



INDIAN CASHEW MARKET POST COVID 19

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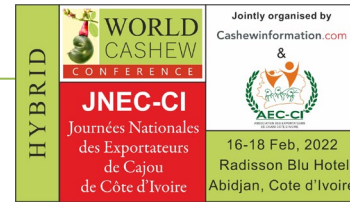
STATUS PRE COVID

- Largest And Fastest Growing Consuming Market
- Largest Consumer Of Cashew Broken- Growing Ingredient Segment
- Indian Gdp Per Capita @Usd 2150
- Per Capita Consumption Of Cashew- 240g
- Manufacturing Growth- From 9 States To 16 States- Pan India
- Non Traditional Processing Areas- New Big Mechanical Plants
- Raw Cashew Nuts Expansion- 742,000 Mt For 2019-20



WHAT HAPPENED DURING COVID

- Raw Cashew Production Disruption- 690,000 Mt
- Drop In Imports To 8,00,000 Mt
- Processing Disruption – Major Lockdown For 90 Days In 2 Waves-rural India / Non-Mechanized Plants Impacted
- Wholesale Mandi's And Retail Chain Stores Operated For Limited Hours For Essentials Only
- Per Capita Consumption Of Cashew : 150g Down From 240g
- Closure of HoReCa segment – Major crash in prices of broken grades



KEY DRIVERS POST COVID

- The Rise In E.Com BUSINESS :3-X GROWTH IN MOST PLATFORMS
- Flipkart, Amazon, Big Basket, Reliance Jio Marts To Cover Over 200 Cities With Partnership With Over 400,000 Stores
- Udaan..B2b Platform For Small & Medium Businesses In 1000 Towns
- Market Dynamics Disrupted
- Major Impact On General Trade
- Consumer Budget Has Decreased
- Shift In Consumption Pattern And Behavior.. Premium Nuts, No Longer A Fancy



KEY DRIVERS

- Myth On Cashew Finally Broken... Dry Fruits More Preferred For Health Post Covid
- Almond Prices Impacting Cashew Pricing.. Kaju Badam, aek Daam! (Cashew Almond, same Price!)
- Manufacturers Shifting To Retail Consumer Packs. Hygienic, safer And Easier To Market
- Post Covid Focus Shifts To Food Industries. New Gen Start-ups
- Cashew Industry Center Of Attraction- 150 Industries With 40 Mt/Day Capacity On The Anvil
- Processing Capacity Expansion: 150,000 Mt For 2022.



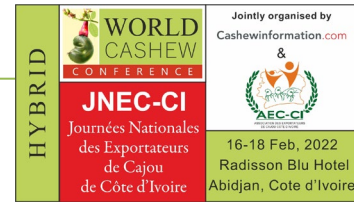
PROSPECTS

- Lower Domestic Production & Imports 2021- Carry Over Stocks Drawn Down
- Global Supply Chain Disruption-delay In Shipments, Ocean Freights Will Have Dire Consequences On Industry
- Congestions In African Ports...Adding To The Woes
- Early Decisions On Key Government Policies On Exports -Critical
- Industry Will Need To Absorb 0.4 MLN Mt In The Next 12 Weeks
- Global Retail Inflation To Impact Credit Costs



PROSPECTS 2022

- Delayed But Normal Crops In All Origins
- Indian Economy Bouncing Back With Surge In Pent Up Demand Post Covid
- Low Cashew Kernel Inventory- Both With Traders And Industry
- Covid To Be Endemic By March 2022:-
- Normalcy In Festival Celebrations
- The Big Fat Indian Weddings-2.5 Million In The Next 2 Months
- Consumption Will Bounce Back...and Grow By at least 5%.



ESTIMATES	QUANTITY IN MT
CURRENT RCN INVENTORY IN INDIA	80,000
ESTIMATED INDIAN CROP PRODUCTION 2022	7,75,000
ESTIMATED IMPORTS FOR 2022	10,50,000
EXPECTED CONSUMPTION OF RCN FOR PROCESSING	17,70,000
TOTAL EXPECTED KERNEL GENERATION	403,000
EST INDIAN CONSUMPTION	323,650
EXPECTED EXPORTS FOR 2022	80,000
CARRY FORWARD RCN FOR 2023	135,000

HYBRID	 WORLD CASHEW CONFERENCE	Jointly organised by Cashewinformation.com &  AEC-CI
	JNEC-CI Journées Nationales des Exportateurs de Cajou de Côte d'Ivoire	16-18 Feb, 2022 Radisson Blu Hotel Abidjan, Cote d'Ivoire

THANK YOU