



BILL & MELINDA
GATES foundation



Overview of the Cashew Industry

Agripolicy Toolkit Training

23rd July 2025

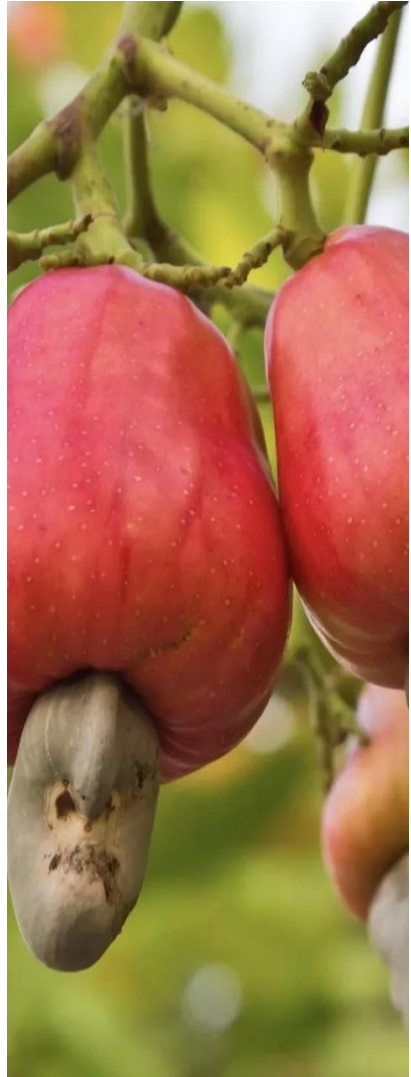
Presenter: Ms. Ernestina Amponsah



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Outline



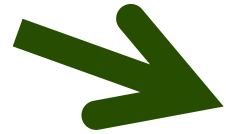
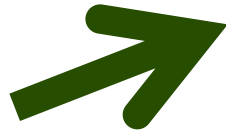
- **Overview of global cashew industry**
(Trends in production, processing, trade and consumption)
- **Potentials: Social, economic, environmental gains from cashew.**
- **What to pay attention to: (Policies and challenges)**
- **Where to pay attention: (EUDR & CSDDDD)**
- **Conclusion**

Parts of Cashews

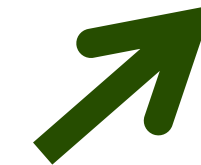
Apples



**Nut with cashew
apple attached**



Raw Cashew Nuts



Shell



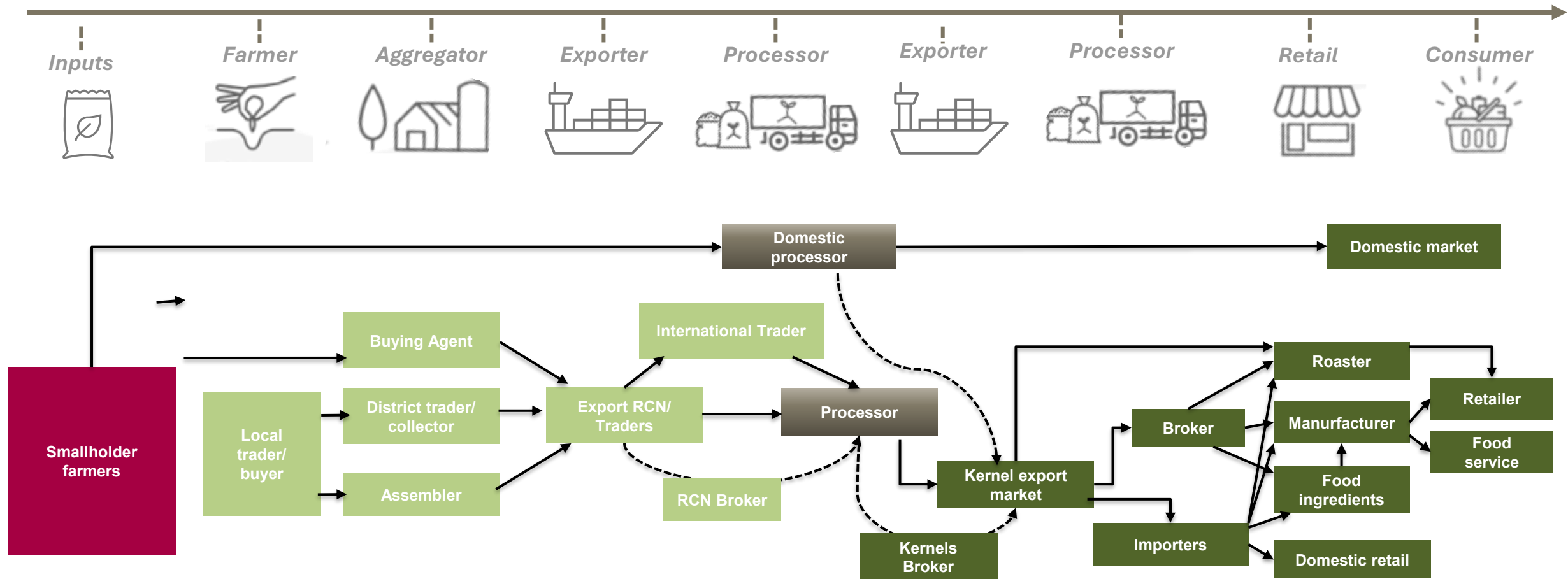
Kernel



Overview of the Cashew sector

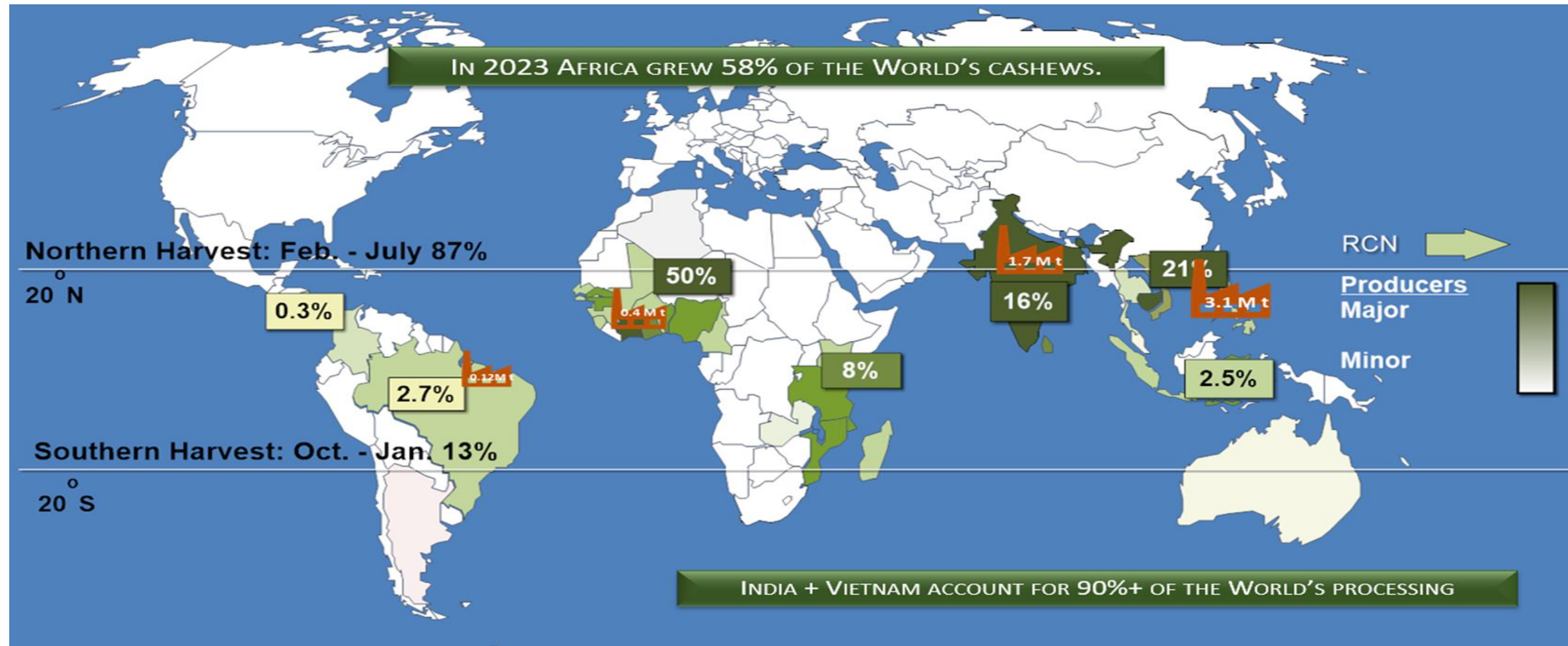


Value chain actors



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World Production



Sources: ACA, Global market encounter, 2023



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Overview of Global Cashew Production as of 2023/2024

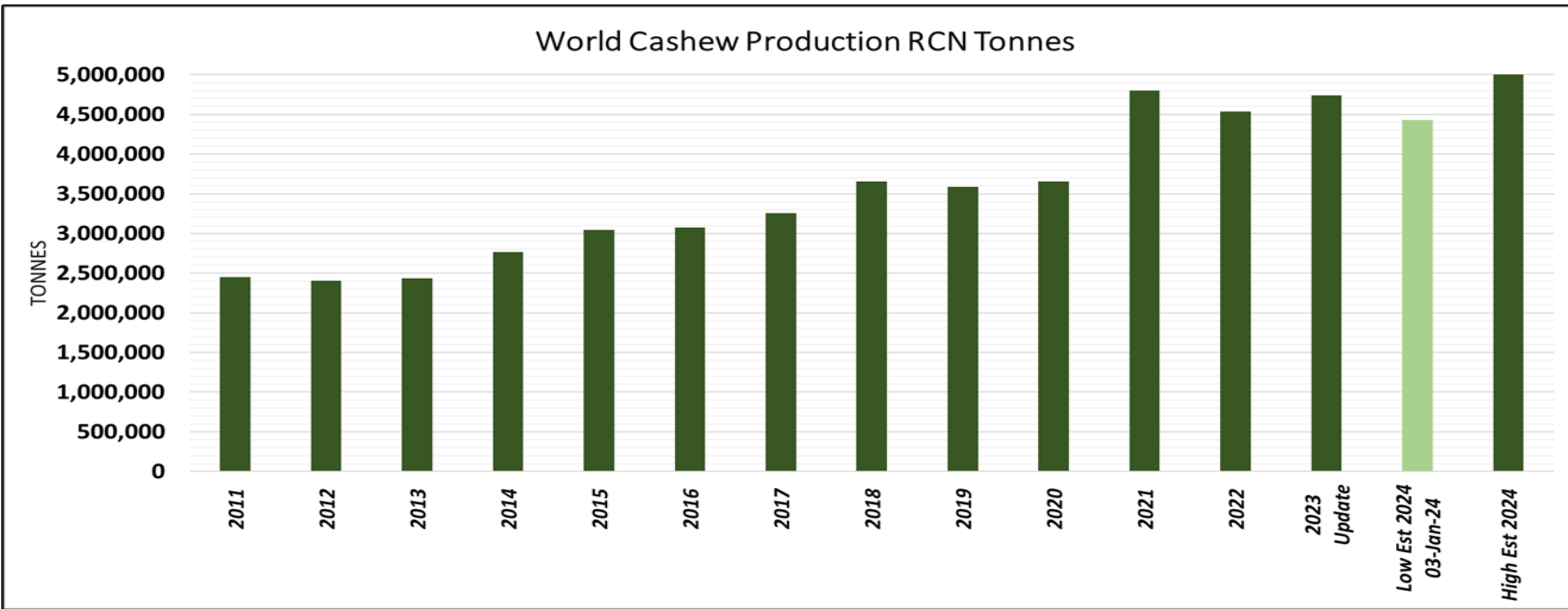
Source: INC, January 23 through June 23
(Northern hemisphere) and from
September 23 through February 2024
(Southern hemisphere)

Countries		Production (MT)
1.	Ivory Coast	1,315,000
2.	India	738,000
3.	Cambodia	650,000
4.	Vietnam	350,000
5.	Nigeria	300,000
6.	Guinea Bissau	300,000
7.	Benin	250,000
8.	Ghana	235,000
9.	Tanzania	200,000
10.	Burkina Faso	150,000



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Production Trend

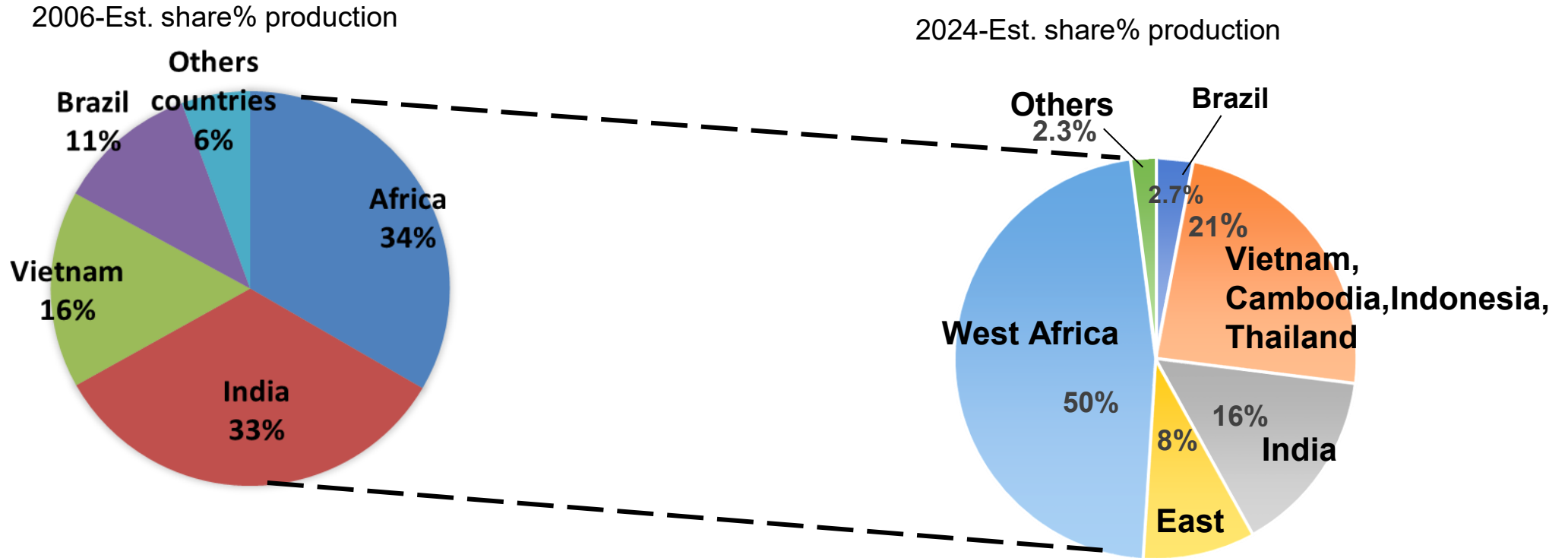


Source: ACA, Global market encounter, 2024



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World cashew production share 2006 VS 2024



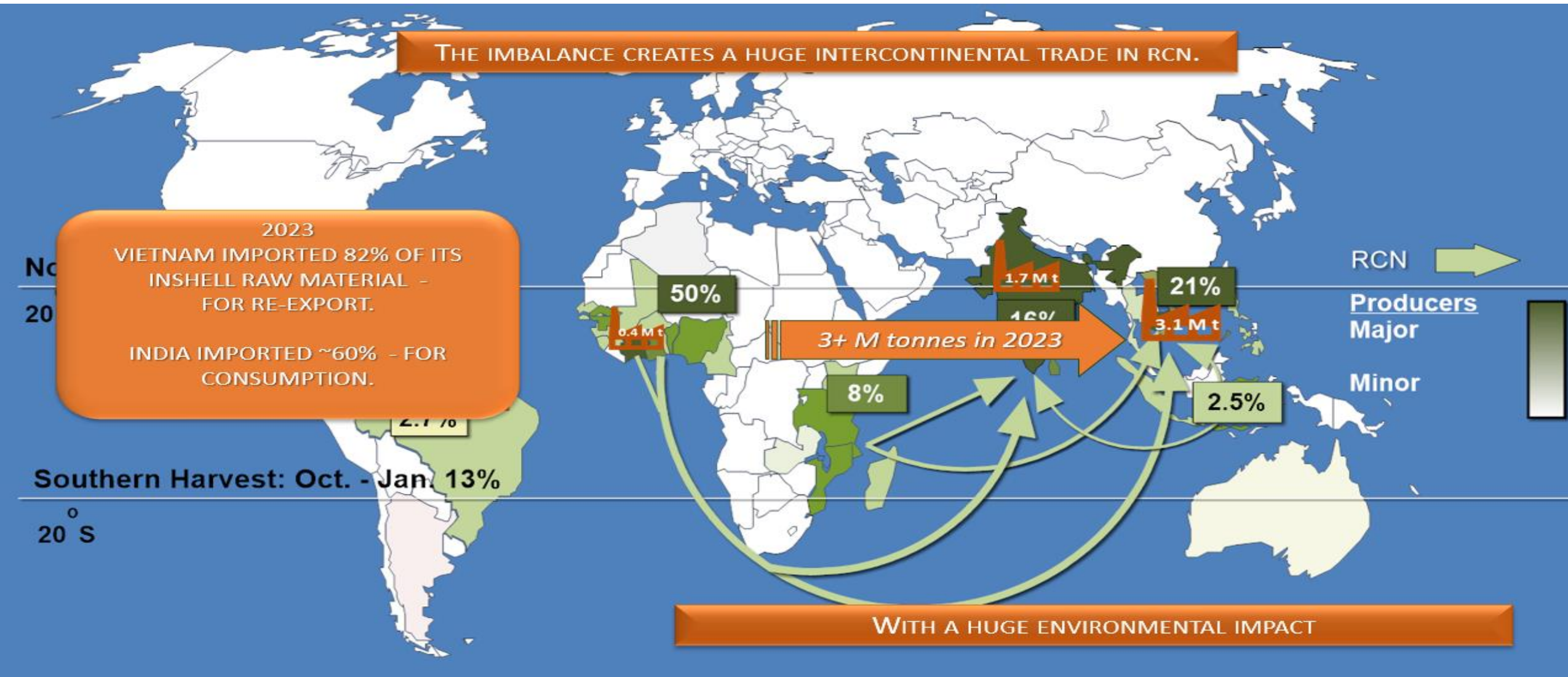
2006 vs 2024

- World cashew production increased from 1,750,000 tonnes in 2006 to about 5 million tonnes in 2024.
- Production in Africa increased by about 400% compared to world production from 2006 to 2024.
- Cambodia has grown quickly 2018-2022, West Africa drove growth 2008-2020 and 2023

sources: Cashew digest, Cashew Club, UNComtrade, ComCashew, CEPCI, VINACAS, ACA-Global market encounter 2024

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Africa in the Global Cashew Sector



The complexity of the market

Before being eaten in the USA, a cashew nut travels up to 28,000 km and sees :

13 trucks



9 warehouses



8 middlemen



5 packages



3 continents



2 oceans



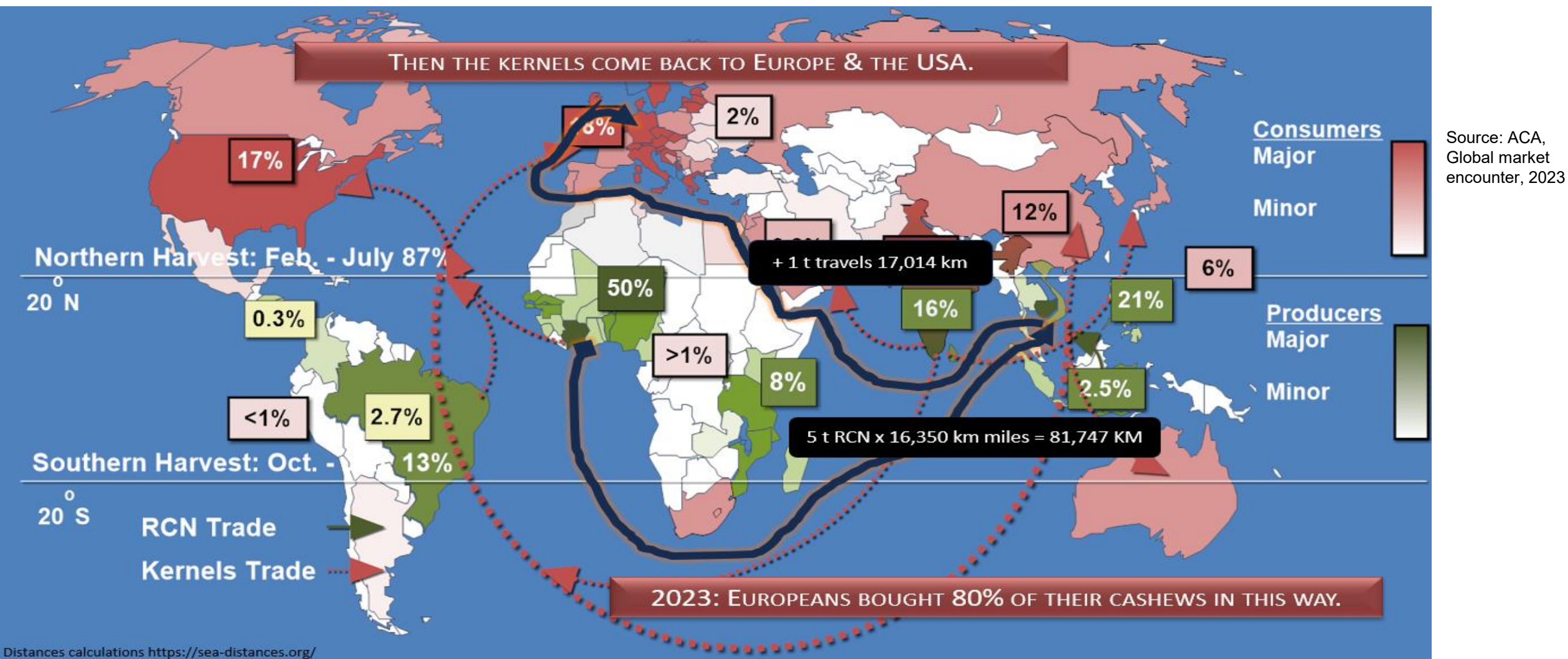
RCN travels longer distances (Africa-Asia-Europe/ America), despite shorter distances between Africa and Europe, if processed at source.



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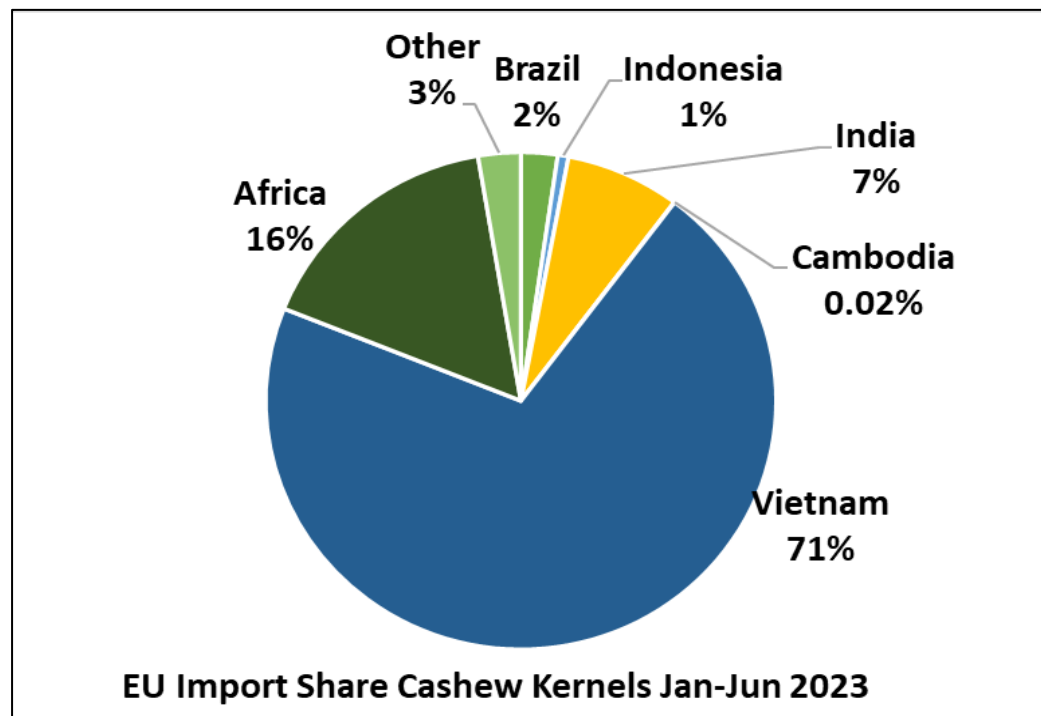
World market flow: kernels



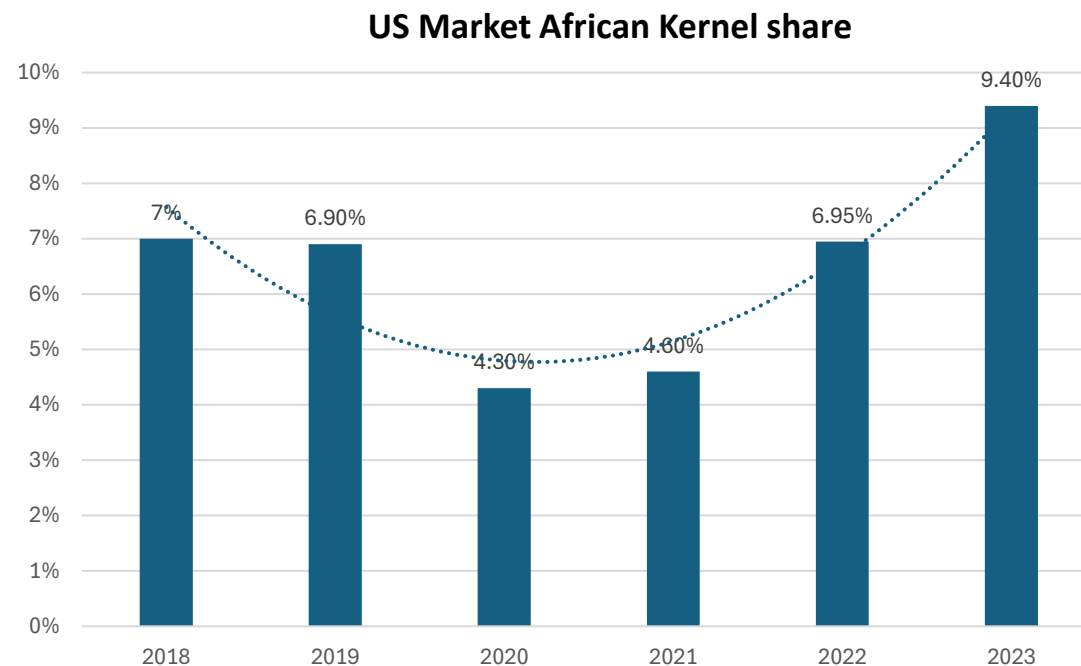
Source: ACA,
Global market
encounter, 2023

- Since 17% of RCN produced in Africa is processed on the continent.
- Vietnam and India are the main destinations of RCN. Vietnam is the main exporter of kernels to the US and EU markets.

Market Overview: African Processors' market share in major markets is growing but still has more potential



- African processors share of the EU market increased to 16% in Jan-Jun 2023 (14.3% in 2022 full year)
- Cote d'Ivoire supplied 71% of African imports to EU, Burkina Faso was 12.5% and Ghana 8.6%.
- Excluding Vietnam, African processors supplied more than all other countries combined.

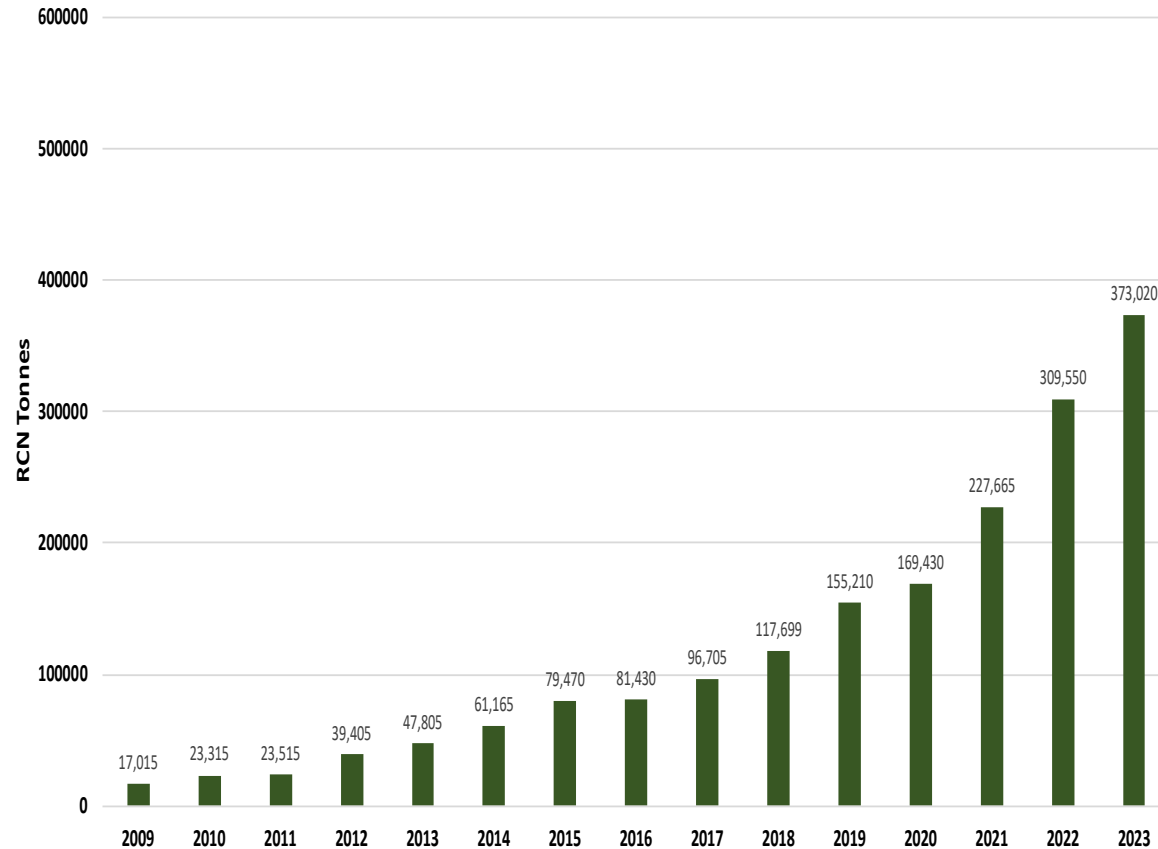


- African share of the US market in Jan-Jun 2023 increased by a third.
- 71% of US African imports came from Cote d'Ivoire, 16% were from Nigeria.



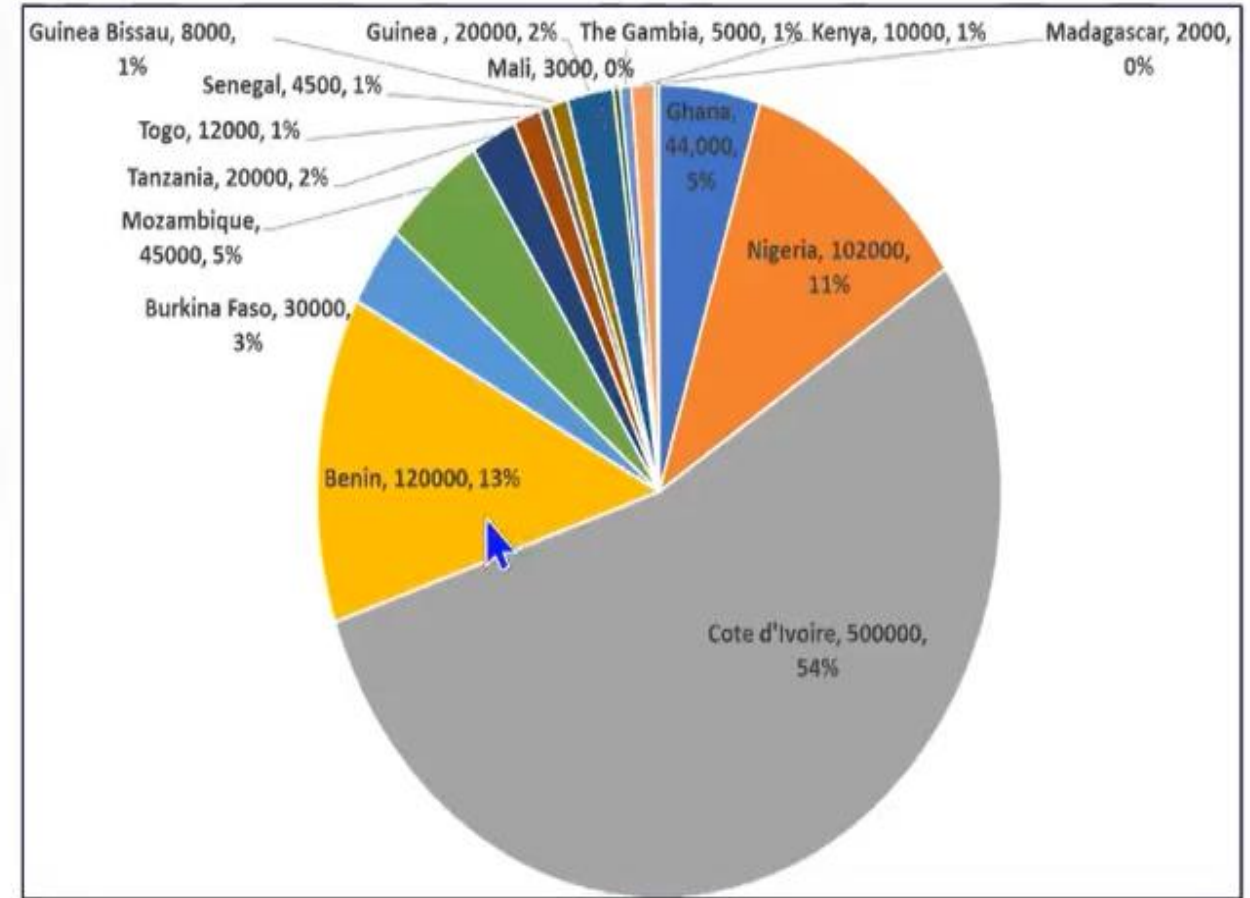
Value Addition requires support to thrive...

CASHEW PROCESSING WEST AFRICA 2009 -2024 - RCN TONNES PROCESSED



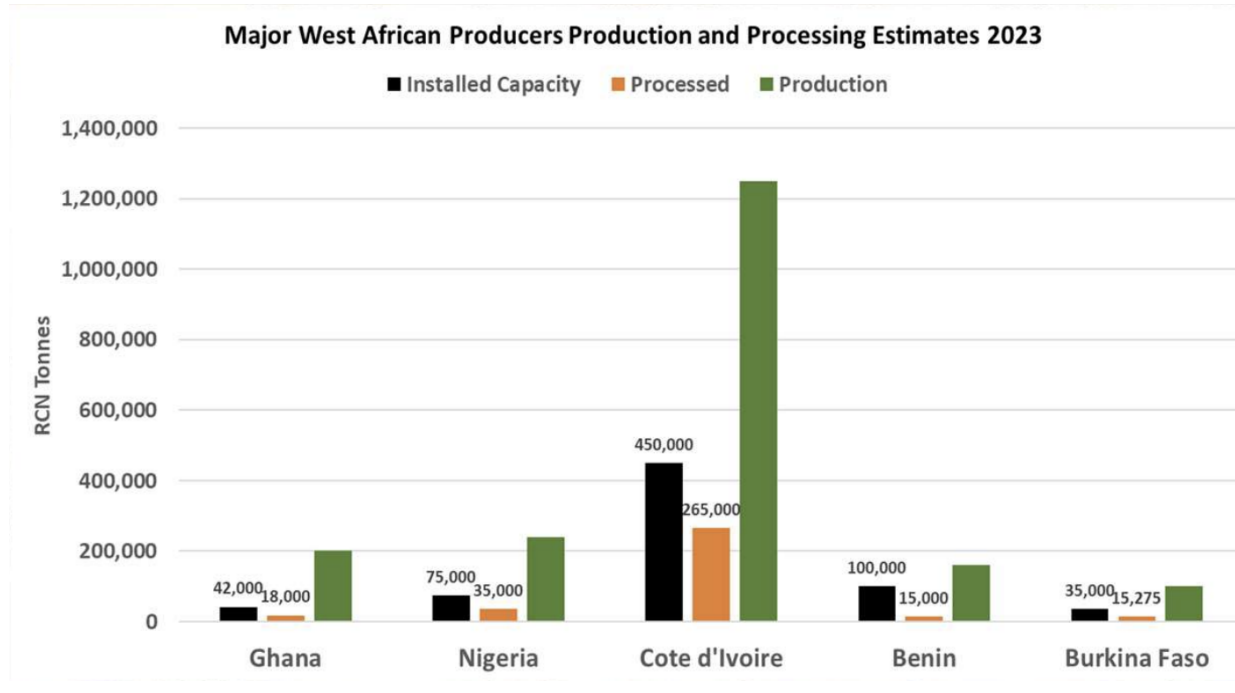
Source: African Cashew Alliance

PROCESSING CAPACITY 2024

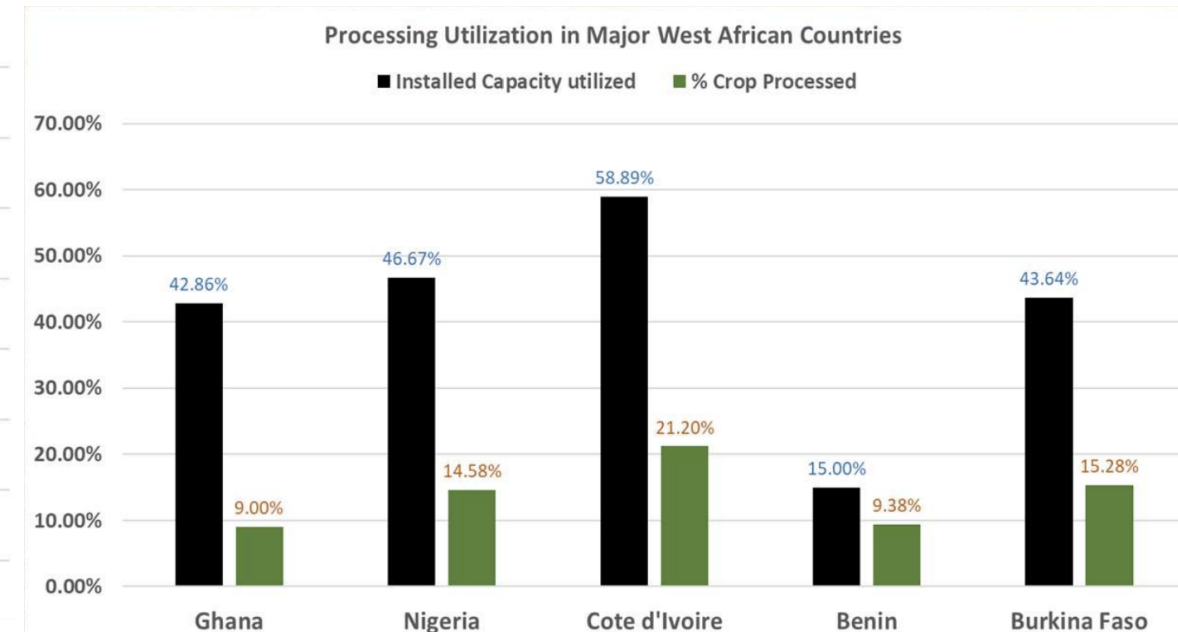


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Value addition is increasing in African countries, but more remains to be done...

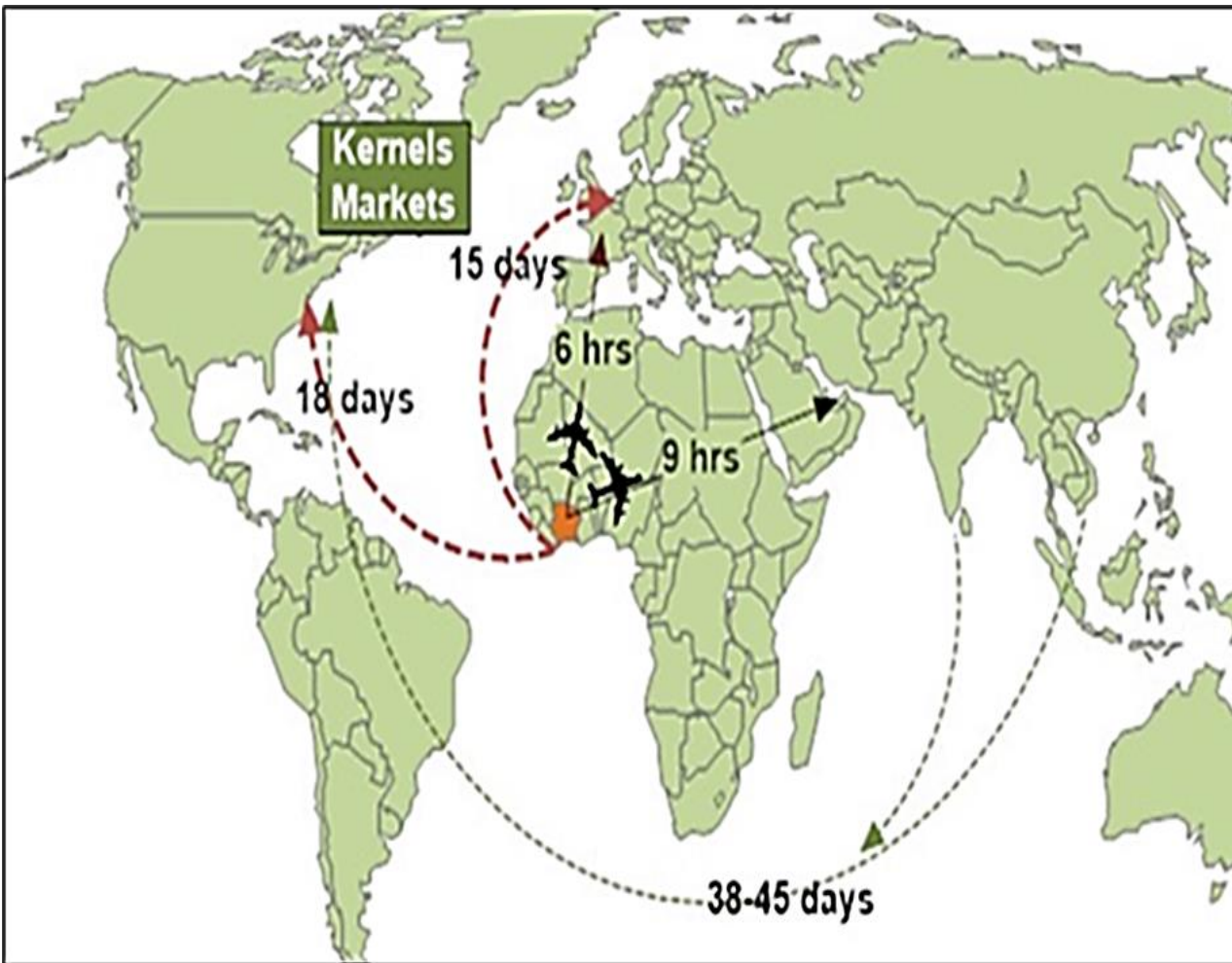


Source: ACA



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Why should we process in Africa?



Close to markets means lower freight cost

Shorter, direct and traceable supply chains.

Reduced contract and quality risks.

Longer shelf life.

Reduced carbon footprint

Consumers are demanding more traceable products.

Fresher, better kernels.

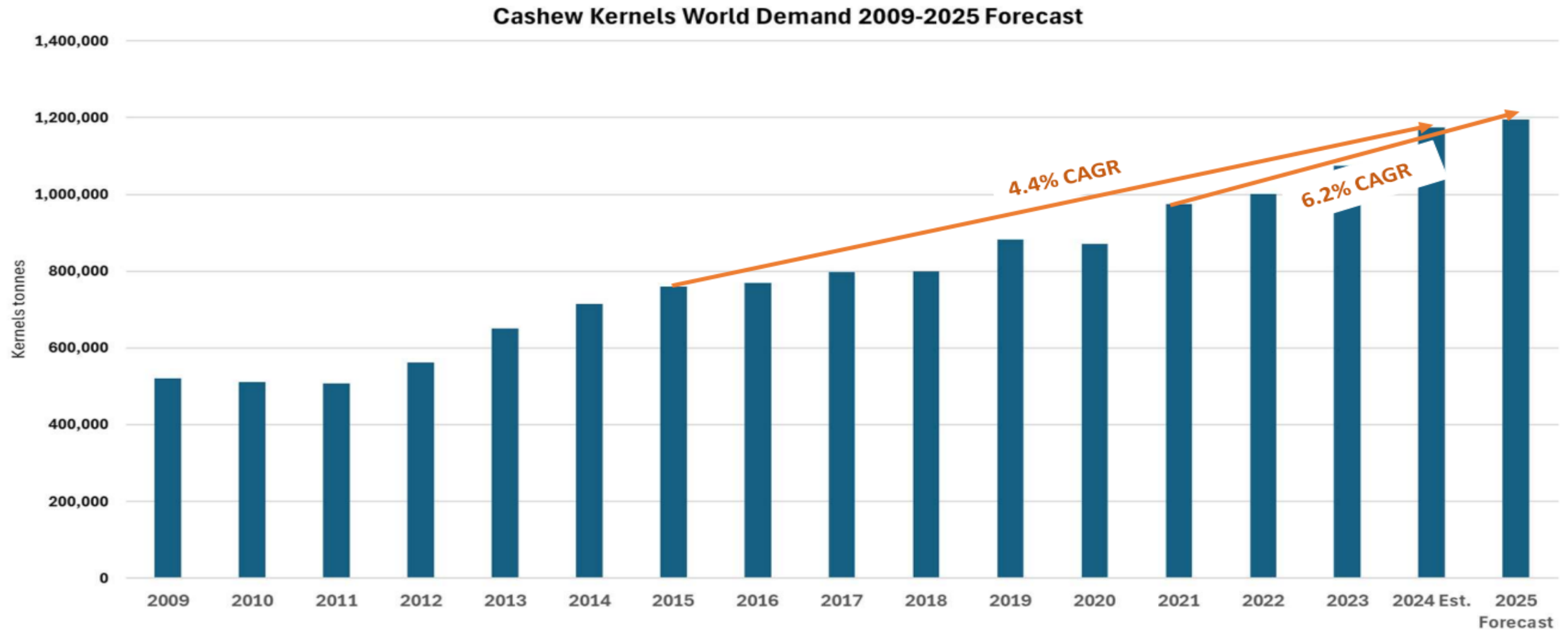
Local processing contributes to economic growth.



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World Cashew Consumption- Trends



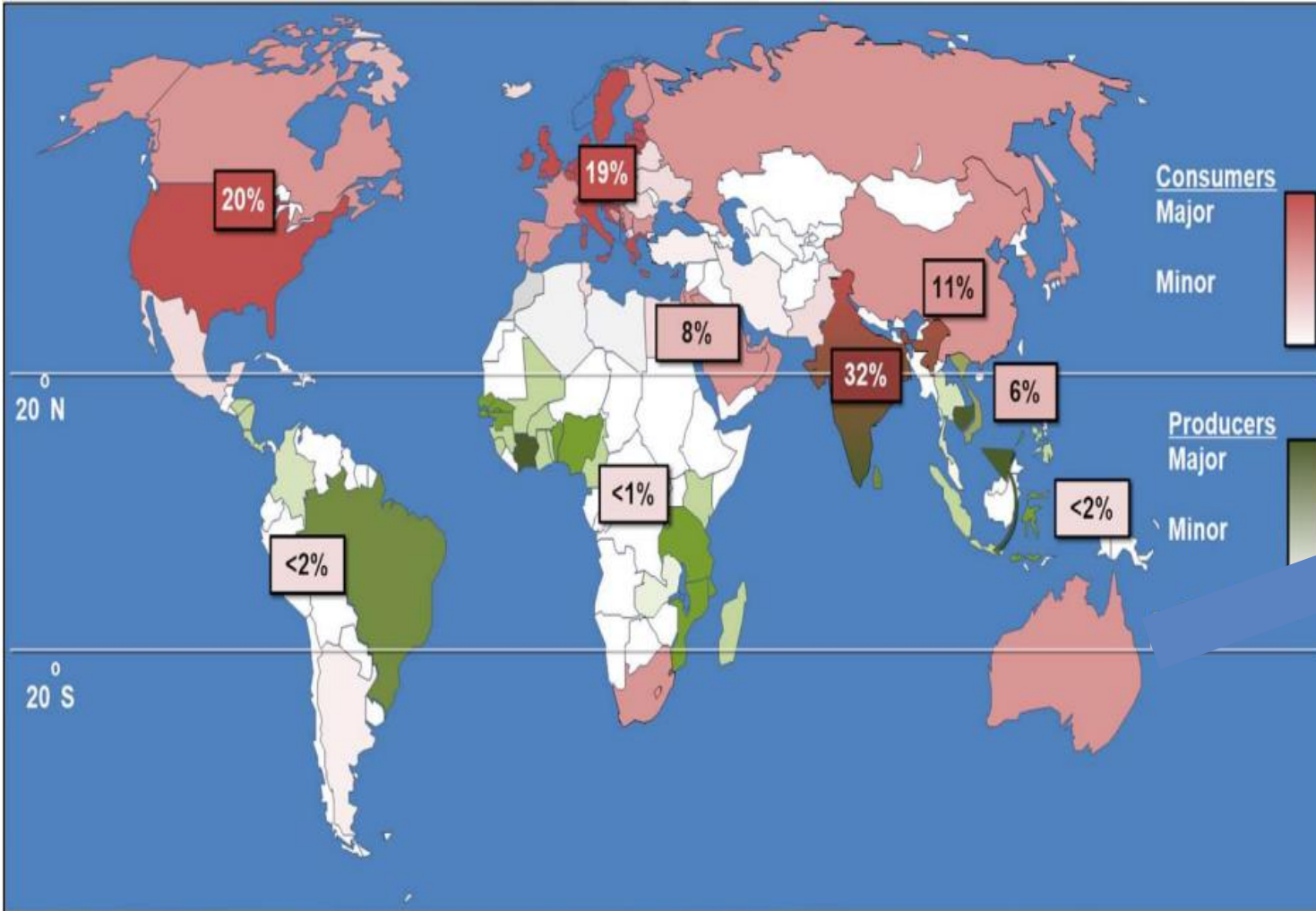
ACA-Global market encounter 2024



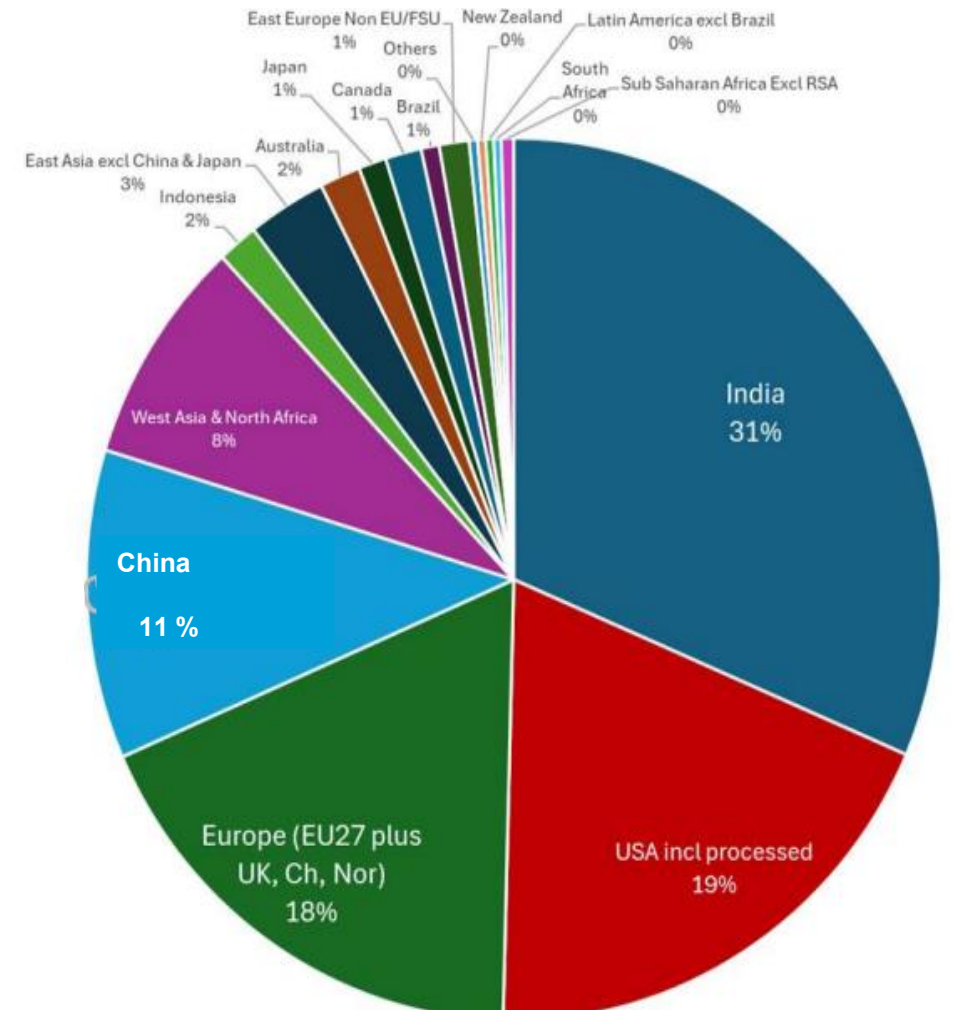
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World Demand for Cashews



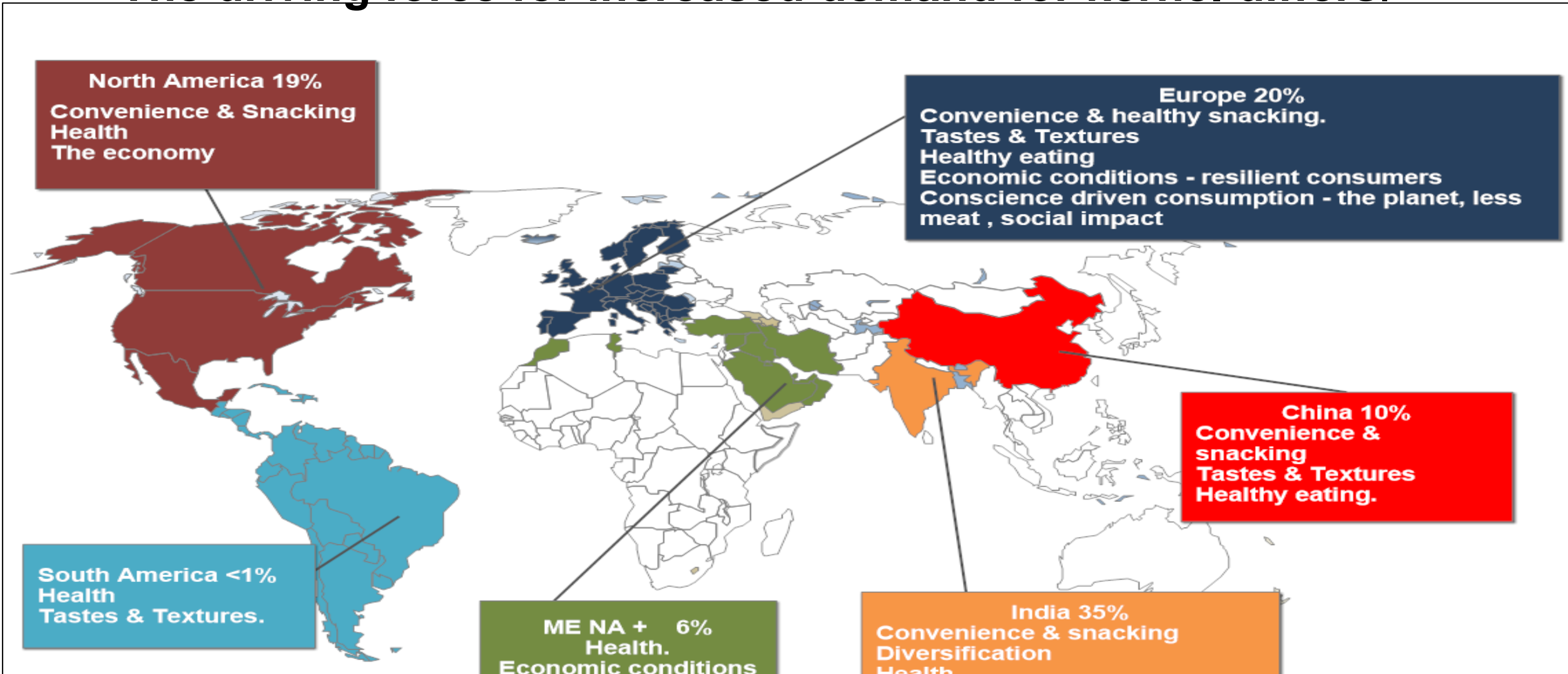
Source: ACA, Global market encounter, 2023



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The driving force for increased demand for kernel differs.



Source: Cashew Club, September 2024.

What to pay attention to



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Effects of policies on the cashew market

➤ Vietnam:

- Free trade agreement with neighbouring countries for diversification of supply.
- Increasing competitiveness.
- Facilitation of RCN imports.



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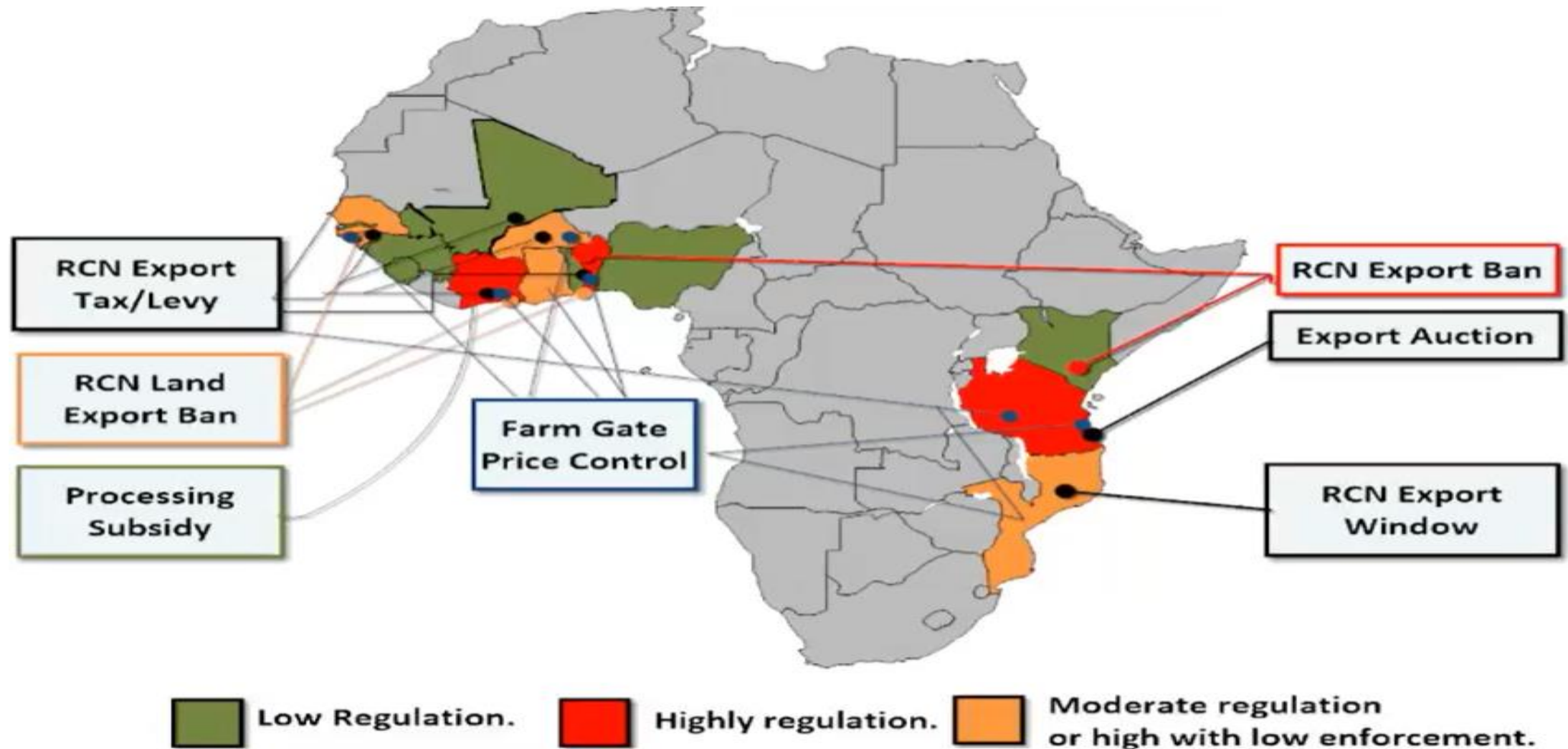
Effects of policies on the cashew market

➤ India:

- Until 2016, subsidy on import of RCN
- RCN import tax reduced in 2018 from 5% to 2.5%.
- Job creation, more than 3500 operational processing units.
- Tax on kernel import: 40% increased to 70% in 2019.



African Cashew Sector Regulation



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Côte d'Ivoire: Highly regulated Cashew sector

- Ban of RCN export by road; export tax on RCN.
- Tax incentives for processing investors
- Direct subsidy of FCFA 400/kg of exported kernels or US\$ 730 per tonne paid by the CCA to processors that export cashew kernels (Subsidy to be phased out, subsidy of Borma kernels to be removed)
- Duty-free import of cashew processing equipment.
- Government bank guarantees to finance raw material procurement for processing activity with local banks.
- Facilitating access to processing technology including the linkage of local manufacturers to technical support from colleges of technology.
- Establishment of regional cashew parks to provide needed infrastructure to long term tenants that can benefit from tax incentives and processing subsidies.
- Registration of exports and designated export ports.
- Setting of minimum farm gate price.
- Processing Quota System: The government has implemented a processors quota system – thus 15% of RCN produced is reserved for domestic processors to ensure that they have priority access to the needed raw material.
- Support to research
- Set-up of skills/ knowledge centre.



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Effects of policies on the cashew market

➤ Tanzania:

- Cashew Board of Tanzania; Cashewnut Industry Act 2009
- Cashew Nut Industry Strategy 2023-2030 (updated)
- Until 2020, WRS only, processors buy RCN from Auction
- By 2030, produce 1,000,000 MT of RCN, process 100% and earn 1 billion USD



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Effects of policies on the cashew market

➤ Mozambique:

- Recent policy revisions emphasize value addition and local processing.
- Imposition of taxes on “borma” kernels exports at 15% ad valorem to encourage full processing locally



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Challenges in the cashew sector

**Low level of
processing
in Africa**

**Access to
Finance**

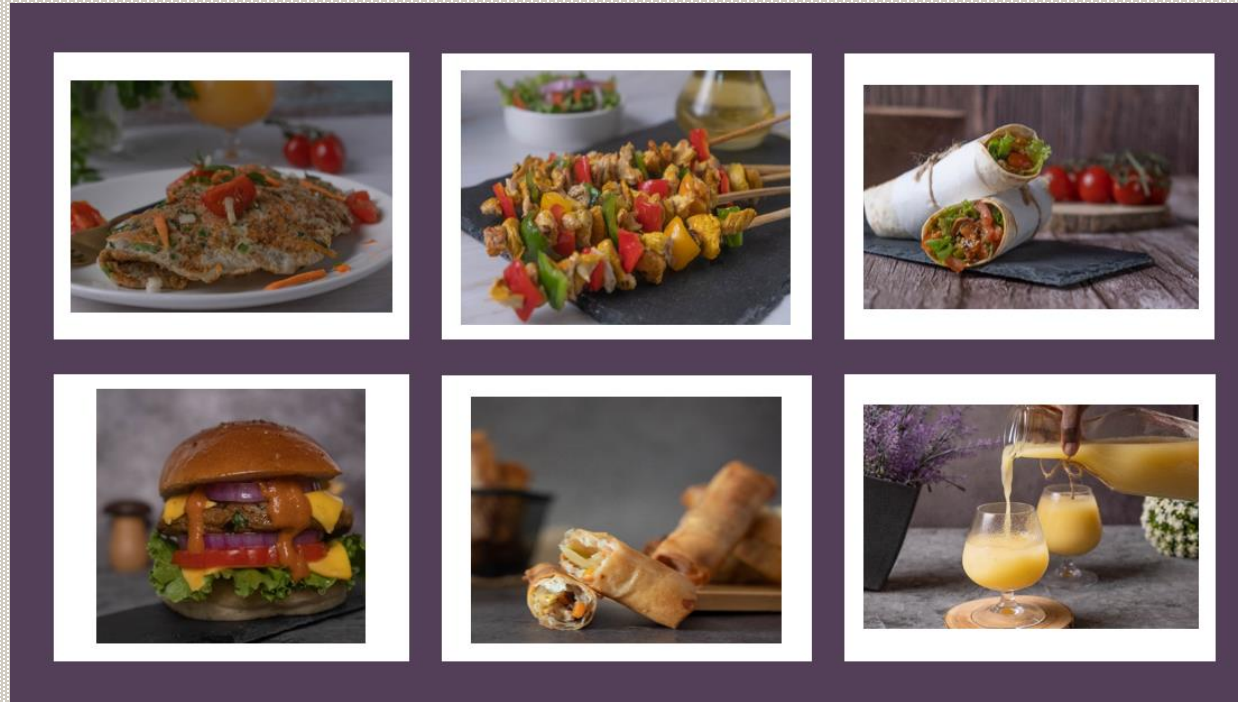
**Infrastructure
Challenges**

**Little
investment
in R&D**

**Socio-Cultural
Hinderances
e.g Women
access to land**



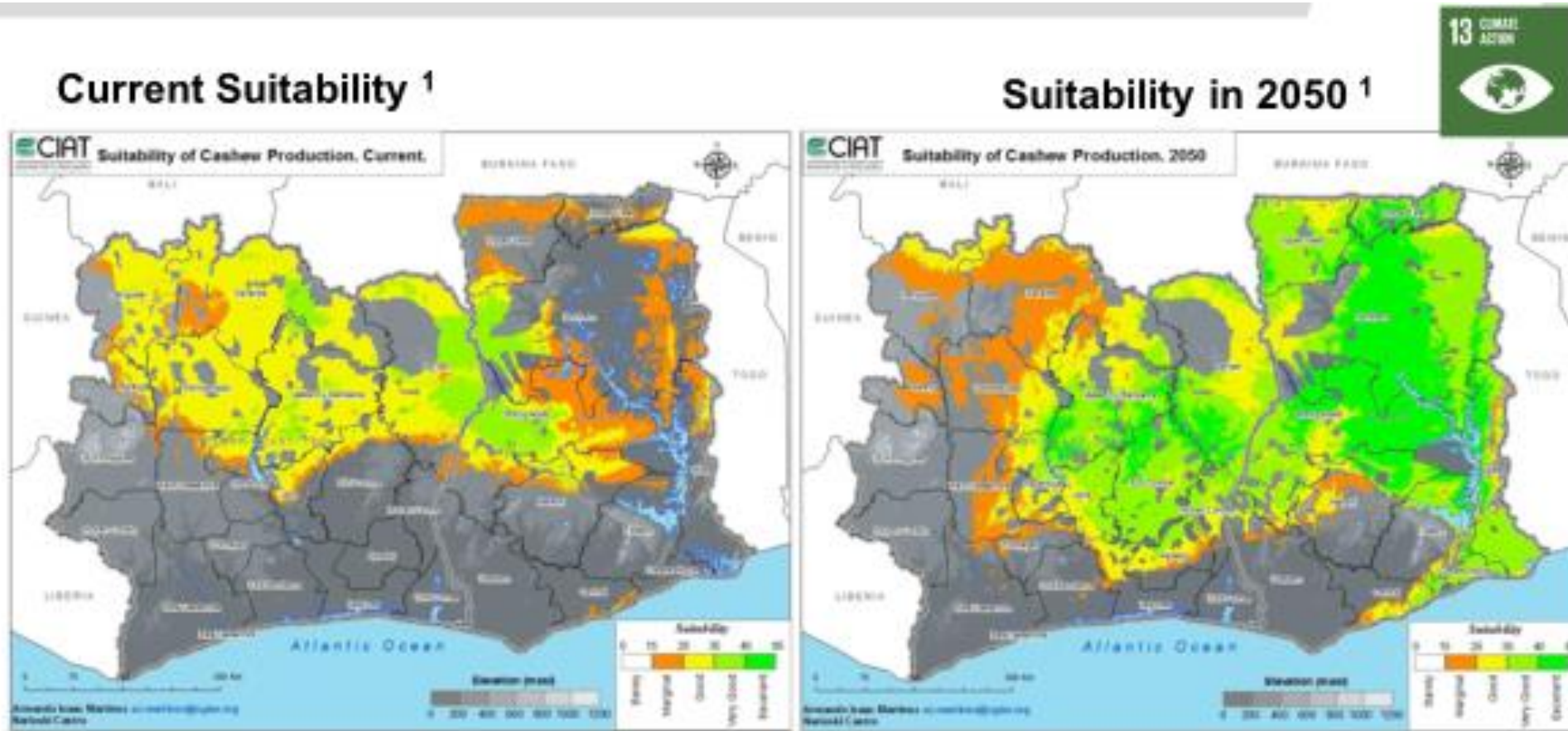
Potentials: Social, economic, environmental gains, value addition from cashew



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Even more jobs are created in cashew in the face of climate change



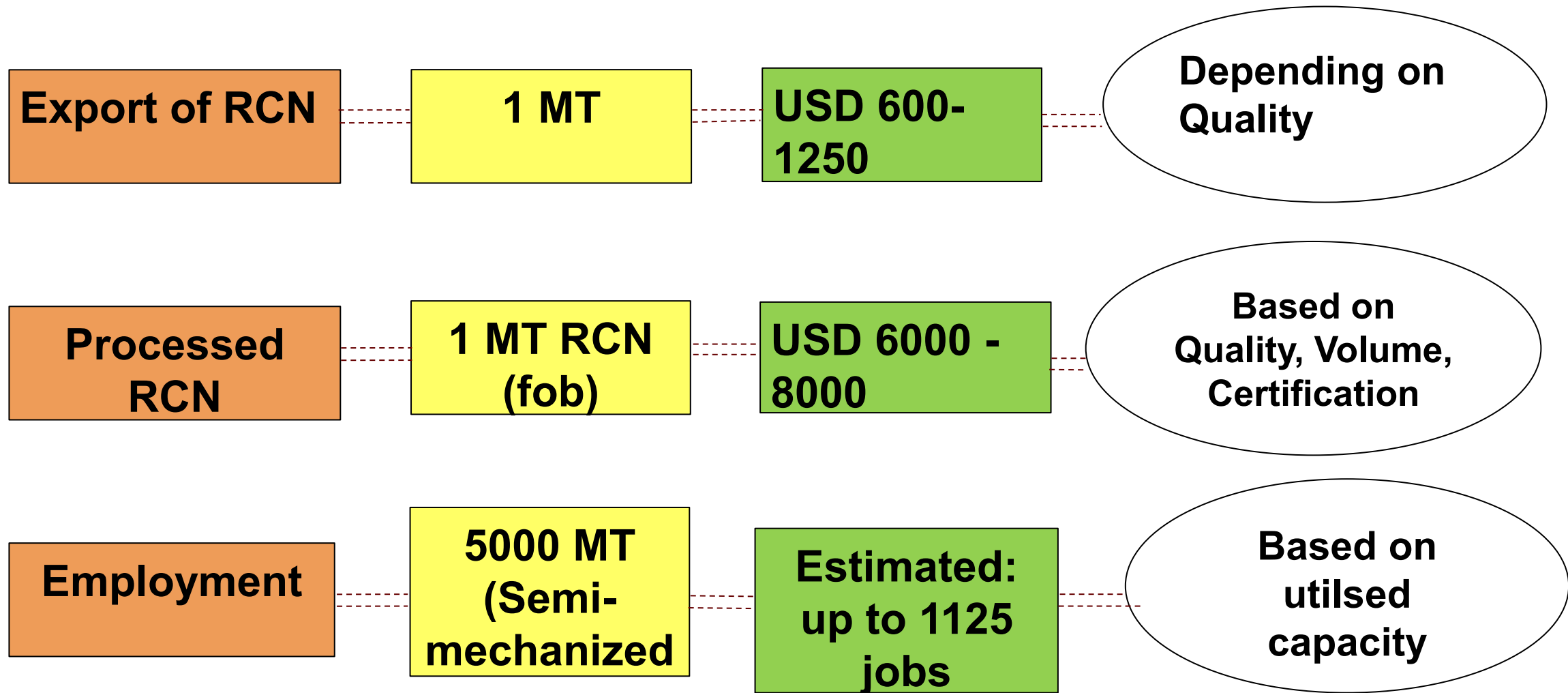
- Suitable cultivation areas for cashew will increase as they reduce for cocoa soon.
- Cashew plantations are viable carbon banks and extra income sources for farmers.
- Intercropping enhances food security and presents a viable economic farming model.

² Green areas indicate best suitability for cashew



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Economic Potential of cashew processing



Source: ComCashew (2018)

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Potentials of Value Addition - Kernel



Cashews milk



Spiced Roasted Cashews



Cashews chocolate



Cashews biscuits



Cashew paste



Roasted Cashews



Cashews soap



Cashews cheese



Cashews chips



Cosmetic products from cashews



Cashews coated with chocolate



Cashews cooking oil



Vinegrette and Cashew oils for salads



Cashews pomade



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Potentials of Value Addition- Cashew Apples



Cashews apple drink



Cashews apple syrup



Cashews apple tea



Cashews apple brandy



Cashews apple jam



Cashews apple candy



Cashews apple juice blends



Cashews vinegar



Canned Cashews apple drink

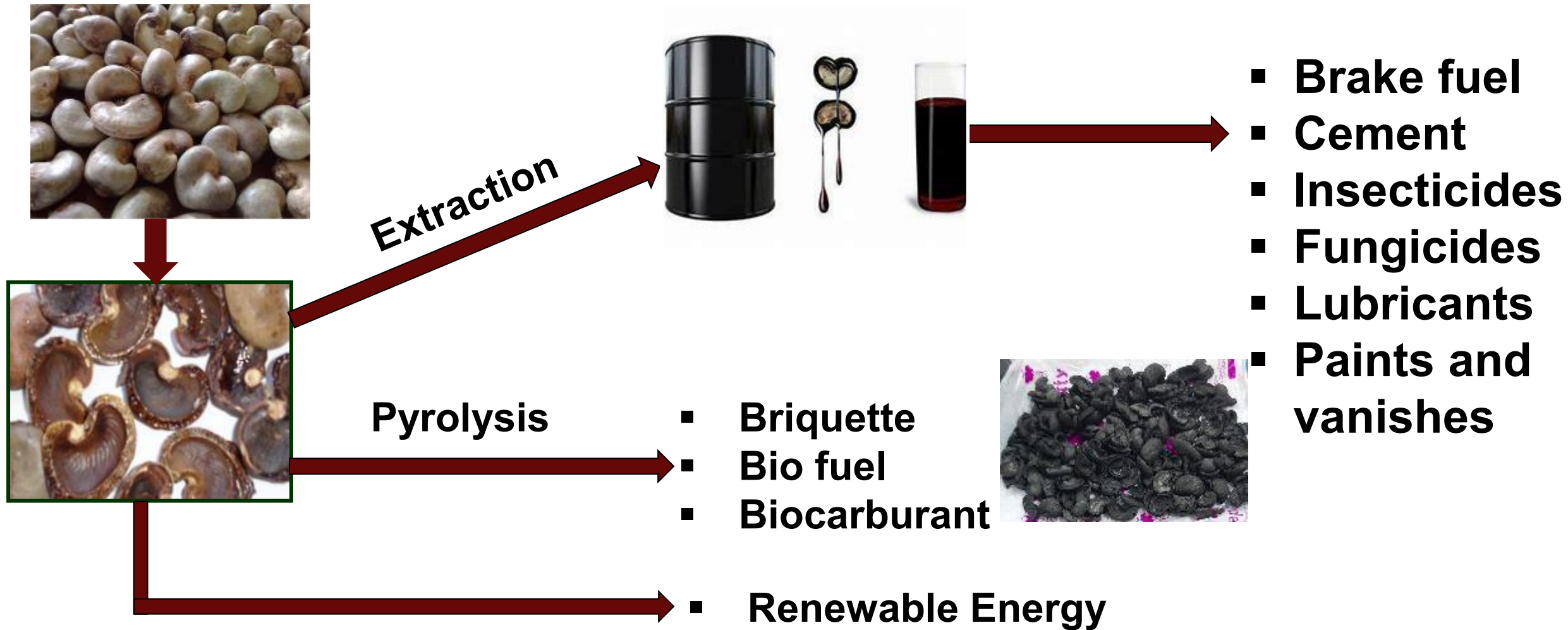
Other products

- Concentrates
- Dried Cashew apples
- Confectionary products
- Ethanol
- Animal feeds
- Manure.
- Industrial ethanol.
- Cosmetics
- Citric acid
- Natural colorant



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Potentials of Value Addition- Shells



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Potentials of Value Addition- Testa



- **Generated from the peeling operation of shelled cashew nuts**

Uses

- **Tanning agent for leather tanning**
- **Animal feed**
- **Dying agent**
- **Bed for poultry**
- **Compost**



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Where to pay attention to



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Where to pay attention to: EU market regulations

Regulations

- EU regulation on Deforestation-Free Products (EUDR)
- Corporate Sustainability Due Diligence Directive (CSDDD)

Relevant commodities

Coffee, cocoa, palm oil, cattle, rubber, soya and wood, as well as selected derived products such as chocolate, leather, tyres or furniture.

- Current scope of the EUDR and CSDDD does not yet include the cashew sector.
- Stakeholders need to familiarize themselves with these regulations and prepare for compliance due to the rapid growing demand of African cashews in the European Market.



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EU regulation on Deforestation-Free Products (EUDR)

Objectives

- Minimizing the EU's contribution to worldwide deforestation and forest degradation
- Reducing the EU's contribution to greenhouse gas emissions and global biodiversity loss

EUDR

Companies affected

- Companies that import a relevant product in EU, that place on the market a relevant product produced in EU, that export relevant products from EU market.

Requirement of relevant products

- No deforestation and, in the case of wood products, no forest degradation after 31st December 2020
- Produced in accordance with relevant legislation of the country of production
Covered by a due diligence statement (contains geolocation data of plot produced)

For more information visit:

EUDR

Final text in different languages:

[EUR-Lex - 32023R1115 - EN - EUR-Lex \(europa.eu\)](#)

FAQ:

[Frequently Asked Questions - Deforestation Regulation \(europa.eu\)](#)



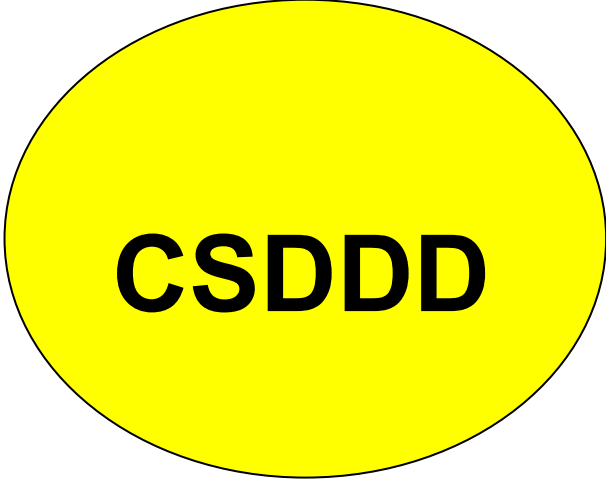
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Corporate Sustainability Due Diligence Directive (CSDDD)

Objectives

Mandates large companies operating in or engaging with the EU to address and mitigate negative impacts on human rights and the environment across their operations and supply chains



CSDDD

Focus

- Child labour,
- Unsafe working conditions
Environmental damage
- Adoption of climate transition plans by companies

Due Diligence Obligations of companies

- Embed due diligence obligations in policies and risk management systems
- Identify and assess actual or potential adverse impacts on human rights (incl. child labour, wages, income, freedom of speech and right to association) and the environment.
- Prevent, mitigate and remediate adverse impacts, e.g. by development of a prevention or remediation plan
- Remedy adverse impacts (thus the original situation must be restored as far as possible)
- Monitor the effectiveness of due diligence measures



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Implications for African Cashew Industry & Response Measures

- Update/ develop country-level laws, policies, and regulations to reflect new areas of focus.
- Capacity building to sensitise and train value actors and related stakeholders on directives and measures required to respond appropriately.
- Engage appropriate expertise to aid compliance and boost resilience of the sector in Africa.



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Implications for African Cashew Industry & Response Measures

- Keep track of the multiple and overlapping changes in EU and cashew/nut market rules.
- Understand various traceability systems to track information throughout supply chains and encourage full traceability in the cashew value chain.

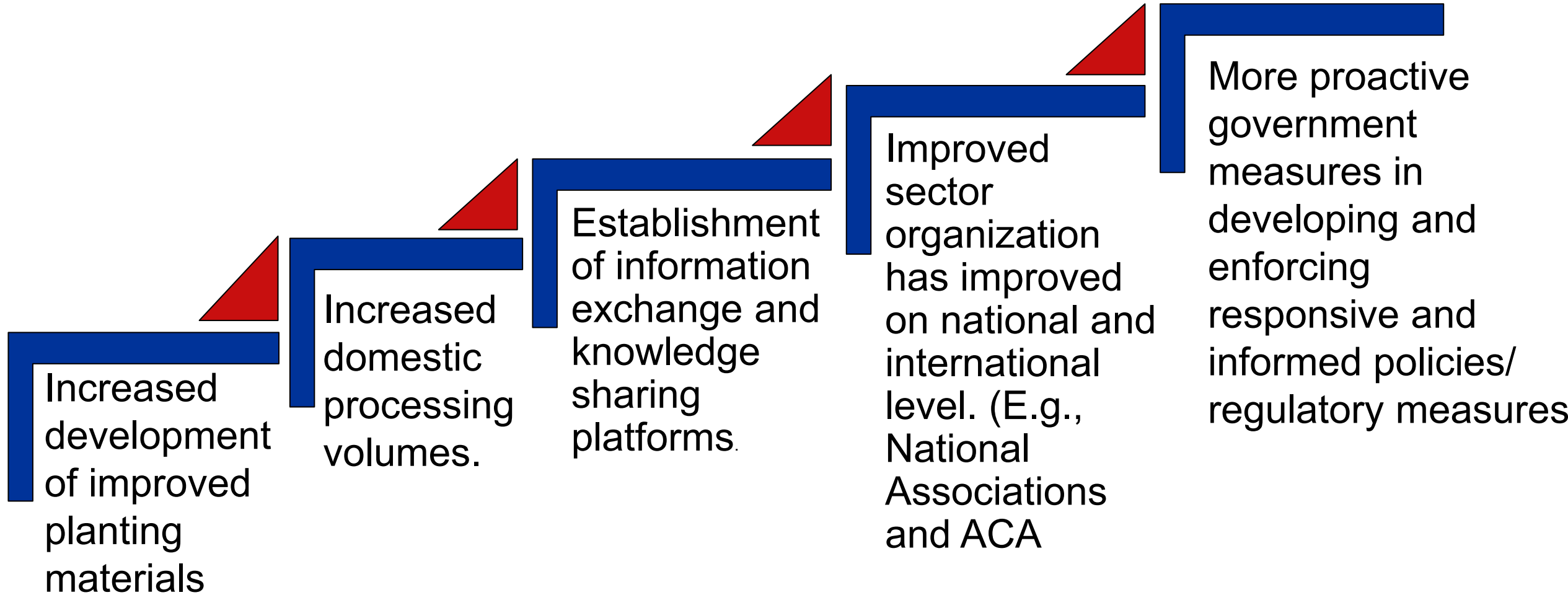


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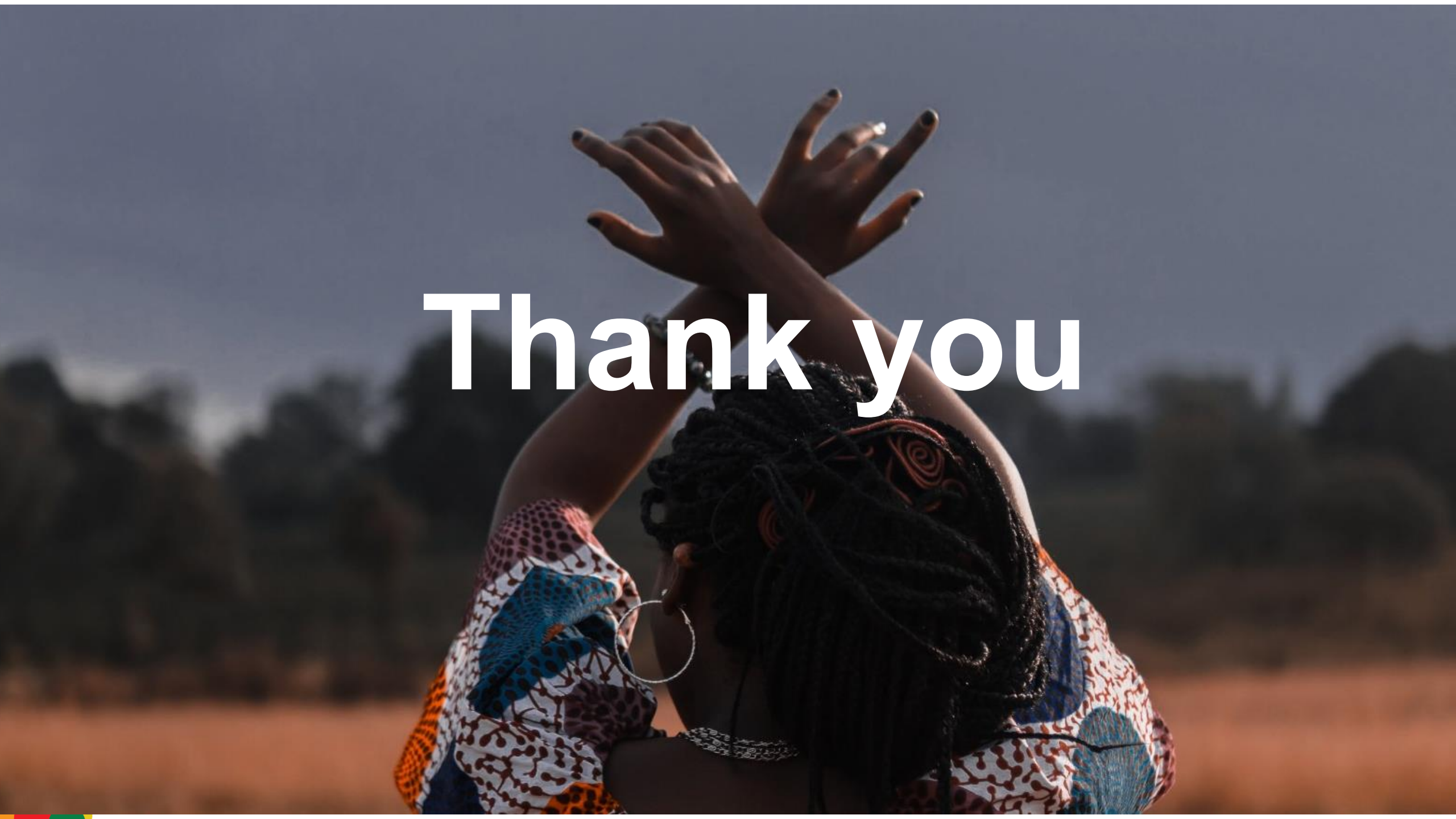
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Conclusion

The cashew sector has developed quite significantly over the past 10 years...



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A person with dark dreadlocks and a large silver hoop earring is shown from the back, wearing a vibrant, multi-colored patterned shirt. Their arms are raised high, with hands open, against a soft, hazy sunset sky. The background is a blurred landscape of trees and a field. The text "Thank you" is centered in a large, white, sans-serif font.

Thank you