



RECENT EVOLUTION OF CASHEW INDUSTRY IN IVORY COAST

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PLAN

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I. 2017 CAMPAIGN IN FIGURES

☐ Internal and external marketing

DESIGNATIONS	2014	2015	2016	2017	Ecart (%)
Internal Marketing					
Number of approved buyers	764	885	1 231	1 156	-6
Total quantity marketed (tonnes)	564 780	702 510	649 587	711 236	+9,5
Avg farm gate price in F CFA/kg	300	410	520	715	+38
Official minimum price en F CFA/kg	225	275	350	440	+26
External Marketing					
Number of approved exporters	71	102	128	139	+9
Number of Contracts registered	750	513	685	690	+1
Exported quantities (tonnes)	527 004	661 131	602 079	614 784	+1



I. 2017 CAMPAIGN IN FIGURES

Internal and external marketing

DESIGNATIONS	2014	2015	2016	2017	Ecart (%)
Quality					
Average Outturn (lbs pour 80 Kg)	48	48	47	48	+2
Average moisture content (%)	8,7	8,9	8,8	8,7	-1



I. 2017 CAMPAIGN IN FIGURES

☐ Internal and External Marketing

DESIGNATIONS	2014	2015	2016	2017
Major destinations				
INDIA	340 023	330 325	199 204	174 291
	64,52%	49,96%	33,09%	28,35%
VIETNAM	170 960	302 393	390 978	415 957
	32,44%	45,74%	64,94%	67,65%
BRAZIL	14 788	26 210	9 787	20 472
	2,81%	3,96%	1,63%	3,33%



I. 2017 CAMPAIGN IN NUMBERS

Assistance to cashew nut producers

DESIGNATIONS	2014	2015	2016	2017	Ecart (%)
Nb of producers	250 000	330 000	350 000	350 000	-----
Number of bush bags distributed	2 500 000	4 000 000	3 845 473	4 313 334	+12
Number of Village Committees created	2 200	2 975	4 819	5 496	+12
Number of producers organized in Committee	100 000	165 191	308 110	462 117	+41
Number of Agricultural Advisors ANADER		150	220	274	-----
Number of producers affected by training courses		102 282	149 950	61 254	Total 313 486



I. 2017 CAMPAIGN IN NUMBERS

☐ Local Processing

DESIGNATIONS	2014	2015	2016	2017	Variation (%)
Raw nuts Production	564 780	702 510	649 587	711 236	+9,5
Number of units installed	22	24	29	29	+0
Installed units capacities (T)	77 384	95 949	104 500	109 500	4,8
%Processing/Production capacity	13,7%	13,7%	16,08%	16,26%	+1,1
Processed quantity (tonnes)	37 696	41 012	40 383	44 628	-1,5
Processing/Production Rate	6,7%	5,8%	6,22%	6,62%	6,4



II. OUTLOOK FOR 2018

- Production projection: 750,000 tonnes;
- Distribution of bush sachery;
- Continuation of the Agricultural Council: Training, orchard restoration, Distribution of improved plants;
- Implementation of the National Research Programme on cashew nuts: Seven research axes, 30 researchers and 8 institutions involved to continue increasing production and quality (customers);
- Approximately 1,200 buyers and 120 approved exporters;
- Quality improvement: Reinforcement of quality control throughout the marketing chain (awareness campaigns through the Quality Platform and implementation of sanctions);
- Enhanced protection of land borders;
- Projection of 100,000 tonnes of local processing (50,000 to 60,000 additional tonnes)



III. INCENTIVES TO LOCAL PROCESSING

- **Additional measures to those in the Investment Code**
- **Local Processing Grant: :**
 - ❖ **400 F CFA per Kg** of cashew kernels produced and marketed
 - ❖ **3 billions F CFA (3,7 millions USD)** paid in 2016 to the local processors
 - ❖ **Spread of the measure over 10 years with a degressive from the 5th year onwards.**
- **Project to Promote the Competitiveness of the Cashew Value Chain (PPCA)** Start-up of the implementation in 2018, in particular the development of industrial zones dedicated to the processing of cashew (Bouaké, Bondoukou, Korhogo, Odienné, Séguéla)
- **Mechanism for facilitating access of industrial units to raw materials**
 - ❖ Establishment of an initial fund: credit lines in local banks;
 - ❖ Reservation of 15% of the exported volumes to the local processing industry
 - ❖ Involvement of Exporters in supplying local processors in RCN



IV. PROMOTIONAL ACTIVITIES IN 2018

- **SIETTA 2018 : 08 to 10 November 2018, Abidjan**
 - Exceptional opportunity to showcase, sell and buy the latest innovations relating to cashew processing
 - Cumulative edition with the CICC Council of Ministers, the ACA 2018 Conference and the Board meeting of ComCashew

- CICC Council of Ministers: International Cashew Advisory Council
 - **March 2018 in Bénin**
 - **November 2018 in Abidjan during SIETTA 2018**



THANK YOU FOR YOUR ATTENTION