

Webinar Highlights: A Glance at Côte d'Ivoire's Cashew Season 2025

Organised by:

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AEC-CI

Date: April 22, 2025

Speakers:

- **Mr. Alex N'Guettia Assouman**, President, AECCI & Chairman, FIRCA
- **Mr. Marcel Ouattara**, Executive Secretary, APACI & Representative of EcoCashew

Highlights from the discussion:

1. Côte d'Ivoire's 2025 Cashew Season – Strong Start and Bold Ambitions

- The **2025 cashew season** in Côte d'Ivoire commenced with strong procurement momentum.
- From **January 18 to March 15**, approx. **320,000 tons** of RCN were procured by **33 factories**, representing **28%** of the national forecast and **80%** of the year's local processing target.
- Marcel also mentioned that the local processors represent 35% of the market, with prices ranging from 425 to 500 CFA for producers and 510 to 580 CFA for factories.
- As of mid-April, **570,000 tons** were already procured for processing, **exceeding** the original **400,000-ton forecast**, signalling a **likely year-end total of 650,000 tons to be procured by the local processors**.
- Last year, IVC processed close to 335,000 - 345,000 tons of RCN locally. During this season, IVC local processors would have procured well over 650,000 tons of RCN towards the end of the season, but not necessarily that all goods will be processed locally. Some of them may be for export purposes.

◆ 2. National Production Outlook

- The **total RCN production forecast** for 2025 is pegged at **1.15 million tons**, with expectations to **exceed this figure by 100,000 tons** due to better border control.
 - Tighter cross-border regulations are helping capture volumes previously lost to neighbouring countries such as Ghana and Burkina Faso.
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◆ 3. Quality Parameters and Field Observations

- **Kernel Outturn Ratios (KOR)** ranged from **46 to 59**, with an average of 48. Some **experimental varieties** introduced by the government may explain the higher KOR in select areas. (However, cashew information is of the view that KOR may not be 59 as pointed out by the speakers; it needs to be thoroughly investigated).
 - **Moisture levels** remained at around **9%**.
 - The quality is described as **moderately stable to good**, consistent with 2024. Mr Assouman mentioned that the Council of Cotton is working to improve the quality of nuts nationally through research and experimentation.
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◆ 4. Shift Towards Domestic Processing

- Côte d'Ivoire's strategic goal is to **process 60% of its cashew production locally by 2030**.
 - With 650,000 tons likely to be procured by local processors during this season, the country is well on its way to achieving this year's target of well over 400-450,000 tons.
 - The **installed processing capacity** is growing, and the speakers voiced ambitions to eventually **process all domestic production in-country**.
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◆ 5. Moisture Issues in April

- Exporters faced challenges with **high-moisture cargoes** in April due to early rains and the rush to market post-April 1 buying window.
 - Both speakers clarified this was not due to policy changes but a **typical seasonal pattern**, worsened by premature handling.
 - The **Cotton and Cashew Council (CCA)** plans to launch **farmer sensitisation efforts** to ensure better post-harvest practices in future seasons.
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◆ 6. Impact of U.S. Tariffs and International Trade Dynamics

- A **reciprocal 21% tariff** by the U.S. created uncertainty; however, it is **temporarily suspended for 90 days**.
 - Côte d'Ivoire qualifies for duty-free access under **AGOA** (African Growth and Opportunity Act), and **ongoing diplomatic discussions** are underway to maintain market access.
 - Exporters and processors have not observed significant disruptions yet but are watching the situation closely.
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◆ 7. Diversifying Markets – Middle East in Focus

- With a **reduction in raw exports** and strong growth in kernel production, Côte d'Ivoire is eyeing **new export destinations**.
 - The **Middle East** (notably **Dubai and Saudi Arabia**) was highlighted as a **high-potential market** for Ivorian kernels, known for their **distinctive taste and quality**.
 - The speakers reaffirmed that Côte d'Ivoire is **competitive** and well-placed to enter or expand its share in global markets.
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◆ 8. Call for Investment and Collaboration

- The session concluded with an **open invitation to international investors** and stakeholders to engage with Côte d'Ivoire's cashew industry.
 - Emphasis was laid on collaboration between the **government, processors, exporters, and producers** to ensure sustained value addition and income for farmers.
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