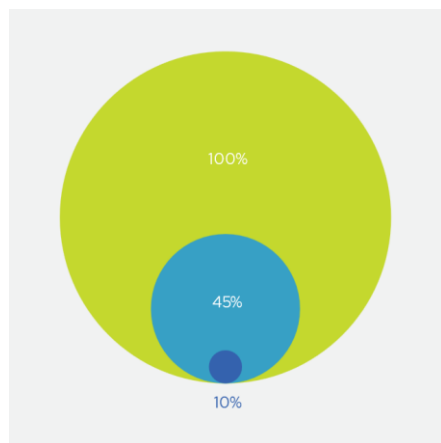


Strengthening Cashew Processing in Côte d'Ivoire, Ghana, and Nigeria



Global Cashew Harvest /
West Africa Processing Share



- Raw cashew global harvest
- West Africa annual harvest
- West Africa processing share

The global cashew market is a \$12 billion industry and has grown almost seven times over the last four decades in terms of volume. West Africa is the world's leader in cashew production, accounting for more than 45% of the raw cashew nuts harvested around the globe each year.

However, less than 10% of raw cashew nuts are processed within West Africa. The vast majority are exported to Asia, where they are processed before being shipped to consumer markets around the world.

PROSPER CASHEW: THE OPPORTUNITY

The cashew sector offers unique opportunities for West African economies because of its strong production growth and proximity to key consumer markets in Europe and North America.

At the same time, private sector interest in sourcing from the region is increasing, allowing buyers to diversify their sourcing footprint and reduce supply risk. Similarly, investment in food processing capacity is on the rise, particularly in Côte d'Ivoire, where comprehensive government support has created a favorable policy environment.

Prosper Cashew, which launched in October 2020, will act as a catalyst for the sector, strengthening and reviving existing cashew processing facilities, facilitating access to critically needed working capital, demonstrating the business case for additional investment flows into the sector, and bringing together investors and high-quality investees.

PROSPERITY THROUGH PROCESSING: THE OPPORTUNITY

PROSPER CASHEW: THE GOAL

Spanning across Côte d'Ivoire, Ghana, and Nigeria, Prosper Cashew seeks to **enhance cashew processing capacity in West Africa to 50% of its total production volume.**

PROSPER CASHEW: THE STRATEGY

The Prosper Cashew project focuses on four essential levers to propel processing capacity in the region



1. Establish a Cashew Catalyst Fund with a target size of \$30–60 million

Working capital is the lifeline of cashew processing units. Currently, many West African processors struggle to raise enough working capital to purchase sufficient quantities of raw cashew nut to ensure year-round processing which in turn contributes to low capacity utilization rates. The project will assess feasibility, design, and launch a Cashew Catalyst Fund. Once established, the fund will provide working capital to cashew processors and other businesses supported through the project, allowing factories to expand their processing capacity.



2. Strengthen the commercial viability of the cashew processing sector through capacity building

Money alone does not guarantee success. To build and sustain a profitable business, managers need to understand risks and how to mitigate them within the framework of desirable returns. The project will build processor capabilities in business and financial management, investment facilitation, human resources and workforce management, marketing, and supply chain development. The project will also provide tailored technical and engineering support to develop a robust portfolio of modern processing units producing high quality kernels for the international market. Prosper Cashew will also support development of a vibrant ecosystem by building the capacity of training centers to deliver curriculum for cashew processing operations and management, by supporting local equipment repair services and manufacturers to improve their business offerings, and by promoting processing of byproducts.



3. Integrate supply chain and enhance marketing prospects of kernels processed in West Africa

Integration of the supply chain offers a unique value proposition that can create a differentiated platform for West African cashew kernels to compete on the global consumer market. Harmonization of the supply chain at its origin offers cost competitiveness as well as another set of value propositions like traceability, organic, and certified cashew kernels. Prosper Cashew will support cashew processors to develop a robust supply chain, from sourcing of raw nuts to sale of processed kernels. The project will pilot innovative direct supplier programs to guarantee a sustainable source of quality raw material and support the marketing of kernels from West Africa by bringing together processors and international buyers.



4. Provide Match Making Facility bringing investors to West African cashew processors

For West African cashew processing businesses to be profitable, scalable, and sustainable, it is imperative for global and local investors to invest in them. The project will identify investable companies and connect them to existing capital providers via a Match Making Facility. The project will also engage national/sub-national chambers of commerce, export promotion agencies, and industry associations to link promising businesses to long-term financing providers in the region. Investments will stimulate the creation of new cashew processing facilities, strengthen and modernize existing facilities, and support the broader cashew sector's expansion and professionalization.

THE SOCIOECONOMIC IMPACT OF PROSPER CASHEW PROJECT

Over five years, Prosper Cashew will improve the capacity of **23 processors**, facilitate **\$61 million of investment** in the cashew sector, and generate more than **\$200 million in sales** of processed cashew products. The project expects to create more than **4,500 new jobs** (at least 50% for women) and indirectly benefit more than 18,500 women, men, and children in West Africa.

For more information, visit: <https://www.technoserve.org/prosper-cashew/>.