

2026 ACA Annual Cashew Conference & Expo



SUSTAINABLE SHELL SUPPLY THROUGH POLICY, INVESTMENT AND PARTNERSHIP



Ghana

La Palm Royal Beach Hotel, Accra

15 - 18 September 2026



African cashew shell: let a whole new economy come in!

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Emerging technologies and innovations shaping the future of cashew shell processing in Africa and beyond

Energy conversion technologies



Cashew shell cake burner ↑



CNSL burner ↑



Shell/cake gasifier for electricity and charcoal production →



Small shell burner linked to mango drier ↑



Advanced biomaterials



Surface covers, glues ↑



Biobitumen ↑

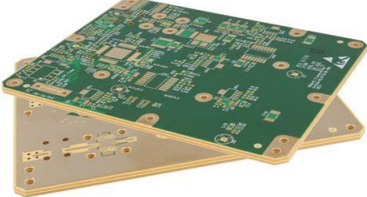
Biochar ↓



Friction materials: brake linings ↑



Printed Circuit Boards ↑



Shell by-products business development in Africa: Profiles & Key challenges

Shells are no longer considered as a final product: process it to get a maximum value

- **Cashew nut processing factories:**
 - **Option A** own shell processing premises = different teams, different business = heavy investment
 - **Option B** Sell to a cashew shell processor
 - **Option BA** basic shell expelling = cake + t CNSL
 - **Option BB** enhanced shell expelling = cake + distilled/degummed CNSL

Key challenges impacting every Option:

Challenge	Opportunity (or strategy to overcome)
High energy costs (20%)	Solid residues (cake) can be converted into energy 🧪💡
Very high CAPEX and maintenance costs (technology 100% imported)	Optimize capacity (economies of scale: clustering) OR reduce costs: do not go for finished/premium product
Export costs greatly impact the profit margin	Explore local markets! 🧪💡
Small or no contribution of other by-products to the business income: difficulty to create markets	Markets to be developed locally & innovation: biomass fuels, resins for building and road surfacing, biochar

Policies, investment and partnerships

Policies

- Promote biomass use for energizing the industrial sector
- Integrate the sustainability opportunity: include shell biomass stream into country's climate engagements (NDCs)

Investment

- Let non-cashew partners come in, learn about global trends
- Enter gradually into the sector, invest wisely, adapt your business to the right scale
- Thinking big: engage with the energy sector, consider power production

Partnerships

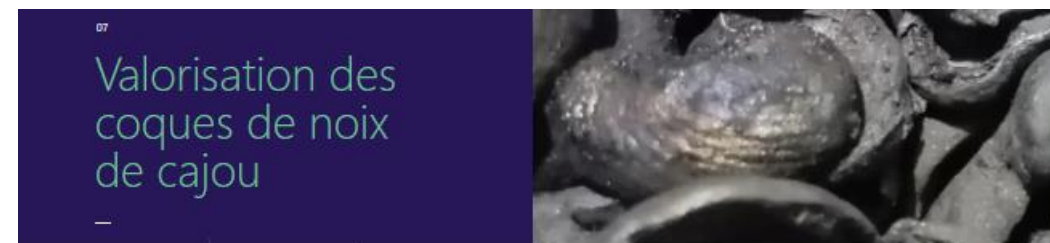
- Go cluster (if you can)!
- Engage with local off-takers, focus on their needs: develop your domestic market for every by-product

Want to learn more?

- Find a summary of our latest **shell market assessment** here:
- Find me out at the Conference venue!

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Le potentiel, les modèles économiques et les opportunités en Afrique

