



WORLD CASHEW CONVENTION ABIDJAN, COTE D'IVOIRE 2020



**IN THAT WAY VIETNAM CAN BENEFIT
FROM IMPORTING NWP BROMA KERNELS
FROM AFRICAN COUNTRIES**

VIETNAM

AFRICA

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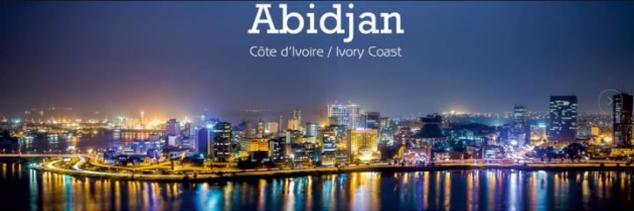
In 2019, we witness the strong rise of cashew industry of African countries, especially led by COTE D'IVOIRE. The evidence for this strong rise is the increasing number of factories located in Africa and the volume of cashew kernel exported from African countries to the world including Vietnam



COTE D'IVOIRE



Jointly organised by
WORLD CASHEW CONVENTION & EXHIBITION
JNEC-CI
Journées Nationales des Exportateurs de Cajou de Côte d'Ivoire
12-14 Feb. 2020
Abidjan, Côte d'Ivoire



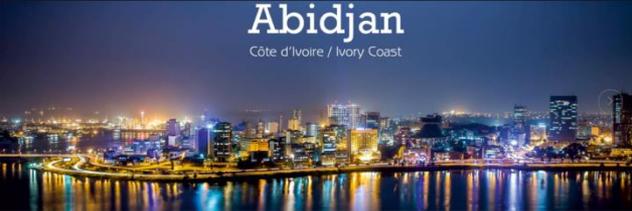
Abidjan
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AFRICAN CASHEW INDUSTRY





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However, the processing industry in African countries still faces many difficulties due to limitations in technology, experience and human resources... These difficulties contribute to industry a new type of semi-finished product that is the broma kernel (kernel with hush).





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And with its cashew business experience, Vietnam has quickly become a customer, the largest market of Africa (especially in Ivory Coast) for this bromo kernel.





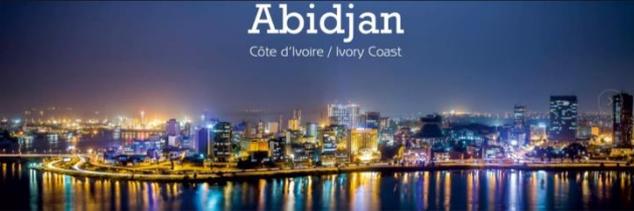
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KERNEL IMPORTED TO VIET NAM 2019

NO	2019 MONTH													TOTAL	KG
	EXPORT COUNTRIES	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC		
1	COTE D'IVOIRE	738,881	927,370	1,025,135	601,327	663,678	238,160	1,351,469	1,387,398	1,033,785	1,533,177	1,346,407	869,180	11,715,967	
2	NIGERIA	410,068	501,129	1,112,112	154,321	158,760	521,182	362,880	566,983	823,597	1,750,345	1,447,276	1,176,104	8,984,758	
3	MOZAMBIQUE	191,380	87,752	278,300	168,000	235,241	140,000	612,207	192,000	431,416	956,148	243,564	366,468	3,902,476	
4	INDONESIA	770,039	1,348,353				15,876	27,216	27,216					2,188,699	
5	GHANA	31,752		45,723	95,256	90,652	190,512	979,368	31,752	64,729	102,174	47,628	47,628	1,727,174	
6	INDIA	78,674			84,965			142,884	31,752	15,876	15,876	15,880	476,278	862,185	
7	GUINEA				15,956		31,442	32,637	31,117	63,871	121,315	47,318	94,525	438,181	
8	BISSAU		15,876	47,628		31,752					92,716	158,760	47,628	394,360	
9	TANZANIA				15,876						15,876	109,862	222,264	363,878	
10	CAMBODIA								100,000					100,000	
11	TOGO								71,241			15,876		87,117	
12	BURKINA									78,110				78,110	
13	BENIN					3,334			15,876					19,210	
TOTAL		2,220,793	2,880,480	2,508,898	1,135,701	1,183,417	1,137,172	3,508,661	2,455,335	2,511,383	4,587,627	3,432,571	3,300,076	30,862,113	KG
														30,862	MT CK
														138,880	MT RCN

SOURCE: LONG SON

EVERY MONTH VIETNAM IMPORT AVG 2,500 TONS KERNEL (MOSTLY BROMA KERNEL) FROM MANY COUNTRIES ESPECIALLY AFRICA, EQUIVALENT TO ABOUT 31,000 TONS OF KERNEL PER YEAR (140,000 TONS RCN PER YEAR, SHARE ALMOST 10% OF TOTAL RCN IMPORT TO VIET NAM)



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THE TRADE OF BORMA KERNEL BRINGS MANY BENEFITS TO BOTH AFRICA AND VIET NAM



**WHAT BENEFITS TO VIET NAM ?
AND
WHAT BENEFIT TO AFRICA ?**

LongSon

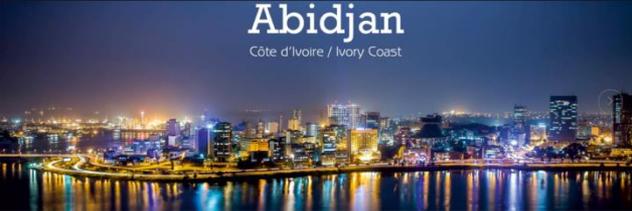




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1. FOR VIETNAM:

- Regarding the environment: Viet Nam is the country with a small, limited land area and high population density. Almost the factories are near the cities, town with many people living. So the shelling will adversely affect the air, soil, water of the residents nearby. So importing broma kernel will help Viet Nam save huge environmental treatment costs and land Resource
- Regarding Constructions: Building factories (only from the stage of peeling to finished products) is easier, lower construction costs, do not need large areas, so it will be easier to build in rural areas where far from towns, cities... and create more jobs for people in those areas
- Shipping costs: Reduce 70% of shipping costs from Africa to Vietnam compared to importing raw seeds
- Reduced reliance on imports of raw cashew nuts which has recently led to speculation of raw cashew nuts, which forced factories to buy at high prices, leading to unprofitable processing.
- Help deep and effective division of labor between African cashew production countries and Vietnam cashew processing countries, helping both sides benefit



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1. FOR AFRICA:

- Take advantage of vast land resource
- Big human resource
- Low investment capital for factory
- Simple technology
- Quick capital rotation
- Unnecessary high-skilled workers
- Easy getting market for all grade
- Process all country production very fast
- One by one step learn the technology from Viet Nam and avoid the mistake etc...

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Cashew supply chain will be distributed around the world as follows:



STEAM
SHELLING
BROMA HEATING
PACKING

AFRICA

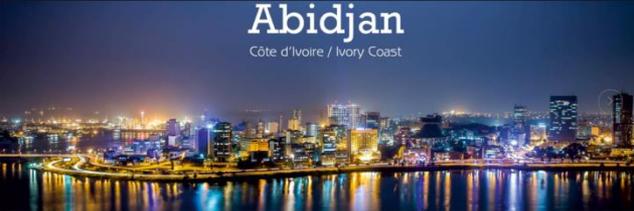


PEELING
GRADING
PASTEURIZATION
PACKING

VIET NAM

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Jointly organised by
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THANK YOU

