

CashewInfo.com

An Initiative of **CommodityIndia.com**

Proceedings of



5-6 Feb 2015, Atlantis - The Palm, Dubai

MARK YOUR DATES
2nd WORLD CASHEW CONVENTION

18-20 Feb 2016, Dubai



TRANSFORMING LIVES
SINCE 1960

International Agri Commodity Traders

Raw Cashewnuts and Kernels

E: cashew@3fg.co

W: www.3fg.co



VENUS SORTING TECHNOLOGIES (PVT) LTD

S.F. No. 554, Sara Industrial Estate, Maniakaranpalayam, Ganapathy,
Coimbatore-641 006. Tamil Nadu, India

E-mail :coloursorter@yahoo.co.in , purchaseview@yahoo.co.in



cashew sorter venus



Multi Colour
Cashew Sorter



Venus RGB Global

Only for Baby Bits & Split Cashews
63 & 126 Channel
Accurate sorting of light colours also
Very high speed ejector valves
Trichromatic Technology
Fine & Fast sorting

Venus Cam Sort

Only for Baby Bits & Split Cashews
60 ,90 & 120 Channel
Speed and Efficiency
Camera Base

Venus Junior

Multi purpose cashew sorter
For whole cashew & all varieties
Expandable from 10 to 60 channel
Efficiency & compact
Sensor Base

Venus Little Master

High efficiency in whole cashew
Also can sort Splits, Pieces & Baby Bits
10 & 20 channel
Sensor Base

FOR FURTHER DETAILS PLEASE CONTACT

WEST ZONE: MADHYAPRADESH & MAHARASHTRA: +91 96294 01298 | EAST ZONE: ANDHRA, TELENGANA, ODISHA & WEST BENGAL: +91 9437569092

R.MAKESH KHUMAR +91-99528 55855 | V.K.P.DAMODARAN +91-99524 01297

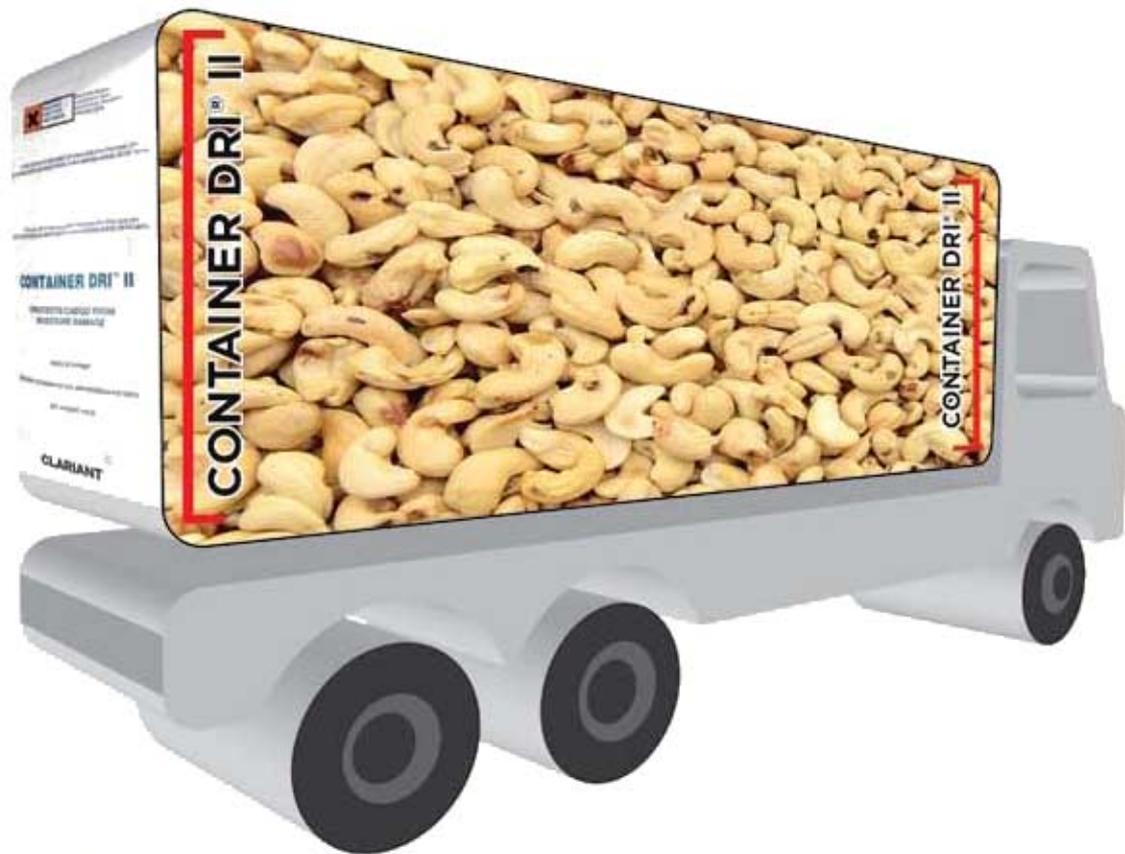
(Managing Director)

(South India Sales Manager)

Container Dri® II

CARGO DESICCANT

TO PREVENT “CONTAINER RAIN”



SMART, ACTIVE AND PROTECTIVE!!

We believe in adding meaning to your business! Clariant's Container Dri® II helps to protect cargo from moisture damage - which enables the logistics industry to protect their goods for an effective transport around the world. Our Container Dri® II offers the best performance in the industry with an absorption capacity of up to 300% of its weight and through an advanced formula, that traps it as a thick, no-spill gel. It is DMF Free and is globally used to protect agricultural and industrial exports.

Your contents are safe in the hands of our desiccants!!

SAI CASHEWS

Quality Cashew Kernel Producers
Quality C.N.S.L Extraction

WE SELL

CASHEW KERNELS,
Cashew Nut Shell Liquid (C.N.S.L)
D.O.C (De Oiled Cake)

WE BUY

Quality Raw Cashew Nuts
(Local & Imported)
Cashew Outer Shell

WE ALSO DEAL WITH

- # Rice Bran,
- # Crude Rice Bran Oil,
- # D.O.R.B (De Oiled Rice Bran)

Sister Concerns

Sri Sai Rameswara Solvents Pvt Ltd
Cashew Home
Sai Swadhin Commercials Pvt Ltd

visit us @ www.saigi.in

Postal Address

SAI CASHEWS
At: Majurumunda,
PO: Ambaguda,
Jeypore- 764055
Dist: Koraput (Odisha).

Contact Persons

Jami Ramesh: 9937666818
Jami Siva Sai: 9937666717
Office
Phone: 06854-232818,
06854-246677 (fax)

Mail Us at

business@saigi.in
rameshjami@saigi.in
sivasaijami@saigi.in

With Best Compliments :-

**KST No: 35536391
CST No: 35586394
Dt: 15-01-1986**

**TIN: 29840390363
PAN No: AABFM5121F**

Grams: Mangalkaju, Mangalore - 8



MANGALA CASHEW INDUSTRIES

(Manufacturers, Exporters, Importers & Commodity Brokers)

Padavinangady, Mangalore - 575008, South Kanara Dist, Karnataka State. INDIA

Ph: + 91 824 2481802, 2481785, 2481177, Fax: +91 824 2481877
Email: mangalkaju@hotmail.com,
mcikaju@hotmail.com, mcikaju@gmail.com
Web: www.dvkgroup.in

Contact: D Vasudev Kamath
Mobile: +91 9448468909, +91 9740021909



BUDDHI INTERNATIONAL ENGINEERING (PRIVATE) LIMITED

Buddhi International Engineering (Private) Limited is a Sri Lankan Company the Pioneer in Designing and Manufacturing Machineries for Cashew Sector.

SINCE 1999

NO.112/A/4,Kamaragoda Road,
Ganihimulla, Dewalapola,
Sri Lanka.

Tel : +94112280086

Mob : +94770024228

Fax : +94112281825

E-mail : sales@buddhiindustry.lk
info@buddhiindustry.lk

Web : www.buddhiindustry.lk



f buddhi industry **skype** buddhi . industry

**M- 171-1
CASHEW SHELLING
MACHINE**



TECHNICAL DETAILS OF THE MACHINE

- Height - 14cm
- Width - 64cm
- Length - 50cm
- Net Weight - 110kg
- Drive - Motor Driven mechanically operated unit with automated nut feeder
- Motor - 220v, 0.5HP, Single phase AC motor
440v, 0.5HP, Three phase AC motor
- Drive belt - A-58-V belt
- No fo Feeders - 02 Nos

Out Put

- Processing rate (Raw Cashews) - 15kg -25kg/ Hour
- Full Kernels - 95%
- Splitting & Breakages - 5%

Other Details

- Number of operators - 01
- Noise Very low
- Required skills - None
- Process management - Easy
- Manufacturing Practice - Easy to maintain
- Contamination with cashew nut Shell liquid - Very low

Our Valued Customers

- Sri Lanka - 5% International - 95%
- (Currently this product is being exported to India, Vietnam, Thailand, Indonesia, Benin, Togo, Mozambique, Ghana, Ivory Coast, Saudi Arabia etc.)

**THE LATEST DEVELOPMENT OF
BUDDHI INTERNATIONAL ENGINEERING
(PRIVATE) LIMITED**



Awards & Certificates



ISO 9001 : 2008 Certified Company



FINE CLEANING SOLUTIONS
FOR THE FINEST CASHEW PRODUCT



Fowler Westrup presents fine cleaning and grading solutions specifically designed for the destoning and grading of your product. Engineered for efficient performance, these

call our customer support executive



FOWLER WESTRUP (INDIA) PVT. LTD.

(A joint venture of John Fowler, India & Westrup, Denmark)

Plot No. 60- 63, KIADB Industrial Area, IV Phase, Malur - 563160 Kolar Dist. Karnataka.
e-mail: fwl@fowlerwestrup.com web: www.fowlerwestrup.com

Fowler Westrup - Creating a Greener & Cleaner World... Store Clean Recycle.



Fine Cleaner
UB,UB/4 - 1.5 - 4.5 TPH



Hi Cap Destoner
GS Up to 4 TPH TPH



Hi Cap Gravity Separator
GS Up to 4 TPH TPH

d for cashew kernels. Our state of the art technology ensures the most precise cleaning,
e robust machines are constructed using finest quality steel, with laminated wood sieves.

e or mail us at fwl@fowlerwestrup.com

Contact:

Malur: Tel: +91 8152 282500

Mob: +91 99452 41738,

Delhi: +91 11 29942741/29942742,

Mumbai: +91 22 25916456/59,

Kolkata: +91 33 24646586.



ORION COMMODITIES & SERVICES PVT LIMITED

INSPIRED BY VISION,

INTERNATIONAL COMMODITY BROKERS AND TRADERS SINCE 1994

Specialized in Cashew Kernels and Raw Cashew Nuts...

Also handling Other Dried Fruits and
Nuts, Spices, Sugar, Oilmeals and Oilseeds..

Offering a wide range of services...

Accurate and timely market intelligence and analysis

Competitive prices from reliable counterparties

Quality and performance monitoring

Logistics and administration support

Special Trade facilitation and other customised services

Offices & Associate Offices in:

India and Vietnam..

Singapore, Dubai, Russia and the Africas..

COMMITTED TO EXCELLENCE

CONTACT US

HEAD OFFICE

Orion Commodities & Services Pvt Limited
Kotia Nirman 401 B-wing, 4th Floor ,
Opp Laxmi Industrial Estate,
New Link Road, Andheri West,
Mumbai 400053, India
Tel: +9122 6702 2156-59, +9122 42370000,
Fax +9122 6702 2160

DIRECTOR:

N. Ashok, Mobile: +91 98202 17766,
ashok@orioncommodities.com,
ashok2@orioncommodities.com

TRADING / ADMIN:

Sanjay , Mobile: +91 98196 16865,
sanju@orioncommodities.com

Darshan Sanghvi, Mobile: +91 80970 94123,
darshan@orioncommodities.com

ADMIN:

Kavita, Mobile: +91 97694 67771,
kavita@orioncommodities.com
General: orion@orioncommodities.com

BRANCH OFFICE (QUILON)

Orion Commodities & Services Pvt Ltd,
Lekshmi Nilayam, Kappalandimukku,
Kollam 691001, Kerala, India.
Tel : + 91 474 274 0709 / 274 0968,
Fax: + 91 474 2740729

DIRECTOR:

S D Menon, +91 98470 74070,
menon@orioncommodities.com

VIETNAM

Orion Commodities & Services Pvt Ltd,
Unit 1203, Citi Light Tower, 45 Vo Thi Sau St, Dist 1,
Ho Chi Minh City, Vietnam
Tel: + 84 8 3820 2154 / 3820 2147,
Fax: + 84 8 3820 2153
Ms.Ngan, Mobile: +84 903 174 147,
annaorion@vnn.vn
Karan Ashok, Mobile: +84 938 035 538,
karan@orioncommodities.com





BEST ENGINEERING TECHNOLOGIES

Hyderabad, INDIA.

Contact : +91 9963328372 (Exports). Email: export.bestengineering@gmail.com, bestengineering@gmail.com, WebSite: www.bestengineeringtechnologies.com



Boiler & Cooker



Dryer



Shell Cutting Machine



Peeling Machine



Grading Machine



Colour Sorter

CASHEW PROCESS EQUIPMENTS & PLANTS



Cashew Shell Cutting Line



Cashew Kernel Peeling Line



ONLINE RAW CASHEW COOKING AND CASHEW KERNEL DRYING SYSTEM



Online RCN Cooking System



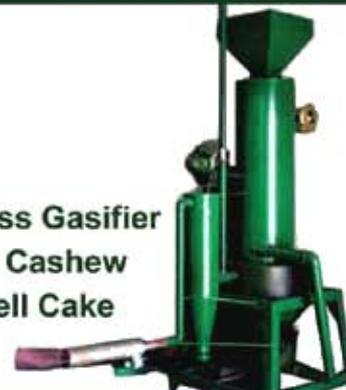
Online Kernel Drying System

THERMAL & POWER APPLICATIONS



Bio - Gas from Cashew Fruit (Apple)

Biomass Gasifier
from Cashew
Shell Cake



WE EXECUTE HIGHER CAPACITY PLANTS ON TURNKEY BASIS



CATZ INTERNATIONAL

Established 1856

2nd Edition



18-20 Feb 2016, Dubai

MARK YOUR

CALENDAR

2nd WORLD CASHEW CONVENTION

2016
18-20 Feb 2016



Organised By

Cashewinfo.com

An Initiative of **CommodityIndia.com**



SINCE 1927

btk
for Cashew Services

Use Us As The Trigger To Be Manifolds Bigger:

"CASHEW ??? Nay, thy name is **btk** "

Be it for

TRADE NEGOTIATIONS IN RAW CASHEW NUT OF ANY ORIGIN

ADVISING IN PLANNING, EXECUTING & OPERATING CASHEW INDUSTRY

ANY OTHER SERVICES RELATED TO CASHEW

Service Area

West Africa - East Africa - India - UAE & Indonesia

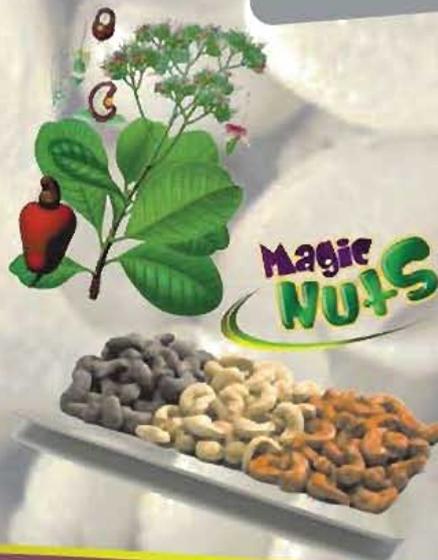
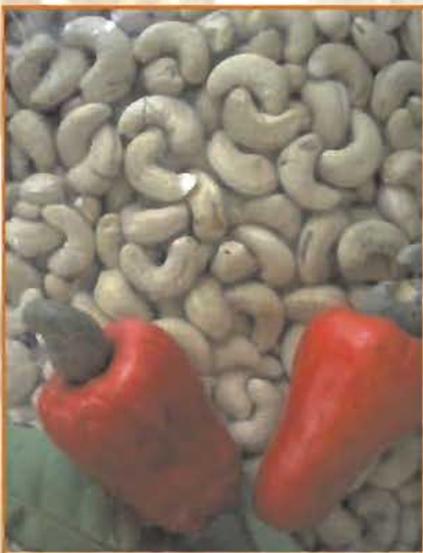
Contact Person
Bola Ratnakara Kamath

Contact Details
Ph:+91-8258-233067/+91-9845281907
E.mail: btkdsm@gmail.com

1st Floor, Koushik Pinnacle, Bandimutt Circle,
Karkala - 574104, Karnataka, India



We introduce ourselves as one of the largest importers & exporters of all sorts of dry fruits in India. M/S Bajaj Overseas Impex & M/S Fairways Trading Company are the name of our firms. We have offices & production facilities at Delhi, Amritsar & Ludhiana. We are an ISO 22000 certified company & 'TULSI' is the name of our brand. We are exporting cashews to Middle East, Rest of Asia & Europe. We are also one of the largest importers of USA almonds & all sorts of Afghan dry fruits in India.



~ Your choice of ~

GREAT CASHEW NUTS

An ISO 22000: 2005 & HACCP Certified Company

Offices at New Delhi, Amritsar(Punjab) & Andhra Pradesh (South India)

Mr. Rohit Bajaj Mobile no: +91 9878050705, Landline: 0183-2544110

Email id: bajaj@tulsi.biz, Fax no: 0183-2542688, Visit us at:

www.tulsi.biz, www.magicnuts.in



WCC 2015 Sponsors & Partners



respons**A**bility



DMCC



Speakers



Mr Ahmed Bin Sulayem
Executive Chairman
DMCC



Mr Jayesh Patel
Executive Director
ETG Group



Mr Bob Bauer
President
Association of Food Industries
USA



Mr Marco Rosini
Head Agriculture Africa
Debt Financing
ResponsAbility Investments AG



Mr Jim Fitzpatrick
Business Development
Consultant and Mentor
Ingredient Sourcing Solutions



Mr Kees Blokland
Director
Global Trading & Agency



Mr Vasudev Barkur
Executive Director
ETG Group



Mr Roger BROU
Managing Director
African Cashew Alliance – ACA



Mr Segun Awolowo
Executive Director/CEO
Nigerian Export Promotion Council



Mr Hari Nair
CEO
Western India Cashew



Ms Rita Weidinger
Executive Director
African Cashew initiative (ACi)



Mr Pankaj Sampat
Managing Director
Samson Trading



Mr V Rajkumar
Managing Director
Rajkumar Impex (P) Ltd



Mr Tola Faseru
National President
National Cashew
Association of Nigeria



Mr Lars Wallevik
Executive Director
MIM Cashew



Mr Shakti Pal
Regional Cashew Business Expert
TechnoServe



Dr Peter A L. Masawe
Lead Scientist
Cashew Board of Tanzania



Mr Ashok Narayanan
Director
Orion Commodities



Mr A Bharathy
Director
Gayathri Industries



Mr Malla Srinivas Rao
President
Palasa Cashew Manufacturers
Association



Ms B.K.M.Buddhini
Director
Buddhi Industries



Mr Jean-Guy E. Biley
Managing Partner
Conseils, Finances
& Services (CFS) sarl



Mr Kalifa Belem
Buying Manager
Caro Nut Inc



Mr Gabriel Nicaise Tossou
Country Manager - Benin & Togo
Oikocredit



Mr Rajendra Sabat
Independent Consultant
to CashewInfo.com



Mr Stefano Massari
Managing Director
Oltremare



Mr Bhodesh RK
Chairman
FICI



Mr Christian Dahm
Cashew Industry Expert

Program Schedule

Wednesday, 4 th February, 2015	
2:00 pm onwards	Room check-ins at Atlantis The Palm
5:00 pm - 7:00 pm	Delegate registration for resident delegates at Royal Terrace with Coffee/Tea & Networking
Thursday, 5 th February, 2015 - Ballroom C, D & E	
8:00 am - 9:15 am	<p>Delegate registration, conference kit sponsored by Buddhi Industries Networking High Tea</p>
9:15 am - 10:00 am	<p>Inaugural function Guest of Honor: Mr Ahmed Bin Sulayem, Executive Chairman, DMCC Mr Jayesh Patel, Executive Director, ETG Mr Srivatsava G, Foretell Business Solutions</p>
10:20 am - 11:05 am	<p>Panel discussion-1: Global kernel markets - Sustaining the growth momentum Moderator: Mr. Pankaj Sampat, Samsons Trading Panelists: Mr Hari Nair, Western India Cashew Mr Rajkumar, Rajkumar Impex, Mr Lars Wallevik, MIM Cashew Mr Kees Blokland, Global Trading</p>
11:05 am - 11:35 am	<p>Networking & High Tea</p>
11:35 am - 12:00 noon	<p>Presentation-1: Complying with FSMA: What a cashew exporter to US needs to do? Mr Bob Bauer, AFI US</p>
12:00 noon - 12:45 pm	<p>Panel discussion-2: Financing the cashew value chain Moderator: Mr Roger Brou, African Cashew Alliance Panelists: Mr Marco Rosini, ResponsAbility, Mr Gabriel Nicaise TOSSOU, Oiko Credit, Mr Jean-Guy E. Biley, CFS sarl</p>
12:45 pm - 1:00 pm	<p>Presentation-2: What can Vietnam cashew industry offer the rest of the world? Mr Ashok Narayanan, Orion Commodities</p>
1:00 pm - 2:15 pm	<p>Networking lunch sponsored by Benin Gold</p>
2:15 pm - 2:30 pm	<p>Presentation-3: An overview of the cashew sector and investment opportunities in Nigeria Mr Segun Awolowo, Nigerian Export Promotion Council</p>
2:30 pm - 2:45 pm	<p>Presentation-4: ACI's sustainable supply chain model Ms Rita Weidinger, ACi</p>

Program Schedule

2:45 pm - 3:30 pm	<p>Panel discussion-3: Raw cashew: Opportunities to engage with Africa Moderator: Mr Vasudev Barkur, ETG Panelists: Mr Roger Brou, African Cashew Alliance Mr Peter Masawe, Cashewnut Board of Tanzania Mr Tola Faseru, National Cashew Association of Nigeria</p>
3:30 pm - 4:00 pm	<p>Networking & High Tea</p>
4:00 pm - 4:45 pm	<p>Panel discussion-4: Cashew processing technologies - What's next? Moderator: Mr Shaktipal, Technoserve Panelists: Mr Stefano Massari, Oltremare, Mr A Barathy, Gayathri Industries Ms Minik Buddhini, Buddhi Industries</p>
4:45 pm - 5:00 pm	<p>Presentation-5: Price outlook for cashew markets in 2015 Mr Jim Fitzpatrick, Ingredient Sourcing, Inc.</p>
5:00 pm - 5:15 pm	<p>Concluding remarks</p>
7:00 pm - 9:30 pm	<p>Cocktail gala dinner by the Poolside, sponsored by Rajkumar Impex / Rals</p>
Friday, 6 th February, 2015	
9:30 am - 1:30 pm	<p>Buyer seller meet at Ballroom C & D</p>
9:30 am - 11:15 am	<p>Parallel sessions at Ballroom E</p>
9:30 am - 9:50 am	<p>Connecting farmers to consumers - Experiences in using traceability and documentation systems in cashew value chain, Mr Kalifa Belem, Caro Nut Inc.</p>
9:50 am - 10:20 am	<p>Vocational training programme in cashew processing - Practical lessons from experiments in Odisha Mr Rajendra Sabat, Independent Consultant to CashewInfo</p>
10:20 am - 10:50 am	<p>Palasa processing cluster: Impact on employment and environment & lessons Mr Malla Srinivas Rao, Palasa Cashew Manufacturers Association</p>
10:50 am - 11:15 am	<p>Cashew trade-uniform customs and practices Mr Bhoodesh RK, Federation of Indian Cashew Industry</p>
11:15 am - 11:45 am	<p>Networking & High Tea</p>
11:45 am - 12:30 pm	<p>Session by NEPC/USAID Mr Christian Dahm</p>
Buyer seller meet continues at Ballroom C & D	
1:30 pm - 3:00 pm	<p>Networking lunch sponsored by Orion Commodities & Close of WCC 2015</p>

Technical Committee - WCC 2015



Mr G Srivatsava
CashewInfo.com



Mr Pankaj Sampat
Samson Trading



Mr Shakti Pal
TechnoServe



Mr Giridhar Prabhu
Achal Industries

Convention Director



Vinayak Meharwade
Vice President
Foretell Business Solutions

Convention Incharge



Swapna BE
Asst Vice President
Foretell Business Solutions

Execution Team

Abhinaya
Ravi
Minu
Shiva
Nicole

Cashewinfo Media Team

Shruthi
Raju Jirali

Design & Website Team

Radhika
Manivannan

Cashewinfo.com / Foretell Business Solutions Private Limited

146, Gopal Towers, 1-2 Floor, Ramaiah Street, HAL Airport Road, Kodihalli
Bangalore - 560 008, Karnataka, India
Tel: +91 80 25276152/53, Fax: +91 80 25276154
Email: info@cashewinfo.com
Website: www.cashewinfo.com, www.fbspl.com

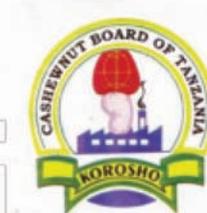
TABLE OF CONTENT

Welcome Address by Mr Srivatsava G, Foretell Business Solutions.....	29
Special Address by Mr Ahmed Bin Sulayem, DMCC.....	31
Special Address by Mr Jayesh Patel, ETG.....	33
Panel 1: Global Cashew Kernel Markets- Sustaining the Growth Momentum.....	35
Panel 2: Financing the Cashew Value Chain.....	42
Presentation-1: What can Vietnam cashew industry offer the rest of the world?.....	49
Panel 3: Raw Cashews: Opportunities to Engage with Africa.....	54
Panel 4: Cashew Processing Technologies- What's next?.....	61
Presentation-2: The Great Indian Cashew Market.....	72
Presentation-3: Sustaining the Growth Momentum of Cashew Kernel Markets in Vietnam.....	74
Presentation-4: Opportunities and Challenges of the European Cashew Kernel Market.....	75
Presentation-5: Complying with FSMA: What a Cashew Exporter to the US needs to do.....	76
Presentation-6: The African Cashew initiative (ACi).....	79
Presentation-7: The Cashew Kernels Market 2015 Perspectives and Outlook.....	85
Presentation-8: An Overview of the Nigerian Cashew Sector & Investment Opportunities.....	89
Presentation-9: Connecting Farmers to Consumers: Using Traceability and Documentation Systems in the Cashew Value Chain.....	92
Presentation-10: Empowering Producers through Vocational Training, Cluster formation and SHGs- A case Study from Odisha, India.....	94
Presentation-11: Palasa Cashew Processing Cluster and its Impact on Employment and Environment.....	98
Presentation-12: Cashew trade-uniform customs and practices.....	100
WCC 2015 DELEGATE LIST.....	101

CASHEWNUT BOARD OF TANZANIA

HEAD OFFICE - MTWARA

P.O. BOX 533
 Telephone: (023) 2333303
 Fax: (023) 2333536
 E-Mail: info@cashewnut-tz.org
dg@cashewnut-tz.org



BRANCHES

DAR ES SALAAM
 P.O. Box 9234
 Telephone: (022) 2113161
 Fax: (022) 2117918

TANGA

P.O. Box 5065
 Telephone (027) 2647304
 Fax: (027) 2646850

TUNDURU

P.O. Box 127
 Telephone/Fax (025) 2680221

Re: Successful Staging of the First World Cashew Convention 2015 in Dubai

Cashewnut Board of Tanzania is proud to be part of the global cashew community for successful participation at the first of its kind, World Cashew Convention 2015 that was successfully staged at the Atlantis Hotel in Dubai. The convention has proved to be an effective neutral platform that provides opportunities for cashew value chain partners to network and forge global strategic alliances among them.

As opportunities keep on unfolding, the cashew community in Tanzania is committed to support the global cashew community through production of premium quality cashewnuts and serve the global partners consistently and sustainably. At this stage, we promise our global partners that we will increase production of raw cashews to keep abreast with global growing demand of premium quality cashews. For us in Tanzania, we see the World Cashew Convention as a perfect platform that can support global cashew development in general and Tanzania cashew industry in particular.

Towards the second version of the World Cashew Convention 2016, the Cashewnut Board of Tanzania invites interested global cashew partners to team up with us in the efforts to establishing processing facilities in Tanzania as a way of realizing our dream to add value of cashews for a wider global market.

We commend Foretell Business Solutions for this noble idea to make WCC a reality.

CASHEWNUT BOARD OF TANZANIA

Mfaume M. Juma

DIRECTOR GENERAL

All correspondences should be addressed to the Board and not to individuals



REPÚBLICA DE MOÇAMBIQUE

MINISTÉRIO DA AGRICULTURA E SEGURANÇA ALIMENTAR
INSTITUTO DE FOMENTO DO CAJU
(INCAJU)

It is a great honor to be part of this global platform that brings together all stakeholders of the cashew industry. Indeed the World Cashew Convention, Dubai 2015, was a bridge which will help to enhance cashew production in the world and provide possibilities to fortify the economy of all components of the cashew value chain. We obtained more knowledge of the worlds cashew industry from the presentations, panel discussions and the Buyer Seller meetings, this was a unique place where we met some of the best processors, networked and did important agreements with top members of processing and broker communities.

We are looking forward to meet again in the WCC 2016.



Our sincerely
Filomena Albano Maiopuè



Rua da Resistência Nº.1746, 4º Andar–Maputo,Telef. Cell. (258 82) 30 69 320, 30 69 660 Fax (258 21) 41 85 52
E-mail: ornelas@incaju.co.mz

Produzir Caju para Gerar Riqueza



26 February 2015

Congratulations...!!!

The Cashew Export Promotion Council of India is indeed glad to learn about the successful conduct of the “World Cashew Convention 2015” on 5th & 6th February 2015, at Dubai and congratulates its organizers, cashewinfo.com.

India, as known to all, are the pioneers in cashew cultivation, processing and trading and at present are the largest growers, processors and consumers of cashew kernels in the world. India also has the satisfaction of being able to spread the goodness of cashews all over the worlds, and because of its taste and quality. Indian cashews are held in great esteem globally.

We urge the cashew growing and processing communities the world over to spread the message about the health benefits of cashews, so that more and more consumers can enjoy the taste and goodness of this wonderful nut.

Best wishes.

T.K. Shahal Hassan Musaliar
Chairman



African Cashew Alliance

As Managing Director of the African Cashew Alliance, I heartily congratulate CashewInfo.com on the success of their first World Cashew Convention.

The cashew industry as a whole is in an era of unprecedented change and opportunity, and it is of enormous importance to have spaces where stakeholders from all sections of the value chain, and all cashew-producing parts of the world, can come together and discuss how to continue moving the industry forward.

As a representative of Africa's cashew industry, I found it particularly constructive to take part in the convention's panel discussion on "Opportunities to Engage with Africa." This was a very lively discussion, and I was particularly keen to reassure the international community that, although our agenda is to promote processing in Africa, we are not working to prevent the export of raw cashew to other parts of the world. Africa is in the unique position of having the space, and the increasing yields, to support the needs of Indian and Vietnamese processors, while also developing domestic processing.

While we believe that ever-increasing value addition within Africa is by now inevitable, we are also aware that the supply of African cashew can only increase in the years to come, benefiting not only African processors but also processors in the rest of the world.

Elsewhere at the convention, I was honored to be invited to moderate the panel discussion "Financing the cashew value chain." This discussion brought forth many perspectives on the financing challenges facing the industry, as well as the range of solutions available, not all of which are always well-communicated to stakeholders. On the panel, actors in the financial community were able to provide solutions to some of the challenges identified.

There are no simple answers to the prohibitive cost of borrowing, but it was clear that there is a need for government support to help industries at a national level. The most successful processor countries are those where the government has provided initial support to help boost the industry. India and Vietnam have government subsidies, tax breaks, and incentive packages for investment in cashew. A number of countries in Africa are by now developing their own incentive packages.

It was a great pleasure to meet so many old friends, and also many new faces, at CashewInfo.com's World Cashew Convention. I look forward to seeing you all again later this year at the world's largest cashew industry conference, the ACA World Cashew Festival and Expo. I am delighted to announce that this year's conference, our ninth, will take place at the Joaquim Chissano International Conference Centre in Maputo, Mozambique, on 21st-24th September 2015. See you in Maputo!

With best regards,

A handwritten signature in black ink, appearing to read 'R. Brou', is located below the text 'With best regards,'.

Roger Brou
Managing Director
African Cashew Alliance

Inaugural Function



Mr Srivatsava G, President, Foretell Business Solutions
Mr Jayesh Patel, Executive Director, ETG and **Mr Ahmed Bin Sulayem**, Executive Chairman, DMCC

Welcome Address by Mr Srivatsava G, Foretell Business Solutions



Good morning Ladies and Gentlemen!

Greetings and a very warm welcome to you all from cashewinfo.com on this wonderful occasion of the inaugural edition of the World Cashew Convention. Hope you had a pleasant trip to Dubai and are all set for the conference.

This conference is possible thanks to the support of the world cashew industry.

Specifically, I place on record our sincere appreciation to ETG and 3F the title sponsors, responsAibility- the Platinum Sponsor, SWCM and St. John’s Shipping for Gold

Sponsorship, Silver sponsors - Vink Corporation, Valency International and MIM Cashew, Lunch sponsors Benin Gold and Orion Commodities, Cocktail and Gala Dinner Sponsor- Rajkumar Impex and Rals, Delegate Kit Sponsor- Buddhi Industries and the strategic partner DMCC.

The conference is supported by seven associations – National Cashew Institute INCAJU Mozambique, National Cashew Association of Nigeria (NCAN), African Cashew Alliance (ACA), Cashewnut Board of Tanzania, CNTC Benin, Conec Benin and NutPak Kenya.

Honestly, this is a very humbling moment for all of us from the organising team. Cashewinfo has been serving

the world cashew industry for over 13 years now. During all these years, we have observed the triumphs and tribulations of this wonderful global industry as we tracked the progresses in course of time. As time grew, we felt a strong need for a global platform to enable participants across the supply chain to connect and reshape the future. And when we sowed this idea to the industry, the response has been truly phenomenal.

Today, we have amidst us over 360 delegates from 32 countries represented by over 180+ organisations from private, government and non-government sectors participating in the inaugural edition of the World Cashew Convention. I welcome each one of you to this conference. Your presence is a proof that there is a need for connecting the industry. We truly wish you all a very great success in this two days and for the rest of year.

When faced with the choice of location for the conference, it was no surprise Dubai emerged as the clear winner. Dubai is centrally located between the producing centres and the consumption centres. It is extremely well connected with the rest of the world with Emirates touching more than 170 destinations within 8 hours of journey time. Dubai, in addition to the excellent physical infrastructure is also endowed with a strong regulatory and business enabling governance structure. We are truly honoured to have the Executive Chairman, DMCC, Mr Ahmed Bin Sulayem with us to deliver the special address on this important occasion. DMCC is a strategic initiative of government of Dubai to facilitate commodity businesses. DMCC has been declared as the world's best Free Zone for SMEs.

In my opinion cashew has the longest value chain among all commodities. It is produced in sizeable quantities in over 20 countries, processed in large quantities in over 12 countries and consumed by over 180 countries across the world. To set the conference agenda and theme for such a complex industry is

indeed very challenging. We have tried our best to place important agendas for action in the conference schedule during the course of the day and tomorrow.

Sufficient time has been allocated for networking during the breaks and the gala dinner time. Given the nature of trade between participants, we have allocated substantial time for one-to-one business meetings tomorrow alongside the parallel sessions. I am pleased to inform you all that the Nigeria Export Promotion Council and National Cashew Association of Nigeria have planned a meeting with Indian delegation tomorrow post-lunch session.

This is your conference and the platform belongs to all the stakeholders of the cashew industry. We sincerely hope it would enable you to connect and build business and reshape the future of the industry collectively. With this I end my welcome address. Thank you very much.



Special Address by Mr Ahmed Bin Sulayem, DMCC



I would like to thank the sponsors, everyone that made efforts.

There is lot of change in the business and Dubai is catching the trends like everyone else. DMCC for the last 13 years with its success of attracting almost 10000 companies today is still the fastest growing free zone in Middle East. We have been successful in doing so because we have been listening to our members and industry and we continue to do so even though we reached certain destination. Today there is an opportunity for us to network and get to know better.

It is a great pleasure for me to be in the inaugural WCC 2015, Atlantis, The Palm, Dubai. Our head quarters is

Burj Almas. In the famous tower list we have Burj Arab, Burj Kalifa and for the commodities world and Diamond's world we have Burj Almas and now it is becoming more iconic in this region even for those who have not involved in it. This is the world's tallest diamond building and it has become a centre among top two largest diamond trading industries. Today the registered delegates attendance is over 400 and this is testimony to the interest, to the hunger and the fact that the facilities in Dubai has not been explored yet. There are still more to look at, the airport has expanded and the second airport has been launched. I believe Emirates Airlines connect to every continent. There is lot of focus on Africa as well and there are lot of attendees from all regions of the cashew industry from Africa. I mentioned that because, once we facilitate

work with the commodities industry and we do interact with other Government agencies whether it is Emirates Airlines or shipping industry and all the full value chain and every related services that matter that we look at and explore.

I am sure most of you are aware that approximately 2.2 million tonnes of raw cashew nuts is produced globally with the value of 2.2 billion. The African continent itself produces around 45 percent of raw cashew nuts (West Africa accounts for 70 percent and East Africa accounts remaining 30 %) and Brazil, India, Vietnam produces around 50 percent collectively. Over 90 percent of the raw nuts is exported to Africa is going to India and Vietnam for processing and distribution.

India with 250 thousand tonnes, USA with 130 thousand tonnes, Europe with 80 thousand tonnes and the Middle East with 25 thousand tonnes are the key Global Consuming markets. I believe with more awareness, investment and research.

Today Dubai is the largest re-exporter of Tea. Before establishment of DMCC we used to trade around 3 to 6 million dollars, after DMCC we reached around 40 billion dollars of diamonds traded through Dubai. In that position Dubai is considered as top two even though the diamond industry is facing some challenges on the financial side. Dubai has seen growth for cashew kernels from 40 metric tonnes to 20 thousand metric tonnes from 2000 to 2013.

DMCC, over the past years established Dubai central hub in tea trade spreading from Indonesia all the way to Morocco and we are still capturing more countries. It is a trend that we see happening in the cashew business.

The tea centre that has been established about 10 years ago which includes re-export group from 6 million kilos worth of 80 million dollars in 2012 to 40 million kilos worth 120 million dollars in 2014. We believe this will continue as tea industry is advancing and taking big share of coffee industry.

People are aware that Dubai has always taken the lead as for as the prime when comes to business, tourism, the full package. It is still hungry to do more. We feel here in Dubai that there is still more to build on, we cannot rest on past achievements. We, DMCC compliment and support the city of Dubai and UAE and even the trading partners like India, Africa and other regions that we have trading relationships.

We have been established about 12 years ago, we can recognize as one of the most successful markets which create conditions that enable producers, traders and consumers to drive and protect the industry as best as we can.

We are here to facilitative whether it be networking or connecting to new market. A lot of selling point, meeting key players of the industry. We believe in the warehouse and banking facility and there is room to progress. One thing that I know about this city and this country is that we do not like to be behind and we are aiming for number one position. While we are focusing on that at least we replicate the key markets in the world so there is a best practice internationally. Trust me, DMCC and the rest of the related government agencies will focus on making sure that we provide the same facilities with global level if not better.

With this I would like to conclude my speech and thank you all.



Special Address by Mr Jayesh Patel, ETG



Honorable Executive Chairman of DMCC, Mr Ahmed Bin Sulayem, distinguished guests, the stakeholders of the industries, Ladies and Gentlemen, Good Morning! Compliments for season! First of all, I would like to congratulate the members of World Cashew Convention, for organizing this wonderful event and I wish them all success. Secondly, I would also like to thank all stakeholders, all the sponsors and all the participants, without you this conference wouldn't be successful.

Today at WCC, we are going to discuss a lot of issues concerning the industry. I would like to emphasize on two areas which are very important. Although

I m not a cashew expert and I lookafter pulses and sesame business at ETG, my colleague Mr Vasudev Barkur, who would be moderating the panel discussion on 'African Opportunities' is the expert on cashew nut. It is important that in our industry we 'create sustainability'. I have heard most people talk about the risk that we carry in the industry. We have such a big industry but unfortunately we are missing something on risk point of view and on arbitration. We do not have a platform where people could approach and resolve their disputes. We have been working with pulses and sesame industry as well. In pulses, we have CICILS conference. Mr Hakan is the one who has organized some sort of arbitration for any dispute. I



would request WCC, to spend some time and thoughts on having the dispute resolutions of the trade. I have seen in the industry that the entire risk has been only passed on to the farmers and to the traders. I think most of the time, the market is too volatile and there is absolutely no risk containment mechanism in place. I think, if we could create as an industry, on a hygiene point of view, it is not the passing of the risk to any other person, but I think, it is spreading of risk in the industry of cashew nuts.

Thirdly, productivity in forward and backward integration. I think we have an integrated supply-chain in fairly large commodities like wheat, maize,

pulses and sesame. In comparison, cashew industry is relatively small and linkages are weak. I think, not much attention has been paid to productivity improvements. Very little R & D is happening in the industry. ETG plays a substantial role in processing cashew nut in Africa. We are having real challenge, like everyone else in the industry. I would request the industry to come together and may be find some solutions through investments in R&D.

With this few words I would like to wish WCC organisers for the successful convention and all the best.



Panel 1: Global Cashew Kernel Markets- Sustaining the Growth Momentum



Mr Lars Wallevik, MIM Cashew, **Mr Rajkumar**, Rajkumar Impex, **Mr Pankaj Sampat**, Samsons Trading- Moderator
Mr Hari Nair, Western India Cashew and **Mr Kees Blokland**, Global Trading

Mr Pankaj Sampat, Samson Trading: The subject of the panel discussion is “How we sustain the growth momentum in the cashew sector”. Being an old man, before I look at the future, I should look at the past. Some of the major changes that we have seen in the last two decades are as follows. There has been major shifts in all sector i.e., production, processing and consumption. Vietnam is one of the success stories in last two decades. It started growing cashews may be about 30 years ago in early 80s and was supplying raw cashew to India; at that peak they exported about 70 to 80 thousand tonnes per year. In the early 90s, they came to India and looked

at the processing facilities etc., and then, they started processing. Within 15 years (by 2006), Vietnam had become the largest exporter of cashew kernels to the world market, although India is the largest processor, and largest domestic market. So, India became the second largest exporter. This was one major change.

The second major change was the emergence of West Africa as the major raw cashew producer. About 15 years ago, West Africa used to supply about 10 percent of the world production. Today they account for more than 40 percent of the world raw nut production; in less than



10 years to achieve this is a great thing. If we go back, still further say about 35 to 40 years ago, East Africa was the largest producer after India. But, because of the civil war in Mozambique and disturbance in Tanzania, they lost importance and now they have become much smaller player. But there is scope for revival of cashew industry in East Africa. We have already seen signs of that. Production in Tanzania has been slowly but steadily growing and Mozambique also has been growing steadily.

On the consumption side, about 20 to 25 years ago, the US was the main consumer. It accounted for 30 per cent of the world cashew consumption. Today, there are may be about, I would say, roughly 18-20 percent. Asia has become the biggest consumer. Today, India has the undisputable lead as the biggest producer of raw cashews, the biggest processor of raw cashews and the biggest consumer of cashew kernels. So, as a result of that the powershift, as I call, earlier the pricing power was in the hands of America and Europe because they were consuming major portion of cashews but now it is Asia. India, China, West Asia, South East Asia, Australia, Japan and Korea accounts for more than 50 percent of the world cashew consumption. So the power has shifted.

The other thing which has happened from last four to five years is mechanisation. One of our panelists, Mr. Rajkumar took the vision to start the mechanisation. Vietnamese were the fastest to catch up with that and they have taken it one step ahead. India is lagging behind, but in the last couple of years India, led by

Mangalore, has taken mechanisation in a big way. There are two reasons for this. One is labour availability. It has become more and more difficult to find workers to come and work in a cashew factory. It is considered to be not a preferred occupation. Secondly, with increase in raw nut production, processing capacity was not available and therefore there was lot of wastage of raw cashews. But, now in the last four to five years, mechanisation is giving a big help to increase the processing capacity. This is a short summary of the past. Now let's look at the future. Cashew, like any other food item, is a supply-led economy. Whatever is produced is consumed and very rarely we see any carry over either in raw cashew or in the cashew kernel form. When we talk about sustaining the growth momentum, the only way to do that is to increase production and to increase processing capacity. Mechanisation is helping us to increase the processing capacity but now we have to think about increasing the world cashew production. As I mentioned, in the last 10 to 12 years, West Africa has increased production but now it is reaching almost full potential. East Africa and Asia which have not grown have to try and increase the production, so that business is able to grow in a sustained manner. We need not worry that if the cashew production grows up, whether we will have a problem in selling it. I would like to share with you very small statistics; today the world cashew kernel production is about half a million tonne. If every person on earth eats just one cashew per day not even one handful; the entire world cashew production can be consumed in 60 days. That is, in two months, we can consume what we produce in twelve months. So you don't have to worry about finding a market for what you produce, there will always be a market. I would also take the example of almond. The almond production has grown from one billion pounds to two billion pounds in about 10 years, between 2000 and 2010. Despite that, there is no problem of selling almonds. In 10 years the area of almond has gone up by 160 percent, the yield also gone up by 160 percent which means the production has also gone up by 260 per cent, at the same time price also has gone up by

260 per cent. So, even with the increase in production, it is possible to sell product provided you market rightly. Today, the California Almond Board is doing a wonderful job of promoting almonds all over the world. Although the main production base is in California, the amount of advertising and promotion they do about the health benefits all over the world, including India, is amazing. It is something that we in the cashew industry have to learn. The almond consumption in India has gone up from about 15-20 thousand tonnes a year to something like 60,000 tonnes a year in about 10 year's time, that's because of promotion. So, that is another thing that we industry have to look at. Three things- (1) increasing the processing capacity which we have already doing in the form of mechanisation, (2) increasing world raw nut production and (3) generic promotion of cashew on a global scale is much needed for sustainability. I know it is difficult because the fragmented nature of the industry as Mr Srivatsava rightly said, it is grown in 20 countries, processed in 12 countries and exported to 180 countries. So, doing generic promotion for cashews is something difficult compared to almonds which are grown in couple of countries. But this is something that we industry needs to take as a challenge and I am sure that if we do that the sustainable growth is definitely possible.



Initial remarks of the panellists:

Mr Hari Nair, Western India Cashew- India is a very large market for cashews. The consumption occasions and usage are diverse. So, opportunities are plenty. Having

said this, the growth in consumption demand in India is not linear. In the recent past, we have had two periods of growth in consumption (1) between 2005 and 2008 and (2) between 2010 and 2012. As per our view, the cashew consumption has declined in 2013 and 2014. Exports of Almonds from California to India show similar trend. It could be an effect of carry-over from 2012. It may also be due to demand compression as a result of increase in kernel prices in India in 2013. Near term demand growth looks flattish, although long-term drivers are intact.



Mr Rajkumar, Rajkumar Impex: I will present my views on Vietnamese Cashew market in 4Ms- Material, Machines, Methods and Men. Vietnam has to increase cashew production through productivity route, new technologies and replantation programmes. Target should be set at 2000 kg/ha. Educate farmers on high quality planting material and good practices. Expand cashew cultivations in Cambodia and Myanmar. Sign MoU with other neighbouring countries. Processors are unable to reduce dirty kernels and unpeeled kernels while processing through machines. Research on colour sorters on segregation of kernels required. Focus should be on reducing cost of processing and cycle time. Most important, educate workers on hygiene and food safety.

Men- Skill enhancement is the key. I suggest three pronged approach – (1) Increase industry awareness; (2) Evolve training material and (3) Chalk out a career map for any worker. Vertical (level-wise promotion within

section) progression and horizontal (promotion across the section) progressions need to be devised.

As a part of sustainability, Vietnam should consider increasing its domestic consumption.



Mr Kees Blokland, Global Trading: I will present on the European kernel market. Cashews are the cheapest nuts among premium nuts. The prices have been relatively stable in the last couple of years. As a result, there has been a 3-4% growth in recent times. Southern Europe (Spain, Italy and Greece) have seen limited growth, while significant demand is coming from Germany. Going forward, steep fall in the value of Euro against the US dollar seen since the beginning of the year 2015 would be a cause of worry for the coming season.



Mr Lars Wallevik- MIM Cashew: I would like to share my perspective on the subject as a cashew processor from a single African country. Supplies of raw cashew from Africa is increasing; especially, as the moderator put it,

supplies from West Africa is increasing rapidly. However, processing is slow to catch up. In my opinion, processing will take time to catch up, given the current situation. The path is there and that is the future.

Coming to the sustainability of cashews, especially from an African perspective, I believe three things are critical for Africa- Innovation, Productivity and Efficiency. In all these aspects, Africa is way behind Asia. There is a lot to learn from India and Vietnam. As the moderator mentioned, California Almond industry is an excellent example to emulate. Likewise, the case of California Avocado Commission is also worth noting. In both cases, there have been huge improvements in productivity through adoption of better technologies and seedlings programmes. Innovation in the supply chain ensured that price levels are sustained despite near doubling of production in a span of 10 years. Higher efficiencies resulted in better incomes for the producers. Cashew industry needs to pursue these three agenda - productivity improvements, efficiency gains and innovation to achieve sustainability.

Additionally, African governments have to pursue constructive policies and provide an enabling environment to promote cashew processing in Africa. Many African countries are already working in that direction.

Presentations made by other panelists are placed elsewhere in the book.

Questions from the audience:

Question-1: Mr Gopal Naik, Board Member of Foretell Business Solutions: I was just trying to connect the inaugural session with this. In the inaugural session, Mr. Jayesh Patel pointed out that dispute settlement and risk management as key issues with respect to cashew industry. What are the key disputes that they are encountering in each one of the countries like India, Vietnam, Europe and other places? How are we addressing these issues and resolving them?



Mr Hari Nair, Western India Cashew: I think when you talk of cashews there are two separate trade cycles, one is the raw cashew side and other one is on the kernel side. On the cashew kernel trade cycle, there is arbitration available with two agencies, one is Association of Food Industries, USA (AFI) and the other one is the Combined Edible Nut Trade Association (CENTA) based out of the UK. Both these organisations do have standards for cashew kernels and arbitration is available.

CENTA also takes up raw cashew related arbitration issues. Here again, arbitration in a third country, say, arbitration in UK for a business between Tanzania and India is not an efficient solution.

I think having arbitration panel for raw cashews is a good idea. However, there are lot of challenges. Quality of raw cashews is different in different places. Being a raw material, the yield can change in transit. Also the ratio of decrease in price for a decline in yield can be a matter of dispute. These are some of the issues which actually happen. Added to this, outright non-performance of the contract. It is difficult to implement arbitration in raw cashews because it involves different countries. For instance, somebody from India would find it very difficult to take care of non-performance with say, IVC and vice-versa. Somebody from Nigeria would find it very difficult to do the same in India. Institutional mechanisms are very limited. So there are lots of challenges.

Mr Pankaj Sampat, Samsons Trading: Mr. Naik made two points, one was about the dispute resolution and the other was risk management. Risk management in cashew is something which is very big issue- a challenge before the sheller mainly. Because a sheller is typically selling kernels 6 to 12 months forward with no ability to buy raw cashews 6 to 12 months forward. The raw cashew business is spot business. There is a need for risk management system. The sheller who only converts raw material to intermediate product is exposed to huge price fluctuation. In India, we tried futures contract on cashew kernels which would enable a processor to hedge price exposures that arise out of forward sales. However, it did not work out because there is no liquidity. This was about 8-9 years ago. At that time, cashew was not such a big commodity. Investors were not much interested in the commodity markets as it was just starting by then. There is a need for tools that help manage price exposures in cashews, may be not now but in the next three or five years. We need to create futures market for cashews where sheller or kernel buyers are able to hedge risk on price movements.

Question-2: Mr Rajendra Sabat, President, Odisha Cashew Association and Consultant to Cashewinfo.com: I would like to stress on the PHM (Post Harvest Management) at the origins. Processors are incurring huge loss due to high moisture content when we shift RCN to Vietnam, India or anywhere else. If the origin countries take little initiative prior to shipment, if the cargo is fully dried, then definitely the yield and quality of cashew remains good when it reaches the destination. Second point, as most rightly pointed out by Mr. Pankaj Sampat, the cashew should run awareness programmes to promote the goodness of cashews and dispel misconceptions.

Mr Pankaj Sampat, Samsons Trading: Yes, PHM is a key issue and I would like to mention that the IVC Government and the cashew association in IVC has done a very good job during last year. They were able to enforce proper drying and packing of cashews in the

bush prior to being brought to Abidjan. Besides, there were checks before the shipping. In my opinion, the processing industry has definitely got much better results by processing IVC raw cashews last year. I hope IVC would continue the efforts in this direction and other countries in West Africa also learn from that and implement such measures. If the sheller is able to get better yield, they may be able to offer better price to farmers.

Promotion of cashews, of course, there is no doubt about it. I think CEPCI and Vinacas under the auspicious of INC are doing some work on that and that should be taken forward.

Mr Rajkumar, Rajkumar Impex: On PHM, ACA should support local farmers in construction of drying yards in villages to dry nuts properly. We cannot blame farmers or traders for not drying the cashew nuts. They need facilities first. We should support in getting that.

Mr Hari Nair, Western India Cashew: I think traditionally the best dried cashews have always come from Tanzania. Tanzania has done it for 30 to 40 years. That knowledge can be transferred to other countries. IVC were the first to export raw nuts in containers from West Africa in mid 90s. When they shifted from bulk to containers, there were huge problems of rotten cashews when the container arrived in India. Later dry bags and other moisture absorbants came into use in containers. Today, I think in Tuticorin, there are large drying yards. Many of us use these drying yards and re-dry the raw cashews which come into India soon after it lands. There is a cost to it. So this is the problem here. I think village level drying yards would greatly help. It is a developmental necessity and should be done in African countries. It would really help the farmers.

Mr Lars Wallevik, MIM cashews: This point is very important. It is actually getting back to fundamentals and basics which still linked in cashew industry. Other than sustainability, professionalisation of the African industry is needed. Policy is going to help. ACA also support in providing implements and standards that everybody

needs to know about this. Regarding the cholesterol and heart problem issues, we need to change the way we communicate.

Question-3: Mr Ram Mohan, ComAfrique Gambia: What are the most serious constraints you face while processing in Africa and what are the issues that affected most?

Mr Lars Wallevik, MIM Cashews: Processing in Africa is very challenging. The industry is not established unlike in Asia, where you have equipment manufacturers close by, technicians close by and you have people who buy shells, people who process CNSL etc., because we are in the infancy development stages. So processors have to bring all of these skills and competencies in-house, which is expensive. You have to master all these processes yourself as an individual factory, which is incredibly challenging. Running a factory in Africa is like running a township. The costs of processing are high. It is very challenging to compete cost-wise with Asia. The productivity and efficiencies are the hardest things to achieve and under those circumstances cost base increase. Our company has focused on quality and hygiene to build a reputation. That is also very challenging. Infrastructure, policy and enabling environment are the biggest challenges of cashew processing in Africa. The raw material is there, the market is there. A business model realizing is just incredibly challenging.

Mr Roger Brou, Managing Director, ACA: I would like to make a contribution. First of all on the ACAs role to try and help improve production in terms of quality at the farmer's level. We have been involved in helping farmers to get training in harvest and post harvest. We started our programme in Nigeria. We are going to expand that in Benin Republic and in IVC in 2015. However, I would also like to point couple of things. When it comes to the buying season, as you know, it is a short season in West Africa. There is a lot of pressure on the farmers to release the crops because we have a flow of buyers

coming from India, Vietnam and elsewhere asking for securing the crops even though it is not properly dried. So, it is a matter of understanding and deciding how you want to proceed. Therefore, we think that a support may be in part of private sector may be if ACA and other implementing partners on the ground educating the processors and the producers about making sure that they have quality nuts. It is also an issue of infrastructure. We want producers to dry the nuts but we don't have the facility to do that.

I would also like to talk about food safety. Our dear friend Mr. Rajkumar talked about certification in processing units. This is very important. ACA has developed food safety certification which is the seal programme which is a first step towards HACCP, DRC and IGP. To develop that we realized it was quite challenging for most of the local processors to get this kind of certification. It is costly to implement those things. This is usually a subsidised programme that we put in place. We are pleased to see that MIM cashew for instance, is one of the certified factories and so are many other factories.



Mr Ahmed Bin Sulayem, Executive Chairman, DMCC

I am excited about the turnout. Over 370 participants and that too only in cashew! I am sure more and more people would not want to miss out on the excellent networking opportunities in future. Good luck.



Mr Segun Awolowo, CEO, Nigerian Export Promotion Council

The venue is impressive. Turnout is good. The agenda, sessions on kernels, rawnuts, processing technology, buyer/seller meet is very comprehensive and useful. Overall, the organisers have done an excellent job. We are very happy.

Panel 2: Financing the Cashew Value Chain



Mr Roger Brou, African Cashew Alliance-Moderator, **Mr Marco Rosini**, responsAbility, **Mr Gabriel Nicaise TOSSOU**, Oiko Credit and **Mr Jean-Guy E.Billey**, CFS sarl

Mr Roger Brou, African Cashew Alliance: Cashew is a multi-billion dollar industry. Vietnam generated about 2.2 billion dollars in kernel export. India also generated about one billion dollars in kernel exports. Africa is exporting to India, Vietnam, Brazil and rest of the world of about 1.5 to 2 billion dollars. These are good reasons why we shouldn't be able to finance this value chain. However, the challenges are various. I believe one of the main challenges is the fact that this is a value chain which is not as organized as coffee, cocoa or oil value chain. There is no market trade at London or at NewYork for cashews. It remains a small

crop compared to cocoa for instance. Therefore from that end, it is more difficult for stakeholders within that value chain to raise proper financing. Of course, it all depends on where you are located and what segment of the value chain you are operating. We noticed that India and Vietnam, for instance, have a rich power of financial institutions, especially, in the processing/value addition segment of the value chain. For us, in Africa, it is really more challenging. With this introduction, let me start the interaction with the panelists.



The Nigerian Export Promotion Council (NEPC) is the Federal Government Agency saddled with the Responsibility of Developing and Promoting non-oil exports from Nigeria.

The core functions of the Council include;

- a. To promote the development and diversification of Nigeria's export trade;
- b. To assist in promoting the development of export related industries in Nigeria;
- c. To spearhead the creation of appropriate export incentives and
- d. To actively articulate and promote the implementation of export policies and programmes of the Nigerian Government.

Non-oil exportable products from Nigeria include;

- i. Agricultural Products – Cocoa, Cashew nut, Sesame Seeds, etc
- ii. Solid Minerals – Gemstones, Metals and Non-metals
- iii. Manufactured Products and Semi-Manufactured Products
- iv. Arts & Crafts



For further information please contact;

The Executive Director/CEO,
Nigerian Export Promotion Council
"Export House"
Plot 424, Aguiyi Ironsi Way, Maitama, Abuja.
P.M.B.133, Garki, Abuja -Nigeria.
Tel: +234 9460 4205, Fax: +234 9460 4210
Email: info@nepc.gov.ng, ceo@nepc.gov.ng
Web: www.nepc.gov.ng



Mr Roger Brou, African Cashew Alliance: you have been involved in cashew business for quite some time. First of all tell us a little bit about the company you work for? How do you see your company involve in cashew value chain? Do you have any solution?

Mr Marco Rosini, responsAbility: responsAbility is a private asset manager based in Zurich. We call ourselves as Impact Investment Fund. We invest in ventures that are profitable and have positive social impact in the region and the company. Both are important for us. I work for sustainable agri-business. I am responsible for Africa. We are financing cashew sector, particularly in West Africa, for the last 3 to 4 years. It is really growing fast. Our portfolio includes East and West Africa and now also India. I think it is reaching about 50 million dollars which is not bad from our point of view. About 2.6 million farmers involved in cashew in Africa and the value of the produce is roughly USD 2 billion. That's aggregate value of less than USD 1000 per farmer. If you take away transportation, warehousing etc, the farmer share is very less. As an impact-financier, therefore, we look into the sustainability aspect. In other sectors such as coffee, sugar and cocoa, everybody is looking for traceability, certification, rainforest, fair-trade etc. I wonder why no one talks about these in cashews? May be, because buyers of raw nuts are mainly in Vietnam and India where the clients are not familiar probably. But it is a different story in Europe and North America. So, this is a question mark for us. Would consumer in Europe and North America be able to pay a little more for certification now if there is sustainability throughout the cashew value

chain? For the moment, we try to analyse it. But it is not crystal clear. It does not jump to our eyes.

Coming to financing cashews, basically there are two aspects –financing RCN (which is basically trading) and kernel. In RCN, there are big traders with lots of money. They don't need us. On the other hand, we wouldn't mind financing local organisations in the countries that collect cashews in order to make them available for the traders. However, we cannot finance small holder farmers. We need aggregators, cooperatives, SMEs, growing companies and schemes- a collective entity, an entity that has a balance sheet, a track record and so on that we can potentially fund. So this is something which within this value chain is still emerging. In general, RCN contracts are quite often spot. With no benchmarks understanding of price fixing is also a challenge for the financier. I don't take security, over the land of small holder farmers. But I take as a security the commercial contract where the buyer is located with also a certain philosophy in mindset when procuring cashew from West Africa, but, if the contract is signed today for delivery at the end of February, then financing of thirty days is not going to be very far. But if those contracts were signed much earlier and of course the commitment may be in quantity and quality, not necessary on price, or may be, pushing boundaries little bit away assuring a minimum price. If there is a floor on those contracts that allows a financier to save, at least I have a minimum value. I can then finance based on this minimum value for delivery in May, June, August or even next to some cases. This is something that I am throwing the message to the floor that would be very beneficial for us as a financier.

Cashew business is becoming quite big. As you all know in coffee, sugar and cocoa there are futures markets, there are arbitration courts and other mechanisms. This is very relevant and very important for us. Why, because then we can have an idea where the prices are going, trends are going and also how litigation can be solved. In the cashew industry there is still a large number of

defaults. I think everybody probably experienced some in recent years.

Moving to kernel, we have been actually quite happy to finance a number of processors in West and East Africa. For us, this is actually our focus, why? Because we want to aggregate value in Africa, in the producing countries. We want to do the same in Vietnam and India; we are not deleting these two important players. But we want to add value in Africa. So we do finance the typical working finance against contracts. We also finance fixed assets like expansion projects of plants in number of countries. It has been challenging but we achieved it. We are looking for more opportunities. There has also been emergence of new companies and start-ups with the growth in volume of trade in West Africa. Many of these companies are with weak balance sheet and unproven track record. I think my colleagues have a similar opinion. May be tricky, but they can appear today and disappear tomorrow.

Mr Roger Brou, African Cashew Alliance: Thank you for an excellent introduction. So, you are focusing on raw nut side and also on processing side to some extent. We heard this morning that on the production side there is a huge demand for RCN from Africa. So the needs on the other side, that is in India, Vietnam and Brazil. How does responsAbility help buyers in India and Vietnam to source raw material from Africa?

Mr Marco Rosini, responsAbility: We have an office in Mumbai. This week we have the first approval for Indian buyers and processors. So we were tackling by putting number of millions of dollar and more clients to link our West African producers and Indian and Vietnamese clients. As I said before, what is valid for West Africa and East Africa is valid for India and Vietnam too. We are happy to finance and to move into fixed asset financing, long term financing. It will grow in 6-7 years quite easily.

Mr Roger Brou, African Cashew Alliance: One of the main challenges in supply side is availability of the long term financing especially to support the growers.

Growers associations in Tanzania, Mozambique or in West Africa usually are facing challenges. They cannot find long term financing that is profitable. Is this something that responsAbility ready to support?



Mr Marco Rosini, responsAbility: We are already doing it and we are able to expand even more.

Mr Roger Brou, African Cashew Alliance: That's excellent. Thank you. Now, I would like to give an opportunity to Oiko Credit to present your institution. What you do especially in a cashew value chain to address the issue of cost of borrowing? It has been quite challenging especially in Africa. But this is not just about Africa. This is about value chain as a whole. We all know that when we are based in Singapore, Vietnam or in India, cost of borrowing ranges depending on the size of the company between 5 to 7 per cent. If you are small or medium you may borrow at 10 to 12 per cent. The moment you enter in East or West Africa, cost of borrowing jumps up to 17 to 20 per cent. So let me hear about Oiko Credit first.

Mr Gabriel Nicaise TOSSOU, Oiko Credit: Oiko Credit is a social investor based in Netherlands. We are a cooperative society. We serve around 52 thousand members. We raise our funds in Dutch countries and invest in developing countries. We are better known for micro finance industry. Since 2010, in Africa we decided to diversify into agriculture. After some studies, we decided to focus on cashew industry. When we look at cashew value chain, we decided to take champions approach. The champions in the cashew value chain, we found, are the processors. So we started dealing with the

processors. Now, we are in partnership with a consortium of 3 processors now in Benin, I am talking about Benin Gold Cashew Industries.

Yes, the interest rate is an issue in West Africa region. Nigeria and Ghana are quite special in West Africa. When we take Benin and Togo, they are quite stable. At Oiko Credit, we can grant loan in both the local currency and hard currency. If you want to take loan in local currency, you have to pay higher interest rate which is about 10 to 12 per cent. But in hard currency, you can get loan at lower interest rates. The cashew industry in Africa, there is a possibility to take loan in hard currency and benefit from lower interest rates. At the same time, when you look at the size of processors in this region, they are very small processors and are dealing with some issues of profitability. Some of them have high cost of production. The public infrastructure is very weak. Also some of them are not really used to international market prices tracking. In addition to loan, we found out that they need some capacity building. Recently we also identified that in addition to borrowing, our partner would like to have equity investments. So, we are willing to link them with the equity team. We have to mention that the cashew industry in West Africa has third parties who facilitate intervention. We can talk about ACA, ACi and local and international NGOs. For example, in Benin we have Belgium Cooperative Technical Assistance to assist processors to get HACCP certification. It helps to have some confidence in those processors.

Mr. Roger Brou, African Cashew Alliance: Thank you very much for your contribution. When it comes to funding the value chain, I would like to have some thoughts and comment from the audience especially in India and Vietnam. Usually the Government will come in at early stage to set an environment whereby processors can borrow at subsidized rates till a stage when the industry gets to a critical point. Then the commercial private sector takes over. Because, if you look at the diverse industries, the private sector supports the industry through balance sheet lending, whereas in African part of the world, usually it has to be on a transactional basis,

because the balance sheet is too weak or inexistent. Therefore it is usually a structure trade finance based on the transaction. I would be very interested to hear about how India, for instance, supported its industry to grow to a point where the private sector is now supporting the industry. I believe that it is the same in Vietnam. We know that VINACAS is very active. State banks have been lending buyers who are coming to buy raw nuts in Africa and elsewhere. So that it is at a competitive rate. Therefore it also impacts the balance sheet. So in Africa, you mentioned about micro credit, we know that micro credits are usually at the higher cost than regular commercial banks. How are you able to still manage to compete?



Mr. Gabriel Nicaise TOSSOU, Oiko Credit: Let me tell you that we are not micro finance institutions. We have micro finance institution as partners, so we can lend money to those micro finance institutions and also to some rural banks. We can also directly deal with some cooperatives, SMEs etc. So we have two types of deals. When we are dealing with MFI (Microfinance Institutions), we are talking about other things. When we are dealing with direct business with cooperatives it depends on the operating environment. In West Africa, the central bank is also doing a good job. The maximum interest rates in micro finance industry was around 27 per cent. But since last year, it has been decreased to 24 per cent. Likewise, in the banking industry, it was around 20 per cent but now it is not more than 15 per cent. So that is some proof of what central bank is doing. When I take our deals with cashew processors, we try to do it at lower interest rate than what you have in the micro finance industry. When

we talk about 10 to 12 per cent, it is far from 24 per cent we have in the micro finance industry. Our rates are also lower than 15 per cent that banks charge. We would like to reduce the rate further, but you have to be sure that the large industry can take more money and allow us to stay profitable as a lender.

Mr Roger Brou, African Cashew Alliance: We invite Mr. Jean-Guy E.Biley, who is a long time banker, retired banker now a consultant, who has been helping ACA and other organizations like USAID by providing advice and assisting companies to help understand needs and also source the appropriate funding. Is it important to stakeholders, especially those who are in great need of assistance, to hire a consultant to help them put together bankable proposal?



Mr Jean-Guy E.Billey, CFS sarl: Indeed, cashew value chain, for all African economies, is very important because of the impact it creates on (a) employment whether in rural or urban areas,(b) generation of export proceeds and (c) overall economic development. It has also been observed, that a number of actors within this chain face difficulties with, may be, good agriculture practices or good practices of out-farm activities or even market linkages (domestic or international linkages). Also there is a significant constraint, which is, getting access to finance. So, to help overcome these impediments, donor organizations have enacted us to assist those in need in terms of capacity building for access to finance. This is the role that we have been asked to play, which is, to bridge

the gap between those in need of finance and those who have financing potential but could not deliver or supply the needs because there was no proper communication or proper information provided to them. So we try to bridge the gap between those in need and those who have supply and make finance available.

Mr Roger Brou, African Cashew Alliance: What are the fundamental differences between various funding agencies, whether it is a commercial investors or social impacts? What are the challenges, from your practice, in trying to secure finance for your clients? What are the major challenges in cashew sector?

Mr Jean-Guy E.Billey, CFS sarl: Yes, when you look at the cashew chain you have number of problems, from on farm activities, off farm activities, domestic trading and international trading. Most of the needs relate to short term working capital financing and investment financing. On the other hand, we also have in the banking infrastructure, and in the financial infrastructure, a number of actors like micro finance institutions, commercial banks, Government banks, private equity funds etc. So, they are different in terms of their capacity to address the needs of different segments. For instance, wherever you deal with the micro finance institutions or PE funds, they will always ask for business plan, financial potential, financial statements and the background documents. So, that's where basically whether you deal with a very simple micro finance institution or with very sophisticated private equity funds, you have a common basis. The difference is, then, the quantum of financing that you require as well as the tenure of financing that they can provide. Developing institutions in most of the cases can go for commercial banks. Then you have players like responsAbility and Okio based in all geographies. They play the role of catalyst. They are flexible, they have a different approach. In addition to profitability, they also focus on social impact the project creates.

Mr Roger Brou, African Cashew Alliance: What about government intervention? I have mentioned earlier



that in some countries like In India or Vietnam, state government plays a big role in the industry alongside the private sector. Is that healthy? Should that happen in Africa where everything has to be built from the ground up? The industry is very young. We have a strong production that about 50 percent of the world crop comes from Africa. However, when it comes to processing and value addition it is only 5 percent. How do you build an industry? Of course, it is not so competitive right now. We all are confident it would become competitive going forward. We seek transfer of technology, collaboration with Vietnam, India and the rest. Gradually cashew will be processed in Africa at competitive price. But each has a cost. Who should pay that cost? Should the government create such environment / incentives to allow that to happen? Should that be driven by private sector? Should that be driven by development agencies?

Mr Jean-Guy E.Billey, CFS sarl: There are number of measures which governments can take in terms of tax

rebates, customs, exemptions that they can provide help, facilitate and improve the profitability of the private promoters. But, if these value chains have to be sustainable in and of themselves, they must gradually be able to stand on their own. In doing so, not only do they remain profitable, but also they will be able to attract additional finance. Not only value chain needs to be sustainable, but also the financing institutions needs to bring together two key additional factors- one is specialized industry knowledge and the other element is availability of long term finance.



Ms Rita Weidinger, Executive Director, African Cashew initiative (ACi)

It is a very wonderful & professionally organized event. All the key players are here, others will join surely in the next one, as the propaganda and mouth to mouth word goes out.

What can Vietnam cashew industry offer the rest of the world?

Mr. Ashok Narayanan, Orion Commodities



5-6 Feb' 2015, Atlantis The Palm Dubai

VIETNAM - interesting country, interesting people and very interesting for the cashew world for the last 20 years in terms of kernels. They have been involved in the raw nut business since early 80s. I am not using any charts, graphs and tools because there has been only one way the business in Vietnam has gone- which is up, up and up. The progression is been geometric in many ways. The number of Vinacasmembers, not exclusively for processors or exporters also local bodies, government, farmers etc, was 22 founding members in 1990. It now stands at over 500. They were 200 in 2010. So, the growth in the last five years has been over 100 per cent. Likewise, the number

of exporters in 90s was a handful. In the late 90s and early 2000s after they started getting involved in processing, the number of exporters were 50 to 70. In 2010, there were 150 exporters and today there are 325 exporters registered with Vinacas. What this tells us is that this origin has become a very important part of the cashew business, over the last 20 years, both as a source for kernels to the world buying markets and as a destination for imported raw cashew nuts.

What does Vietnam offer to the world cashew business?

Promises and problems. Opportunities and obstacles.

Much success and huge headaches. Like all businesses, this business also is rife with enormous problems that most people who are in this hall would attest to either with shipment problems, quality problems, payment problems, any number of problems. But the fact that the number of participants in this business has quadrupled, quintupled, gone up in dramatic proportions from all over the world including from India is a testimony to the fact that it is still the land of opportunities as far as cashew is concerned. My white hair is a testimony to fact that problem still exists despite everybody's good intent.

What we see as opportunities is the fact that the industry has been adaptable in terms of, for example mechanisation. They are the first to get into flexible packaging, much before the Indian industry was able to observe the fact that it represented part of buyer's requirements. I remember a time when flexi packs used to be at a premium for shipments from India. The moment the Vietnamese started to implement flexi packs as a common packaging system we are now at discount with tin packaging being at a premium. This country has been one of the leaders in mechanisation and processing. This is also one of the few countries who have setup industries that produce manufacturing facilities for the cashew business. All of this tells us one thing-this country is here to stay. It will be an important part of the cashew business. Before they become processor, they were important exporter of raw materials to India. Today, at 305 thousand tonnes of kernels exports, they are the largest exporter in the world. Part of the fact, of course, is that India is considered as a huge domestic consumption market that their exports have relatively stagnated over the last five to ten years. But it does not take away the fact that Vietnam has started to import, this year it was 800 thousand tonnes. As Mr. Thanh said in his message to us that 60 per cent over 2013. That kind of growth is enormous. Again, growth like this comes with attendant problems. So the challenges are going to be there. One of that I heard that African

panellists talking about how they can handle the finance problems into Vietnam. I think there is a role for companies' responsibility to play; there is a role for government and quasi-government organizations to play. I was mentioned about banks and Vinacas involvement with the Ministry and the Government to lend assistance to the importers. In the last three years after the problems that the industry went through with very wild price fluctuations in 2010-11, the banks have tightened up considerably. One of the reasons the market pricing has been so affected by domestic crop and consequently the prices of imports in Vietnam has been the fact that the banks have become far stricter than they were 10 years ago. So while they are supporting the industry, the big losses and bad debts that accrued in 2010-11 period and prior to that in 2006-07, have made them very cautious. Mechanism that origin shippers from Africa can in some way mitigate these risks that the destination banks have to take, I think it will help.

The import figures of Vietnam speak to themselves. It was under 100 thousand tonnes in 2001, less than 300 thousand tonnes in 2005 to 2012 and it is 800 thousand tonnes today (2015). From the experience that we have had, it looks like it is set to grow. The main challenge that both buyers of kernels and suppliers of raw nuts face in Vietnam is the extreme diversity of participants in that market. It used to be a market where there were a handful of large companies which were doing about 50, 60 and 70 per cent of business both in terms of kernel exports and in term of raw nut imports. Now, that has changed, the number of participants with 300 plus exporter community, the number of 3 to 5 container a month among shippers is about 25 percent. These are small shippers that are probably very cheap in price, but then the quality suffers. Because of quality suffers they are cheap. How does the buyer mitigate these risks? Similarly, how does a raw nut trader who is selling to the small factories mitigate the risk of non-payment, non-performance and other related issues. I think



ENTERPRISE SOLUTION FOR THE INTERNATIONAL FOOD SERVICES INDUSTRY

TRADING - PROCESSING - LOGISTICS

Alert Manager

forewarns users automatically when pre-defined (user definable) events occur. Examples are Payments Due, Shipment Delays, Critical Remarks about parties the company deals with and more...

Contract Management

addresses Contract Entry, Contract Verification, Trading Position Management, Forward Position Management and more...

Logistics

deals with cargo movement activities like Shipping, Clearing, Invoicing, Delivery, VAT, Customs, Claims, Returns etc. It includes Transaction Expense Allocation (like Shipping Expenses), Expense Estimation, Quality Monitoring and more...

MS-Office Interface facilitates exporting reports to MS-Office applications like MS-Word & MS-Excel. ConTrac™ can export data to other applications that can read data in standard formats like delimited files, CSV files and web pages.

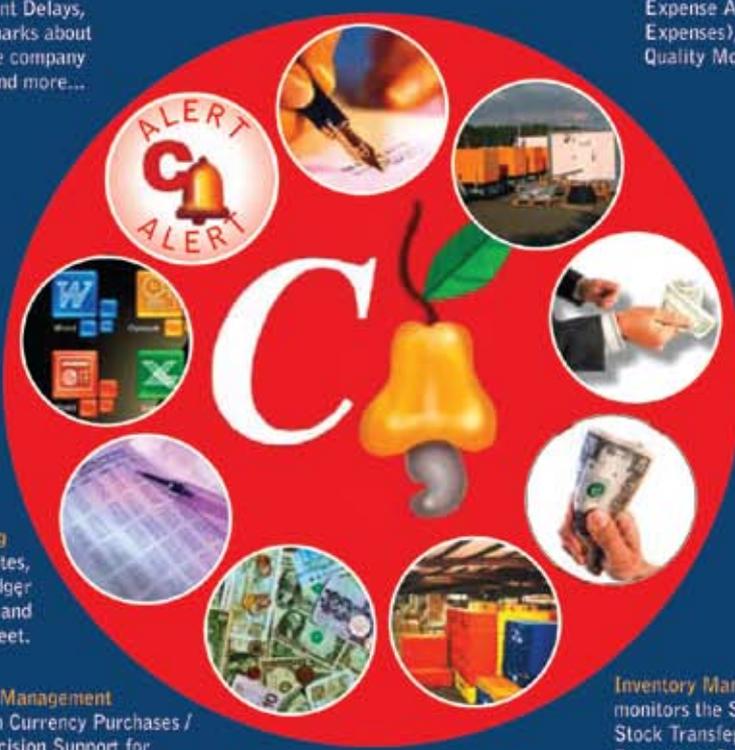
Finance & Book Keeping provides Debit/Credit Notes, Trial Balance, General Ledger Profit & Loss Statement and Balance Sheet.

Currency Management deals with Currency Purchases / Sales, Decision Support for buying and selling foreign currencies, managing Forward Currency Deals, Maturity Dates, Currency Flow and Reporting early & late receipts in comparison with invoices.

Accounts Payable allows the company to monitor Supplier Bills, Payments Due, Payments Made, Payables Age Analysis, etc.

Accounts Receivables helps the finance department monitor Customer Invoices, Receipts Due, Receipts, Bills Reconciliation, Receivables Age Analysis, etc.

Inventory Management monitors the Stock Position, Stock Transfer, Stock Adjustments, Repacking, Stock Valuation and related activities.



- > Mitigates trading execution risks
- > Guarantees operating procedures and standards compliance
- > Comprehensive operations status reporting
- > Modules for all aspects of international trading
- > Secure and safe information system
- > Most popular trading platform among international commodity traders in Europe

CUSTOMERS



Premier Fruit & Nut



Aldebaran Commodities



Zeta Cyber Solutions (P) Limited

Regd Office
6th Floor Udayavani Building Udayavani Road
Manipal - 576 104, Karnataka, INDIA.
Email : info@zetacyber.com
Website : www.zetacyber.com

Contact us
Kurian James Vijay Kaniyar
+91 940 070 3111 +91 968 634 1331
kurian@zetacyber.com kaniyar.vijay@manipalgroup.info



there is a role for traders of Singapore and other parts of the world, role for the responsible brokers who are involved with the trade from Vietnam on kernel and into Vietnam on raw nuts. I think that there are opportunities for these intermediaries.

So I will now conclude by saying that, we are very supportive of Foretell Business Solutions, cashewinfo.com initiative. This is a platform that I think was long overdue in coming. There has been no global platform for specifically the cashew industry, be it raw nuts, processors, kernel trading, brokerage whatever it is. I think this initiative ought to be supported to the fullest extent by all participants in this business. I think in the next few years this could become a very important forum or important platform where ideas can be exchanged, opinions brought forth, problems discussed openly and make this business a healthy and very beneficial one for all of us. Thank you.

Audience 1

What is the economic size of processing unit in Vietnam? You said there are 350 plus companies. Is there any economic size for the industry?

The 350 number I mentioned are exporters. There are over a thousand factories in just one province called Binh Phuoc, which is the primary cashew area in Vietnam. There are factories that process I think 3, 5, 10 bags. There is a big business which a lot of trading companies are involved in. Exporters themselves and also traders of kernels buy from these small factories and re-grade them and export them along with their own production. In some cases the buyers will agree they re-export them without re-grading them which is big problem for us.

We are not talking about the re-packers and graders. We are talking about the shellers who are mechanised. For that mechanisation, there has to be investment.

Yes, they are making investments. The guys at Vietnam who produce these machines, one of them is here, Cao Phat and there are others who have started doing this. They have very competitively priced machinery. So that makes it easy for small units to process very small quantities and turn their production around very quickly.

That means the entry barriers have disappeared in the last fifteen years

They are reducing. The entry barriers I think will remain with the people from overseas dealing with Vietnam. The entry barriers remain the challenges of performance, challenges of integrity. That barrier is for international community more than it is for local people.

Audience 2

Vietnam has a preferential trade agreement with China. Do you have an idea about the value of trade between Vietnam and China in terms of cashew kernels?

The export of cashews kernels from Vietnam is about 305 thousand tonnes. It includes about 60 thousand tonnes, in my understanding, to China.

Audience 3

Thank you for presenting a beautiful idea about Vietnam. Although Vietnam entered into this industry too late in comparison to India, how it attained this progress in such a short time? Is it due to government support or the market demand or by the interest of the machine manufacturers?

The machine manufacturers are very late entrant into this scenario. Vietnam started becoming a factor much before mechanisation was affected. I think it is, to a large extent, to do with the attitude of people, their work ethic. They are very hard working and very industrious people. The government is very supportive. I think they have done this not only to just cashews, but also for pepper business, coffee business and anything else they have been involved with. They are

now a serious competitor to China for outsourcing of manufacturing. The likes of Nike, Adidas, Levi's etc, are now using Vietnam as an alternative channel to China because Vietnam is cheaper and as hardworking. I think it is the mindset that has brought them to where they are.

Other thing is that why they adapt so quickly. This is something that is human nature. When you start late, it could be an advantage. Take for example, India's experience with mobile telephones. The USA was the first country in the world and Japan were the early entrants into mobile telephonic. But they took long time to switch into GSM from the old CDMA system, because change is harder than implementing something new. Likewise, Vietnam came to the field of processing in the late 90s. They were doing flexi packs, for example, to China. When buyers in Europe and Australia needed flexi packs, the new guys started the factory with flexi pack machines. It is the timing. They came into the business at a point where they could implement changes that already happening into the industries. It is a combination of different things. I think it is the attitude, partly government support and partly the good fortune of the country. Their astrology must have been good when they got into business.



Mr Vasudev Barkur, Director, Export Trading Group (ETG)

We heard some excellent speakers who have thrown light on various aspects of cashew business. Also we heard agencies who do human service in cashew field like ACA, Technoserve and ACI or many other such institutions who are doing a great job. I should mention here of cashewinfo & Foretell and the initiative they have taken to conduct this kind of convention, which probably would mark a new beginning and would bring responsibility, accountability and a kind of future thought to take this industry forward.

Panel 3: Raw Cashews: Opportunities to Engage with Africa



Mr Vasudev Barkur, ETG-Moderator, **Mr Roger Brou**, African Cashew Alliance, **Mr Peter Masawe**, Cashewnut Board of Tanzania and **Mr Tola Faseru**, National Cashew Association of Nigeria

Mr Vasudev Barkur, ETG: The topic is “opportunities to engage in Africa”.

Before I engage the panelists in the discussion, I want to quickly touch upon what Africa has done so far in the cashew sector. Africa is one continent which is growing at a very rapid phase. According to a well-known economist, Africa would be growing at 6 percent annually between 2012 and 2023. Africa would be a 50 trillion dollars economy by 2050.

Currently, cashew production in Africa is 1.2 million tonnes, which was 300 thousand tonnes 15 years ago. A growth of 400 percent in a span of 15 years is quite remarkable. The global cashew production would be 2.6 million tonnes (numbers may vary slightly). Africa’s share in that is approximately 46 percent. However, only 10 percent of raw cashew produced is processed in Africa. West Africa processes around 50,000 tonnes which is less than 5 percent of its production. East Africa processes about 70,000 tonnes. So there is a huge scope for processing in

Importers & Processors of Raw Cashewnuts



Origin: Benin / IVC / Tanzania

King Agro

P R O C E S S O R S



The quality food people

Reg. Office: 401, Eknath NX, M. G. Road, Mulund - (West), Mumbai - 400080, Maharashtra, India.

Factory Add: A 7/8/9, Sankeshwar Comp., Vasai-Bhiwandi Road, Dongripada, Vasai Taluka, Thane - 401 208, Maharashtra.

Contact: +91-8087833287

Web: www.kingcashew.com

E-Mail: info@kingcashew.com

West Africa. With this introduction in a nut shell of Africa let us move into the discussion.

Mr Roger Brou, you being involved in depth in the cashew arena, how do you see the opportunities to engage with African cashew sector? What is ACA doing to this sector whether at the origin point or at the destination point?

Mr Roger Brou, African Cashew Alliance: Thank you. Out of 2.6 million tonnes of annual world cashew production, Africa produces about 1.2 million tonnes. Of this, 900 thousand tonnes of cashew comes from West Africa and the rest comes from East Africa. In West Africa, Ivory Coast is the second largest producer of cashew in the world after India with 550 thousand tonnes followed by Guinea Bissau with about 200 thousand tonnes, Benin 120 thousand tonnes, Nigeria of about 110-120 thousand tonnes etc.

When we talk about production, Africa certainly can be positioned as a powerhouse of the cashew industry. There should be a role for Africa as a producer, role for India and Vietnam as processing centres, US and Europe as the consumer destination. Frankly, Africa is positioned not only to continue to support the industry as a producer of cashew, but also a producer of quality cashew. We can do more.

In the morning session, the esteemed moderator mentioned that West Africa cashew production is plateauing. I humbly disagree with his views. As against an average productivity of 1500 kg/ha in Asia, the average productivity in Africa is just 500 kg/ha, as shown by ACi. The production potential in Africa can be doubled from 1.2 million tonnes to 2.4 million tonnes, just by focussing on improving productivity. We don't even need to expand geographic area. We have to work on seedlings to have high performance trees that can yield double, triple or quadruple. Which means, the processing centers in Asia whether it be Vietnam, India or new centers that might emerge, will always get the additional supply from Africa.

There will not be any shortage. The production in Ivory Coast is projected to double to one million metric tonnes. Tanzania is also working hard in increasing its production. They will reach 200 thousand tonnes this year. We need to focus on quality. Value addition is the next thing. We can catch up with new technology and in 20 years time, Africa will be at the level of what Vietnam is today.



Mr Vasudev Barkur, ETG: African standard of living is improving. As the people standard of living goes up, Africa would become a consumer economy at some point of time. Do you agree? For example, India was the largest exporter, but now it is second largest exporter after Vietnam. The only reason is India has become a consumer economy.

Mr Roger Brou, African Cashew Alliance: I totally agree with that. One or two decades ago, no one was really paying attention to this value chain. But in the last 5 to 8 years, there has been a huge change. Mostly due to a long push for advocacy in governments at national level in individual countries by organizations like ACA to shed some lights on the potential. The impact of having an industry of cashew in a country is real. Studies all over have shown it. We will be able to not only create value addition in terms of influx of income to the local economy but also develop opportunities to growers themselves, so we create sustainability. They do not have to sell to a single trader. They have options to sell to international trader, local trader or local processors.

Nigeria population today is 170 million. In 10 years, it will be 300 to 400 million. The ECOWAS region is about 500 million now in terms of market. So it is a matter of developing a strategy of consumer oriented approach. As we develop the production and processing capacity to supply international markets, we also look at developing national or regional capacity to absorb the broken pieces that are the main issues for processor in local economy because the market wants single grade.

Mr Vasudev Barkur, ETG: Are you in any new initiatives or working on any new projects in African space?

Mr Roger Brou, African Cashew Alliance: ACA realised that there is need for sustainability in terms of production. With the help of our partners, we have engaged with the growers association in countries. In Nigeria, we are working with USAID and local partners on the ground to train farmers in good agricultural practices and post-harvest management to maintain the quality so that the market, not only the local but also the international market, gets good quality nuts. We also try to address the capacity building.

Mr Vasudev Barkur, ETG: If we analyse the whole process of cashew business and industry in Africa, what you think is the most challenging issue for Africa to becoming an influencing factor in the cashew world?

Mr Roger Brou, African Cashew Alliance: It is at different level. Let me start with business environment. We need to work on creating a conducive business environment. We need to create support to growers association because they are not well-organised. The supply chain is fragmented. We need to integrate them, so that the financial institutions can come in and support. We also need to have standards, so that you process and sell according to national standards. With the help of our local partners, we need to establish those standards. ECOWAS which is a regional body of West Africa is developing standard for raw cashew nuts in the region and it is really going to issue pretty soon.

Mr Vasudev Barkur, ETG: Can Africa become the price setter for the world?

Mr Roger Brou, African Cashew Alliance: I would say yes. If Africa is able to grow significantly its production capacity, it means we definitely are going to be the power house in the value chain. For that we need to be well-organized at the national level. We need to have a national platform that can engage governments and private sectors. We should definitely work on increasing production. We should work on quality, sustainability and make sure the capacity to process so that we can also be at every single step of the value chain.

Mr Vasudev Barkur, ETG: Let me know turn to our next panelist - Dr Peter Masawe has an experience of 25 years in the research to improve the productivity of cashew. He has done 29 publications and instrumental in developing 16 varieties of cashew seeds. This year, his organization will be releasing a new cashew hybrid. Sir, what are the specific initiatives or the efforts taken by your department or CBT under your leadership?



Mr Peter Masawe, Cashew Board of Tanzania: Thank you very much. The biggest problem in Tanzania and in Africa is not cashew production. It is the 'quality of the cashew nuts'. In most African countries, cashews are planted from selected seeds. So each tree is genetically on its own and the production is not uniform. What we did in Tanzania when the production was 16,400 tonnes in mid 70s was, first of all, to improve the good agriculture

practices. Our biggest problem was disease and with the quick alert on the research for the disease we managed to increase the production to 145 thousand tonnes and now to 200 thousand tonnes. This is achieved because of good agricultural practices. Farmers have to be trained on pesticides- what pesticide to use, how to use pesticide, timing, frequency, how much to use and so on. It is very important in maintaining production.

Now we developed good varieties and good hybrids. When we look at other African countries like in West Africa – Ghana, Burkina Faso, Benin and even IVC- the aspect of crop improvement has not been taken up. At last, only with the support of ACA and ACi that we have been able to visit those countries and train them on the strategy for cashew improvement.

When we talk about nut quality, we have to put them in different perspective. The nut quality starts with the nut itself and the nut count. On top of that we have to know the shelling percentage. Another aspect of nut quality is the recovery of wholes after processing. That is also considered as a variety issue.

West Africa is a disease free zone. So the amount of production is average and cost of production is very cheap. In East Africa it is different. In East Africa, we have powdery mildew disease. If you don't control you lose 100 percent of the crop. But not all farmers can afford that. So, Tanzania is the only country in the world selling raw cashew nuts in two grades namely, the standard grades and under-grades. It is only through warehouse receipt system, we have been able to eliminate the under-grades. Every farmer is struggling very hard to use good agronomical practices, to ensure that they are producing raw cashew nuts of the highest quality so that it can go into the standard grades.

Mr Vasudev Barkur, ETG: A good agricultural practice which means there is a huge role in the zones where it has to be improved to be played by probably local

associations in conjunction with ACA, ACi and other NGOs. I don't think the private players do have any role there. Am I right?

Mr Peter Masawe, Cashew Board of Tanzania: Yes, if you are going to use National agricultural extension system to disseminate cashew knowledge and technologies from research, it fails. It fails because most of the African dissemination system is weak.

Mr Vasudev Barkur, ETG: You mentioned about increase in production and warehouse receipts system. Has it really made an impact to farmer? Has farmer started getting more money?

Mr Peter Masawe, Cashew Board of Tanzania: Yes, as far as Tanzania is concerned, we are the beneficiary of the cashew nut export levy. We are getting about 10 percent of entire export value as levy in Tanzania. Cashew research in Tanzania has been able to undertake all necessary cashew research aspects from breeding, crop protection and vegetative propagation with this.

All our research except breeding part, they are undertaken in farmers' field. It is slightly expensive but it is value for money. All our farmers are beneficiary of cashew export levy and they even try in research to get more money so there is more staff to reach more farmers. Farmer has gained 80 percent technologies from the research point of view. However, there are challenges in upgrading- for example convincing farmers to remove unproductive trees and replace it with new ones is a challenge, as there is a loss of income.

Mr Vasudev Barkur, ETG: In East Africa, cashew processing is catching up. Mozambique is processing about 50 percent of its production, although on a much small crop. Even in Tanzania processing is catching up. Are there any specific programmes or initiatives by Cashewnut Board of Tanzania to invite people into processing space of Tanzania?

Mr Peter Masawe, Cashewnut Board of Tanzania: CBT has taken several measures in order to ensure that cashew value addition happens in Tanzania. We have been promoting small scale processors but it does not seem to cope up with increase in production. Last year, Tanzania produced about 130 thousand tonnes. This year we are going to produce over 200 thousand tonnes. We are going to procure three new cashew processing machines using Vietnamese technologies. The problem in the processing industry of Tanzania is the labour. There is limited supply of labour. They demand too much more than one can afford. When we visited Vietnam, we saw those automatic shelling machines with different capacities. The board is in collaboration with Cashew Industry Development trust Fund for procuring the machines. These would be run by private people in three places like Tunduru, Mtwara and Coastal region. The whole idea is to show Tanzanians, that the processing is possible and processing is business. So far, the biggest problem for most of the processors was 'the market', of course with the exception of your company and Olam. We are going to minimize the number of laborers involved in processing. To the best of my knowledge and my experience across Africa that is the only way to attract more investment in cashew processing.

If you want to invest in the cashew processing in a country like Tanzania it is better to enter into joint venture with the producer cooperatives who are the owners of raw cashew nuts. As you know cashew is a voluminous crop. So, large factories need large quantities. Quality supplies become important. That is where partnership with co-operatives that can supply raw nuts become long term and mutually beneficial.

Mr Vasudev Barkur, ETG: Thank you Dr Peter Masawe. Let me now turn to my next panelist, Mr Tola Faseru, President, National Cashew Association of Nigeria. One of the things that everybody would agree is Nigerian cashews cannot be peeled easily. What are the specific initiatives the association has taken to improve this so called quality mindset?



Mr Tola Faseru, National Cashew Association of Nigeria: Thank you very much. In the past, Nigeria really not had a voice in terms of projection of its image. There is lot of talk about the quantity that we produce. But thank god, from the last few years, we have a National Association for Cashew that has enabled to relate with players in the business across the world. The correct information about the industry is coming out. In terms of quality enhancement in Nigeria, in the last 3 to 4 years, there has been remarkable advancement. Farmers are educated in the best agricultural practices in order to improve the yield. Specific training is given in the area of post-harvest handling methods. As a result, the level of pre-mature nuts has reduced drastically. Drying raw nuts immediately after harvest is being driven through training. This has improved peel ability.

In the last two years, with our advocacy the government has come up strong. Cashew was made one of the Transformation Crops in the Agricultural Transformation Agenda. Recently, our highly esteemed CEO of Export Promotion Council, Mr Segun Awolowo fought to see that cashew is made one of the strategic commodities towards diversifying the Nigerian economy.

We have also had strategic alliance with partners across the world like with Vinacas in terms of Technical Cooperation and Marketing Co-operation. Last year, we signed a MoU for 80 thousand tonnes of cashew (2014 crop). I am happy to inform that in 2014 Vietnam bought 106 thousand tonnes of cashew nuts from Nigeria,



which is more than the amount committed for. With the training, we have less post-harvest losses.

We have a strategic alliance with ACA and Technoserve. They have been very cooperative supporting our efforts. Recently we have worked in national cashew strategy which Nigerian population council is driving. All of that is going to change the game for Nigerian cashew sector. I would say that Nigeria is the place. We see at Nigeria as a holder of potentials. In terms of production we have 84 million hectares of valuable land. Only 40 percent is being cultivated right now. So we have a lot of opportunities for production.

Mr Vasudev Barkur, ETG: Thanks for inputs provided by Nigeria Export Promotion Council that has given substantial inputs for the people who want to invest in Nigeria with all those incentives and support factors.

Mr Peter Masawe, Cashew Board of Tanzania: I would like to take this opportunity to invite all of you to the

International Cashew Conference in Dar es Salaam, Tanzania on 5th and 6th of October, 2015.

Mr Vasudev Barkur, ETG: On the closing remarks, Africa is a bundle of opportunities. One can participate in any level. One can set up industries, can participate in trade and can be part of that economy, can invest in Africa. So there is huge opportunity in every sector in Africa and there is lot of opportunity in specific sector of cashew. Thank you.



Mr Jim Fitzpatrick, Business Development Consultant and Mentor, Ingredient Sourcing Solutions

This is definitely the right venue, I am really impressed and I see people from many different countries, am happy to see that. I have a feeling this to go from strength to strength.

Panel 4: Cashew Processing Technologies- What's next?



Mr Shaktipal, Technoserve-Moderator, **Mr A Barathy**, Gayathri Industries, **Ms Minik Buddhini**, Buddhi Industries and **Mr Stefano Massari**, Oltremare

Mr Shaktipal, Technoserve: Technology plays an important role in value chains specifically when we talk about value additions. These days the value chain margins are so low that we need technologies to address this very important component which is 'the conversion cost'. Technology is game of innovations.

Let me give a brief background on technology evolution. In the 1930s to 1940s, processors used drum roasting. In 1950s, Brazil took the lead in oil bath technology with a lot of innovation. In 1970s, steam roasting came in place to bring really white kernels. In 1980s, small and medium

players started talking about semi-mechanization. In the last decade, we have been talking a lot about mechanisation. In the meantime, there are new thought processes that have come in like using liquid nitrogen or laser technologies and so on. As I said, "Technology is a Game of Innovations". With this, I would invite Mr Barathy to talk about their technology and innovation going on in their company.

Mr Barathy, Gayathri Industries: Thank you. We all have gathered here at World Cashew Convention to explore ways and means to promote cashew processing industry

to empower men and women. We, Gayathri Industries, established a manufacturing unit in Chennai, India way back in 1994 to produce only cashew processing machineries with a passion to excel, with in-house R & D, to upgrade cashew processing technologies to suit the growing needs of cashew industry. With the industry feedback, we have conducted multiple trials and have improved the efficiency continuously. Towards process automation, we have developed integrated cashew nut shelling system and cashew kernel uncut separation system. In a nut shell, Gayathri Industries offer a single window service to design, develop and establish cashew nut processing unit, to suit the requirements of customers on turnkey basis with technologies ahead of times to help the industries globally. We have prestigious global customers like Olam, Rajkumar Impex, BPS, Vink Corporation, ETG and other leading processors in India. So, I thank you all for support and guidance provided.



Mr Shaktipal, Technoserve: How are you meeting the demands in Africa? Your processing technique is well suited from small to medium processors. In future are you going to talk about big projects? Can you meet those demands of industry where Gayathri Industries would give solutions to real big projects?

Mr Bharathy, Gayathri Industries: We are able to give you both big and medium projects. Depending on the customer's per day capacity, we can provide customisation of machinery which is semi-automatic.

Mr Shaktipal, Technoserve: Semi-automatic machines have been very popular in the last decade as it reduced

workmen by 80 percent. Food safety issues have also encouraged the use of more and more machines. Let me pass on to Ms Minik Buddhini, Buddhi Industries to talk about her company and what they are doing on innovations.

Ms Minik Buddhini, Buddhi Industries: Good afternoon to all. We are Buddhi Industries Pvt Ltd from Sri Lanka. We are engaged in manufacturing cashew processing machineries since 1998 with the development of cashew shelling machine in simplest one. I think turnkey project, it was then. In 2009, world cashew industry came to know about our invention. We are doing continuous research and development. In near future, there will be another turnkey machinery solution for the shelling process.

Mr Shaktipal, Technoserve: I have seen your equipments in Eastern, Southern and West Africa. Many time people talk about after sales servicing and maintenance. How do you address or handle the issue of maintenance of equipments? How do you satisfy the needs of the processors? Do you have any plan to set up your maintenance teams or train equipment buyers?

Ms Minik Buddhini, Buddhi Industries: It is one of the major challenges we are facing now. We have a plan of having our own office at IVC within this year. And also, we have a plan of having service station in India by this year. Actually without the service, we cannot move forward. So we are paying much attention on that during this year.

Mr Shaktipal, Technoserve: Let me go over to Mr Stefano Massari, who is credited with so much of innovations all over the continent not only in Africa but all over the world. Almost every single country knows the taste of their equipments, taste of their innovations and I think almost everyone knows that.

Mr Stefano Massari, Oltremare: Good afternoon everybody. We, Oltremare, started processing cashews in 1960 and we have done it for about 20 years in our unit in Italy and in Tanzania. We started as a cashew



GOBIND EXPELLER COMPANY

Manufacturers & Exporters of Oil Milling and Refining Plants.

Our specialized team of experts have vast experience in processing Cashew Nut Shell, Cottonseed, Sunflower, Groundnut, Soybean, Sheanut and other oil bearing seeds.

CORPORATE HEAD-OFFICE:

645, Industrial Area-B,
Ludhiana-141 003, Punjab, India.
Tel: +91-161-2531591, 4620711

Email: info@gobindexpeller.com, info@expeller.org

Visit us: www.gobindexpeller.com, www.oil-mill-machinery.com,
www.expeller.org

Mob: +91-98727-00018, 92163-00009- Amarinder Singh (Director)
+91-98154-00018, 99150-66441- Gurpreet Singh (Director)



processor; we introduced the machines ourselves, mechanised for our self-use. So, we proudly say that we speak the language of the processor. We supply not only series of machines but also the concept of processing and know-how to the customer. We have provided all through these years numerous plants basically in all cashew producing countries. I wanted to focus that we have come from the processing and we know the needs of a processor. Presently, we are everywhere and we are specialized in turnkey solutions. So we can provide the customer with turnkey plant including not only machinery but even the utilities. In certain countries we can take up even the building construction. We are mainly specialized in medium size and big plants but we can focus on smaller one when need arises.

Mr Shaktipal, Technoserve: Has mechanisation in cashew processing reached up a level in the globe or still is there a need to communicate the need of equipments? Is the processor really aware about technologies?



Mr Stefano Massari, Oltremare: We are not at the top yet. We are far away from having solved many of the cashew processing problems. There are still margin to improve in many areas of the processing. We think we are still far way to go. I am just mentioning a few points. For example, when it is shelled in steam roasted nut, separation issue is still a problem. So it has to be solved. In my opinion, peeling problems are not completely solved because we cannot accept that we peel only 70%, 80% or whatever. We have to increase it up to the most. To find solution

we have to put efforts in research. We need to minimize the broken. The other point is the separation. The separation costs are still high. Sorting-cum-grading, even if we proposing some machines in the market to solve the problems, it is solved only partially. Still there is lot of intervention manually needed even in mechanized plant in sorting the defective and partially peeled. So to answer your question, I think there is still a lot work to do.

Mr Shaktipal, Technoserve: How do you see the technologies addressing food safety concerns at the processing level? Because, I saw a big difference when we started using adequate technologies and see the aspects of food safety compliance. What do you feel about it?

Mr Stefano Massari, Oltremare: That is a critical aspect. Everybody knows that in cashews, we have the CNSL. We have to make sure that the CNSL does not get in touch with the kernel. The one who is designing a system have to think about the potential hazard of the CNSL to the kernel. For example, in our plant, we try to separate the product which is completely shelled immediately from the stream of the nuts because a few seconds in touch of the kernel with the back of the shell can cause problems. This is one of the issues that major care is on. For sure, it is something that has to be improved.

Mr Shaktipal, Technoserve: Today we have a lot of technologies for cashew processing. There is a big need to present those technologies. There were some efforts by ACi in equipment study, there were some efforts done by Foretell Business Solutions in bringing the equipment supplier list. There is much more needed because still cashew processors are not really much aware of the technology component. It is the private sector that is taking lead and conducting trials which are big cost paid by private sector in testing of the new technologies. Not all the time you have the right innovation.

Audience – Ms Toure Diabaté Massogbè, General Managing Director, SITA S.A.

Most of the problem in cashew processing in Africa

comes from equipment suppliers. I am happy that Buddhi Industries look at investing in system of cashew equipment manufacturing and that it is for long term. Why equipment suppliers who sell the machine to African cashew processors offer no after service, no guarantee and no training? Without these, processing activities cannot be sustainable? Africa is a big opportunity. Equipment manufacturers should consider changing their way of doing business, so as to capitalize on the huge opportunities.



Ms Minik Buddhini, Buddhi Industries: Thank you Madam TOURE. Yes, we accept that the fault is on our side also because we do not have after sale service network. Customers prefer easy access to their suppliers. Otherwise some communication problems are there. While being in another country even the technician cannot predict what goes wrong. But with a good relationship between suppliers and processors, we can be open and resolve issues. Be with us and we will give you what you want. That's why we are starting our office in IVC.

Mr Shaktipal, Technoserve: That's great news actually. I am very happy to see that Buddhi Industries are opening their office in Abidjan and that is going to really assist the clients. Many times, it is not just the equipment. The real game starts once equipments arrive and start working and then there are no maintenance issues. So equipment suppliers have to understand this need and this is really the biggest need. To sustain working environment of

machine, a lot of training is required on know-how to maintain those equipments.

Audience- Mr Roger Brou, ACA: I would like to speak on behalf of the ACA. You raised a very important point that most processors in Africa don't have access to right information when it comes to technology. This is one of the reasons why at least for our members we provided that services. We have internal capacity. We have experts at ACA who have long experience on equipment and we advice our members. We can provide information on a number of equipment manufacturers whether they are from Vietnam or India. We have relationship with those equipment manufacturers because we work on the field and we visit number of factories. This is the kind of technical assistance we can provide to help you avoid mistakes. It costs for the industry to have the wrong technology, wrong equipments and the wrong skills.



We have been talking to the Vietnamese and Indians to say, if you want to do business in Africa, please consider having a representative or train some local guys about your equipments so that they can then in turn provide the services. I have seen so many factories which have acquired equipments and those equipments are sitting on the side, not being used at all because of missing parts or it could not sustain the electricity. This is the kind of things we can discuss. Buddhi Industries is one of the companies we invited to present their equipment in 2009. It had tremendous impact. People felt that it was



a good machine and easy to maintain. We don't want to give free publicity but I think here we want to have a strong relationship with the equipment manufacturers. They need to understand that we as ACA are here to help develop the industry. Therefore, we will recommend if they come with sincere attitude of providing the best equipments, we will support them.

Every year ACA organizes a conference and we have an exhibition. We ask equipment manufacturers to come and show their technology to the African manufacturers. This is an industry which is very young, people want to buy but they don't know what to buy and it is our job as ACA, as an industry to help them. Technoserve and ACI are also rendering similar services.

Mr Shaktipal, Technoserve: The facilitation between equipment suppliers and the processors. These days there are lot of organisations, firms who support that type of facilitation who have the capacity to monitor, to

judge, to recommend giving their knowledge where a processor can learn and reduce failures especially in start-up phase.

Mr Shaktipal, Technoserve: Yes, may be, it is not going to be feasible that we depend on the equipment supplier for every small thing. We have to have some capacity building within the organization to maintain them. They are ready to train your technicians on the ground. Mr. Massari, you have quite a lot of experience. How do you address these types of issues?

Mr Stefano Massari, Oltremare: I normally advice my prospect customers not to go into mechanization if they have not prepared to put up a technical team which is in a position to run the day-to-day operations. It is an illusion to go mechanical without being prepared on that side. It is better not to go and better save the money. It is better not to buy our machine or any other machines. I think this is a concept that has to be clear. There is

no mechanisation if there is no technical preparation to receive that. So if we together, both customer and supplier, are not in a position to put together teams under service, then it is useless to put a machine. Don't do the investment, step ahead do it manually, do some other business. Don't do the cashew mechanical process.

Just to conclude, you may imagine that our machines are much more complicated than one supplied by other suppliers. We strongly advise the customers to send their people to get trained in our factory while we are manufacturing the machine. If there is a certain volume of business from a region, then we are open to providing technical assistance. Technical assistance is a huge cost to keep available for any need in IVC, Benin, Ghana, Tanzania and wherever. It is right that the customer ask the supplier for technical assistance after sale. But it has to be built project by project. I think this is something that came out from the experience that we have all 55 years. To start the mechanical processing plant without having technical team is useless, don't do it.



Mr Roger Brou, Managing Director, African Cashew Alliance (ACA)

First of all I would like to say thank you to the organizers of this convention. I think it is fantastic. We have seen great attendance from all over the place. We as ACA also

very happy to be supporting this event. We can see that our customers are also here and we are happy to meet them. And we believe that we can work hand to hand in making sure that the value chain benefits from these kinds of conferences. We expect even greater number of attendance, we would like to see more participants from Africa, Vietnam and China and all the Asian countries because we believe that these are new emerging markets and the value chain will benefit from it.

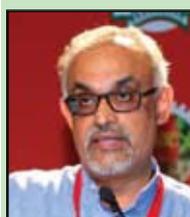


Mr Tola Faseru, National President, National Cashew Assoc of Nigeria

It is beautiful. I thank the management of cashewinfo for what they have done. I have been following the progress of your organization since 2005 and one can see your commitment, passion

towards cashew sector. And what you have done with this conference is just a demonstration of the excellence and your commitment towards the cashew industry. We are so glad that we came for this convention. I am sure everybody is happy with what you have done. It has given a fantastic platform for people all across the world to meet together, to discuss issues that affect the industry. It is a great one and I am looking for coming up in the next year.

Mr N. Ashok, Director, Orion Commodities & Services



I am a big believer in this conference because I think this is the first truly cashew centric, cashew focused global platform. Even for the first year the attendance and participation is pretty good. As awareness of the conference itself, it's subjective and

its potential benefits reach a large audience, I think participation is going to be a lot more. Next year I wish WCC all success. I am a big believer in what you are doing and I will support it fully myself. Myself, my organization and all my friends in the business have positive opinion about this conference.

Mr Deepak Kacher, Chief Executive, Vink Corporation



The ambience is very good to start with - Atlantis. I think a lot of efforts have been made by the organizers to keep it simple, brief and to the point. Two things about cashew I like, one is that everybody in this conference wants to increase the

volume of cashew in the world through a message that it is a good product to eat, it is good value for money, and it is healthy product. From TGI group of companies, I wish cashewinfo a great success. I am also glad to mention at this particular time that, we are sponsors of WCC. We want to support this platform because of this movement and we want to hope and pray and help in every way that cashew business grows in the world.

Felicitating Sponsors and Partners



Felicitating Sponsors and Partners



Felicitating Sponsors and Partners





CANOPUS

Touching your life, With Care



CANOPUS
Group of Companies

Quality, Experience and Competitiveness

- General Trading
- Manufacture's Representative
- Marketing & Distribution

Import : Agropducts, Agrochemical, Chemical, Steel, Machinery, Pharmaceuticals.
Export: Food Products, Handicrafts, Spices, Rice, Sea Foods, Garments & Meat Products.



GEOGRAPHICAL PRESENCE
India - Vietnam - Singapore - Cambodia - Myanmar - Nigeria

Canopus Inter - Trade Pte., Ltd.

CITILIGHT TOWER, # 1402, 14th Floor, 45 Vo Thi Sau Str., Da Kao Ward, Dist. 1, HCMC, Vietnam
Phone : 84 – 8 – 3820 8328 / 29 / 30 - Fax : 84 – 8 – 3820 0608 - E-mail : citplsing@gmail.com



The Great Indian Cashew Market

Hari Nair

Western India Cashew Company



The Great Indian Cashew Market

Worlds No 1 Market

- Worlds No 1 Producer : 680,000 MT of RCN
- Worlds No 1 Consumer : 232,000 MT of Kernels
- Population of 1.3 billion
- Growing income levels

The Great Indian Cashew Market

- Cashews traditionally used in food – Gravy, Sweets, Ingredients and Snacks
- Difficult to estimate usage trends as data scarce.
- Demographic Dividend – Fastest growing middle class

Consumption of cashews in India

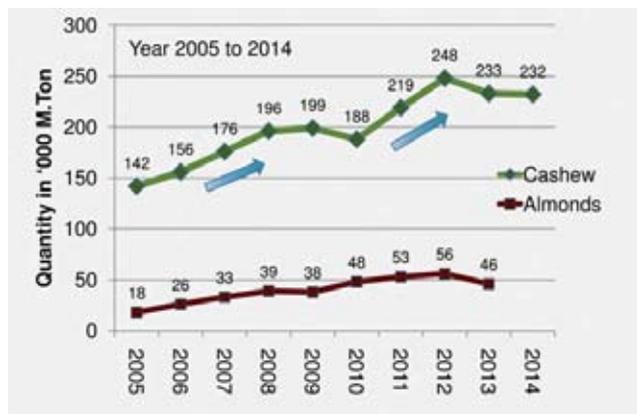
Indian Cashew consumption

(Quantity in ('000 M.Ton)	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Local (RCN)	573	620	665	690	613	695	650	670	723	680
Import (RCN)	565	571	599	648	727	540	790	833	788	904
Total RCN	1,138	1,191	1,262	1,338	1,340	1,235	1,440	1,503	1,511	1,584
Kernels Import							2	6.1	4.8	1
Total Kernel Production	261	273	291	307	305	283	329	348	349	360
Export	119	117	115	111	106	95	110	100	116	128
Consumption	142	156	176	196	199	188	219	248	233	232

Indian Cashew & Almond consumption



- Almonds next biggest nut sold in India

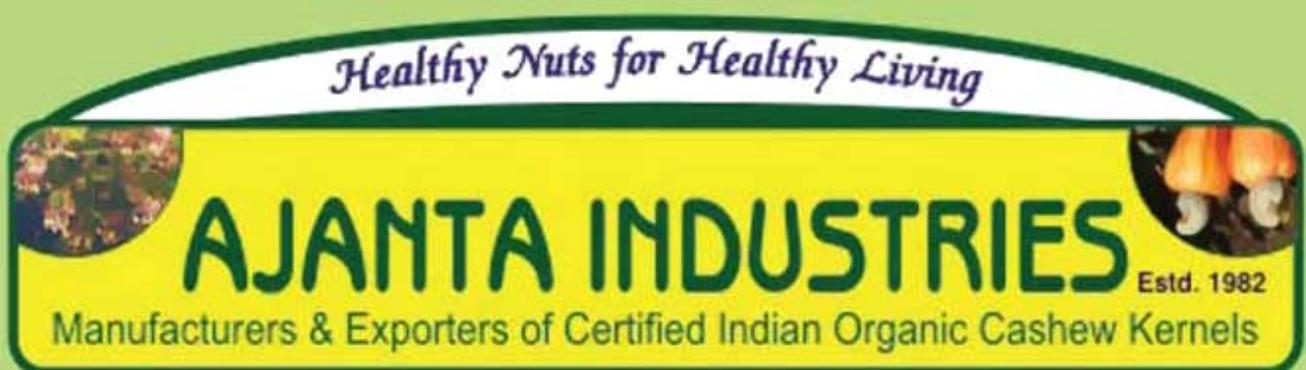


hari@wenders.com | www.wenders.com





**Manufacturers & Exporters of
Certified Indian Organic Cashew Kernels**



ISO 22000 : 2005 Certified

Apewal, Ponda-Goa, INDIA. 403 401

Ph : 0832 - 2312553 / 2318474 / 3208792, Fax : 0832 - 2343613,
E-mail : info@organiccashew.com / customercare@organiccashew.com

Sustaining the Growth Momentum of Cashew Kernel Markets in Vietnam



V Rajkumar

CEO, Rajkumar Group of Companies
 Two Decades of Enterprising Journey as
 Pioneer & Trend Setter

8i STRATEGIES TO SUSTAIN

RCN AVAILABILITY

- Increase the yield per acre
- Impart education to farmers on -
- Improved cultivation methods
- Integrating technology
- Innovate Modernisation in Mechanisation
- Improve Synergy between Manufacturers, Vendors and Processors
- Internalise stringent Food Safety measures

SKILL ENHANCEMENT



Increase Industry Awareness

- Institute Skills Enhancement Program
- Initiate Career Progression

PROMOTE CASHEW INDUSTRY TO BE PREFERRED EMPLOYER

PROCESSING

THANK YOU



Dr Peter AL Masawe, Cashewnut Board of Tanzania

Thank you for inviting me as a panelist in this convention and I had an opportunity to give some information regarding cashewnut value chain.

More importantly I have been hearing lot of calls from buyers asking for buy kernels in Tanzania and also I had been having lot of calls from outside the people want to buy raw cashew nuts in Tanzania. Now, in this convention I have been able to meet all of them.



Mr Lars Wallevik, Executive Director, MIM Cashews

It is professionally organized. It is nice to be here to see some good speakers, industry key players. It is a positive experience. Network in the business like this is very

important, discussing experiences and meeting new people.

Mr Hubert Simmler-Hubenthal, Clariant

I am feeling very well here, it is organized excellent. I am impressed by the number of people that are here that you are able to attract. So, it is a good auditorium and gives us a good platform to present our products. I can say it was a good decision to come here.

Opportunities and Challenges of the European Cashew Kernel Market



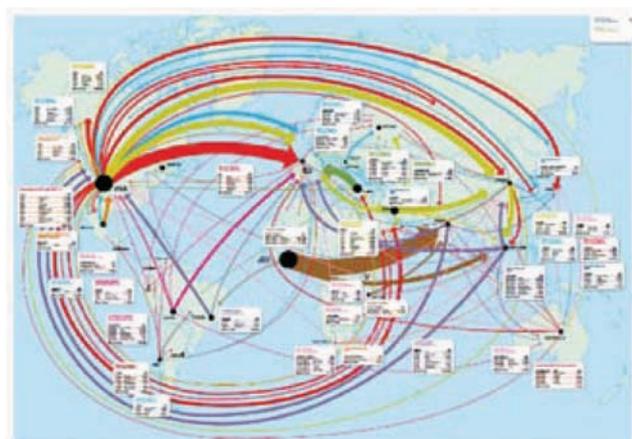
Kees Blokland, Global Trading & Agency



The Cashew Nut



World Nuts & Dried Fruits Map

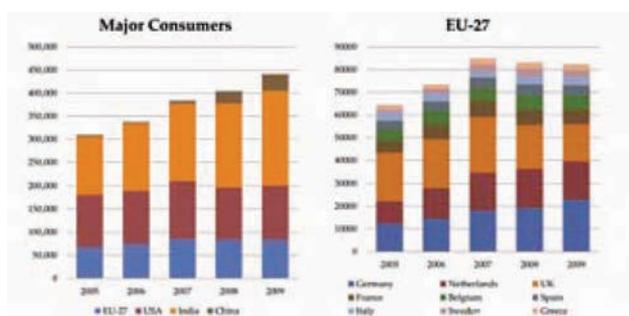


Cashews in Europe

- Cheapest treenut
- Stable prices – triggering interest of packers and consumers
- 3-4% growth in demand in Europe
- Southern Europe limited growth – economic impact

- Significant increase in demand in Germany
- Exchange rate

Consumption



Usd-Euro exchange rate



Current: Euro 2,19 per bag New: Euro 2,52 per bag
 Difference: 14-15%

Main growing regions:

India, Brazil, Vietnam, Eastern Africa (Mozambique & Tanzania) and Western Africa (Guinea Bissau, Benin, Ghana, Togo, Ivory Coast, Nigeria)

Complying with FSMA: What a Cashew Exporter to the US needs to do

Bob Bauer, President

Association of Food Industries, USA

Introduction

- Who is AFI?
- What is FSMA?

FSMA in a Nutshell

- Most expansive changes since 1938 Act
- Ambitious schedule for increased inspections
- Substantial new regulatory requirements
- Major new program activities for FDA
- Sweeping new enforcement authorities, including ability to require recalls and authority to collect fees (facility re-inspections, re-inspection of imported foods & recall costs.)

Seven Major Rules

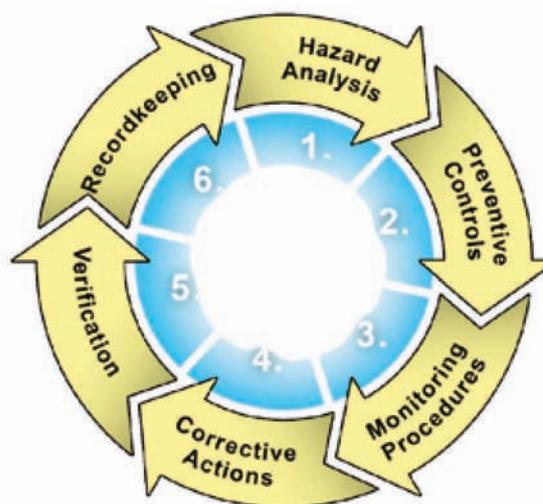
- **Preventive Controls for Human Food*****
- Preventive Controls for Animal Feed
- Third-Party Lab Accreditation
- Produce Safety Standards
- **Foreign Supplier Verification Program***
- Sanitary Transportation of Human and Animal Food
- Intentional Adulteration
- Also, several guidance documents – possibly 40+

Registration/Re-Registration

- Facilities Had to Register in 2003 and Onward.
- Foreign facilities Had to Name a U.S. Agent.
- Beginning October 22, 2012, All Facilities Had to Re-Register.
- Renewal will take place during October 1-December 31 in Even-Numbered Years.
- Agent Issues.

Preventive Controls Rule

HACCP



Hazard Analysis

- Identify known or reasonably foreseeable hazards for each food type to determine whether there are hazards that are reasonably likely to occur.
- Must consider hazards that may occur naturally or may be unintentionally introduced.
- Must include biological, chemical, physical and radiological hazards.

Hazard Evaluation

- Determine whether the hazards are reasonably likely to occur, including an assessment of the severity of the illness or injury if the hazard was to occur.
- Must look at every step of the production cycle:
 - Formulation of the food;
 - Facility & equipment;
 - Raw materials & ingredients;
 - Transportation;
 - Manufacturing/processing procedures;
 - Intended or reasonably foreseeable use; and
 - Sanitation, including employee hygiene.

Required Controls

- Process controls.
- Food allergen controls:
 - Cross contact; and
 - Labeling.
- Sanitation controls:
 - Cleanliness of food-contact surfaces; and
 - Prevention of cross-contact and cross-contamination.
- Recall plan.

Recall Plan

- **Written procedures that describe steps to:**
 - Directly notify the direct consignees of the food being recalled;
 - Notify the public, when appropriate, to protect public health;
 - Conduct effectiveness checks to verify the recall is carried out; and
 - Appropriately dispose of recalled food.

Monitoring

- Facility must have written procedures, including frequency they are to be performed, for monitoring the preventive controls.
- Monitoring must be documented in records.

Corrective Actions

- Facility must establish and implement written corrective action procedures to:
 - Identify and correct a problem with implementation of a preventive control.
 - Ensure affected food is evaluated for safety.
 - Ensure adulterated food is prevented from entering into commerce.

Verification

- Validation
- Calibration
- Review of records

Re-analysis

- At least every three years.
- Whenever there is a significant change that creates the potential for a new hazard or a significant

increase in one previously identified.

- When there is new information about a potential hazard associated with a food.
- When a preventive control is ineffective.

Required Records

- Written food safety plan.
- Records that document monitoring of the preventive controls.
- Records that document corrective actions.
- Records that document verification.
- Records that document training for the qualified individual.

Qualified Individual

- Must have successfully completed training in the development and application of risk-based preventive controls or be otherwise qualified through job experience to develop and apply a food safety system.
- Qualified individuals will
 - Prepare the food safety plan;
 - Validate the preventive controls;
 - Review records; and
 - Re-analyse the plan.

The Process

- Rulemaking Process
 - Proposed Rule
 - Comment Period
 - Final Rule
 - Implementation

What to do now

- Don't Wait
- Importers
- Request re-registration confirmation from all shippers. Make certain your office is registered.
- Inform all shippers of expected preventive control requirements and request copy of preventive control plan within a set timeframe.
- Shippers to U.S.
- Make certain all facilities are registered properly.
- Design/review preventive control plan and take needed steps to validate, audit, etc.

Thank You

Bob Bauer,
President
Association of Food Industries
3301 Route 66
Suite 205, Building C
Neptune, NJ 07753
Phone: 732-922-3008
Fax: 732-922-3590
Email: Bobbauer@afius.org



Mr Ramesh Anand, Canopus Inter-Trade Pte Ltd

It is really wonderful to see all people in the cashew nut industry in one place like a family. It is like a cashew family, the people from various countries and fields like raw nut supply, processing, kernel traders, buyers and other dignitaries. To have a good interaction it is very wonderful for having this kind of cashew convention every year to get to know each other. I am very impressed by meeting many people.



Mr Rajendra Sabat, Independent Consultant

Really it is very good work, a very good initiative by Cashewinfo. Overall I can say it is grand success and held in a beautiful city like Dubai. I wish all the best to the entire team of Cashewinfo and also to all the delegates who attended this event. All might have enjoyed it.



Mr Bob Green, ToxiMet

It is a very pleasing occasion, ofcourse being from UK it is warm occasion for this time of year. It is organized very well; it is been very successful for us so very well done.

Mr Shesha Sai, Best Engineering technologies

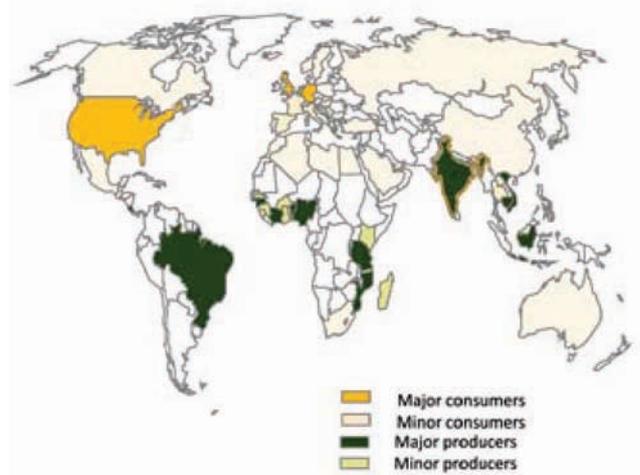
Every time conventions like this have happened in Africa but doing this conference in Dubai is excellent Idea and I congratulate your team. This is a booming industry, here in Dubai the main thing is marketing. Since this is a marketing hub and you have organized in Dubai, people who are in processing will be very benefitted here which is a excellent thing.



The African Cashew initiative (ACi)

ACi's Sustainable Supply Chain Model

Rita Weidinger, Executive Director



Overview

- Africa's role and its potential in a global cashew sector
- What is the African Cashew initiative (ACi)
- ACi Success factors
- ACi Achievements so far
- The cashew way forward

The overview of cashew production shows that yields in Africa vary considerably

Producer countries¹

Africa's role and its potential in a global cashew sector

Keeping a balance between global supply and demand, Africa must increase current production level by 20% until 2019

Production

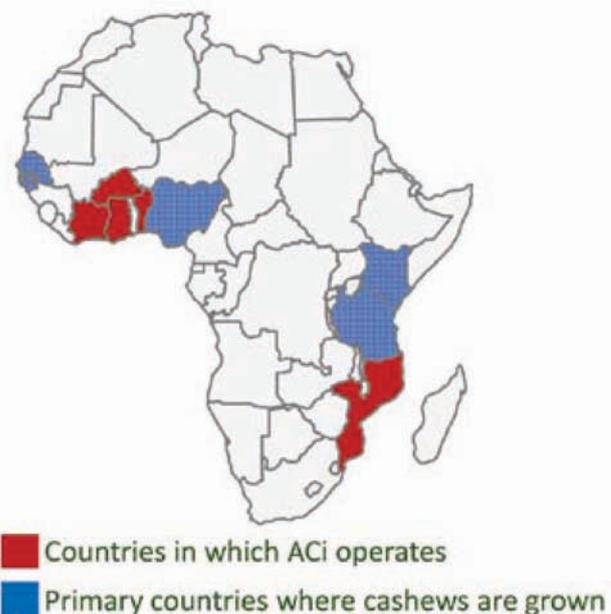
Africa produces **about 45%** of global cashew production

Processing

Less than 10% of African raw cashew production undergoes further processing in Africa

Consumption

More than 90% of global cashew is consumed outside Africa – the main consumers are North America, India and the EU.



	Production volumes 2013/14 (MT)	Est. Number of farmers Thousands	Est. area planted (000 ha)	Typical yield ³ (kg/ha)
Cote d'Ivoire	550.000	330	1.000	500
Guinea Bissau	135.000	1.000	245	550
Benin	100.000	200	213	400
Tanzania	90.000	250	300	300
Mozambique	90.000	1.000	325	250
Nigeria	70.000	n/a	175	400
Ghana	68.000	75	62	800
Burkina Faso	35.000	45	140	250
Senegal	30.000	60	57	350
Kenya	10.000	60	33	300
The Gambia	8.000	10	14	500

There is some production in Sierra Leone, Liberia, Mali, and likely other African countries too, but no detailed data available

ISS based on reports from DCCD and Vinacas

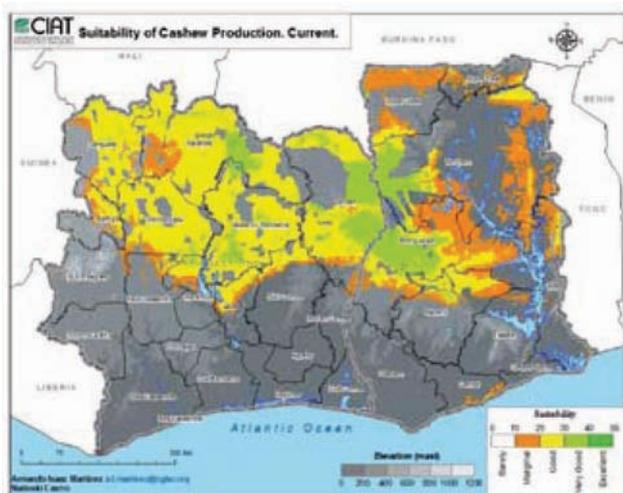
Typical yields observed during the last 1-5 years, according to experts estimations.

Source: McKinsey analysis of report by ISS/Fitzpatrick; further ISS/Fitzpatrick updates

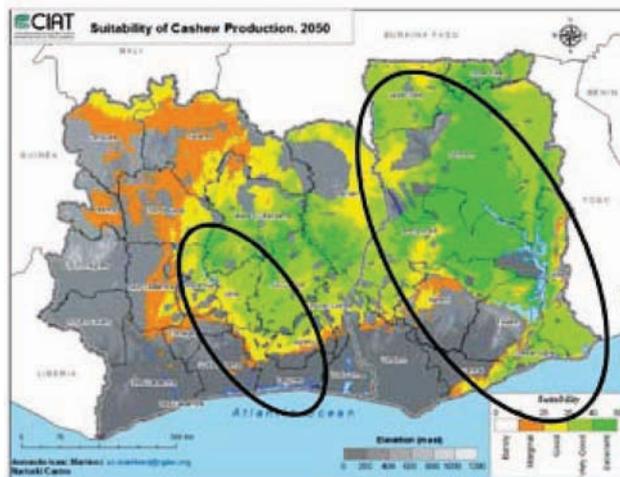
Typical benchmark yields are 1.2 tons/ha in India (Maharastra) or Vietnam (Binh Phuc Province)², suggesting Africa's yield gap is >500 kg/ha

Climate change is expected to increase cashew's importance as an income source in West-Africa

Current Situation in Côte d'Ivoire and Ghana 2



Suitability in 2050 in Côte d'Ivoire and Ghana 2



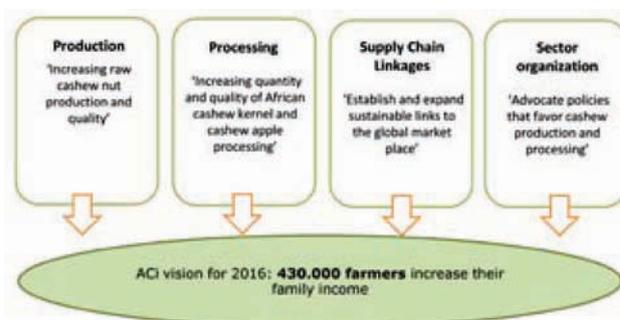
Green areas indicate best suitability for cashew

1Source: Roudier, P. et al., The impact of future climate change on West African crop yields : what does the recent literature say? Global Environ. Change (2011), doi:10.1016/j.gloenvcha.2011.04.007

2Source: "Predicting the impact of climate change on cashew growing regions in Ghana and Ivory Coast", International Center for Tropical Agriculture on behalf of BMGF, 2010.

Introduction to ACI

ACI tackles these challenges and transforms them into business opportunities for all actors along the value chain



A Strategic Alliance of Private and Public Partners ensures sustainable and market-driven implementation of activities

Funding, Contributing and Implementing Partners (16)

Funding, Contributing and Implementing Partners (16)

Public



Other partners (30+)



Matching Fund Partners (30+)

Private



CSO / NGO



Matching Fund Partners (30+) 10+ Buyers, Traders, Processors, Farmers 10+ National and International NGO's
 10+ National Research Institutions, Universities and Extension Organisation Organisations

ACi works in five countries along the Cashew Value Chain: From Farm to Fork, A Win - Win Situation for all



Budget Size	\$97 mio in total \$52 mio in cash \$45 mio in-kind
-------------	--



ACi Success factors

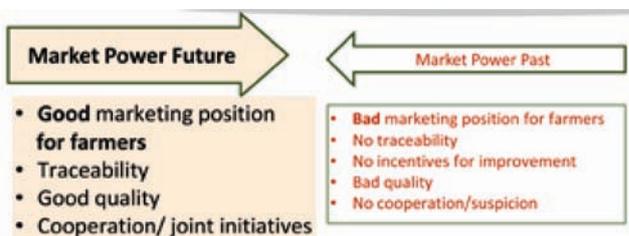
Success factor 1: Developing local capacities and multi-stakeholder partnerships in the cashew sector

- 380,000+ farmers; 2,200+ trainers
- 58 Master Trainers from 7 West-African countries
- 5 countries policy advise , **Regional networking, Conferences**

Communication, based on data and facts.

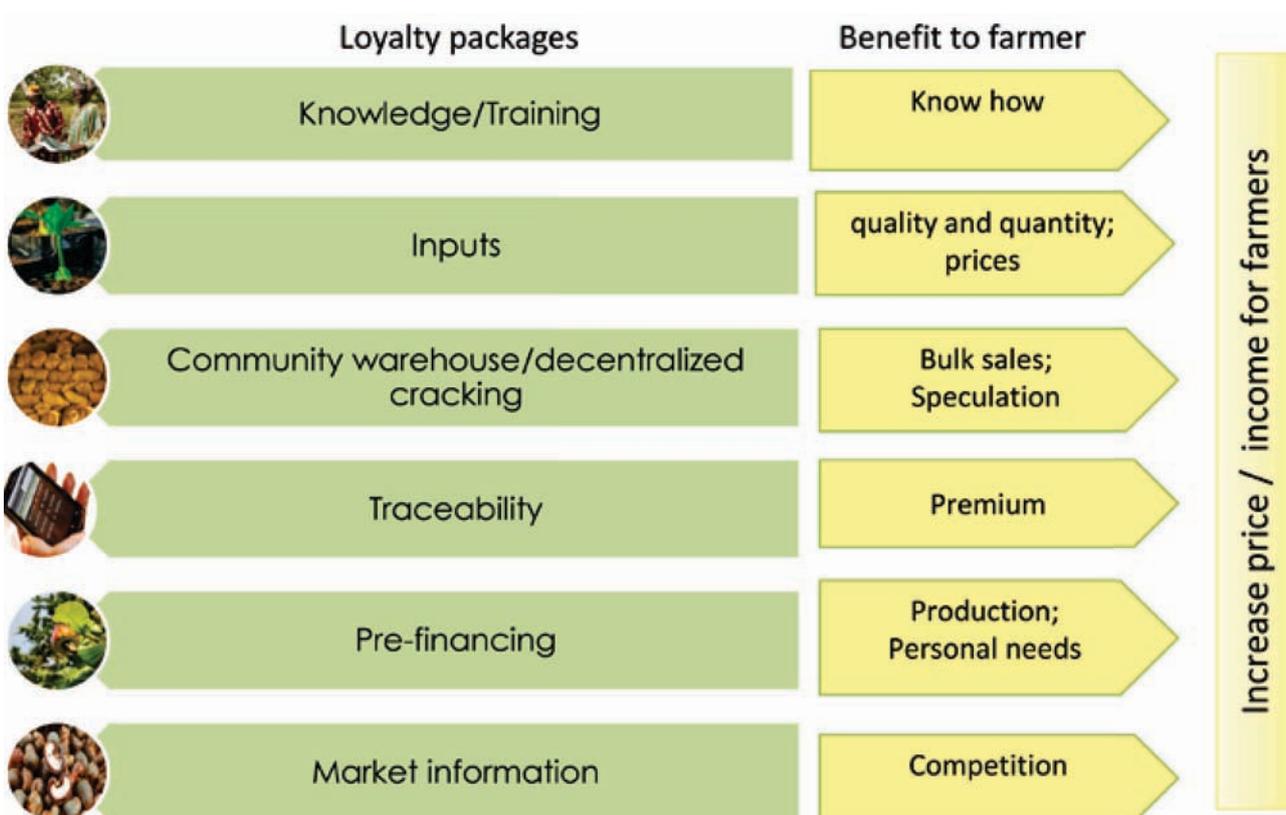
Using ICT for Management Information Systems, traceability, trainings, etc.

Success Factor 2: Changing power relations in agricultural value chains provide high potential for a more inclusive business model





Success factor 3: For sustainable inclusive business, processors and others must apply an incentive mechanism for farmers



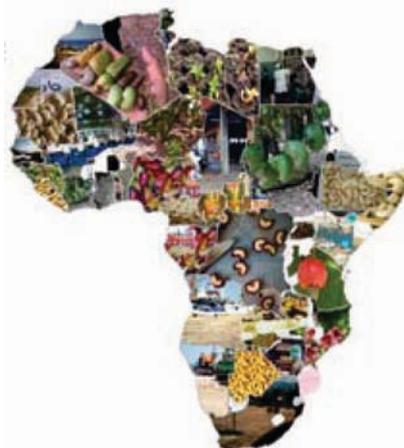
Success factor 4: Increasing efficiency and viability for processing and farming by reducing costs, increasing ROI and in-country value

Advise for **Financial Institutions**, facilitating \$12 mio + for processing

Business Development Services for processing industry

Sector analysis: e.g. margin distributions, and cost factors for development activities, e.g. cost per ton processed; costs per farmer training.

ACi internal:
 Key Cost indicators
 Return on Investment



ACi Achievements so far

ACi shows visible and remarkable Achievements until today

- **380,000+** cashew farmers trained;
- 22% of them women
- **\$120 million** accumulated incomes
- **Plus \$120 net income** per farmer
- Nearly **5,800 jobs created** in new cashew processing industry
- 75% being women
- **\$3.6 million** accumulated wage
- **\$620 annual max. wage** per worker



ACi shows visible and remarkable achievements until today

- **20 processing facilities** receive technical, financial and managerial assistance
- These increased capacities from 8,150 MT in 2008 to **48,200 MT in 2014.**
- Processing in Africa increased from 5 % to **10 %.**
- **18 projects** were established to facilitate linkages with farmers
- 10 new projects in 2015
- Total investment of **\$15 million**, reaching 200,000 farmers

The Way Forward



The Cashew Way Forward for Africa depends on....

- ... **Which new actors** are joining to build stronger linkages
- ... **How fast will investors** move into processing in Africa
- ... **How innovations in processing equipment** improve labour and capital efficiency
- ... **How financial institutions** and investors will be sharing risks, e.g. participating in equity
- ... stays engaged

Thank you for your attention!

For more information, please visit:

ACi Website

www.africancashewinitiative.org

ACi Facebook Page

www.facebook.com/africancashewinitiative

ACi on Youtube

www.youtube.com/AfricanCashewIn

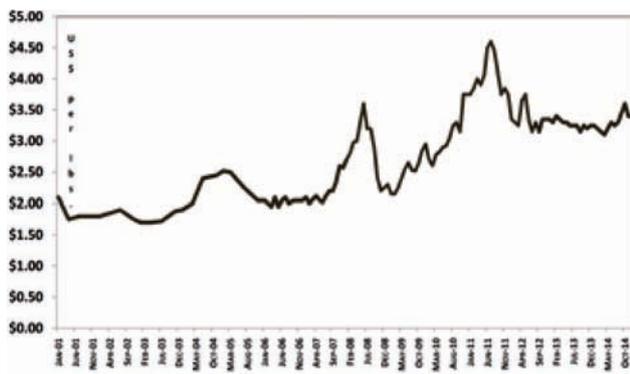


The Cashew Kernels Market 2015 Perspectives and Outlook

Jim Fitzpatrick, ISS- Ingredient Sourcing Solutions



The Cashew Price WW320 FOB

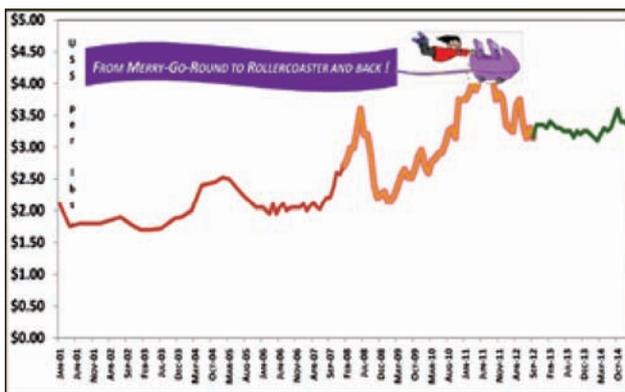


May you live in interesting times !

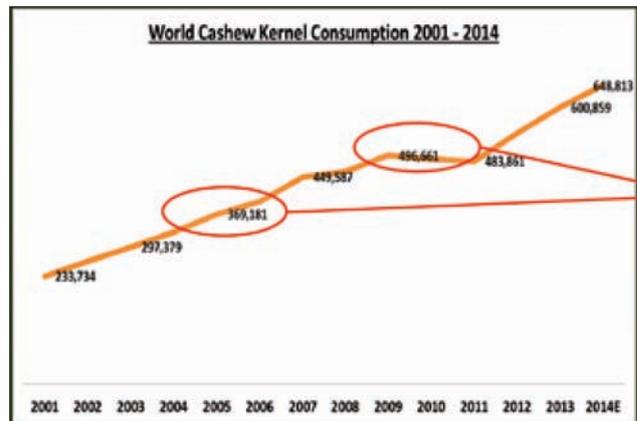
Perspectives & Outlook

1. What is the current market position ?
2. What are the trends in supply, demand and prices ?
3. What are the key market trends ?
4. What is the outlook for 2015 and beyond. Will price volatility return?
5. What are the major threats & risks ?

The Cashew Price Fairground



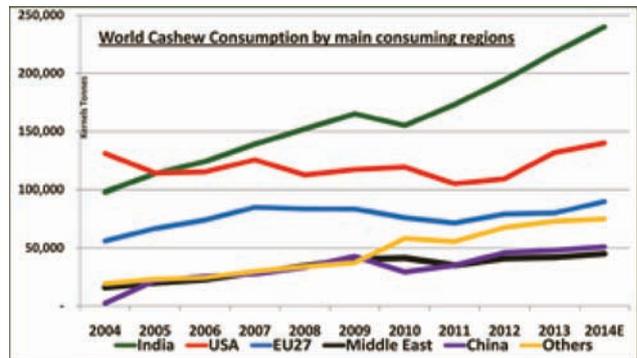
Consumption & Demand



Tonnes. Source UNCommTrade, EUStat, The Cashew Cub, ACi, Kaju India 2013

- Demand trebled in 15 years. Growth at different rates depending on market conditions
- 2004 – US Atkins diet fast growth
2008 – Financial crisis & volatile prices
- 2014: Growth in all main markets India, USA, EU & in smaller markets e.g. Australia & China.

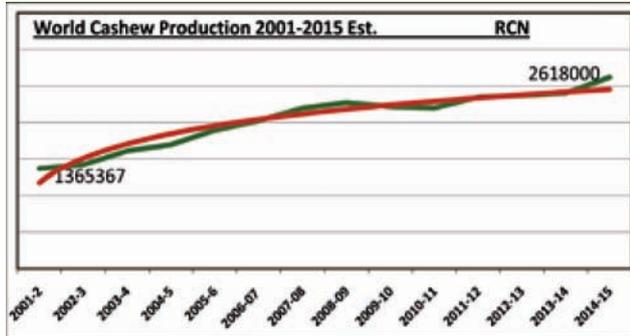
Growth in all markets



Metric Tonnes.

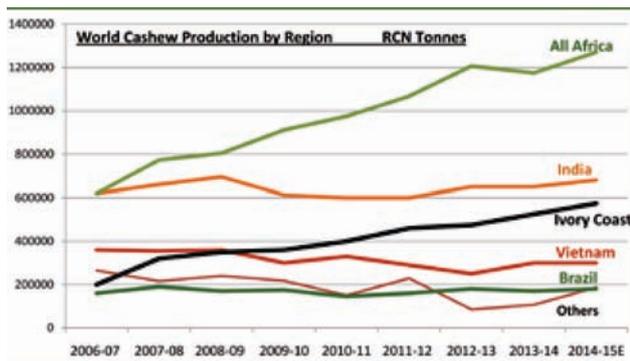
Source UNCommTrade, EUStat, The Cashew Cub, ACi, Kaju India 2013, Vietnam Customs Portal

Production is growing too



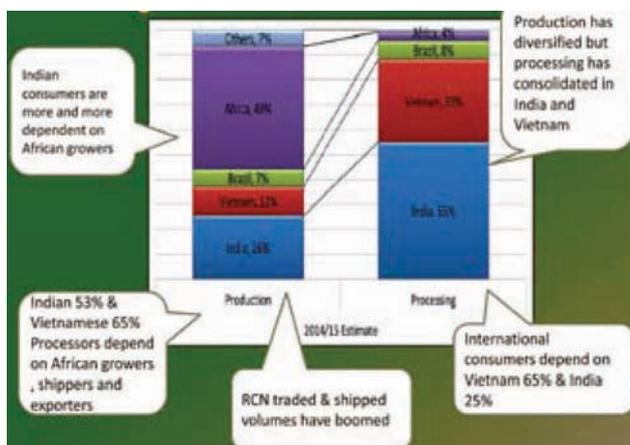
- Growth is slowing especially in established processing countries
- The International RCN trade becomes more and more significant

Uneven Production Growth

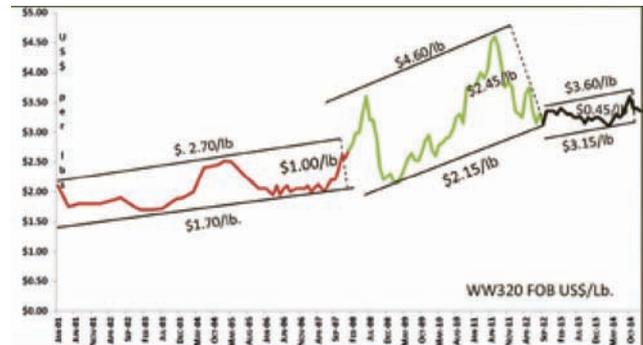


- West Africa becomes the most important producing region
- Slow or no production growth in India/Vietnam and Brazil

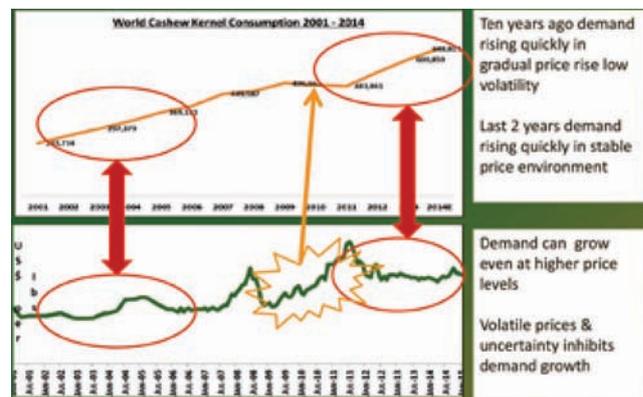
Processing has consolidated



Let's talk price !



Price Impacts Demand Growth



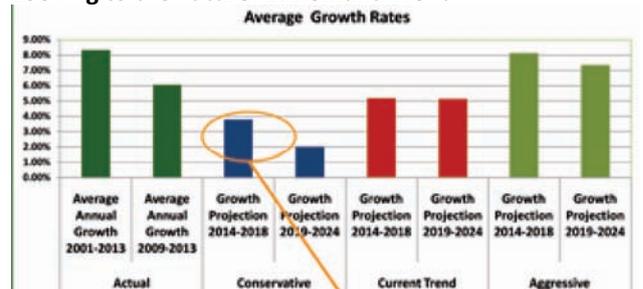
WW320 FOB

Source UNCommTrade, EUStat, The Cashew Cub, ACI, Kaju India 2013, Vietnam Customs Portal

Looking to the Future

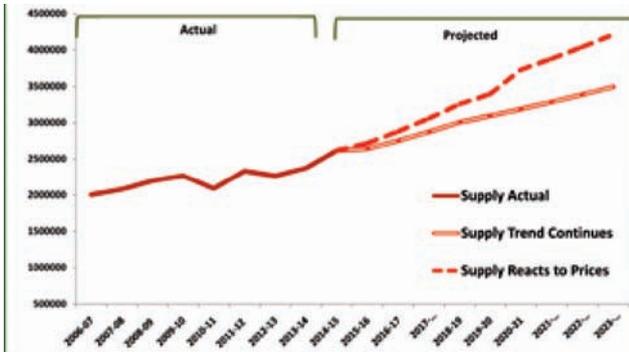
1. What is the outlook for 2015 and beyond. Will price volatility return?
2. What are the major threats & risks ?

Looking to the Future: 1. Demand Trend

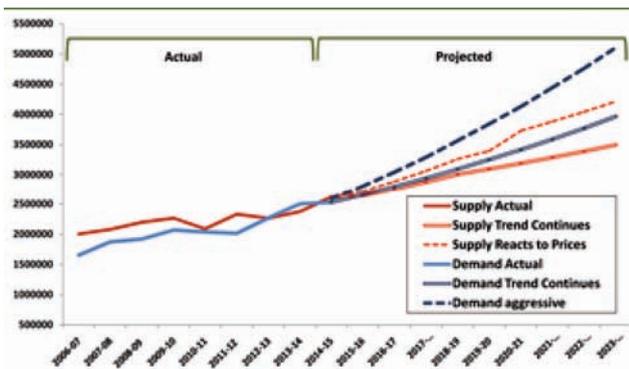


- Demand projection comparing the most conservative & most aggressive assumptions
- Conservative figures used

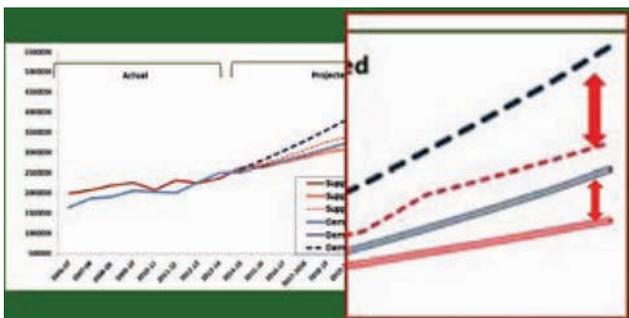
Looking to the Future: 2. Supply Trend



Looking to the Future: Supply/Demand



Looking to the Future: Supply/Demand



- Emerging gap in supply and demand
- Supply may react to higher prices but changes slowly
- Demand can continue to grow but will react to volatility
- Prices are likely to rise until supply catches up
- The rollercoaster pattern is likely to re-emerge if there are crop problems or major disruption to RCN shipments
- Increased prices are likely

Will this happen in 2015 ?

1. Crops forecasts are positive ; crops already in were good or better than last year
2. Reports from Vietnam and Cote D'Ivoire of an early crop may or may not be good news.
3. EU demand may come under pressure due to Euro weakness loss of 17% in a year = 60 cents per lb price rise
4. Elsewhere demand will continue to rise based on rising affluence in India and consumer food trends in the West
5. Market seems likely to stay in its current range maybe testing the lows during the harvest season.
6. Any serious crop problem in Vietnam, India, Ivory Coast or Guinea Bissau changes all.

Risk and Threats to growth

- Shipping ever growing RCN volumes from Africa is not sustainable : In 10 years 3m tonnes to be shipped? In 15 years 8m tonnes? Traceability?
- Processors must embrace Food Safety and quality management requirements of buyers
- Poor working conditions can become a threat to demand
- Price volatility slows demand growth

The Cashew Kernels Market 2015
 Perspectives & Outlook
 Jim Fitzpatrick

Thank you
 &
 Have a good evening





**Suppliers of
Raw Cashew Nuts & Kernels**

Cambodian RCN Specification

Crop:	2015
Origin:	Cambodia
Nut Count:	175
Out Turn:	53 LBS
Moisture:	Below 10%
Season:	March-July
Foreign Matter:	2%

Other Agricultural & Spice Products

- Black Pepper
- Mung Beans, Mung Beans (Rice)
- Jasmine Rice/Phkar Malis
- Soy Beans
- Green Beans
- Black & White Sesames
- Yellow Corn - Maize
- Sugar Cane, Cassava
- Betel Nuts
- Black Eye Bean
- Sorghum, Black Matpe

**We also deal with other RCN
Origin from:**

Benin, Ghana, Ivory Coast, Guinea Bissau,
Burkina Faso, Tanzania, Indonesia and Gambia



SRAM & MRAM Resources Ltd.
IOC Building, No.254 Monivong
Blvd. & Corner St. 109, 6th Floor,
Room 003, Phnom Penh
Cambodia
Mob: + (855) 96 469 2701, 77 858 558, 70 858 558

Integrity India Group
Special R1, Industrial Estate,
Manipal, Karnataka
Mob: +91 94835 11919, 80887 71777
Ph: 0820-2575919
Email: info@integrityindiagroup.com

An Overview of the Nigerian Cashew Sector & Investment Opportunities

Olusegun Awolowo, Executive Director/CEO

Nigerian Export Promotion Council



- Has its headquarter in Abuja with 15 Zonal offices spread across Nigeria
- **Main activities** – Product development; Trade information & facilitation ; Market development; Multi lateral and Bi-lateral trade relations; Incentives; Capacity development.

Introduction – Nigerian Cashew Profile

- Ranked 7, Nigeria is among top 10 Raw Cashew nut (RCN) producing countries in the world.
- 4th in Africa after Cote d'Ivoire, Guinea-Bissau and Tanzania, 130,000 tonnes produced in 2014
- Cashew is produced in commercial quantities in 15 of the 36 States in Nigeria, across its South Eastern, South Western and North Central regions. Grows in almost every state.
- Cashew is Nigeria's third largest agricultural export
- Value of Cashew export in 2013 was \$110M, which represented 8% of all agricultural exports.

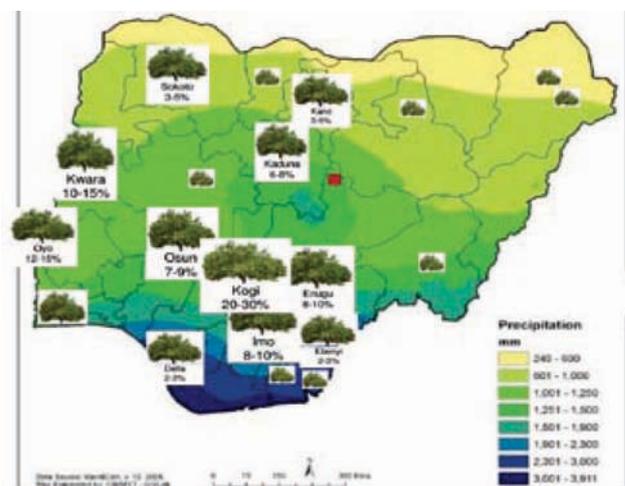
Outline

- Introduction
- About NEPC
- Nigerian Cashew profile
- Opportunities for investment
- Investing in Nigeria
 - Business Registration
 - Taxation
 - Financing
 - Incentives
- Conclusion

Introduction - About NEPC

- Established in 1976 to promote the growth of non-oil exports and to diversify the Nation's economy

Nigerian cashew grows in different climatic zones. Ogbomoshosho, Kogi, Abeokuta are premium quality origins



Vital Statistics

- Cultivated area - 325,000 hectares
 - Average yield per hectare: 0.4MT/ha
 - Commercial farms 0.8-1.2 MT/ha
 - Small holders 0.3-0.5 MT/ha
- Local processing capacity : 25-30,000MT
- 2015 production estimate: 140,000 m/t
- Export of RCN 122,600MT (2014)
- Export Earnings US\$85m (2014)
- Export of kernel 960 MT (2014)

Vital Statistics

- Raw Nut Markets: Vietnam 90%, India 10%
- Kernel Markets: Singapore, USA, EU, etc.

Employment in Cashew Industry

- 500-700,000
- Factory Workers (2,000 formal, 1,000 informal)
- (90% women, 40-60% youth)

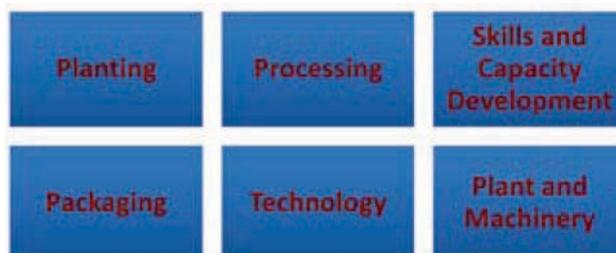
Processing Opportunities in Nigeria

- Main processors
 - Olam, Valency, FoodPro, Abod Success, Kashford, Jof Ideal
- Investment incentives
 - Tax breaks from Nigerian Investment Promotion Centre
 - Export development fund from NEPC
 - Export Expansion Grant under review
- 5-year NEPC cashew strategy and collaboration with USAID-NEXTT adopted in October 2014

Cashew Export and Investment Strategy Illustration



Investment Opportunities



Why Invest in Nigeria?

- Nigeria is undergoing an Industrial Revolution era
- Cashew is one of the Nigeria's 13 National Strategic Export Products
- Nigeria has an extensive cashew production belt (70% of the country's agricultural land supports the production of cashew)
- High population (170 million people) representing huge domestic market, labour force
- Liberal and conducive government policies for export
- Export oriented Incentives

Investing in Nigeria – Business registration Procedure



Investing in Nigeria – Facilitation One-Stop Investment Centre (OSIC)

- OSIC shortens and simplifies administrative procedures for the issuances of business approvals, permits, licences and company incorporation
- Removes bottlenecks faced by investors and reduces the cost of doing business in Nigeria
- Provides - statistical data; information on the Nigerian economy; investment climate, legal and regulatory framework; sector and industry specific information to aid existing and prospective investors.

16 Participating agencies

Nigeria Investment Promotion Commission (NIPC)	Corporate Affairs Commission (CAC)
Nigerian Immigration Services (NIS)	Nigeria Custom Services (NCS)
Federal Inland Revenue Service (FIRS)	National Office for Technology Acquisition and Promotion (NOTAP)
National Agency for Food and Drugs Administration and Control (NAFDAC)	Standard Organization of Nigeria (SON)
Federal Ministry of Solid Mineral and Steel Development (MSSD)	National Bureau of Statistic (NBS)
Federal Capital Territory Administration	Federal Ministry of Finance ((FMF)
Central Bank of Nigeria (CBN)	New Nigerian Development Company
Odua's Investment Company Limited	Nigerian Maritime Administration and Agency (NIMASA)

Investing in Nigeria – Taxation

- Farmgate price (State government produce tax)
- FOB (0.5% FOB) =mandatory Inspection fees
- ECCC Export levy -\$3.00 per tonne
- Export Duty – Zero
- Import Duty on Agricultural Inputs/equipment = Zero duty

Investing in Nigeria – Financing

Nigerian Export – Import Bank (NEXIM)
 Under its pre-shipment financing and stocking facilities, the bank lends credit to companies including processors/exporters of kernel and raw nuts

Bank of Industry (BOI)
 Has a dedicated fund for investors interested in setting up cashew processing plants

Bank of Agriculture (BOA)
 Provides facilities for agricultural based activities including cashew plantation and processing.

Fiscal Incentive

- Export Expansion Grant
- Pioneer Status - 5 years tax holiday is granted to processing plants



Conclusion

- Nigeria's population of 170 million makes it the largest market in Africa
- Nigeria has the largest economy in Africa with GDP of \$500bn, making it a solid base and robust market for processed cashew
- There is also a dynamic and energetic workforce is available for the industry
- National Strategic Export Product status means added incentives and support.

Export Business... Tomorrow's Business

Thank you

www.nepc.gov.ng

info@nepc.gov.ng; ceo@nepc.gov.ng



Connecting Farmers to Consumers: Using Traceability and Documentation Systems in the Cashew Value Chain



Kalifa Belem, Buying Manager, Caro Nut Inc

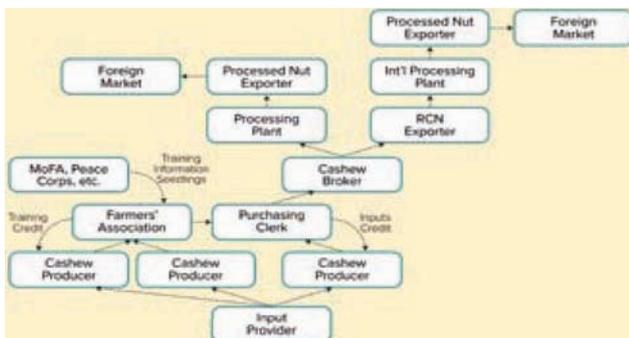


Introduction

- High demand
- Breakdown of links
- How to connect consumers to farmers?

Understanding the Cashew Supply Chain
 Link between stakeholders:

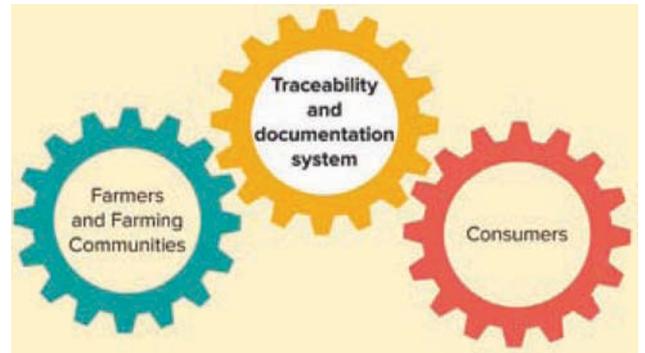
Who is involved in the cashew value chain and why?



Highlight the links between farmers and consumers in the cashew value chain

farmers and consumers
 Solution

- Decrease in farm income
- Lack of information on farmer's living conditions
- Hidden cost of the agricultural production
- No feedback from consumer to farmers



Experiences in connecting farmers to consumers

Visiting factories and sourcing communities to establish a solid partnership

Studying the supply chain in 4 countries of West Africa



Processing partners accept to provide us full traceability from the cashew farm gate

We established close relationships with the suppliers of our suppliers because we want to know the conditions our cashews we are being produced in



Empowering Producers through Vocational Training, Cluster formation and SHGs- A case Study from Odisha, India

Rajendra Sabat, M.sc

Presentation flow

- Introduction
- Vocational training
- SHG (Self Help Group)
- Cluster formation

Introduction

- This presentation is about experiments done in Odisha, a cashew growing state on the east coast of India.
- What we did?
 - Provided an hands-on practical training on cashew processing through a vocational course
 - Organised participants into clusters
 - And promoted processing through SHGs
- Results
- Higher income to producers

Vocational training programme

- The Cashew Processing Training Course is
 - a three month Course of 120 Hours both Theory & Practical.
 - organised at Government ITI, Berhampur , Odisha.
 - conducted on public-private partnership (PPP) mode Partnering OCPA & Govt. of Odisha.
 - the course consists of theory 30 hours and practical 90 hours to create skilled man power to the cashew processing industries.
 - The Course Covers the Cashew Processing with Repair-Maintenance, Hygiene, Record Maintenance etc.
 - The programme started since 2011-12
 - So far three batches already passed out fourth batch under Training.
 - Industry provided Financial Assistance & the trainees are doing practical work in some Industry for 40 Hours (five working days or one week).



Vocational training programme

1. **Certification-** given by Government. ITI of Odisha
Approved by AICTE **Cost of the programme-**

KNOWN FOR QUALITY



Exporters of Best Quality Raw Cashew Nuts

Pajson Trading DMCC

Unit No. 33-B2, AU Tower (Gold),
Plot No. 13, Jumeirah Lakes Towers,
Dubai, UAE, P.O.Box 634280

Web : www.pjsglobal.com

Phone : +971 4277 9071 / Fax : +971 4277 9072

Mobile : +971 557835330

Direct : +971 554448540

Email : info@pajsonholding.com

☎ : sundeep.dubai : 📞 +91 9828014072

Raw Cashewnut Exporters

Origin : West Africa

Nigeria | Senegal | Republic of Benin | Ghana | Ivory Coast | Niger | Mali | Burkina Faso

- Course Fee is Rs. 2500/- Plus Boarding & Lodging.
- **Eligibility-** VIII Pass & Age from 14 Years.
- **Government support-** Govt is Providing Infrastructure & faculty.

Benefits

Almost all are engaged and few started their own Industry.

Industry appointing all the trainees.

In addition to Safety, Hygiene, Quality we provide training for Record Keeping & Repair and Maintenance.



Self Help Group

SHG (Self Help Group) consisting five to six family members who can process one or two bags of Raw Cashew Nuts every day.

To promote Cashew Processing at family Level which increases lively hood to the rural poor people of Cashew growing areas

A family consisting of five to Six members or more can process one to two bags (80 Kg each) of Raw Cashew Nuts) per day.

20 to 50 families of a village or small geographic area under SHGs can process Raw Cashew Nuts and supply to mother unit where the kernels can be graded and packed as per International standards for sale at the domestic consumption or for Export.

Requirements: Small Boiler, Cashew Cooker, Dryer and

Manually operated Cashew Cutters (smallest version costs around Rs. 1.5 lakhs, about USD 2500).

Cashew processing flow chart



Boiler

Cashew cooker



De shelling or Cutting

What is Cluster?

A cluster consists of a group of people doing same activity in a particular geographic area.

Where the CFC (Common Facility Centre) for the SHGs for the main product as well as by-products are best utilized along with training facility.

The cluster formed at Gajapati and Keonjhar district of Odisha.

it is organised as FPO and the Government is providing infrastructure such as class room, faculty, boarding & lodging etc.

- This concept was already implemented successfully at Konkan regions of Maharashtra, India.
- SHGs were formed and tried at Gajapati district of Odisha and since 2011 the livelihood of poor families have increased drastically because of value addition to their local raw materials which were sold at very low prices.
- It was proved to be a successful model where in addition to their daily wages each family got a lucrative amount of profit every year.

Government supports

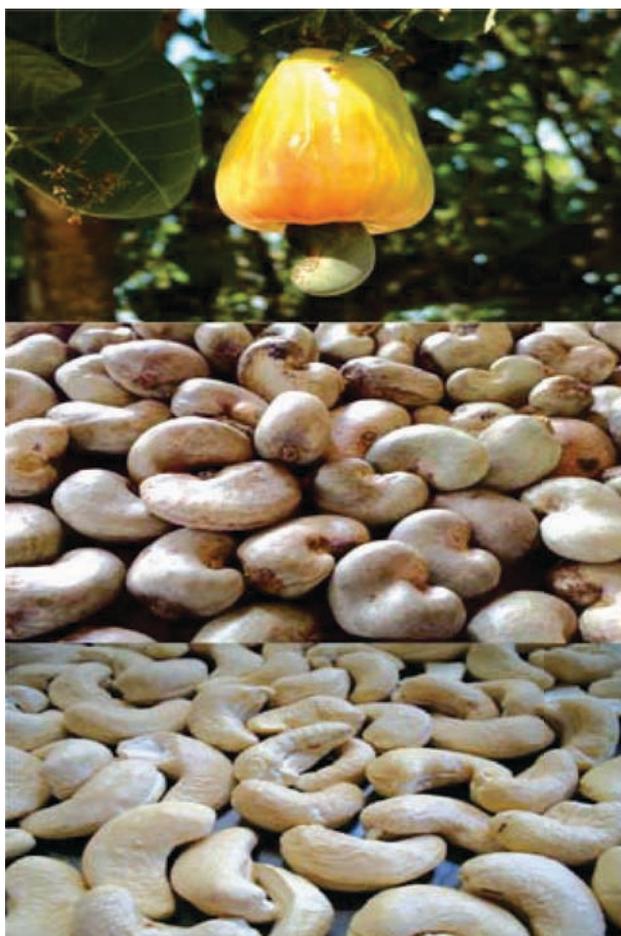
- Financial -loan from bank with Govt. Subsidy to SHG
- Infrastructure - Building(Class Room & Mini Processing Unit for Practical), Faculty & Practical Expenses.
- Trust building among SHG Groups through cluster approach
- Training facility for Cashew processing
- CFC (Common Facility Centre) or Mother Unit for Grading Packing & by-product utilization
- Machinery supply
- Marketing facility etc.

Outcome

- Two SHG Clusters & one MSME Cluster of Micro & SSI Units in Ganjam district at Rambha, got grant of 8.5 Crores for CFC (Training Centre), CNSL Plant and RD laboratory. Construction work is in progress.
- There are two SHGs functioning.

- Apox. 1000 MT of cashews processed per year.
- value realisation- Additional of 30-40 Lakhs/ Year or 27 to 30% Extra ie Rs. 90-100/Kg.
- Value realisation before selling RCNs- Normal Average Price Rs. 60-70/Kg.
- Key leanings- Trust Building among SHG, Awareness & Motivation Along with Training Facility to Farmers or SHGroups
- future agenda- To create more SHG Groups(Clusters) & More Training Centres.

Quality and food safety issues addressed- Supplied with Aprons, Gloves & Caps and Given Training for Quality, Hygiene & its Importance.



Rajendra Sabat. M.sc.
 +919438552266
 sabat47@yahoo.com

Thank You



Palasa Cashew Processing Cluster and its Impact on Employment and Environment

Malla. Srinivasa Rao, President

The Palasa Cashew Manufacturers Association

Palasa Cashew Processing Cluster

- Founder: Late Sri Malla Janardhan Rao
- Inception: 1940
- Board: 9 members at inception, later it was increased

Manufacturing Process

- At inception - Pan Roasting Method (till 1960's)
- At median - Drum Roasting Method(till 2007)
- At present - Steam Boiling Method(till date)

Cashew Industry in Andhra Pradesh

- Andhra Pradesh is one of the major cashew growing states offering congenial conditions for the cultivation of cashew. Andhra Pradesh occupied sixth rank in terms of number of units and third rank in the processing of cashew nuts in India.
- Andhra Pradesh has about 46,913 hectares of area under cashew with an annual production of 12,500 tons of raw nuts.
- Srikakulam, Visakhapatnam, East Godavari, West Godavari, Krishna, Guntur, Prakasam and Nellore are important cashew-growing districts in the state.

Cashew Industry in Srikakulam

- Industry Concentration
 - There are about 650 cashew processing units in Andhra Pradesh, 500 are located in Srikakulam district, and the remaining is located in different districts of the state.
 - Palasa and surrounding areas includes 450 processing units(each of 1ton to 4 tons a day) in Srikakulam district is the major cashew processing centre in Andhra Pradesh.

Palasa Cashew Cluster Includes

- The Palasa Cashew Manufacturers Association
- The Industrial Estate – Palasa

- Haripuram Cashew Manufacturers Association
- And Others...

Revenue to Government

	APRIL-2013 to MARCH-2014		APRIL-2014 to DECEMBER-2014	
TAX	NUMBER OF DEALERS	TAX PAID	NUMBER OF DEALERS	TAX PAID
VAT (5%)	263	23598674/-	256	14653933/-
CST(2%)	210	6003926/-	227	11300245/-
TOT(1%)	335	6033159/-	300	2590306/-

Impact On Employment

- The level of automation was very less, the industry was totally based on manpower, therefore the scope for employment was very high.
- The tribal's and Agriculture labour of Srikakulam district , mostly involved in manufacturing process.
- The labour were paid daily wages at the piece rate system, which is more than as per minimum wages act.

Survey Reports

- Intervention of the Government bodies and political Parties was **zero**.
- The cluster was followed by the pharmaceutical industry ,listed as **2nd** largest payer of wages in the Andhra Pradesh.
- About **20000** families were depending, directly or indirectly to this cluster

Causes for Labor Scarcity

- Increase in production in nearby areas to the cluster
- Diversion towards agriculture works in seasons

- Food for work- central government policy

Effects on Cluster by Scarcity

- Increasing gap between supply and demand
- Decrease in profit level
- Decrease in production value

Best Practices of Palasa Cashew Cluster

- Both the unions discuss the increment of wages
- All the employers and employees undergoes bilateral settlements.
- The conclusions made by settlement was followed and exercise till the next meeting called for.
- The welfare of the employees was observed by the employers association.

Environments

- Finance
- Government
- Local bodies
- Infrastructure
- Technology
- Natural climatic conditions

Role of financial institutions

- As working capital was directly proportional to production.
- Apart from banks, local money lenders also play vital role.
- Though there are many funding institutions, the funds provided were not sufficient to increase the production level at this cluster
- Non availability of FOREX authorized dealer

Role of Government and other agencies

- In newly formed state, the government was much focused on the Agro Based industries among which cashew was one.
- Proper monitoring mechanism of Implementing agencies and products
- Periodic review of schemes and programs

Role of Technology

- As the industry was semi automated, technology has to be provided at the better prices.
- Up to date the hand cutting machines and the peeling machines were satisfactory.
- The usage of packing system were zero at this cluster.

- The automated cashew cutting machines were not satisfactory.

Role of Infrastructure

- Absence of ESI hospital
- Lack of facilities in exporting through Vizag port
- Absence of skilled labor

Problems of Cluster

- Illegal competition by new and small entrepreneurs
- The age of the crop was is more than 50 years
- Absence of central and state cashew boards support to the cluster
- Maximum import was done trough Tuticorin , which is very expensive

Conclusion

- The study made it clear that the cashew nut growers had lesser market knowledge level; this implies that the extension agencies may guide the cashew nut growers for improving their knowledge level to improve productivity.
- There is need to convince the cashew growers about good cultivation and marketing practices through demonstration and training.
- The study has identified need for proper training to cashew nut growers. Hence, it is essential to provide sufficient opportunities to the growers for in-depth training on cashew nut cultivation and marketing by government agencies.
- Small scale industries role is pivotal in stabilizing the economy and to bring economic viability to masses of the country.
- India like developing countries need much support from all the dimensions to bring sustainable development to such industries.
- Palasa cashew cluster is moving ahead slowly to reach its economic and social goals as almost all 15,000 families are directly dependable on it.
- Though the several research studies revealed the challenges and number of representations given by the association, local leaders the cluster is still look for a helping hand.
- As compared to other cashew processing states the local banks support is to still think a lot to cater the needs of the processing units

Thank You



Cashew Trade-Uniform Customs and Practices



FEDERATION OF
INDIAN CASHEW INDUSTRY

Bhoodesh RK

Federation of Indian Cashew Industry

– An introduction

- National organisation of cashew processors, exporters and allied industries in India
- Sponsored by 12 regional associations across all 8 processing states of India
- One year old organisation- registered under Indian Companies Act.
- Strength of 12 associations, 200 manufacturers and over 100 associate concerns all across the country.
- The true voice of the Indian Cashew industry

Objectives.....

- Broad objective of working for the betterment of cashew industry and trade worldwide in general and that of India in particular..
- With the motto of bringing the global cashew trade and industry to work in co ordination for mutual benefit and betterment.
- Kernel trade is more organised compared to RCN trade and hence the emphasis is more on uniform customs and practices of RCN trade.

Over the last 6 months.....

- Introducing specifications and standards for Raw cashew nuts
- Introducing a standard and uniform contract for raw cashew trade.
- Introducing arbitration clause in RCN cashew trade
- tie up with Indian Council of Arbitration
- Introducing standard procedure for RCN sampling and quality analysing

CO-ordination with other Agencies

- Coordination with other agencies worldwide for implementation of uniform customs and practices in

cashew trade.

- Effective co ordination with stake holders in global cashew trade and industry
- Work out a Mechanism for price fixation in co ordination with stake holders in international trade and industry.

Suggestions

- Suggestions welcome from interested agencies and individuals.
- Mail suggestions to cashewfederation@gmail.com
- Visit www.fici.co.in

Put hands together and work in coordination for mutual benefit & Betterment of global cashew Industry and trade



WCC 2015 DELEGATE LIST

Name	Company Name	Country
Bjorn Thumas	TomraSorting Solutions	Belgium
Henry Stanly	BPS Industries	Benin
M. Delphin ZANNOUPLE	WIZA Company	Benin
Comlan Dehouegnon Delphin Zannouple	Go World Holidays-LLC	Benin
Bharat Bhimjiyani	Augustus Overseas Limited	Benin
Agbola Aboudou	Augustus Overseas Limited	Benin
Roland Riboux	FLUDOR- BENIN S . A.	Benin
Ganesh Iyer	FLUDOR- BENIN S . A.	Benin
Do Rego Mohamed Ayman	Africa Negoce & Industries	Benin
Do Rego Moressa	Africa Negoce & Industries	Benin
Jean-Guy E. Biley	"Conseils, Finances & Services (CFS) sarl"	Benin
Gabriel Nicaise Tossou	Oikocredit	Benin
SOUNLIN Dominique	Benin Gold	Benin
AFORA Samuel	Benin Gold	Benin
Soule Abdou Hamidou	Benin Gold	Benin
Kalifa Belem	Caronut	Burkina Faso
Pilar Viguera	Candor AGS	Canada
Aditya Kedia	Indo Afri Resources Sarl	Cote d'Ivoire
Solene Prince	Oikocredit	Cote d'Ivoire
Meite Aboubacar	Somaci International SA	Cote d'Ivoire
Shakti Pal	Technoserve	Cote d'Ivoire
Yao Daouda	Technoserve	Cote d'Ivoire
Toure Diabaté Mas- sogbè	PDG SITA S.A	Cote d'Ivoire
M. William Morgan	Directeur des Recherches et du Developpement	Cote d'Ivoire
Diaby Lucman	Africajou	Cote d'Ivoire
JC Gombert	AFRECO	Cote d'Ivoire
Ramesh	Canopus Trade Link	Cote d'Ivoire
Kamal Virji Gajra	Greenwich General Trading LLC. (Dubai)	Cote d'Ivoire
Suhita Anand Sawant	Greenwich General Trading LLC. (Dubai)	Cote d'Ivoire
Daouda Gon Coulibaly	Ace Global Depository	Cote d'Ivoire
Kouakou Yao Erik	Ace Global Depository	Cote d'Ivoire
Prashant Vitankar	Asia View Enterprises limited	Cote d'Ivoire
Suraj Rao	Asia View Enterprises limited	Cote d'Ivoire

Name	Company Name	Country
Marco Rosini	ResponsAbility	France
Sandra Locoh-Donou	ResponsAbility	France
Azilar Rim	ResponsAbility	France
Anshul Jindal	ResponsAbility	France
Maely Daoud	Béatrice LEGAS	France
Vanessa Gafari	Béatrice LEGAS	France
Ram Mohan	Comafrique Gambia Ltd	Gambia
Amrith Kurien	Comafrique Gambia Ltd	Gambia
Theo Verreyne	Mediterranean Shipping Company S.A	Gambia
Caramelo	Cashew Gam Ltd	Gambia
Hubert Simmer Hubenthal	Clariant SE	Germany
Omer Seckin	Clariant SE	Germany
Adelaide Agbley	West African Markets Link	Ghana
Roger BROU	African Cashew Alliance	Ghana
Rita Weidinger	GIZ GH	Ghana
John Rao	Rio Mansoa Guinea Bissau	Guinea Bissau
Doulat Aswani	Rio Mansoa Guinea Bissau	Guinea Bissau
Suresh Shetty Mahabala	S K BISSAU LDA	Guinea Bissau
Praveen Poojary	Cheta Guinea	Guinea Bissau
Prabhu Kiran Janjarapu	St John Group	India
Ruknuddin Mohammed Ibrahim	Arshad Cashew Company	India
Abuzar Kashmirji	Arshad Cashew Company	India
Jatin	Pan Agri Export	India
Atman Bhesdadiya	Stallion Enterprise	India
Sanndip Goyal	V Ganesh Foods Pvt Ltd	India
Rajendra Sabat	Independent Consultant to CashewInfo.com	India
Abhilash Gudla	Sivshankar Cashew Industry	India
Avinash Gudla	Gayathri Cashew Industry	India
Naveen Kumar Arisetty	SKML Cashew industry	India
P Rajendra Prusty	Narayan Cashew Industries	India
Kedar Nath Subudhi	Gopalkrishna Cashew Industries	India
Ramhari Sahu	Maa Sidheswari Cashew Industry	India
George Kutty	Sevana Packaging	India

WCC 2015 DELEGATE LIST

Name	Company Name	Country
Hitesh Randhir Sayta	Shri Enterprise	India
Ankit Nigam	Sunloc Foods	India
Sindiri Sateesh Kumar	Sai Krishna Cashew Industry	India
Malla Suresh Kumar	M S Cashews	India
Tarlana Venkataramana	Sri Gupteswara Cashew Co	India
Malla Srinivasa Rao	Sri Raghavendra Cashews	India
Tumula Srinivasa Rao	Sai Sri Cashews Industry	India
Tankala Nagabhushan Gupta	Sri Seshirekha Cashew Industry	India
Konchada Venkata Siva Krishna	Sri Venkat Jyothi Cashew Industry	India
Balaji Gopinadhan Pillai Rajelakshmi	Swamy Ayyappa Cashew Co	India
Ratish Raj	SSS International Expo Pvt Ltd	India
Korada Santhosh Kumar	SSS International Expo Pvt Ltd	India
Potnuru Venkata Sateesh	SSS International Expo Pvt Ltd	India
Kesarla Sambasiva Rao	Vani Trading Co	India
Prathi Radhakrishna	Ambica Cashew Industry	India
Voona Sridhar	Sridhar Cashew Products	India
Andhavarapu Venkatakamsastry	Nutking Cashews	India
Umesh Agrawal	Rukmani Impex Pvt Ltd	India
Bhavin Patel	Rainbow Industries	India
Viswasvat Kumar Shastri	Molds and Metals FZE	India
Atmaram Sahakari	Arya Cashew Products Pvt Ltd	India
Narayan Kumar Mohana Kumaran	Dynamic Foods	India
Vinod Kumar R	Western India Cashew Co. Pvt. Ltd.	India
Vasudev Kamath	Mangala Cashew Industries	India
Mrs Kamath	Mangala Cashew Industries	India
Mohammad Ashraf	H K Agri Products	India
H Ganesh Kamath	Vittal Cashew Industries	India
Jayan Jacob Meledom	Trans Synergy QualiSystems Pvt Ltd	India
Pawan Gupta	Payal Dealers Pvt Ltd	India
Anita Gupta	Payal Dealers Pvt Ltd	India
Siddharth Pillai	Saruda Foods	India

Name	Company Name	Country
Divakar Kadri	Cardolite Specialty Chemicals India LLP	India
Satish Dabas	Golden Cashew Products Pvt Ltd	India
Mrs Satish Dabas	Golden Cashew Products Pvt Ltd	India
Krishnan G Nair	Krishnan Food Processors	India
Rajiv Kumar	Radson Exports	India
Tanya Dutta	Reinhart India Pvt Ltd	India
Bharat Chokshi	Grand Polycoats Co Pvt Ltd	India
Varang Trivedi	Grand Polycoats Co Pvt Ltd	India
Vijay Mohan	Agri Tech	India
Jayaprakash Kesavan	Tricon Commodities Trading	India
R S Dinesh Chandran	Chandra Cashew Imports and Exports	India
Gani Ismail	Allana	India
Dipesh	Harvest Enterprises	India
Pramod Kamath	K Subraya Anantha Kamath & Sons	India
Tukaram Prabhu	M Madhavaraya Prabhu	India
Rohan Bhuta	Ameropa India Pvt Ltd	India
Prem Kumar J P	Agromax Exports	India
A Najeeb	Abaan Impex Pvt Ltd	India
Johny George Pynadath	Blue Leaf Trading Company	India
Joshy Varkey	ECOM	India
Y Satish Kumar	Taaza International Ltd	India
PBN Murthy	Taaza International Ltd	India
Suresh Nair	Indian Resins and Polymers	India
Suresh Kumar N	Sai Export Enterprises	India
Bhoodesh R K	Prasanthi Cashew Company	India
Sriraag	Prasanthi Cashew Company	India
P Sundaran	Sree Lekshmi Cashew Company	India
Chirag Pan	Pan Agri Export	India
Kamalendu Das	Contai Cashew Association	India
B. Siva Nagarjuna Reddy	Alexander Agro Food	India
Pankaj Sampat	Samson Trading	India
G Srivatsava	Foretell Business Solutions	India

WCC 2015 DELEGATE LIST

Name	Company Name	Country
Vinayak M	Foretell Business Solutions	India
Swapna BE	Foretell Business Solutions	India
Abhinaya	Foretell Business Solutions	India
Vigneshwar	Rajkumar Impex	India
V Rajkumar	Rajkumar Impex	India
Hari Nair	Western India Cashew	India
Mrs Nair	Western India Cashew	India
Walter D'Souza	Fernandes Brothers	India
Samuel Jeffson Johnson	St John Group	India
S D Menon	Orion Commodities	India
Vijay Kaniyar	Zeta Cyber Solutions	India
Kurian James	Zeta Cyber Solutions	India
Gopal Naik	IIM Bangalore	India
Ashok Narayanan	Orion Commodities	India
Siddharth Jain	3F Group	India
Jivesh Goenka	3F Group	India
Maresh Vasani	3F Group	India
Shivakumar	Foretell Business Solutions	India
Minu	Cashew Info	India
Shruthi	Cashew Info	India
Ravi Bhandage	CommodityIndia.com	India
Raju Jirali	Cashew Info	India
Nrupathy Manay	Golden Gate Corporate Services	India
Shivanand	Nexgen	India
Ajay Kulkarni	Nexgen	India
Shesha Sai	Best Engineering	India
Pavan Kumar MVN	Best Engineering	India
Venkata Kalagarla	3F Group	India
Vijay Lotiya	Globenet Enterprise	India
PV Bright	Bright Star Global Trading Corporation	India
Subramanian Sankaranarayanan	Swathy Enterprises	India
Shamim Abdul Guffor	Manipal Plaza Pvt Ltd	India
P Anantha Krishnan	Divya Impex	India
Rohit Kumar	Victory International	India
A.Barathy	Gayathri Industries	India
Gowthaman R	Reliable Cashew Company Pvt Ltd	India
Mrs Gowthaman	Reliable Cashew Company Pvt Ltd	India
A S Patil	Nadahalli Agro Int Pvt Ltd	India

Name	Company Name	Country
V Manjunath	Nadahalli Agro Int Pvt Ltd	India
Ram Singh Chauhan	Nadahalli Agro Int Pvt Ltd	India
Ramachandra Krishnan	Nadahalli Agro Int Pvt Ltd	India
Name	Company Name	Country
Veerendra Ballal	Ballal Exim	India
Jim Fitzpatrick	Ingredient Sourcing Solutions	Ireland
Mrs Fitzpatrick	Ingredient Sourcing Solutions	Ireland
Gian Luigi Bruzzone	Abramo Bruzzone S.p.A.	Italy
Cristina Rebora	Abramo Bruzzone S.p.A.	Italy
Alessandra Bruzzone	Abramo Bruzzone S.p.A.	Italy
Paulo Rodrigue	Cloetta	Italy
Stefano Massari	Oltremare	Italy
Masahiro Shiota	Hardnut International Ltd	Japan
Johnson M Muhara	Afrimac Nut Company Limited	Kenya
Hani Akzam	Noorco sarl	Lebanon
Mrs Hakim	Noorco sarl	Lebanon
Abraham Thomas	Macworld Industries Limited	Malaysia
Rui Bicho Matos	Technoserve	Mozambique
Angelo Levi	Aga Khan Foundation	Mozambique
Oloruntoyin Olorun Femi	Technoserve	Mozambique
Humberto Benavides Guibunda	INCAJU	Mozambique
Madhusudan Kedia	AIA-Agro Industrias Asociadas Lda.	Mozambique
Lars Wallevik	MIM Cashew	Mozambique
Filomena Alibano Maiopue	Cashew Promotion Institute	Mozambique
Emilio Mudunga Furede	Cashew Promotion Institute	Mozambique
Jaime Roberto Chissico	Cashew Promotion Institute	Mozambique
Sifa Bernardo Antoinio	Cashew Promotion Institute	Mozambique
Jorge Vidigal Fole	Cashew Promotion Institute	Mozambique
Domningos Armando Guissemo	Cashew Promotion Institute	Mozambique
Adelino Daniel Tadeu	Cashew Promotion Institute	Mozambique

WCC 2015 DELEGATE LIST

Name	Company Name	Country
Jabula Arlindo Zibia	Cashew Promotion Institute	Mozambique
Kees Blookland	Global Trading Agency	Netherlands
Ronald Zaal	Global Trading Agency	Netherlands
Lukas Veldmeijer	Imtech Industry International	Netherlands
Michel Kok	Catz International B.V.	Netherlands
Jean Paul van Velzen	Aldebaran Commodities B.V.	Netherlands
Gillian Patrica van Velzen-Dearnley	Aldebaran Commodities B.V.	Netherlands
Anga Sotonye	Universal Quest Limited	Nigeria
Adesola Omidiran	Selema Foods Limited	Nigeria
Anthony Obiako	Bellidella Ltd	Nigeria
Adeyemi Adenji	Star Link Global	Nigeria
Name	Company Name	Country
Olorunda Folorunsho	Cleanslate Commodities Ltd	Nigeria
Wale Oluwole	Wakman Nigeria Ltd	Nigeria
Henry Otowo	Nigerian Export Promotion Council	Nigeria
Mathew Iranloye	Nigerian Export Promotion Council	Nigeria
William Ezeagu	Nigerian Export Promotion Council	Nigeria
Babatunde Faleke	Nigerian Export Promotion Council	Nigeria
Olusegun Awolowo	Nigerian Export Promotion Council	Nigeria
Maureen Ideozu	Nigerian Export Promotion Council	Nigeria
Echono Sunday Sylva Togo	Federal Ministry of Agriculture, Nigeria	Nigeria
Mamman Idris Gatumbwa	Federal Ministry of Agriculture, Nigeria	Nigeria
Damilola Emiaiyeju	Federal Ministry of Agriculture, Nigeria	Nigeria
Ukattah B. Chukwuemeka	Federal Ministry of Agriculture, Nigeria	Nigeria
Kayode Sopeju	BG Contracting Ltd (Aca Member)	Nigeria
Agbo Obinna Evaristus	Agbo Agbo and Co Ltd	Nigeria
Ayodele Olajiga	Food Pro Limited	Nigeria
Garba Diko	KD Foods Processings Co Ltd	Nigeria
Saliu Alasa	Reconcile Nigeria Ltd	Nigeria
Dimeji Jojolola	ECOM	Nigeria
Ogoegbunam Chukwurah	USAID Nigeria /Nextt Project	Nigeria

Name	Company Name	Country
Christian Dahm	USAID Nigeria /Nextt Project	Nigeria
Liz Oluwadare	USAID Nigeria /Nextt Project	Nigeria
Orji Chinemerem Iroajamma	Gleneagle Farms	Nigeria
Tola Faseru	"National Cashew Association of Nigeria"	Nigeria
Bello-Osagie Teslim	Gleneagle Farms	Nigeria
Funmi Ogbue	Nigerian Export Promotion Council	Nigeria
Muhammad Bin Qasim	GAZIANI INDUSTRIES (PVT) LTD.	Pakistan
Ms Diaka Diallo Sall	Root Capital	Senegal
Jo Anne Yeager Sallah	International Relief & Development	Senegal
Pawan Dheer Sanam	Valency Intl Trading	Singapore
Basba Nand Balodi	Valency Intl Trading	Singapore
Tuyet Nguyen	Valency Intl Trading	Singapore
Harish Kalyani	Valency Intl Trading	Singapore
Sushil	GLOBAL ASIA COM-MODITY PTE LTD	Singapore
Henry Paul	Eisen & Brothers Pte Ltd	Singapore
Vishanth Narayan	Robust International Pte Ltd	Singapore
Muralidharan PK	Pargan Singapore Pte Ltd	Singapore
P Vijay	Vijay International Pte Ltd	Singapore
Anuj Maheshwari	Assar International Pte Ltd	Singapore
Rajiv Maheshwari	Assar International Pte Ltd	Singapore
Joseph Giftson Enoch S	St John Group	Singapore
B.K.Maheepala	Buddhi International Engineering Pvt Ltd	Sri Lanka
M.P.I.Suwarnathilaka	Buddhi International Engineering Pvt Ltd	Sri Lanka
B.K.M.Buddhini	Buddhi International Engineering Pvt Ltd	Sri Lanka
P.K.D.N.K.Subasinghe	Buddhi International Engineering Pvt Ltd	Sri Lanka
Ingemar Grip	Atlantic Ventures Ltd	Sweden
Johnny Kurttio	Atlantic Ventures Ltd	Sweden
Dalla Nora Manuel	Paul Reinhart AG	Switzerland
Christian Lude	Maviga	Switzerland
Gaëlle Gomes	LB NUTS AG	Switzerland
Chen Wen Nan	Golden Crest Limited	Taiwan
Hung Hsiu- Mei	Golden Crest Limited	Taiwan
Wan Shan wu	Golden Crest Limited	Taiwan

WCC 2015 DELEGATE LIST

Name	Company Name	Country
Chen Yi Fang	Golden Crest Limited	Taiwan
Samir Abdulwahid Esmail	Afrisian Ginning Ltd	Tanzania
Irphan Hassan	Afrisian Ginning Ltd	Tanzania
Emmarold E Mneney	Mikocheni Agricultural Research Institute (MARI)	Tanzania
Ramadhani Bashiru	Mikocheni Agricultural Research Institute (MARI)	Tanzania
Regina Msoka	Mikocheni Agricultural Research Institute (MARI)	Tanzania
Zabron Ngamba	Mikocheni Agricultural Research Institute (MARI)	Tanzania
Mfaume Mkanachapa Juma	Cashewnut Board of Tanzania	Tanzania
Suleiman Abdallah Lenga	Cashewnut Board of Tanzania	Tanzania
Juma Yusuph	Cashewnut Board of Tanzania	Tanzania
Ramadhan Alfani Mmary	Cashewnut Board of Tanzania	Tanzania
Yahaya Shabani Simuli	Cashewnut Board of Tanzania	Tanzania
Muzamil Mustafa Karamagi	Agrofocus (T) Ltd	Tanzania
Suleiman A Dualeh	Hawte Investments Ltd	Tanzania
Keynan Harun	Southern Jumbo Cashewnuts Ltd	Tanzania
Peter A.L. Masawe	Cashew Board of Tanzania	Tanzania
Charalampos Palamidias	Tradex Asia Limited	Thailand
Yasir Aydin	Aydin Kuruyemis San Vetic A S	Turkey
Jaychandra Reddy	Vink Corporation	UAE
Wasim	EMCO International DMCC	UAE
Ishwar Choudhary	Al Saari General Trading LLC	UAE
Deepak Kacher	Vink Corporation	UAE
Vishal Jatin Mehta	Olam Middle East	UAE
Ajith Paliat	Perma Global Logistics Division	UAE
Devendra Gupta	Aster Commodities DMCC	UAE
Dhruv Kabra	Emirates National General Trading LLC	UAE
Lovelesh Gupta	Emirates National General Trading LLC	UAE

Name	Company Name	Country
Anthony Furtado	DMCC	UAE
Shaimaa Abdelbar	DMCC	UAE
Gautham Vijay	Platinum Corporation DMCC	UAE
Satyajeet Choudhary	Al Saari General Trading LLC	UAE
Naresh Bhatia	Alpine FZC	UAE
Tejhash Modh	ETG	UAE
Vasudev Barkur	ETG	UAE
Jayesh Patel	ETG	UAE
Tejendra Somani	ETG	UAE
Amit Bagri	ETG	UAE
Sharad Dixit	ETG	UAE
Keshav Krishna Prasad	St John Group	UAE
Sreeram Parameshw-eran	Vink Corporation	UAE
Sadanandan Nair	Vink Corporation	UAE
Ahmed Bin Sulayem	DMCC	UAE
Gautam Sashittal	DMCC	UAE
Jey Brevot	DMCC	UAE
Nicole Constain	Foretell Business Solutions	UAE
Sudhakar Tomar	Hakan Foods	UAE
Manoj Soman	Kohinoor International	UAE
Aamir Sanaullah	Kohinoor International	UAE
Muhammad Qasim	Kohinoor International	UAE
Toms Mathew	Spring Valley General Trading LLC	UAE
Sparsh Kejriwal	Suryadeep International FZC	UAE
Anil Kejriwal	Suryadeep International FZC	UAE
Mohannad Arar	Arar Trading Co	UAE
Shridhar	SNK General Trading LLC	UAE
Anurag Bhargav	Maviga	UAE
K S Prakash	Hakan Agro DMCC	UAE
Asad Beg	Hakan Agro DMCC	UAE
Vishal S Chhabria	Brooks General Trading Co limited	UAE
Geeta Punjabi	Nimol Corp DMCC	UAE
Roger Fadel	ACE Global Depository DMCC	UAE
Ramlal Maheshwari	Kalyx International FZE	UAE
Jai Aggarwala	JAF FZC	UAE
Pradeep Kumar P	SNK General Trading LLC	UAE

WCC 2015 DELEGATE LIST

Name	Company Name	Country
R M Karuppiah	SNK General Trading LLC	UAE
Cho Ho	Voicevale Ltd	UK
Jagadeesan Balakrishnan	SAI Commodities Ltd	UK
Bob Green	ToxiMet Ltd	UK
Ben Johnson	ToxiMet Ltd	UK
Sivadas Chirakkal	Natco Foods Ltd and Trigon Snacks Trading Ltd.	UK
Gary Wilson	Trigon Nuts	UK
Momodou Mambouray	Cashew Gam Ltd	USA
Nikhil Kaul	PS International Ltd. – A Seaboard Company	USA
Bob Bauer	AFI US	USA
Shannon Donohue	Cardolite Specialty Chemicals India LLP	USA
Dang Thuy	Thuy Vet Import Export Co Ltd	Vietnam
Tran Nhat Sang	Cao Phat Co Ltd	Vietnam
Cao Thi Quynh Lien	Cao Phat Co Ltd	Vietnam
Tran Thi Thu Thuy	Otran Dong Nai Company Limited	Vietnam



Caramelo Raposo, Cashewgam Company Ltd

Very well, we meet here new people, new buyers and new potential business and I think it is very good convention.



Mr. Georgrkutty, Sevana Packaging Systems

It is quiet well organized. I find lot of people coming from so many countries. I had a chance to meet so many people from across. So it is unique experience, I

wish all the best to cashewinfo.



Mr. Mfaume Mkanachapa Juma, Cashewnut Board of Tanzania

Well, this is one of the best attempts made by Cashewinfo/Foretell Business Solutions. We have several small conventions at country

level and regional level like Vinacas Golden Cashew Rendezvous 2015, National cashew conference in India etc., everybody is organizing on its own just to promote the sector at country level and to expose what is going on in the sector within the country. But this is first of its kind event which combines all its countries together. So it is a very good forum that we are meeting, exchanging experiences and we discover what is missing and opportunities from others. It is a best forum and I think it will be perfect and very good kind of interaction in future.



















Vink

CORPORATION

VINK CORPORATION DMCC



- We are a global corporation with a seamless supply chain for sourcing, processing and delivery of some of the world's finest agro commodities.
- We are one of the leading exporters of Raw Cashew Nuts from West Africa under the brand name FLUDOR. Brand Fludor signifies supplier of Premium quality Raw Cashew Nut.
- We are strategically placed to meet your requirements of Raw Cashew Nuts from various origins across the globe.
- We are coming up with our own State of Art RCN processing unit in Benin and the same model will be replicated in other major Cashew Nut producing countries in West Africa.

IVC

G.BISSAU

BENIN

INDIA



Contact: **Sadanandan G.Nair**
BUSINESS HEAD - CASHEWS
VINK CORPORATION DMCC

Ph: +971-4-4201140, Fax: +971-4-4201167
Email: snair@vinkcorporation.com

A **TGI** Group Enterprise

Website: www.clicktgi.net



**Sourcing the best,
to give you the best.**

**Vittal Cashew
Industries**

**Vittal Agro
Industries**

**VITTAL AGRO
COMMODITIES
DWC-LLC**



Processors, Traders, Importers and Exporters of



**Cashew
Kernels**



**Raw
Cashew Nuts**



**Desiccated Coconut,
Spices and other Commodities**

Contact Person: Ganesh Kamath. Mobile: +91 944 777 3548

Corporate Office:

Gajanana Chambers, Near Sai Mandir, Hosdurg, Kanhangad.
Kerala State, India. Pin code - 671 315.

Phone : +91 467 2204548. Fax : +91 467 -2205593. email: ganeshvittal@yahoo.com



Imtech Ventilex is your partner when it comes to pasteurization of nuts and seeds to make them safe for human consumption without adverse effect on the organoleptic characteristics and appearance (flavour/taste and color).

- No chemicals / radiation free
- 5 log kills are typical
- Minimal loss of flavor, color and volatile oil



VENTILEX:

CONTINUOUS STEAM

PASTEURIZATION EQUIPMENT

FOR NUTS. THE BEST DEFENSE

AGAINST PATHOGENS!



- Automatic sanitary Clean-In-Place (CIP)
- Hygienic design, high quality finish
- Data Logging / Traceability
- Low energy consumption

www.steam-sterilizer.net

Ventilex B.V.

Europaweg 8, 8181 BH Heerde

The Netherlands

T +31 (0)88 988 15 00

sales.ventilex@imtech.com

www.imtechventilex.com



Ventilex B.V. is part of Imtech Industry International





giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH



Promoting the Competitiveness of the African Cashew Sector

African countries produce 45% of the world's favourite cashew nut, but only 10% are processed locally.

Close the opportunity gap. Benefit from Africa's great economic potential. Invest in high quality cashew production and processing.

The African Cashew initiative aims to:

- Raise cashew nut production and quality.
- Increase quantity and quality of cashew nut and by-product processing.
- Introduce appropriate cashew processing technologies.
- Create business relationships along the cashew value chain.
- Organize key stakeholders around shared goals and advocate policies in favor of cashew production and processing.
- Promote the consumption of cashew kernels and cashew by-products in Africa.



Don't be a hard nut to crack.

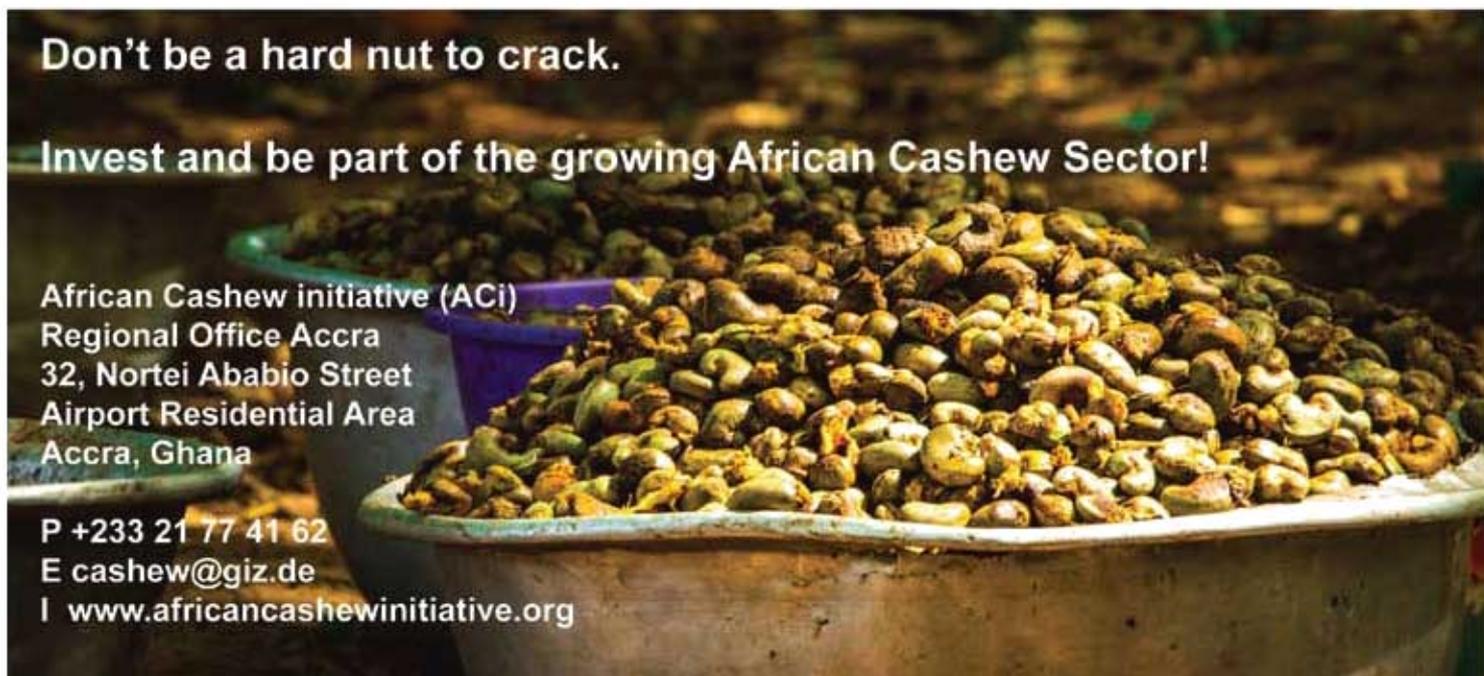
Invest and be part of the growing African Cashew Sector!

African Cashew initiative (ACi)
Regional Office Accra
32, Nortei Ababio Street
Airport Residential Area
Accra, Ghana

P +233 21 77 41 62

E cashew@giz.de

I www.africancashewinitiative.org





COMMODITY TRADING AGENCY

SUPERIOR QUALITY PRODUCTS

CASHEW KERNELS | RAW CASHEW NUTS | RICE | SESAME SEEDS | LOTUS SEEDS
DESICCATED COCONUT | BLACK PEPPER | WHITE PEPPER

WE MAKE IT OUR BUSINESS TO STRIVE HARDER FOR YOUR BUSINESS!

HEAD OFFICE: C/402 Eastern Court, Tejpal Road, Vile Parle East, Mumbai 400057, India
REP OFFICE: HSC Building 6th Floor, 162B Dien Bien Phu Street, Ward 6, District 3, HCMC, VIETNAM

Ph: +91 22 6127 9987 | Mob: +91 98200 00736 / +91 98200 60623 / +91 77159 13048

Email: mail@kpeheraj.com | Skype: kpeheraj1

Website: www.kpeheraj.com



ETG



Best Compliments from

KOROSHO

9th Floor, Harbour View Towers, Samora Avenue, P.O. Box 10295, Dares Salaam, Tanzania

Tel: +255-22-2117212 / 2116094 / 2115651, Fax: +255-22-2112341 / 2112493

UAE - Ph: +9714 386 4551, Mob: +971-504508141, Fax: +9714 386 4552

Email: cashew@etgworld.com, Web: www.etgworld.com





**Gayathri Industries...
gets a new Avatar, Is now,**



**We
offer**

- Turnkey Projects
- Technical Know-how for Cashew nut Process
- Salt / Spice Coating Machinery
- CNSL Extraction Plant

**Shelling
System**

- Nut Shelling , Kernel, Shell & Uncut Separation
- Kernel Scooping.
- Nominal Capacity 500kg/per hour RCN



Integrated Cashew nut Shelling System

Geared to help you grow...globally

Our Partners in progress



In a Nut Shell – you are empowered to get all your technology needs met at a single source for Cashew processing.

Make a beginning... Contact us today,

No; 33 Self Help Industrial Estate, Keelkattalai, Chennai 600 117, Tamilnadu, India.

Mobile: +91 9444021354, +91 9444344477, E-Mail: info@cashewmachines.com

www.cashewmachines.com

