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12-14 Feb, 2020  
Radisson Blu Hotel  
Abidjan, Cote d'Ivoire

## PROFESSIONALISING RAW CASHEW TRADE FOR GROWTH

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# PROFESSIONALISING RAW CASHEW TRADE FOR GROWTH



## Content

- Shape the structure of global raw cashew nut
- Demanding for reform & Engine and resource for RCN growth
- Tan Long Cashew & Solutions



# Shape the structure of global raw cashew nut (RCN)



- West Africa will be the dominant force in supplying RCN in production with 55% of 2.2 mil tons (est.)
- India already lose its position as the largest RCN producer in the world to Cote d'Ivoire. Thus, Coted d'Ivoire will be reaching 1 mil tons (est.) in 2022
- Vietnam will remain largely reliant on RCN imports from Africa, around 2 mil tons (est.) in 2020
- Vietnam will continue to adopt innovative models to secure its supply base, especially new key players like T&T Group





# Demanding change for RCN reform

- Flow cross border trade results to out of control quality
- Infrastructure logistics including sea-port and inland transportation, warehouse not yet full invested to matching with trade RCN requirement.
- The cost from farm gate to FOB price basis is so high, not taking advantage to other products like walnut, hazelnuts...





# Engine and resource for RCN growth

- RCN is becoming the second position as cash crop export product from West Africa after Cacao only.
- Each market has detail of framework plan to developing RCN with comprehensive consult from World Bank, International Organization...
- Africa is creating successfully Africa Union with a view to strengthening the trade and investment with the US, EU, China and other partnerships
- Big players from India, Vietnam, Singapore, China... are trying to enhance their competitiveness in purchase RCN from Africa.



# Tan Long cashew activities



- In Cote d'Ivoire: Cooperating with CCA and GIE
- In Guinea Bissau: Cooperating with Ecobank, Mearsk Logistics and Bulk Vessel owners
- In Tanzania: Cooperating with CPB and Partnerships.

We are pioneer to applying the QC control, logistics and financial solutions to secure the quality and reduce the cost of products



# Tan Long cashew activities

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# Suggestion solutions



- Trying to limit the flow cross border trade, especially in Ghana and Benin to identify the source of raw cashew nuts from Mali, Burkina Faso, Togo, Cote d'Ivoire or Nigeria. We need to focus on quality control at the upstream of flow distribution.
- This year, Cote d'Ivoire invested in expanding the Abidjan Port with Terminal 2 to increase volume of containers transportation. But we expect to see the same situation in Ghana, Nigeria...with more terminal for bulk vessel.
- We also hope that Africa countries supplying RCN to reduce the export tax to give more benefit to their farmer.



Thank you for your attention

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