



ssnup

Smallholder Safety Net
Upscaling Programme

BRC CERTIFICATION FOR CAJOU ESPOIR IN TOGO



Africa



Latin America



Asia



Financial services



Non-financial services



Market building



Internal management

CONTEXT

Healthier diets among the fast-growing middle classes in developing countries have been a key driver of the increasing demand for cashew. The popularity of cashew has grown faster than other nuts, even almonds. The demand in North America and Europe accounts for 40% of kernel demand. The African sector has become a highly visible contributor to global cashew trade. Over 2.5 million African farmers currently grow about 90% of the world's cashews supply. Between 2000 and 2018, world trade in raw cashew nuts more than doubled to 2.1 billion kilograms, and African producers – led by Côte d'Ivoire – accounted for almost two-thirds of the growth. However, the industry's great potential remains largely untapped. Today, 85% of the African annual crop is exported to Asia for processing.

CURRENT STATUS OF THE INVESTEE

Established in 2004 in Togo, Cajou Espoir is one of the very few African cashew processors, and the first and only company processing raw cashew nuts in Togo. Cajou Espoir purchases raw cashew nuts from smallholder farmers located in villages around Tchamba (north Togo) and Blitta (central Togo). The company aims at adding value locally, selling cashew nut kernels at favorable conditions, offering profit share on the sales and a guaranteed market price for the production, strengthening the cashew value chain and building a long-term sustainable future for African producers. The company exports high quality kernels to various countries at the international (90%) as well as the regional (10%) level and is considered one of the most serious players in West Africa by all the European and US buyers.

OBJECTIVE OF THE PROJECT

In 2022, Cajou Espoir plans to continue its growth by raising the organic portion of its production by 33% (from 2000MT to 3000MT). The rise of consumer consciousness has put more emphasis on quality, safety, sustainability and ethics. An increasing number of traders and retailers are therefore focusing on certified products. Meeting the requirements from the BRC certification is expected to improve operational efficiencies for Cajou Espoir and increase quality, leading to increased margins and better market access. The BRC Global Standard for Food Safety is the leading global certification and consumer protection scheme recognised and required by traders, retailers and customers worldwide and hence key for global market access.

The expected outcomes of this project are:

- Ensure the quality of cashew kernels processed, improve operational efficiencies and mitigate any food safety risks at the level of both processing factories.
- Generate additional margins of 2% from the sale of BRC certified products.
- Cajou Espoir will become the only BRC-certified enterprise in Togo. The certification will support a competitive and more sustainable African cashew industry by adding value locally, stimulating local employment, fostering empowerment and economic development of local communities.

IMPACT INVESTOR



AGGREGATOR / INVESTEE
Cajou Espoir – Togo

TARGETED N° OF FARMERS
1,500 farmers supported.

AGRICULTURAL VALUE CHAIN
Cashew

STARTING DATE
06/07/2021

DURATION
12 months

TOTAL TA BUDGET
€ 258,000
Including € 70,000 (27%)
contribution from SSNUP

