

Projected Impact



Procure at least 13,000 metric tons (MT) of cashews from partnering suppliers between November 2021 and April 2024.



Construct a cashew processing unit with an annual capacity of 15,000 MT of raw nuts by 2022, creating 477 jobs in food processing.



Export a total of 5,235 MT of cashew kernels between November 2021 and April 2024.



Cashews are one of Côte d'Ivoire's most lucrative export products. The Trade Hub's co-investment grant with EcoCajou will create 477 jobs in the processing of raw cashew nuts. Photo credit:

About EcoCajou SA

Created in 2019, [EcoCajou SA](#) (EcoCajou) specializes in the purchase, export, and processing of raw cashews in shell and kernels, one of Côte d'Ivoire's most lucrative export products. It is the result of the Union of Kimbé Cooperative Societies (EKOOKIM) and other partners. The company's ambition is to process 10,000 MT of certified fairtrade and organic raw nuts, which represents less than 20 percent of the total production in the region of Kabadougou (estimated to be 53,000 MT in 2019). To ensure a continuous supply to its plant, EcoCajou invests in consolidating its links with its cooperative partners; in sustaining its supply strategy with a focus on traceability and certification; in developing cashew plantations through a quality and yield monitoring system; as well as in training, coaching, and developing agricultural activities.

Co-Investment Partnership

The USAID West Africa Trade & Investment Hub awarded EcoCajou a co-investment grant of \$800,000 to strengthen and improve the competitiveness of the cashew value chain in Northern Côte d'Ivoire. With an additional co-investment of \$13.6 million from the company, the grant will support supplier capacity-building and the installation of a new processing unit with an annual capacity of 15,000 MT of raw nuts. This will enable EcoCajou to achieve its export targets of white cashews to the international market, especially in Europe and the United States, creating 477 jobs in food processing and directly benefiting 4,738 producers who rely on cashew as their primary cash crop. The company will also assist 2,000 producers to comply with organic certification requirements.

Partnership Opportunities

Côte d'Ivoire, the leading producer of cashew nuts (with 850,000 MT in 2020) processes only 7 percent of its production, while the other 93 percent leaves the country in a raw state to be processed in Asia. This lack of processing is a problem for producers who suffer from the volatility of raw nuts' prices in the global market. It's also a problem for unemployed young people who are looking for jobs and income in the area. There is a strong and growing demand for white almonds (raw kernels) from cashews in the international market, but the current processing units in Côte d'Ivoire are not able to meet customers' needs. With the Trade Hub co-investment grant, EcoCajou will substantially increase its processing of cashews and increase its competitiveness in the growing world market, while also creating more jobs.



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