

ACA 2026 Annual Cashew Conference de l'ACA 2026



SUSTAINABLE CASHEW SUPPLY THROUGH POLICY, INVESTMENT AND PARTNERSHIP



Ghana

La Palm Royal Beach Hotel Accra

15-18 September 2026



Overview of existing traceability systems in the cashew supply chain

Key findings of the study

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NOS NOIX DE CAJOU GRILLÉES

SANS SEL AJOUTÉ

Nos noix de cajou sont soigneusement sélectionnées et délicatement torréfiées sans sel et sans huile ajoutés pour les rendre intensément croquantes, tout en préservant leur goût authentique. Nos noix de cajou sont **riches en magnésium**, qui contribue à réduire la fatigue.

NOIX DE CAJOU GRILLÉES

Ingrédients : noix de cajou grillées
 Traces éventuelles d'arachide, amandes,
 noisettes, noix, noix de pécan, noix du Brésil,
 pistaches, noix de Macadamia, graines de
 sésame, sésame, blé, seigle, orge, avoine,
 épeautre, kamut et soja. Origine USA
 Valeurs nutritionnelles moyennes pour 100g

UN PÈ

Ret

Background and determinants of traceability

Weak market incentives for traceability:

- certified nuts account for **niche markets** and existing certifications tend to focus on **health standards** (BRC, ISO); organic, Fair Trade and RFA account for a very small percentage.
- Despite the reforms or national regulations introduced in certain African producer countries, **traceability remains inadequate**, particularly at the level of farm lands and of farmers;
- Current market conditions **do not encourage compliance with ESG criteria**

However, changes in the organisation of supply chains and EU legislation...

- The growing number of factories in Africa, equipped with **capacity and technologies** for processing that are increasingly efficient, and maintaining direct partnerships with European importers for almonds.
- Three major pieces of European legislation are coming into force: **the EUDR, the CS3D and the Forced Labour Regulation**

... and new requirements are driving traceability:

- a growing demand for **quality** in operational processes;
- the development of a **data-driven culture** to support decision-making, including by third parties (banks, insurance companies, etc.);
- requirements regarding **impact measurement** from donors, development agencies, etc.;

Overview of the multi-tiered digital ecosystem & a few service providers

Résultats :
identification du
produit physique

Traçabilité
des lots

Jeux de données
de conformité

Lien avec les
transactions
commerciales

Valorisation
des données
vérifiées

1 - COLLECTE DES DONNÉES D'ORIGINE

Données collectées :



Registre
des producteurs



Géolocalisation
des parcelles



Pratiques
agricoles



Lots récoltés

Logiciels / solutions numériques :

► Farmforce / CropIn / FarmerLink (ExoLink) / SAP – Gestion des approvisionnements agricoles / etc.

2 - OPÉRATIONS DE LA CHAÎNE D'APPROVISIONNEMENT



Collecte



Pesée



Entreposage



Transport



Mélange de lots



Ségrégation



Suivi des lots par QR code / code-barres

Logiciels / solutions numériques :

► Système de gestion des coopératives (MIS) / Farmforce / FactoryLink (ExoLink) / SAP – Gestion des approvisionnements / applications de traçabilité / etc.

3 - COUCHE D'INTELLIGENCE DE TRAÇABILITÉ



Cartographie multi-niveaux
des fournisseurs



Analyse des risques
(déforestation / ESG / droits humains)



Pistes d'audit et workflows
de diligence raisonnée

Logiciels / solutions numériques :

► Tilkal / SourceMap / Meridia / Satelligence / etc.

4 - SYSTÈMES NATIONAUX / CONFORMITÉ RDUE



Jeux de données de soumission RDUE



Vérification de la géolocalisation



Autorisation d'exportation
et preuve de légalité

Logiciels / solutions numériques :

► Plateformes nationales de la filière / registres publics / TRACE NT (UE) / etc.

5 - TRAÇABILITÉ FINANCIÈRE (ERP)



Contrats d'achat



Paievements aux producteurs



Primes de certification



Valorisation des stocks



Factures



Ventes à l'exportation

Logiciels / solutions numériques :

► SAP / Odoo / Dynamics / etc.

6 - TRANSPARENCE DU MARCHÉ ET VALORISATION DE LA MARQUE



Passeports produit par QR code



Tableaux de bord ESG



Storytelling de la chaîne d'approvisionnement



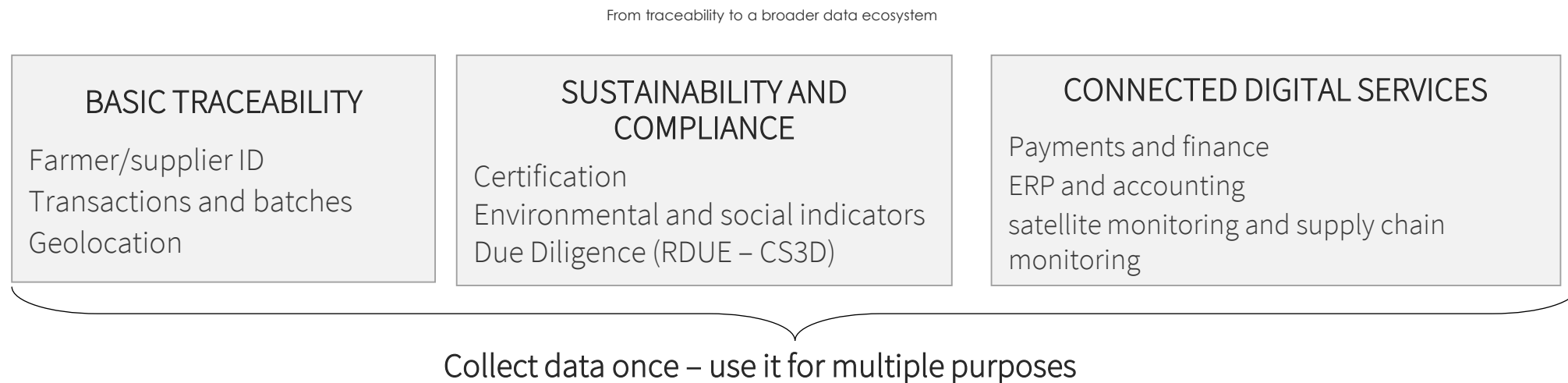
Vérification des impacts

Logiciels / solutions numériques :

► Portails consommateurs (Tilkal / Sourcemap / marques) / etc.

Key findings of the study

1. Investments in traceability are driven by specific needs (efficiency, certification, customer requirements, reporting, etc.)
2. Technology alone is not enough (high-quality data, internal processes and human resources are essential)
3. There is no one-size-fits-all solution (it depends on the supply model, the factory's organisation and business objectives).
4. Systems evolve over time (start with essential functions, then gradually add compliance and sustainability data).



The way forward for cashew nut traceability

1. Start with the added value for the business

Investments in traceability must address specific operational or commercial needs.

2. Build progressively

Start with basic traceability; then move on to sustainability and additional services as the need arises.

3. Connect the ecosystem

Interoperability and partnerships will be more important than a single, comprehensive platform.

4. Prepare for future demand

GIZ/MOVE can help raise awareness, build capacity and foster connections within the ecosystem.

Supporting change

- The cashew nut sector should **take inspiration from other sectors** (coffee, cocoa), but without simply replicating their traceability models
- **Establish a supportive ecosystem** (raising awareness, connecting stakeholders, capacity building)
- Develop a **digital maturity framework** to guide operators in the cashew nut sector

Some broader perspectives on digitalization for the sector

PRODUCTEURS	COOPERATIVES	INDUSTRY / EXPORTERS	GOVERNMENT / INSTITUTIONS
Produce More & Better → access to advice, inputs, mechanization, information	Sell More → Build member loyalty, limit cross-selling	Buy Better → Optimize Sourcing, Quality, and Working Capital	Collect more → improve taxes and fees
Access to financing → production and sales history = better access to credit and insurance	Sell Better → Better understanding of volume, quality, and timing → Greater bargaining power	Operate at a lower cost → inventory, logistics, planning, productivity	Spend More Wisely → Focus on Public Services and Investments
Reduce costs and risks → shared services, insurance, digital payments	Cost-Effective Collection → Purchasing Planning, Collection, and Logistics	Sell more / better → market access, differentiation through quality and sustainability	Cost-effective monitoring → data + targeted monitoring
Enhance the value of their production → quality, market information, access to better sales opportunities	Generate new revenue → financial services, inputs, consulting...	Reducing risks → visibility into suppliers, markets, and financing	Better management → understanding of stakeholders, volumes, and regions

In conclusion, here are the right questions to ask yourself:

- ~~“Who pays for traceability?”~~
- “What are my needs, and what are my partners’ needs?”
- “What kind of ecosystem allows multiple stakeholders to have an economic incentive to pay for producing, sharing, and using data?”
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- The Return on Investment (ROI) of digitization: securing volume, reducing costs, increasing revenue, and better managing risks

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