

<div style="background-color: #333; color: white; padding: 5px; text-align: center;"> <b>WORLD CASHEW</b> </div> <div style="background-color: #004d40; color: white; padding: 5px; text-align: center;"> <b>CONVENTION &amp; EXHIBITION</b> </div> <div style="background-color: #d32f2f; color: white; padding: 10px; text-align: center;"> <b>JNEC-CI</b>          Journées Nationales          des Exportateurs          de Cajou          de Côte d'Ivoire       </div>	<p>Jointly organised by</p> <p><b>CashewInfo.com</b><sup>®</sup></p> <p>&amp;</p>  <p><b>AEC-CI</b>  <small>ASSOCIATION DES EXPORTATEURS          DE CAJOU COTE D'IVOIRE</small></p>
	<p>12-14 Feb, 2020          Radisson Blu Hotel          Abidjan, Cote d'Ivoire</p>

## WORLD TRADE OF RAW CASHEW NUTS: OPPORTUNITIES FOR REFORM IN CÔTE D'IVOIRE

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 Le Conseil du Coton et de l'Anacarde  
 13 février 2020



# PRESENTATION PLAN

**I- MAIN MEASURES FOR STRUCTURING THE CASHEW NUT SECTOR IN CÔTE D'IVOIRE**

**II- EVOLUTION OF CASHEW NUTS EXPORTS IN IVORY COAST**

**III- IVORY COAST'S MAIN DIFFICULTIES IN THE GLOBAL CASHEW TRADE**

**VI- PROPOSITIONS**

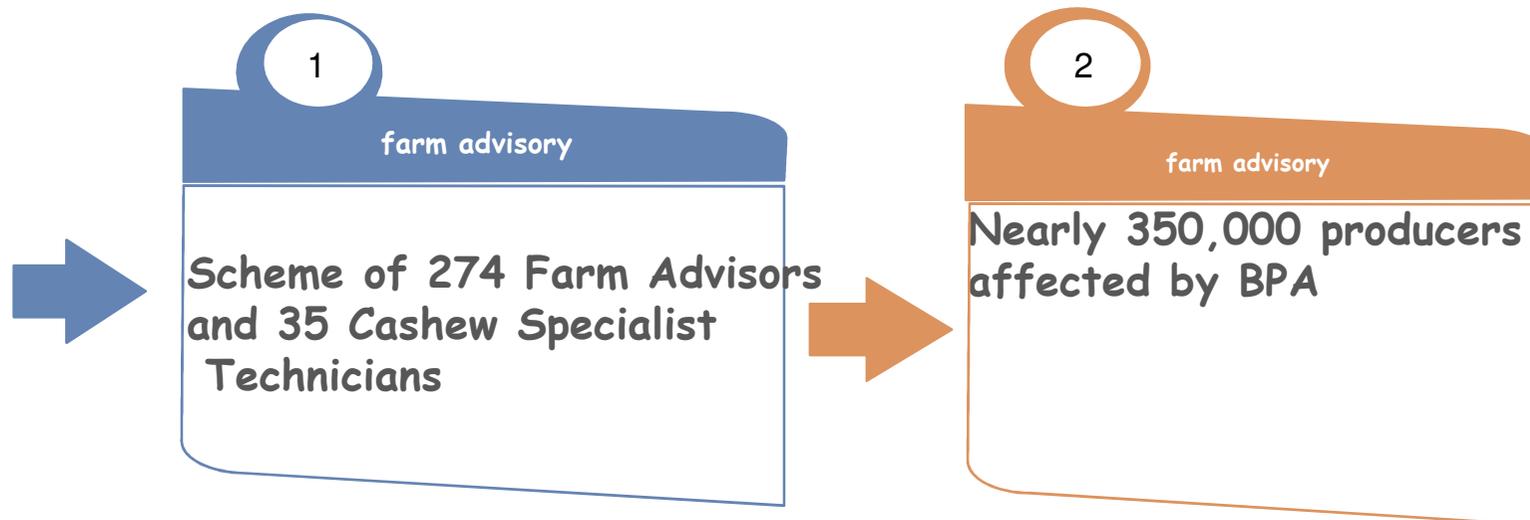


Le Conseil de Régulation, de Suivi et de Développement des Filières Coton et Anacarde

# I- MAIN MEASURES FOR STRUCTURING THE CASHEW NUT SECTOR IN CÔTE D'IVOIRE



## 1- Implementation of a farm advisory system dedicated to cashew nut producers



# I- MAIN MEASURES FOR STRUCTURING THE CASHEW NUT SECTOR IN CÔTE D'IVOIRE



## 2- Organisation of research in the sector

Three (3) confirmed high-yielding genotypes

Eighteen (18) private nurseries equipped and installed

Elaboration of the National Cashew Tree Research Programme (NARP 2018-2028))

# I-MAIN MEASURES FOR STRUCTURING THE CASHEW NUT SECTOR IN CÔTE D'IVOIRE



## 3-Structuring the marketing of cashew



## I- MAIN MEASURES FOR STRUCTURING THE CASHEW NUT SECTOR IN CÔTE D'IVOIRE

4-Supporting the local processing of cashew



### 1- Providing Incentives and Support for Local Processing

- processing subsidy of 400 F per kg of peeled kernels produced and sold;
- ✓ guarantee deposit mechanism (MDG) to facilitate access to raw material financing for industrial units;
- ✓ implementation of the Project for the Promotion of Competitiveness of the Cashew Value Chain (PPCA)
- ✓ Signing of State/Processor agreements.

### 2- Creation of the Cashew Industry Innovation and Technology Centre

## II-EVOLUTION OF CASHEW NUTS EXPORTS IN IVORY COAST

WORLD CASHEW CONVENTION & EXHIBITION

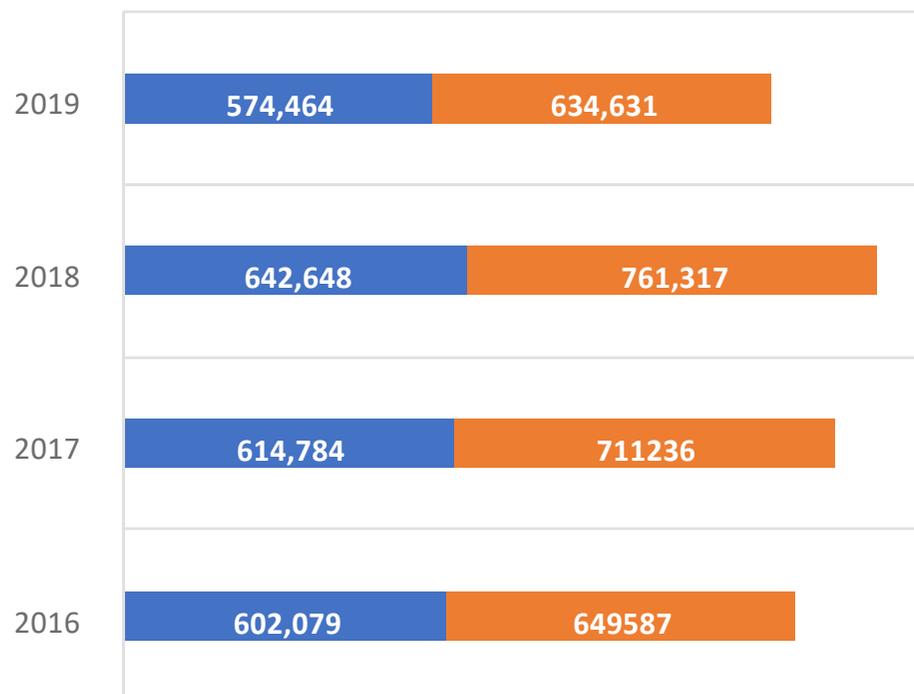
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### 1- Ivory Coast market share

Exports and production in tonnes



- Côte d'Ivoire retains its position as the **world's leading producer and exporter** of cashew nuts

• It represents :

- nearly 45% of West Africa's production (1,850,000 tonnes);
- More than 21% of the estimated world production (3,800,000 tonnes);
- About 30% of this offer.

## II- EVOLUTION OF CASHEW NUTS EXPORTS IN IVORY COAST

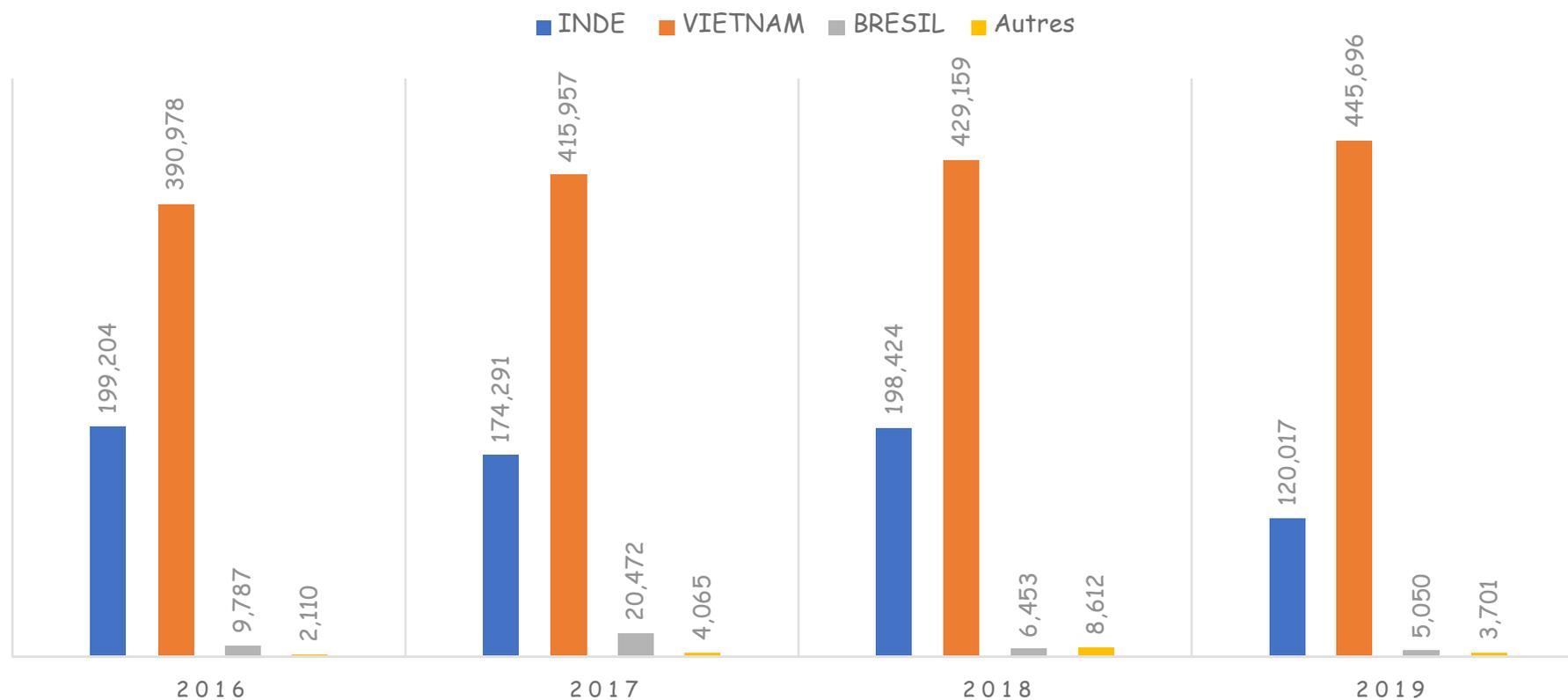
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### 2- Main export destinations



## II- EVOLUTION DES EXPORTATIONS DE NOIX DE CAJOU DE LA CÔTE D'IVOIRE

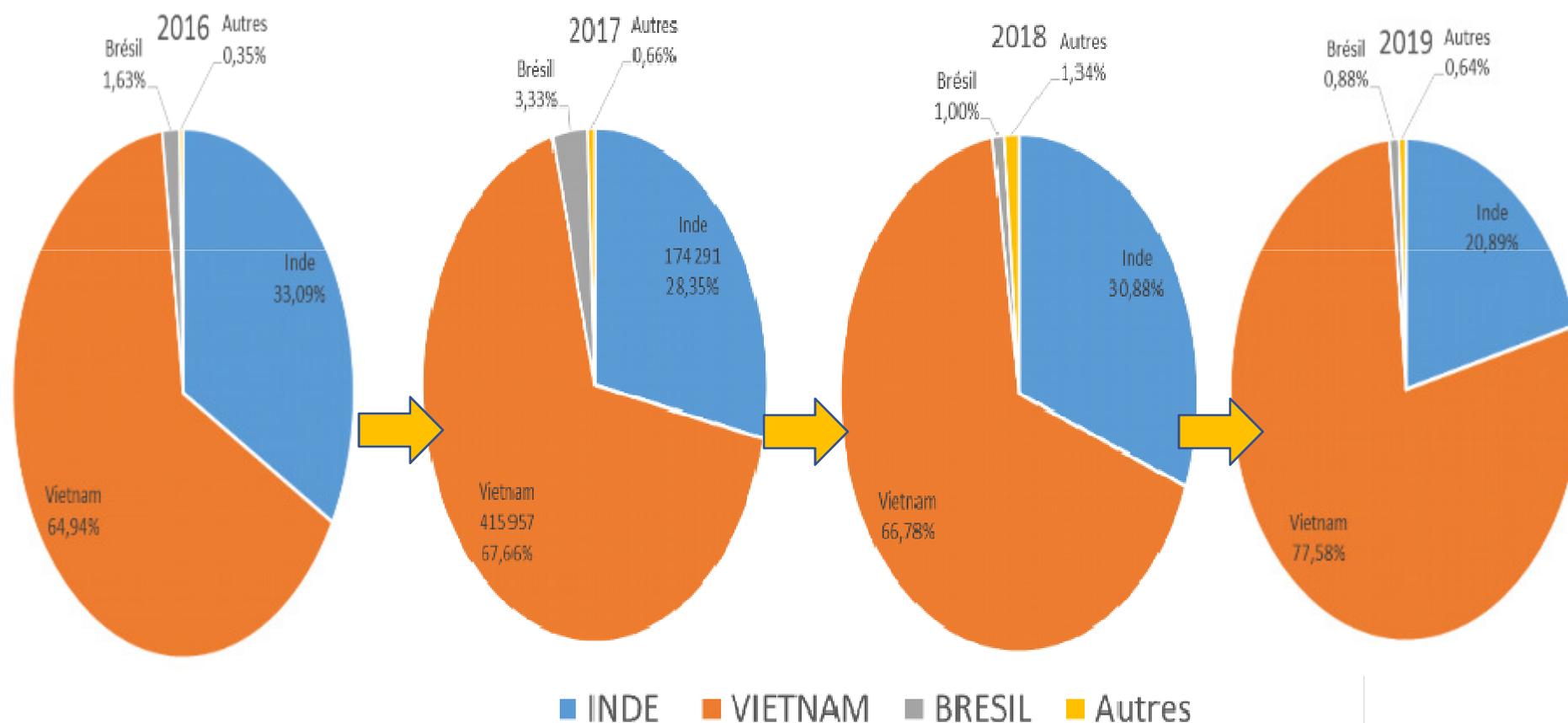
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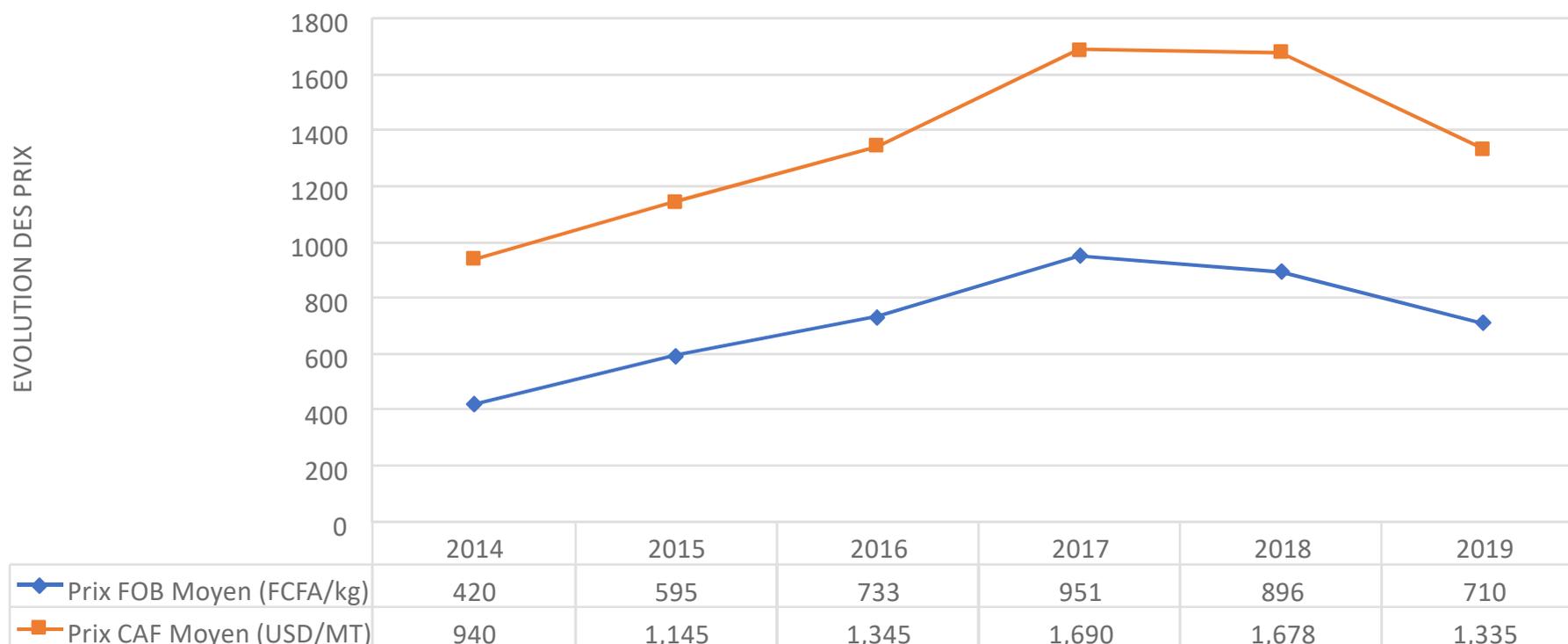
### 3- Share of major importers



## II- EVOLUTION DES EXPORTATIONS DE NOIX DE CAJOU DE LA CÔTE D'IVOIRE



### 1- Evolution of prices from Côte d'Ivoire origin



**Source** : Données du Conseil du Coton et de l'Anacarde - Contrats enregistrés

### III- IVORY COAST'S MAIN DIFFICULTIES IN THE GLOBAL CASHEW TRADE



1. Non-compliance with **the terms of export contracts**, especially by importers;
2. Lack of consensus on the **results of quality analysis** between Ivorian operators and importers ;
3. "**Transit time**" can be long, contributing to the deterioration of product quality.;
4. Problem of financing Ivorian exporters.

## IV- PROPOSITIONS



### 1. Focus on local processing of cashew nuts

→ The Government's commitment and the measures put in place confirm that processing is a major priority for the State of Côte d'Ivoire.;

### 2. Establish through the International Cashew Advisory Council (CICC) :

- an arbitration court for disputes between operators;
- a cashew nut exchange to tackle information asymmetry and price volatility;
- a harmonized system of market quality control.



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# THANK YOU FOR YOUR ATTENTION



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