



# Cashew Kernels Market -Middle East

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Export Trading Group

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# Middle East Region

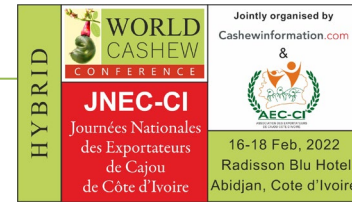


Bahrain  
Cyprus  
**Egypt**  
Iran  
Iraq  
**Israel**  
Jordan  
Kuwait  
Lebanon  
Oman  
Palestine  
**Qatar**  
**Saudi Arabia**  
Syria  
**Turkey**  
**United Arab Emirates**  
Yemen

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

# Facts About Middle East Market

- Importation of cashew nut is approximately 60,000 MT for year 2020.
- Price Sensitive Market
- As of now, not very strict on the certification requirement such as BRC, traceability and CSR.
- Tin packing is preferred packing as compared to flexi-pouch vacuum pack.
- Large consumer base for big size nut W160, W180, W210, W240, W320, SW210, SW240, SW 320
- Currently preferred origin of importation is India.
- UAE plays a major role in inter-country trade of cashew nut and other nuts in the Middle East. In 2020 Due to Covid Restriction, lots of cross boarder trades were restricted and volume got reduced compared to 2019.



# Import Data (Year 2019,2020)

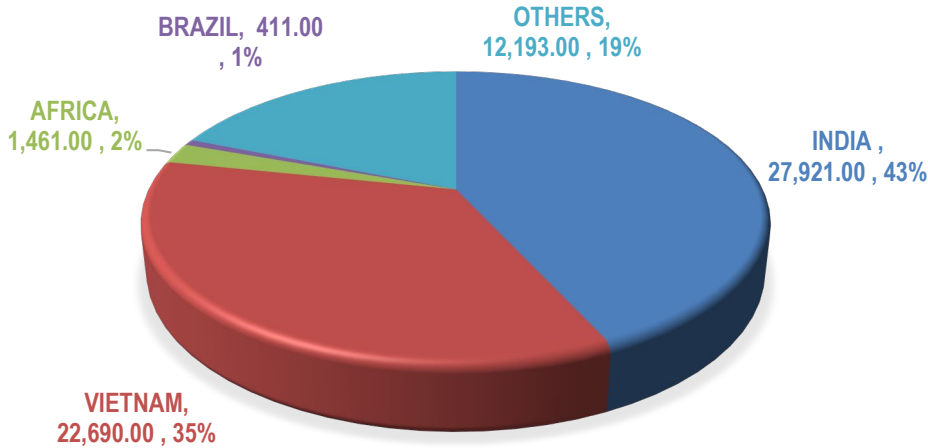
Country Name	YEAR 2019	YEAR 2020
Bahrain	890.00	607.00
Cyprus	281.00	324.00
Egypt	1,891.00	3,138.00
Iran	6,159.00	306.00
Iraq	2,924.00	3,880.00
Israel	7,137.00	8,018.00
Jordan	427.00	125.00
Kuwait	2,399.00	1,788.00
Lebanon	641.00	520.00
Oman	1,771.00	777.00
Qatar	1,752.00	1,489.00
Saudi Arabia	11,045.00	10,403.00
Syria	207.00	123.00
Turkey	8,115.00	12,090.00
<b>United Arab Emirates</b>	<b>17,296.00</b>	<b>15,655.00</b>
Yemen	1,741.00	-
<b>TOTAL</b>	<b>64,676.00</b>	<b>59,243.00</b>

- UAE is acting as Transit or Trading Hub for the Cashew Kernel for Middle East Market.
- UAE is facilitating the supply of cashew nut to nearby countries where direct importation is not possible in large scale.
- UAE's self-consumption is less due to low population base

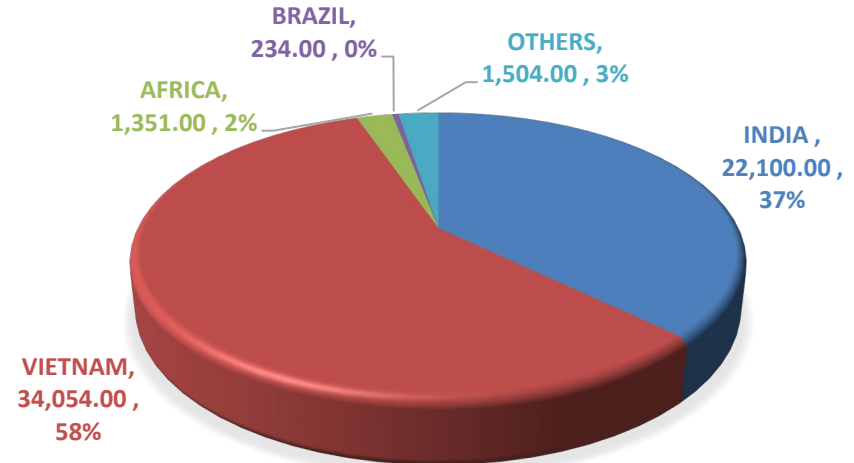


# Trade Route

### IMPORTATION BREAK UP ORIGIN WISE (2019)



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- Vietnam Share is increasing in the Supply of Cashew Kernel to Middle East.
- Africa Mainly Supply Broken Pieces to the Middle East Market.
- Other category is Mainly Inter- country or cross boarder trade from Near by Country, Mainly from United Arab Emirates.

# New Trend & Way forward



- Acceptability of the flexi-pouch vacuum pack cargo is increasing
- Growth in consumption has seen due to population growth and increase in floating population due to tourism and consumption of Nuts for healthy life.
- For last 2 to 3 years, the Middle East is changing its focus to importing processed cashew kernels from Vietnam and African countries, due to lower prices and continuity in supply of all grades throughout the year.
- Retail consumer brands are enforcing all cashew suppliers to obtain food safety certifications.
- Due to its strategic location, infrastructure and excellent logistic arrangement, **UAE** can emerge as world's largest consumer brand packing centre for many of world's Best Nut Brands.
- For year 2022, market size is expected to reach up to 70,000 MT

Thank you

