



ssnup

Smallholder Safety Net
Upscaling Programme

IMPROVING THE FINANCIAL MANAGEMENT SYSTEMS OF A CASHEW NUT PROCESSOR IN BURKINA FASO



Africa



Latin America



Asia



Financial services



Non-financial services



Market building



Internal management

CONTEXT

The global cashew production market is dominated by Africa, which represents 56% of the market, followed by Asia, accounting for 44%. However, even though Africa dominates production, Vietnam remains the largest producer and processor and drives the market thanks to its competitive pricing. Only 10% of the global cashews are processed in Africa. Nevertheless, the production of cashew nuts in Burkina Faso is expanding rapidly. In 2016, cashew represented the third largest export product after cotton and sesame. And currently, the country produces between 85,000 to 100,000 tons of raw cashew nuts per year and has its own processing plants.

CURRENT STATUS OF THE INVESTEE

Anatrans is the leading cashew nut processor in Burkina Faso. In 2021, the company sourced fair trade and organic cashew nuts from approximately 2,400 local farmers and processes them for export. responsAbility has invested in Anatrans since 2015 with a total of USD 22.45 million disbursed over the years. Financing is currently provided via Nuts2 B.V. in the Netherlands, a holding company which owns a majority share in Anatrans. Funding is channeled through the holding company because the quality of reporting information is better, the accounting framework is less complex and the capabilities and know-how of the finance team are more sophisticated compared to Anatrans.

OBJECTIVE OF THE PROJECT

The objective of the project, which is the 2nd one financed by SSNUP, is to enhance the financial management systems to attract additional international lenders to directly invest in Anatrans without the need of the holding company's support. By supporting Anatrans growth, the company will be able to increase production, employ more factory workers and increase the number of smallholder farmers supplying to the company for local processing.

The expected outcomes are:

- Improved financial management and reporting processes to reduce lead time and increase accuracy.
- Increased direct investments from responsAbility, as well as other investors to Anatrans.

IMPACT INVESTOR



AGGREGATOR / INVESTEE

Anatrans (SME) – Burkina Faso, serving a total of 2,400 farmers

TARGETED N° OF FARMERS

500 farmers

AGRICULTURAL VALUE CHAIN

Cashew nuts

STARTING DATE

April 2022

DURATION

8 months

TOTAL TA BUDGET

€ 58,529
Including € 46,823 (80%)
contribution from SSNUP



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