

**WORLD CASHEW CONVENTION & EXHIBITION**  
**JNEC-CI**  
Journées Nationales des Exportateurs de Cajou de Côte d'Ivoire

Jointly organised by  
**CashewInfo.com**  
&  
**AEC-CI**  
ASSOCIATION DES EXPORTATEURS DE CAJOU CÔTE D'IVOIRE

12-14 Feb, 2020  
Abidjan, Cote d'Ivoire



# WORLD CASHEW CONVENTION ABIDJAN, COTE D'IVOIRE 2020



**VIET NAM/CAMBODIA**  
**Mr. Stephen Tang Vi Quyen**  
**LONG SON JSC**



**COTE D'IVOIRE**  
**Mr. Konate Issa**  
**AEC-CI Rep**



**TANZANIA/MOZAMBIQUE**  
**Mr. Vasudev Barkur**  
**ETG**



**BENIN**  
**Mr. Pulkit Jain**  
**PAJSON TRADING DMCC**



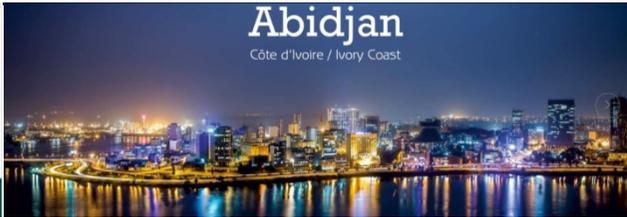
**NIGERIA**  
**Mr. Adeyemi Murtada Adeniji**  
**STARLINK GLOBAL&IDEAL LTD**



**BURKINA**  
**Mr. Ibrahim Sanfo**  
**UNCEA**



**SENEGAL**  
**Mr. Mohamadou Lamine Sene**  
**COFAC**



# WORLD CASHEW CONVENTION ABIDJAN, COTE D'IVOIRE 2020

## VIET NAM & CAMBODIA

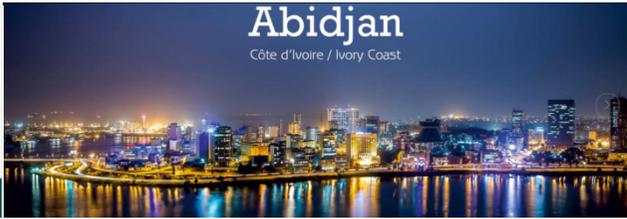
### **SPEAKER:**

**MR. STEPHEN TANG VI QUYEN**

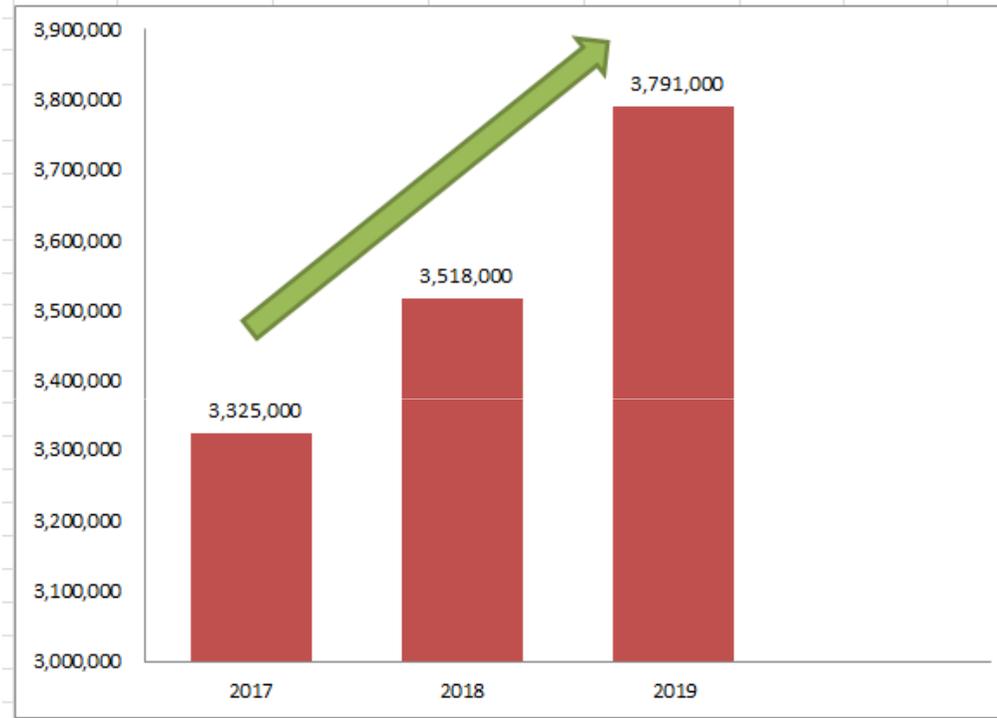
***PURCHASING DIRECTOR***

**LONG SON JOINT STOCK COMPANY**





# WORLD CASHEW CONVENTION ABIDJAN, COTE D'IVOIRE 2020



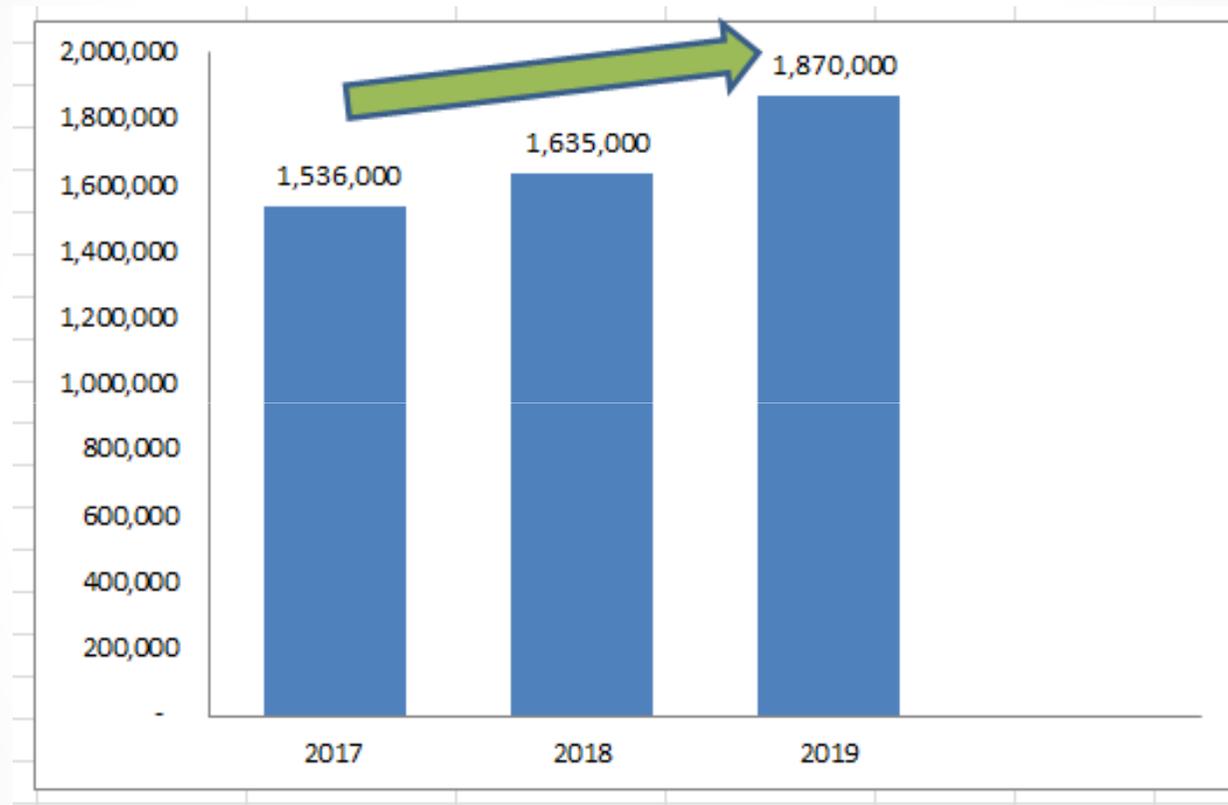
**WORLD PRODUCTION 2017,2018,2019**

# WORLD CASHEW CONVENTION ABIDJAN, COTE D'IVOIRE 2020

COUNTRY	2017/2018				2018/2019				2019/2020*			
	CROP	TOTAL SUPPLY	ENDING STOCK	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK	
INDIA	817,000	817,000	-	-	817,000	817,000	45,000	45,000	750,000	795,000	-	
COTE D'IVOIRE	673,000	673,000	20,000	20,000	700,000	720,000	35,000	35,000	800,000	835,000		
VIETNAM	300,000	300,000	40,000	40,000	350,000	390,000	30,000	30,000	370,000	400,000		
TANZANIA	300,000	300,000	30,000	30,000	275,000	305,000	250,000	250,000	250,000	500,000		
GHANA	75,000	75,000	-	-	80,000	80,000	-	-	200,000	200,000		
NIGERIA	180,000	180,000	-	-	200,000	200,000	5,000	5,000	200,000	205,000		
GUINEA-BISSAU	225,000	225,000	-	-	225,000	225,000	-	-	200,000	200,000		
BRAZIL	100,000	100,000	-	-	150,000	150,000	-	-	120,000	120,000		
BENIN	110,000	110,000	-	-	150,000	150,000	5,000	5,000	150,000	155,000		
CAMBODIA	110,000	110,000	-	-	170,000	170,000	-	-	220,000	220,000		
BURKINA FASO	80,000	80,000	-	-	85,000	85,000	-	-	120,000	120,000		
INDONESIA	80,000	80,000	-	-	85,000	85,000	-	-	100,000	100,000		
MOZAMBIQUE	92,000	92,000	-	-	86,000	86,000	-	-	100,000	100,000		
SENEGAL	55,000	55,000	-	-	55,000	55,000	-	-	50,000	50,000		
GAMBIA	15,000	15,000	-	-	15,000	15,000	-	-	20,000	20,000		
KENYA	10,000	10,000	-	-	10,000	10,000	-	-	11,000	11,000		
OTHERS	123,000	123,000	-	-	125,000	125,000	-	-	130,000	130,000		
<b>TOTAL</b>	<b>3,345,000</b>	<b>3,345,000</b>	<b>90,000</b>	<b>90,000</b>	<b>3,578,000</b>	<b>3,668,000</b>	<b>370,000</b>	<b>370,000</b>	<b>3,791,000</b>	<b>4,161,000</b>	<b>-</b>	

## WORLD PRODUCTION 2017,2018,2019

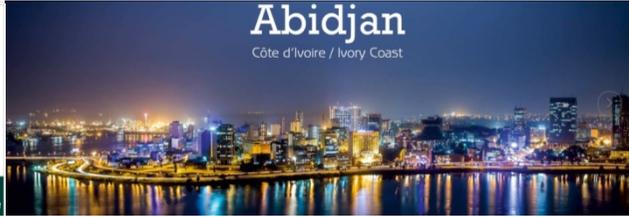
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**WEST AFRICA PRODUCTION 2017,2018,2019**

**WORLD  
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& EXHIBITION  
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# WORLD CASHEW CONVENTION ABIDJAN, COTE D'IVOIRE 2020

## OVERVIEW OF VIETNAM 2017,2018,2019



# WORLD CASHEW CONVENTION ABIDJAN, COTE D'IVOIRE 2020

## 1. IMPORT RCN

YEAR		2017		2018		2019		% INCREASE	
NO	COUNTRY	QUANTITY (MT)	NO	COUNTRY	QUANTITY (MT)	NO	COUNTRY		
1	COTE D'IVOIRE	440,381	1	COTE D'IVOIRE	488,978	1	COTE D'IVOIRE	504,193	3.11 ▲
2	NIGERIA	176,627	2	NIGERIA	170,283	2	TANZANIA	217,444	79.16 ▲
3	TANZANIA	147,451	3	GHANA	167,109	3	GHANA	215,062	28.70 ▲
4	GHANA	142,333	4	CAMBODIA	147,520	4	CAMBODIA	169,761	15.08 ▲
5	CAMBODIA	91,134	5	TANZANIA	121,370	5	NIGERIA	166,002	-2.51 ▼
6	GUINEA	64,163	6	BISSAU	63,747	6	BISSAU	85,299	33.81 ▲
7	BENIN	56,085	7	GUINEA	50,926	7	GUINEA	84,463	65.86 ▲
8	INDONESIA	36,920	8	BURKINA FASO	45,163	8	BURKINA FASO	73,775	63.35 ▲
9	MOZAMBIQUE	30,861	9	INDONESIA	39,930	9	INDONESIA	50,778	27.17 ▲
10	BISSAU	28,949	10	BENIN	27,307	10	TOGO	42,033	106.15 ▲
11	TOGO	27,796	11	MOZAMBIQUE	23,694	11	BENIN	41,250	51.06 ▲
12	BURKINA FASO	24,885	12	TOGO	20,390	12	SENEGAL	24,226	66.22 ▲
13	SENEGAL	11,115	13	SENEGAL	14,575	13	GAMBIA	13,395	104.13 ▲
14	GAMBIA	9,451	14	GAMBIA	6,562	14	MOZAMBIQUE	10,461	-55.85 ▼
15	OTHERS	12,532	15	OTHERS	10,654	15	OTHERS	13,971	31.13 ▲
<b>TOTAL</b>		<b>1,300,683</b>			<b>1,398,208</b>			<b>1,712,114</b>	
<b>% INCREASE</b>					<b>7.50</b> ▲			<b>22.45</b> ▲	

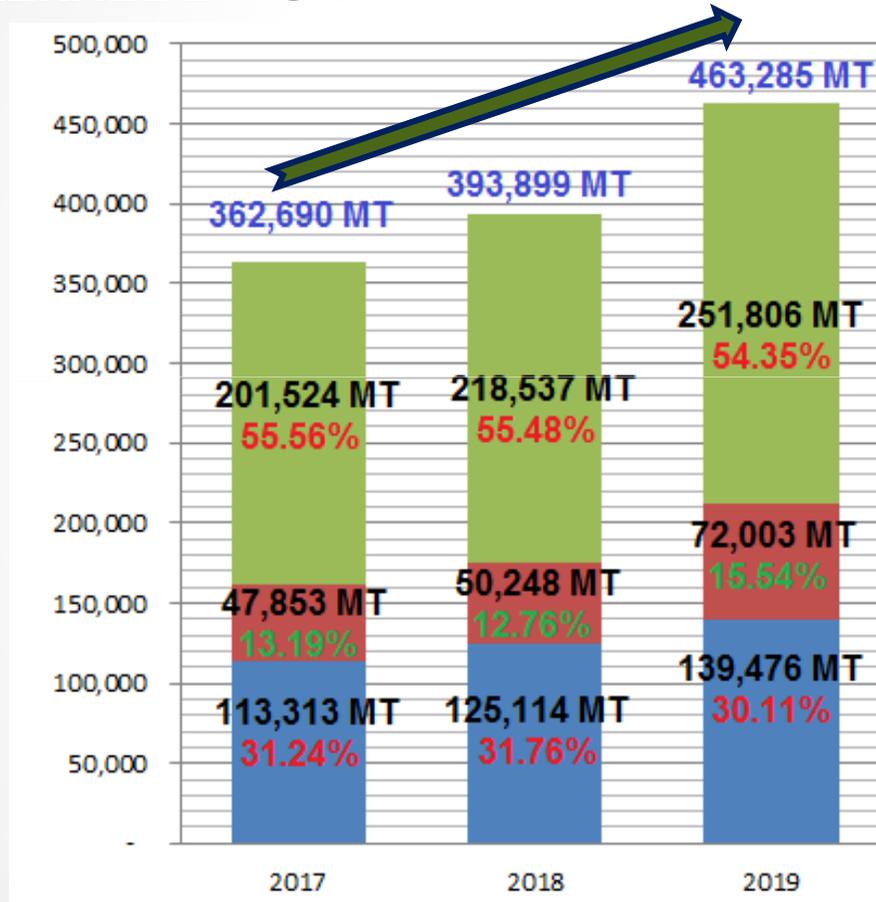
SOURCE: LONGSON

## VIETNAM RCN IMPORT VOLUME 2017,2018,2019



# WORLD CASHEW CONVENTION ABIDJAN, COTE D'IVOIRE 2020

## 2. KERNEL EXPORT



YEAR	2017	2018	2019
USA	113,313	125,114	139,476
		▲ 10.41	▲ 11.48
CHINA	47,853	50,248	72,003
		▲ 5.00	▲ 43.30
EU&OTHERS	201,524	218,537	251,806
		▲ 8.44	▲ 15.22
TOTAL (TONS)	362,690	393,899	463,285
		▲ 8.60	▲ 17.62

■ EU & OTHERS

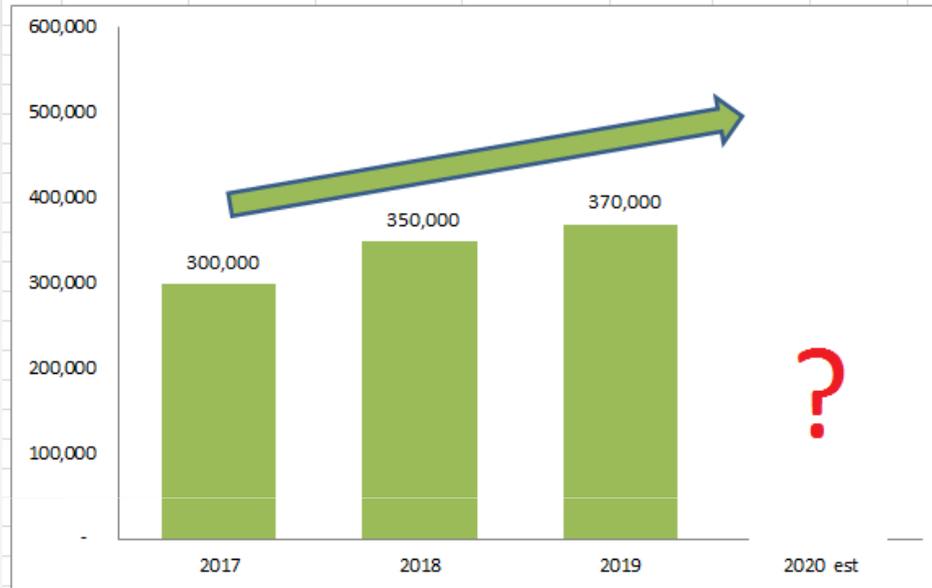
■ CHINA

■ USA

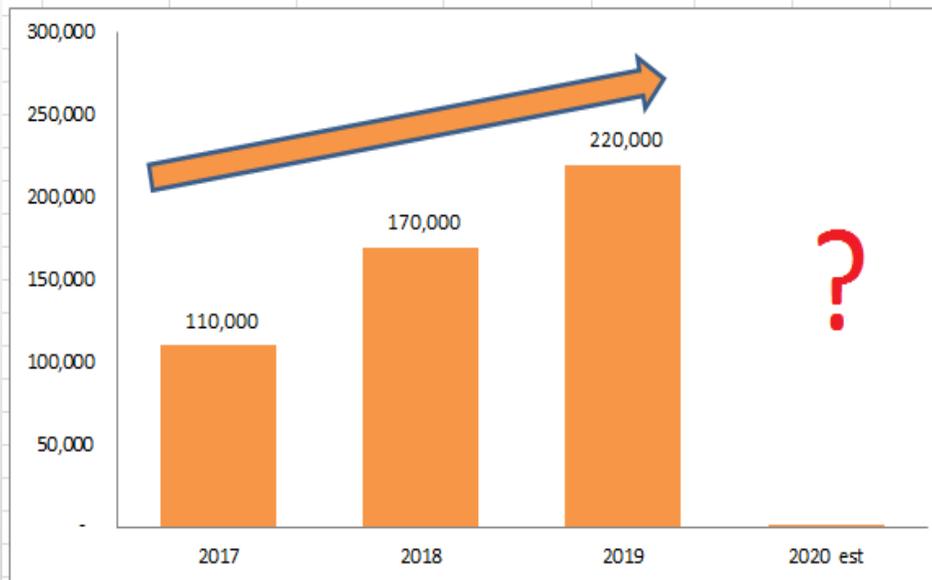
**KERNEL EXPORT FROM VIET NAM  
INCREASE EVERY YEAR**

**VIETNAM KERNEL EXPORT VOLUME 2017,2018,2019**

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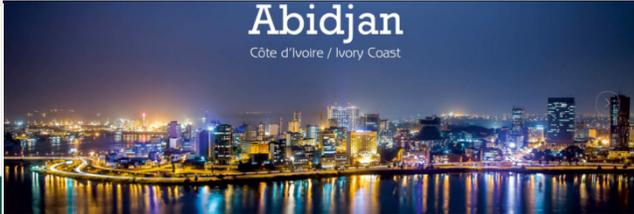


**VIET NAM PRODUCTION  
 2017,2018,2019,2020est**



**AND WORLD PRODUCTION  
 2020 ?**

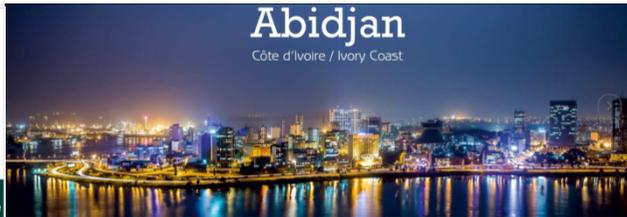
**CAMBODIA PRODUCTION  
 2017,2018,2019,2020est**



# WORLD CASHEW CONVENTION ABIDJAN, COTE D'IVOIRE 2020

# VIET NAM AND CAMBODIA 2020 RAW CASHEW CROP PROSPECTS AND OUTLOOK





# WORLD CASHEW CONVENTION ABIDJAN, COTE D'IVOIRE 2020

## VIET NAM:

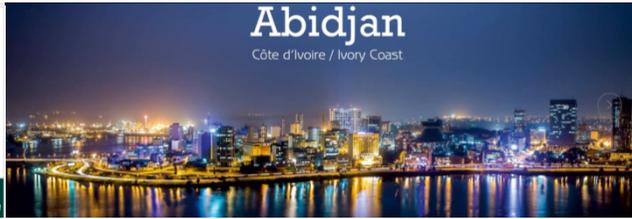
- CROP IS VERY GOOD THIS YEAR
- CURRENT PRICE **4/2/2020**: 27,000 VNĐ (FRESH), AFTER SUNDRIED MAY COME 33,000 VNĐ /54-55lbs (~**1400 USD**)

## CAMBODIA

- CROP ALSO VERY GOOD THIS YEAR
- CURRENT PRICE **4/2/2020**:
  - + SMALL NUT: 27,000 VNĐ (FRESH), AFTER SUNDRIED MAY COME 31,000 VNĐ /52-53lbs (~**1,350 USD**)
  - + BIG NUT (100-110 NUTS): 34,000 VNĐ (FRESH), AFTER SUNDRIED MAY COME 38,000 VNĐ/51-52lbs (~**1,600 USD**)

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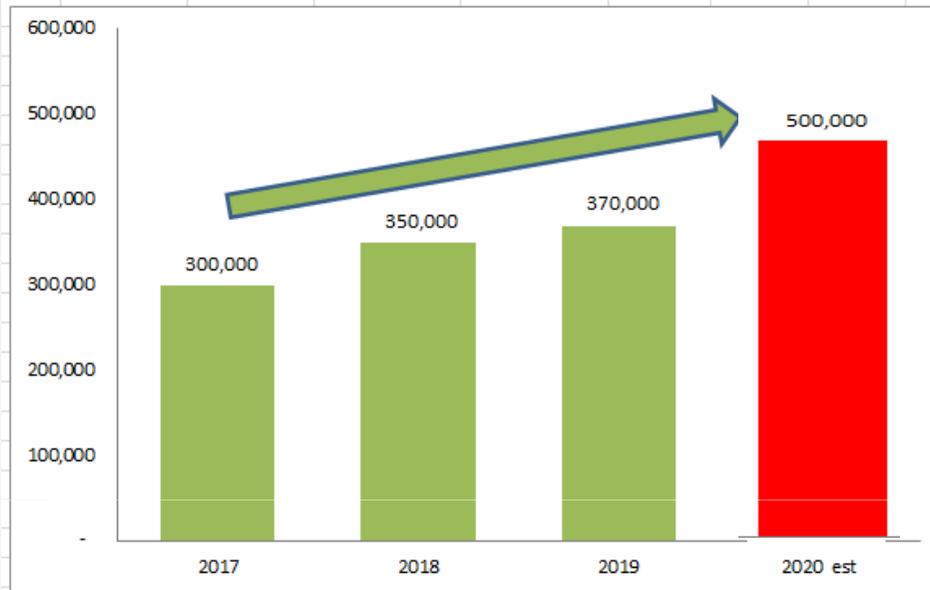
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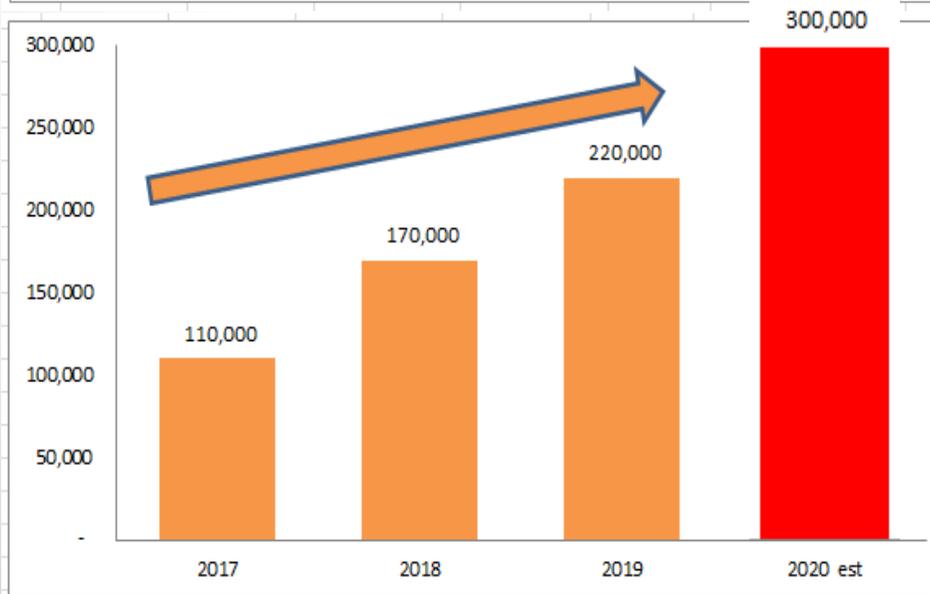
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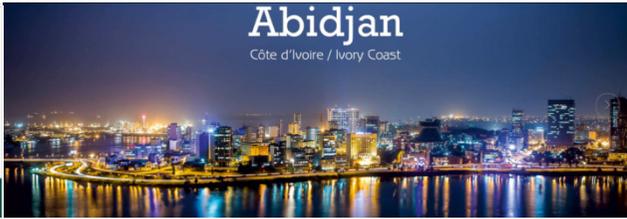
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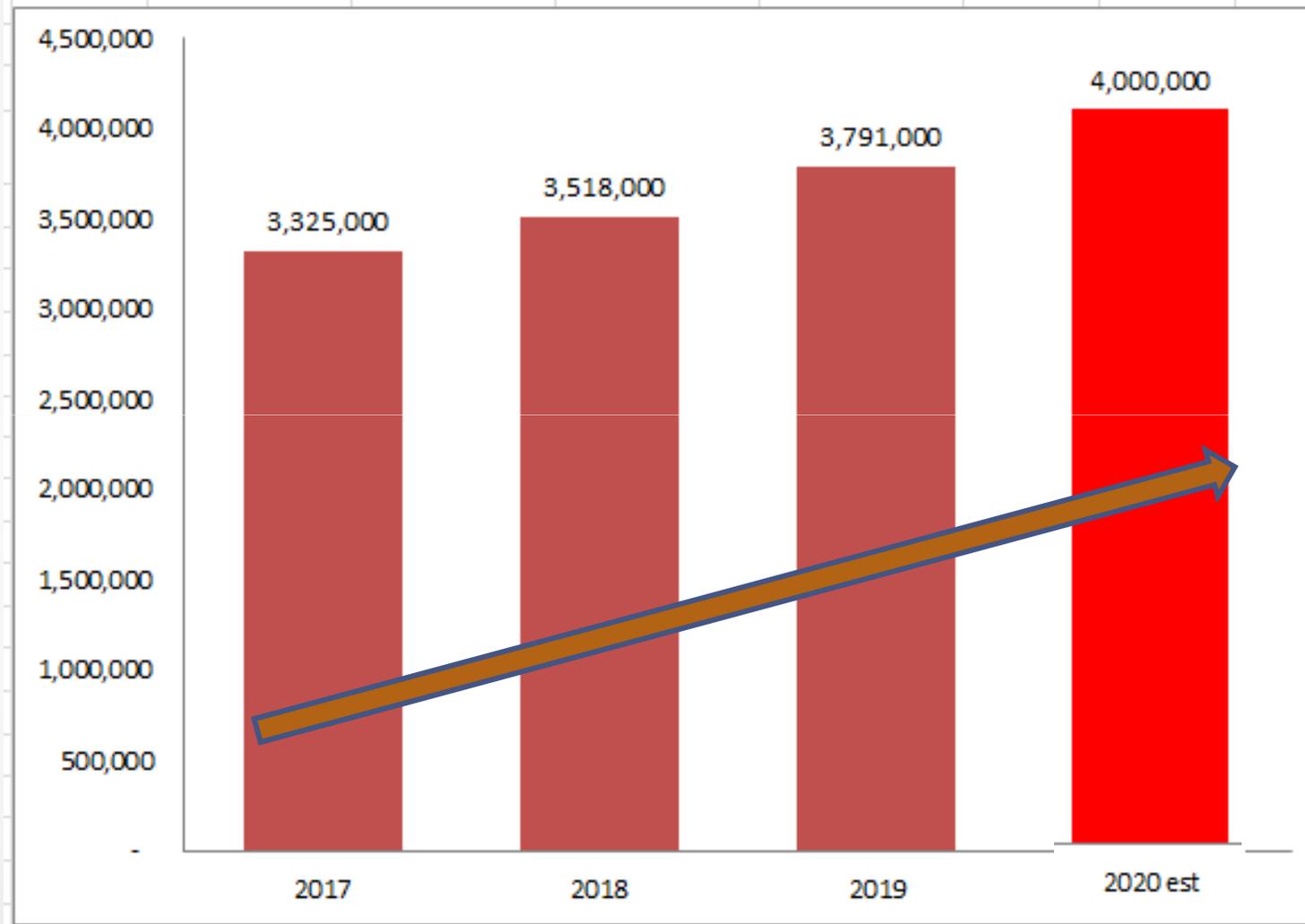
**VIET NAM PRODUCTION  
 2017,2018,2019,2020est**



**CAMBODIA PRODUCTION  
 2017,2018,2019,2020est**



# WORLD CASHEW CONVENTION ABIDJAN, COTE D'IVOIRE 2020



WORLD PRODUCTION 2017,2018,2019,2020

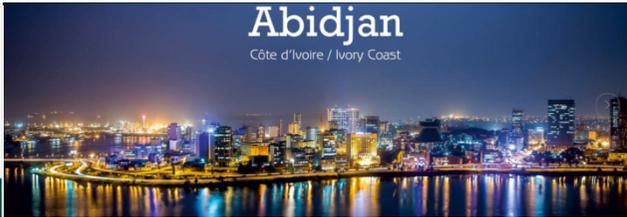


# WORLD CASHEW CONVENTION ABIDJAN, COTE D'IVOIRE 2020

## WORLD PRODUCTION 2020

- **World production 2020 may reach 4,000,000 MT**
- **Ending stock from 2019 will move to 2020: almost from Tanzania old and new crop move to 2020 are 200,000 MT. Around 100,000 MT still in hand of one big company**
- **And this new crop is offering very high price in VN and Sellers do not want to sell low. While kernel price is so weak and cheap, so Vietnam processors do not pay the price and now focus for Vietnam and Cambodia new crop**
- **So Total crop supply for 2020 will be 4.200.000 MT**



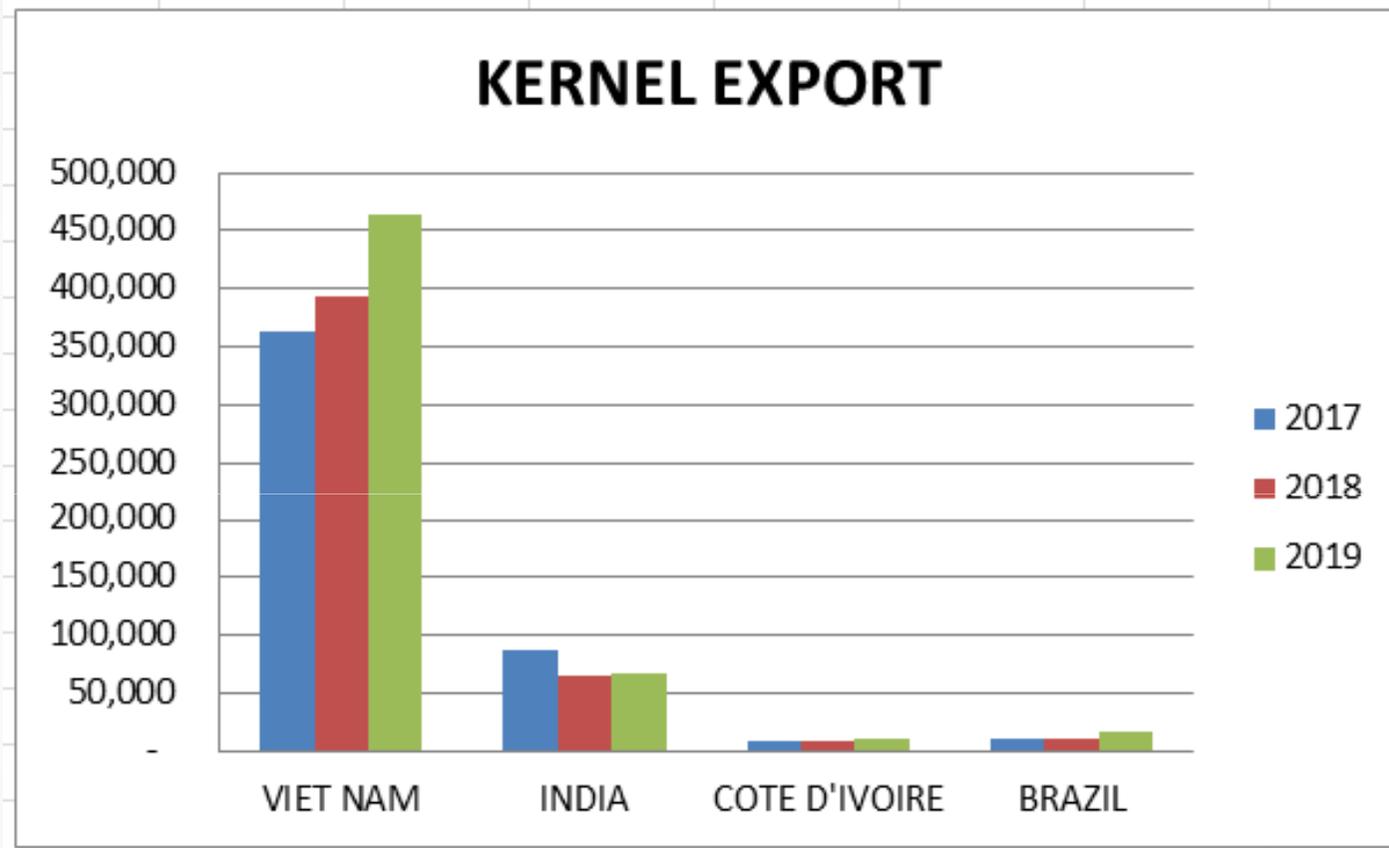


# WORLD CASHEW CONVENTION ABIDJAN, COTE D'IVOIRE 2020

# WORLD KERNEL EXPORT 2017,2018,2019 FROM PROCESSING COUNTRIES



# WORLD CASHEW CONVENTION ABIDJAN, COTE D'IVOIRE 2020

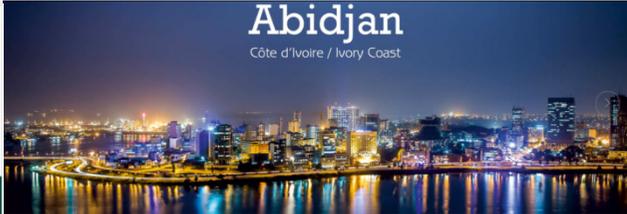


	VIET NAM	INDIA	COTE D'IVOIRE	BRAZIL
<b>2017</b>	363,000	88,000	8,000	11,000
<b>2018</b>	394,000	64,000	8,200	11,000
<b>2019</b>	463,000	66,000	11,000	16,000

# WORLD CASHEW CONVENTION ABIDJAN, COTE D'IVORE 2020



**WW320 PRICE CHART AND RCN PRICE IN SAME TIME**



# WORLD CASHEW CONVENTION ABIDJAN, COTE D'IVOIRE 2020

## UNREASONABLE PRICE BETWEEN RAW SEED & KERNEL

- Raw seed price is very high & kernel price is very low => Processors get loss
  - CK current FOB
    - WW320: 3.1 – 3.15 usd/lbs
    - WS: 1.9 usd/lbs
    - LP: 1.45/lbs
    - Spotted: No market or very very low
  - RCN Current price CNF
    - TANZANIA 2019 \$1,600/53lbs (\$100 down compare with Jan)
- ⇒ With W320 \$3.1-\$3.2 FOB, Tanzania 53lbs should be \$1,200 – \$1,300
- ⇒ Right now many tanzania raw seed cant sell in VN and still in warehouse





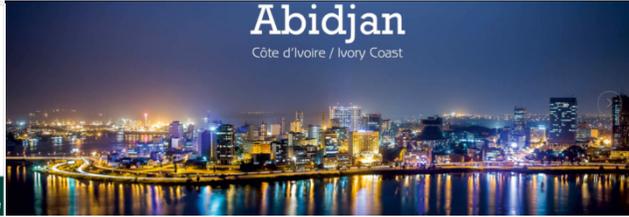
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- **Because of Corona virus so now china market is dead. China is the third market with 16% share of VN total export volume)**
  - **Some borders with China have closed so many shipment by trucks also will be blocked**
  - **Chinese buyers also request factories to delay the shipment or some suggest to cancel**
- ⇒ **Its very difficult for kernel market move up. So we believe that raw seed price should be go down to meet the kernel market**



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**Abidjan**  
Côte d'Ivoire / Ivory Coast

# WORLD CASHEW CONVENTION ABIDJAN, COTE D'IVOIRE 2020

# THANK YOU

STEPHEN TANG VI QUYEN

**LongSon**

