



african cashew alliance

2015

A F R I C A N C A S H E W A L L I A N C E

Growing the African Cashew Industry!

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Message from the President

Dear Cashew Colleagues,

The year 2015 was a productive and exciting year for the African Cashew Alliance, demonstrating the importance of a strong member base and dynamic value-added services in overcoming market challenges.

Across Africa, 2015 was undoubtedly a difficult year for the cashew industry. Price volatility and new policies in some member countries in West Africa caused a crisis for local cashew processors. As companies weathered these challenges, ACA was at the forefront of this progress, providing crucial advocacy for better policy in the sector, technical assistance and services to our member companies during this time of tumult.

Perhaps most significantly, this year ACA signed three new donor-funded projects that will significantly impact the cashew value chain in West and East Africa. With the generous support of the USAID West Africa Trade & Investment Hub, the Walmart Foundation, and the African Development Bank, ACA expanded its activities and service delivery in 13 countries. These projects work to strengthen the capacity of cashew processing companies, greatly improve the livelihoods of cashew farmers and link African cashew industry stakeholders to the international market. In addition to these objectives, these projects are unique as two of them emphasize the empowerment of women in the value chain and the other seeks to strengthen the internal capacity of ACA to provide value-added services. The commencement of these new projects complement the already existing Global Development Alliance and Towards Inclusive Markets Everywhere Programs with USAID. ACA is eager to see the full impact and benefits of these projects on the ground in the coming years.

There was a growing interest in processing companies for the ACA Quality and Sustainability Seal in 2015. During the year, CASA from Côte d'Ivoire and Condor Nuts and Condor Cajou from Mozambique, successfully attained certification in the ACA Seal's international standards of food quality and social responsibility, bringing it to a total of 9 ACA Seal Certified Companies. With the commitment of major international buyers to prioritize the purchase of African-processed nuts that meets international quality and food safety standards, a further nine processors across the continent are now working towards Seal certification.

The annual ACA World Cashew Festival & Expo 2015 took place in Maputo, Mozambique and welcomed over 230 participants from 23 countries. This year's conference theme—"Setting Sustainable Standards"—focused on vital topics, such as access to finance and investment, policymaking challenges, as well as market trends in the global industry. As one of the largest annual cashew industry events in the world, the conference demonstrates the power and potential of the African cashew industry. ACA is proud to continuously host this event and use it as a dynamic platform for networking and knowledge sharing to benefit all stakeholders in the African cashew industry, as well as the global players.

As usual, the statutory meetings of ACA's Executive Committee and the Advisory Board were held to precede the Annual Conference. During the meetings, three new members were elected into the ACA Executive Committee, including Mr. Ashak Sherriff, Director of Operations of Cajou des Savanes (CASA), Mr. Lars Wallevik, Owner of Mim Cashew & Agricultural Products Ltd, and Mr. Ronald Zaal, Operational Manager of Trade and Development Group B.V. (TDG), who will all provide ACA with the needed strategic support for the achievement of its objectives.

We were also delighted to welcome a new Managing Director, Dr. Babafemi Oyewole who joined the ACA team in December 2015. A native of Nigeria, Dr. Oyewole joins ACA with over twenty-five years of experience in finance, private enterprise development, association management and management consulting. His experience and dedication to strategic planning will be invaluable to ACA and its member companies realizing our vision of a globally competitive industry.

On behalf of the African Cashew Alliance, I wish to express our appreciation for the continuing support of our Advisory Board, Executive Committee, members, and partners throughout the year. ACA is looking forward to strengthening our network of cashew business stakeholders and expanding our member services in the coming year. I wish you all a happy and productive year in 2016!

Georgette Taraf

2012 - 2016 ACA President





ACA in a Nutshell

The African Cashew Alliance was established in 2006 as an alliance of African and international businesses with an interest in promoting a globally competitive African cashew industry. Today, more than 125 member companies work under the ACA banner and represent all aspects of the cashew value chain, including producers, processors, traders, and international buyers.

OUR VISION

A globally competitive African cashew industry that benefits the value chain – from farmer to consumer.

OUR MISSION

Support the African cashew industry by:

- Providing technical assistance and facilitating investments
- Promoting market linkages and international standards
- Sharing information and best practices

OUR OBJECTIVES

- Increase processing of cashew within Africa
- Improve competitiveness and sustainability of the African cashew industry
- Facilitate public-private cooperation for the cashew sector



Governance & Team

ORGANIZATIONAL STRUCTURE

The **Executive Committee** (EC) is ACA's governing body, providing strategic direction, general guidance, and oversight to the ACA Secretariat. The EC is elected for two-year terms by the core ACA members and consists of seven members who convene twice a year.

The **Advisory Board** consists of delegates from organizations providing more than \$50,000 USD of funding per year. The Board has a veto right regarding the use of ACA funds and provides advice on ACA programming.

The **Secretariat** manages program development and implementation, and is responsible for daily ACA operations including event management, marketing and promotion, project management, technical assistance, membership, monitoring and evaluation, and fundraising.

The **Steering Committee** provides input and is responsible for presenting proposals and country-specific information to the Executive Committee and the Secretariat. Its participants are appointed by national private cashew business associations, or by ACA national committees.

The **National Committees** or National Private Cashew Business Associations, partner with ACA to disseminate information, promote and advocate for cashew business, and represent ACA at the national level.

ACA Members are individuals or institutions (both private and public) involved in the cashew sector. Members pay an annual membership fee based on their status and are in charge of electing the Executive Committee every two years.

2015 Executive Committee

President

Georgette Taraf, Benin Gold

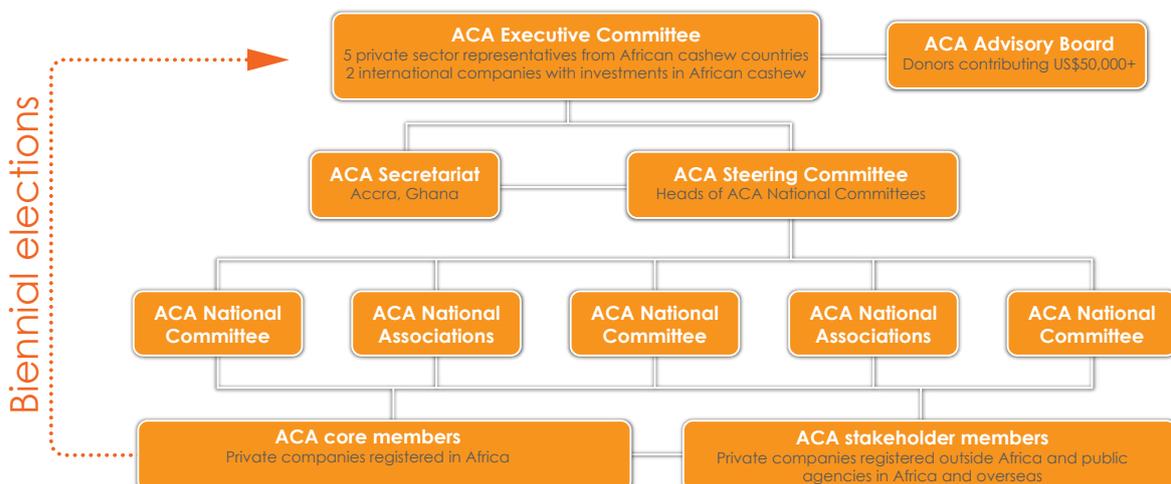
Vice Presidents

Tola Faseru, Colossus Investments Ltd., NCAN
Edgar Maokola-Majogo, Southern Jumbo Cashew

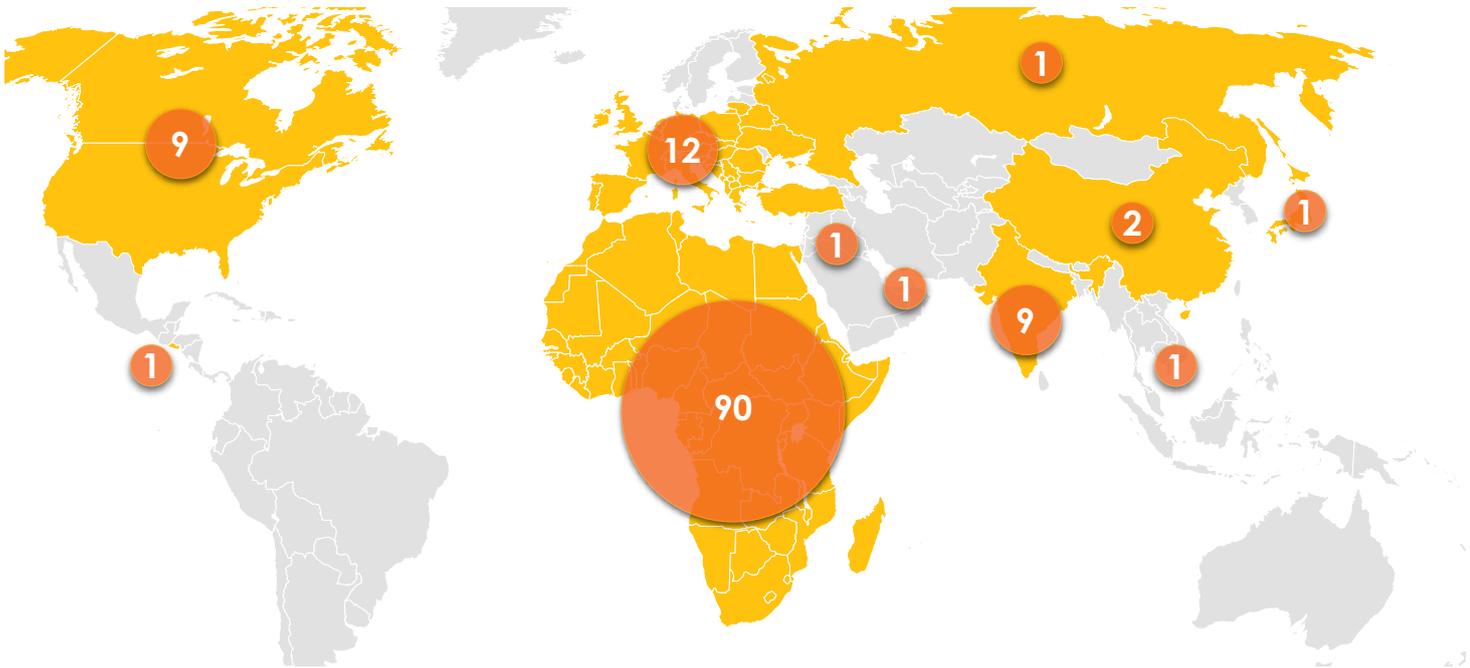
Executive Committee Members

Patrick Wainaina, Jungle Nuts
Ashak Sheriff, Cajou des Savanes (CASA)
Lars Wällevik, Mim Cashew & Agricultural Products Ltd.
Ronald Zaal, Trade and Development Group BV.

To find out more information about the benefits of being a member visit our membership page: www.africancashewalliance.com/member



Membership



2015 member numbers across the world

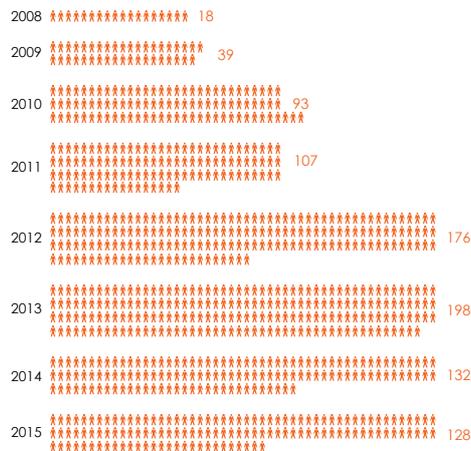
MEMBERSHIP

In 2015, ACA saw a growing number of members from all aspects of the international cashew value chain.

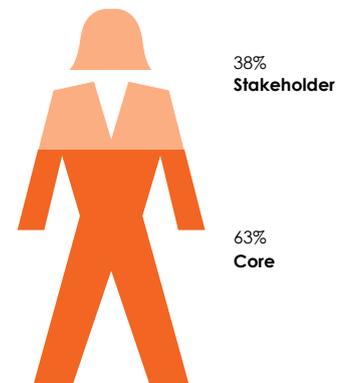
- 128 members
- 55 new members

ACA distinguishes between **Core** and **Stakeholder Members**:

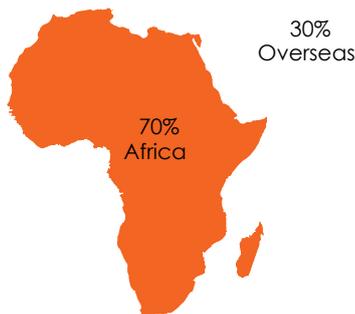
- **Core Members** are private companies registered in Africa—63% of the membership base in 2015
- **Stakeholder Members** are private companies registered overseas along with public agencies in Africa and overseas—38% of the membership base in 2015



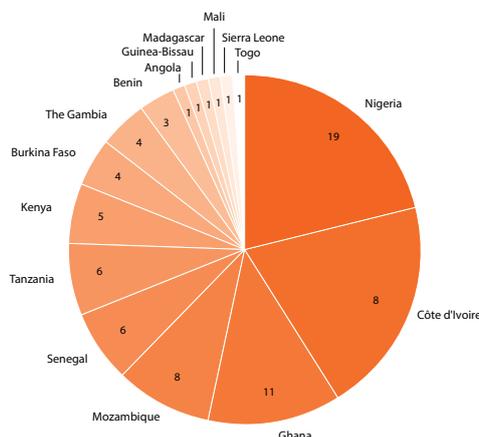
Membership growth



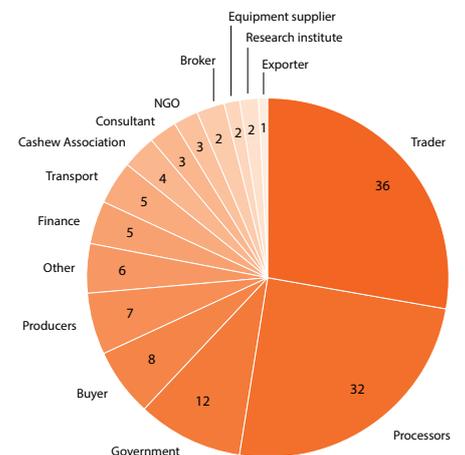
Core vs Stakeholder membership



Members from Africa vs Overseas



Member representation in Africa



Members by field



Setting Sustainable Standards



ACA World Cashew Festival & Expo 2015
Maputo, Mozambique
 21-24 September 2015

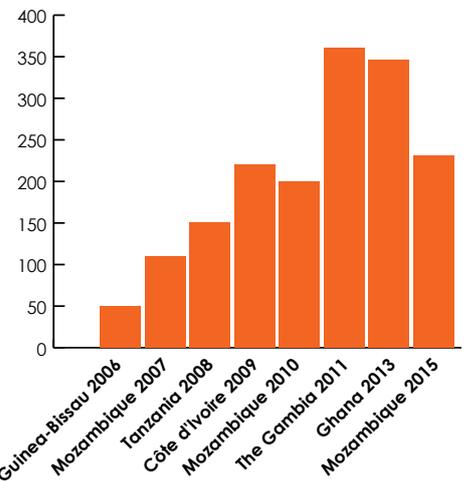


In 2015, the ACA World Cashew Festival & Expo was held in Maputo, Mozambique from the 21-24 of September. As the largest annual cashew industry event in the world, the conference welcomed 231 participants from 23 different countries.

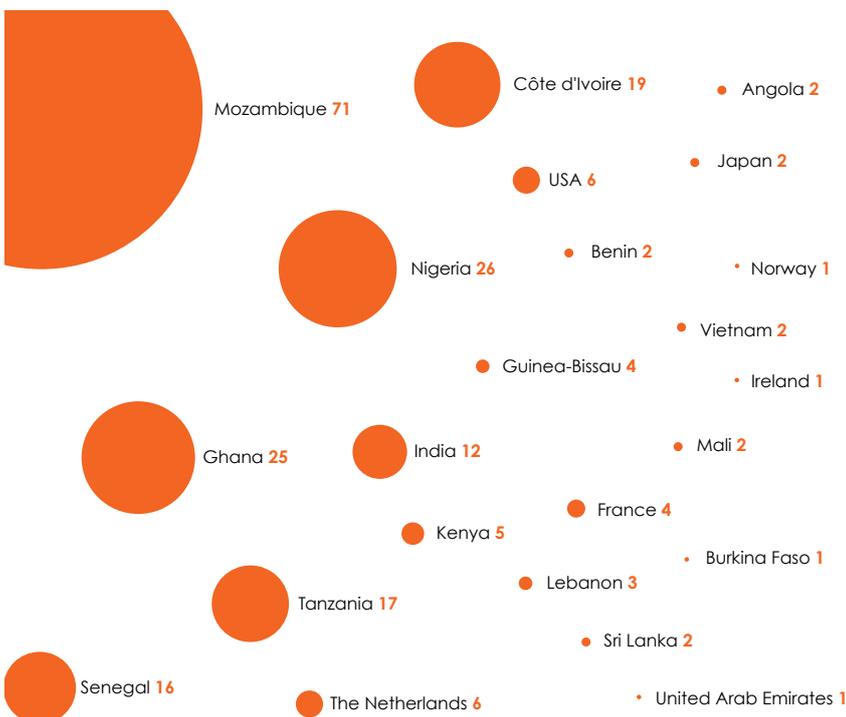


- 16** plenary speakers
- 18** exhibitors from **9** countries
- 21** panelists
- 250** B2B meetings
- 231** participants from **23** countries

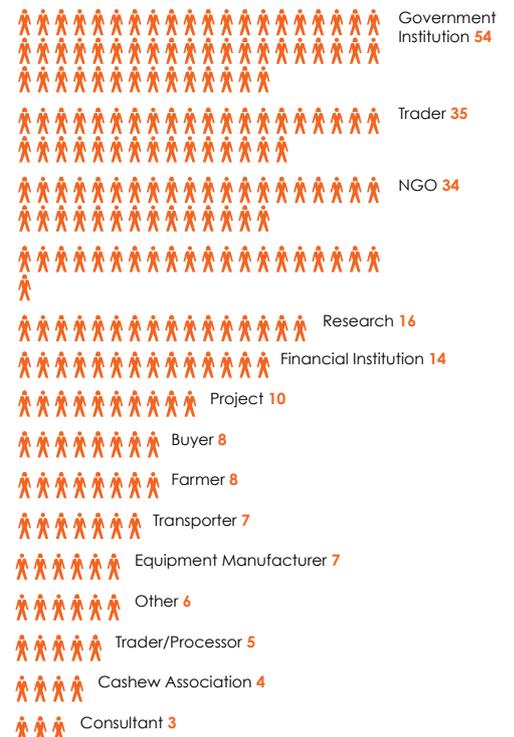
Participant Attendance by ACA Conference



Participant Attendance by Country

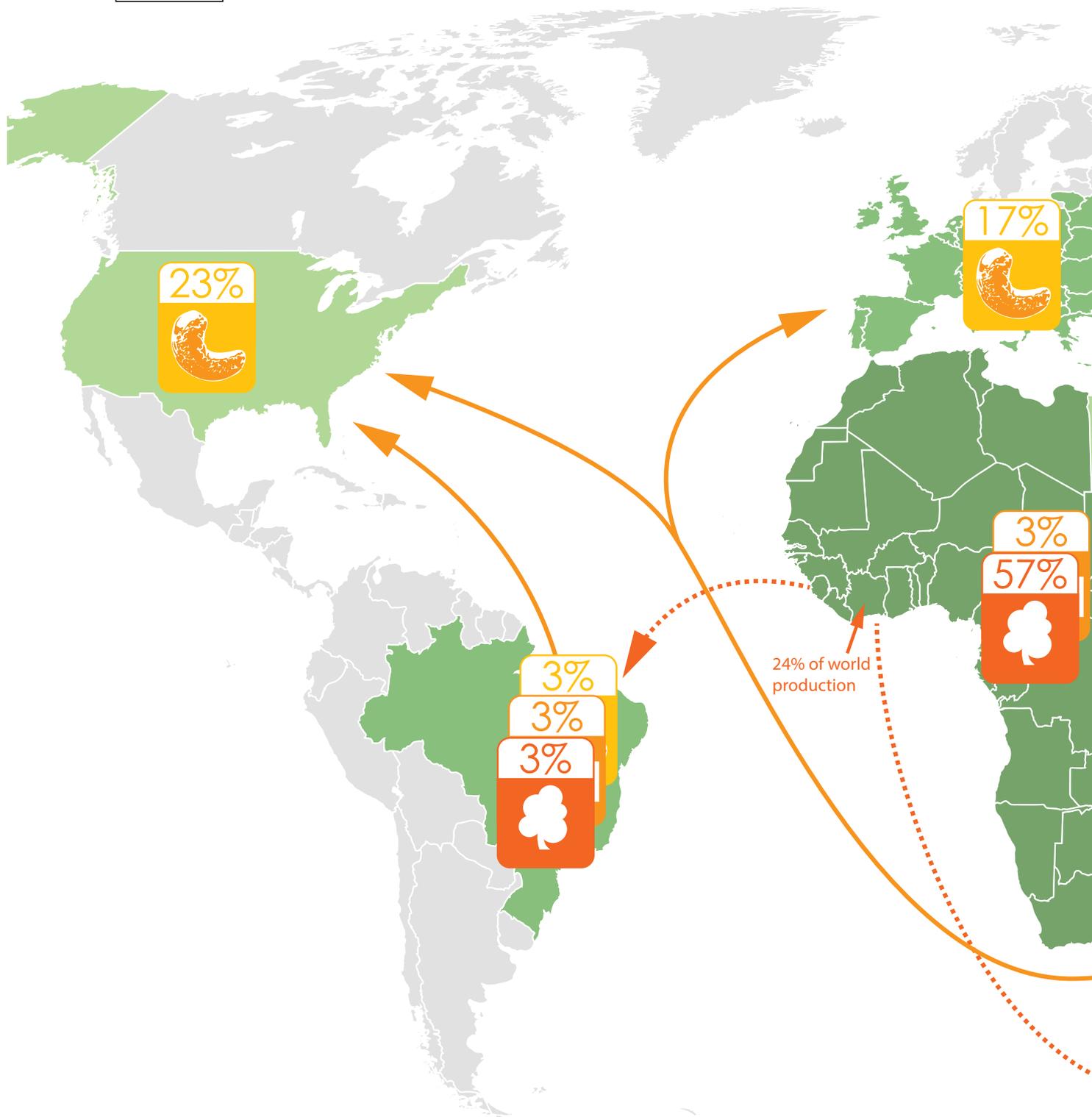


Stakeholder Demographics





2015 World Cashew



Raw nuts shipped

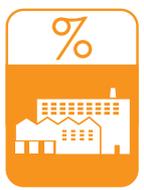
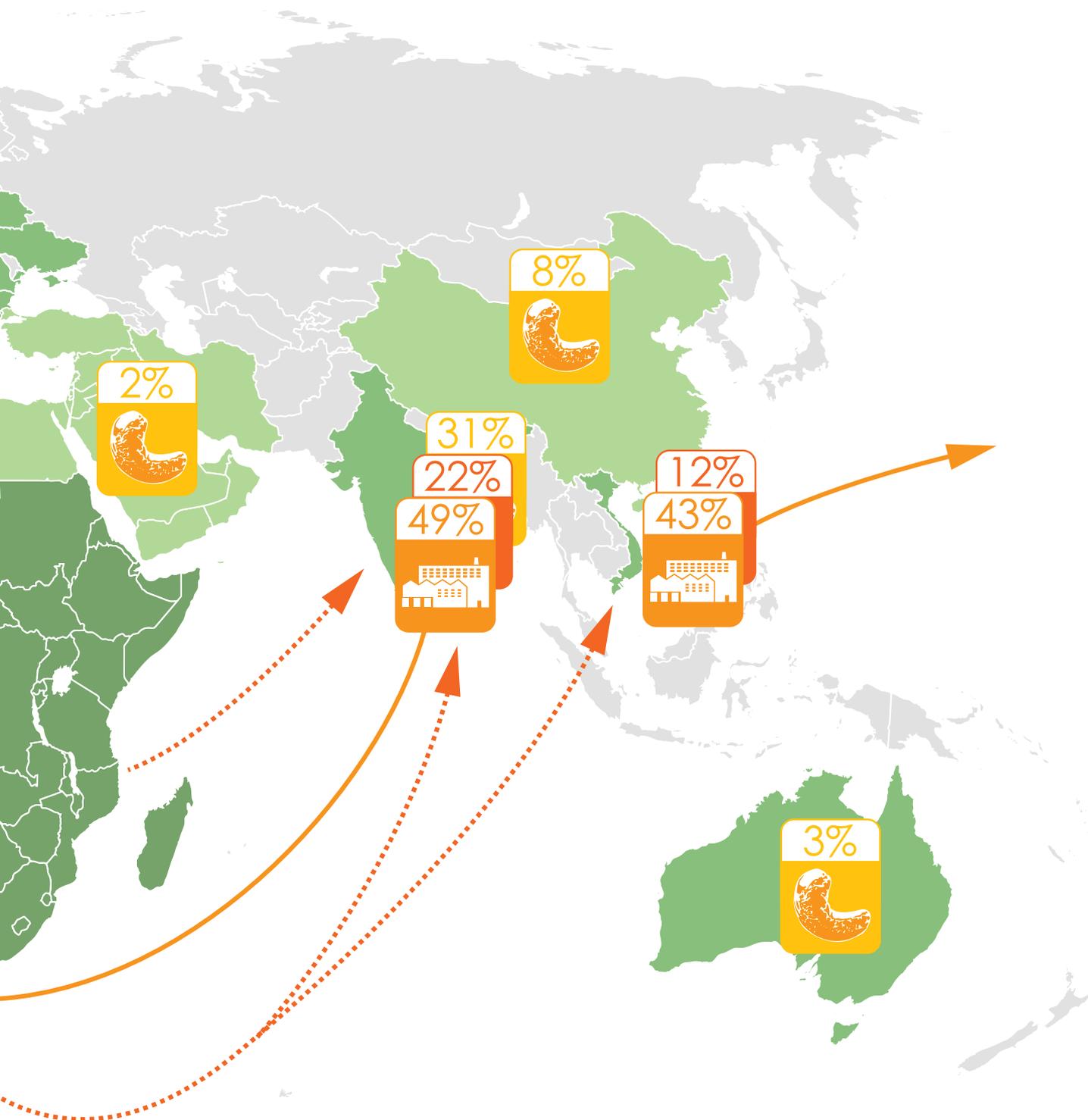


White kernels shipped



% World Production

Map



% World Processing



% World Consumption

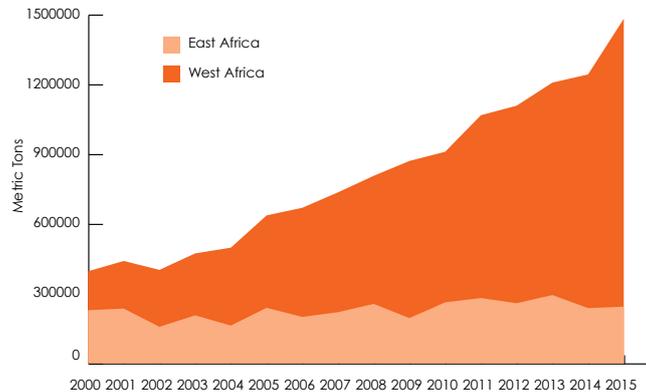
From Seed to Snack:

Components of the Cashew Value Chain

Currently, Africa produces approximately 49% of the world's cashew supply; however, the industry's great potential remains largely untapped – East Africa processes around 22% of the raw nuts produced in the region, and West Africa processes only 10%. Increased processing in Africa would add tens of thousands of jobs and generate hundreds of millions of dollars in revenue for the continent.

PRODUCTION

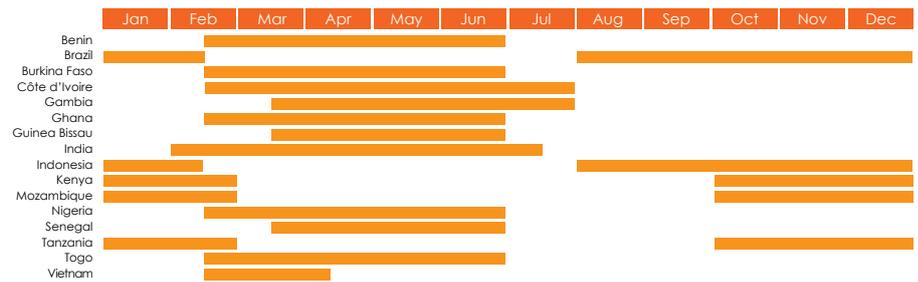
Originally hailing from the northern region of South America, cashew trees are now abundant in tropical regions throughout the world, with the largest concentrations found in Brazil, India, Vietnam, Indonesia, and several countries in West and East Africa. Between 2000 and 2014, harvesting of cashews has more than quadrupled, from around 400,000 MT to an estimated 1,600,000 MT in 2015. Côte d'Ivoire and Guinea-Bissau remain the continent's top producers.



Cashew produced in East and West Africa

HARVEST

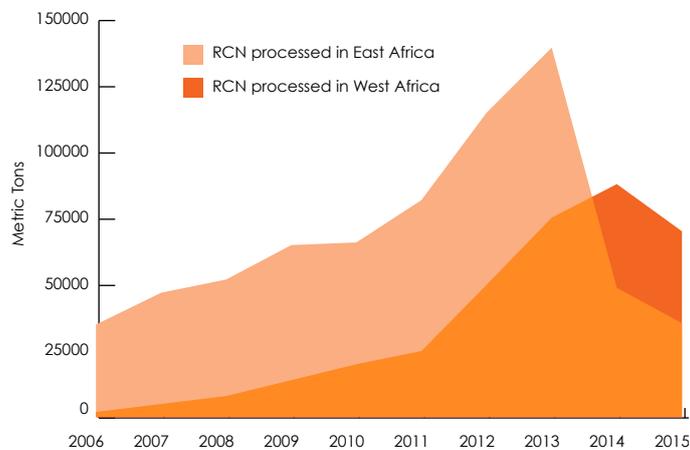
Throughout most of the year, there are African smallholder farmers collecting cashew nuts. The African harvest begins in West Africa where, across the region, the harvest season runs from February to June. There is a brief hiatus during the summer months in which most nuts have been harvested, but the East African season begins in mid-September and lasts through late January. The average West African farmer household collects between 500-1,200 kg of raw cashew nuts per year.



Cashew harvesting seasons

PROCESSING

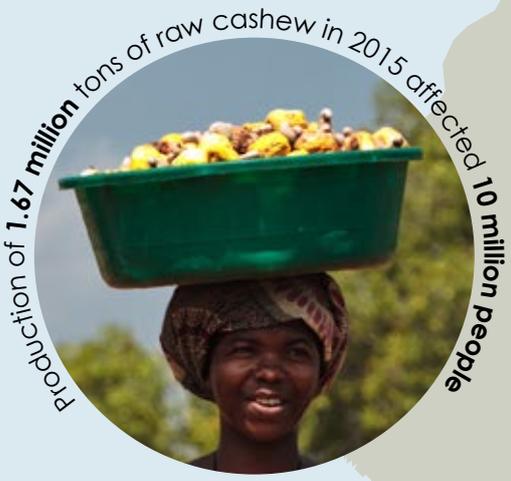
Processing cashew is labor-intensive, so it has the capacity to generate employment for large numbers of people for shelling, peeling, and grading the nuts. An average-sized processing plant, which can process four MT of raw cashew per day, is estimated to employ no less than 200 workers. The process of transforming the raw cashew nut into a consumable commodity entails multiple steps. The raw nuts must be sorted and cleared of any foreign material. Then they undergo the process of shelling, which can either be done manually or mechanically. After shelling, the testa (a thin skin) of the kernel must be removed through peeling. Kernels are then classified into one of 26 grades according to size, color and condition. Access to finance is a major constraint to the growth of the processing industry in Africa and this trend has continued through 2015.



Cashew processed in East and West Africa



Raw cashew nuts grow at the bottom of the cashew apple



After falling from the tree, RCN are separated from the apple and traded at the farmer level

Drying and warehouse storage

About 90% of Africa's annual crop is exported to India and Vietnam for processing

Processing in Africa adds 35% value

Salting and roasting in Europe & US **95%**

Salting and roasting in Africa **<5%**

Roasted and salted kernels are packaged and sold to consumers throughout the world **95%**

Local consumption of cashew in Africa **<5%**

LEGEND

African International

COMMUNICATIONS

The ACA Communications department works closely with the Market Information System, project management, and technical teams to provide timely and accurate information to all of ACA's members and constituents and to ensure that members receive exclusive market intelligence to help them plan their business activities.

Website Statistics

Page views

150,081

New visitors

27,791

Number of Visits

44,125

Returning visitors

16,322

Social Media



1030 Likes

58%
increase over 2014



600 Followers

54%
increase over 2014

MIS

The ACA's Market Information System (MIS) collects, analyzes and disseminates up-to-date information on market conditions in Africa and worldwide, providing stakeholders with the best means to make informed and effective business decisions.

Communications & MIS Publications

- **AfricasheW450**
Monthly market analysis reports with both global and African perspectives
- **AfricasheW320**
Bi-monthly newsletter highlighting ACA's latest successes
- **AfricasheW240**
Annual report that details all of ACA's activities throughout the year
- **AfricasheW Splits**
Weekly market updates on the production, processing, and trade of cashews in Africa



ACA leads an MIS training in Benin

PARTNERSHIP

2015 Status: 11 partnership agreements signed

ACA partners with national and international institutions to promote cashew business by improving the policy environment for cashew business, promoting cashew consumption, facilitating regional trade, supporting investments and mobilizing resources for the industry.

Highlights

- ACA signed a partnership agreement in April 2015 with the Cashew Alliance of the Gambia (CAG) to foster collaboration in regards to the promotion of a sustainable cashew platform, increased cooperation between stakeholders at the national level, and the exchange of industry information and policy developments.
- ACA participated in the establishment of the national cashew umbrella association in Burkina Faso, CIAB, in February 2015



Opening ceremony for partnership with CAG



Signature of partnership with CAG's President

PROCESSING SUPPORT AND BUSINESS ADVISORY

■ **2015 Status: 105,700 MT processed**

We offer

Investment Facilitation

- Advice on choosing suitable processing equipment and technology
- Support in selecting site, installing equipment, and designing operations
- Information on regulations and incentive schemes
- Linkages to government agencies, service and raw material suppliers

Business Advisory Services

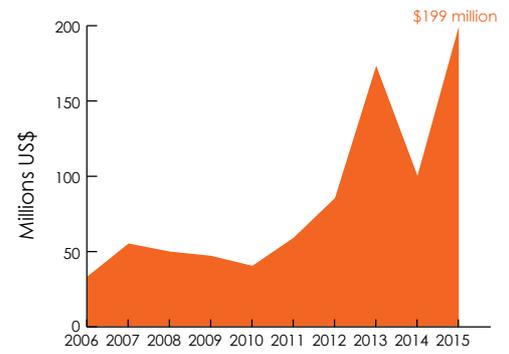
- Advice and training on financial and operations management
- Assistance in hiring and training workers in specialized skills
- Trainings to processors for scale and capacity improvement

Access to Finance

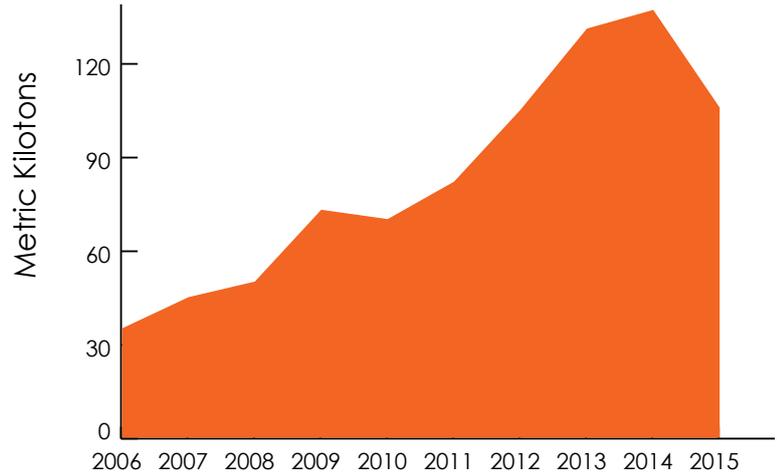
- Support in submitting credit-worthy business plans and loan applications
- Banker trainings in specifics of cashew financing
- Partnerships with financial institutions for cashew financing

2015 Results

- 105,700 MT of RCN processed in 2015
- Installed capacity of ACA members reached 264,150 tons in 2015
- 27,597 MT of kernels exported by ACA members in 2015
- \$199,014,927 in kernel exports from Africa
- \$90,825 raised as Business Advisory revenues from consulting services delivered to various companies in 2015
- 22 companies assisted via technical advisory services in 2015



Value of Kernels Exported from Africa



Raw Cashew Nuts processed



ACA Business Advisory Manager leads training and factory visits to cashew processing companies in Tanzania, Nigeria, and Togo.



ACA QUALITY AND SUSTAINABILITY SEAL

2015 was another landmark year for the ACA Quality and Sustainability Seal. Three more processors joined the ranks of African companies who have achieved Seal certification, raising the total to nine processors across the continent.

The ACA Quality & Sustainability Seal is an industry-supported mark that signals the processor's compliance with international food safety, quality, and social standards. The expanding implementation of the ACA Seal in East and West Africa indicates the Program's success across ACA member countries. At the end of 2015, nine processors

in Benin, Burkina Faso, Côte d'Ivoire, Guinea, Nigeria and Togo were in the implementation phase of the program.

Many large-scale buyers are excited about the credibility that the ACA Seal provides to cashew kernels processed in Africa and have committed to introducing these kernels to consumers. On the other hand, the processors who have received the Seal or who are in the process of obtaining it have expressed their appreciation for its attractiveness to buyers and the advantage it provides in achieving other international standards, such as HACCP and ISO 22000.



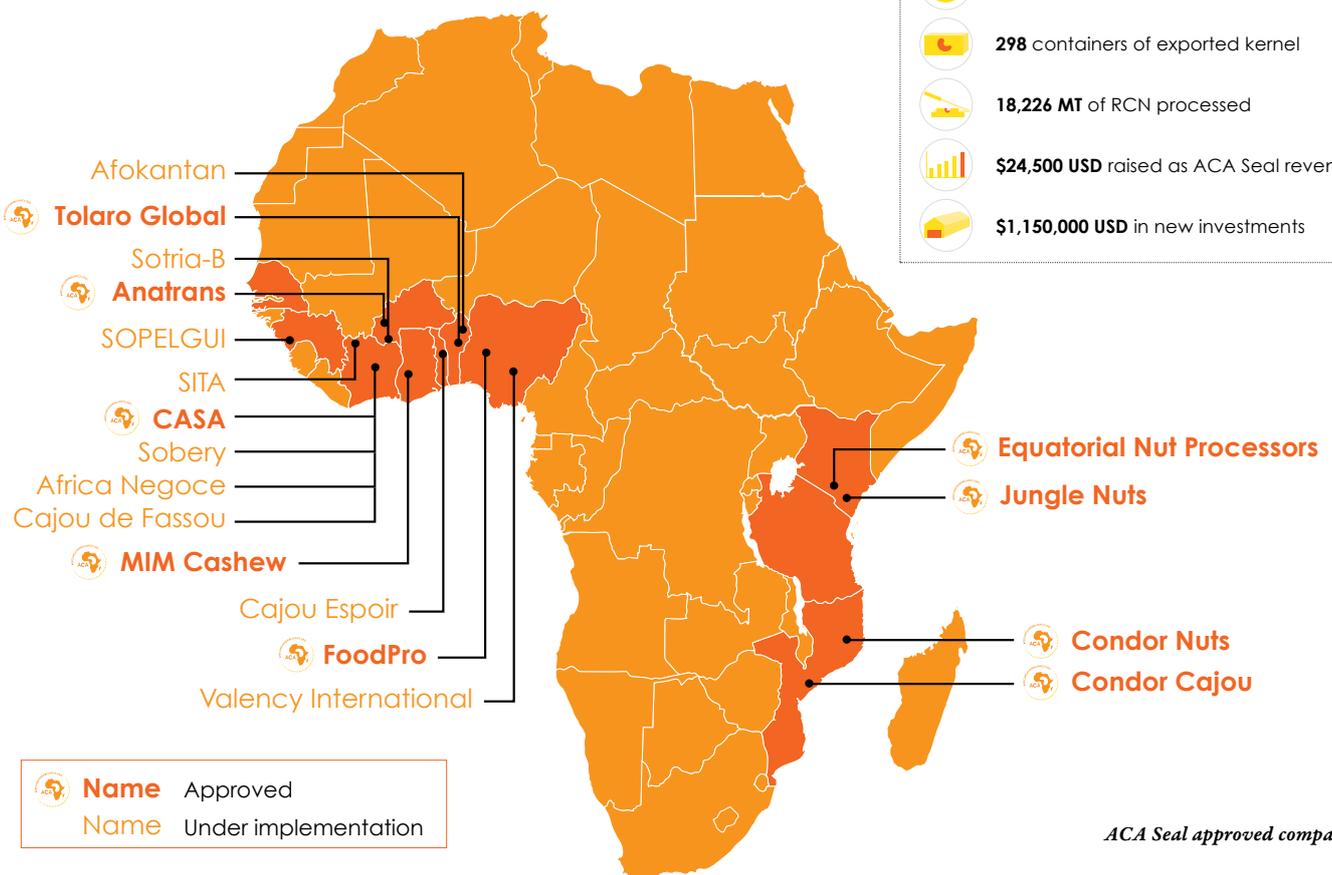
ENP receiving the ACA Seal



ACA Seal approval scheme

In 2015, ACA Seal Approved companies represent:

- \$34,075,145 USD** in exported kernel
- 298** containers of exported kernel
- 18,226 MT** of RCN processed
- \$24,500 USD** raised as ACA Seal revenue
- \$1,150,000 USD** in new investments



ACA Seal approved companies

2015 ACA Donor-Funded Projects

ACA currently is implementing five projects across East and West Africa, three of which were signed in 2015. These projects work to strengthen the capacity of cashew processing companies, improve the livelihoods of cashew farmers, and link African cashew industry stakeholders to the international market.

NEW PROJECTS

USAID West Africa Trade & Investment Hub

June 2015-January 2017 | Countries: Benin, Burkina Faso, Côte d'Ivoire, The Gambia, Ghana, Guinea-Bissau, Mali, Nigeria, Senegal, and Togo

Objectives:

1. Increase ACA's internal capacity to improve service provision to the cashew industry
2. Upgrade and expand ACA's MIS platform for information collection and dissemination
3. Strengthen the West African cashew value chain through a dynamic workshop series for local stakeholders



A training workshop in Abidjan

Walmart Foundation

"Empowering Women Cashew Farmers"

January 2015-December 2018 | Countries: Ghana and Kenya | Implementing Partner: Self Help Africa

Objective:

This project will contribute to the sustainable improvement in the livelihood of 35,000 smallholder farmers in Ghana and Kenya currently engaged in cashew farming, with a particular emphasis on female empowerment.



A capacity building workshop in Ghana

Africa Trade Fund

"Support for African Cashew Industries Project-East and West Africa"

June 2015-October 2016 | Countries: Benin, Burkina Faso, Côte d'Ivoire, Ghana, Guinea-Bissau, Kenya, Mozambique, and Tanzania

Objectives:

1. To improve product quality and quantity of African cashew processors
2. To improve environmental management and sustainability in cashew processing
3. To promote gender awareness and enhanced economic participation of women under equal conditions in cashew processing



ACA President signs the official grant agreement

CONTINUING PROJECTS

USAID Global Development Alliance (GDA)

April 2015-March 2017

USAID Towards Inclusive Markets Everywhere (TIME)

December 2013-November 2016 | Implementing Partners: Borderless Alliance, Global Shea Alliance

2015 Financial Highlights

BUDGET 2015

REVENUE (A):	Bal. 2014 (US\$)	2015 Cash receipts (US\$)
USAID GDA	0	506,000
USAID TIME	0	224,000
TRADE HUB NETWORK	0	0
WALMART FOUNDATION	0	500,000
AFRICA TRADE FUND (AFTRA) BY AFDB	0	0
IGF (PRIVATE SECTOR AND SERVICE REVENUE)	106,981	524,000
TOTAL CASH REVENUE (A)		1,860,981

EXPENDITURE (B):		
USAID GDA		509,000
USAID TIME		258,000
TRADE HUB NETWORK		13,000
WALMART FOUNDATION		187,000
AFRICA TRADE FUND (AFTRA) BY AFDB		0
IGF (PRIVATE SECTOR AND SERVICE REVENUE)		682,000
TOTAL EXPENDITURE (B)		1,709,000

CASH AND CASH EQUIVALENT (A-B)		151,981
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PROJECTED BUDGET 2016 (US\$)

REVENUE (A):	Bal. before (US\$)	Cash Projections (US\$)
USAID GDA	0	433,790
USAID TIME	0	301,000
TRADE HUB NETWORK	0	278,000
WALMART FOUNDATION	0	499,999
AFRICA TRADE FUND (AFTRA) BY AFDB	0	451,000
IGF (PRIVATE SECTOR AND SERVICE REVENUE)	151,981	787,000
TOTAL CASH REVENUE (A)		2,902,770

EXPENDITURE (B):		
USAID GDA		433,790
USAID TIME		301,000
TRADE HUB NETWORK		278,000
WALMART FOUNDATION		420,000
AFRICA TRADE FUND (AFTRA) BY AFDB		451,000
IGF (PRIVATE SECTOR AND SERVICE REVENUE)		581,000
TOTAL EXPENDITURE (B)		2,464,790

CASH AND CASH EQUIVALENT (A-B)		437,980
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2015 ACA Members

ANGOLA

ANGOCAJU

BELGIUM

Katoen Natie

BENIN

Afokantan Benin
Cashew(Subsidiaries)

Nad & Co

Sodexmap Sarl

BURKINA FASO

Anatrans(Subsidiaries)

L'Anacarde au Burkina(CIAB)

SAGROCOM SARL(Subsidiaries)

CANADA

David Hauptman Inc

CHINA

Ningbo Cashew Nut Co., Ltd - 2016

COTE D'IVOIRE

Afreco

Bollore Africa Logistics

Casa Cajou

CMA CGM DELMAS

Conseils Finances and Services Sarl

CPNK-COOP CA

Dincomci

Farm Invest

INC(l'ivoirienne de Noix de Cajou)

Ivory Cocoa Product

Olam Int

SGS CDI

sobery

SOCIETE DE TRANSFORMATION
D'ANACARDE ET DE MATIERES

Sonet-ci

Sotraci sarl

Subag

TAN IVOIRE SA(subsidiaries)

DUBAI

AGRI COMMODITIES & FINANCE

FRANCE

Ange boyou

CAP INDUSTRIES

SODEPAC INTERNATIONAL

THE GAMBIA

Cashew Alliance of Gambia (CAG)

Cashew Gam

IRD Gambia

Maersk Gambia Ltd

GERMANY

Der Auditor

GHANA

Aci-GIZ

Atlantis Global Enterprises Ltd

CTC Ghana(Subsidiaries)

Kantanka Limited

Maviga Ghana Ltd

Mim Cashew

Omni Market Limited

TAN AGRO GHANA LTD(subsidiaries)

USAID

Vytrak Ghana Ltd(417 Global
Development)

WAML International

GUATEMALA

Grupo Industrial Alimenticio

GUINEA-BISSAU

PRSPDA

HONG-KONG

wing fung hong - 2016

INDIA

Buddhi Industries

Chirali Entreprises

Chunghking Associates

Gayathri Industries

GI Overseas

Long Son Joint Stock Company

Nut Trading Corporation

Samsons traders

Swathy Entreprises

JAPAN

Blaxton Corporation

KENYA

Agriculture, Fisheries And Food
Authority - Nuts And Oil Crops
Directorate

Equatorial Nut Processor Ltd	BG CONTRACTING LIMITED(bernice group)	The Agri Dvpt (A4D) Project, MAFFS
Jungle Nuts	Century Exports	SINGAPORE
Kenya Nut Company	Colossus	TAN MONDIAL PTE LTD(mother)
ResponsAbility Investments	Ejima Ogbadu Strategic Farms	SWITZERLAND
LEBANON	FoodPro Limited	LB Nuts Ag
Muhieddine Hammoud And Sons Co	IBRU Nigeria	TANZANIA
MADAGASCAR	National Cashew Association Of Nigeria	Abbasi Export Ltd
VERAMA Groupe Unima	NEPC	Agrokibiti Limited
MALI	RMRDC	Cashewnut Board of Tanzania
Projet CTARS	Selema Farms Ltd	Hawte Investments
MOZAMBIQUE	Simba Agric & Power Products Industries Limited	Naliendele
Afrisian Mozambique	Sosega	NMB PLC
AICAJU	St. Ahiaba global resources Nig Ltd	TOGO
Caju Ila	TAN AGRO LTD(subsidiaries)	Cajou Espoir
Condor Nuts	Universal Quest Nigeria	UK
Emaju	Valency International - 2016	Mintec Ltd
IKURU SARL	WEHSAC NIG LTD	Tesolco Industries - 2016
Incaju	RUSSIA	USA
Sunshine Nut Limitada	Shelf Ltd	Raw Indulgence Ltd
THE NETHERLANDS	SENEGAL	Caro Nut - 2016
Fairmatch	Cajou Casamance Sarl	diamond food inc
Global Trading & Agency(Subsidiaries)	FNDASP	IMS Foods
Intersnack	PADEC	Kraft Foods
Trade & Development Group(mother)	Root Capital	Red River Foods
NIGERIA	Shelter For Life	Richard Franco Agency
Aden River Estates Limited	Société d'exploitation et de promotion des produits du terroir (SEPPT)	Sunrise Commodities
Bernice Group	SIERRA LEONE	

2015 Advisory Board Members



EQUATORIAL NUT
PROCESSORS

AB Member since 2014

Representative: Peter Munga



Intersnack

AB Member since 2011

Representative: Wim Schipper



AB Member since 2011

Representative: Harry Sinclair



AB Member since 2015

Representative: Olusegun Awolowo



USAID
FROM THE AMERICAN PEOPLE

AB Member since 2006

Representative: Joseph Dever



128 Core & Stakeholder Members

3 New Grant Projects Signed

Represented in **33** Countries

18 Processors in ACA Seal Program

1.6 Million Tons of Cashew Produced

150,081 Website Page Views

Contact us at: aca@africancashewalliance.com or (+233) 302 78 22 33

 facebook.com/africancashewalliance

 twitter.com/africancashewalliance

 youtube.com/africancashewa

 linkedin.com/company/african-cashew-alliance

www.africancashewalliance.com

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