

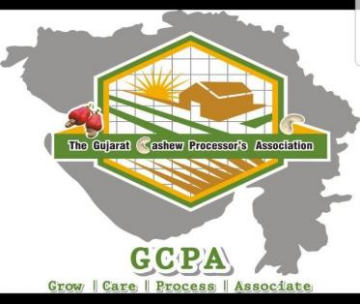
State Representation and Kernel Market Outlook 2022

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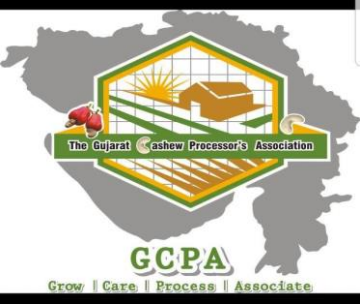
Joint Secretary of Gujarat cashew processor's Association

20,May 2022



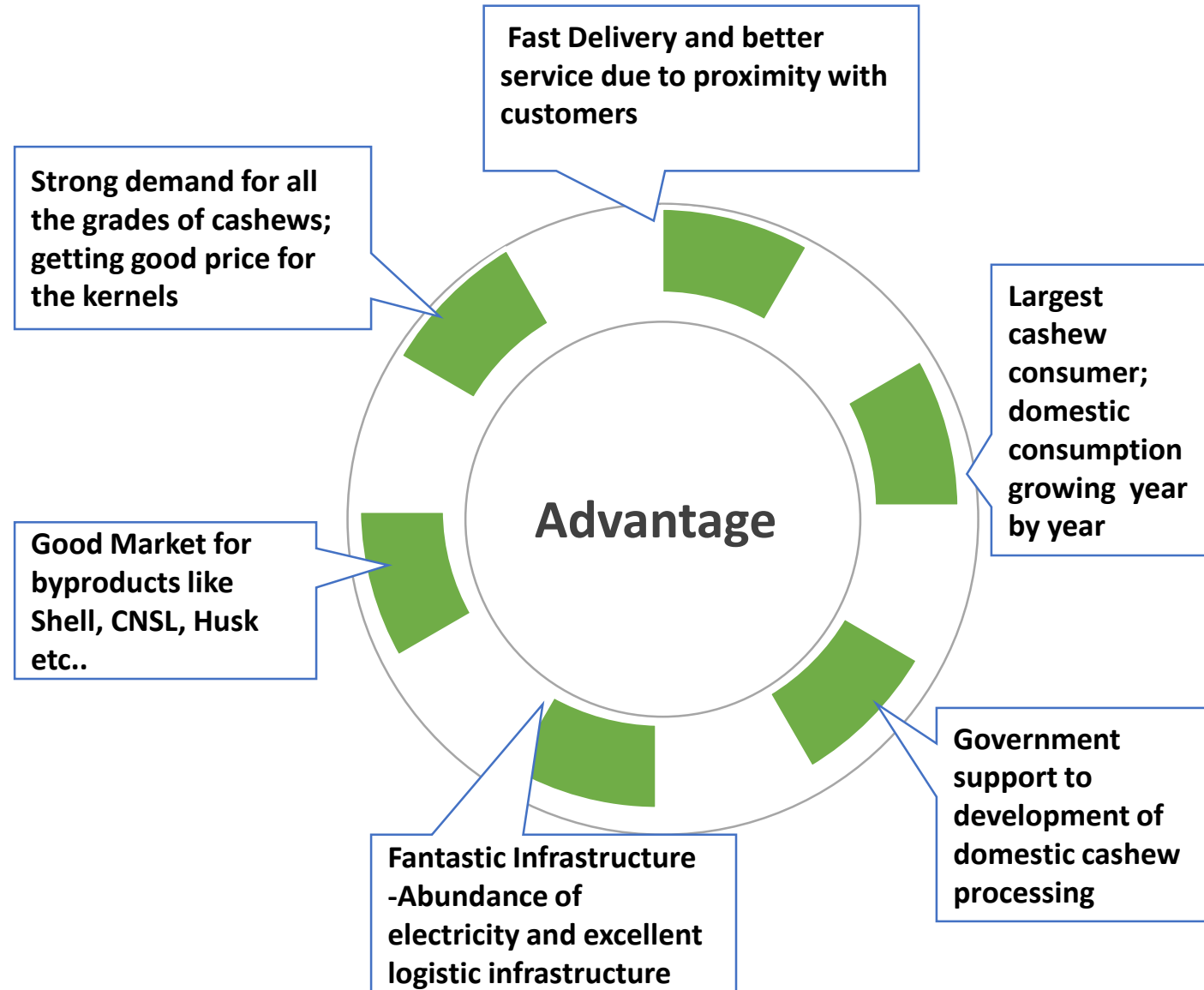
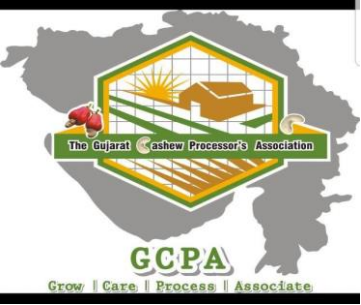
The Gujarat Opportunity

- Gujarat is a growth engine of India.
- Gujarat has excellent infrastructure with 42 ports, 17 domestic airports including 3 international airports and 100,000+ km of well-surfaced roads, connecting it to major cities and trading centers of the world.
- The state also has extensive road and rail network. The urban and rural areas have 24 hour power supply, also setup 2200 km gas grid supplies in industrial areas.
- Almost one third of the DMIC (Delhi Mumbai Industrial corridor) project is taking place in Gujarat alone.
- Gujarat, with its all inclusive, sustainable and rapid growth, is emerging as globally preferred places to live in and to do business.
- Gujarat is also one of the biggest emerging market for sale of cashew kernels as growing demand year around.



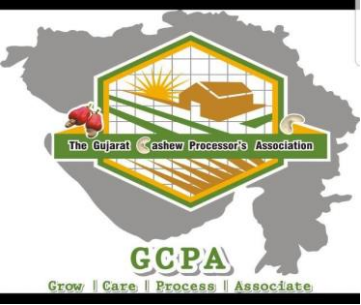
Advantages

- Gujarat and North India is biggest market for Dryfruits in India
- Delivery to customer is fast and cost of logistics is less
- Buyer's query can be easily addressed in case of any disputes in terms of quality and delivery because of close proximity
- Domestic Buyer prefers Gujarat and North India processor as quality expectations of buyers are better understood by processors and match their demands of quality and other terms
- Gujarat's processors are always ready to adopt the best technologies and automation in cashew processing, ready to invest in upgradation and modernization of plant and machinery
- Mechanization is a way forward and will definitely lead to increased productivity and streamlining cost of production, to become more competitive



Strength



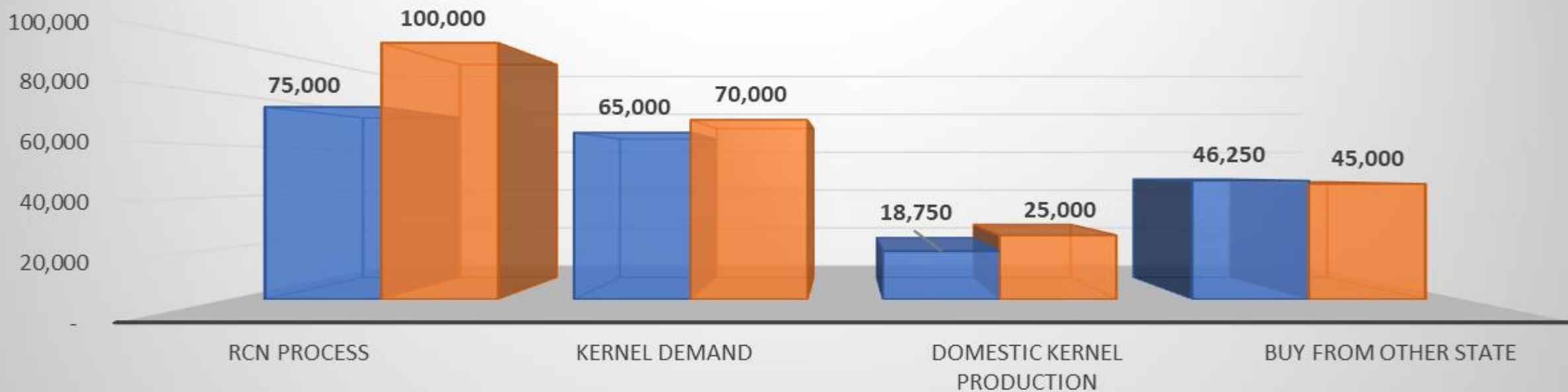


The Way Forward

- The consumption/demand of cashews has surged in the recent few years. The consumer's perception of cashew nut has shifted from a 'luxury' commodity to that of a 'health and necessity' commodity
- Successful execution of Vaccine program has reduced the risk of COVID-19, life is coming back to normalcy and so is the demand from consumer.
- There is a global trend that looks favorable at vegan and plant-based diets prioritize alternative source of protein, instead of those derived from animals, resulting in the soaring demand for nuts and nut-infused foods.
- Expecting a normal business in various sectors like Tourism, Hotel, Restaurant and Catering (HoReCa). With the return of festivals and festivities in full swing even business of gifting and consuming Dryfruits is expected to be good this year, when compared to last 2 year
- This will also leads to good demand from Sweet, Ice cream Industry, Wholesalers and Retailers, compared to last year.
- 2022 looks very promising in terms of demand for Cashew kernels

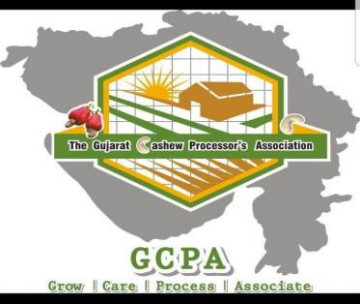
Gujarat Process and Consumption

Process and Consumption



	RCN Process	Kernel demand	Domestic Kernel production	Buy from Other state
FY 2021-22	75,000	65,000	18,750	46,250
FY 2022-23	100,000	70,000	25,000	45,000

■ FY 2021-22 ■ FY 2022-23



'Poor Men Crop is a Rich Men Food'

Thank You!

