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PANEL DISCUSSION

Showcasing MOVE MGF Interventions in the Cashew Apple Sector

Moderator: Mary Adzanyo





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Panel 1 Speakers



Mary Adzanyo
Panel 1 Moderator
Director Private Sector
Development,
GIZ/MOVE
Côte d'Ivoire



Serge Hobert Kponou
Managing Director,
Tolaro Global SAS
Benin



Doreen Caesaria Abaane
Sustainability Lead,
Cashew, OFI
Ghana



**John Joseph
Nkundwanabake**
Managing Director,
Akros Ltd
Tanzania



David Sylvan Jordan
Co-Managing Director,
Esen Organics Senegal
(EOSEN)
Senegal



**Dr. Oyilanka
Christianah Jayeola**
Director Value Addition
Research,
CRIN/FoodPro
Nigeria

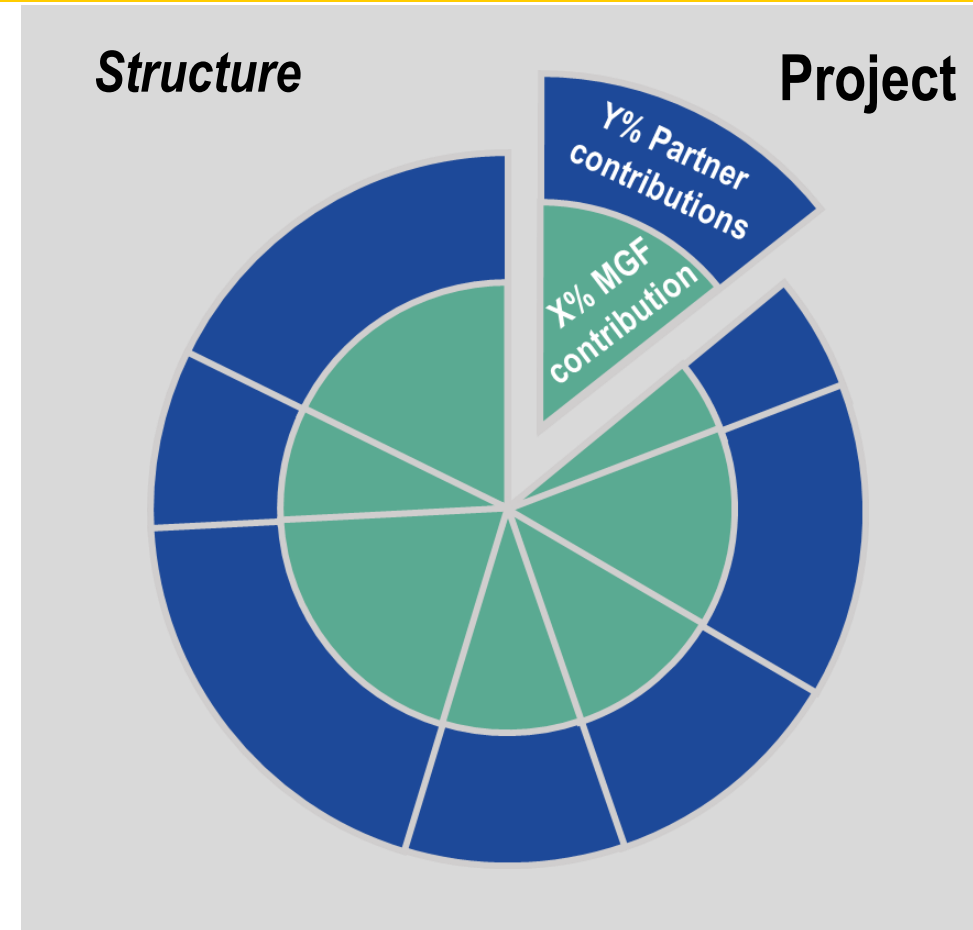


The MGF – Impacting lives together

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- Drive sustainable growth and strengthen private sector development
- Improve the productivity, and profitability of cashew value chain actors in the 79 ACP countries
- Build resilience and inclusiveness in the cashew value chain
- Foster Excellence and ownership



CASHEW APPLE VALORISATION CONFERENCE

A new approach to developing the cashew sector

through innovative valorization of cashew apples

Serge Hobert Kponou

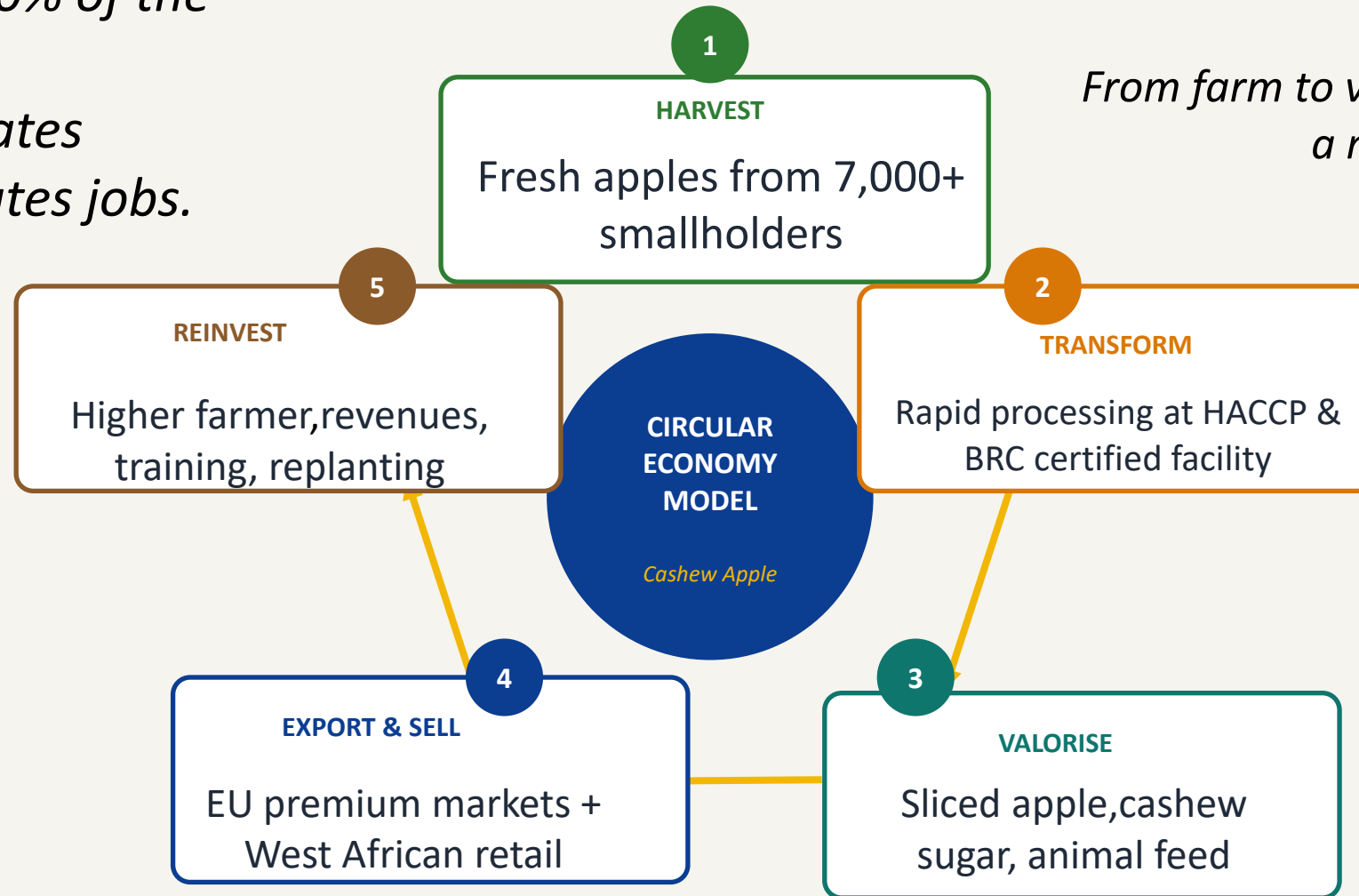
Managing Director | Tolaro Global

Accra, 30 April 2026

A new approach: a circular economy around the cashew apple

*Zero waste — 100% of the fruit is valorised.
Every step generates revenue and creates jobs.*

*From farm to value-added product —
a model replicable across
West Africa.*



From a wasted fruit (90% discarded across West Africa) to a sustainable, replicable value chain.

Every additional ton processed = sustainable income for ~1 person across the value chain.

TODAY — 2025

1,097

tons of cashew apples transformed

+1,000

people directly involved

- **76% women** + **strong youth presence** among trainees
- **Fairtrade · Bio · HACCP · BRCGS** certified
- Exports to **premium European markets**



TOMORROW — AT SCALE

10,000

tons processed per year (target)

+10,000

people supported with sustainable,
long-term income

- **Year-round jobs for women & youth** in rural areas
- **3,000+ women** + **2,000+ youth** trained
- A regional hub for **cashew apple innovation**

× 9 tons → **× 10 livelihoods sustained** — *the same model, ten times the impact.*

Tolaro Global's roadmap to make cashew apple valorization a central pillar of Benin's cashew sector.

SCALE PRODUCTION

From 1,000 to 10,000+ tons processed per year. Dedicated lines and cold-chain infrastructure.

EXPAND MARKETS

Beyond US & EU export to West African retail. Tolaro as the regional reference for cashew apple innovation.

WOMEN & YOUTH

Train 3,000+ women and 2,000+ young people. Sustain female leadership. Year-round rural employment for the next generation.

DRIVE INNOVATION

Tolaro as a factory-school in partnership with Abomey-Calavi & Parakou universities. 3 new product lines by 2030.

“

I saw the treasure in the cashew apple and carved until I set it free.

– Serge Hobert Kponou, Managing Director, Tolaro Global



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CASHEW APPLE VALORISATION CONFERENCE

Business Support Facility for Resilient Agricultural Value chains

Title: Cashew Apple as a Recipe for Women and Youth Empowerment

Accra, 30th April 2026

Doreen Abaane, Olam food ingredients





PROJECT OVERVIEW

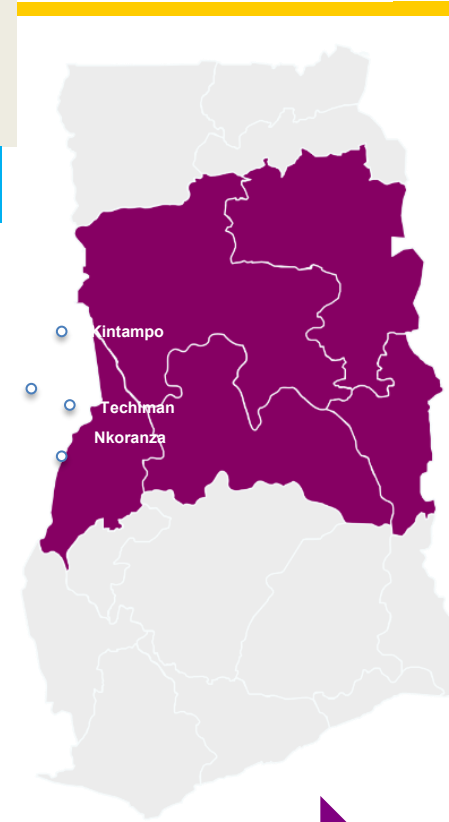
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Transforming cashew apple waste into sustainable **livelihood opportunities for women and youth** in Bono, Bono East and Savannah regions of Ghana, creating resilient agricultural value chains and improved household incomes.

Objectives and targets of the project

Empowering women and youth in cashew-growing communities to valorize cashew apples and improve household livelihoods by 2026.



Objective 1

Capacity development for women and youth farmers

Train **500 women & 500 youth** in cashew-growing communities

Objective 2

Valorization of cashew apples

- Train the **same 500 women** and **500 youth** in **harvest and post-harvest management** of cashew apples to reduce on-farm waste
- **Develop at least two new recipes from cashew apples** for utilization by women, with a targeted adoption rate of 50% among trained beneficiaries.
- Train the same 500 women and 500 youth on the **nutritional benefits of cashew apples** to increase awareness in their communities.

Objective 3

Increased livelihood opportunities

- Provide **education and tools for cashew apple valorization** (livelihood support) to 500 women and 500 youth as direct beneficiaries.
- **Enable at least 3,000 people to benefit as indirect beneficiaries** of increased livelihoods, based on an estimated household size of six persons.

Implementation Timeline: **24 months**

August 2024 **July 2026**

Activities & successes



Project launch



Procurement & distribution of processing equipment



512 women & 330 youth trained on cashew apple processing



Training of trainers for field officer

Other Activities
828 women and 387 youth on business and marketing skills that will create jobs.

Train same persons on harvest and post-harvest management of cashew and cashew apple

Setting up the equipment
Training on use and maintenance of the equipment

500 women trained on cashew apple utilization and domestic value addition

15 trainers trained



CASHEW APPLE VALORISATION CONFERENCE

VALORISATION OF CASHEW APPLES



CASHEW APPLE WINE FROM DRIED CASHEW APPLE

Mtwara, Tanzania

Presented by: John Joseph Nkundwanabake

Why Valorisation?

1. Increasing **Farmers' Income**
2. Income **Diversification** and Economic Empowerment
3. **Environmentally Friendly**; West Management:
Emissions from Burning, Organic Matter Decomposition



Cashew apples provide income

Key Facts:

APPLE TO NUT WEIGHT RATIO

CASHEW APPLE

(The Fruit)



8-9 kg
(WEIGHT)

CASHEW NUT

(The Seed)



1 kg
(WEIGHT)



Our Project Results:

5-12% extra income

adding measurable
income without
extra land or major
cost.



Turning Cashew Waste into Value Eспен Organics

David Sylvan Jordan



Turning Cashew Waste into Value

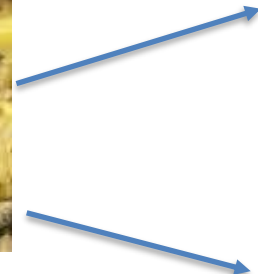
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Cashew Apple



Black Soldier Fly Larve



Amazing Fertilizer



Amazing fertilizer



High Protein Feed



Cashew Apple pellets



Empowering women farmers to drive a circular agricultural future.





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CASHEW APPLE VALORISATION CONFERENCE

Business Support Facility for Resilient Agricultural Value chains

Cashew Apple Diversification through Value Addition for Self Sustaining Enterprise

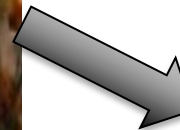
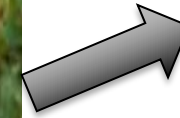
Accra, 30th April 2026

Dr. Olayinka Jayeola
Cocoa Research Institute of Nigeria, Ibadan



Value Addition to 90% of cashew of the Tree for Jobs, Nutrition and Climate Action

- 90% = 20M MT apples rot yearly in Africa
- Economic loss from unutilized cashew apple in Africa = \$1.1B lost income with methane emissions and malnutrition annually (ACA,2022 Cashew Apple Processing Report)
- Based on 22M MT apple production x \$50/MT potential value at 95% waste rate, FAO 2021 confirms <5% utilization
- In Nigeria, 800MT RCN = 6.4M MT apples. Utilized 2.1% at #20,000/MT \$45 apple value = #125B (\$278M) loss in Nigeria alone (IITA Technical Bulletin No. 47)



Training women and youth in self sustaining skills





Zero – Waste Diversification = Self Sustaining Revenue

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Cashew Juice



Clarified juice



Cashew drink



Cashew syrup



Branded juice



Cashew wine



Cashew Spirit



Cashew Jelly



Honey



Marmalade



Cashew Relish



Cashew Jam



Cashew Pickles



Cashew Pectin



Cashew Candy



Cashew Meat



Cashew Kebab



Cashew omelette



Cashew Egusi Soup



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