



# Cashew Processing in Africa: Opportunities & Challenges

# Agenda

- **Introduction**
- **Four 5 minute presentations**
- **Moderator Q/A with the panellists --- 15 mins.**
- **Audience Q/A --- 15 minutes**

# Introducing our speakers



Mr Vasudev Barkur

Export Trading Group, [www.etgworld.com](http://www.etgworld.com)

Multifaceted agribusiness group

Qualified in Commerce and a Chartered Accountant.

18 years experience in cashews.

Head of ETG Cashew Desk

Executive Director on the ETG Board

Cashew processing in East and West Africa



## *Introducing our speakers*



Johanna ADOTEVI , CAJOU DES SAVANES SA , Cote d'Ivoire

- Commercial Director , 24 years in business.
- Describes herself as self motivated , hardworking and goal oriented.
- Processing 3000 mts cashew p.a. founded in 2013.
- Commercial Director of Coton Ivoire and Faso Coton.
- Expert in logistics, forwarding and warehousing.
- Executive Committee Member of the ACA.



## Introducing our speakers

Mr J.C. Reddy,

- Vink Corporation / Fludor Benin S.A.
- Technical Head
- Design and built 18,000MT capacity, green field project
- Mechanical Engineer, former Henkel KGaA and Olam International.
- 20 plus years experience
- HACCP, GFSI, ETI, ISO 9000/14000, Sustainability Reporting.

## *Introducing our speakers*

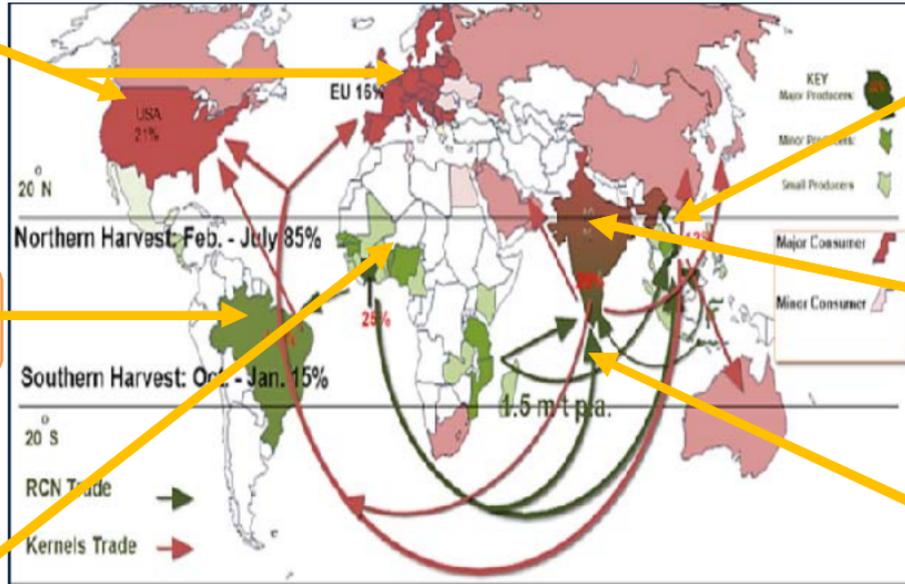


### **Ms. Shiru Mwangi**

- **>18 years' experience in corporate & investment**
- **Focus on lending, markets and project finance**
- **Regional knowledge of East Africa**
- **5 years' experience as an agribusiness investor.**
- **Cashew investments in eight African countries**

responsAbility Investments AG

# Cashew World 2017



- Rising demand
- High dependence on Vietnam
- Rising food safety needs
- Concern for environment and csr.

- Production drop
- Factory closures

- Lack of processing.
- Opportunity for growth.
- Need for financial services and upskilling.

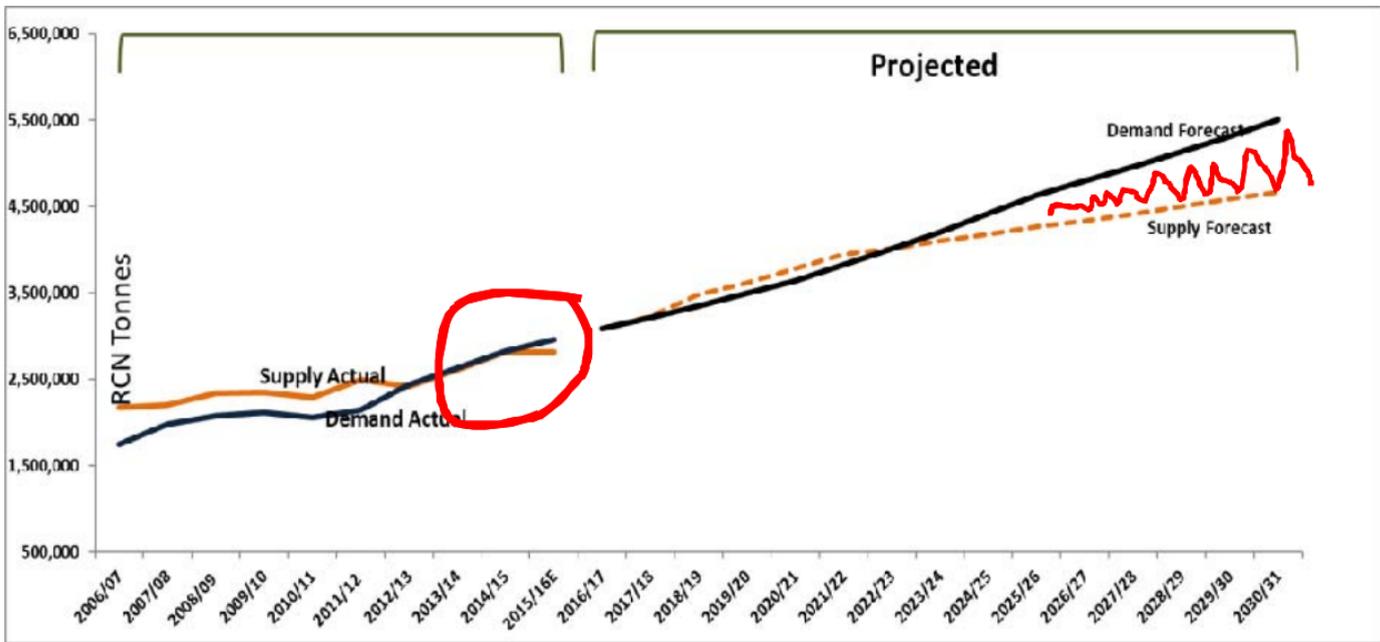
- Supply deficit
- Falling production
- Dependence on imported RCN
- Food safety compliance

- Rising costs
- Labour problems
- Fast growing consumption

- RCN trade
- Lost traceability
- Volatility and speculation
- Carbon footprint



# Outlook for Supply/Demand



Based on research conducted on behalf of Competitive Cashew Initiative and The World Bank

# Africa is the region of production growth

