



# AfriCashewSplits

The source of the latest crop and price information

Week 8: February 18 – 24, 2019 – N°03

[info@africancashewalliance.com](mailto:info@africancashewalliance.com)

## The International Cashew Market

Cashew kernels prices slipped marginally in the past week as Vietnamese processors returned to the market, but buyers stayed away. Fears of lower prices and reports of large crops are likely to keep buyers in a cautious frame of mind possibly leading them to adopt the “hand to mouth” strategy that was successful before the price spike of 2017 and 2018. It is not unreasonable to expect good demand in 2019 as prices settle down, but we may have to wait some weeks to see this turn into orders.

RCN prices have also softened as more sellers come to market. Arriving crops in Nigeria, Cote D’Ivoire and Ghana are not yet finding any following from processors in India or Vietnam. There are some trades for early shipments, but it seems likely that Vietnamese buyers will focus on their own crop first and Indian buyers depending on their location will buy the minimum to bridge the gap to their own crop. RCN prices currently offered reflect the farm gate levels plus margin. We may see some speculative sellers enter the market in the coming weeks. Meantime, the Tanzanian government has indicated their interest to sell 224,000 MT of RCN, but not at prices which are anywhere close to the current market value.

## The Cashew Market in Africa

### RCN farm gate price in AFRICA in USD per MT

COUNTRY	1 year ago	1 month ago	1 week ago	Calendar week 8 (18-24 Feb 2019)		This week vs last week		This week vs last month	
				Reported range	Outturn in lbs	Variation	Trend	Variation	Trend
NIGERIA	1,565	-	654	634 - 661	49	-1%	↘	-	-
BENIN	1,454	433	602	519 - 692	46-49	1%	↗	29%	↗
GHANA	1,461	-	817	748 - 935	49-52	3%	↗	-	-
IVORY COAST	1,313	433	559	432 - 692	48	1%	↗	23%	↗
KENYA	-	595	553	550 - 600	48-52	4%	↗	-4%	↘

### RCN export Cfr prices in AFRICA in USD per MT

COUNTRY	1 year ago	Calendar week 8 (18-24/02/2019)		
		Reported range	Outturn in lbs	
NIGERIA	2,000	1,250 - 1,300	49	
BENIN	2,100	1,450 - 1,500	49-50	
GHANA	2,200	1,335 - 1,400	50-52	
IVORY COAST	2,000	1350	48	

## Worldwide WW320 export FOB prices in USD/lb.

COUNTRY	1 year ago	1 month ago	1 week ago	Calendar week 8 (18-24/02/2019)		This week vs last week		This week vs last month	
				Range reported		Variation	Trend	Variation	Trend
VIETNAM	4.70	3.65	3.41	3.35	3.46	0%	→	-7%	↘
INDIA	4.70	3.65	3.45	3.40	3.55	1%	↘	-5%	↘
<b>Prices ranges offered in:</b>									
BENIN				-	3.60				
GHANA				3.50	3.65				
COTE D'IVOIRE				3.45	3.80				
KENYA				3.55	3.65				

## Country Reports

### Nigeria

The season is at its beginning. The February 16 scheduled Saturday elections were postponed by one week to February 23, therefore again the Nigerian market was quiet. Thus, previously reported prices for calendar week 7 remain the same in week 8: RCN farm gate price: 230 – 240 NGN/kg (634 – 661 USD/MT) at an outturn of 49lbs. This week, it is reported that the export RCN price offered by sellers is between 1250 – 1300 USD/MT Cfr.

### Benin

The estimated RCN production in Benin currently sways between 135,000 and 140,000 MT for 2019. The RCN farm gate prices vary depending on location. Prices from Northern parts of the country are like last week reported to be lower than in the Central and Southern regions. Currently, prices are reported to be ranging between 300 – 400 CFA/kg (519 – 692 USD/MT) in week 8.

Official season launch on March 1 remains a highly anticipated date in Benin. This week, Benin origin WW320 is offered at US\$3.60 per lb. FOB by a top processor.

### Ghana

Traders in Ghana's cashew region report again an average outturn of 49lbs, while this week's RCN farm gate price range of 4.0 – 5.0 GHC (748 – 935 USD/MT) has slightly widened (last week 4.0-4.5 GHC/kg).

It has been reported in this week that 50/52 lbs. are offered between 1335 – 1400 USD/MT Cfr from a range of sellers. There is a reported offer of 48lbs at 1300 USD/MR Cfr for March/April shipment, but this is lower quality than usually expected from Ghana and may be a different origin in fact.

The WW320 FOB export price range offered this week has decreased to 3.50-3.65 USD/lb. offered by a top processor. Considering international market prices there is no buying interest at this level. Demand from kernel buyers seems to be weak. Slow response from markets is a major concern for processors interested to take positions on the RCN markets.

### Ivory Coast

Official estimates at 800,000 MT confirm expectations of a good 2019 crop.

Average outturn based on few samples at the farms remains at an average 48 lbs. this week. Still there is a risk that a slow start to the commercial season could jeopardize quality as the harvest starts. The quality position will become clearer as material starts to arrive at the ports.

Farm gate prices are this week still reported in a range of 250-400 CFA/kg (432 – 692 USD/MT). It is reported by some observers that the government baseline price is not being adopted for fear of a drop in RCN prices.

RCN 48lbs export FOB price is this week reported at 1300 USD/MT.

The WW320 FOB export FOB price range offered this week has been marked down to 3.45 USD/lb.

## Gambia

The Gambian crop is expected to begin by end of March / early April. Reports say there is the 2019 crop could start 2 weeks earlier. Once the crop begins there will be more price information.

Reports say Senegal is pushing to have all of its crop exported through the port of Ziguinchor in contrast to prior years where crop was move to the Gambian port of Banjul.

## Kenya

The Kenyan crop is coming to an end. Reported estimated crop production (7,000 MT) and RCN outturn (48-52lbs) both stay the same this week. A slight shift in farm gate price has been reported: 55 – 60 KSH per kg (550 – 600 USD/MT).

Again, this week processors in Kenya report a W320 Export FOB price offered between 3.55 – 3.65 USD/lb.

Thank you to all our network of reporters and analysts for their contribution to this report.  
This is a publication of the [African Cashew Alliance](#)

