

ANNUAL REPORT



africashew240

2018 in focus

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2018 ACA Annual Report



A Message from the President

Dear Cashew Colleagues, Dear Cashew Family,

We would like to start this year's report by extending our sincere gratitude for your unflinching support to the Alliance, especially in 2018. The African Cashew Alliance (ACA) witnessed an in-depth change in its vision, which set the Alliance "rolling in a different motion". Notwithstanding, the changes seen over 2018 have somewhat molded and better positioned the Alliance.

In the last year, ACA has been immensely focused on knowledge sharing among the stakeholders. To this end, series of forums, workshops and events were hosted and/or supported by the Alliance.

The Alliance started the year with active support provided to the cashew exporters of Cote d'Ivoire towards the organization of the second edition of JNEC (Journées Nationales des Exportateurs de Cajou de Cote d'Ivoire) under the theme: "Creating synergies for the sustainable development of the cashew industry". Panel discussions covered topics on challenges of exporting 'made in Cote d'Ivoire cashews', creating synergies between cashew exporters in Africa and the world, the prospects for cashew processing in Africa and improving RCN quality - a guarantee for improved income of producers.

The official inauguration of the Association of Cashew Processors Ghana (ACPG) was successfully hosted by the ACA. In line with the new vision of the Alliance focusing on the promotion of value addition on the continent, the ACPG will receive support from ACA to attain its own vision of "Increasing the competitiveness of the cashew processing industry in Ghana by offering high quality cashew products to the domestic and international market." To start, the ACA successfully solicited support from the Brazilian processing company USIBRAS, who operate a factory in Ghana. To revamp Ghanaian cashew processing, 18 shelling machines were made available to processors of ACPG.

Furthermore, on March 21, ACA organized a learning and innovation event hosted in Accra under the theme: "Promoting Investments in Cashew: Policies and Business Environment". Over 45 key stakeholders from Belgium, Burkina Faso, Ghana, Guinea Bissau, The Netherlands, USA, the Ghana Ministry of Food and Agriculture, the Ministry of Trade and Industry and the ECOWAS Commission attended. The one-day event focused on mapping the various policies in the production areas and educating on favorable policies suitable for the current state of the cashew industry. Following this workshop, we are happy to note that the government of Ghana has advanced very far with the decision to set up a so-called Tree Crop Development Authority, to take responsibility for cashew and other crops, and we expect the Authority to be fully functional in 2019.

The first edition of the Sahelian Cashew Forum was held in Burkina Faso under the theme "The Cashew Sector, what reforms are favorable for a better organized, dynamic and competitive market?", with over 320 cashew stakeholders participating from 12 countries. The Sahelian Cashew Forum is a new regional learning and exchange platform, which addresses issues of common interest to cashew producing countries in the West African Sahelian sub-region. This includes Guinea, Mali, Guinea Bissau, Senegal, Burkina Faso and Gambia. Other producing countries beyond the Sahel like Côte d'Ivoire, Benin, Nigeria, and Ghana are all welcomed to participate in any of the FOCAS events. Following a successful 2018 edition, Mali will host the second edition in Bamako in 2019.

Since its inception, ACA organizes an annual cashew event bringing together all the actors of the cashew value chain. This year's format was not exceptional, but however a remarkable one. The 12th Annual Cashew Conference was held for the first time in collaboration with the International Cashew Equipment and Technology Show (SIETTA) organized by the Conseil du Cotton et de l'Anacarde (CCA). The objective of this joint collaboration was to provide not only learning sessions to stakeholders, but to enable first hand access to equipment to accelerate value addition. Via the ACA website, 402 International participants registered for the SIETTA-ACA Conference. ACA is happy to, in the future, collaborate not only with SIETTA, but with any other international cashew stakeholder events.

During the Annual General Meeting and Elections held at the conference, the ACA Board welcomed two African board members; Mr. Babatola Faseru from Nigeria and Mr. Nanque Florentino from Guinea Bissau who were re-elected and two new international members, Suraj Rao from ETG and Mallikarjuna Kumaraswamy from Olam. Currently, the ACA Board consists of 3 West Africans, 2 East & Southern Africans and 4 international investors. The ACA Cashew Ambassadors were also officially announced at the AGM. The nominated ambassadors are individuals who are active in the cashew sector in the various cashew producing countries tasked to represent ACA and support its activities.

This year, ACA started implementation of three projects: Business Advocacy Challenge Fund (BUSAC), GIZ Matching Fund, and Africa Trade Fund (AfTra). These projects' focus is on building the business capacity of private sector organizations, supporting African cashew industries in improving product quantity and quality, developing markets in line with international best practices, ensuring that cashew processing is undertaken in an environmentally sustainable manner across the targeted regions, enhancing the economic participation of women in the cashew processing sector, and reducing rural poverty by promoting increased rural incomes through enhanced competitiveness and incomes amongst cashew

processors in East and West Africa.

Through its ACA Quality and Sustainability Seal, the Alliance continued to help add value to African processing by ensuring high quality and food safe cashew kernels. This year, two new factories signed up for the ACA Seal, and five processing companies passed re-audits and were re-approved as ACA Seal certified with 24 companies assisted.

Amidst the re-organization of ACA as a learning and knowledge sharing platform to impact the growth of the African cashew industry, ACA membership witnessed a reduction in numbers following the adaptation of its new strategy. The new structure has not been fully assimilated by members as we have had many coming back with questions. It is however not unusual because every new strategy takes time to be accepted by its target audience.

The lack of RCN supply since 2017 also contributed to the decline in ACA membership sign-ups and renewals. Most of our members were either not able to process to their full capacity or process at all, thereby having to shut down their factories. This led to members' inability to pay fees as they could not make any profits in the membership year.

We are grateful for 2018, and look forward to what 2019 brings. To all our members, fellow cashew stakeholders, partners, sponsors, thank you for your continuous support not only to the African Cashew Alliance but to the entire African cashew industry.

I wish you all a very productive 2019!

Sincerely,
Florentino Nanque
ACA President



ACA in a Nutshell

Our vision

A sustainable African cashew industry that delivers globally competitive, value added products and secures profitability for all actors

Our mission

To create a platform for accelerating growth and investments in the African cashew industry through partnerships, advocacy, market linkages, technical support and global networking.

ACA's New Strategic Goals 2022



Governance and Team

Organizational Structure as of 2018

The ACA Board of Directors is the governing body, providing strategic direction, general guidance, and oversight to the ACA Secretariat. The Board is elected for two-year terms by the ACA members and consists of nine members who convene twice a year.

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.

ACA Cashew Ambassadors 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.

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.

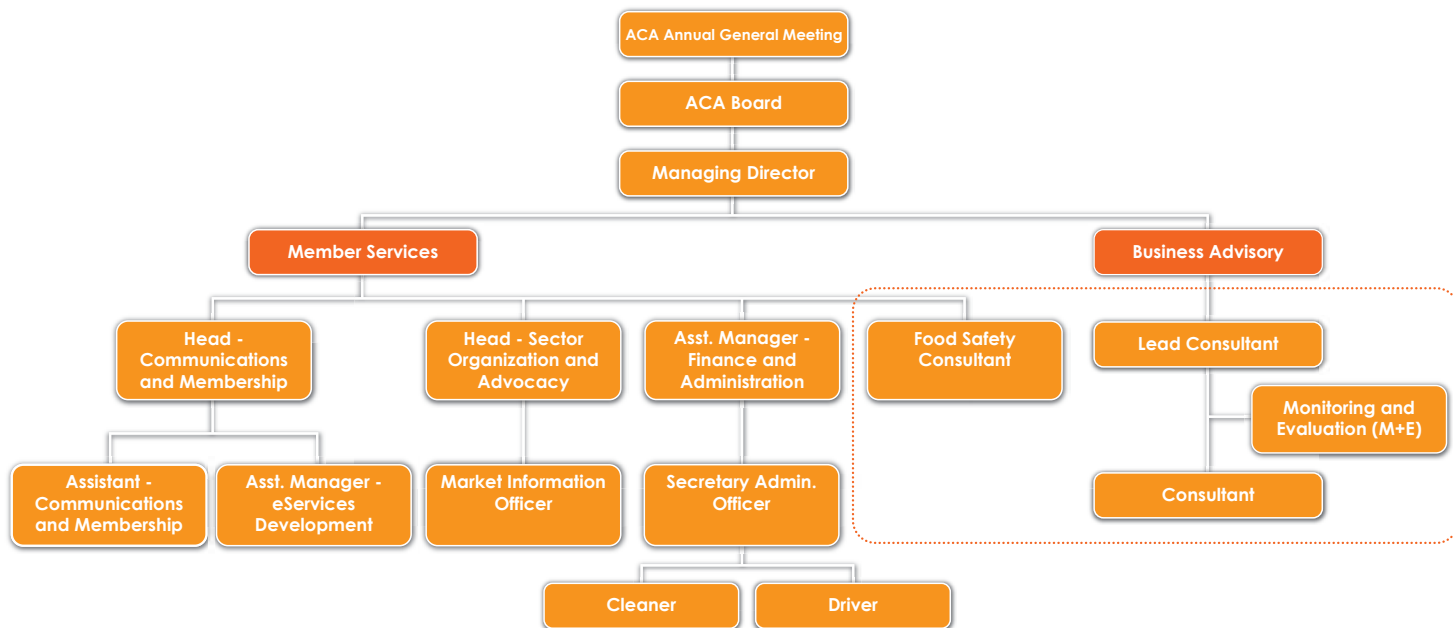


The African Cashew Alliance was established in 2006 as an alliance of African and international businesses with an interest in promoting a globally competitive African cashew industry.

Today, more than 150 member companies work under the ACA banner and represent all aspects of the cashew value chain, including producers, processors, traders, and international buyers.



ACA Organizational Chart



2018 ACA Board Members:

- Florentino Nanque - Djonde Empreendimentos SARL, Bissau, Guinea Bissau
- Kate Kamba - Tanzania
- Babatola Faseru - NCAN, Nigeria
- Ronald Zaal - Trade and Development Group B.V., The Netherlands
- Charles Muigai - Nutpak, Nairobi, Kenya
- Johanna Adotevi - Cajou des Savanes (CASA), Bouake, Côte d'Ivoire
- Mallikarjuna Maraswamy - Olam, Cote d'Ivoire
- Suraj Rao - ETG, Cote d'Ivoire
- Minata Kone - CIAB, Burkina Faso

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ACA in Review 2018

Activities & Achievements

Membership

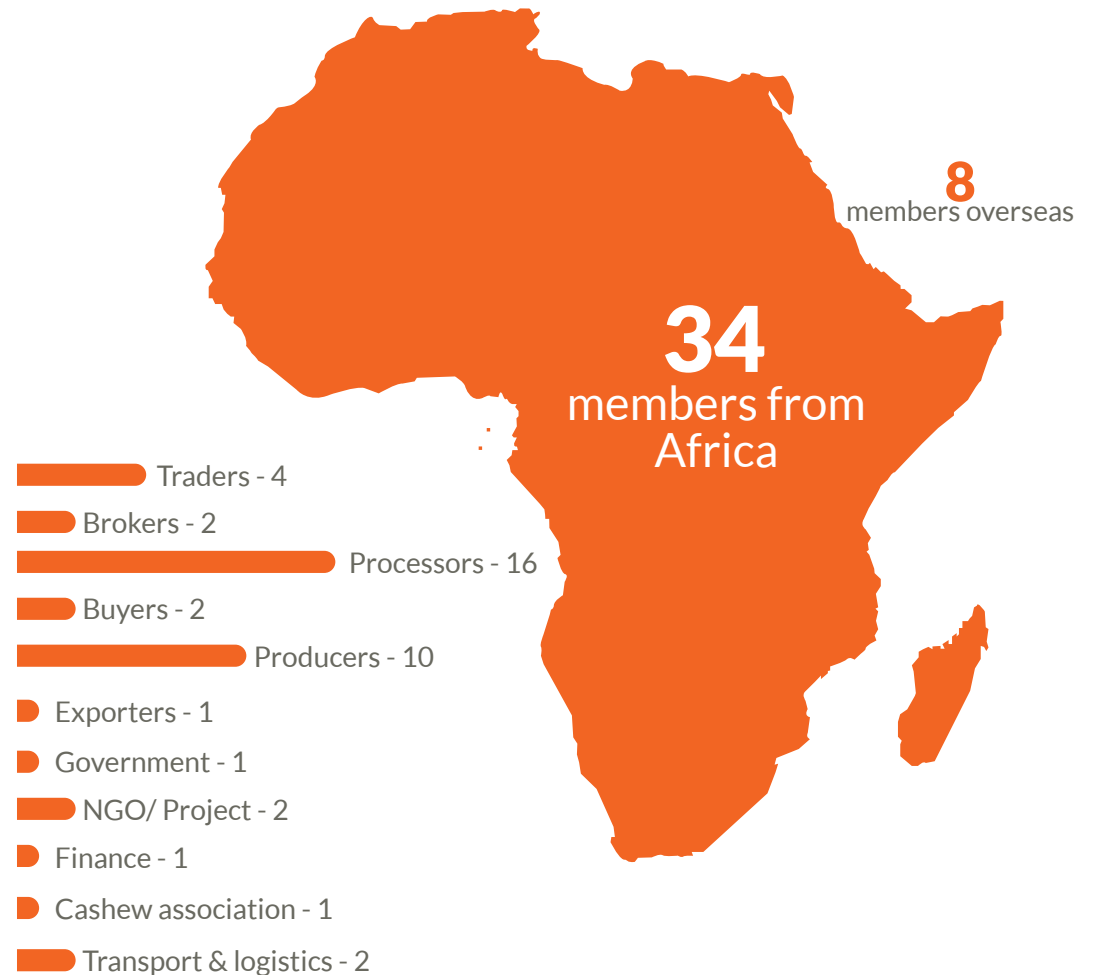
In 2018, ACA membership witnessed a decline in numbers from 99 reported in the 2017 annual report to 42. The new membership strategy adopted in September 2017 contributes on a large extent to the dynamics in the membership numbers.

In the new membership structure adopted, billing of member companies is based on what type of member category they fall in – being either a “member” or an “affiliate”. The “member” category refers to cashew processors, representing the core activity of ACA (adopted in 09/2017). Furthermore, the “member” category is classified with different levels according to the installed capacity of processing units. The “affiliate” category refers to every other stakeholder in the cashew value chain (financial institutions, farmers, NGO, Governmental and regulatory bodies among many others). According to the type of affiliate the membership fee significantly varies.

The above described structure has not been fully assimilated by members as we have many coming back with questions. It is however not surprising because every new strategy takes time to be accepted by its target audience. The lack of RCN supply since 2017 has also contributed in some cases to the fall in ACA membership sign up and renewals. Most of our members were either not able to process to their full capacity or process at all, thereby having to shut down their factories. This resulted mainly from the experienced volatility of RCN prices and lack of access to finance among many others. Finally, this led to members unable to pay fees as they could not make any profits in the membership year.

Currently, out of the 42 paid members, 17 are new and 25 renewed members.

2018 member distribution across the world and industries:



ACA 2018 SIETTA-ACA Conference

To mark the 12th ACA Annual Conference, the event was for the first time held together with the 3rd edition of the International Cashew Equipment and Technology Show (SIETTA) from 8-10 November in Abidjan, Cote d'Ivoire. Under the theme "Cashew Processing: A Mine of Opportunities for Empowering the African Youth", the 3-day conference took on the formats of: a plenary session, panel discussions, learning forums, practical sessions on equipment use, cashew by-products exhibition as well as organized Business to Business (B2B) meetings. The official online registration was hosted on ACA's website and 402 international participants registered on this platform.



Plenary Session: On November 8, the event commenced with an inaugural plenary moderated by the African Cashew Alliance (ACA).

This session tackled the conference theme in general, followed by panel discussions under various sub-themes. Specifically, the inaugural plenary session had four panelists who reflected on three main issues: i) Global cashew market overview, ii) Favorable policy reforms engaged by the government of Cote d'Ivoire towards increasing cashew production and processing in Africa and iii) Financial implication: the case of India. By the end of discussions in this session, the focus on cashew processing in Africa was retained as a necessity to create increased value-added revenue, ultimately avoiding the export of raw cashew nuts. As a result, the strengthening of the banking sector and development agencies financing cashew processing is highly anticipated. The various governments and regulatory authorities will have to play a very important role in mobilizing funds, complementing these efforts with targeted support in terms of capacity building and training to create the necessary local skills for cashew processing.

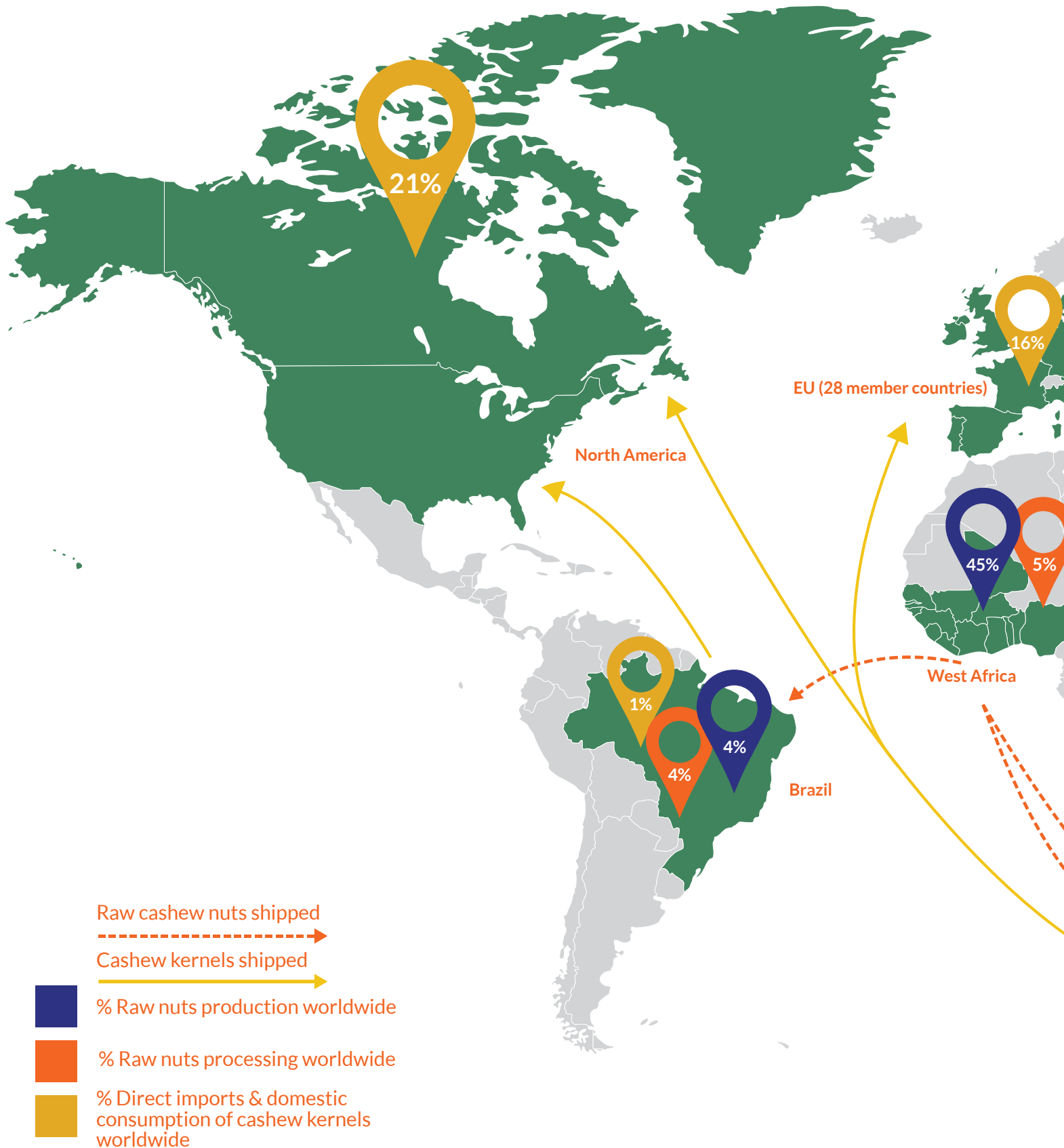
World Cashew Expo: There were 64 expo stands by 72 organizations managed by 262 stakeholders for products and services. 17 local exhibitors from African countries displayed locally manufactured equipment out of 20 equipment suppliers and manufacturers. Aside the above, 20 stands were also dedicated for cashew by products.

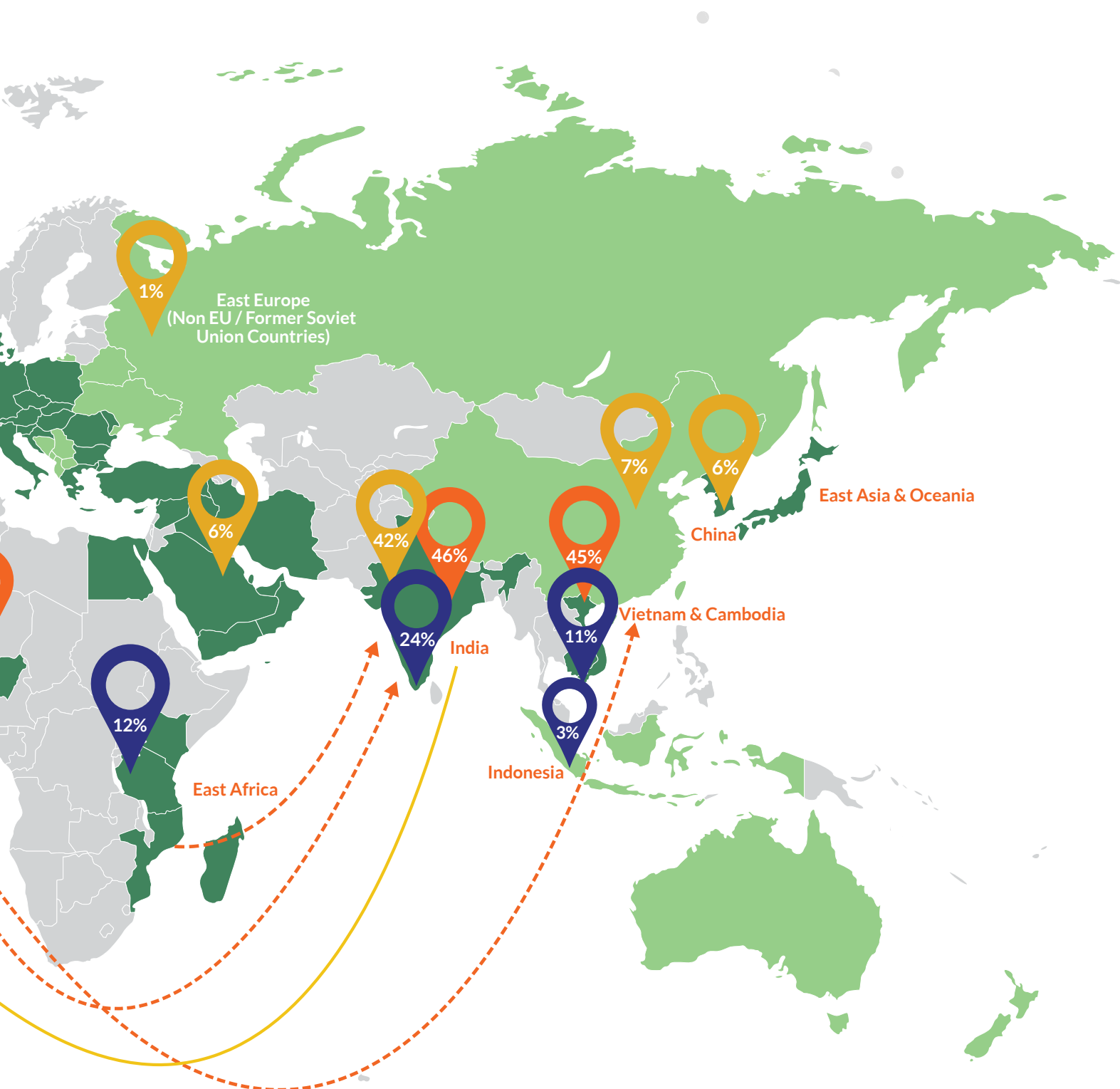
World Cashew Forum: 55 panelists and moderators were involved in several cashew themed sessions as panelists

Business-to-business meetings: The conference recorded over 225 official Business-to-Business Meetings.

Field Trips: The last day started with a field trip to the alleged biggest processing unit in Africa called CILAGRI and located in Abidjan. The unit has an installed capacity of 100,000 MT. This was followed by the site visit to the Civilization Museum and National Park of Banco both in Abidjan.

2018 World Cashew Map



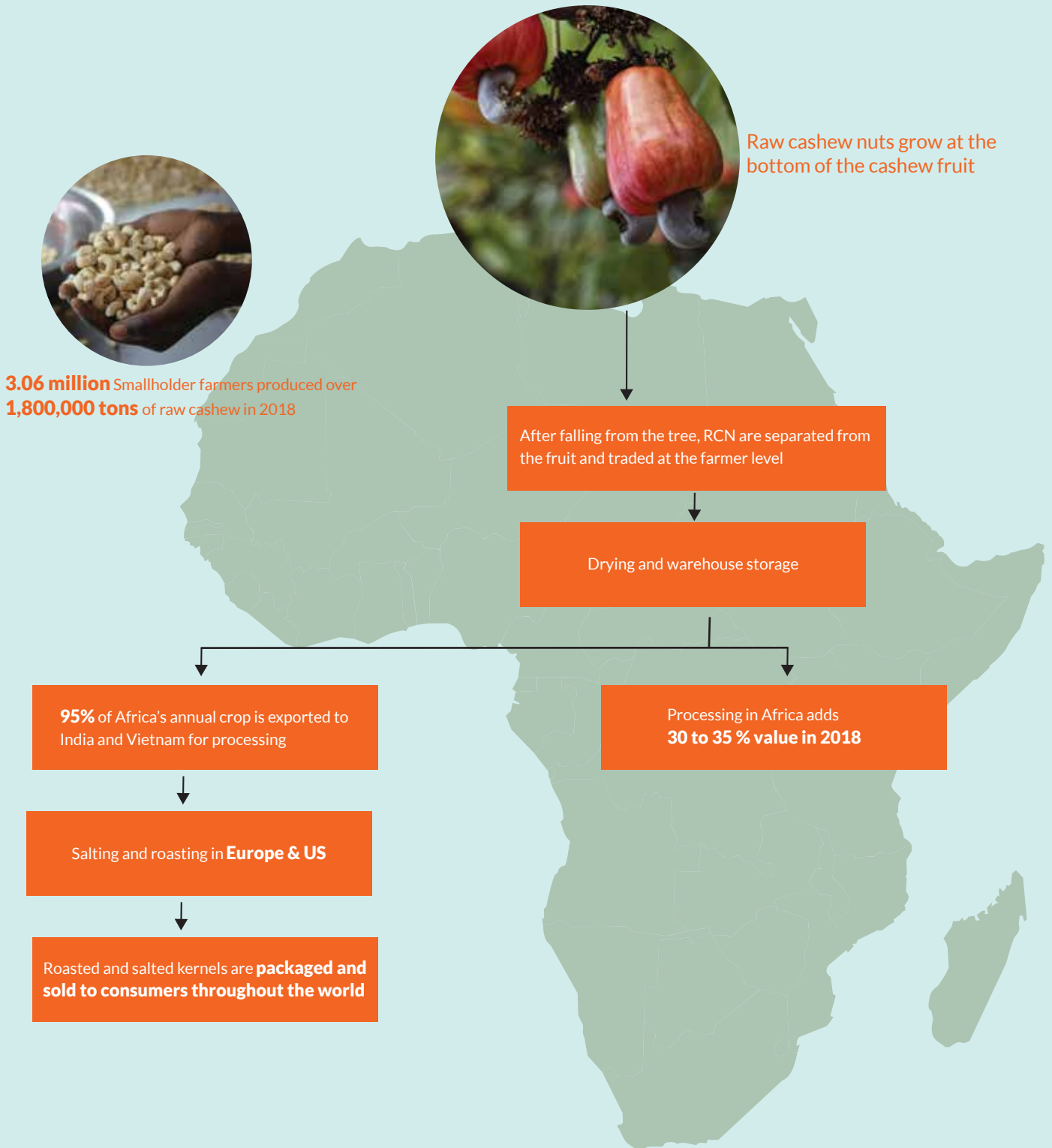


Rest of the world

From Seed to Snack:

Components of the Cashew Value Chain

Cashew production reached an all-time record level as a result of good crops in Tanzania, India and Cote d'Ivoire. Africa's production continued to increase, which largely contributed to the world's increased cashew supply. This year Africa accounted for 57% of the supply compared to the 37% record of 2008. However, consumption and processing have decreased and stagnated respectively. Currently, the vast majority of RCN are processed outside of Africa and this year, 5% of world's production, was processed in Africa with India leading at 46%. Access to adequate finance, RCN price volatility, absence of favorable policies, inaccurate market information and many more factors, account for the decline in RCN processing in Africa. ACA continues to work to reduce if not eliminate these factors as an increased processing in Africa would add tens of thousands of jobs and generate hundreds of millions of dollars in revenue for the continent. Through ACA's assistance to value addition in 2018, about \$4,362,319 million was generated as an additional income for rural communities and 2,648 new jobs were created across Africa of which 1,898 were held by women.



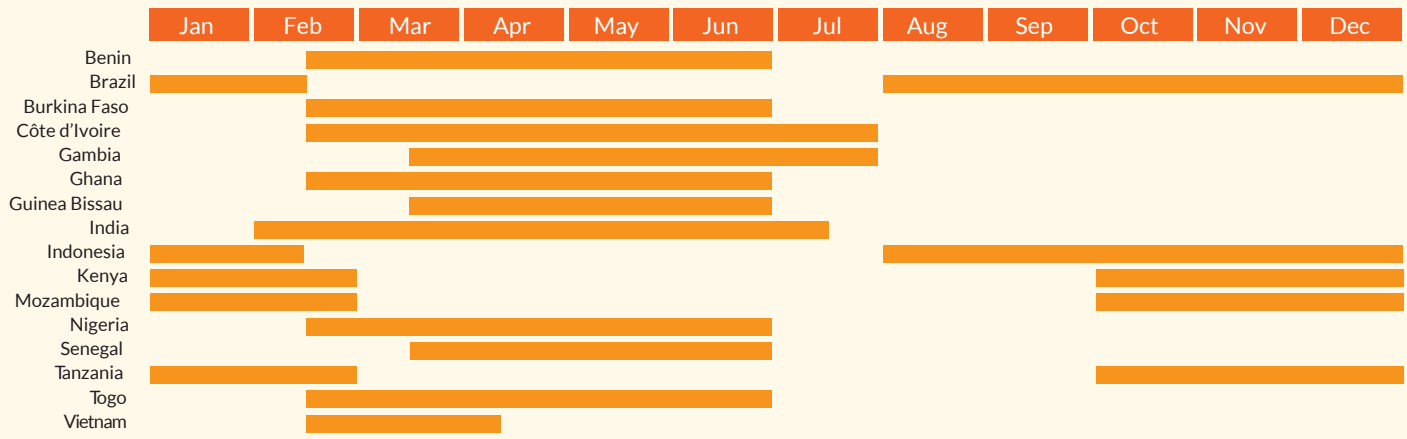
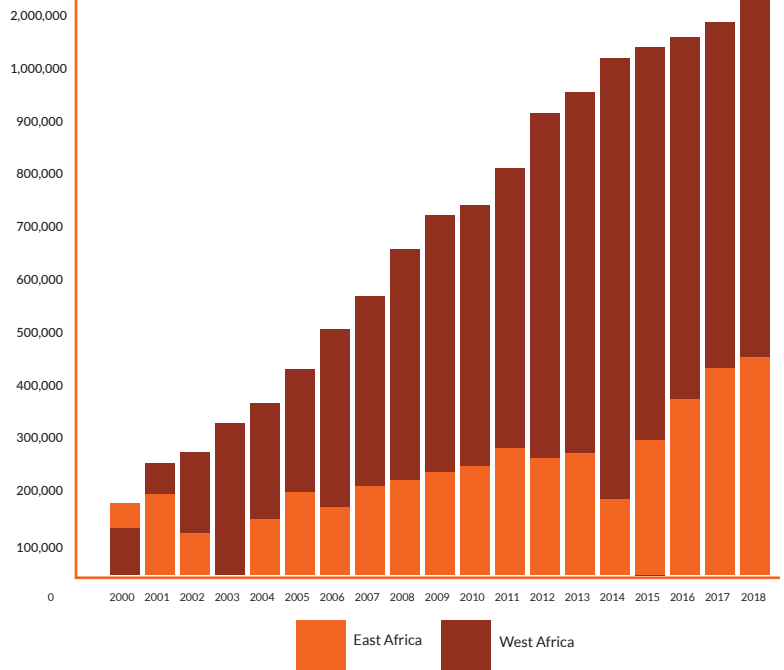
Production

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. Africa has taken over as the world's greatest producer of RCN. Currently, Côte d'Ivoire and Tanzania are the top producers in Africa over the last two years.

Harvest

Throughout most of the year, African smallholder farmers across the continent are harvesting cashew nuts. The African harvest begins in West Africa where it runs from February to July. There is a brief hiatus during August through October where scarcely any raw nuts remain. The East African season begins as early as 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. Africa is most likely to have carry-over stock into the 2019 season.

Cashew produced in East and West Africa (metric tons)

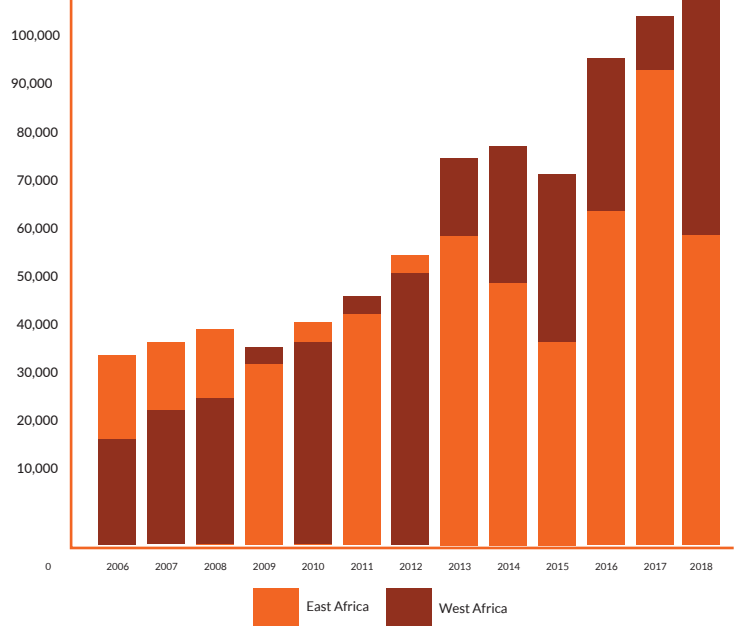


Cashew harvesting seasons

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. A small-medium scale export-oriented cashew processing factory with a 3,000 MT/a capacity and daily processing of 12MT RCN using semi-mechanized technology can consider over 600 employees suitable to this scale. The process of transforming the raw cashew nut into a consumable commodity entails a myriad of steps. The raw nuts must be sorted and cleared of any foreign material. They are then steamed and allowed to cool. The cooled nuts are then shelled manually or mechanically. After shelling, the nuts are often dried and then 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 2018. Another constraint this year was the quality of RCN especially due to poor drying and post-harvest handling. Many instances of improperly dried nuts causing problems for processors and ultimately kernel roasters and packers occurred. This will have to be addressed in future seasons. Government support is another concern. Effective change will not happen without government support and it is important that governments link their interventions and policies to the realities of the market or they risk barriers to trade and damaging effects to the industry.

Cashew processed in East & West Africa (metric tons)



Communications MIS

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 they receive exclusive market intelligence to help them plan their business activities.

ACA website statistics:



Page Views
123,428



No. of Visits
46,269



New Visitors
28,565



Returning Visitors
17,702

Social Media:

f 1981 Likes

t 1266 Followers

Live chat on the ACA website:

200 Message entries

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.

MIS Publications:

Throughout the year, ACA disseminates a range of publications, providing regular reports on market conditions and the latest news on ACA's activities. These publications in 2018 are:

- **AfriCashW450** – Monthly market analysis reports with both global and African perspectives. 10 published in 2018
- **AfriCashW240** – Annual report that details all of ACA's activities throughout the year
- **AfriCashewSplits** – Weekly market updates on the production, processing, and trade of cashews in Africa. 13 published in 2018
- **AfriCashewBits** – Twice a week market SMS updates on kernel prices from India and Vietnam and RCN farm gate prices in Africa.

Partnership

The ACA remains valuable to becoming the 'Voice' for the private sector. Production, marketing and industrialization success and sustainability, depends on the level of organization and professionalism of the stakeholders regarding their specific roles as well as rights and responsibilities within the sector. African Cashew producing countries are currently introducing policies to protect and control the revenue each can generate from its crop. Without detailed studies and monitoring from ACA, most of the policies may adversely affect the overall production, growth and sustainability of the private sector.

During the period under review, ACA initiated collaborations with the African Development Bank's Business Development Department (AHAI) and the World Bank Department of Enabling the Business of Agriculture (EBA) to support the development of a platform of national networks to monitor and report on the general policies related to trade and agricultural growth, and also those specific to cashew that could have an impact on the value chain.

ACA has developed an annual cashew policy map showing each producing country's policies and highlighting any impact on the sector. This is expected to create awareness and share best practices with the public and private stakeholders in the sector.

2018 Highlights

- In March 2018, ACA organized a Learning and Innovation workshop (Policy forum) with support from the Competitive Cashew Initiative. The workshop mapped out existing sector policies in cashew producing countries in Africa to update processors and other stakeholders on trending market-oriented policies and statutes.

- ACA established the ACA Cashew Ambassadors who will work in a way like country representatives.
- ACA supported the inauguration of the Association of Cashew Processors of Ghana
- ACA hosted Cashew Advocacy Training for cashew stakeholders under the BUSAC Funds
- ACA hosted the first edition of FOCAS (Sahelian Cashew Forum) in Burkina Faso in collaboration with CIAB
- A total of two (2) collaborations and partnerships were established with the Business Development Department of the African Development Bank (AHAI) and World Bank Department of Enabling the Business of Agriculture (EBA).



Processing Support & Business Advisory

2018 Status: 5 % of Africa's production was processed in Africa

We offer:

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

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

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

2018 Results:

- 144,459 MT of RCN processed in 2018
- Installed capacity of African cashew processors reached about 400,000 tons in 2018
- \$57,570,735 facilitated in kernel export by African cashew processors in 2018
- 15,734.20 raised as Business Advisory revenues from consulting services delivered to various companies in 2017 \$4.7 million loans facilitated by ACA to new processors in 2018
- 24 companies assisted via technical assistance in 2018 across Africa

In 2018, ACA Seal Approved companies represent

6,604 mt
of ACA Seal Kernel
produced in 2018

 **\$1,826,660**
raised in
exported
kernel sales

168,762.9 mt
of RCN processed ACA
assisted companies

\$4,362,319
in additional income
generated for rural
communities

 **2,648**
new jobs created
under the Seal with
1,898
being women

\$30,900
generated from ACA
Technical Assistance
and Business Advisory
services

\$1,826,660 million

Total sales facilitated

16,8762.9 MT

Raw cashew nuts processed under ACA Seal

2648 (1898 are women)

New Processing jobs created (number of jobs)



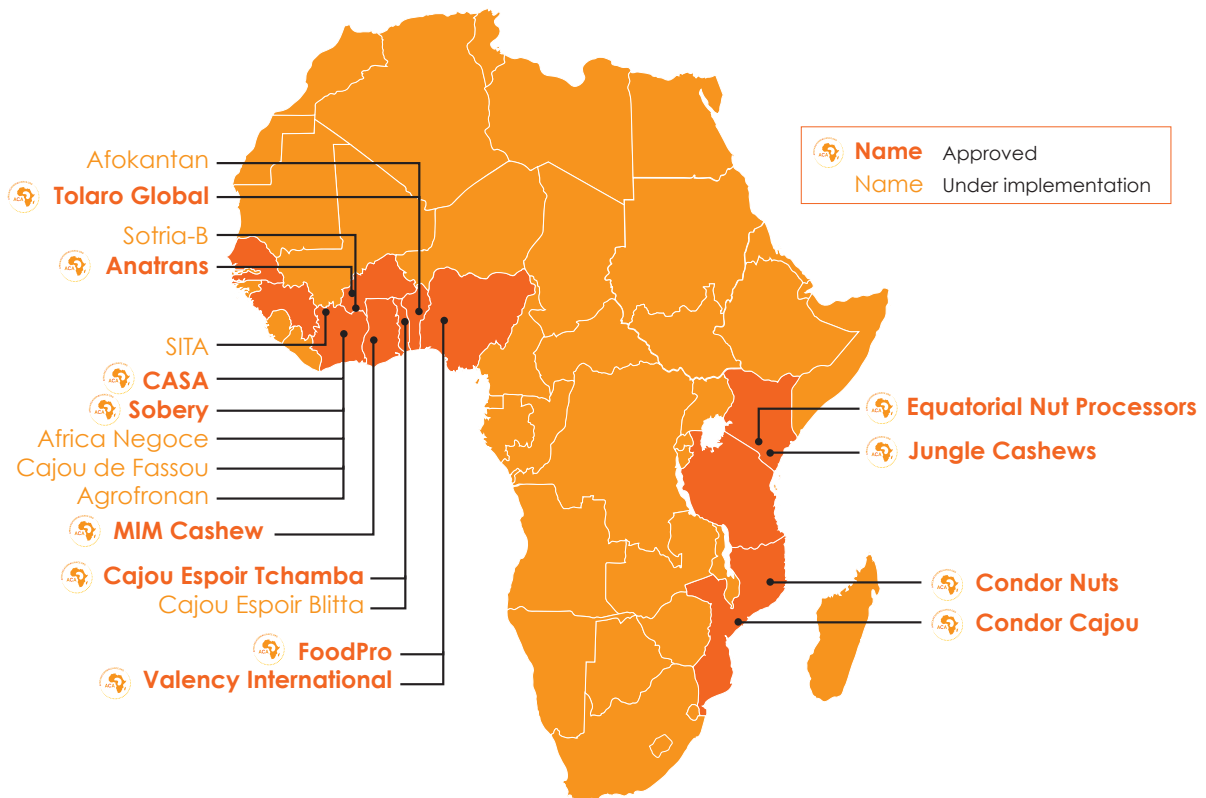
ACA Quality & Sustainability Seal



In 2018, following the shutdown of many processing units the ACA Quality and Sustainability Seal witnessed a growing interest from the still functioning processing companies in Africa 2 new processors joined the ACA Seal Program bringing it to a total of 21 processing companies both ACA Seal approved and under implementation Two of the ACA Seal certified factories have moved on to HACCP Certification Services.

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 both East and West Africa indicates the program's success across ACA member countries. During 2018, 6,604 MT of Seal approved kernels were produced for a total sale of USD\$ 1,826,660. In 2018, ACA conducted technical visits to over 30 processors in Africa

Because of its credibility, many large-scale buyers have complied to purchase only kernels processed in Africa for final consumption purposes that carry the ACA Seal. 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 head start it provides in achieving other international standards, such as HACCP and ISO 22000. A great advantage of the ACA Seal for African processors is that the cost of obtaining it is less prohibitive than that of gaining other certification like ISO or BRC. Hence, the ACA Seal paves the way for African processors to receive credibility and recognition on the global market.



ACA Approval Scheme



2018 ACA Donor-Funded Projects

During 2018, ACA had 6 projects across Africa. Through the support of a variety of donors, these projects work to strengthen the capacity of cashew processing companies, improve the livelihoods of cashew farmers, and link African cashew stakeholders to the international market.

Continuing Projects:

Global Development Alliance II

April 2015 – March 2018

Donor: USAID

Countries: Benin, Burkina Faso, Côte d'Ivoire, The Gambia, Ghana, Nigeria, Senegal, and Togo

Involving: 15 processing factories with estimated 3,500 jobs to be created over project life

Objectives:

1. Operational on-site trainings on:
 - a. Factory layout, processing flow, choice of equipment, and good business practices
 - b. Food safety standards, foreign market requirements, customer satisfaction, and human resource management
 - c. Environmental mitigation practices to promote environmental awareness and accountability
2. Participation in the world's major nut industry events, linking processors with buyers of cashew kernels in various international markets
3. Update the ACA Seal strategy to include a detailed analysis of its income generating opportunities

Africa Trade Fund (AfTra)

March 2017 – June 2019

Donor: African Development Bank

Countries: Kenya, Mozambique, Tanzania, Guinea Bissau, Benin, Ghana, Burkina Faso, Cote d'Ivoire

Involving: Support of African cashew industries to improve product quantity, quality and marketing development in line with international best practices; ensuring that cashew processing is undertaken in an environmentally sustainable manner across the targeted regions; enhancing the economic participation of women in the cashew processing sector; and reducing rural poverty by promoting increased rural incomes through enhanced competitiveness and incomes amongst cashew processors

Objectives:

1. Increasing quantity and quality of African cashew processors
2. Improving environmental management and sustainability in cashew processing
3. Promoting gender awareness and enhanced economic participation of women under equal conditions in cashew processing

Ministère de L'industrie et de Mines-Cote d'Ivoire

June 2015 – March 2018

Countries: Cote d'Ivoire

Involving: 8 selected factories in Cote d'Ivoire; they include Africa Negoce, COPABO, COCOPRAGEL, Afrique Agri Industrie, Africajou, Pyram-Ci, Cajou de Fassou, and Sobery Sarl.

Objective:

To improve the operations and management of cashew processors; to prepare them to be export-ready and attractive to investors; and to improve the cashew industry viability market to financing institutions to promote investment in the area. The project was implemented in 8 selected factories in Cote d'Ivoire

Private Sector Rehabilitation & Agribusiness Development (PRSPDA)

September 2015 – April 2018

Donor: World Bank Project

Countries: Guinea Bissau

Involving: 14 selected factories including Licajou, CPC, Quade & Quade, Grupo Arrey Africa, GAP Solutions, Grupo Amman Bissau, West African Cashew Limited, D'Jonde & D'Jonde, Atlantico Caju Ida, Emicore Ida, Cu-Caju, Sicaju, LAIMCO, Invest Caju Sarl, and ANCA, the national cashew industry association in Guinea Bissau

Objective:

Assess the status of selected existing processing firms in order to derive their assistance needs and design a tailored assistance program to help grow their businesses.

Business Sector Advocacy Challenge Fund (BUSAC)

December 2017 – June 2019

Donor: DANIDA, USAID, EU

Countries: Ghana

Involving: All cashew stakeholders in Ghana

Objectives:

1. To map and organize the various segments of the value chain within Ghana by identifying strengths and weaknesses to help ACA design suitable course of action and to strengthen relations among actors via a stakeholder platform.
2. To develop the industry's marketing capacity through developed B2B linkage platform and trade tools to collect and share crucial business information to establish long-term trading relationships among value-chain

Cashew Matching Fund Grant 6

May 2018 – May 2020

Donor: GIZ

Countries: West African region

Objectives:

1. Lead Mitigation of climate change efforts in the cashew processing industry.
2. Promote programs that will ensure waste minimization, reuse, and recycling.
3. Provide technical assistance for processing of waste for energy.
4. Identify renewable energy options.
5. Ensure sustainable supply of raw materials.
6. Introduce the concept of cleaner production.



Completed Projects:

West Africa Trade & Investment Hub “Trade Hub and African Partners Network”

June 2015 – January 2017

Donor: USAID

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

Towards Inclusive Markets Everywhere

December 2013 – December 2016

Donor: USAID

Implementing Partners: Borderless Alliance, Global Shea Alliance

Countries: Benin, Burkina Faso, Côte d’Ivoire, Nigeria, and Togo

Involving: 60,000 cashew farmers and dependents; created 1,000 jobs in two cashew processing companies

Objectives:

1. Train farmer communities on farming techniques, harvest and post-harvest techniques as well as intercropping best practices
2. Develop capacity of farmers associations to conduct business
3. Increase linkages between farmers and processors



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ACA Financial Outlook for 2018

2018 Core Activity Budget

	2018 budget
Revenue	US \$
Membership Fees	33,882
Technical Asst. and Seal	29,520
Conference Revenue	-
Budget Support	-
Others (eg. Adverts)	2,336
PVT/Core Activities	65,738
Project Related Funds	738,588
Totals	804,326
Expenditure	
Personnel	265,559
Fringe	37,183
Travels	135,053
Consultants	278,435
Supplies	5,169
Contracted Services	81,727
Equipment	1,199
Totals	804,326



2018 ACA Members

BENIN

Afokantan Benin Cashew

BURKINA FASO

Anatrans(Subsidiaries)

CIA-B

COTE D'IVOIRE

Afrique Agri

AGROFRONAN

ANACO

Cajou des Savanes

THE GAMBIA

Maersk Gambia

Sotria B

GHANA

BPA Exim

Mim Cashews

Myroc Farms

USAID

GUATEMALA

GRUPO INDUSTRIAL ALIMENTICIO

S.A.

GUINEA-BISSAU

ANCA

Djonde Empreendimentos Flonan
& Esposa SARL

HONG KONG

WING FUNG

INDIA

Samson Traders

KENYA

Kenya Nut Company Limited

Snuts Kenya

LIBERIA

Quidiyou Inc

Wulki Farms

MOZAMBIQUE

Condor Investimentos

NETHERLANDS

Global Trading & Agency (Subsidiaries)

Trade & Development Group (mother)

NIGERIA

Cashew Farmers Union Nigeria

Honeywest

Karamwest Ltd.

Zebaj Farms

Colossus Investment Ltd.

Norahs Farms Ltd.

Universal Quest

VALENCY INTERNATIONAL

FoodPro

SENEGAL

Mery Logistiques

WOAZU LLC

SIERRA LEONE

Starlight Famers

TANZANIA

National Microfinance Bank (NMB)

TOGO

Cajou Espoir

Cajou du Centre

UAE

Ak International

USA

CARO NUT LTD

Red River Food

ILAD

VIETNAM

Long Son Joint Stock Company

ZAMBIA

Cashew Growers Association of Zambia



2018 by the numbers



22
countries



30
processing units
assisted via technical
assistance under the
ACA Seal Program



More than
1,800,000
tons of cashew
produced in Africa



123,428
Website page
Views


Contact us at:

aca@africancashewalliance.com
(+233) 302 90 49 51

 facebook.com/africancashewalliance

 twitter.com/africancashewalliance

 youtube.com/africancashewa

 linkedin.com/company/african-cashew-alliance

www.africancashewalliance.com

African Cashew Alliance Secretariat, 34 Boundary Road, East Leon, Accra, Ghana