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2012



AFRICAN CASHEW ALLIANCE

Growing the African Cashew Industry!

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## Message from the President

The African Cashew Alliance had a landmark year in 2012, marked by milestones within the organization and for the cashew industry as a whole. The importance of the role played by the African industry in the international market is absolute – African cashew now accounts for 48% of the world's production. The ACA strives to propel the growing industry toward success while always keeping in mind our vision and objectives: to increase processing, improve competitiveness and sustainability, and facilitate public-private cooperation.

The pinnacle event for the cashew industry was the 7<sup>th</sup> ACA Annual Conference in Cotonou, Benin. As an organizer, the conference was a personal highlight, just as it undoubtedly was for all 522 ACA members and cashew industry stakeholders that attended. Participating in the world's largest cashew event was a powerful reminder of the impact and ever-expanding reach of the ACA. The worldwide focus on Africa is more evident than ever before – nearly a quarter of our members are from overseas; sourcing, buying, and investing in African cashew.

To grow investment and create new business opportunities for African cashew stakeholders, ACA needs to help build the continent's

reputation as a reliable supplier of world-class products. With two processors approved under the ACA Food Safety, Quality, and Sustainability Seal in 2012, as well as the expansion of the program to East Africa, the Alliance helping add value for processors, while distinguishing high-quality product for cashew buyers.

All of ACA's core activities experienced growth during 2012. Our members, more numerous and diverse than ever, benefit from a new website and expanded communications tools, participate in national partnership associations, receive processing support and business advice, all by being part of an Alliance that is growing stronger and richer by the year.

It's hard to believe that 2012 is already over, especially as my time leading the African Cashew Alliance has just begun! On behalf of the ACA, the Executive Committee, and our stretching network of cashew business stakeholders, I thank you for your continued support. The ACA looks forward to directing the momentum from the past year into a fruitful 2013!

*Georgette Taraf*

*2012 – 2014 ACA President*



# ACA in a Nutshell

The African Cashew Alliance was established in 2005 as an alliance of African and international businesses with an interest in promoting a globally competitive African cashew industry. Today, more than 175 member companies work under the ACA banner and represent all aspects of the cashew value chain, including farmers, 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



### 5-YEAR TARGETS

More than 200,000 MT cashew processed in Africa by 2015

Partnership agreements in 12 countries in Africa by 2015



# Governance & Team

## ORGANIZATIONAL STRUCTURE

The **Executive Committee** (EC) as the ACA's governing body, provides strategic direction, general guidance and oversight to the ACA Secretariat, the coordinator of ACA's daily activities, and meets twice a year. The EC is elected for two-year terms by the ACA core members and consists of seven seats: five for Candidates from private sector companies registered in Africa's cashew-producing countries only (i.e. no shares or other institutional relationship with an overseas company), and two for candidates from international companies having invested in cashew processing in Africa.

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

The **Secretariat** manages program development and implementation, and is responsible for daily ACA operations, including event management, marketing and promotion, communications, elections, technical assistance, membership, 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 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 private or public institutions involved in the cashew sector, who pay an annual membership fee. Every two years ACA members elect the Executive Committee.

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

### Executive Committee

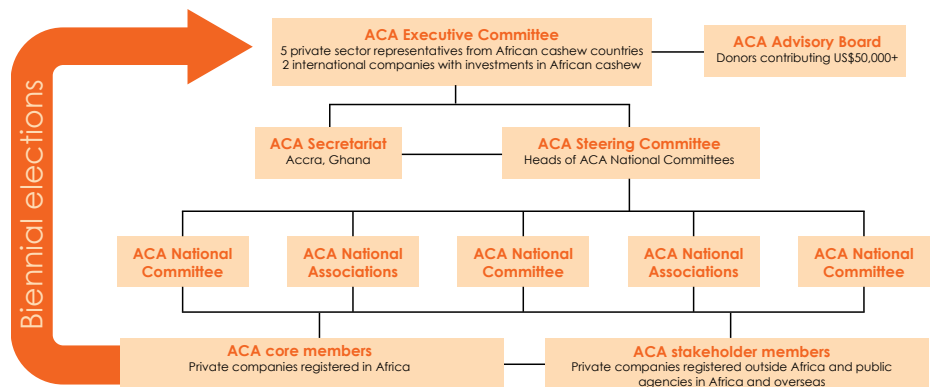
**President**  
Georgette Taraf, Benin Gold, Benin

**Vice Presidents**  
Koffi Yao Appia, COOPRADI, Côte d'Ivoire  
Edgar Maokola-Majogo, Southern Jumbo Cashew, Tanzania

**Executive Committee Officers**  
Tola Faseru, Colossus Investments Ltd., Nigeria  
Jace Rabe, Tolaro Global, USA  
Venkatesan Rajkumar, Rajkumar Impex, India  
Patrick Wainaina, Jungle Nuts, Kenya

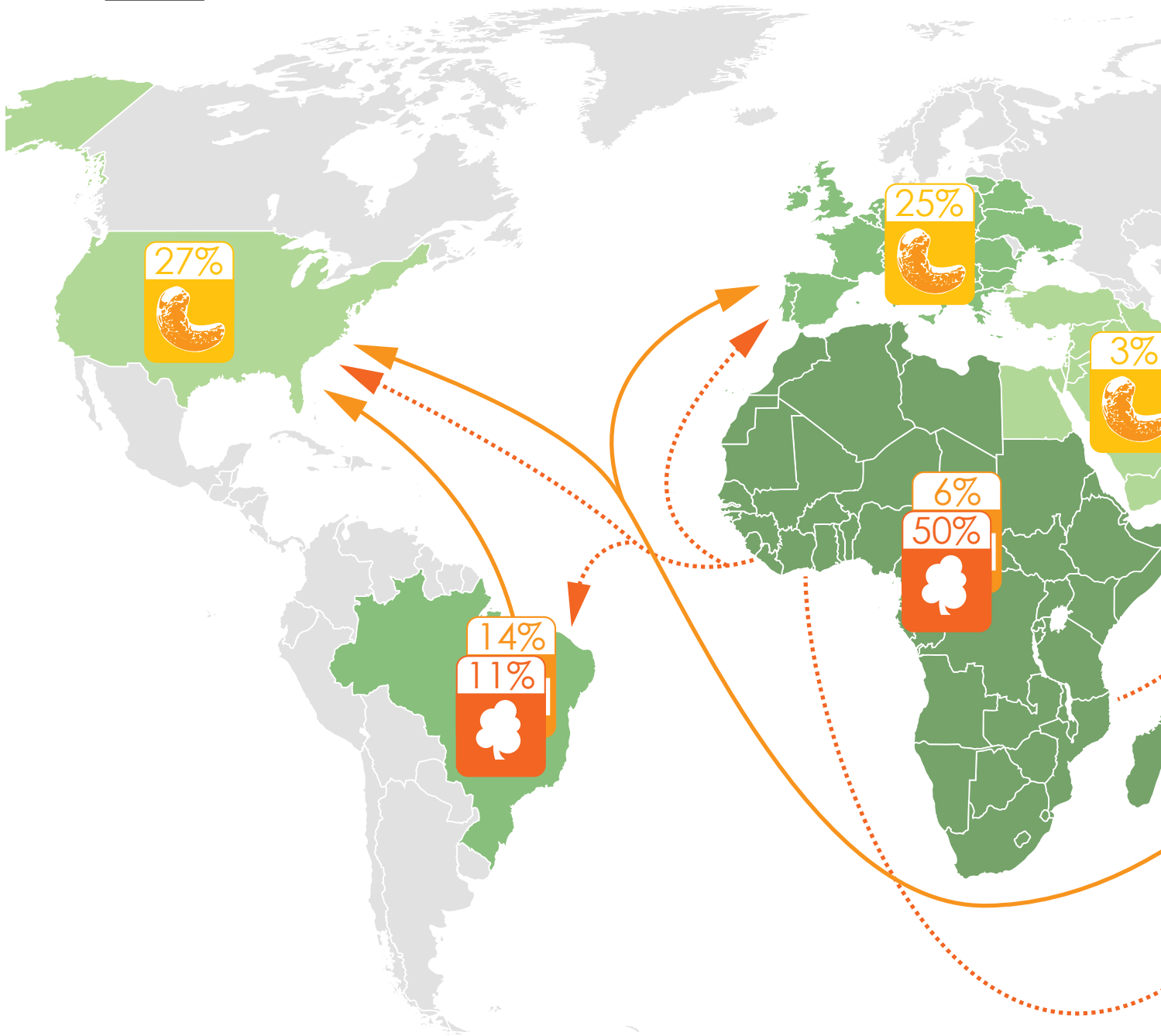
### Advisory Board

USAID, GIZ, Bill and Melinda Gates Foundation, Intersnack, IRACEMA, Kraft Foods, Red River Foods, Olam





# World Cashew Map



Raw nuts shipped

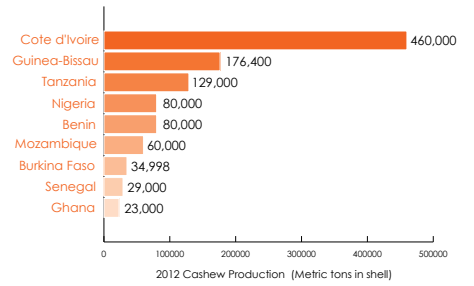
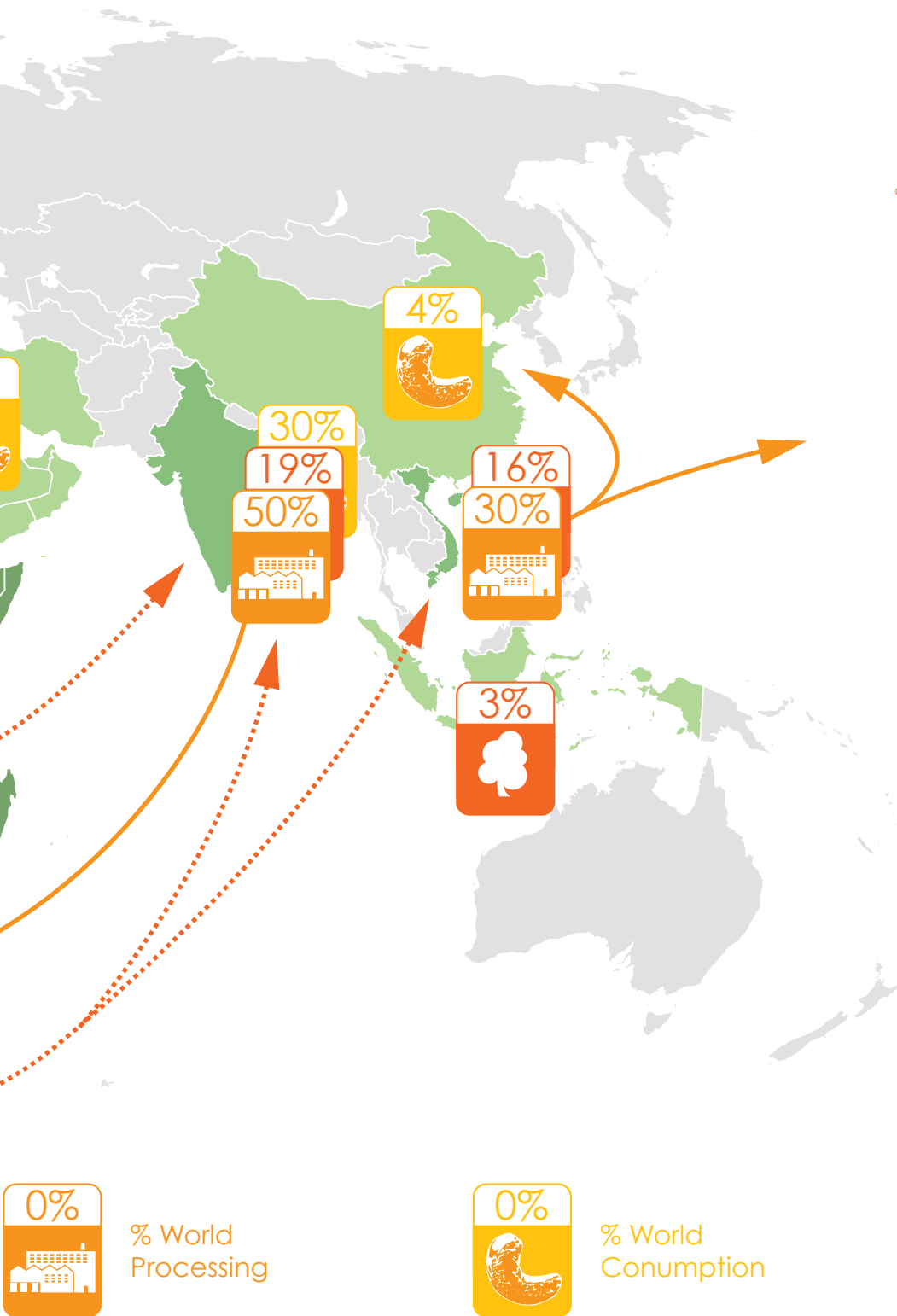


White kernels shipped

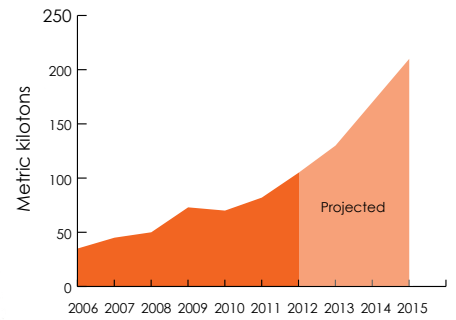


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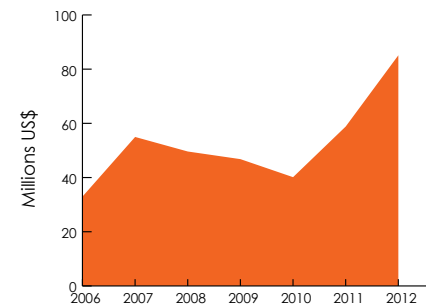
% World Production



Cashew production in Africa



Raw cashew nuts processed in Africa



Value of Kernels Exported from Africa



# From Seed to Snack:

## Components of the Cashew Value Chain

The cashew industry is gradually making its way from an emerging to an established sector in Africa's economy.

With activity concentrated mostly in East and West Africa, cashew business is attracting increasing interest by Brazilian, European, and American investors.

The continent has begun to capture the value of its raw nut production by developing processing in East and West Africa. The industry's great potential, however, remains largely untapped – currently, West Africa processes only 5-6% of the raw nuts produced in the region, and East Africa processes only 20-30%. Increased processing in Africa would add tens of thousands of jobs and generate hundreds of millions of dollars in revenue for the continent. It is estimated that each \$1,000 of cashew sales creates 120 jobs as

well as an additional \$1,430 in the local economy via the multiplier effect. Increasing African RCN processing by even 25% would create more than \$100 million in net household income.

Almost 90% of raw cashew nuts currently processed outside Africa are exported primarily to India, Vietnam, and since 2011, Brazil. There, most of the nuts are processed and then sold to European and North American roaster or retailers, who then distribute them to consumer markets.

Africa is now producing 48% of the world's raw nuts, and businesses, governments, and international organizations now see the

positive impact of supporting processing on the continent. In 2012, processing volumes in Africa increased to 105,000MT – triple the level of 35,000MT observed in 2006, when ACA first began monitoring processing.

This growth has resulted in benefits all along the value chain. Since 2006, the ACA has facilitated investment across Africa that has created more than 13,000 jobs in cashew processing – most of which are filled by young women in rural areas where poverty is most endemic.

In 2012, ACA facilitated \$24 million in new investments in cashew processing and \$85 million in cashew kernel exports from Africa.



## PRODUCTION

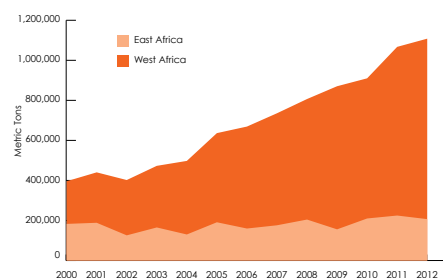
Cashew trees originate from northern South America although they now grow in tropical regions throughout the world, with the largest concentrations found in Brazil, India, Vietnam, Indonesia, as well countries in West, East, and Southern Africa. The English name “cashew” actually derives from the Portuguese name for the nut, “caju,” which in turn derives from the indigenous Tupi name, “acaju.” In Africa, cashew grows throughout Western Africa as well as in Tanzania, Kenya, and Mozambique in Eastern Africa.

Africa’s two million smallholder cashew farmers produce about 48% of the world’s cashew crop – in 2012, Cote d’Ivoire surpassed India as the top cashew producer of RCN. In total, cashew provides income for about 10 million people in Africa.

Between 2000 and 2012, production of cashews in Africa has more than doubled, from around

400,000MT to an estimated 1,100,000MT. The largest producing countries include Côte d’Ivoire (460,000MT), Guinea-Bissau (175,000MT) and Tanzania (130,000MT). Growth has been particularly strong in the West African countries, which today produce more than 80% of the African crop. East and southern African countries such as Tanzania and Mozambique have a longer-standing history in the cashew business and are more experienced in cashew processing.

The cashew tree starts to bear fruit after 2-4 years gestation period, although its peak production begins 10 years after planting. After this it will continue to produce for 25-30 years with a substantial yield decline after 30 years. The fruit of the tree is the kernel enclosed in a nut, which is attached to an apple –shaped ‘false fruit’. When the cashew apple falls down, farmers collect it and detach the nut from the apple. The nuts are sold to exporters or processing centers by local traders.

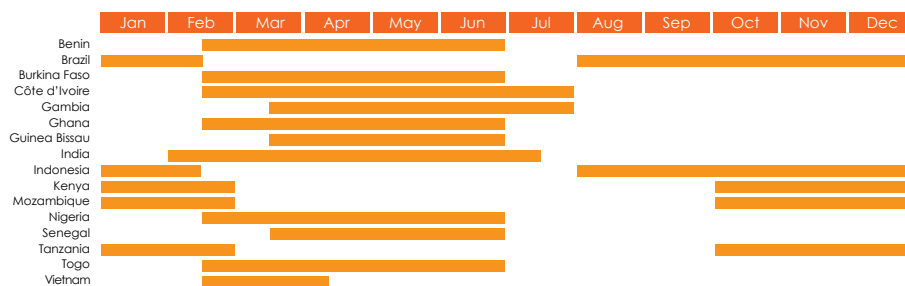


Cashew produced in East and West Africa

Given the general upward trend cashew nut prices have followed over the past years, smallholder farmers in Africa are likely to plant more cashew trees, further increasing production yields. Currently, productivity, or yield per tree, is relatively low in Africa compared to South Asia (1.5-4kg/tree versus 7-11kg/ tree). Better agricultural and post-harvest practices could greatly improve the farmers’ return on the crop.

## HARVEST

Throughout most of the year, smallholder farmers collect cashew nuts in one of the major producing regions in Africa. In West Africa, the season lasts from February to June – Nigeria and Benin’s peak starts early, while Guinea-Bissau finishes the harvest in June. In East and southern Africa, harvesting begins in mid-September and lasts through late January. The average West African farmer household collects between 500-1,200kg of raw cashew nuts. The nuts are sold to consolidators, who then sell to exporters, sometimes via other intermediaries.



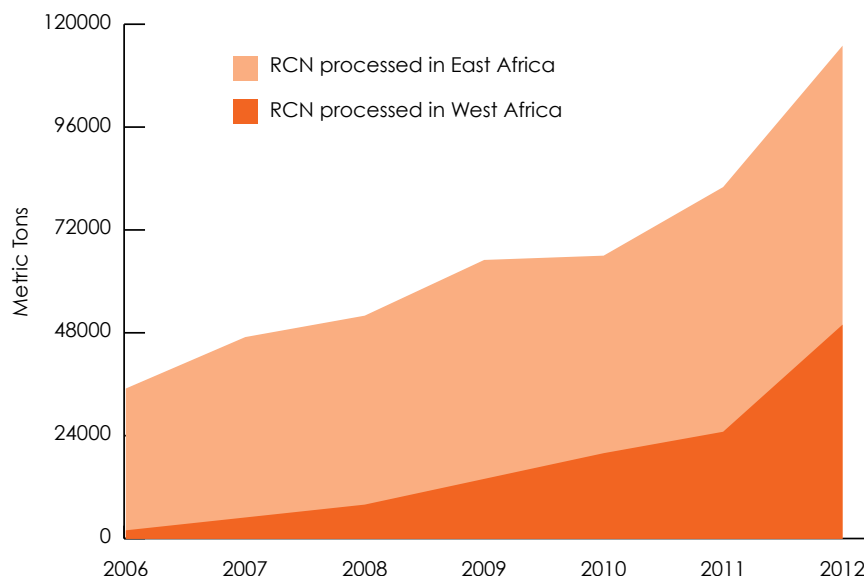
Cashew harvesting seasons

## PROCESSING

African cashew is either locally processed or exported for processing through traders. Shelling can either be done manually or by mechanization. Most of the small-scale processors in Africa practice manual shelling, while the larger plants tend to have mechanized facilities. After shelling, the kernel is still covered with the testa. To facilitate its removal, the kernels are dried. This causes the kernel to shrink, which allows the testa to be more easily removed. The testa is removed in the process known as peeling, which is done by hand or peeling machines. Kernels are then classified into one of 26 grades according to size, color and condition.

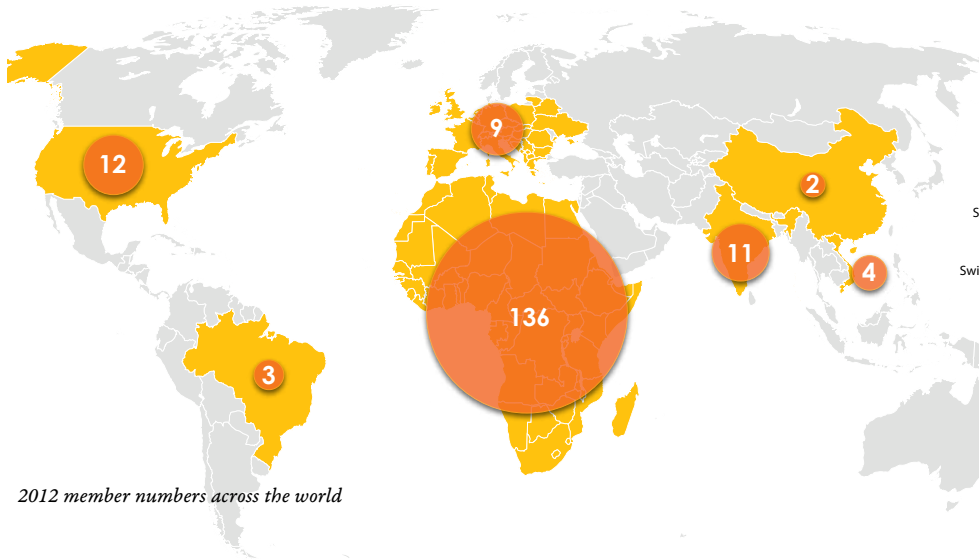
Processing cashew is labor-intensive, so it has the capacity to generate employment for large numbers of people for shelling, peeling and grading the nuts. An average-sized processing plant, which can process four MT of raw cashew per day, is estimated to employ no less than 200 workers. Access to finance is a key constraint to the growth of the processing industry in Africa. Because of the seasonality of the crop, a processor requires large amounts of liquidity during the harvest season to buy and store an entire year’s stock of raw material for processing. Banks in Africa focus mainly on financing short-term raw nut trade transactions instead of year-long processing of cashew nuts.

In 2012, over \$20 million was invested in African cashew processing, with support from ACA and its partners.

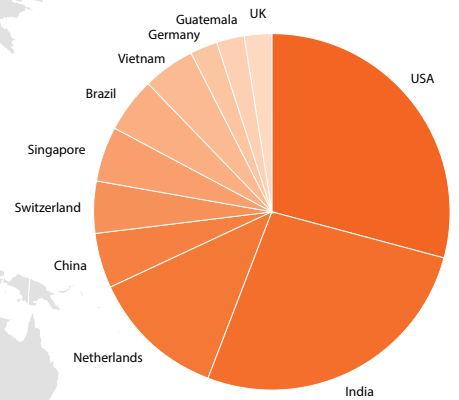


RCN processed in East and West Africa (estimation)

# ACA in Review: 2012 Activities & Achievements



2012 member numbers across the world



Member representation from overseas

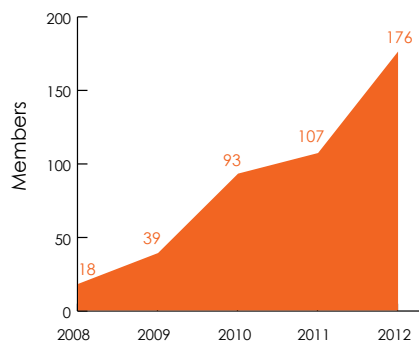
## MEMBERSHIP

In 2012, ACA saw a growing number of members from all aspects of the international cashew value chain.

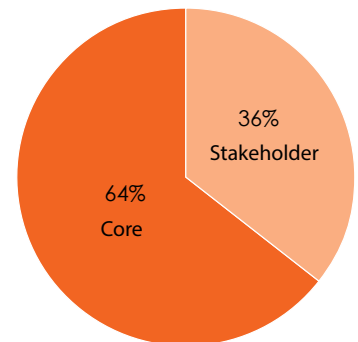
- 64% increase in total memberships: 176 members, 107 in 2011
- 50% increase in new memberships: 98 new members, 65 in 2011
- 83% increase in renewed memberships: 77 renewals, 42 in 2011

ACA distinguishes between Core and Stakeholder Members.

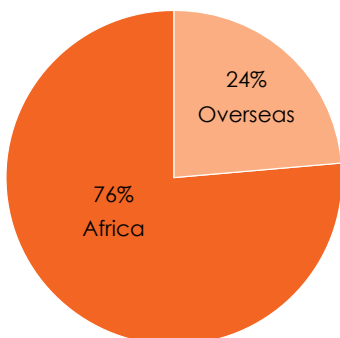
- Core Members are private companies registered in Africa
- Stakeholder Members are private companies registered overseas along with public agencies in Africa and overseas



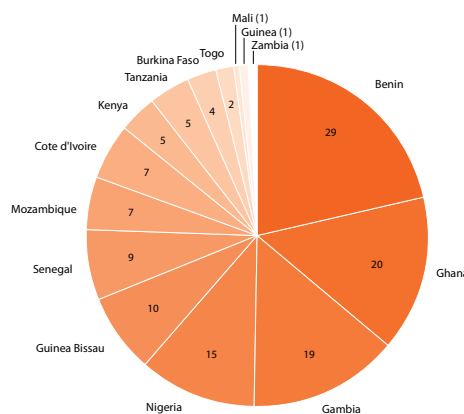
Membership growth



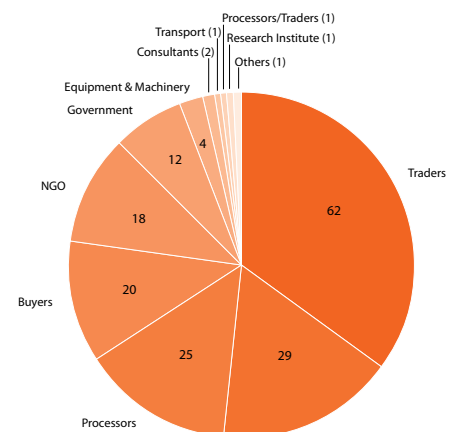
Core vs Stakeholder membership



Members from Africa vs Overseas



Member representation in Africa



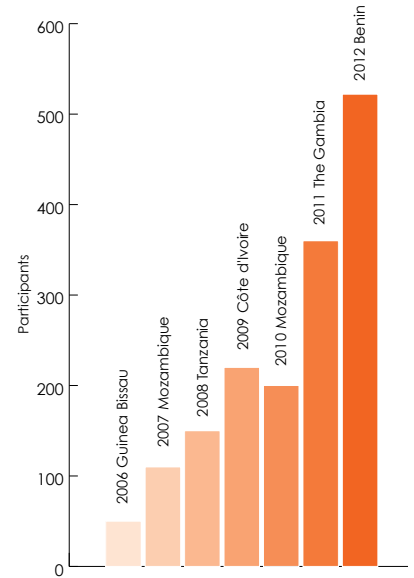
2012 members by field

## CONFERENCE



The 2012 conference in Cotonou, Benin, was the world's biggest cashew event to date, with more than 500 registered participants from 36 countries – a 38% increase from 2011. Under the theme “The Future is Now,” conference participants had the opportunity to learn how to take advantage of the cashew industry’s potential from 90 speakers presenting in 26 theme-specific workshops and panels.

The ACA conference is a key starting point for buyers and investors interested in doing business in African cashew, connecting stakeholders through hundreds of Business2Business meetings. The 2nd World Cashew Expo12 showcased new processing technologies as well as the products and services of 28 businesses along the cashew value chain, including farmer cooperatives, processors, machinery and service providers, and national associations.



### What Delegates Said About the 7<sup>th</sup> ACA Annual Conference

“I received a lot of information on trends, initiatives, perspectives, and had the opportunity to exchange with many important actors.” – Processor, Benin

“It was great to hear perspectives from actors involved all along the supply chain.” – Sustainability expert, Netherlands

“I'm very encouraged. This is the first time I've come to West-Africa. There are large investments and smaller investments—it's happening now. The food quality is building quickly. The supply chain is set up to handle raw seed—it'll just switch to handling kernels.” – Buyer, USA

## COMMUNICATIONS

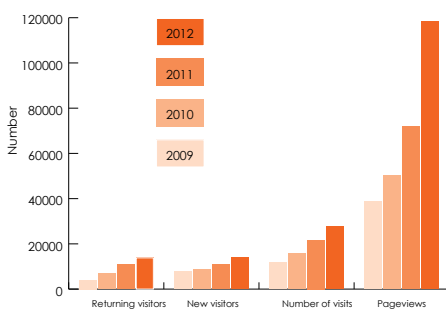
### ACA Objective: Disseminate information and promote ACA through:

#### Website

In April, ACA launched a completely redesigned website that will facilitate access to crucial information about ACA services and cashew industry news. An upgraded market information system now features currency exchange rates, freight rates, RCN, CNSL, shell and kernel prices from Africa, India, Vietnam, and Brazil, as well as market analysis from ACA's network of experts.

#### Growing traffic:

- 29% increase in returning visitors
- 28% increase in new visitors
- 27% increase in visits
- 65% increase in pageviews



ACA website statistics

#### Publications

In 2012, ACA rebranded its communication and market information offer, with a new look and new names, reflecting the grading system for cashew kernels.



#### Comprehensive Cashew Market Information System on New ACA Website

At the start of the 2012 cashew season in West Africa, ACA began producing AfricashewSplits, a weekly market report with the latest crop and price information from all African cashew producing countries delivered directly via email. ACA further expanded its communications tools with the launch of “CashewBits,” an SMS Information System. The SMS service will not only allow ACA to better communicate with members who may not have access to internet, but also provides a new outlet to send instant updates on market developments. By using SMS as a dissemination tool ACA will increase the people it can reach with market information or other updates on ACA and the cashew business.

#### Social Media



218 Likes  
340% increase over 2011



180 Followers  
330% increase over 2011



13 Videos  
12,830 views  
550% increase over 2011



# ADVOCACY AND PARTNERSHIP FOR CASHEW

ACA objective: Partner with 12 National Cashew Associations by 2015

■ **2012 Status: 6 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. From 2006-2012, ACA gathered more than 3,000 public and private stakeholders in workshops and conferences discussing cashew-specific issues.

### Highlights

- 3 Partnership agreements focused on promoting national cashew industries and facilitating collaboration platforms for private

and public stakeholders signed with :

- Ivorian Cashew Regulatory Authority (ARECA)
- National Cashew Association of Nigeria (NCAN)
- Kenya Nut Processors Association of Kenya (NutPAK)
- Establishment of an East and Southern Africa Platform following an MOU signed by the Mozambican Processors Association (AICAJU), Cashewnut Board of Tanzania (CBT), the Kenya Nut Processors Association (NutPAK), and ACA
- National Associations launched in:
  - Ghana: Ghana National Body, a processors' and exporters' association
  - Burkina Faso: Regional Farmer Unions
  - Benin: CoNEC, a national exporters' association
  - Senegal: COFAC, a regional interprofessional organization

### Global Cashew Taskforce

At a Steering Committee in October 2012 in Paris, the Global Cashew Council (GCC) identified several priorities for the years to come and developed an action plan for key upcoming activities. ACA MD Christian Dahm and former ACA president Carlos Costa attended as representatives of the African region.

The meeting established a five-point program for follow up in 2013: a standard for cashew kernel, a research project, a website, GCC marketing material, and a letter of invitation for participation in the GCC to large companies and organizations involved in the cashew industry.



# PROCESSING SUPPORT AND BUSINESS ADVISORY

ACA Objective: 200,000MT cashew processed in Africa by 2015

■ **2012 Status: 105,000MT processed**

The services of ACA experts are a valuable resource to all stakeholders in the cashew industry, from established processors to players new to the industry. Through personalized packages, ACA provides business advisory, technical assistance, capacity building trainings, access to finance facilitation and crucial linkages to ensure cashew businesses operate, grow, and expand efficiently.

### We offer

#### Business Advisory Services

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

#### Investment Facilitation

- Information 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

#### Access to Finance

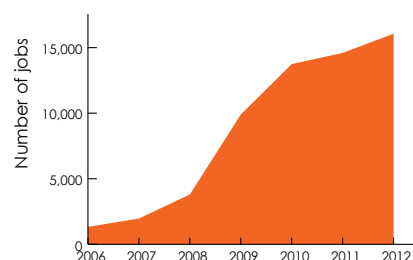
- Support in submitting credit-worthy business

plans and loan applications

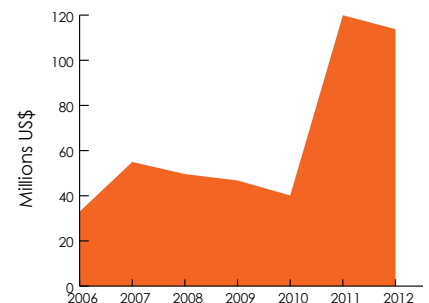
- Banker trainings in specifics of cashew financing
- Partnerships with financial institutions for cashew financing

### 2012 Results

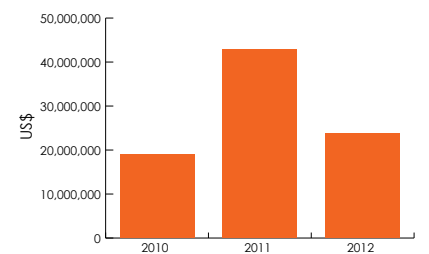
- 3,000MT expansion of processing capacity through direct technical assistance
- 4,500MT RCN processed volumes via direct technical assistance
- \$670,000 in investments through direct technical assistance
- \$4 million kernel turnover facilitated by ACA technical assistance
- \$2.2 million disbursed in working capital loans to three cashew processors
- Above \$35,000 raised in TA fees for servicing the processors across Africa
- 50 production supervisors trained in best cashew processing techniques
- 2 existing companies signed up for Seal and 1 already got seal approved



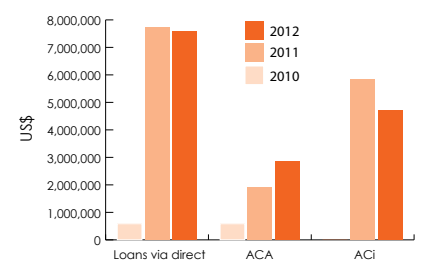
Processing jobs created



Total sales facilitated



Investment facilitated by ACA and Partners



Loans facilitated



## ACA QUALITY AND SUSTAINABILITY SEAL



The ACA Seal program was fully realized in 2012, when Tolaro Global in Parakou, Benin and Mim in Brong-Ahafo, Ghana, became the first factories to receive ACA Quality and Sustainability Seal approval, indicating world-class quality cashew produced in compliance with food safety and labor standards.

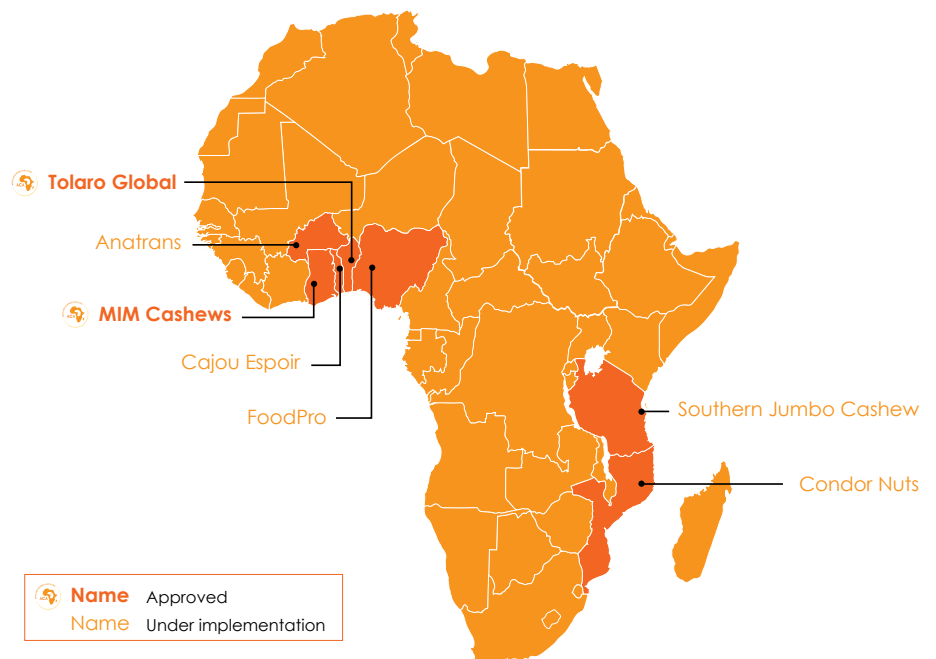
The ACA Quality & Sustainability Seal is an industry-supported mark that signals the processor's compliance with international food safety, quality, and labor standards. The expanding implementation of the ACA Seal in East and West Africa indicates the program's success across ACA member countries. Five processors in Benin, Burkina Faso, Mozambique, Nigeria, Togo and Tanzania signed up for the program in 2012, bringing the Seal processing capacity to 18-25,500MT of RCN.

In 2012, ACA conducted two visits with Intersnack experts to evaluate and promote the program to cashew processors in Benin, Ghana, Kenya, Tanzania and Mozambique. Kraft Foods

supported TDG partner factories in Benin and Burkina Faso in launching the program. Red River Foods, the largest cashew importer in the US, joined the seal program in May 2012.

“Our support of the ACA Seal fits into Red River’s long-term commitment to supply our customers with high quality products, while

maintaining a sustainable business for the farmers in the growing areas,” said ACA Advisory Member Dan Phipps of Red River Foods, “Adding value and creating sustainable jobs for both the growing and processing sides of the industry will provide us with access to quality kernels and meet the goal of getting closer to origin.”



ACA Seal approved companies



# African Cashew in a Global Market

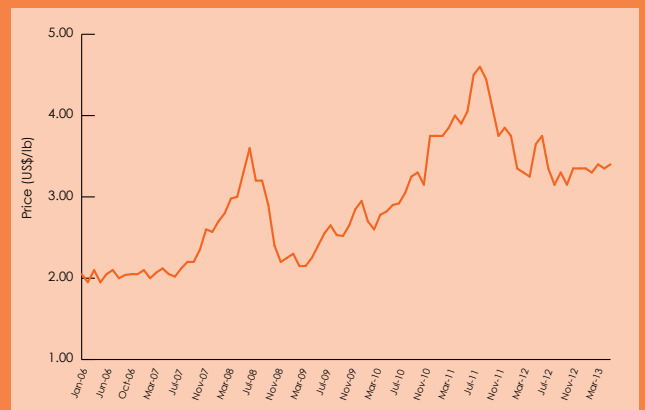
In 2012, the Brazilian, Indian and Vietnamese cashew industries faced a number of difficulties which seriously affected farmers and raw cashew nut exporters in Africa. After the peak and subsequent collapse of cashew kernel prices in the second half of 2011, Indian and Vietnamese importers of raw cashew nuts scaled down operations in 2012 and thus demand for African raw cashew nuts. Political and logistical problems delayed exports of raw cashew nuts from Côte d'Ivoire and Guinea-Bissau, further pushing down prices of raw cashew nuts for exporters and farmers.

Problems with the Brazilian crop strained processors, which already faced challenges due to lower demand for cashew kernels in their primary market, the US. As a result of the poor national harvest, Brazilian processors and importers partly compensated for the lack of demand for West African raw cashew nuts, but their operations were scaled-down.

As a result of the price volatility, numerous processors in India and Vietnam as well as

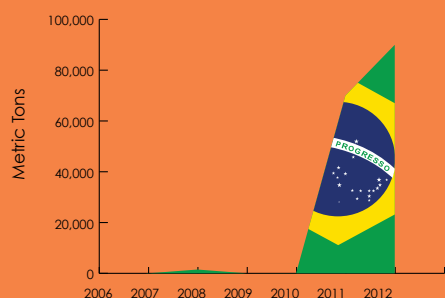
cashew nut traders there went out of business and/or defaulted on their contracts. While cashew processors are also exposed to the market risks (and consequently the farmers selling to them), they can generally spread that risk over a longer period than raw nut exporters. Processing margins are generally higher than trading margins and the market risk is spread over a longer period. Furthermore, farmers have the opportunity to market their products directly to the processor with transparency on farm gate price, relation to international market developments and long-term commercial relationships.

Increasing processing volumes in Africa will make the industry less dependent on export

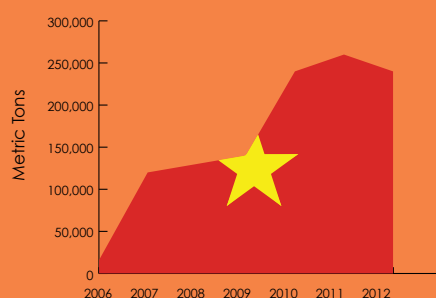


W320 FOB prices from January 2006-March 2013 (Cashew Club)

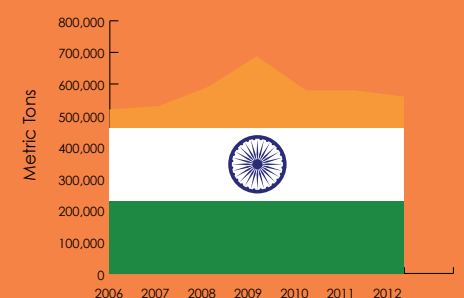
overseas, thus protecting African processors against international market fluctuations. This independence and development will ultimately enable Africa to compete with processors in India, Vietnam, and Brazil.



RCN exported from Africa to Brazil



RCN exported from Africa to China



RCN exported from Africa to India

# 2012 Financial Highlights

## BUDGET 2012

ACA BUDGET ITEM	ACi-GIZ*		USAID**		Private Sector***		TOTAL
Conference	\$47,109	25%	\$12,761	5%	\$415,098	54%	\$474,969
Communication	\$22,163	12%	\$29,484	12%	\$31,555	4%	\$83,202
Market Linkages/Seal	\$14,580	8%	\$84,277	34%	\$134,248	17%	\$233,105
Biz Advisory	\$15,447	8%	\$84,496	34%	\$105,780	14%	\$205,723
Partnerships	\$70,150	37%	\$24,954	10%	\$62,861	8%	\$157,965
Administration	\$21,434	11%	\$11,704	5%	\$17,867	2%	\$51,005
<b>SUB-TOTALS</b>	<b>\$190,884</b>	<b>100%</b>	<b>\$247,675</b>	<b>100%</b>	<b>\$767,409</b>	<b>100%</b>	<b>\$1,205,968</b>

\* A total of \$75,000 of direct payment is included in ACI-GIZ projections

\*\* An amount of \$107,280 of direct payment is included in the USAID

\*\*\* An amount of \$71,350 as direct payment is included in the Private Sector

## IN KIND CONTRIBUTIONS 2012

ACA BUDGET ITEM	ACi-GIZ		USAID		Private Sector		TOTAL
Conference	\$7,500	3%	\$-	0%	\$215,000	43%	\$222,500
Market linkages / Seal	\$50,473	21%	\$-	0%	\$220,264	44%	\$270,737
Biz Advisory	\$-	0%	\$140,406	58%	\$-	0%	\$140,406
Partnerships	\$133,000	54%	\$-	0%	\$60,000	12%	\$193,000
Administration	\$54,000	22%	\$22,806	9%	\$-	0%	\$76,806
Access to Finance	\$-	0%	\$79,263	33%	\$-	0%	\$79,263
<b>SUB-TOTAL</b>	<b>\$244,973</b>	<b>100%</b>	<b>\$242,475</b>	<b>100%</b>	<b>\$495,264</b>	<b>100%</b>	<b>\$982,712</b>

## PROJECTED BUDGET 2013 (US\$)

ACA BUDGET ITEM	ACi-GIZ <sup>1</sup>		USAID <sup>2</sup>		Private Sector <sup>3</sup>		TOTAL
Conference	\$53,300	39%	\$-	0%	\$554,710	63%	\$608,010
Communications	\$25,400	19%	\$25,000	4%	\$72,223	8%	\$122,623
Market Linkage / Seal	\$6,500	5%	\$261,599	44%	\$60,223	7%	\$328,322
Biz Advisory	\$6,500	5%	\$228,911	38%	\$46,200	5%	\$281,611
Partnerships	\$38,800	28%	\$25,000	4%	\$151,134	17%	\$214,934
Administration	\$6,500	5%	\$60,000	10%	\$-	0%	\$66,500
<b>SUB-TOTAL</b>	<b>\$137,000</b>	<b>100%</b>	<b>\$600,510</b>	<b>100%</b>	<b>\$884,490</b>	<b>100%</b>	<b>\$1,622,000</b>

<sup>1</sup> A total of \$117,000 of direct payment is included in ACI-GIZ projections

<sup>2</sup> An amount of \$55,000 of direct payment is included in the USAID

<sup>3</sup> An amount of \$880,000 as direct payment is included in the Private Sector

# 2012 ACA Members

## BENIN

ACTS (Affordable Commodities Trading Services)

Afokantan Benin Cashew

AFRICA COMMODITIES COMPAGNIES SARL

Agropole

AGROTEC SARL

AVL & Sons Benin Sarl

BPS INDUSTRIES

Compagnie des palmistes

Ets ATRACOG

Ets DEO-GRATIAS

Ets NAWAL

Fludor Benin

GAPA Atacora Donga

GAPA-Borgou Alibori

La Lumiere

Ministere de l'Agriculture de l'Elevage et de la Peche

Nad & Co. Industries

OTIMI ADJIMOTI FABI SARL

RE-WENS ET FILS

SITAB

SNV Benin

SOFBECI

Sun Flavour

SWCM

Tolaro Global Benin

TRAVAUX UNIVERS

Union Regionale des Producteurs de l'Atacora et la Donga (URPA -AD)

URPA- BORGOU-ALIBORI

URPA/ZC

## BRAZIL

IRACEMA

RESIBRAS

## BURKINA FASO

Anatrans SARL

Gebana Afrique

Sotria B

Tiraogo Sarl

## CHINA

Junan Xiangsheng Imp.& Exp. Co., LTD.

Shanghai Huanxin Machinery

## COTE D'IVOIRE

Africajou

ARECA-CI

COOPRADI

DINCOMCI

FIRCA

Omni Value SA

Quang Thien Imex

## GAMBIA

Afro Natural Products

Cashew Gam

Celine Cashew Shop

COMAFRIQUE

Famer Inter Trade Association (FITA)

Gambia Horticultural Enterprises

GIEPA

Group Juboo-Fass Njaga Choi

Hambakor Enterprises Ltd (Ndorteh Nuts)

Inter Agro Engineering Enterprise

IRD Gambia

Kombo Cashew Farmers Assoc. of Gambia

Maersk Gambia Limited

Mendy Kunda

National Cashew Farmers Assoc. of The Gambia

Ndarr Cashew Senela Kafo of lower Nuimi

Royal Enterprise Limited

Sara West Africa (Sara trading)

The Gambia Growth & Competitiveness Project

## GERMANY

SAP

## GHANA

Augustus Overseas Limited

Blackstar Foods

Bride Tidings Enterprises Ltd

Cashew Development Project

El-ROI Enterprise

Felix Awantang

Gbankuliso Cashew Farmers Association

GIZ

Mim Cashew

Muskaan Ghana

Nimdee Hyeren

Rajkumar ghana

Rhema Trading

Sika Aba Buyers Ltd

Sitos Commodities

TechnoServe

Usibras Ghana Ltd

WAML

Winker Investments

Yummy Enterprise

## GUATEMALA

Grupo Alza

## GUINEA BISSAU

ANAG

CCIAS

CPC PAN

General Trading LDA

Gomes and Gomes

NADEL

No Fianca

Soguicina SARL

Valency International Trading

West Africa Development Organisation

## GUINEA

Sopelgui Agro Industries

## INDIA

3F Group

Budhhi Industries

CEPCI

Empress Agro

K.Gopinathan Nair & Co

Nova International

Nut Trading Corporation

Radson Export (Binod Cashew)

Rajkumar Impex

Samsons Trading

Vijay Impex

## KENYA

Afrimac

Equatorial Nut Processors Ltd.

Jungle Cashews

Kenya Nut

NUTPAK

## MALI

Association des Chercheurs et Producteurs du Mali

MOZAMBIQUE

AgriFUTURO Project

AICAJU

Caju Ilha

CC & Associates

Condor Caju

Condor Nut

Instituto de Fomento do Caju (INCAJU)

## NETHERLANDS

FairMatch Support

Global Trading & Agency BV

IDH- The Sustainable Trade Initiative

Intersnack Group

Trade Development Group (TDG)

## NIGERIA

Abod Success Investment Ltd

ACET Nigeria

Century Export Limited

Colossus investment

ECOWAS

Flo Mulvina Nigeria Limited

FoodPro Ltd.

Hadij Resources Ltd

Kafanchan Cashew

KD FOODS PROCESSING COMPANY LTD

NECO

Raw Materials Research and Development Council

Samus Farms

TATA Messiri

Universal Quest Nigeria Limited

## SENEGAL

ACASEN

AJAC

COPROCA

PADEC

PROMER Rural Micro-Enterprises Project

SCPL

USAID Wula Nafa

Chambre de Commerce de Ziguinchor

Mery Logistics

## SINGAPORE

Olam international

Pargan Singapore

## SWITZERLAND

LBNuts

Maviga SA

## TANZANIA

Agrofocuz Tanzania Ltd.

Cashew Nut Board of Tanzania

Masasi High Quality Farmers Products

Naliendele Agricultural Research Institute

Southern Jumbo Cashewnuts LTD.

## TOGO

Cajou Espoir Tchamba

Majestar Togo Sarl

## UNITED KINGDOM

SNA Commodities

## UNITED STATES

Andalucia Nuts, Inc

Cashew International Inc

Costco

Daniels Marketing Corp.

IKATU International

IMS

Kraft Foods

Pan African Consulting

Red River Foods

Richard Franco Agency

Sunrise Commodities

Wellspring Ministries International

## VIETNAM

Long Son Joint Stock Company

VINACAS

## ZAMBIA

Cashew Growers Association of Zambia



# Founding Members & Partners



Cashew Nut Board of Tanzania

Cashew processors association of Kenya



**giz**



Global Trading & Agency B.V.



Intersnack



Technoserve



# 2012 by the numbers

**176** Core and Stakeholder members

**522** Annual Conference participants

Represented in **15** countries in Africa

**8** processors in ACA Seal program

**\$23M** investment in cashew processing facilitated

**\$114M** cashew sales facilitated

**118,000** website pageviews

[www.africancashewalliance.com](http://www.africancashewalliance.com)

[facebook.com/africancashewalliance](https://www.facebook.com/africancashewalliance)

[twitter.com/africancashewalliance](https://twitter.com/africancashewalliance)

[youtube.com/africancashewa](https://www.youtube.com/africancashewa)

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