



ACA

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



A DECADE OF TRANSFORMATION

ACA World Cashew Festival & Expo 2016



Bissau, Guinea-Bissau

September 19-22, 2016

ACA: A Journey of 10 Years

ACA: A Journey of 10 Years/ September 20, 2016 at 9:30 - 10:45.

Objectives

1. Highlight ACA's achievements from its inception in 2006 to 2016, told by founding members and important actors
2. Identify ACA's role in the industry today and strategies for the future of the alliance in promoting African cashew
3. Hear testimonies on the benefits of joining the Alliance from longstanding African processor, the public and private sectors, and NGOs

ACA: A Journey of 10 Years/ September 20, 2016 at 9:30 - 10:45.

Our Panelists



Mme Georgette Taraf, ACA President, cashew processor and exporter

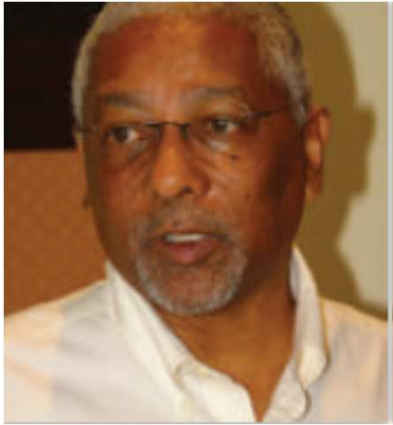
‘ACA has made Africa aware that we produce 50% of the world’s raw cashew nuts and of the huge opportunity for value-addition it represents’



M. Jorge Oliveira, Senior Agriculture Policy Advisor, USAID

‘ACA is one of the most successful public-private partnerships USAID has been involved with, born in Guinea-Bissau.’

ACA: A Journey of 10 Years/ September 20, 2016 at 9:30 - 10:45.



Carlos Costa, first ACA President, agribusiness consultant

‘ACA has succeeded in putting African cashew on the map of the global nut industry. The next step is for ACA to encourage and complement national strategies, developed by stakeholders in each country for each country.’



Vanessa Adams, Senior Director, DAI (USA)

‘The Alliance has been and continues to be the message. It is about bringing all actors together, businesses, governments and donors.’

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ACA: A Journey of 10 Years/ September 20, 2016 at 9:30 - 10:45.



Ram Mohan, former ACA EC member, cashew exporter
'Cashew is an amazing development tool. We need more out-of-the-box thinking for rethinking the way forward.'



Kees Blokland, former ACA EC member, Director,
Global Trading

'We have seen tremendous success at farming level, less so at processing. ACA should help tell the world the story of traceable and sustainable cashew from Africa.'

ACA: A Journey of 10 Years/ September 20, 2016 at 9:30 - 10:45.



Rita Weidinger Executive Director ComCashew/GIZ

‘ The first priority is capacity-development of actors. ACA needs to help spread knowledge and link actors.’



Shakti Pal, Global Cashew Sector Lead, Technoserve

‘ACA provides the basis and the platform for cashew initiatives and projects to take off. It is essential for the work on growing processing in Africa.’

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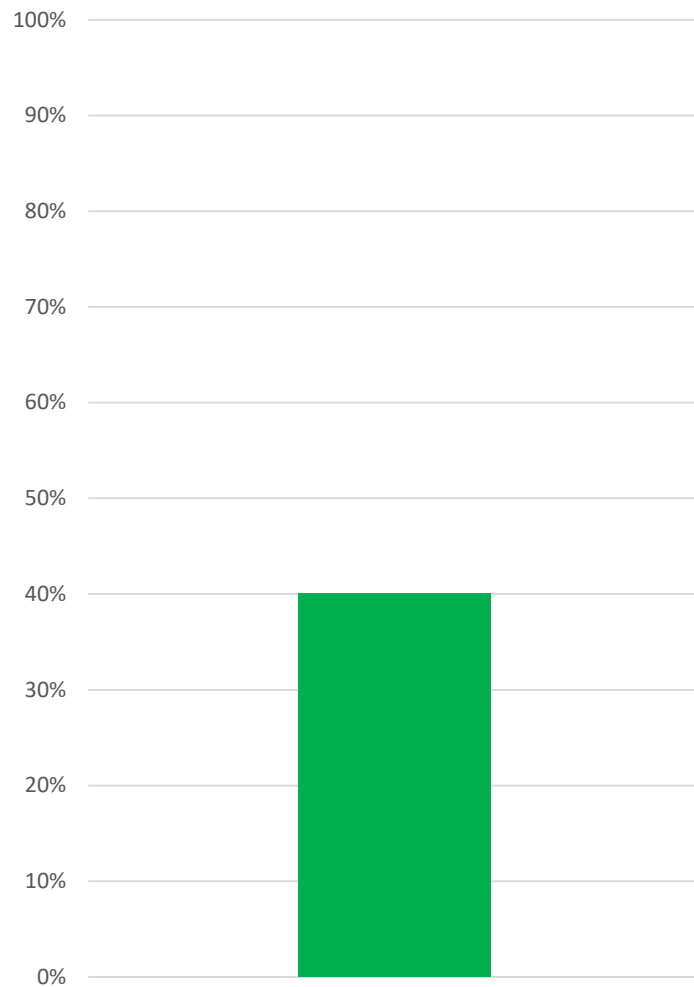


Babafemi Oyewole, ACA Managing Director

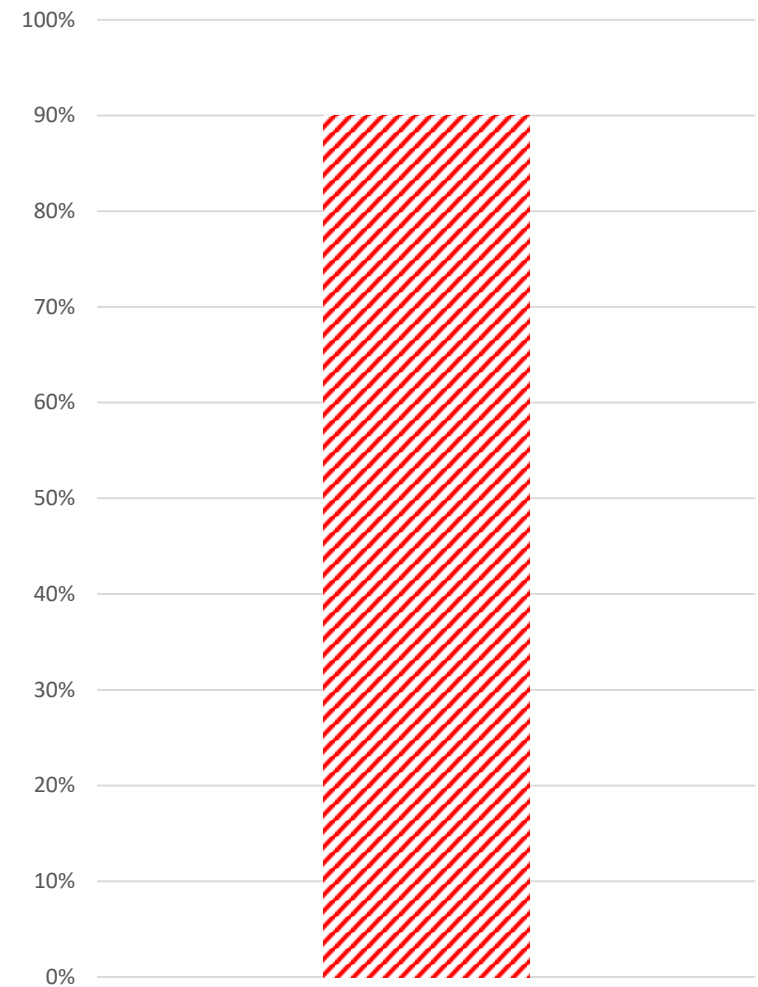
‘ We want to build on a decade of transformation and start a new decade of progress.’

Cashew farmers in Nigeria receive 40% of their product's FOB value, Californian walnut farmers receive 90%

Nigerian cashew farmers share of FOB price in %



California's walnut farmers share of FOB price in %



Vietnamese cashew processors have a \$270-340 cost advantage per ton cashew nut processed due to **higher labor productivity, lower input&service cost and favorable government support policies including financing (2015 study).**

	Nigeria	Vietnam
TOTAL RCN processed/year in MT	10,000	10,000
Raw material cost per MT RCN in US\$	900	1000
Processing operations costs per MT (excl RCN)	500	200
Processing operations costs per MT (incl RCN)	1,300	1,075
Financing needs+costs	10-12 months, rates 20-25%	5-7 months, rates 10-12%
Estimated additional cost per MT RCN processed	100-200	30-60
Estimated TOTAL cost of processing per MT RCN	1,500-1,600	1,230-1,260