

INVESTMENT PROPOSAL

Cashew Yetu, Lda

Mozambique

Overview

Cashew Yetu, Lda, is an industrial company, established in 2012. The company's business focuses on the processing, frying, packing and selling of cashew nuts. The company aims at becoming the national leader of cashew nuts processing by expanding its production capacity and finding a partner to reach the Asian markets.

The product

The final produce of the company is processed cashew nut. The raw material purchased semi-processed and certified, it is then peeled and cooked in water steam, which gives them whiteness and freshness.

The selected nuts are then fried at 140 degrees Celsius and then centrifuged and seasoned with different flavours such as herbs, sesame, cinnamon, chocolate, almond powder for pastry and cereal bars. The product is then packed and sold to the retail market chains.

The company's facilities preserve high hygiene standards, as well as the processing materials are made in stainless steel according to rules and regulations of food safety (HACCP).

In the Mozambican market, the company is the only processors that is able to use nitrogen flush in the flexible packets in order to preserve the product and give it a long life shelf.

Cashew Yetu Lda purchased certified nuts as raw material, from the industries units that export mainly to USA and Holland, which allows tracing the origin of the products.

The market

The total market size is estimated to be USD 215 million per year. Mozambique produces around 100,000 tons of raw Cashew. Half is processed locally. According to Incaju (National Institute for Cashew) the forecasts are positive mainly driven by the shortage of cashew trees in other key markets such as India and Vietnam that open a good opportunity for Mozambique to expand internationally. The company reaches its market through a distributor, Tropigalia, that covers solely Mozambique.

The competition

Name of Organization	Cashew Yetu, Lda
Country of operations	Mozambique
Headquarters	Choupal, Maputo
Website	www.cashewyetu.co.mz
Year operational	2012
Sector	Agribusiness (Agriculture)
Legal structure	Private limited company owned by two shareholders
Number of employees	20
Revenues	USD 315.000,00
Proposed investment amount	USD 570.000
Type of investor needed	The company is looking for an active investor that can also assist with market entries. Also potential for buy-sell partnership. Long-term
Use of proceeds	<ul style="list-style-type: none">• Certification process• Provision of raw material• Purchase of 2, containers (20 foot)

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At the regional level, cashew nuts is processed solely in Northern Tanzania and Mozambique. The processing capacity does not meet fully the regional demand of products. Cashew Yetu can leverage the good location of its factory that is well connected to the main port on the India Ocean. Export to Asian Countries is seen as an attractive option.

At the national level, the company has only one competitor, Sunshine, which export its production almost fully to the US market as the company belongs to an American shareholder. In addition, there are several small processors that however cannot meet the quality requirements to sell in the same market of Cashew Yetu.

Cashew Yetu is the only formal company processing the product in an industrial kitchen that can guarantee safety, quality, and long life shelf product. The company plans to sell the produce at USD 1.67 per 100 grams that makes it extremely affordable in the market.

Management & Advisors

- **Gilberto da Silva Miranda- General Manager**, Mr Gilberto has an experience of 15 years' experience. He was previously for 20 years the Regional Manager for SME (small and medium enterprises)GAPI, one of the most reputed financial institution
- **Maria dos AnjosP.Araújo- Production Manager& Partner**, Ms Maria has an experience of more than 15 years as entrepreneur. She has a certification in food safety delivered by GAIN/USAID after a successful training program.
- **Carlos Banguine- Maintenance Chief- Engineer**, Mr Carlos has a university degree in Machinery engineering. He has been working in the sector for 30 Years.
- **Mauro Miranda- Accounts and Administration** –Mr Mauro as an accountant for 8 years in the enterprise. He hold a University degree.

Investment Proposal

The purpose of this investment is to develop the cashew nuts business and provide sweet and fresh nuts to the Chinese market – the Chinese investor might become the exclusive distributor for China. The company is raising USD 570.000 to be used as following:

- USD 100.000 will be used for certification process and factory improvements;
- USD 470.000 to purchase raw material and two containers (20 foot) of 15.876 kg grades W320 or W450.

The company is looking for a long-term investor to develop both a financing and a trading partnership. Ideally the partner could become the company's exclusive correspondent in China.

Social Impact

The social impact of this company is to give employment preferably to women of social difficulties such as widows, single or divorced mothers.

Financial details

Company's financials are available upon request.



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