2026 ACA Annual Cashew Conference & Expo

ACA
AFRICAN CASHEW ALLIANCE

SUSTAINABLE CASHEW SUPPLY THROUGH POLICY, INVESTMENT AND PARTNERSHIP

Ghana

La Palm Royal Beach Hotel, Accra

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Securing Africa's Cashew Supply

Investments & Partnerships for Sustainable Cashew Supply

Session Moderator : Elhadji Malick Soumaré (WEECAP)

Global realities and the supply paradox

Examining Africa's global raw production footprint against domestic processing capacity, infrastructure readiness, and long-term supply resilience.

The supply and value addition paradox

60%

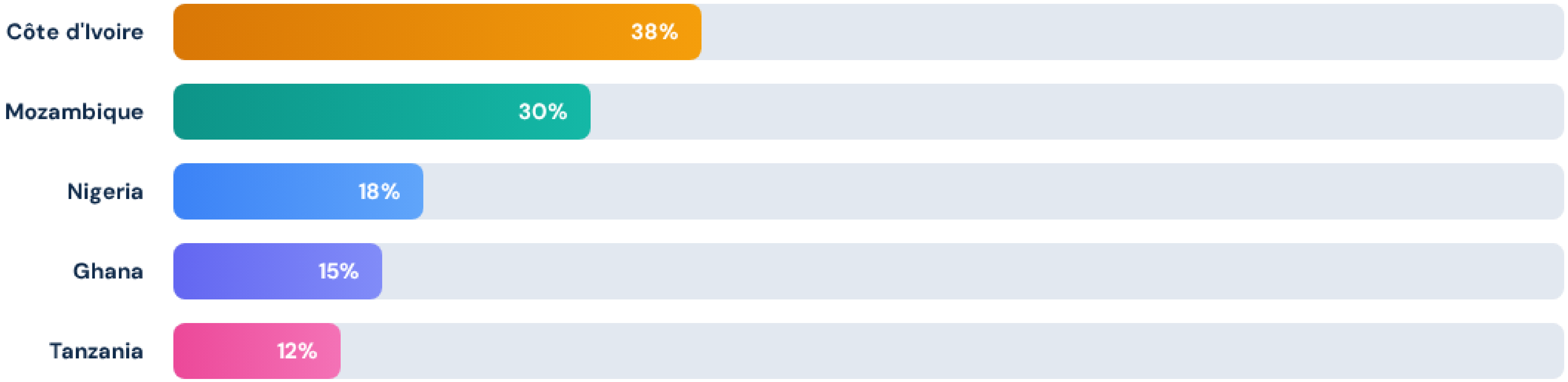
Global Raw Nut Production

Agronomic scale vs. local processing capacity

African farming communities harvest over 3 million metric tons of raw cashew nuts (RCN) annually, supplying more than 60% of global demand. Yet, fewer than 20% of harvested nuts are processed into finished kernels within the continent.

Exporting raw nuts in-shell transfers processing margins, secondary by-products (CNSL, briquettes), and tens of thousands of manufacturing jobs abroad, leaving African origins vulnerable to global logistics and price volatility.

Processing rates across key producers



While national incentives in West and East Africa are driving positive momentum, regional processing rates remain below 20%. Closing this gap requires targeted partnerships between off-takers, financiers, and governments.

Operational and processing realities

- **Working capital seasonality:** processors must purchase an entire year's inventory during a 90-day harvest window, facing prohibitive commercial interest rates.

- **Factory readiness and efficiency:** high energy costs and limited automation hinder local processors from competing with large-scale Asian counterparts.

- **Traceability and regulatory compliance:** Strict EU Deforestation Regulations (EUDR) and ESG mandates demand verifiable farm-to-factory data integrity.

- **Unrealized circular value:** underutilization of Cashew Nut Shell Liquid (CNSL) and cashew apples prevents processors from earning high-margin secondary revenue.

Capital deficit across value chain

Nearly half of the total financing deficit sits in short-term seasonal inventory purchasing, showing that liquidity instruments and risk-sharing facilities are just as critical as other infrastructures.

Securing sustainable supply

From opportunistic trade to tong-term alignment

Securing a sustainable, resilient supply of African cashew demands shifting away from volatile spot-market speculation toward binding, multi-season off-take agreements supported by blended financing.

By connecting verified farmer aggregators directly to certified industrial hubs, African origins can offer traceable, carbon-efficient kernels that meet the highest international supermarket standards.

Three pillars for our discussion today

De-risking Capital

Deploying credit guarantees, blended finance, and warehouse receipts to unlock commercial bank lending for working capital and long-term factory modernization.

Industrial Ecosystems

Leveraging dedicated agro-industrial platforms and shared infrastructure to lower energy tariffs, streamline logistics, and secure raw inventory.

Market and policy alignment

Structuring multi-year direct off-take contracts, enforcing origin supply incentives, and ensuring full EUDR and ESG sustainability compliance.

Public and private synergies

Enabling public frameworks

Governments and regulatory authorities establish raw nut export quotas, tax holidays for domestic transformation, and transparent warehouse receipt ecosystems that stabilize supply for domestic factories.

Private sector coalitions

Processors, international buyers, and risk-sharing institutions collaborate on forward purchase contracts, smallholder outgrower schemes, and traceability technology to secure high-quality, bankable kernel streams.

Roadmap for sustainable supply

2026: Capital de-risking

Scale commercial credit guarantee facilities and expand warehouse inventory collateralization.

2027: Industrial scaling

Expand specialized agro-industrial platforms and upgrade factories with automated optical sorting.

2028: Circular economy

Commercialize cashew apples for beverages and extract CNSL for industrial use.

2030: Origin dominance

Establish fully traceable, African retail kernel supply lines serving global supermarkets directly.

DISCUSSION LAUNCH

Opening the plenary floor

Investments & Partnerships for Sustainable Cashew Supply

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