

CASHEW MARKET BULLETIN



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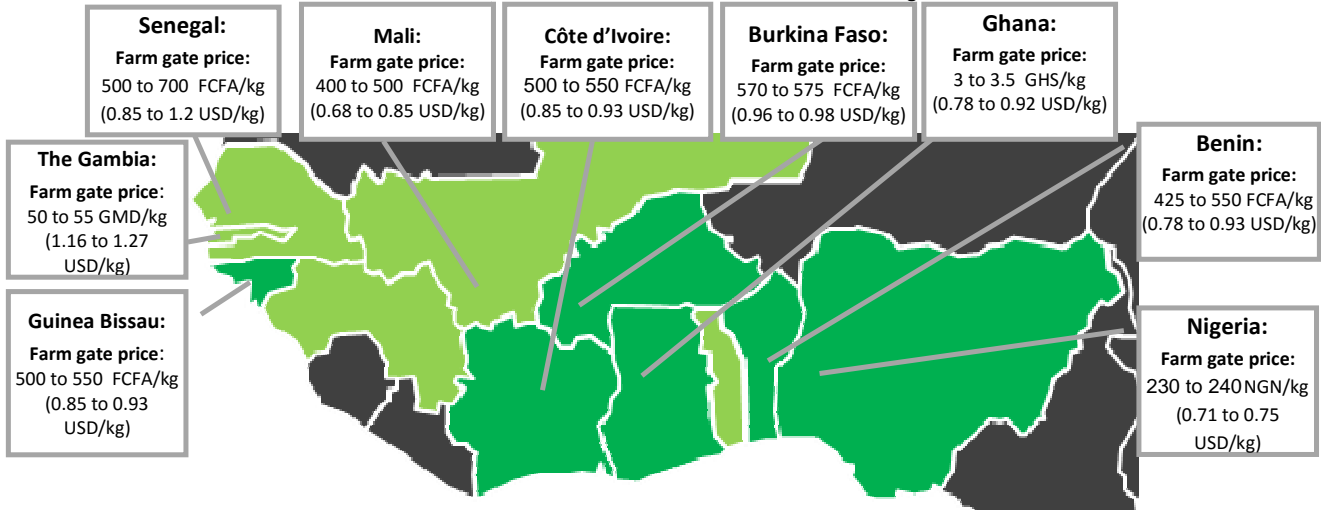
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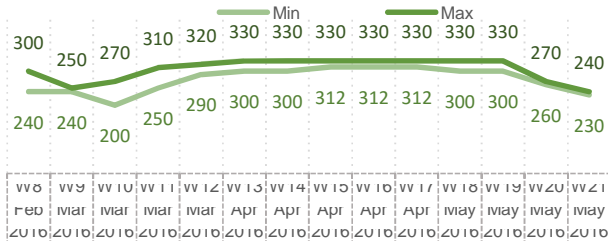
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The Cashew Market Flash

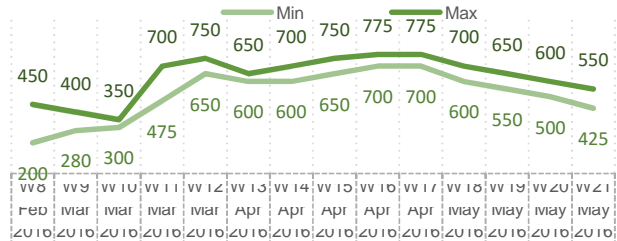
Current RCN Price from West African Cashew Producing Countries



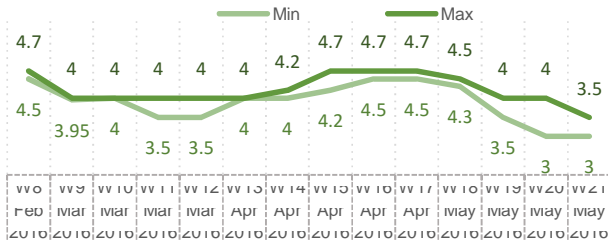
Farm gate price of RCN in Nigeria (NGN/kg)



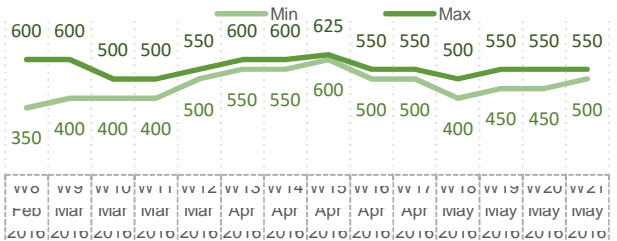
Farm gate price of RCN in Benin (FCFA/kg)



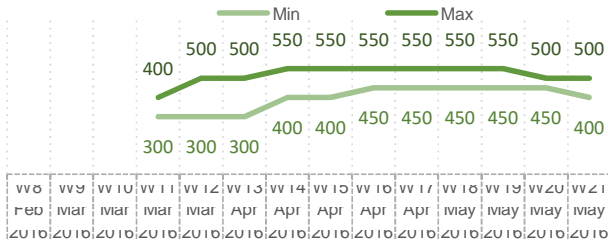
Farm gate price of RCN in Ghana (GHS/kg)



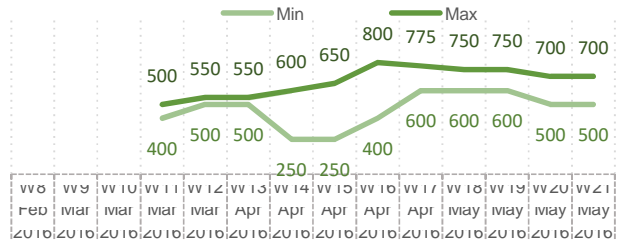
Farm gate price of RCN in Côte d'Ivoire (FCFA/kg)

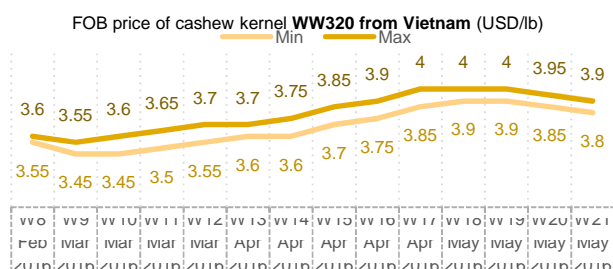
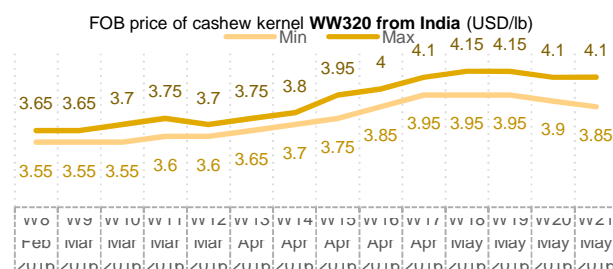
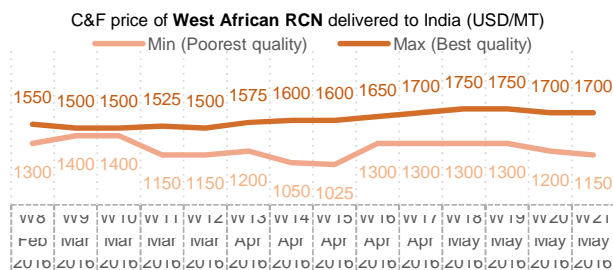
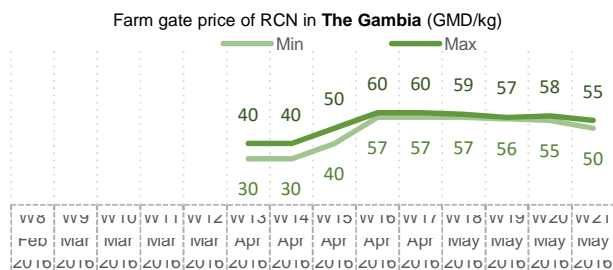


Farm gate price of RCN in Mali (FCFA/kg)



Farm gate price of RCN in Sénégal (FCFA/kg)





The Cashew Market in West Africa

Nigeria

This week, the Naira exchange rate in the informal market is: 1 USD for 320 NGN against 1 USD for 199 NGN on the official market.

The RCN price has decreased, due to an absence of cash flow in the market and the drop in RCN quality as well. Most foreign buyers have already closed for the season. The quality of the available RCN has dropped and is around 40-44lbs, at the moment. RCN stocks also decreased at the producers' level.

In Kogi State, the farm gate price is 240NGN/kg (0.75 USD/kg) while warehouse prices range between 255 and 260 NGN/kg (0.79-0.81 USD/kg). Deliveries to Lagos are being made around 280 NGN/kg (0.87 USD/kg).

In Oyo State and Kwara, RCN price from producers is between 230 and 240 NGN/kg (0.71-0.75 USD/kg). The warehouse prices are around 260 NGN/kg (0.81 USD/kg). Deliveries to warehouses in Lagos are being made around 275 NGN/kg (0.85 USD/kg).

Source: Market Analyst Azeez Ayodele and Mr. Alfred Makhuoga Friday

Benin

The 2016 cashew season in Benin is coming to an end. However, small quantities of RCN are available in some producing areas.

This week there was a decrease in both RCN prices and quality in the various productions zones. The RCN quality is currently 42-47lbs.

Some purchases are being made at farm gate between 425 and 550 FCFA/kg (0.72-0.93 USD/kg).

Source: Mr. Antoine DJOSSOU

Ghana

The Cashew market in Ghana is currently calm. Good quality produce is no longer available; hence most companies have closed for the season. The latest company to close business for the season is Mim Cashew in the Brong Ahafo region. Also, OLAM and Rajkumar have closed in Brekum.

Kintampo, Techiman and their environs have no more stocks of RCN. Dorma, Japekrom, Sampa and their surroundings are said to have produce, but of poor quality (38-41lbs). The RCN quality has dropped sharply with the rainfalls observed all over the country.

However, some farm gate purchases are still observed between 3 and 3.5 GHS/kg (0.78-0.92 USD/kg) for remaining stocks. The rains are intensifying in the production zones and farmers are busy in planting other staple crops.

Source: Market Analyst Cyril Alormene from MOFA

Burkina Faso

Similar to most other cashew producing countries in the West African, the 2016 cashew season in Burkina Faso is ending. Many foreign buyers have closed for the season due to low availability and the drop in RCN quality. RCN quality is presently 40-42lbs. However, some transactions are being made between processors and middlemen.

In the Hauts-Bassins the farm gate price particularly around Kéné Dougou - is at 570 FCFA/kg (0.96 USD/kg). In the region of Cascades, and especially in Banfora, sales have slowed down at the producers' level. RCN stocks are now with the traders, who are currently preparing for the exports. RCN prices at the traders side range between 500 and 600 FCFA/kg (0.85-1.02 USD/kg). In the Central West, the wholesale price from middlemen is 575 FCFA/kg (0.97 USD/kg).

In the city of Bobo-Dioulasso, the wholesale prices declined slightly during the week and are currently between 625 and 650 FCFA/kg (1.06-1.1 USD/kg).

This cashew season in Burkina Faso, the supply is weak but local demand is not strong enough to cause a significant increase in prices in a very short term.

Source: Sansan BLEU, Market Analyst, N'Kalô Service

Cote d'Ivoire

In Côte d'Ivoire, the cashew market has slowdown this week.

The harvest is almost complete. RCN arrivals decreased sharply in some production areas. However some producers who continue to speculate, still have significant stocks of RCN. Therefore, the season could still extend until July.

Stormy rains have settled and nut quality continues to drop. The number of active buyers is decreasing due to the poor quality of the nuts.

The RCN farm gate prices remain stable in the same range as last week, while the Port prices decreased slightly this week.

The farm gate prices range between 500 and 550 FCFA/kg (0.85-0.93 USD/kg) depending on the locality and the quality. RCN wholesale prices, range between 550 and 575 FCFA/kg (0.93-0.97 USD/kg). The wholesale price at the Port is between 565 and 600 FCFA/kg (960-1,020 USD/MT) depending on the exporters, compared to 590 and 600 FCFA/kg recorded last week.

Source: N'Kalô Market Analyst; Sékongo Soungari

Mali

This week in Mali, the cashew market slowed down compared last week. There is low demand and a decrease in prices, despite the decline in RCN arrivals.

Farm gate prices range between 400 and 500 FCFA/kg (0.68-0.85 USD/kg) against 450 and 500 FCFA recorded last week. RCN prices from traders are between 575 and 600 FCFA/kg (0.97-1.06 USD/kg) against 575 and 625 FCFA/kg noticed last week.

RCN stocks are still available at the producers level. Traders and processors have already made up their RCN stocks and seem to be reducing their purchases. Traders and processors are currently purchasing small quantities depending on quality. The season could be longer as expected.

Foreign buyers are less visible however, the price in all the producing countries is below or equal to Mali and the availability of nuts is still good.

Source: N'Kalô Market Analyst; Ousmane N'DIAYE

Senegal

In Senegal, the rainy season commenced, with the first rains in the southern zone of the country - especially in the regions of Ziguinchor, Kolda and Sédhiou. In general, RCN prices remain steady but a slight decrease was observed in some localities. There has been a slowdown of activity in

the area of Sokone and Kolda. However, in Ziguinchor and Sédhiou, the actors are very active and competition is intensifying. In Sokone (region of Fatick), RCN arrivals decreased sharply. Traders are still active but are currently facing difficulties in gathering RCN stocks from villages and weekly markets.

The farm gate prices remained around 700 FCFA/kg (1.19 USD/kg), while the wholesale prices in Sokone vary between 725 and 750 FCFA/kg (1.23-1.27 USD/kg).

In the south (Ziguinchor, Kolda and Sédhiou) RCN demand remains very strong with good arrivals except in Kolda. The RCN prices from producers remained between 500 and 650 FCFA/kg (0.85-1.1 USD/kg) depending on the quantity. The wholesale price in Ziguinchor varies between 650 and 700 FCFA/kg (1.1-1.19 USD/kg).

With the opening of border between Senegal and Gambia, RCN loads from Ziguinchor begin to transit easily to the port of Banjul.

Source: N'Kalô Market Analyst; Cheikh Ousmane Loum

The Gambia

Cashew-nut marketing has, within the past three days, taken a definite downward trend, both in terms of declining prices and volumes of stocks available for sale. Prices have gone down significantly in all the three production regions: North Bank, West Coast and Lower River Regions. Marketing is now moving at quite a dull pace as farmers work more on their farms, preparing for the upcoming rains, while awaiting picks from the third harvest.

Generally, farmers have sold all their stocks in anticipation of declining prices.

Presently, operational activities at the value chain level are mainly focused on the evacuation of purchased stocks from buying point stores to exporters' warehouses. Since the opening of the Senegal-Gambian border, some exporters are now gradually working on re-activating the usual trans-shipment of dried raw cashew-nut stocks through the Banjul port.

In the North Bank Region, prices have dropped from 56-57 GMD/kg to 50 GMD/kg (1.16 USD/kg). The measuring tin has also dropped from 80 to 70 GMD (1.62 USD/kg) at major buying points and to 60 GMD in surrounding villages. It was also observed that the sharp drop in RCN prices has adversely affected the prices of seeds and seed-nuts of other crops (pearl millet, sorghum, sesame, groundnuts etc.) in the seed-market.

In the West Coast Region, prices have dropped from 57-58 GMD /kg to 55 GMD/kg (1.27 USD/kg) at major buying points (subject to quantity and quality) and the measuring tin from 80-85GMD to 75 GMD (1.74 USD/kg). In remote villages cashew nuts are traded at 50 GMD/kg and the measuring tin conceded at 70 GMD.

In the Lower River Region, prices have dropped from 54-55 GMD/kg to 50 GMD/kg and the measuring tin from 75 to 65 GMD (1.5 USD/kg). Kiyang West is now the only district trading in RCN as all the other two districts (East & Central) have exhausted their nuts for the season.

Source: Cashew Alliance of Gambia, Alpha Jallow and N'Kalô Service, Gabriel GOMEZ

Guinea Bissau

The cashew market is still very active in Guinea Bissau. RCN arrivals are still increasing and the quality of the nuts (outturn) remained good with 52-53lbs.

The farm gate price decreased slightly and is currently between 500 and 550 FCFA/kg (0.85-0.93 USD/kg), against 500 and 600 FCFA/kg recorded last week. Some producers believe the decrease in prices is due to the current political situation in the country.

The wholesale price in Bissau varies between 655 and 660 FCFA/kg (1.11-1.12 USD/kg).

Source: ANCA-GB, Mr. Cardoso Tamblé

The International Cashew Market

In the international market, the price of cashew has dropped slightly again. The cashew season in West Africa may last longer than expected. The RCN orders continue from West Africa, but the prices offered depend on the available quality. In the sub-region of Senegal, Gambia, and Guinea-Bissau crops continue, while in the other countries of the West Africa the crop is winding down. The overall balance of the West African production is currently difficult to draw because of large stocks, still held by some producers and traders, in the producing areas

Poor quality lead to a downward revision of RCN prices, except for the sub-region of Senegal, Gambia and Guinea-Bissau where the RCN quality and arrivals are still good.

International quotations in India/Vietnam

<i>Cashew Kernel FOB Asia</i>			
Description	Grade	Prix USD/lb	Recent Changes
Whole white 240 Kernels/lb	WW240	3.95 - 4.35	Slight decrease
Whole white 320 Kernels/lb	WW320	3.8 - 4.1	Slight decrease
Splits	FS/WS	3.2 - 3.25	Slight decrease
Broken	LWP/LP	3.05 - 3.15	Slight decrease
<i>Raw Cashew Nut (RCN) CFR Asia</i>			
Origin (Exportation period)	Outturn	Price USD/MT	Recent Changes
Nigeria (June)	42-44	1,200-1,300	Slight decrease
Benin (June)	44-45	1,400-1,450	Slight decrease
Ghana (June)	43-44	1350-1,450	Slight decrease
Côte d'Ivoire (June)	43-44	1,350-1,400	Slight decrease
Senegal/Gambia/GB (June)	50-52	1,700-1,800	Stable

Currency

Exchange Rate: 1 USD=			This Week	Last Week	Exchange Rate: 1 USD=			This Week	Last Week
West Africa	Franc CFA	XOF	588	590	East Africa	Tanzanian Shilling	TZS	2189	2191
	Nigerian Naira	NGN	199	199		Kenyan Shilling	KES	101	101
	Ghanaian Cedi	GHS	3.80	3.85		Mozambican Metical	MZN	57	56
	Gambian Dalasi	GMD	43	42	Asia	Indian Rupee	INR	67	67
	Franc Guinéen	GNF	7359	7355		Vietnam Dong	VND	22390	22350

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