

2026 ACA Annual Cashew Conference & Expo



SUSTAINABLE CASHEW SUPPLY THROUGH POLICY, INVESTMENT AND PARTNERSHIP



Ghana

La Palm Royal Beach Hotel, Accra

15 - 18 September 2026



Business Value of Digitizing the Nuts value chain at ENP

Samuel Maina

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Building a Digital Farmer Framework

Business Challenge

- Underutilized processing capacity
- Intense competition for Raw Cashew Nuts
- Limited visibility of farmers
- Limited traceability - farms & farmers' produce

Digital Intervention

- Farmer registration - Name, location, contacts
- Farm profiling - Farm location, size, no. of trees
- Digital database on cashew value chain
- Procurement planning & optimization
- Direct farmer communication



Outcomes: Centralized farmer database, direct engagement, sourcing visibility, traceability-ready supply chain.

Barriers faced & opportunities we find

Challenges

- Low digital literacy amongst farmers
- Aging farmer population
- Connectivity limitations - mobile network coverage sufficient, but limited internet in rural areas
- Conceptual novelty - departure from tradition

Lessons Learned

- Start simple
- Train continuously
- Focus on data quality

Opportunities we find

- ✓ Centralized farmer database
- ✓ Improved sourcing visibility
- ✓ Better procurement planning
- ✓ Sustainability reporting readiness



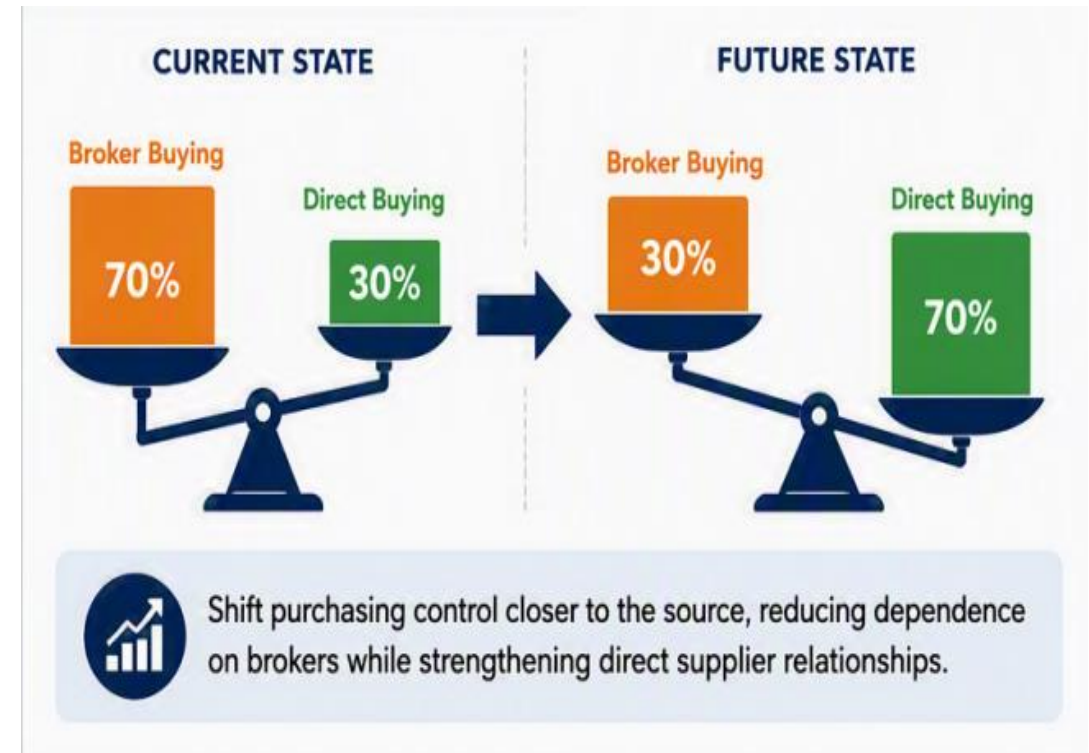
How digitalization creates business & sustainability value

Business Value

- ✓ Better sourcing planning
- ✓ RCN supply visibility
- ✓ Improvement in capacity utilization
- ✓ Timely decisions made e.g. working capital, labour to hire

Sustainability Value

- Economic: Reliable supply, business performance
- Social: Farmers as close business partners
- Governance: Farmer/produce traceability, audit readiness e.g. EUDR preparedness
- Environmental: Efficiency in produce aggregation, reduced paper processes, other stakeholder partnerships



Vision 2030: A competitive & Sustainable African Cashew Sector

Future State of ENP integrated business

- ✓ Every farmer digitally profiled
- ✓ Full farm-to-kernel traceability
- ✓ Sustainability reporting
- ✓ AI-supported forecasting
- ✓ Digital financial inclusion

Recommendations

1. Invest in digital literacy
2. Promote interoperable systems
3. Strengthen partnerships
4. Use sector data for policy
5. Position African cashew as a leader in traceable sourcing



Thank you

