dedicated to processing. Also, measures to encourage processing have enabled us to see exporting companies in our corporation become processors, such as AFCOTT, Quan Tien Imex, Dorado, COPARES, Valency and soon GEPPA industry.

Cashew nuts are the second largest export product in Côte d'Ivoire, accounting for nine per cent of the country's GDP.

I would like to say to final buyers, financial partners and experts that I hope this 10th conference will enable us to lay the foundations for fair trade that benefits every link in the cashew nut value chain.

Thank you.



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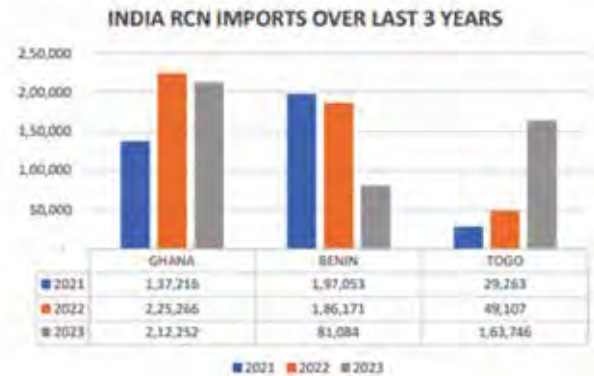
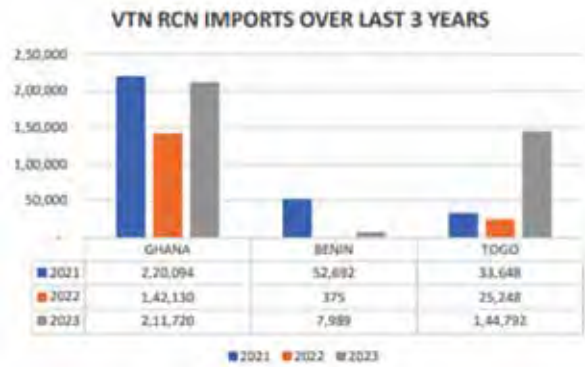
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Estimated export figures for 2023



**Mr Suraj Rao**

Global Head-Cocoa and Country Director-IVC, ETG



**ESTIMATED PRODUCTION FIGURES 2023**



**GHANA**

**225,000 MT**  
**+15%**



**BENIN**

**227,500 MT**  
**+14%**



**TOGO**

**40,000 MT**  
**+3%**



**Ghana**

- Negligible processing. Local processing around 10K MT
- Cross border estimate is around 150-175K MT
- Zero export tax permits fluid movement
- Lack of physical infrastructure to manage quality issues. Post harvest practices poor



**Benin**

- Govt. bans export w.e.f 01<sup>st</sup> April 2024 of raw cashew nuts in a bid to boost local processing and value addition
- Local processing capacity is expected to get capped at 105K MT. So govt. needs to come up with a plan for the production surplus
- Prior to export ban the govt realized RCN customs export revenue of ~ 25mn USD which is expected to become negligible with local processing and cross border flow to Togo



**Togo**

- Stands to gain from cross border flows
- Stagnant production
- Easiest logistics

### GLOBAL S&D (ABSOLUTE)



### GLOBAL S&D (Trend)



**Note:** Assuming we started 2021 year with 0 MT opening stock of RCN across origins and processing countries All figures in MT and production loss 4 per cent.

### Observations for The Season



**BEARISH FACTORS**

- Post harvest remains a challenge which can affect quality
- Kernel freight from Vietnam to Europe has seen a 200% increase which can affect RCN prices
- High interest rate and flat (but high) inflation effects are still persistent in consuming markets
- Vietnam quality discounts may keep pressure on RCN pricing



**BULLISH FACTORS**

- Lowest Africa inventory
- Low prices can encourage consumption
- Vietnam export is on trend
- Growth in African processing reduces exportable surplus
- Carry forward stock negligible
- Late start to season



**OUTLOOK**

- Managing Vietnam quality and counter party risk is crucial to success
- Growth in production should allow for all participants to maintain market share w/o necessarily participating in a race to the top or bottom





**Mr SANFO Ibrahim**

Comité Interprofessionnel de l'Anacarde du  
Burkina (CIAB)

Review of 2023 season – Production: 220,000 MT, Average Quality- KOR – 46,

RCN Exports-170,000 MT, Farmgate price 300-540 CFCA per kg and Local Processing 50,000 MT of RCN.

2024 Production Outlook: Good rainfall, in some areas late flowering due to late cessation of late rains, slight drop in production in 2024 est. 200,000 MT.

**2017**

Introduction of ASE (Autorisation Spéciale d'Exportation / Special Export Authorization)

**2018**

Introduction of a levy: **35 FCFA/kg and fixed** at 25Fcf/kg since 2019

**2024**

Setting a minimum price at the farmgate

Possibility of introducing a mandatory standard tax/levy (Contribution Forfaitaire Obligatoire - CFO)

Finalization and operationalization of the monitoring unit/ Reinforcement of controls to ensure compliance with export prices and conditions.

Continued verification and calibration of weighing instruments

Mapping cashew orchards in Burkina Faso

### Business Environment

2024 Forecast: RCN production 200,000 MT, Processing (f) 2024-50,000 MT and Export (F) 2024-150,000 MT.

### Expectations of RCN buyers

#### RCN Quality – KOR >=46

Price stability in the international market and availability of timely and reliable statistical data.



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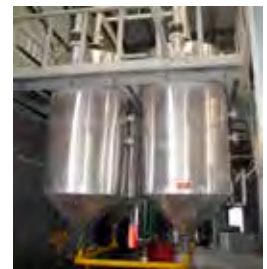
COAL FIRED    WOOD FIRED    RICE HUSK FIRED    CASHEW CAKE FIRED



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## Q&A

**Vu Thaison:** We heard that Cambodia is planning to process 30-40 per cent of cashews grown locally. In Cambodia, there is no export or import duty on cashews. Here most of the technology is Vietnamese, and the cost of electricity is higher than in Vietnam, the same is true with the cost of labour, lack of machinery, and even technical support mostly from Vietnamese, lack of skill set and with all these difficulties why should someone come and invest in Cambodia?

**Suy Kokthean:** The new government is encouraging investors to invest in Cambodia and recently we have enabled investor-friendly policies. The European markets consider us a premium market for cashews. As you know Cambodia is known for big-sized cashew nuts, which is unique. China's cashew consumption is growing at a faster rate. We have a free trade agreement with China. China alone can consume the whole of the cashews processed by Cambodia.

If we can also get the support of international development partners, then you can push the cashews exported to other international markets.

The Cambodian government is taking steps to reduce electricity tariffs and there is not much difference in price compared to Vietnam.

The Cambodian government is in the process of exploring an agro-food industrial park and special economic zone. Exporting raw cashews from Cambodia is tax-free and the trader can benefit. With progress in

Cashew processing, Cambodia can very well bring in more reforms.

In Cambodia, a Japanese company has started construction of a processing factory that can process between 5,000 and 10,000 tons of RCN per year. Even Chinese companies are also interested in investing as they want to export big nuts to their country.

**Vu Thaison:** In my view, the European Union may not pay a premium to bigger nuts. The country that can pay a premium for good quality nuts is China, followed by Japan and Korea.

**Suraj Rao:** Initial estimates suggest that Nigeria is likely to produce cashews above 220,000 tons. The issue is about cashew flows into Benin borders.

**Vu Thaison:** Last year Vietnam imported close to 300,000 tons of RCN from Nigeria. So, I guess that the crop size must be higher.

**Suraj Rao:** It may be as a result of cross-border inflows.

**Tola Faseru:** In Nigeria, the quantity increases due to the growth of new plantations. The weather is so far good. Hence one can expect good production prospects from Nigeria. Also, quality is likely to be good.

To a query, **Mr Vu Thaison** is of the view that the right price for IVC 48 lbs is 900 USD per ton and the price of Nigeria is USD 900 per ton for 50 lbs, only for survival and not for making profits.



## Business Session-3 Cashew Women



**Chair: Ms Nunana Addo, Giz ComCashew**

**Panellists: Ms Beate Weiskopf, GIZ-Move, Ms Nguyen Thao Tam, HD Cashews Co., LTD, Ms Cynthia Niamoutie, Cilagri-Cajou, Ms Phan Thai Mai, Vietnam, Ms Marlyse Carrol Gakpa, Prosper Cashew, Ms Sothnita Soeun, Cashew Nuts Association of Cambodia**



**Ms Nunana Addo**  
Giz ComCashew

This session is about cashew women, before I invite our panellists to give us their short statements, I would like to provide some insight into what we want to discuss here.

Our theme is about promoting cashew kernel consumption in domestic markets. When we think of cashew kernels, we often envision white kernels, roasted kernels, salted and unsalted, as these are the typical products associated with cashews. However, numerous new products are being developed from the cashew kernel, not to mention the potential of the cashew apple. Here, we aim to explore the products developed from cashew kernels and how they are marketed in domestic markets. Despite India and China constituting a significant portion of global cashew kernel consumption, other countries, particularly Africa, have relatively low consumption rates. Therefore, it's crucial to focus on developing local consumption and domestic markets more effectively.

We will delve deeper into this topic, particularly focusing on the Asian and African continents. Now, when we talk about cashew kernel processing, women dominate this segment of the value chain, comprising over 80 per cent

of the workforce. However, involving women in strategic decision-making beyond processing and quality checks is essential for economic gains in the sector.

Our company HD Cashew was established in 2014 and specializes in the procurement of cashews. We deal with both raw cashew nuts and cashew kernels, serving many major and reputable customers worldwide. With our extensive experience and knowledge, we facilitate connections between buyers and sellers and provide consultancy services to help them make informed business decisions effectively.

Currently, our company is highly regarded by customers as a leading and reputable entity in the cashew brokerage field. I am delighted to be invited here as a speaker for the cashew women's session. I hope we will have a fruitful discussion on this topic.

In this session, we will explore these ideas further. But before we proceed with the discussion, I would like to invite our panellists to make a short introductory statement.



**Ms Nguyen Thao Tam**  
HD Cashews Co., LTD



**Ms Cynthia Niamoutie**  
Cilagri-Cajou

Hello to everyone. My name is Cynthia Niamoutie from Ivory Coast, and I am a cashew processor. We have a factory installed in Abidjan where we process our RCN. We export about 98 per cent of our volume, mainly to the US and the European market, and we are BRC and HSCCP certified.

Our company was established in 2016 with the idea of addressing the fact that Ivory Coast is the number one producer of raw cashew nuts, yet most of this volume is exported without significant processing locally. Recognising the need for a local Ivorian company to process at a higher volume, we set up a factory with a capacity of about 24,000 tons.

I firmly believe in Africa's potential to transform our raw material because that's where the value-added lies. While exporting is beneficial, it alone doesn't lead to wealth creation. Therefore, we aim to increase local processing within our country. The technology exists; it's just a matter of implementation.

That's why we joined in this business. It's going to be very interesting to talk about what comes after processing

because, obviously, I just process, and there's another market on the other side involving the purchase of the kernel and consumption in supermarkets and

elsewhere. Our ultimate goal within the next five years is to have products on shelves and to capture the entire value chain.



**Ms Phan Thai Mai, Vietnam**

First of all, I would like to thank WCC for giving us a chance to be here on behalf of the women and for our role in talking about the women in the cashew industry.

First, I introduce a little bit about myself. My name is Mai. I'm currently a representative of KetoNut in Vietnam.

KetoNut is a roster company in the US and my position in Vietnam is mainly focusing on sourcing the cashew kernel from Vietnam and shipping it to the US. So, my role is mainly as a connectivity, like connecting the supplier in Vietnam building a relationship with the supplier, and controlling the quality of the products here to make sure that both the benefit of the supplier in Vietnam and the benefit of the company is always together.

And the third activity that I do in Vietnam is to develop origin. Developing origins means that everything in Vietnam, because my position is responsible for Vietnam, so everything news here, like information, technologies, improvement, everything in Vietnam that I will share with our headquarters so that I can update the information there. Also, with our company in the US, we have any demand from the customer, the supermarket, like the buyer, okay, the request for this one, two, three, I need to raise it to the supplier in Vietnam so that I can keep up with the market trend.

In this session, I'll share how we can enhance movements in the cashew industry.

Let's revisit the 2020s during the pandemic when I visited my grandparents in Stangchai province, who are also cashew producers. During my week-long stay, I observed the challenges that the farmers faced there, including unreasonable price fluctuations, technical issues, and climate change.

This experience made me realise that the contribution I made through my foundation, the Youth Charity for Kids Smiles, established in 2018 during my high school years, was insufficient. There were more people in need of help, particularly cashew farmers.

To tackle this challenge, we established HCST, a family and woman-owned company aimed at providing sustainable solutions for farmers and their communities. Starting with only eight employees, we now have 45 in three years, with 80 per cent of them being women. Our core values revolve around the three Qs: quality of life, quality of products, and quality of environment.



**Ms Sothnita Soeun**  
Cashew Nuts Association of Cambodia

These values drive our commitment to making a positive impact on communities, enhancing well-being, delivering exceptional products, and protecting the environment.

We also align with the UN SDGs, focusing on promoting local products, enhancing awareness, fostering rural economic development, and encouraging eco-friendly practices. Through comprehensive training programs, we've empowered over 1,200 cashew producers, supporting smallholder farmers, especially women, youth, and marginalized groups with premium prices.

We believe it's essential to appreciate individual farmers who contribute to our food supply, often waking up at 5 a.m. to tend to their plantations. Our commitment to sustainability is reflected in our practices, including the use of solar energy systems and a code of conduct to ensure deforestation-free and ethical practices.

Now, let's turn our attention to women. Women face numerous challenges, not only in the cashew industry but across all sectors, including gender discrimination, limited education, and lack of financial services, hindering their potential as farmers and entrepreneurs. To uplift women, we must provide education and training, improve access to financial resources, address cultural and social barriers, and create supportive networks. By taking these steps, we can empower more women to invest in businesses and gain a deeper understanding of the industry.

I want to express my gratitude and admiration for men who actively support women and gender equality, like my father, who has always advocated for me and my mother. As a family business, when we work together, we achieve greater things. Remember, there are no gender limitations in any job field.

So, ladies, dare to speak up and aim high. Thank you



**Ms Marlyse Carrol Gakpa**  
Prosper Cashew

Prosper Cashew is a five-year, \$30 million project executed by Technosurf, a leading nonprofit organization dedicated to fighting poverty by leveraging the power of the private sector.

Prosper Cashew was launched in October 2020, thanks to funding from the United States Department of

Agriculture (USDA) and its Food for Progress program. We work tirelessly to strengthen the cashew processing industry in West Africa, particularly in Cote d'Ivoire, Nigeria, and Ghana. The Prosper Cashew project provides comprehensive support to local cashew processors in these countries, offering state-of-the-art technical assistance, marketing, and supply chain support.

Additionally, we assist local West African cashew processors by providing facilitation services for investment, unlocking new opportunities for growth and development. Currently, the Prosper Cashew project collaborates with 30 cashew processing companies across Cote d'Ivoire, Nigeria, and Ghana, three of which are women-owned. One of these women-owned companies is Cilagri Cashew, represented here by Mrs. Niamoutie.

We are deeply committed to supporting and promoting the profiles of women leaders in the cashew industry. While our primary focus is on promoting exports, particularly of cashew kernels processed in Africa, we recognize the significant potential for local consumption in Nigeria due to its large population. Therefore, we have developed strategies aimed at promoting local consumption in Nigeria, and we look forward to discussing these activities in more detail

## Q&A

**Ms Nunana Addo:** Ms Nguyen, Let us know more about what motivates you, what is your passion, and how you've developed the technical aptitude to address the challenges of various segments in which you operate. Now, let's delve into your experiences in the domestic markets. What successes have you achieved, and what challenges have you faced? How are you navigating them to increase local consumption, expand domestic markets, and diversify the current market?

**Ms Nguyen Thao Tam:** Firstly, as brokers, we primarily engage in international trade, specializing in cashew kernel and raw cashew nut brokerage. Our clientele spans across the globe, with main customers hailing from the US, Europe, and other destinations like Australia and Russia. However, domestic consumption is relatively low, and we predominantly cater to overseas customers. Speaking of popular products, buyers from the US and Europe favour whole cashews such as WW-180, WW-240, and WW-320 due to their white colour and consistent taste. These whole cashews are commonly used in roasting and sold in supermarkets. Additionally, we offer product mixes like trio-mixed for various culinary applications such as salads, fries, cooking, and baking. Furthermore, wide split, small piece, and large piece grades are popular for their lower prices compared to whole cashews. Besides grade, buyers are increasingly concerned about food safety and the reputation of the seller. They inquire about seller certification and compliance with responsibility standards like BSC or META audits. Therefore, maintaining quality, brand name, and investing in technology is crucial to meeting customer demands and boosting seller reputation. Additionally, ensuring the well-being of female workers in our factories is also a priority.

**Ms Nunana Addo:** Ms. Cynthia, you've shared some impressive insights about the company you currently manage and its operations in different markets. Now, regarding the domestic market, could you elaborate on the target audience you work with? Additionally, how have you navigated serving these markets regionally, both domestically and internationally? Please share your experiences, successes, challenges, and how you've addressed them thus far.

**Ms Cynthia Niamoutie:** As I mentioned, 98 per cent of our volume is exported to international markets like Europe and the USA, while the remaining two per cent is processed and sold locally in Ivory Coast and Ghana. Initially, we encountered challenges in local sales due to our preference for selling in larger quantities. However, we realised the potential among local vendors, particularly women, who typically sell smaller quantities daily. In Ghana, we've attracted clients for kernel

roasting by offering flexible quantities, which is one of our advantages. Pricing, however, remains a challenge as our pricing structure is tailored for international markets. To address this, we've adjusted our packaging and explored different types of vacuum packing to lower costs. By selling in larger packaging units, like 11 kg boxes, we've made our products more accessible to local vendors. While selling into local markets isn't as complicated as selling ready-to-eat products, educating consumers about cashews' health benefits remains a challenge, especially in regions where other foods like peanuts dominate. Nevertheless, initiatives like promoting local consumption events and offering finished ready-to-eat products are being explored. However, the primary challenge lies in ensuring product accessibility and affordability to make it more appealing to local consumers.

**Ms Nunana Addo:** Ms Mai, KetoNut, has successfully introduced new products to various markets and gained significant patronage. However, many new cashew-based products fail to attract consumers or make it into the market. What do you think these new products are doing wrong, and how can they be improved to appeal to their target audience?

**Ms Phan Thai Mai, Vietnam:** Indeed, the landscape of cashew products has evolved significantly in recent years, with a plethora of new offerings entering the market. From our experience at KetoNut, where we specialise in roasting cashews for supermarkets in the US, we have observed a growing demand for innovative cashew products beyond the traditional roasted variants. While some new products may struggle to gain traction in the market, others, like ours, have found success.

One key factor that sets successful products apart is their ability to resonate with the target audience. Product developers need to understand the preferences and needs of their consumers thoroughly. This requires thorough market research and testing to identify the unique appeal of the product.

Additionally, the competitive nature of the market necessitates continuous innovation and experimentation. We've seen a trend of cashew suppliers in Vietnam introducing a wide range of flavoured cashews, including honey, apple, chilli, mustard, and various seasoning blends. This diversification reflects the evolving tastes and preferences of consumers.

To succeed in this dynamic landscape, companies must embrace experimentation and be willing to take risks. While not every product may become a hit right away, each iteration contributes to learning and refining the



offering. Persistence and adaptability are key traits for navigating the uncertainties of product development. Ultimately, success in introducing new cashew products lies in a combination of understanding consumer preferences, continuous innovation, and a willingness to take calculated risks. By fostering a culture of experimentation and learning, businesses can increase their chances of creating products that resonate with their target audience and stand out in the market.

**Ms Nunana Addo:** Ms Marlyse, Your organization focuses on empowering women entrepreneurs in the cashew processing industry. Can you share your experiences in supporting these women and how it has impacted local market consumption? Do you believe there's untapped potential in this sector, and if so, how do you plan to harness it?

**Ms Marlyse Carrol Gakpa:** At Prosper Cashew, we are committed to supporting women entrepreneurs in the cashew processing industry, which is traditionally male-dominated. Out of the 30 processors we work with in Ivory Coast, Nigeria, and Ghana, three are women-led businesses. However, it's essential to note that it's challenging to find women entrepreneurs in the cashew processing sector due to its predominantly male landscape.

To address this disparity, we have taken several steps to empower and promote women in the industry. Firstly, we have actively highlighted the profiles of women entrepreneurs, showcased their achievements and shared their experiences to inspire others. We aim to create a supportive environment where women in various roles within the industry can learn from each other and aspire to higher positions.

In terms of opportunities, we ensure that women are not overlooked by involving them in all activities and initiatives, alongside their male counterparts. By providing equal access to resources and opportunities, we aim to level the playing field and encourage the participation of women in the industry.

One impactful initiative we've implemented is inviting local cashew processors, including women-led businesses, to industry events and exhibitions. These events provide valuable networking opportunities and exposure to potential markets, both locally and internationally. Our women partners have successfully leveraged these opportunities to expand their businesses and access new markets.

Moreover, some of our women-led businesses have innovatively tapped into local consumption patterns to boost domestic consumption of cashews. For example, they have adapted cashew products to align with local tastes and preferences, such as incorporating cashew butter into traditional dishes like peanut butter in Ivory Coast. By catering to local preferences and working on pricing strategies, these processors have successfully engaged local consumers and increased demand for cashew products in their respective regions.

In summary, we recognise the importance of empowering women in the cashew processing industry and actively support their participation and success through various initiatives and opportunities. By promoting gender equality, fostering entrepreneurship, and adapting to local consumption patterns, we aim to maximize the potential of the cashew sector and contribute to its sustainable growth.





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# Presentation

Mr Tejhash R Modh, ARISE IIP Limited



## Investment opportunity on cashew processing

Challenges in African Market		ARISE Model
<ul style="list-style-type: none"> <li>Export of raw cashew nuts and lack of direct connection with the market.</li> </ul>	Limited Processing capacity	<ul style="list-style-type: none"> <li>Processing at origin and export of kernels to destination/market.</li> </ul>
<ul style="list-style-type: none"> <li>Limited processing capacity and limited recycling of by-products.</li> </ul>	High carbon emissions	<ul style="list-style-type: none"> <li>Building an entire ecosystem of utilizing by products at origin: RCN shells to CNSL and charcoal.</li> </ul>
<ul style="list-style-type: none"> <li>Many intermediaries exist within the supply chain.</li> </ul>	Complex supply chain	<ul style="list-style-type: none"> <li>Scaling-up of direct sourcing from farmers and traceable value chain via Arise's digital platform.</li> </ul>
<ul style="list-style-type: none"> <li>Unorganised farming practices and more reliance on expats.</li> </ul>	Social Dilemmas	<ul style="list-style-type: none"> <li>Training on GAP, fair compensation, local skill development and job creation.</li> </ul>
<ul style="list-style-type: none"> <li>Limited transportation and inadequate storage facilities in some regions.</li> </ul>	Infrastructure constraints	<ul style="list-style-type: none"> <li>Building an ecosystem: raw material services, logistics, O&amp;M, power supply, packaging material, processing and other ancillary services.</li> </ul>

## Benin Ecosystem Layout



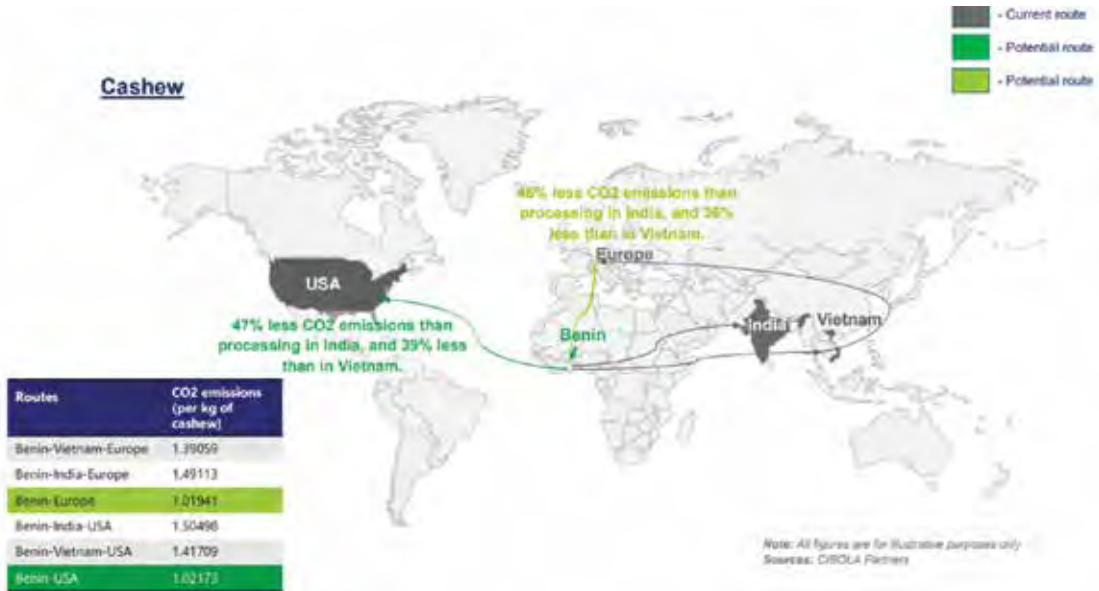
*Integrated approach to storage, drying, processing & and packaging for exports*

- 10 Warehouses to store 150,000+ tons of RCN for full-year processing
- Fully Concreteed drying area of 53,000 sqm in between warehouses for RCN drying
- 5 Processing Units with a combined capacity of 360 tons per shift
- 2 units (under construction) for processing of roasted/salted cashews and other cashew products
- Carton Box factory to provide ready packaging to cashew factories

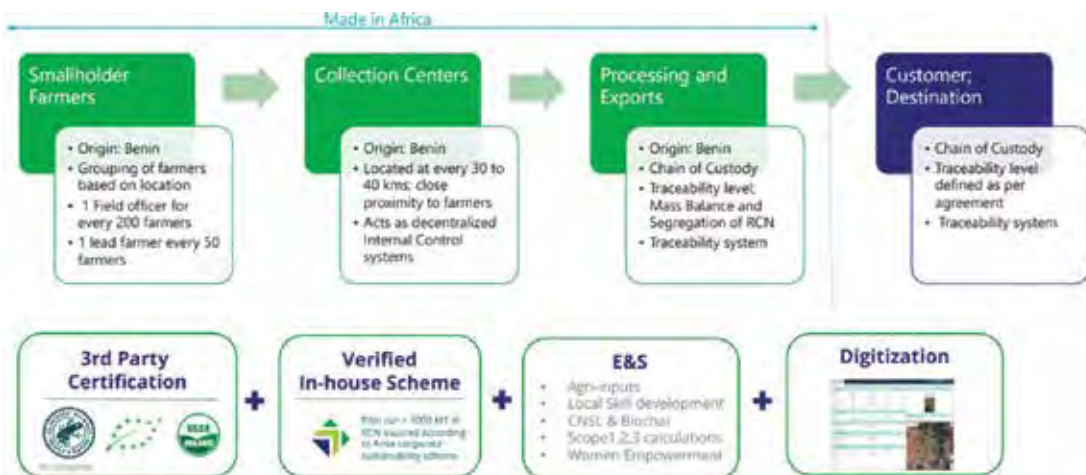
Our cashew project pipeline: strong platform of assets to be developed across Africa







Life Cycle Assessment



Overview of our Cashew Value Chain & sustainability programmes



### Critical Upstream Activities

Projects	Problem Identification	Key Intervention	Results
 <p>Collection Centre</p>	<ul style="list-style-type: none"> <li>Lack of support in the rural area</li> <li>Price discovery, pest &amp; disease management</li> </ul>	<ul style="list-style-type: none"> <li>Establishing <b>27 collection centres</b>: maximizing coverage and reaching last mile</li> </ul>	<ul style="list-style-type: none"> <li>24 x 7 Advisory on Package of Practices eg; agri-inputs</li> <li>Procurement within the reach – Farmers need not to travel long distance to sell their produce</li> </ul>
 <p>Model Farm</p>	<ul style="list-style-type: none"> <li>Perennial low yield</li> <li>Rainfed Agriculture</li> <li>Limited awareness on GAP</li> </ul>	<ul style="list-style-type: none"> <li><b>Farmers capacity building</b></li> <li>Improved <b>inputs</b> (Bio-stimulant, Seed Rate, Bio-fertilizers Application)</li> </ul>	<ul style="list-style-type: none"> <li>Improved yield by &gt;20% over control plots.</li> </ul>
 <p>Access to Quality Inputs</p>	<ul style="list-style-type: none"> <li>Lack of <b>access to quality seeds</b>; poor germination and lower yields</li> </ul>	<ul style="list-style-type: none"> <li>Tie-up with <b>ITRA</b> and <b>RNPSC</b> – production and distribution of foundation and certified seeds to farmers</li> </ul>	<ul style="list-style-type: none"> <li>Directly involved in quality inputs distribution to farmers</li> </ul>
 <p>Call Center</p>	<ul style="list-style-type: none"> <li>Zero access to independent advisory on the crops</li> </ul>	<ul style="list-style-type: none"> <li>Call Centres with <b>Subject Matter Specialists</b>, which can support, guide &amp; advice about PoP</li> </ul>	<ul style="list-style-type: none"> <li>Toll Free Number</li> <li>Periodic PoP dissemination</li> <li><b>Real time price information</b></li> </ul>

### Digitization and Traceability

<p>Formers registered</p> <p><b>28004</b></p>	<p>Total land holding (ha)</p> <p><b>110,505.6</b></p>
<p>Farms mapped</p> <p><b>32034</b></p>	<p>Total cropped area (ha)</p> <p><b>72331</b></p>
<p>Cooperative registered</p> <p><b>33</b></p>	<p>Cooperatives Surveyed</p> <p><b>7</b></p> <p>Atleast 1 farmer is ragged</p>

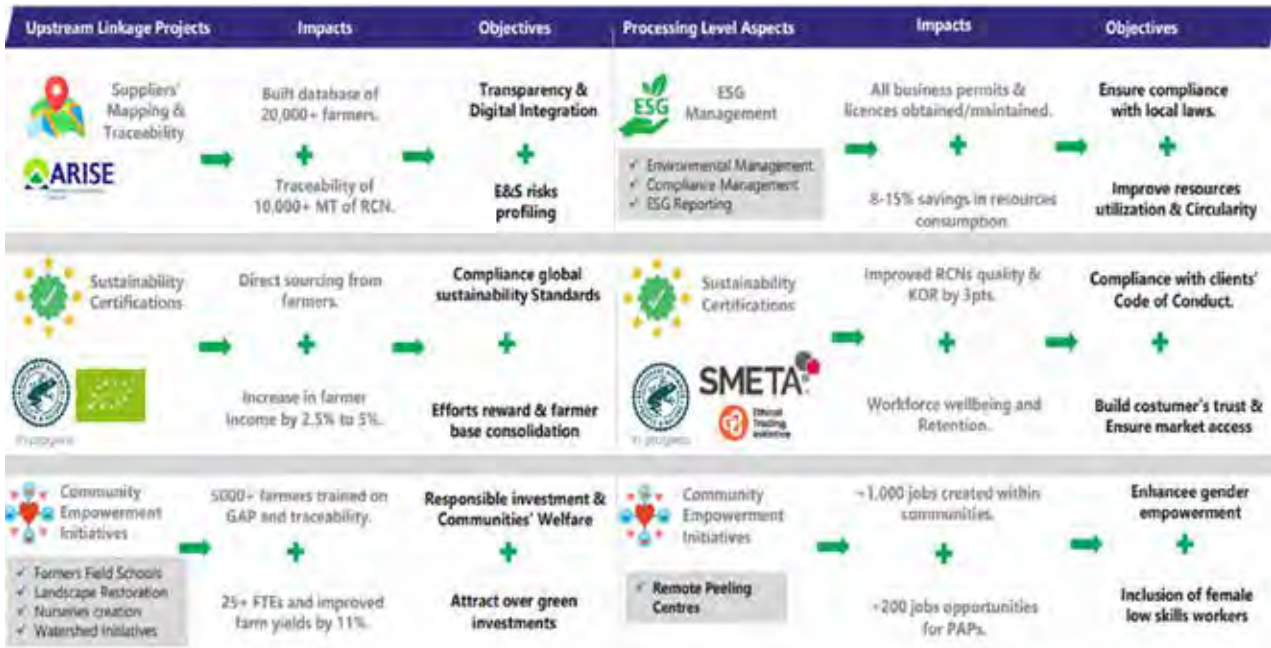
### Remote Peeling Centers

- Application customization completed (Farm/Farmer registration, Crop monitoring, Geography, Cooperatives, ICS and CCI mapping etc.)
- Launched AFIS in July'22.
- 42 Tablets distributed to Farm Digital Partners(ICS).
- ICS trained on usage of application.
- Digital farmer onboarding initiated – Onboarded 28000+ farmers by now.

### Focus on local skill development

<p><b>Locations</b></p>  <ul style="list-style-type: none"> <li>Ze1</li> <li>Ze2</li> <li>Ze – Plaque</li> <li>Allada</li> </ul>	<p><b>Impact</b></p>  <ul style="list-style-type: none"> <li>Jobs created – 1000+</li> <li>Gender Ratio - 95% of women</li> <li>Upskilled workforce - 1200</li> </ul>	 <p>Female Employees at the RPC</p>	 <p>Female Employees at the RPC</p>
<p><b>Purpose &amp; Capacity</b></p>  <ul style="list-style-type: none"> <li><b>Capacity:</b> To process 10 tons of cashews every day</li> <li><b>Purpose:</b> To bring employment to the workers coming from villages.</li> </ul>	 <p>Stakeholder Engagement</p>	 <p>Female Employees at the RPC</p>	 <p>Cashew Peeling &amp; Grading Center</p>

Snapshot of Current initiatives across cashew value chain & their impact



Way Forward

<p><b>Rainforest Alliance &amp; Organic Portfolio</b></p> <ul style="list-style-type: none"> <li>Partnership with Rainforest Alliance</li> <li>Scaling sustainable sourcing from 5000 MT to 40,000 MT in 2025</li> </ul>	<p><b>Backward Integration &amp; AFIS Development</b></p> <p>Backward integration and AFIS development to strengthen farm to market linkage</p>	<p>Rainforest Alliance ~17,000 growers</p> <p>We're proud to announce our new partnership with ARISE IIP—a pan-African developer of industrial ecosystems—to foster #SustainableAgriculture value chain development in Africa for commodities like cashew and pineapple.</p> <p>ARISE IIP ANNOUNCES TRANSFORMATIVE PARTNERSHIP WITH THE RAINFOREST ALLIANCE TO FOSTER SUSTAINABLE AGRICULTURE VALUE CHAIN DEVELOPMENT IN AFRICA</p>	
<p><b>Carbon Project</b></p> <ul style="list-style-type: none"> <li>RCN shell 2000 MT/month transformation to CNSL and Charcoal.</li> <li>Charcoal to be used as fuel in boilers.</li> </ul>	<p><b>Local Talent Upskilling</b></p> <ul style="list-style-type: none"> <li>Greater focus on building local talent</li> <li>Commitment to upskill and reshuffle existing expat community in select destinations.</li> </ul>	<p><b>Expanding Footprint</b></p> <p>Initiate processing facilities in</p> <ul style="list-style-type: none"> <li>Ivory Coast</li> <li>Nigeria</li> <li>Tanzania</li> </ul>	<p><b>Job Creation &amp; Women Empowerment</b></p> <p>Set-up more remote peeling centers with the objective to enhance</p> <ul style="list-style-type: none"> <li>job creation and</li> <li>women empowerment</li> </ul>



VIET MOLD MACHINE

# VIET MOLD MACHINE

DESIGN - MANUFACTURE CASHEW PROCESSING MACHINES

**CASHEW PROCESSING MACHINES FULLY PLANT  
MECHANIZATION & AUTOMATION**

ASSURE STABILIZATION - SUSTAINABILITY PERFORMANCE - REDUCE OPERATION COST

### Cashew Sheller CHS12 Specification:

- Capacity : 250÷500 kg/hr nuts size
- Whole Kernels percentage: >95 %
- Uncut rate: <5%
- Power supply: 0.75Kw, 220V- 50Hz, controlled by Inverter
- Dimension: L1.3 x W1.2 x H1.1 (m)
- The machine frame is made of stainless steel (Inox)
- Cutting mold and Cutting blade made of specialized material with high-strengthen (Hardness Rockwell C 50-54 HRC)
- Bearing ASAHI (Japan)
- This machine line is manufactured with high precision, high durability.
- Simple operation, easy maintenance

*Depending on the raw materials, handling technology and processing, the cutting ratio may increase or decrease slightly compared to the above parameter*



**Cashew Sheller CHS12**



**Raw Cashew Calibrator**

Capacity: 1,500÷1,800 kg/hr



**Automatic Cashew Steamer**

Capacity: 800÷1,000 kg/Batch



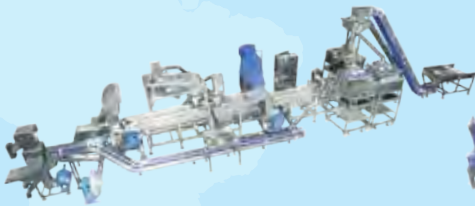
**Cashew Shelling Line  
SM400-1CHS12**

Capacity: 250÷500 kg/hr



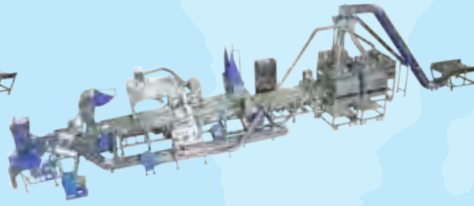
**Cashew Shelling Line  
SM800-2CHS12**

Capacity: 400÷1,000 kg/hr



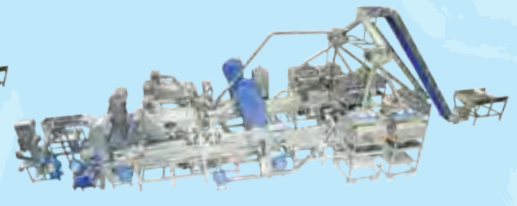
**Cashew Shelling Line  
SM1200-3CHS12**

Capacity: 600÷1,500 kg/hr



**Cashew Shelling Line  
SM1600-4CHS12**

Capacity: 1,200÷1,800 kg/hr



**Cashew Shelling Line  
SM2400-7CHS12**

Capacity: 1,200÷3,000 kg/hr



**Cashew Peeling Machine PM400-APC3-FAC**

Capacity: 300÷400 kg/hr



**Cashew Kernel Dryer**

Capacity: 1,000÷2,400 kg/Batch



**Vacuum Packing Machine**

Capacity: 80 ÷ 120 Packgs/hr



Office: 138A Dinh Bo Linh St., Ward 26, Binh Thanh Dist., HCM City, Viet Nam



Factory: 54 An Duong Vuong St., Ward 16, Dist 8, HCM City, Viet Nam



admin@vietmoldmachine.com  
vmmpro@vietmoldmachine.com



Website: www.vietmoldmachine.com

# Business Session-4

## From Survival to Sustainable Growth and Profits in Cashew Business



**Chair: Mr Kalbavi Prakash Rao, Kalbavi Cashews**  
**Panellists: Ms Sweta Jain, Valency International, Mr Vasudev Barkur, ETG (Online),**  
**Mr Abel Santos Sáez, Intersnack Cashew Company Pte Ltd,**  
**Mr Gaurav Patil, Olam Food Ingredients, Mr Rengarajan, Torq Commodities**



**Mr Kalbavi Prakash Rao**  
Kalbavi Cashews

### **CASHEW INDUSTRY: 1970-2000**

- 100 % Manual processing - Brazil excluded
- Process innovations - Minor; Processing continuously evolved
- India, Vietnam -> Major processors; Africa -> Major producer
- Marketing – None, Pure selling
- Kernel Consumption - Growth rate @5-6% annually
- Supply-Demand for RCN: Always short, always in disparity
- Supply-Demand for Kernels: Minor disparity, decent liquidity in Export markets
- Were we struggling for Survival?? Were we in balance then?



**RCN Production: Processing capacity: Global Consumption**

**RCN global production growth**

COUNTRY	PRODUCTION IN MT		PRODUCTION IN MT	
	YEAR - 2000	% OF PRODUCTION	YEAR -2023	% OF PRODUCTION
WEST AFRICA	850,000	42%	30,00,000	55%
INDIA	450,000	22%	750,000	13%
VIETNAM	300,000	15%	550,000	10%
EAST AFRICA	180,000	9%	400,000	8%
BRAZIL	225,000	11%	120,000	2%
INDONESIA	40,000	2%	70,000	1.5%
CAMBODIA	NIL	0%	650,000	12%
<b>TOTAL</b>	<b>20,45,000</b>		<b>55,40,000</b>	<b>170% OVER 2000</b>

**Y2K TO 2023**

- Manual – Mechanization transition
- 70% Mechanization achieved in India; 100% Mechanization/Automation in Vietnam
- 200 % Increase in Processing capacity from 2 Mn – 6 Mn MT
- RCN Production Growth: 2 Mn to 5.5 Mn (175%)
- Kernel Consumption Growth: India - 100% (410,000 MT); Rest of the world - 130% (600,000) MT
- RCN Supply: Kernel Consumption = 175%: 130%
- What happened to the balance??
- Are we struggling for Survival now? Where is the Gap??

**WHERE DID WE GO WRONG?**

- Failed to coordinate between Processors/Producers
- Processors manage to scale, thanks to Mechanization
- Processors/Producers failed to Market
- Industry struggling to get the right Business Model
- Producers let down - with non-remunerative farm income
- Huge marketing spends by competing nuts ->

Consumption increase -> Overall sustainable growth

- How do we replicate this story for cashews - Bring Profits?

**Budget spends on promotion**

• ALMOND BOARD		100 Mn USD
• PISTACHIOS		360 Mn USD
• WALNUTS		22 Mn USD
• FIGS		40 Mn USD
• CASHEWS		?????

**WHO BENEFITS FROM PROMOTION?**

- INDUSTRY EFFICIENT - MARKETS COMPETITIVE
- i. Whenever conversion is faster, Consumers benefit
- ii. Whenever the demand for FG is big, Producers/ Farmers
- GLOBAL SUPPLY RAW SEEDS: i. AFRICA: 60% (15% EAST, 85% WEST) ii. INDIA: 13% iii. VIETNAM: 10% iv. CAMBODIA: 15% v. BRAZIL: 2%
- WHO BENEFITS/NEEDS MOST? WHERE/ HOW DO WE START?

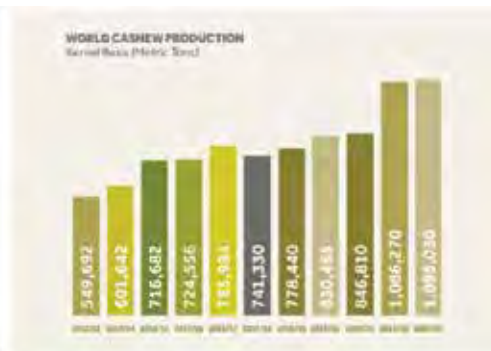
**Consumption growth in dry fruits (inc data)**

COMMODITY	PRODUCTION	PER CAPITA KGS/YR	PRODUCTION	PER CAPITA KGS/YR	% INCREASE	PROMOTION BUDGET
	2011 ( MT)		2022( MT)			
ALMONDS	12,42,000	0.17	15,70,589	0.22	26%	\$100 Mn
PISTACHIOS	6,69,000	0.105	9,01,000	0.131	34%	\$360 Mn
WALNUT	8,34,000	0.125	9,77,000	0.134	17%	\$22 Mn
FIGS	1,44,000	0.025	1,96,000	0.03	35%	\$40 Mn
CASHEWS	721,000	0.13	11,65,000	0.100	61%	????



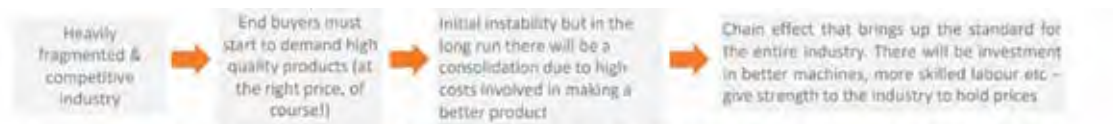
**Ms Sweta Jain**  
Valency International

**How do we achieve sustainable growth & profits in cashew?**  
Cashew prices have fallen by 50 per cent over the last Seven years from usd 5/lbs to 2.5/lbs with supply increasing by 50 per cent over the last Seven years from 3 million tons to 4.5 million tons

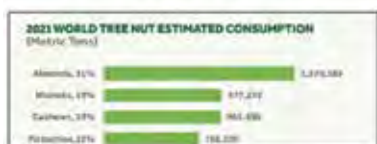


- Declining prices of cashew is reflective of oversupply of cashew in the market
- In many periods, Raw Nuts and Kernel pricing have not moved in the same direction, creating periods of disparity for processors
- When we have seen parity, the reasons are different – COVID creating supply uncertainties which created a lot of product in destination countries, freight created volatility

**Becoming a quality-focused industry**

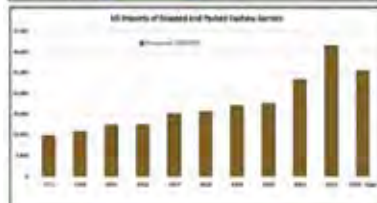


**STIMULATING DEMAND FOR CASHEWS THROUGH VALUE ADDITION**



Innovation, R&D and differentiating is key for today's processors and industry players –

- Sustainability Initiatives – SMETA, traceability, Organic, Fair trade, CSR efforts (Africa)
- Pasturized, Roasted, Flavoured, Butter, Meal
- Sprouted



Source: FAO & UN Comtrade



# MOVE-ComCashew

Business Support Facility for Resilient Agricultural Value Chains



## objectives

The Joint Action aims to develop and enhance the capacities of actors along OACPS members' agricultural value chains to attract finance and investment, in particular towards low-emission and climate resilient practices and value chains

**Human Capacity Development**

**Private Sector Development - Matching Grant Fund**

**Policy Dialogue and South-South Cooperation**



**Go to source and bring processing savings**

**Advantages/Strengths of Processing**

- Near to RCN bringing cost effectiveness
- Close to destination markets
- Single origin product
- Allowing higher traceability
- Mechanized a lot over the years, skilled workforce, development of machines like infra red, ECO2, Nano Pix that aid processing

**Opportunities:**

- Value add to cashews by organic ranges, Traceability
- Training of workers to reduce costs
- Government support
- Impact social by job opportunity
- Higher efficiencies by AI technology to improve productivity fields of peeling and atomization
- By product revenue building model

**Weaknesses:**

- Holding cost of RCN
- Logistic challenges in Nigeria
- Higher costs of Production
- Still losing value in shelling stages, achieving high peel ability a challenge, wholes, pcs % ratio,
- Challenges of Foreign Matter that requires a lot of manual intervention

**Threats:**

- Economic, political situation
- Currency



**Mr Vasudev Barkur**  
ETG (Online)

Currently, the cashew industry is not in good shape as we all know, going through a difficult phase. From Mr Kalbavi’s presentation, it is clear that supply is growing more than demand. There is a clear gap, which is pushing the industry to the current state of affairs wherein the prices are not pushing up the kernels, which can trigger higher demand and higher realization. On the other side, everyone wants to participate in the cashew trade space, which also takes the prices up and everybody collectively suffers at the end of the day.

In Africa barring a few countries most of the farmers are smallholders, and also unorganized, moreover, cashews are a cash crop, easy to manage, and low investment and hence cashews fit into their scheme of things. The African Governments led by Tanzania in providing proper seeds, teaching good farm practices, providing timely fertilizers, and then embraced by the West African governments.

A lot of unutilized land is still available and hence cashews will continue to grow exponentially going forward. Although cocoa is there, having faced difficulties in some of the countries, wherein the prices are at a record high price, farmers may not get the intended benefits as it is oversold. With abundant land, lower maintenance, and lower cost of cultivation, cashews will continue to grow in African countries.



**Mr Abel Santos Sáez**  
Intersnack Cashew Company Pte Ltd

#### **From survival mode to profit**

- **How do we collectively take the cashew business from ‘survival mode’ to ‘sustained growth and profit mode’ in a world where**
- Raw cashew production is growing at double the rate as the kernel demand growth (at least in the last 10 years);
- Competing nuts spend tones of money on nutrition research, clinical trials, new product innovation, ge-generic promotion and targeted demand creation initiatives:
- Economic hardships (read low economic growth), inflation, geo-politics come in the way of increasing consumption of nuts considered as a discretionary food item;
- There is huge risk of contract non-performance by counter-parties and no mechanism for hedging price risks.

#### **What we have been all listening the last two days...**

- We need to increase consumption demand, its not about cutting trees. How do we drive consumer preference?
- Yes, the CASHEW sector is not united. LACK of CASHEW LOWERS.
- Yes, we live in a convulse world that is in transition to a new era where the new forces and drivers are being redefined... be used to it!!
- Volatile, opportunistic, risky supply Chain...

Nothing new, ? or Yes ? A fact in the Cashew industry is that you can get always the answer you want... just ask right person and you will get it.

#### **Building our RESULTS....**

RESULTS = Performance – interferences

(what you have in control – what is not in control)

Performance = Capacity x Commitment

RESULTS = (Capacity x Commitment) – interferences

Interferences = Unresolved Challenges (external and internal to the Cashew sector)

FROM SURVIVAL MODE TO PROFIT

**Interferences in the Cashew sector**

- RCN and Kernels parity, economy of scale and fragmentation of the sector capabilities.
- Low prices for farmers, poor labor conditions in our facilities.
- Climate change. Extreme heat / drought conditions in Vietnam & Cambodia and heavy rain in West Africa.
- Shipping Issues -Red Sea Crises / Drought in the Panama Canal
- Reversal Of Interest Rates - consumers to start spending again, industry to finance more inventory holdings, relief to the whole supply chain.
- Currency Exchange fluctuations.
- Governments interventions in crops, price support, customs protection
- Speculative positions to push prices up and corner market
- Consumption patterns
- Supply Chain disruptions ( Covid, lockdowns / Shipping crises)
- Consumer slowdown / Over stocking / Warehouse Crises
- Processing at the origin.

**Lack of alignment to tackle the external challenges but in love with the internal conflict in our supply chain...**

Farmers vs Traders vs Processors vs Roasters, instead of Farmers + Traders + Processors + Roasters vs the external challenges.

**Capacity x Commitment**

- Talented sector with knowledge, capacities and commitment. Look around you. Look here to Mr Gaurav, Ms Sweta, Mr Vasudev, Mr Rengarajan, Mr Kalbavi... We are a resilient industry formed by strong and experienced players.
- Robust base of RCN supply, processing capabilities and demand.
- Outstanding performance in difficult times (ie. Covid, sea freight crisis, economic crisis)
- Innovative Industry that has led (and still does) pioneer changes in food safety, social responsibility and technology.
- RCN quality and processing efficiencies improving year on year.
- Capacities increase and new infrastructures create positive economic impacts along the
- ENTIRE supply chain.
- Sustainability and supply chain integration/ development as enablers for better value distribution
- New players' entries challenging the dynamics, CHALLENGERS.

**SURVIVAL, BELONGING & BECOMING!!**

**From Survival to Sustainable Growth & Profits in Cashew Business**

- Humans are wired for three main things: to survive (you are here, so you are alive), to belong in a meaningful community (where better than in the Cashew Industry), and to become our best selves (by overcoming the challenges to which you are confronted)
- We will never be free of hurdles in life, is part of the change that is a constant we must live with, and we must have the courage to confront it.
- Courage: The availability to go from Failure to Failure without losing enthusiasm. (Les Brown).

**What is next? Build a VISION**

- **Keep yourself HUNGRY!!** Embrace the challenge and believe in yourself and your organizations to overcome these difficulties! **Build your own VISION**
- It will take courage to thrive through where there are no paths and leave a trail but remember that many of you belong to the families & companies that have done it before.
- Even more, YOU ALL are active actors of the great history that the sector has already build, so please, **BE THE CASHEW LOVERS THAT WE NEED, INSPIRE US and HELP US bringing ALIVE YOUR VISION...**



is the **INTERSNACK** initiative created to achieve our **VISION:**

“ **Providing a bright future for everyone involved in the supply chain** ”



**Mr Gaurav Patil**  
Olam Food Ingredients

### Driving Sustainable Growth in Cashews

#### Challenges:

- No organized marketing spending for Cashews promotions
- No collective pricing power with processors
- Immensely fragmented market, thereby value leakage
- Post COVID recovery coupled with inflation impacting consumption
- Excess supply situation against demand
- Lagging in the Innovation Index

#### Way Forward

- Global Council of Cashews to drive growth, innovation and marketing
- Promotion of Cashew as an inclusion in Ingredients across categories
- A global marketing strategy with a 10-year vision to be driven across Asia, the US and the EU for consumption boost
- Focused approach to increase cashew consumption in China and
- Health benefits promotions for cashews in Asian markets.

#### Upticks of cashew

- Livelihood for over 3 million families globally
- Over 1.5 million jobs
- 8 billion USD revenue. CAGR 4.6%. 9.2B in 5 years
- CO2 absorption capacity of cashew trees is app. 75,000 tons/ha/year
- Lowest greenhouse emission per 100 grams of protein at 0.26kg
- One of the healthiest nuts for heart health – high magnesium
- Global trends of Vegan proteins
- Cashew milk – replacement for lactose-free milk



**Mr Rengarajan**  
Torq Commodities



### Considerations for the WCC forum

- Promote Cashews citing health benefits
- Promotional activities to be jointly done under the banner of association to share costs and benefits
- Invite big retail chains to WCC – let them hear the woes faced by other stakeholders and work together on creating a sustainable value proposition for all in the ecosystem
- Invite retailers to participate jointly in farmer benefit programs
- Default of contracts with flimsy reasons should stop and associations to take up defaulter's cases for resolution
- Improve cost realization of shells by recycling/reuse in different forms
- Increase R&D with Govt intervention to improve processing revenues – can involve the Indian Institute of Technology
- Improve product lines using Cashew Apple pulp and beverages
- African processing is still short able human resources – training needs to be identified
- Africa farming & processing technical and R&D are lacking – it is more demand-based than tech-based and
- Need to create awareness - to sell broken worldwide.

## Q&A

**Mr Kalbavi Prakash Rao:** Mr. Vasudev Barkur, we're discussing sustainable growth, particularly in the context of Africa emerging as a new processing hub. With the support and incentives governments provide in these regions, do you foresee sustainable growth for Africa as a manufacturer?

**Mr Vasudev Barkur:** It's a complex question, considering our 50-year presence in Africa, with 19 years dedicated to processing. While there are exceptions

like Ivory Coast (Côte d'Ivoire), where processing seems to be gaining momentum, overall trends vary. In Ivory Coast, processing has seen an uptick, with approximately 250,000 metric tons processed by major players and smaller participants. However, in other countries, processing has either remained stagnant or declined. Over the last 15 years, Africa has only processed around 8-9% of its production, a ratio that persists today. To achieve sustainable growth, intra-Africa raw cashew trade could be a viable solution.





**Limited Company**  
**established in Ivory Coast since 2009**

## IVORY COAST'S LEADING CASHEW PROCESSORS

We are ranked as one of the top three cashew kernels processor in Ivory Coast. We achieved many awards and built a strong reputation with our customers. Trust and reliability are very important for us.



### QUALITY

The company is in Abidjan - Economic capital of Ivory Coast, which allows us to purchase raw materials from various areas of the country. It ensures the quality and incenses the best taste of Ivoirian Cashew.

Being connected to farmers directly helps us monitor on-farm production and changes in climate conditions to have accurate information regarding the different production and harvest stages.



### PRODUCTION

We master the entire chain of production (purchasing, storage, transformation, packaging and export).

Our annual raw cashew nuts needs for our factories is 45 000MT.

More than 600 workers who are inspired, hard-working, passionate and well-trained to help us continue to grow and have a positive impact on communities in Ivory Coast.



### FOOD SAFETY

Compliance with the prescribed AFI standards.

We have been investing in Controlled Atmosphere technique to control pest in food treatments. This method is suitable for both preventive and curative effect. It is friendly to the environment.



This would involve East Africa supplying raw cashews to West Africa and vice versa, circumventing export duties. While government support is beneficial, it can only go so far in driving sustainable growth. More initiatives like intra-Africa trade are needed to foster long-term sustainability.

**Mr Kalbavi Prakash Rao:** The ingredient market has been crucial for India's growth in the cashew industry. How do you see the ingredient market evolving in China and other markets, and can we replicate India's success in these regions?

**Mr Gaurav Patil:** India's cashew industry benefits from strong pricing parity, especially for grades like splits and LWP, which command significant premiums domestically. This pricing model is gradually emerging in Asian markets like Thailand, Malaysia, the Philippines, and Indonesia. While China remains a dominant snacking market, the e-commerce boom is expanding its consumer base for cashew ingredients. With the right strategy, China's cashew consumption is poised to grow over the next 5-7 years. By 2028, I anticipate China's kernel consumption reaching around 250,000 tons.

**Mr Kalbavi Prakash Rao:** Considering the oversupply situation and the challenge of creating value for produce, do you think Africa's rapid production growth has contributed to the industry's current difficulties? How can we improve world consumption and create more value for raw materials?

**Ms Sweta Jain:** Oversupply is indeed a pressing issue, exacerbated by Africa's rapid production growth. However, it's not solely responsible for the industry's challenges. Demand-side factors like inflation and

recession also hinder consumption growth. To weather these challenges, resilience and innovation are paramount. Exploring by-products like biofuels derived from cashew shells could present new revenue streams. Ultimately, we must think creatively and adaptively to navigate the current market landscape.

**Akshith Ukrani:** This is Akshith Ukrani. What are your thoughts on the increased interest rates recently globally; earlier Mr. Long talked about the increased interest rate in Vietnam, and we can also see it in Pakistan, Argentina, and many other countries. So how can this impact the agriculture commodities trade and overall cashews industry specifically?

**Mr Gaurav Patil:** So, our commodity, mainly cashews, has a longer cycle time. With interest rates increasing over the last 18 months, we've observed a significant reduction in the holding power of processors and traders. This diminishes their capability to hold cashews for processing and selling at better prices. Additionally, extended sales timelines, particularly to Europe due to Red Sea issues, further impact pricing, as end consumers still expect stable prices despite increased interest costs for shippers. This affects both processors and traders in terms of margins and realisations. If this trend continues, we may see players scaling down volumes or exiting the business. The hope lies in interest rates potentially correcting soon, as signs of improvement are already visible. By quarter 3 or 4, we may see interest rates globally coming down, although Asia remains relatively bullish, with GDP growth rates around 7% and interest rates ranging from 4 to 4.5%.



## Business Session-5: Technology, Innovation & Food Safety



**Chair: Mr Shakti Pal, Cashew Industry Expert**

**Panellists: Mr Nam Nguyen, Vietmold, Mr Ethan Truong, CMV, Mr Ankur Chitroda, GOYUM SCREW PRESS, Mr Kristoffer Dahlinger, August Toepfer & Co, (GmbH & Co,) KG, Mr Sasisekar K, nanoPix ISS Pvt. Ltd., Mr Jeevan Saldanha, Spectrum Industries, Mr Joey Liao, MEYER, Mr Nhat Nguyen Van, Peterson-Eco2 Co. Ltd.,**



**Mr Shakti Pal**  
Cashew Industry Expert

This panel has been instrumental in driving significant advancements in the industry over the past decade or so. Starting from humble beginnings 10-15 years ago, they have achieved remarkable progress, demonstrating their ability to tackle challenges and adapt to market demands. Their efforts have not only led to substantial technological expansions but have also prioritized compliance with market standards, including food safety, code of conduct, workers' safety, and environmental considerations.

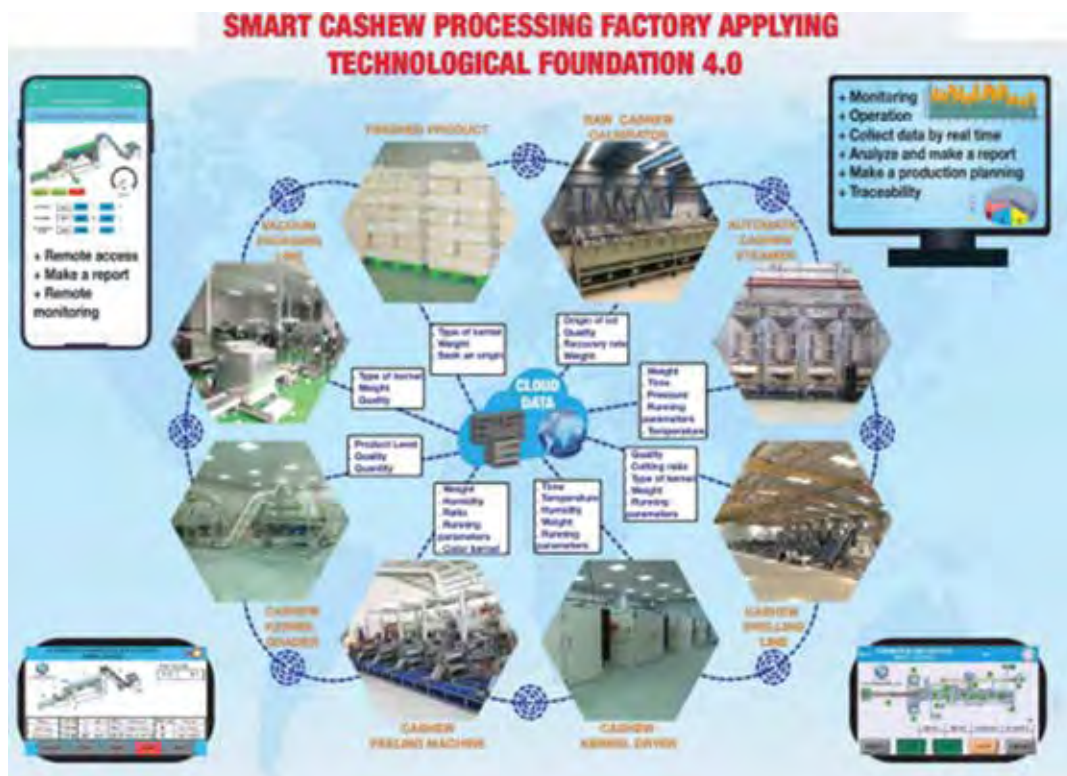
Let me provide a brief overview of the panel composition. We have representatives from five different categories of equipment suppliers. Firstly, we have the Trunkey players who design the overall plant. Then, there are three suppliers specializing in specific sections of the processing plant. Additionally, we have suppliers focusing on food safety compliance. Finally, we have a speaker from the market to discuss food safety issues.

This panel reflects a significant shift in the perception of cashew processing. Previously notorious for its poor conditions and food safety concerns, the advancements in technology have not only boosted production but also improved working conditions and safety standards. It's truly remarkable to see representatives from various sectors coming together to address these challenges.

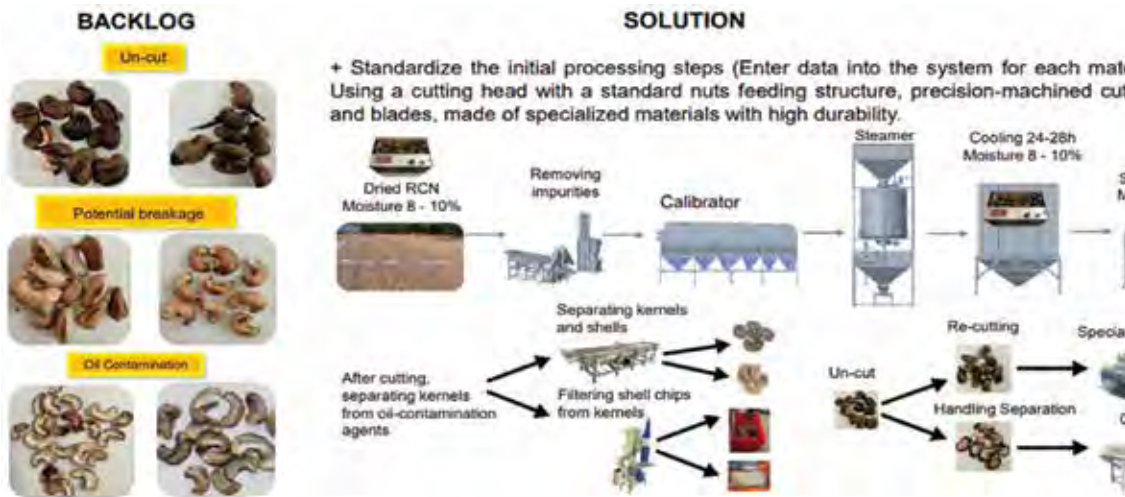
Without further ado, I would like to introduce our first speaker, Mr. Nam Nguyen from Vietmold. They are renowned for their Trunkey projects and have a presence in every geography where cashew is processed. Their global reach demonstrates their commitment to excellence beyond boundaries. Please join me in welcoming Mr. Nam.



Mr Nam Nguyen  
Vietmold



**Current situation and solutions in cutting shell of cashew nuts**



Data was collected in IVC from June to December 2023

Size	Capacity of Cutting head CHS12	Average broken rate: Broken, Butts, Eagle cut, Large white piece
A+: 26-28 mm	450 - 500 Kg/hr	1 + 2%
A: 24-26 mm	400 - 450 Kg/hr	1 + 3%
B: 22-24 mm	350 - 400 Kg/hr	2 + 4%
C: 20-22 mm	300 - 350 Kg/hr	2 + 5%
D: 18-20 mm	225 - 300 Kg/hr	2 + 6%

Separating cashew kernels from machine and oil-contamination agents



**Current situation and solutions in peeling**

**BACKLOG**

+ Unpeel high rate 10-15%, more labors to handle, limits factory productivity.



+ Forced humidify, quality reduction, costly post-processing costs.



**SOLUTION**

+ Standardize the initial processing steps. Using a high-performance peeling machine, using automatic valves to automate compressed air control, stabilize air pressure, increase clean rate, reduce broken rate and save energy.



We have to moisture recovery technology solution which has least impact on cashew kernels, ensuring they retain their original color, nutrition and flavor.

We have successfully tested new solutions and equipment in peeling process at some factories: reducing unpeel rate 2-5% and broken rate 2-5% compare to current model equipment. We will put them into commercial production in the upcoming time. We hope this will be a big advance in solving one of the backlogs in the cashew industry.



**Mr Ethan Truong**  
CMV

The presentation highlighted significant advancements in cashew processing technology over the last three years by a leading company based in Vietnam, referred to as “Cashew Machine” (CMV). The company, known for its high-quality equipment, has been instrumental in transforming the cashew processing industry.

The improvements primarily revolved around the enhancement of shelling machines, aimed at increasing capacity and reducing wastage. Notably, the company

has introduced innovations resulting in a considerable decrease in uncut and broken kernels, thereby minimizing manual labour and energy consumption.

One key aspect emphasized in the presentation was the adaptability of technology in reducing workforce and enhancing product quality. The company’s focus on addressing key performance indicators such as hole rate in final packing showcased a remarkable achievement. With the utilisation of their machinery, customers can achieve hole rates exceeding 95%, surpassing industry benchmarks and ensuring high-quality final products. Moreover, the company’s commitment to providing cost-effective solutions, particularly in regions like Africa, underscores its dedication to catering to diverse market needs. The presentation indicated a shift in benchmarking from 70% to 80% within a year, signifying a significant milestone in the industry.

Additionally, the report highlighted the positive impact of these advancements on the financial aspects for customers, as evidenced by the ability to achieve around 80% whole rates, thereby facilitating a quicker return on investment.

In conclusion, the presentation elucidated Cashew Machine’s pivotal role in driving technological innovation within the cashew processing industry, with a focus on enhancing efficiency, reducing labor dependency, and improving product quality.

# CUSTOMISED INNOVATIVE SOLUTIONS for the **CASHEW INDUSTRY**



## HAWK EYE 200

Optical size Grader for Wholes & Splits



## SBS-4001 MAXIMA

The Belt type Trichromatic CCD Camera Sorters



## S-4001 MAXIMA

The new revolution in Colour Sorting

Spectrum Industries is an internationally recognised manufacturer of Cleaning, Grading and Colour Sorting machinery for the Cashew Industry with complete commitment towards providing the best of service, value and quality to our customers.

We have been the pioneers manufacturers of Electronic Colour Sorters in India since 1993. With over three decades of manufacturing experience in Colour Sorting and with over 2000 installations, our Trichromatic Full Colour RGB CCD camera based colour sorting machines of the Chute feed type as well as the belt feed type are incorporated with cutting edge technology making them the best available sorters in world today.

Our product portfolio includes standalone machines such as Pre-Cleaners, De-stoners, Gravity Separators, Graders and Electronic Colour Sorting Machinery, as well as complete turnkey solutions for processing a wide variety of seeds, nuts and all type of food grains and cereals, ranging in capacities from 1 to 30 tons per hour.



## SPECTRUM INDUSTRIES

*Success through Innovation*

### Corporate Office & Unit I:

C14, 15 & 16, Industrial Estate, Yeyyadi  
Mangaluru – 575 008, Karnataka, India

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Email : sales@spectrumindustries.org

Website : www.spectrumindustries.co.in



**Mr Joey Liao**  
MEYER

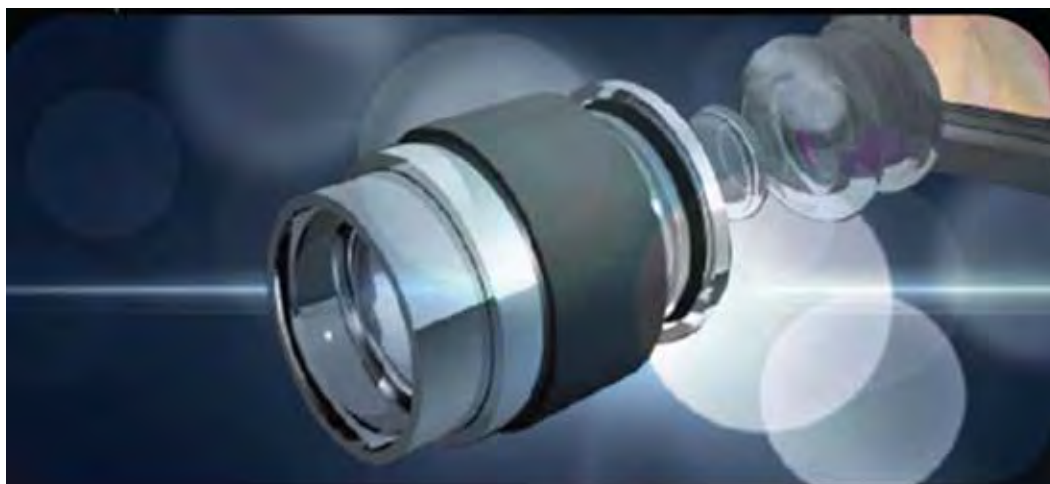
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**Cashew Sorting Solutions**



**Ultra-clear camera system**

Equipped with low distortion camera lens, the smallest recognition area can reach 0.0025mm<sup>2</sup>. Material recognition is clearer.





### Ai deep learning technology

Based on the massive sample database, can quickly build and iterate deep learning sorting models, recognizing complex foreign materials and defects that traditional algorithm is hard to deal with.



### Cashew Sorting Solutions

The whole scene sorting solutions can be provided for raw cashew separation, whole cashew separation, split separation, broken pieces separation, testa separation, scorched separation, mildew/spotted separation, shell separation, and so on.



### Sorter Care

Easy control of the production line status of any time anywhere "Big but baby can control"





**Mr Sasisekar K**  
nanoPix ISS Pvt. Ltd.

**From Peeling to Grading Inspection**



**Direct from Peeling – 8 Grades in a Single Pass**  
**4 Size Grades 180 – 240 – 320 – 400**



**2 Defect Grades, Rejects & Splits/broken  
7 Colour Grade Program – Getting more Value**



**Why NanoPix, NanoSorter?**

- Pioneer and Leader in Grading
- 12+ years of delivering Value to Customers
- Patented AI-Enabled Grading Technology
- (26 Patents – 80 Countries)
- Proven Platform with Deep Learning of Cashew

Business Needs • 1400+ machines deployed and growing

- High Quality, Integration High Quantity
- Seamless Service support in 10 countries
- Typical \$36k Annual Saving for a 10T/day Plant

**Integrated Systems**



**Integrated Collection**



**Key Takeaways**

- High-Value Retention – significant value to processors • 1000+ Customers Worldwide
- 1400+ units running in 10+ Countries
- Large Factories
- Arise Benin – 200+ Tons/Day
- Bola Cashew Factory – 160 Tons / Day
- OLAM Vietnam – 60-75 Tons / Day
- Quality Processing
- Kalbavi Cashews
- Kamakshi Exports
- Krishival Cashew

Complete Automation for Cashew Processing (Post Peeling)



**Mr Jeevan Saldanha**  
Spectrum Industries

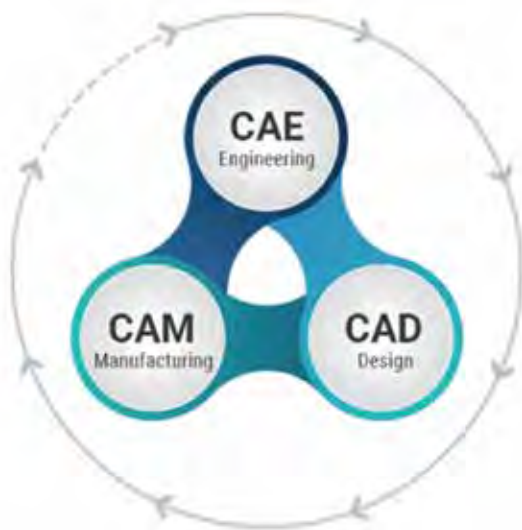
### About Us

Spectrum Industries is an Internationally recognized manufacturer of Cleaning, Grading & Colour Sorting Machinery for the Food Processing Industry with a complete commitment towards providing the best of service, value and quality to our customers.

### Highlights



### Recognition as a Design House



- 01 Recognition as a Design House**  
We are now recognized as a machine design house across industries
- 02 Setup R&D Unit**  
Enabling IP creation and Patenting
- 03 Recruits B.Tech, M.Tech Grads**  
Improving the quality of talent
- 04 Staff Training Centre Setup**  
To enable a continuous upgradation of knowledge for our staff

### Machines For the Cashew Industry

Delivering Competitive Advantage Through Artificial intelligence & Machine Learning Technologies

### Belt Type Color Sorter

Ideal for sorting brittle products such as cashew nuts, almonds, raw & blanched peanuts etc. as well as non-free flowing material such as raisins, fresh & dehydrated vegetables such as onions, garlic, carrot cubes etc.

Belt Type Color Sorter: Fully Computer-controlled, Ultrafast pneumatic ejectors, Plug-N-Play system; Available in capacities from 0.5 to 5 tons per hour.



### Camera Color Sorter

We are the pioneers in the manufacture of colour sorters in India for the food processing industries.

High Resolution 16200 Pixel CCD Cameras

LED Solid-state High-intensity Long-life Stable Lighting

Online Viewing of Product Sorting

Ultrafast Pneumatic Ejectors

Camera Color Sorter

Automatic Cleaning of Viewing Area by Wiper System

Automatic Online Calibration

Fully Computer Controlled

### HAWK EYE-200

The leading Cashew Grader Machine that Grades- 9 Grades in 1 Pass

24 Hrs Operation Capacity

>95% Accuracy

200 Kgs/Hr Throughput

HAWK EYE-200

Fully Computer Controlled

Controllable Grades 180/210, 240, 280, 320, 400

Plug-N-Play System



Installation in Africa



**Dryer-Infra Red**

These Infrared (IR) dryers use infrared radiation, which is invisible electromagnetic radiation in the short wave and medium wave range which when incident upon a product may be absorbed and converted into heat.

- Destroy Infestation & Bacteria Through IR
- Dehydrate Cashew Nuts & Other Products
- Heat the product without damage to colour or quality
- Can be used for Sterilization in Packaging Industries
- Dryer-Infra Red
- Multi-Layer Belt Conveyors
- Combine Advantages of Both IR & Hot Air Circulation
- 0-100% Power Adjustments
- Compact Size



**Dryer - UV Light**

These Multi-layer Belt conveyor-based units use Ultraviolet light for Disinfestation and pasteurisation, to destroy Aerobic and Anaerobic bacteria, viruses and fungi in Cashew nuts and other food products without damage to the colour and quality of products.

- Destroy Aerobic and Anaerobic bacteria, viruses; Dehydrate Cashew Nuts & Other Products
- Heat the product without damage to colour or quality - Both UV Treatment and High volume Forced air. These Multi-layer Belt Conveyor units use Ultraviolet light for Disinfestation and pasteurisation, to destroy Aerobic and Anaerobic bacteria, virus and fungus in Cashew nuts and other food products without damage to the color and quality of products.
- Dryer - UV Light
- Muti-layer Belt Conveyors with speed controllers
- UV resistant food grade belts for tumbling of nuts
- Modular cassette systems for UV Emitters
- Compact Size



**Vacuum Packing System  
Complete Turnkey Solutions  
(Post Peeling)**

We provide end-to-end complete solutions Starting from the Grading to the Vacuum Packing

Can take care of complete plant design & post sales maintenance

The Only company to provide such a complete solution for the cashew industry Bringing one-point accountability to the plant owner



**Mr Nhat Nguyen Van**  
Peterson-Eco2 Co. Ltd.,

**Advantage of mit**

- Heat isn't transferred to material; Treatment time is quick.
- Lower energy consumption • Causes less damage to substance than other conventional methods using high temperature.
- Does not cause shrinkage or toughening of food • Flavours and taste remain unchanged.
- Automatic control and • Reducing manual cost.



**Insect control**

**A. Report**

Sample	Method	Result
Sample No 01	Delimiting Heat (DH) method by immersion at temperature 60°C for 30 minutes	Effectiveness of 60 degree heat Low insects and fungi
Sample No 02	Delimiting Heat (DH) method by immersion at temperature 65°C for 30 minutes	Effectiveness of 65 degree heat Low insects and fungi
Sample No 03	Delimiting Heat (DH) method by immersion at temperature 70°C for 30 minutes	Effectiveness of 70 degree heat Low insects and fungi

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 177/15 Linh Trung Street 1,  
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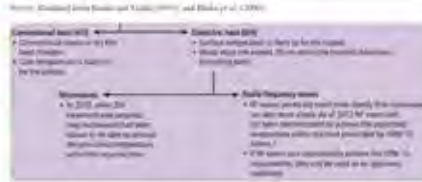
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Sample No 01	Method	Result
Sample No 01	Delimiting Heat (DH) method by immersion at temperature 60°C for 30 minutes	Effectiveness of 60 degree heat Low insects and fungi
Sample No 02	Delimiting Heat (DH) method by immersion at temperature 65°C for 30 minutes	Effectiveness of 65 degree heat Low insects and fungi
Sample No 03	Delimiting Heat (DH) method by immersion at temperature 70°C for 30 minutes	Effectiveness of 70 degree heat Low insects and fungi

L I C E N S E

**Table 1.1. Response of insect pests to high temperatures**

Temperature range (°C)	Effect on insects
25-30	Optimum for development
30-35	Maximum temperature for reproduction of most species
36-42	Populations die out, mostly insects work under stress
42-50	Death within a day
50-60	Death within an hour
Above 60	Death within a minute



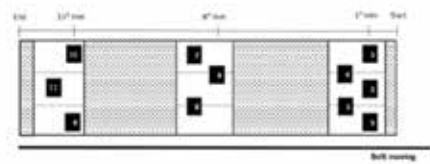
**Microbial control**

**Table 1. Settings are certified**

SETTING	PARAMETER				
	Target temperature (The temperature is maintained in the heat chamber at 6 hrs)	Ball speed	Residence time (at target temperature)	Ball depth	Total loading
Setting 1	80°C	0.9 rph/min	2.5 mins	2 cm	100 kg
Setting 2	80°C	0.9 rph/min	2.5 mins	2 cm	100 kg
Setting 3	100°C	0.9 rph/min	2.5 mins	2 cm	100 kg

**Table 3. The level of bacterial inoculum**

No.	Organism	Initial inoculum level	Log-transformation density	Method
1	<i>Escherichia coli</i> ATCC 12226	$1.0 \times 10^{11}$ CFU/ml	11.29 log CFU/g	AOAC 990.12
2	<i>Salmonella enteritidis</i> ATCC 23212	$3.3 \times 10^{11}$ CFU/ml	11.52 log CFU/g	AOAC 990.12
3	Inoculation suspension	$1.0 \times 10^{11}$ CFU/ml	11.32 log CFU/g	AOAC 990.12



**Table 9. Bacterial log reduction data analysis of Setting 2 & 3**

Parameter	Bacterial log reduction after heat process by coliform								
	Total (1-11)	Heading (1, 2, 3, 4, 5, 6)	Middle (6, 7, 8)	End (9, 10, 11)	Left (1, 2)	Middle left (3, 4)	Middle (5, 6)	Middle right (7, 8)	Right (9, 10)
<b>Setting 2: 80°C for 2.5 mins, 2 cm, 100 kg</b>									
Mean	4.5	3.9	4.5	4.0	4.0	4.2	4.0	3.4	3.9
<b>Setting 3: 100°C for 2.5 mins, 2 cm, 100 kg</b>									
Mean	4.9	4.5	5.1	5.5	4.8	5.2	4.6	4.3	5.2



**Mr Ankur Chitroda**  
 GOYUM SCREW PRESS

Mr Ankur Chitroda, representing Goyum Group India, introduced the company's expertise in oil extraction during a morning presentation. Founded in 1971, the company has established itself as a leading entity in the field, with a wide range of services including edible and non-edible oil extraction, refineries, solvent extraction plants, and animal feed plants. With a presence in over 63 countries across six continents, including spare offices in key regions such as Ivory Coast, Ghana, Nigeria, Mali, Ethiopia, and Latin America, Goyum Group India has positioned itself as a global player in the industry.

The focus of the presentation was on CNSL (Cashew Nut Shell Liquid) extraction technology, aimed at addressing the significant amount of waste generated during cashew processing. By leveraging this technology, which complements existing cashew shelling processes, the shells can be processed rather than directly burnt, adding substantial value to the process.

The CNSL extraction process involves several steps, starting with the cleaning section where shells pass through a rotary magnet to remove metallic impurities. Cleaned shells then undergo conditioning using indirect steam from a boiler before entering the pressing section. Goyum Group India offers a range of presses for CNSL extraction, catering to different production capacities.

The subsequent steam generation section uses the pressed cashew shell cake as fuel, with Goyum providing both vertical and horizontal boilers running on multiple fuels. Raw CNSL is pumped from underground tanks to reaction vessels, where it is heated using steam to settle impurities, resulting in clarified treated CNSL.

The applications of CNSL and cashew shell cake were highlighted, showcasing their versatility in industries such as biofuel production, friction linings, paint coatings, soil conditioning, and biomass briquette manufacturing. Collaborating with Goyum Group India for CNSL extraction presents an opportunity to generate substantial wealth.

In conclusion, Goyum Group India's presentation demonstrated its commitment to innovation and sustainability in the oil extraction industry, offering solutions that not only add value to processes, but also contribute to environmental conservation and wealth creation.



**Mr Kristoffer Dahlinger**  
August Toepfer & Co, (GmbH & Co,) KG

### **German Supply Chain Due Diligence Law (LkSG)**

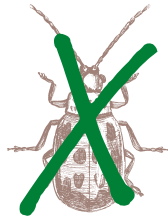
- Since 2023, companies with at least 3.000 employees and since the start of 2024, companies with at least 1.000 employees must comply
- Core of the law are due diligence obligations in the respective supply chains: e.g., no child labour, no forced labour, living wages and more
- Requirements include risk management, preventive and remediation measures, a complaints mechanism for human rights, and a declaration on human rights principles.

### **EU Corporate Sustainability Due Diligence Directive (EUCSDDD)**

- Similar to the German Supply Chain Law but on the EU-level and likely already applicable to companies with at least 500 employees
- With this law aggrieved parties are entitled to compensation by
- responsible companies
- Focus is to identify and stop potential and actual negative impacts in company's' supply chain.

### **Other trends in the EU**

- Pesticides regarding the EU law – saw many changes per year
- Chlorpyrifos & Pirimiphos often found • Mosh / Moah: new EU regulation planned for both • Binding maximum levels instead of guidance values
- Moah: LOQ max. 1.0 mg/kg (for Cashew)
- Mosh: LOQ max. 5.0 mg/kg (for all nuts)
- Demand for GFSI certifications still increasing as well as for SEDEX and SMETA.



# FREE OF PEST IN CASHEW USING NO CHEMICAL?

## OPTIONS FOR ORGANIC FUMIGATION IDEAL FOR CASHEW PROCESSING PLANT

Oxy-Low systems based on Controlled Atmosphere technology, worldwide proven  
Eggs & pupae destroyed, no resistance, no re-generation

### ✔ Organic Fumigation Chambers

*Integrated in food safety factory process*

- Low depreciation costs
- Low energy consumption

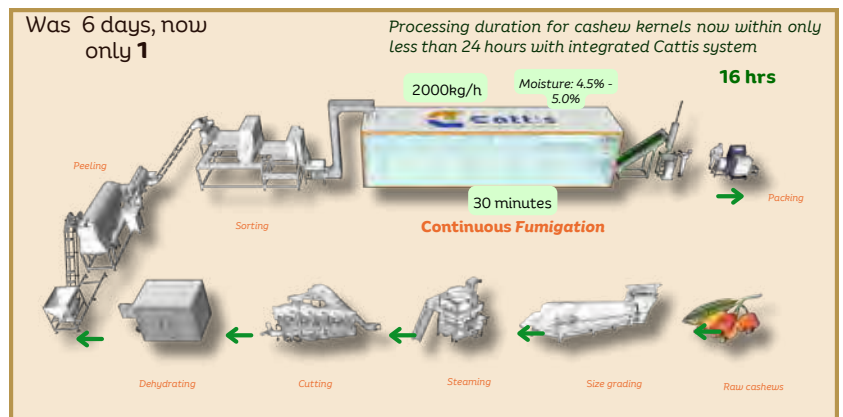


### ✔ Organic Fumigation Containers

- Quick delivery, plug-n-play*
- Short term & long term leasing
- Highly flexible

### ✔ In-line fumigation CATTIS

- 100% organic, no radiation**
- Treatment duration just 30 minutes
- Human safe, product quality improved



Further info, contact us

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(Mobile / Whatsapp / Facebook / Zalo)

info@ape-vn.com

www.organicfumigation.com

Or visit us at

**AP ENGINEERING**

NG2A - My Phuoc 3  
Ben Cat - Binh Duong  
Viet Nam

**OXYLOW BV**

James Wattstraat 6  
3281 NK Numansdorp  
The Netherlands

### Overview of regulatory Developments - EU-level

- Law against deforestation in supply chains: proof of deforestation-free supply chains for following raw materials or products containing palm oil, beef, wood, cocoa, coffee, soy and rubber
- Green Claims law: only traceable and comprehensible “green” marketing
- Net-Zero Data Platform: platform for all sustainability related company data
- Nature Restoration Law: Biodiversity goals for different ecosystems in the EU

- Switzerland is starting to adapt its laws towards EU laws regarding sustainability (e.g. to EUCSDDD, EUCSRD).

### Impact on the Cashew sector?

- Percentage of broken max. 10%
- Percentage of moisture max. 5%
- Entry of FM (foreign material) needs to be controlled (esp. for pieces!) and colour deviations should be controlled.

## Q&A

**Mr Shakti Pal:** In the past few years, many processors have purchased your machinery, but some of them don't have contact details for troubleshooting. How should they approach you for assistance, even if they didn't buy directly from you? How do you coordinate with Trunkey to better serve the purpose?

**Mr Joey Liao:** Our services vary depending on the market. For example, in Vietnam and India, we serve machines through local agents or distributors. However, in Africa, over 80-90 per cent of customers order directly from us. Sometimes, customers prefer to buy sorters through third-party companies due to various reasons. We are open to cooperation in such cases, but it's essential to discuss and share information in advance regarding projects, customers, and final costs. This collaboration benefits all parties involved, ensuring customers receive good models, service, and maintenance, while suppliers earn profits.

**Mr Shakti Pal:** There are concerns about intense odours during cashew shell processing, particularly regarding its impact on nearby populations. How do you address this issue?

**Mr Ankur Chitroda:** During shell processing, there can be unpleasant odours, especially during crushing and clarification. However, we employ advanced ventilation technologies to extract these fumes and odours, releasing them at least 100 feet above ground level. This ensures that the odours are diluted and do not negatively impact the health of workers or nearby residents.

**Mr A N Dara:** As Cambodia begins cashew processing, what advice do you have for beginners regarding technology, investment, and support?

**Mr Ethan Truong:** As manufacturers from Vietnam, we understand the challenges of sending machinery to Cambodia. We have offices in Ivory Coast with Vietnamese technicians serving in West and East Africa, which may be more cost-effective for African customers. Additionally, we prioritise simplicity in machinery maintenance and operations. We have representatives and machinery available outside the conference for inquiries and explanations about our services.

**Mr Sasisekar:** Any machinery in the cashew industry requires support in terms of training, maintenance schedules, and service for breakdowns. Customers often have trained technicians to maintain machines, and suppliers must ensure proper support across their supply locations. Technology advancements, such as video calls and online connectivity, facilitate remote calibration and support. In summary, through collaborative efforts and technological advancements, we aim to provide valuable services to customers investing in our machinery.

## Business Session-6: Cashew Kernel Market 2024: Review and Outlook



**Chair: Mr Valentin Senou Atchaoue, TECHNOSERVE**

**Panellists: Mr Robert Tinsley, R S Tinsley (Liverpool) Ltd, Mr Arjen Ruggenberg, Red River Foods Vietnam, Mr Wim Schipper, Intersnack Procurement, Mr Sukesh Aggarwal, UB Aggarwal Group and Mr Robert Saccoccio Scalzo Food Industries (Online),**



**Mr Valentin Senou Atchaoue**  
TECHNOSERVE

### Initial comments: ON A GENERAL NOTE:

- Ukraine-Russia war, which led to Rising energy and commodity prices
- Israel-Palestine war. Insecurity in the Red Sea
- MORE SPECIFICALLY ABOUT CASHEWS:
- We saw an oversupply by the end of 2022 coupled with a good 2023
- African cashew kernel supply to US & and EU markets keeps increasing
- Côte d'Ivoire became the second biggest kernel exporter just after Vietnam.



**Mr Wim Schipper**  
Intersnack Procurement

**Noble Nuts grow moderately compared to Nuts & Seeds**

- Performance of Nuts & Seeds segments



**Cashew markets in Europe 18 countries**

- Value, volume and price development



### Cashew markets in Europe 18 countries

- Value and volume development by country



Source: Nielsen, Europe 18 countries, MAT July 2023.

	VALUE			VOLUME		
	Value sales in m€	Chg rate '22 vs. '23 in %	Chg rate '21 vs. '22 in %	Volume sales in ktors	Chg rate '22 vs. '23 in %	Chg rate '21 vs. '22 in %
<b>Total</b>	<b>432.2</b>	<b>5.5%</b>	<b>-0.3%</b>	<b>27.6</b>	<b>1.6%</b>	<b>2.5%</b>
FR	154.4	2.9%	-2.0%	9.7	-0.6%	1.0%
NL	83.5	0.6%	-5.7%	6.1	-1.0%	-4.6%
IT	44.3	17.2%	9.0%	2.3	15.4%	12.3%
SE	39.5	3.1%	-5.9%	2.5	2.8%	-6.0%
BE	25.3	6.5%	0.5%	1.7	5.7%	1.1%
PT	24.5	5.0%	22.0%	1.7	3.8%	24.6%
GR	12.4	5.3%	6.6%	0.7	-0.9%	11.9%
HU	12.3	15.3%	15.9%	0.8	-0.5%	12.5%
RO	11.3	21.4%	10.5%	0.7	24.6%	8.6%
CZ	7.9	23.3%	-10.3%	0.5	33.4%	-7.5%
BG	4.9	25.6%	23.0%	0.2	21.1%	27.2%
HR	4.7	36.5%	6.9%	0.3	39.8%	5.4%
SK	3.0	-14.5%	-6.3%	0.2	-12.3%	-3.4%
SI	1.4	7.6%	-1.8%	0.1	7.4%	-3.9%
PL	1.3	3.2%	-4.3%	0.1	3.1%	-6.2%
EE	1.0	-22.6%	4.1%	< 0.1	-30.9%	5.2%
LT	0.5	-3.6%	73.2%	< 0.1	-2.7%	86.5%
LV	0.2	51.7%	-10.7%	< 0.1	3.3%	-1.5%

### Global trends for focus

# 5

## emerging global trends for focus

- 1 The inflation long haul:**  
Deceleration differs from decline. News of inflation stagnation have been greatly exaggerated. The confounding impact of recent inflation has not gone away, and prices remain high.

**Future Indicator:**  
The cumulative & compounding impact of inflation.
- 2 Growing consumer resilience:**  
Consumers are finding coping strategies to navigate the cost-of-living crisis. They remain pressured but have found some comfort through calculated spending and future planning.

**Future Indicator:**  
The global state of jobs and employment.
- 3 The era of calculated spending:**  
In-home priorities prevail among global consumers. Spending is being redirected away from big-ticket, out-of-home discretionary spending, with a priority on utilities and groceries. Any splurging is being handled in calculated ways using multiple strategies for saving.

**Future Indicator:**  
The role of alternative retailers in FMCG, tech & durables.
- 4 Private Label staying power:**  
Private label has experienced another period of strong growth, signaling continued demand among consumers and unique "push vs. pull" shelf power for retailers. Innovation to justify premium / unique brand positioning will be critical to navigating price gaps between offerings.

**Future Indicator:**  
The retailer role in shifting share of assortment.
- 5 Growth beyond price:**  
Consumers are spending more for less products, and volumetric declines pose a major future risk for all businesses. Strong value growth has been driven by inflation, hiding declining consumption by consumers. Potential risks to share market value / profitability of businesses.

**Future Indicator:**  
The global reliance on promotions to sustain volume.

### Changing consumer purchase intentions

- Higher intention to buy more private labels and at discounters

#### Two years of inflation is finally moving the dial in favour of discounters and private label

**Respondents who intend to increase their purchasing of private label in the next 12 months**

**Respondents who intend to increase their visits to discount stores in the next 12 months**

**Habit persistence kept private label from growing**

The delayed and sudden spike in consumer willingness to buy private label products, following two years of high inflation, shows the importance of habit persistence in consumer behaviour. Purchasing patterns are sticky and take time to change – a key contributing factor to the limited growth of private label, despite high cost of living-related increases.

**It is time to capitalise on changing habits**

The 2023 uptick is a positive sign for private label. Manufacturers can regain the price advantage on economy ranges, challenge brands on quality and expand e-commerce capability.

Source: Euromonitor International Value of the Consumer Lifestyle Survey: 2020 (n=11,281), 2021 (n=80,732), 2022 (n=28,832), 2023 (n=40,091)



**Mr Arjen Ruggenberg**  
Red River Foods Vietnam

**Imports USA (volume & value)**

U.S. Cashew Imports for Consumption Metric Tons & CIF Values						
	Metric Tons			Total CIF Values (000s)		
	2021	2022	2023	2021	2022	2023
<b>Vietnam</b>	163,399	131,499	127,471	\$ 1,081,434	\$ 857,558	\$ 748,282
<b>IVC</b>	4,610	6,872	6,156	\$ 28,544	\$ 40,706	\$ 32,891
<b>India</b>	3,149	1,442	887	\$ 26,031	\$ 12,026	\$ 6,622
<b>Oth. Africa</b>	1,509	1,365	1,290	\$ 8,958	\$ 8,885	\$ 7,602
<b>Brazil</b>	5,750	3,460	4,039	\$ 40,882	\$ 22,916	\$ 23,817
<b>Nigeria</b>	1,562	2,054	1,144	\$ 8,969	\$ 13,510	\$ 6,631
<b>Thailand</b>	826	998	923	\$ 8,577	\$ 11,299	\$ 9,877
<b>Other</b>	2,397	415	367	\$ 14,468	\$ 2,966	\$ 2,635
<b>Total</b>	<b>183,202</b>	<b>148,105</b>	<b>142,277</b>	<b>1,217,863</b>	<b>969,866</b>	<b>838,357</b>

Source: USDA

December 23' is forecasted at 11,000MT additional, USDA figures to be published by the 7th of Feb only.

**Demand/peak seasons**





**Special certified products**

- Organic, Fair trade and ROC.
- Decreased demand after economic challenges

**Emerging trends**

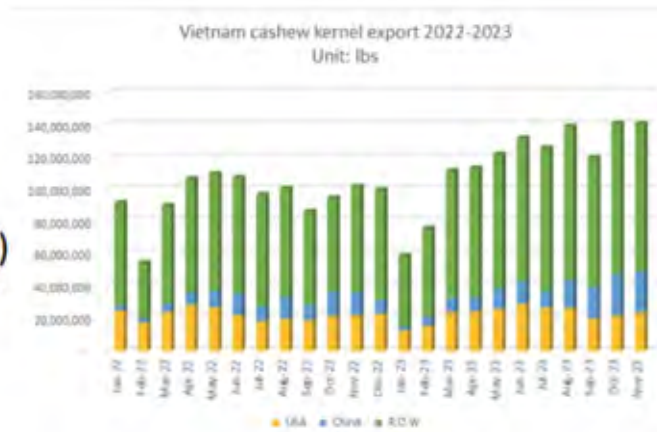
- Mergers and acquisitions
- Vertical integration
- Roasting at origin
- Butters, cheeses, meal/flour

**Red flags on cashew kernel quality**

- Foreign material
- Increased FDA interventions since last year
- Cargo on hold
- Slow handling
- Soft/gummy/pliable is considered a decomposing kernel (5% allowance, including serious defects)
- Scrapes vs testa

**Demand drivers (economic & geopolitical)**

- Specialized crops
- Current interest rates are not helping the growth of the industry
- EU and China faster growing markets (from VN point of view) a strong dollar could negatively impact demand from these markets



**Mr Robert Tinsley**  
R S Tinsley (Liverpool) Ltd

**Economy**

- In December 2023, annual core inflation was down to 5.1 per cent and food inflation was down to 8%. Whilst both are still high, they are half of Dec 2022.
- Retail sales have been significantly down and have fallen at the fastest pace since January.
- Interest rates are stable but unlikely to significantly decrease for some time due to BoE's fears of acting too early.

**Industry issues**

- Pesticide issues of 2022 have been largely resolved; however, we have seen an increase once again in infestation issues. This poses significant challenges due to rising natural consumption, not only from a food safety element but capacity & and cost to resolve such issues.
- Slim margins and added costs of business - financing, freight increases, labour shortages, etc.
- Lack of capacity/innovation at roasters/packers.

Imports / Exports

	2016	2017	2018	2019	2020	2021	2022	2023
Origin Imports	17,943	18,484	18,051	19,005	16,837	17,508	16,474	17,447
EU Imports	3,948	3,735	2,865	4,067	5,292	5,779	5,253	5,633
<b>Total</b>	<b>21,891</b>	<b>22,219</b>	<b>20,916</b>	<b>23,072</b>	<b>22,129</b>	<b>23,287</b>	<b>21,727</b>	<b>23,080</b>
		1%	-6%	9%	-4%	5%	-7%	6%
EU Exports	2,350	2,067	1,683	1,692	1,495	825	1,075	1,182
Other Exports	55	131	115	128	153	68	254	258
<b>Total</b>	<b>2,405</b>	<b>2,198</b>	<b>1,798</b>	<b>1,820</b>	<b>1,648</b>	<b>893</b>	<b>1,329</b>	<b>1,440</b>
		-9%	-22%	1%	-10%	-85%	17%	8%
<b>UK NET IMPORTS</b>	<b>19,486</b>	<b>20,021</b>	<b>19,118</b>	<b>21,252</b>	<b>20,481</b>	<b>22,394</b>	<b>20,398</b>	<b>21,640</b>
		3%	-5%	10%	-4%	9%	-10%	6%

	2016	2017	2018	2019	2020	2021	2022	2023
<b>Vietnam</b>	<b>15,616</b>	<b>15,669</b>	<b>15,607</b>	<b>17,002</b>	<b>15,485</b>	<b>16,195</b>	<b>15,545</b>	<b>16,454</b>
<b>India</b>	<b>1,295</b>	<b>2,081</b>	<b>18</b>	<b>1,071</b>	<b>611</b>	<b>516</b>	<b>414</b>	<b>240</b>
<b>Ivory Coast</b>	<b>36</b>	<b>115</b>	<b>48</b>	<b>33</b>	<b>130</b>	<b>178</b>	<b>193</b>	<b>712</b>
<b>Nigeria</b>	<b>63</b>	<b>-</b>	<b>47</b>	<b>-</b>	<b>26</b>	<b>111</b>	<b>47</b>	<b>41</b>
<b>Other</b>	<b>933</b>	<b>619</b>	<b>2,333</b>	<b>949</b>	<b>585</b>	<b>488</b>	<b>272</b>	<b>-</b>

Changing Habits & Opportunities

- Veganism is quickly on the rise. An estimated 2.5 million people maintain a strict vegan diet, which accounts for 4.7% of the pop population. This is up to over 1 million in a year. Simultaneously, there are 3.1 million strict vegetarians, accounting for 5.8% of the pop. 16% of the UK is now meat-free.
- Growing cultural spread from London to other cities, leading to growth in quality-conscious consumption of raw/natural nuts.
- Essential R&S ranges (splits/pieces) are still available below £1.00 per 125 grams – although this is circa 25% higher than a year ago.
- Increased shopping at “discount” supermarkets negates the drop in consumption at traditional retailers.



**Mr Robert Saccoccio**  
Scalzo Food Industries (Online)

**Australian and New Zealand Cashew Industry**

The Australian and New Zealand markets per capita are among the largest cashew consumers in the world.

- Most of the volume is directed towards the end consumer for snacking as an oil-roasted and salted product – larger 400gram and 800gram packs in the Fresh Produce section of the Supermarkets
- The largest market for the much smaller ingredients segments in both Australia and New Zealand is Dips, which include cashew pieces
- Cashews are not typically used for sweets in the Australian or New Zealand market
- Cashews lag behind Almonds in the ingredient space for several reasons, including:
- Western cultural taste preference
- Confidence as a ready-to-use product in food products
- Health awareness as almonds are generally not oil-roasted and salted
- Comparative difficulty in committing to long-term cashew contracts competitively.

### Australian Market Comparison

Australia's population is 26.6 million. Australian cashew consumption in both dollar terms and volume has been and continues to be a clear 2nd behind Almonds which has a large domestic crop.

Australia is not immune to cost of living pressures. Historically high inflation (peak 8%, now 5.4%, normally 1-2%), large mortgages with higher interest rates and wage stagnation have made everyday purchases more difficult.

Current interest rate is 4.35% (in 2021 it was 0.21%)



Vietnam accounts for 98.5 per cent of total Australian kernel imports.

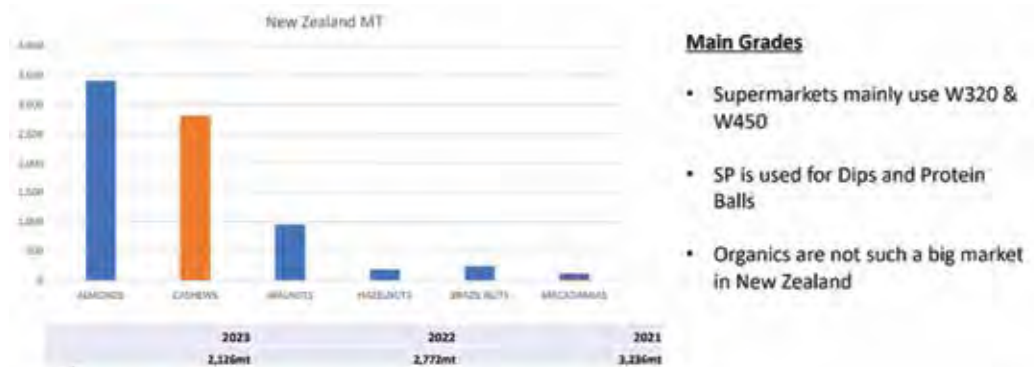
### New Zealand Market Comparison

There are no commercial or largescale nut industries in New Zealand so the graphs above are pure imports.

New Zealand is a relatively large market for such a small population of 5.27 million.

There is a large export market where manufacturers ship the finished products to Australia, the USA and other markets.

Inflation and interest rates have created large pressure in the New Zealand market.



### W320 FOB Kernel Pricing in USD, AUD & NZD



**In Summary**

- Price is an important factor in both markets. Volumes move based on promotional activity – Australia and New Zealand have some of the most expensive property in the world so many of its citizens are in debt and have less disposable income than what you may assume.
- In terms of ingredients, almonds and macadamias are grown in Australia and tend to be the preference for new product development – cashews are seen as more of a savoury product. Roasted and salted or with Dips.
- Even before the demise of the Indian domestic market, the Australian industry and, to a lesser extent, New Zealand was heavily entrenched with Vietnamese cashews. There was a long period when Scalzo was the only importer dealing with Indian suppliers.
- Getting cashews directly out of Africa makes a lot of sense geographically for major markets of USA and Europe however, it makes little to no sense when we are discussing actual logistics and food miles.

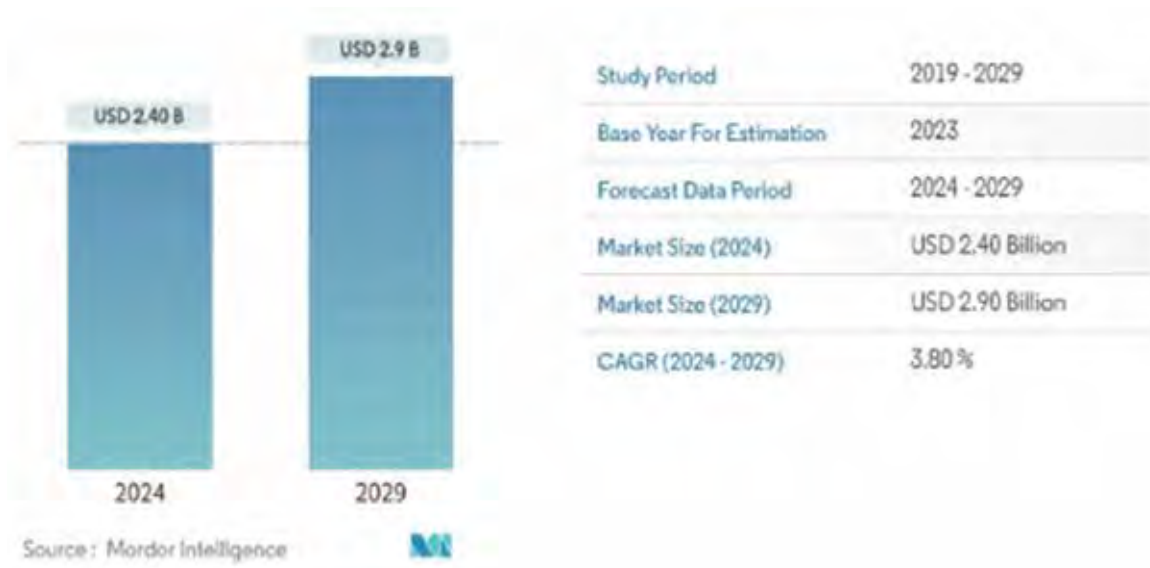


**Mr Sukesh Aggarwal**  
UB Aggarwal Group

Aggarwal and Company, a proud member of the esteemed UB AGGARWAL Group boasts of a 40-year-old legacy with a total turnover of USD 125 Million Annually.

Our products are distributed to over 100 dealers across India and have earned the trust of many corporate giants such as Reliance, Haldiram, Bikaner etc.

**Market analysis**



### Cashew Consumption in India and its Challenges

- Changing lifestyles and rising disposable incomes are expected to drive Cashew market growth in India in the coming years.
- India remains the world's largest consumer of Cashews, processing almost half of the global cashew kernels and consuming 40 per cent of the global output.
- The United States is a distant second, accounting for 10-15 per cent of global consumption.
- The Consumption of Nuts in Western countries has stagnated. At the recent INC Congress in London, the INC said, "The next key market for growth is India".
- The demand for Kernel has shrunk due to low demand in the USA, Europe, China, etc.
- The Almond Board of California runs a very successful campaign in India, spending around USD 4-5 million annually on promotion. APG (American Pista Growers) has scaled up its marketing efforts in India as well.

- American/Chilean Walnut Boards, Hazelnut Boards, Macadamia Growers, Cranberries, and Blueberries, In India have appointed Marketing Agencies to promote their products in India.
- The slow growth of Cashew Kernels in comparison to other nuts calls for a thorough analysis.
- In 2024, the industry anticipates a continued balance, with supply and demand trends evolving in response to market forces.

### Consolidation

- The consolidation of the Cashew Processing industry in India has been a noteworthy development.
- However, the consolidation has resulted in the optimization of resources and increased efficiency, it has also led to workforce adjustments as some smaller units have had to undergo restructuring.
- On the export front, the consolidation has positioned the industry for greater competitiveness in the global market.

### Export trends

- India is a significant Cashew exporter, with
- more than 15% of the world's export share.
- During 2022-23, the cashew exports by value
- stood at US\$ 363.2 million as against US\$
- 453.1 million in 2021-22, registering a decline
- of 19.84%.
- Between April and July 2023, Cashew exports
- stood at US\$ 110.5 million.

The decrease in exports was due to two reasons.

- 1) The stagnation in consumption of Nuts in Western countries
- 2) The increase in domestic consumption in India.

### Appointment of APEDA

- The appointment of APEDA (Agricultural and Processed Food Products Export Development Authority) as the agency overseeing India's Cashew exports marks a significant development in the nation's trade dynamics.
- However, challenges may emerge in the form of adaptation to new regulatory frameworks; the need for industry-wide compliance, and the optimization of supply chains will be required.
- This strategic move is poised to have a notable impact on Indian Cashew exports, enhancing the sector's efficiency, quality control, and global competitiveness.
- In 2024, the trend is expected to showcase a more streamlined and organized approach to Cashew exports.



- **Silver Lining 2024: Thriving Growth**

- Global Enthusiasm for the Indian Market: The Indian Cashew Industry continues to be a magnet for global attention. In 2024, the world will look at India as a promising market as our industry has already established itself strongly.
- Consumer Potential & Competitive Pricing Advantage:
- India, with its vast consumer base, has the potential to absorb excess inventory.
- With reasonable pricing strategies in place, the Indian Cashew Market is well-positioned to cater to the diverse preferences of consumers, both domestic and international.
- The combination of a large consumer market and competitive pricing makes India an appealing destination for businesses that are looking to expand their presence in the Cashew Industry.
- Revival of Global Demand:
- As we navigate through 2024, the global demand for Cashews (especially in Asia) has experienced a noteworthy revival.
- As the world looks to India as a promising market, the Cashew Industry is proud of its accomplishments and its ability to navigate challenges while capitalizing on emerging opportunities in the global market.

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## Q&A

**Mr Valentin Atchaoue:** How do you explain the higher demand for African cashews in the European market, despite the slightly higher price compared to Vietnam? How do you see the impact of the situation in the Red Sea affecting demand from Vietnam?

**Mr Wim Schipper:** The higher demand for African cashews in the European market is primarily due to trading advantages, such as shorter voyages and potential sustainability benefits. Consumer preferences are driven by taste and appearance, with importers also considering reliability, trading experience, and price when buying from Vietnam. The situation in the Red Sea, including sea freight crises, prompts companies to diversify their sources, balancing purchases between Vietnam and Africa as contingency measures.

**Mr Valentin Atchaoue:** Have you seen an increase in demand from the US for African cashews?

**Mr Arjen Ruggenberg:** While there is some interest in cashews from Africa in the US, price competitiveness remains a significant driver, making Vietnam the primary reference point. Despite relevant stories, price still plays a leading role in purchasing decisions.

**Mr Valentin Atchaoue:** Have you noticed any changes in cashew consumption in the UK pre- and post-restrictions?

**Mr Robert Tinsley:** Consumption patterns in the UK have shifted, with more procurement of already roasted and packaged products from Europe. This shift may be attributed to economic challenges and efforts to keep the industry within the country.

**Mr AN Dara:** In Cambodia, we produce big kernels. Is there potential for Cambodian cashew kernels to enter the US market? Additionally, what advice do you have regarding organic cashew nuts in the US and Europe?

**Mr Arjen Ruggenberg:** Cambodian cashew kernels, especially big kernels, could find a market in China due to their size and traditional consumption patterns. However, there is potential for entry into the US market, particularly for 240-sized kernels, albeit competitiveness with Vietnam's offerings poses a challenge. Regarding organic cashew nuts, while there is potential demand in the US and Europe, competitiveness and pricing compared to conventional products are crucial considerations for Cambodia.



# WCC\_2024\_Photos















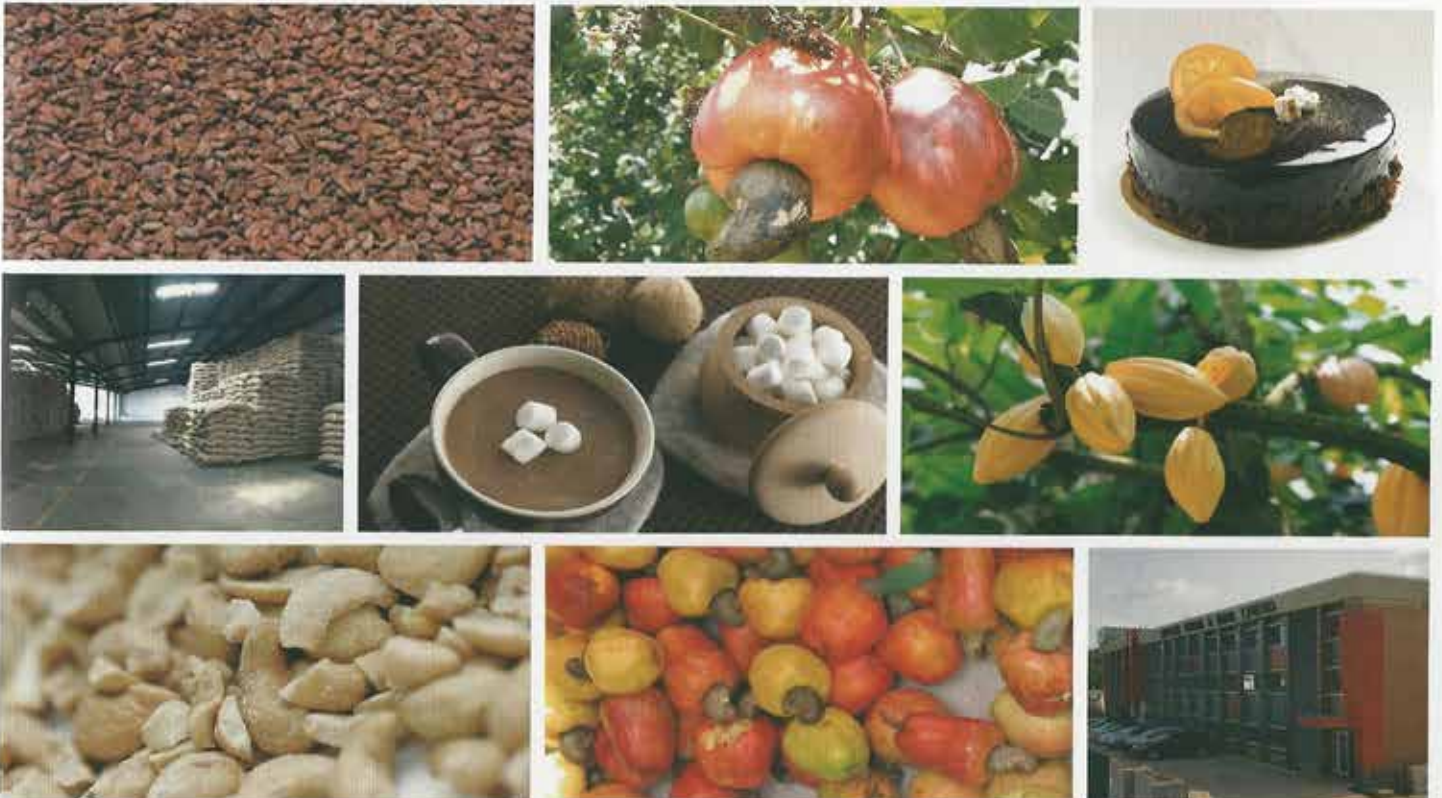






**STARLINK**  
GLOBAL & IDEAL LIMITED

## Proudly Nigerian, Gainfully Global



## Starlink: Delivering Unmatched Benefits to All Stakeholders

Our strategy is to focus exclusively on our core competence which is the marketing of Cocoa Beans & Cashew Nut, targeting the top end of local and international markets. We have successfully created a reliable, efficient and growing physical agricultural trading house, with a wealth of knowledge and experience coming from a network of farmers, logistical experts, farm-gate buyers, international traders and internationally knowledgeable back-office team to handle our clients' interests from point of order to successful deliveries.

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