



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

FUNDEI

**Innovation in the field of the
integral processing of cashews**

Dr. Andres Nanque, 21st September 2016



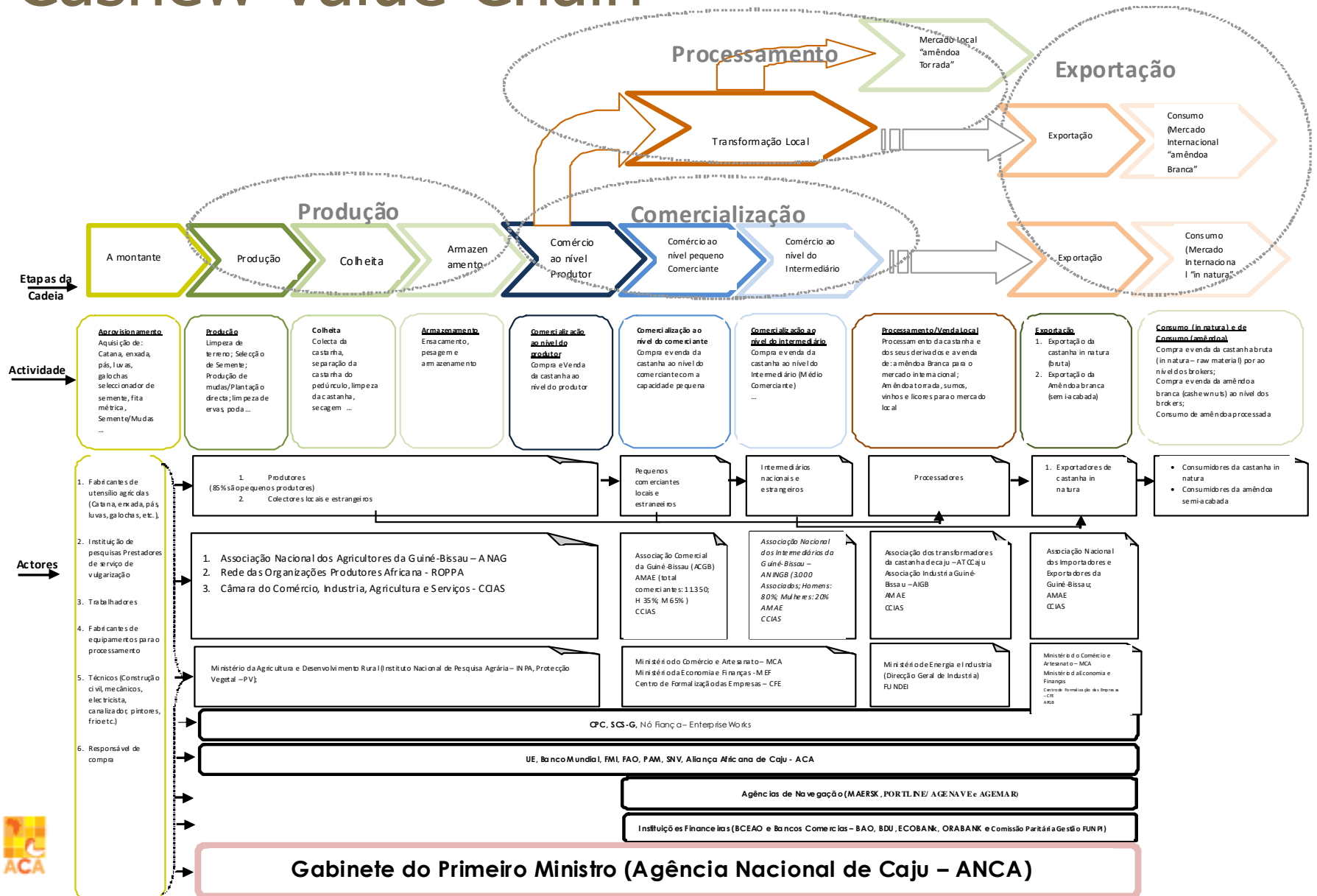
Context - Guinea Bissau

- ✓ Territorial size of the country: 36,125 Km²
- ✓ Population: 1,520,830 inhabitants
- ✓ Links with cashew: +80% of the Population
- ✓ Production of cashew nuts: +200,000 tons per year
- ✓ Production of peduncles: + 1,500,000 tons per year
- ✓ Characteristics: ORGANIC; KOR: 52-56
- ✓ Countries of exportation of cashew nuts: India and Vietnam
- ✓ Exportation of cashew nuts: about 90% of all Guinea Bissau's exports
- ✓ Revenues coming from taxes: 17% of tax revenues of the State of Guinea Bissau.





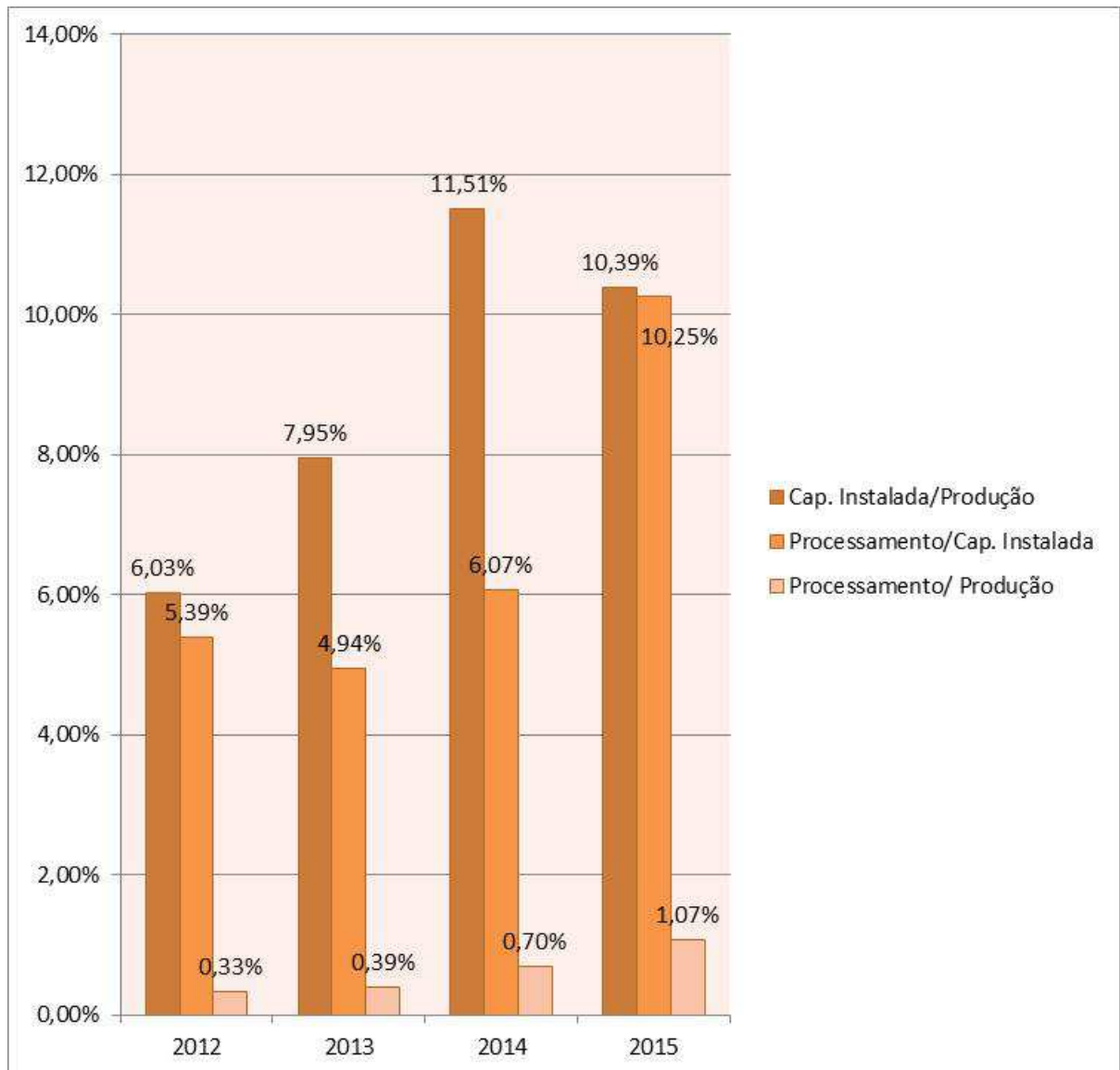
Cashew Value Chain





Cashew processing

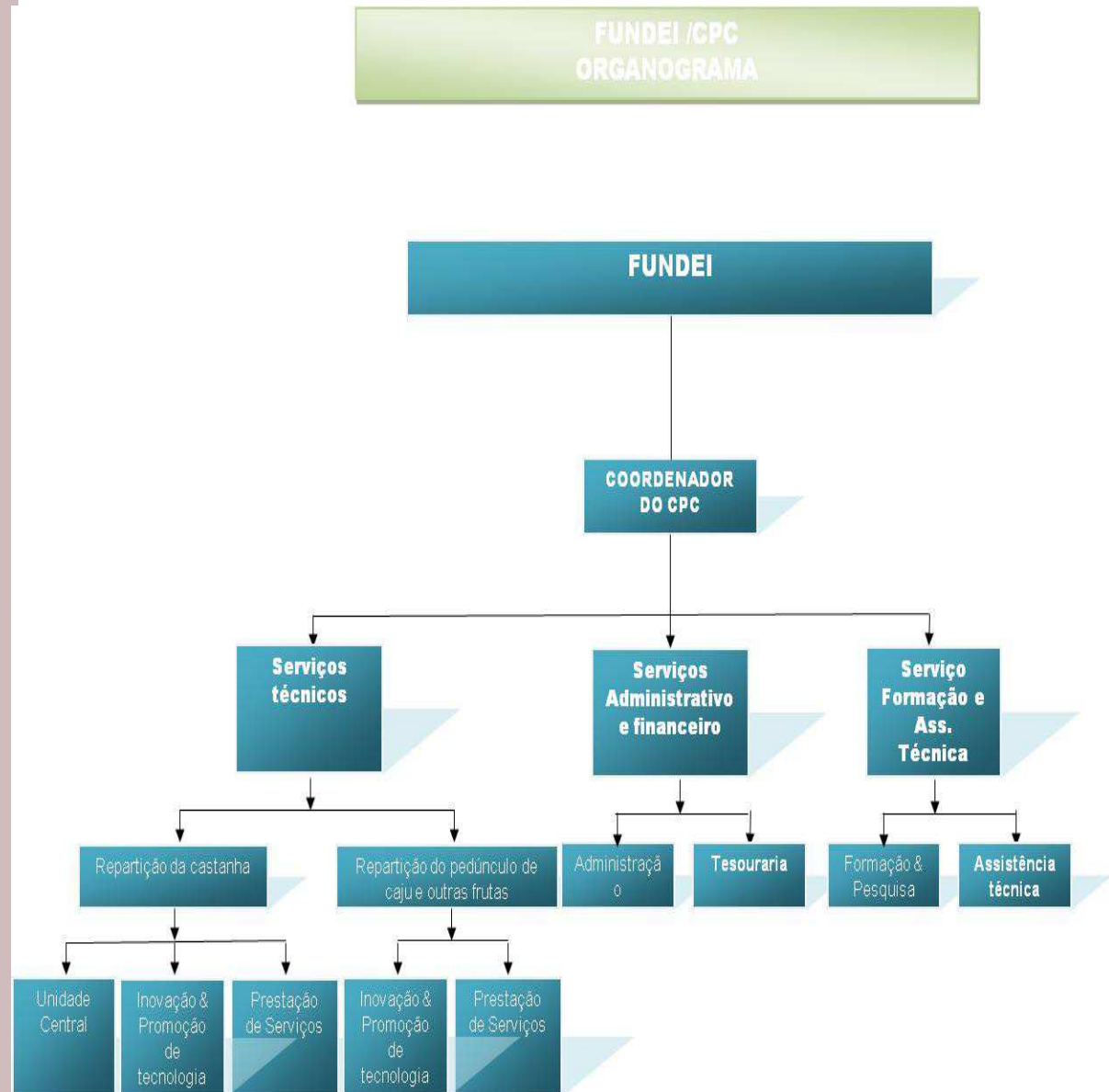
- Infrastructures are in place with a capacity for about 20% (39,500 MT) of the estimated production;
- Processing in 2015:
 - ✓ Installed capacity: 10.39% (20,780 MT) in relation to the estimated production
 - ✓ Effective capacity: 10.39% (20,780 MT) in relation to the estimated production and 1.07% in relation to the country's estimated production
- Group of Processors:
 - I. Small scale (small scale cluster);
 - II. Medium Scale
 - III. Large scale





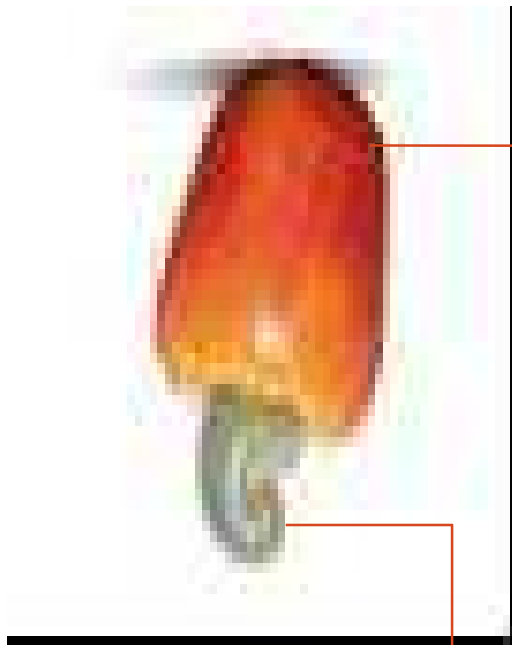
FUNDEI / CPC Structure

- **FUNDEI (Guinea Foundation for the Industrial Business Development),**
- **A private institution of public interest with the main aim of:**
 - ✓ promotion of micro, small and medium industrial companies, in the domains of:
 - ❖ financing of investment projects;
 - ❖ support to the spreading of appropriate and adapted technologies for the industrial development of Guinea Bissau;
 - ❖ training actions and of technical assistance
- **In 2005, FUNDEI created the Center for the Promotion of Cashew (CPC), with aim of:**
 - ✓ promoting training actions in the areas of cashew processing and the exploitation of the cashew nut and other tropical fruits;
 - ✓ carrying out research actions in the fields of technological innovation;
 - ✓ implementing activities that generate income for its self-support.





The vision of integral processing



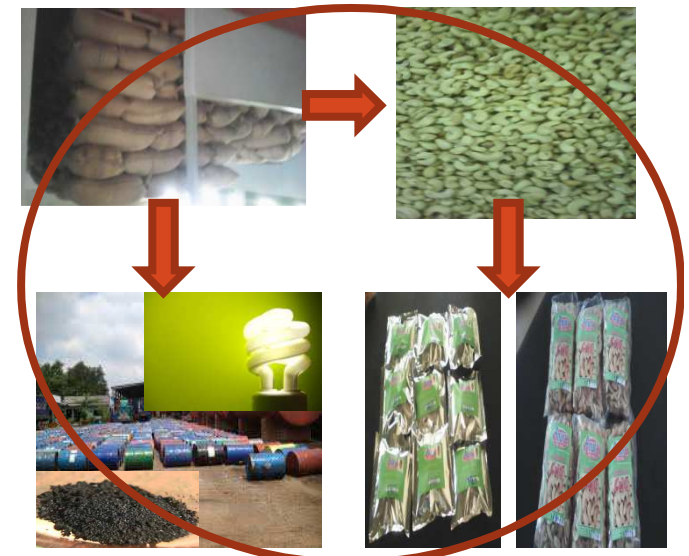
Training / Processing of the cashew nut / Technical Assistance and Promotion of the following products:

- ✓ Cashew juice
- ✓ Cashew wine
- ✓ Cashew liquor
- ✓ Cashew meat / beef
- ✓ Cashew pizza
- ✓ Cashew candies
- ✓ others



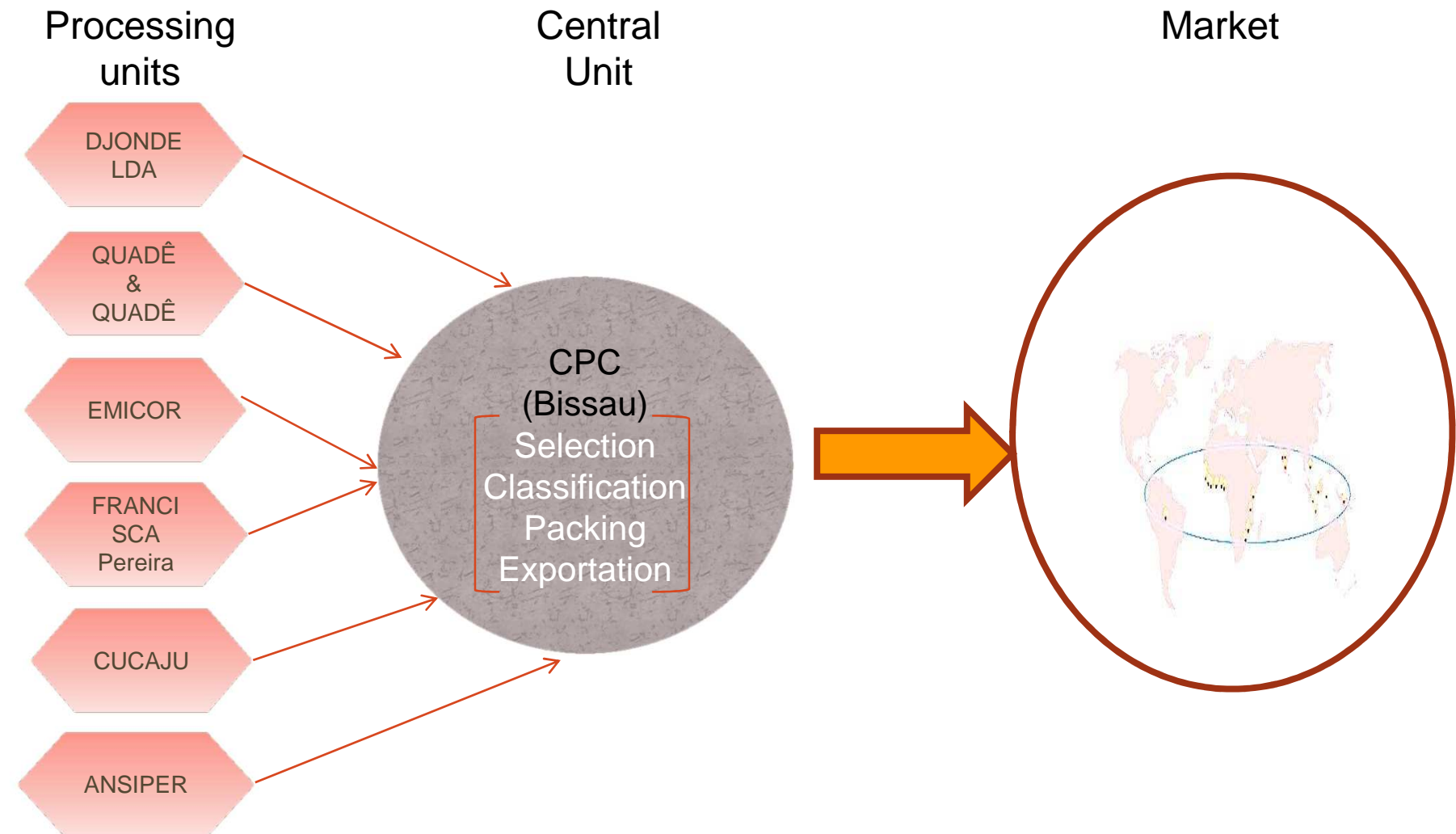
Training / Technical Assistance:

- ✓ Nut processing
- ✓ Processing of nut by-products





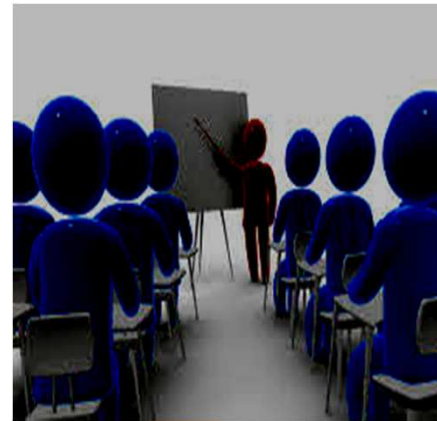
A central unit for finishing the product





CPC and the processors

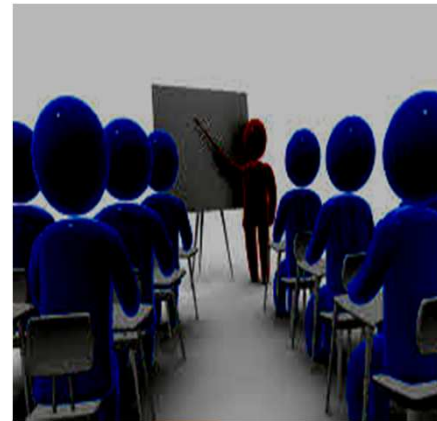
- Training:
 - ✓ Peduncle processing
 - ✓ Nut processing
- Technical assistance:
 - ✓ Peduncle processing
 - ✓ Nut processing
 - ✓ Trading
- Provision of services:
 - Nut processing
 - ✓ Cooking
 - ✓ Stove / drying
 - ✓ Selection
 - ✓ Classification
 - ✓ Packing





CPC and the processors

- Promotion:
 - ✓ Technology
 - ✓ processing and consumption of other local fruits;
 - ✓ Consumption of cashew and its by-products
- Research: (in the near future, in partnership with specialized institutions, national and foreign)





Results

- ✓ Training of hundreds of women in the area of nut (peduncle) processing;
- ✓ Technical assistance for the production units of cashew by-products in the country;
- ✓ Creation of a registered trademark for all CPC products - "Anura";
- ✓ Implementation of advising services and support for new investors;



Results

- ✓ Creation of a central unit with adequate conditions and equipment to assure the quality of the provided services;
- ✓ Technical assistance and coordination of the joint exportation action of 16 containers of processed cashews in compliance with the international requirements.
- ✓ Outfitting of the Center for processing equipment in order to support the efforts of SME's and of new investors.
- ✓ Generation of energy from the shell



Challenges

- ✓ Procurement of some modern processing equipment and to preserve fruits;
- ✓ Improvement in infrastructure to enhance the CPC's intervention capacity;
- ✓ Institutional capacity building;
- ✓ Certification of CPC and its processors (in the area of quality)
- ✓ More promotion actions for the domestic consumption of cashews and its by-products;

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