

Export News

I N D O N E S I A

Cashew Nut

A composite image featuring cashew nuts. The top portion shows two bright red, pear-shaped cashew tree fruits (involucre) hanging from a branch, with their dark, woody bases (cupules) visible. The bottom portion shows a white ceramic bowl filled with golden-brown, roasted cashew nuts. The background is a soft-focus green, suggesting a natural setting.

WHAT'S INSIDE

Cashew nut is a popular snack not only in Indonesia but also other countries. While Indonesia is the world's 7th largest producer of the commodity, it is also a major supplier for the world's largest exporter, Vietnam and India.

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Dear awesome readers,

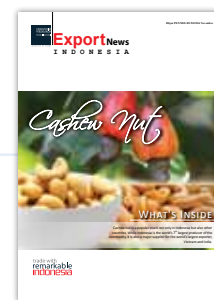
Welcome to the November issue of Export News. As we are approaching the end of the year, we are confident that you have achieved most of your targets set for 2016 despite the challenging situation.

Indonesia is endowed with various agriculture richness being in the tropical area. One of the commodities is cashew nut, which is among the most expensive commodities and ranked after vanilla in term of price. Indonesia is among the world's top producer of cashew nut after Vietnam, India, West Africa, East Africa and Brazil. While Vietnam and India are the world's largest exporters of cashew nut, they still import cashew nut from Indonesia. Both countries are also among the world's largest consumers of cashew nut. Other world's major consumers of cashew nut are the United States, the Netherlands and Germany.

Major production centers of cashew nut in Indonesia include Southeast Sulawesi, West Nusa Tenggara, Yogyakarta and Bali. The November edition of Export News is discussing Indonesian cashew nut, including export development and other important information on the featured commodity. The edition also includes a list of cashew nut producers to facilitate potential buyers who want to buy the products. We sincerely hope you manage to get beneficial trade deals with Indonesian exporters of cashew nut.

Thank you.

Table of Contents



02 | *Editor's Desk*

03 | *Table of Contents*

04 | *Hot Issue*

Production



08 | *Market Review*

The World's Export for Cashew Nut



10 | *List of Exporters*

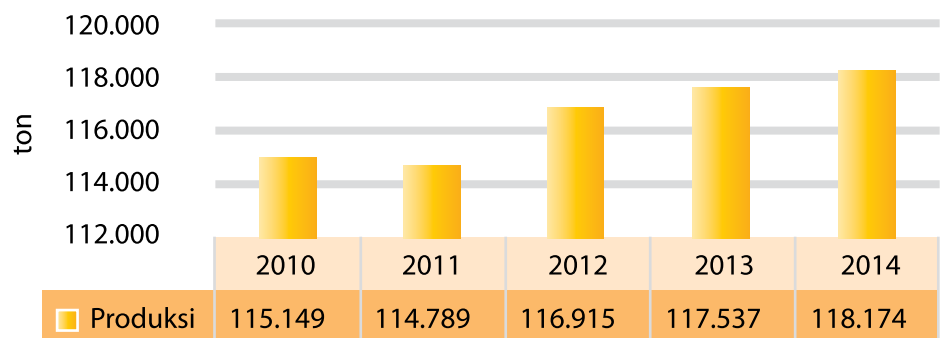
11 | *Commercial Attaches*

12 | *Indonesian Trade Promotion Center (ITPC)*

Production

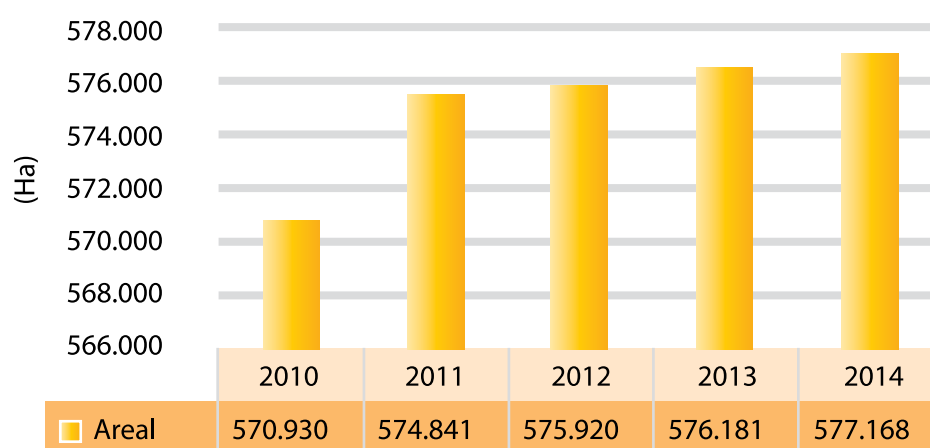
The production growth of Indonesian cashew nut showed a rather slow rate of 0.65% per year in the period of 2010-2014. The production of cashew nut in 2014 was 118,200 tons, slightly increasing from 117,500 tons in 2013.

Cashew Nut Production



Meanwhile, the total area of cashew cultivation also increased steadily from around 576,000 hectares in 2013 to some 577,000 hectares in 2014.

Production Area of Cashew Nut



Location and total area of cashew tree revitalization in 2014

Province	Regency	Total area (ha)
Southeast Sulawesi	Muna	100
West Nusa Tenggara	Bima	100
East Nusa Tenggara	Lembata	100
	West Sumba	100
	East Flores	100
	Rotendao	100
	Belu	100
Yogyakarta	Gunung Kidul	100
Bali	Karang Asem	100

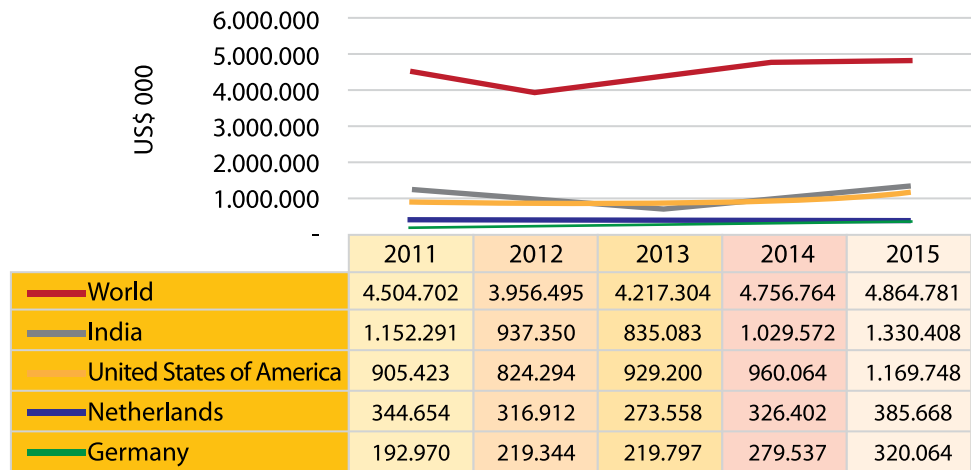
Location and total area of cashew tree extension plot in 2014

Province	Regency	Total area (ha)
South Sulawesi	Pangkep	150
East Java	Sampang	160
East Nusa Tenggara	Alor	200
	East Sumba	200
West Nusa Tenggara	Bima	200
North Maluku	Sula Islands	200

The Indonesian Ministry of Agriculture is working to increase the production of cashew nut by revitalizing cashew tree in the provinces of Southeast Sulawesi, West Nusa Tenggara, East Nusa Tenggara, Yogyakarta and Bali. East Nusa Tenggara is a priority province to revitalize cashew

tree with a total area of 100 hectares. The ministry also expands the area of cashew tree cultivation to further increase cashew nut production. Again, the province of East Nusa Tenggara gets the priority thanks to the abundance of empty plots of land.

Import Value of Cashew Nut



The world’s demand for cashew nut in the 2012-2015 saw a growing increase after a brief decline from 2011 to 2012. In the period of 2011-2015, the growth rate was 3.44% per year. The world’s import value for cashew nut in 2015 was nearly US\$4.9 billion.

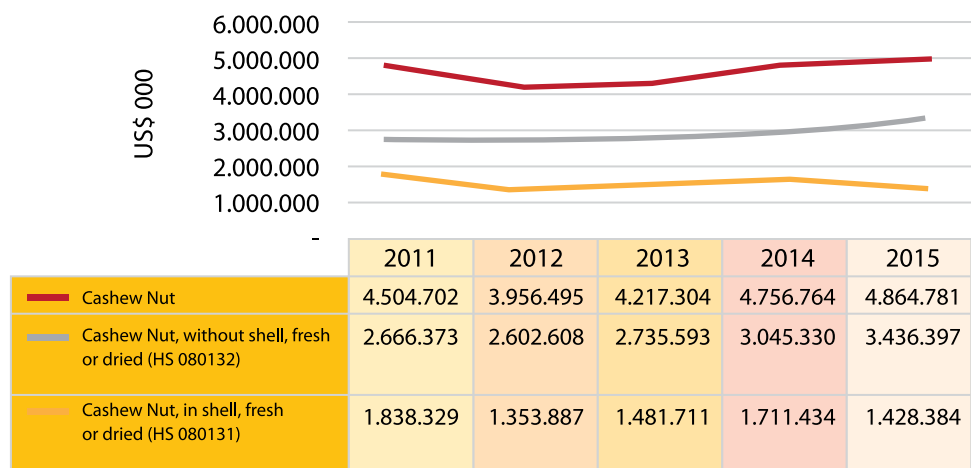
The most sought and imported cashew nut product is grouped under Harmonized System (HS) 080132 which covers fresh or dried cashew nuts, shelled, with an import value of US\$3.4 billion in 2015. Shelled cashew nut had an annual growth

of 6.87% in the period of 2011-2015. Meanwhile the import value for products under HS 080131 which covers fresh or dried cashew nuts, in shell, reached US\$1.4 billion in 2015 with an annual growth of 2.67% in the same period.

Food safety and quality

The Indonesian government is campaigning not only for higher cashew productions but also better post-harvest treatment to allow farmers get higher benefits from their harvests.

Import Value of Cashew Nut by Product



One important factor is pest control to prevent, inspect and apply packaging standard which conforms to pest control, screening, threshold programs and packaging standards. It is also important to follow the Work in Process Control (WIP) and the use of vacuum or air-tight packaging. Meanwhile, the production room must be free from pests (bugs and insects) in which all doors and windows are closed or using foreign object control.

Production process which conforms to Good Manufacturing Process needs several controls which include sanitation and uniform standard, sterile production tools, foreign object detection and control which covers, among other things, metal and magnet, hair, dust, and paper. Staff uniforms must ensure that no foreign objects are entering packaging process. The uniform must be clean and clear from all contamination. All visitors and the management must observe the same rules with the staff. All chemical substances being used must be safe and allowed in destination countries.

The sorting process of cashew nut must have sufficient lighting and compliance to all standards. Meanwhile, taste or aroma testing for each lot or batch must be done by qualified personnel or panel of experts to guarantee organoleptic reception. Organoleptic is a method being used to test a substance or product using human senses. The testing for shelled cashew nut must confirm to the specification from the Association of Food Industries. Humidity and air-tightness controls are important to prevent cashew nut from clotting in the final products.

Food security requires tight control on staff compliance to Good Manufacturing Process, periodical safety testing for chemical residues and foreign microbe status, cleaning procedures, exterior standard, and container handling and

cleaning. Product containers must be cleaned, contact floor is not allowed, not broken, limited use and closed when not in use, and must be stored in dry place.

A number of tools or devices are used in the production process including humidity detector during shipment, in process, and finished product of cashew nut; vacuum or air-tight detector for standard packaging; metal or magnet detector for all finished products; and oxygen analyzer.

Fairtrade certification

Fairtrade certification is given to farmers' groups, such as associations or cooperatives, upholding democracy, participation and transparency principles in accordance to the standard set by the Fairtrade Labelling Organization (FLO). The certification benefits farmers in that profits from international trade can be distributed fairly and evenly to all members of a farmers' group. The farmers' groups must also meet social and environmental standards, such as not using pesticides which contaminates the environment, and good garbage or waste treatment which does not ruin forest and sea ecosystems.

By acquiring Fairtrade certification, farmers' groups have better chance to enter the international trade network of cashew nut and are entitled to receive trade facilitation from FLO to export cashew nut both in raw and finished forms with premium prices. The premium prices are meant to allow farmers to better their lives, their communities as well as the environment. With Fairtrade scheme, farmers also receive early payment of half of the transaction value while the remaining half will be paid after the goods arrive in the destination port. This allow poor farmers to fulfill export demand with limited capital.

The World's Export for Cashew Nut



The world's export for cashew nut products showed an increasing trend with an annual average of 2.98% in the period of 2011-2015.

During the period, the export of cashew nut in 2015 reached US\$4.79 billion, suffering from a 11.6% decrease when compared to 2014. The world's largest exporter of cashew nut in 2015 were Vietnam with an export value of US\$1.89 billion, followed by India with US\$815.43 million and Cote d'Ivoire with US\$481.77 million. Indonesia was ranked 7th with an export value of US\$180.34 million. The export trend for Indonesian cashew nut reach an annual average of 18.99% in the

period of 2011-2015. Indonesia is also a major supplier of cashew nut to Vietnam with an export value of some US\$96.08 million in 2015.

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No	Exporters	Exported value (US\$ thousand)					Trend % (2011-2015)	Growth % (2014-2015)	Share % 2015
		2011	2012	2013	2014	2015			
	World	4.549.247	4.431.273	4.750.567	5.353.172	4.794.350	2,98	-11,66	100,0
1	Viet Nam	1.448.382	1.443.458	1.597.604	1.931.387	1.890.842	8,59	-2,14	39,4
2	India	894.419	769.775	921.757	883.241	815.437	-0,47	-8,32	17,0
3	Cote d'Ivoire	271.391	344.210	339.418	818.172	481.772	22,31	-69,83	10,0
4	Tanzania, United Republic of	123.158	161.336	188.174	391.881	251.349	26,04	-55,91	5,2
5	Netherlands	160.327	184.504	174.828	199.010	211.990	6,55	6,12	4,4
6	Guinea-Bissau	266.625	149.799	197.906	189.034	201.608	-3,21	6,24	4,2
7	Indonesia	78.826	95.362	88.879	103.642	180.348	18,99	42,53	3,8
8	Germany	35.530	40.310	45.353	68.597	103.162	30,52	33,51	2,2
9	Brazil	226.658	186.390	134.171	110.302	102.725	-19,00	-7,38	2,1
10	Ghana	503.294	158.555	416.863	153.328	94.176	-28,72	-62,81	2,0
11	Burkina Faso	61.627	33.450	52.163	42.951	86.045	9,61	50,08	1,8
12	Benin	37.784	50.232	62.484	65.150	69.545	15,95	6,32	1,5
13	Nigeria	196.735	608.305	281.268	91.663	57.255	-35,35	-60,10	1,2
14	Belgium	20.411	24.479	32.277	29.418	37.286	14,90	21,10	0,8
15	Senegal	3	187	1.289	386	30.225	579,40	98,72	0,6
16	Gambia	2.086	2.890	5.281	4.738	28.217	76,89	83,21	0,6
17	Guinea	10.293	4.145	7.496	23.445	20.648	36,68	-13,55	0,4
18	United States of America	15.281	13.517	15.113	16.442	19.395	6,96	15,23	0,4
19	United Kingdom	29.950	13.670	16.765	15.997	16.095	-10,28	0,61	0,3
20	Italy	7.378	5.614	5.708	11.713	9.593	13,43	-22,10	0,2
21	Singapore	7.879	8.381	13.375	19.222	9.236	12,16	-108,12	0,2
22	Myanmar	3.753	4.299	8.928	8.204	7.714	23,21	-6,35	0,2
23	Canada	3.436	5.286	5.182	5.838	7.403	17,76	21,14	0,2
24	Lithuania	2.963	2.684	3.813	4.813	6.989	25,86	31,13	0,1
25	Austria	3.480	3.897	4.787	6.648	6.752	20,44	1,54	0,1
	Other Countries	129.876	111.081	129.640	157.950	48.542	-14,92	-225,39	1,0

world's largest exporter of cashew nut in 2015 were Vietnam with an export value of US\$1.89 billion, followed by India with US\$815.43 million and Cote d'Ivoire with US\$481.77 million. Indonesia was ranked 7th with an export value of US\$180.34 million. The export trend for Indonesian cashew nut reach an annual average of 18.99% in the period of 2011-2015. Indonesia is also a major supplier of cashew nut to Vietnam with an export value of some US\$96.08 million in 2015.

Products under HS 080132, or shelled cashew nuts, dominated the world export with an export value of US\$3.40 billion in 2015 while those under HS 080131, or

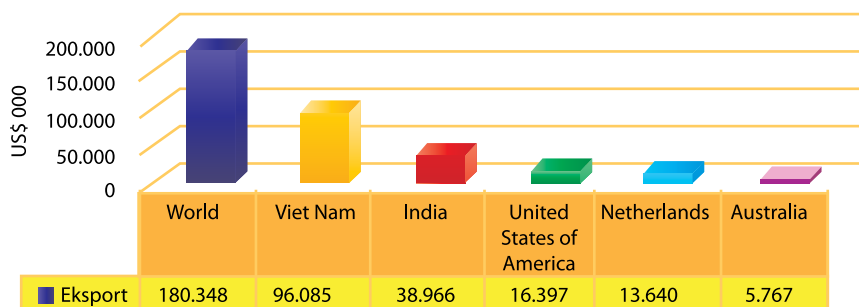
cashew nut in shell, had an export value of US\$1.56 billion.

Vietnam was the top export destination for cashew nut in 2015 with an export reaching US\$96.08 million followed by India at US\$38.96 million, the United States at US\$16.39 million, the Netherlands at US\$13.64 million, and Australia at US\$5.76 million.

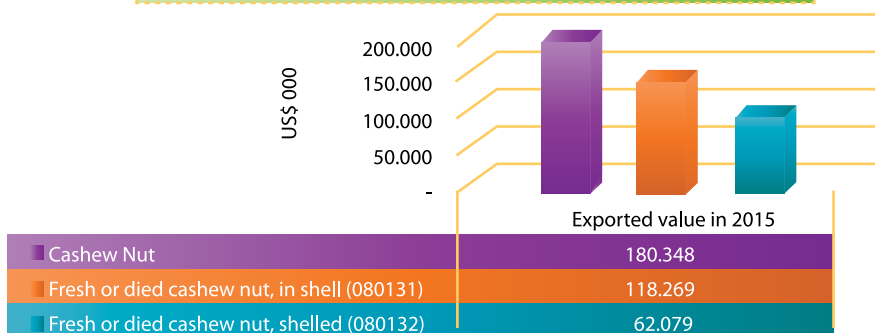
Unlike the world's export, Indonesian export of cashew nut was dominated by in shell cashew nut (HS 080131) with an export value of US\$118.26 million in 2015 while shelled cashew nut had an export value of US\$62.07 million.

HS Code	Product	Exported value (US\$ thousand)					Trend % (2011-2015)	Growth % (2014-2015)	Share % 2015
		2011	2012	2013	2014	2015			
	Cashew Nut	4.460.059	3.919.080	4.170.266	4.775.374	4.964.541	4,21	3,81	145,9
080132	Fresh or dried cashew nuts, shelled	2.621.714	2.565.015	2.688.299	3.063.745	3.403.254	7,25	9,98	100,0
080131	Fresh or dried cashew nuts, in shell	1.838.345	1.354.065	1.481.967	1.711.629	1.561.287	-0,92	-9,63	45,9

Export Destinations for Indonesia Cashew Nut in 2015



Indonesian Export of Cashew Nut in 2015



LIST OF EXPORTERS

BUMIFOOD AGRO INDUSTRY, PT

Jl. Raya Darmo 23-25, Surabaya, East Java 60265, Indonesia
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Fax : (62-31) 5671371
Email : skamkt@gmail.com

COMEXTRA MAJORA, PT

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Fax : (62-411) 510077, 510017
Email : comextra@indosat.net.id,
comextra@comextra.com

SUPA SURYA NIAGA, PT

Komplek Pergudangan Sinar Gedangan C8-9, Ds. Gemurung, Betrou
Gedangan, Sidoarjo, East Java 61254, Indonesia
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Fax : (62-31) 8014650
Email : supa@supasurya.com,
info@supasurya.com,
indah@supasurya.com

PROTANI INDONESIA MAJU, PT

Komplek Ruko Citra Nusa Niaga Blok E7-10,
Kabil Industrial Estate - 29467 Kepulauan Riau
Tel : (62-778) 7100064
Fax : (62-778) 7100064
Email : sales@protani.co.id
Website : www.protani.co.id
Product : *Bananas, Carrots And Turnips, Cashew Nuts, Cloves,
Dogfruit (Jengkol), Durian, Eggplant, Gambier,
Kabocho Pumpkin, Managoesteens, Mangos, Nutmeg,
Pepper, Pineapples, Potatoes, Fresh Or Chilled,
Pumpkin, White Cabbage*

SURABRAJA DISTRINDO UTAMA, PT

Jl. Tuparev – Ruko Kagum No. C1-C3,
Kedawung - 45153 Jawa Barat
Tel : (62-231) 246783
Fax : (62-231) 246783
Email : info@surabradistrindo.com
Website : www.surabradistrindo.com
Product : *Betel Nut, Black Pepper, Cashew Nuts, Cinnamon
(Cassia Vera), Cloves, Coffee Beans, Gambier, Ginger,
White Pepper*

ZONEINDO GLOBAL, PT

Kokan KTC Blok G No. 68-69, Jl. Boulevard Barat Raya -
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Tel : (62-21) 45865328
Fax : (62-21) 45865327
Email : hendra.gunawan@snackzone.com,
zoneindo@yahoo.com
Website : www.snackzone.com
Product : *Apple Chips, Bean Vermicelli (Tang Hoon),
Cashew Nuts, Cassava Chips, Ckrekers,
Kerupuk Of Shrimps, Other Kerupuk*

JAVA TOHOKU INDUSTRIES, PT

Jl Raya Semarang Demak Km. 21,
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dewi@javatohoku.com, tohoku@smg.bit.net.id
Website : www.javatohoku.com
Product : *Cashew Nuts*

INDONESIA SARI ALAM, Others

Duwet Gentong RT. 03/RW. 34, Srimulyo - Piyungan - 55792
D. I. Yogyakarta
Tel : (62-274) 4353087, HP : (62-812) 99152211
Email : mohammadiqbl@gmail.com,
indonesiasarialam@gmail.com
Product : *Cashew Nuts, Charcoal, Ginger*

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D. K. I. Jakarta
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Fax : (62-21) 6198429
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Product : *Cashew Nuts*



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