



Chohan Group
Business Development



CHOHAN GROUP AND PARTNERS





Agenda

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2024

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Introduction

The cashew nut is the seed contained in the cashew apple, the fruit of the cashew tree (*Anacardium occidentale*), a tree native to tropical America. The fruit is a drupe whose shell contains a caustic and allergenic resin, with an edible kernel inside which, after undergoing a series of drying, heating, shelling and roasting operations, acquires all its taste qualities. It can then be eaten as is or used in cooking (like peanuts).

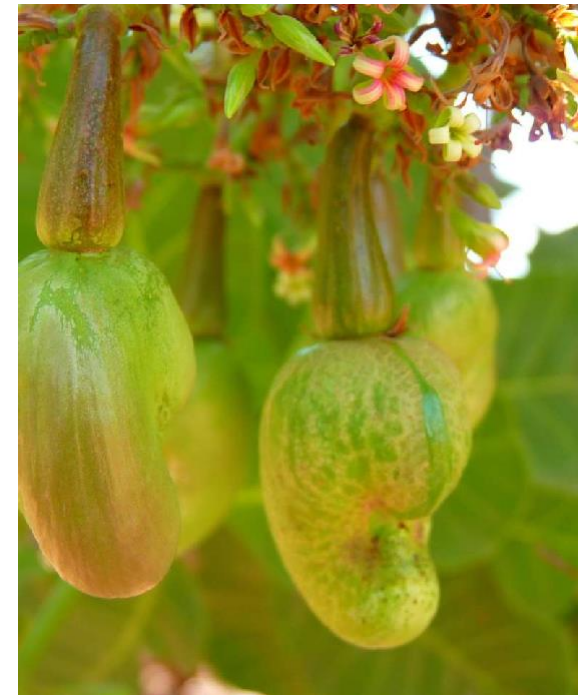
It develops at the end of a juicy, edible peduncle that is a false fruit called a cashew apple (or cashew apple in the French overseas departments and regions). This is used to make a juice which, after filtration and pasteurization, is sold in the bottle.

In Europe and North America, it is mainly marketed grilled and salted, as an appetizer for aperitifs. Its demand increased sharply in the early 2000s, leading to ethical questions (workers' conditions) and environmental questions (carbon footprint of transport between Africa, India and consumer countries). In the world market for nuts (unshelled), cashew nuts lead in tonnage with 4,087,563 tonnes in 2016, ahead of almonds and common walnuts, but in terms of production value (4,287,966,1000 intals), it is behind almonds and walnuts.

As it is generally the case with terms for nuts, the term « cashews » can, depending on the context, refer either to the fruit of the cashew tree as a whole, or to the seed (or almond) once it has been stripped of its poisonous shell.



Main Commodity: Frozen seafood product, Chemicals, foodstuff, spare parts, manufactured articles, electronic appliance, packaging, plastics items and building materials
Economic resources/Export: Oil, Gas, Manganese, Iron, Gold
World leader : Cocoa /Cashew
Africa Market leader : Bananas/Mangoes/Rubber



Denomination: Chohan Group and partners

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Capital: 50 000 000 FCFA

Size: SME

Industry: Chohan group and partners

- **History**

Date of creation: Born after several years of apprenticeship with major exporters and a trading company, CHOHAN GROUP AND PARTNERS has been present on the tropical products export market since 2018.

Important events: From a simple service provider to a transit intermediary, the company is now cited among the national exporters of tropical products.

Transformations: It has expanded its activities in the electrical energy sector by specialising in the construction of HTA/BTA-EP electrical networks, in the construction and cladding of civil engineering buildings.

- **Scope of activity**

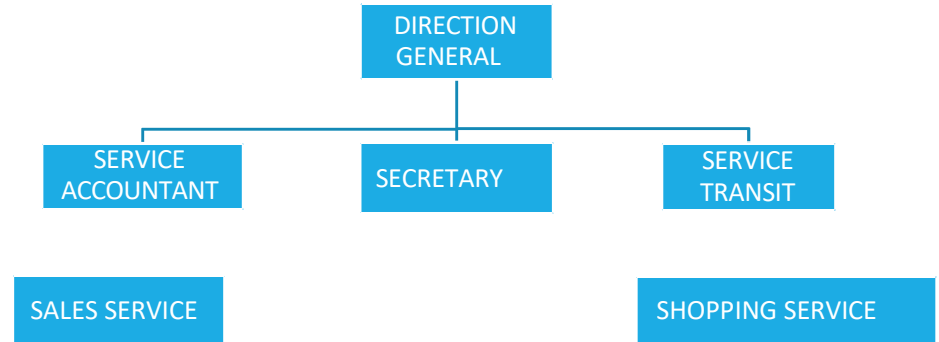
The company's activity: The company is mainly involved in the commercial field. It buys, sells and also exports tropical products on behalf of customers in the Asian market.

Clientele is targeted : Approved by the Ivorian government through the cotton and cashew council (CCA) for cashew nut exports, the company also buys and exports cereals such as corn, soybeans, sesame and other dry products. Already having a local clientele, it mainly targets the international market and particularly the Asian market.

- Company Organizational Chart

Structured and hierarchically organized like any ambitious company, the company works full-time 6 days a week and its offices are open from 8 a.m. to 5 p.m.

ORGANIGRAMME CHOCHAN GROUP AND PARTNERS



- **Engagements**

CHOHAN GROUP AND PARTNERS is committed to the sustainable development of its activities and has chosen methods and processes for the execution of its contracts based on customer satisfaction and with the objective of reaching the global stage within 5 years.

PRESENTATION

Chohan Group and partners Import Export, Future Vision of Cashew Nuts

- **Rewards**

Despite its young age on the Ivorian market and strong commitments to its customers and partners, the company achieved a turnover of 2,084,145,231 FCFA in 2019 and 248,040,600 FCFA in 2020. Decrease due to the slowdown in its activities caused by the COVID pandemic. This has earned it a prominent place among the country's top cashew exporting companies.

- **Results**

On the strength of these successes and a slight decrease due to the COVID health crisis, the company is counting on 5 employees and plans to hire 10 more within the next 2 years. It has a very extensive directory of buyers and importers for the tropical products mentioned above and its customers are mainly industrialists and traders based in Asia, in the Gulf countries.

- **Short-term ambitions**

To have financing, or a substantial line of credit to execute large product exports in order to solve the problem of LCs, SBLCs and other means of payment that hinder our efficiency.

- **Medium-term ambitions**

Construction of a 1500m² product storage warehouse in Abidjan.

- **Long-term ambitions**

Construction of a raw cashew nut shelling plant in Ivory Coast.

- **Assets**

We have a very large network of approved cooperative supplier partners and reliable growers who deliver the products to us. The seniority, honesty and professionalism of the manager and his team that dates back more than 10 years in the cashew sector. This was due to an apprenticeship with large exporters.

- **Hardship**

The history of the company related to its date of incorporation blocks us from the possibilities of financing. The method of payment for our customers by LC, SBLC and others.

- **Expectations**

Amount: 500 million CFA francs and more.

Need a reliable and credible financial partner to support us in case of receipt of LC, SBLC etc. from our customers.

Or give us a repetition line.

Or give us a loan every year for our markets.

Either we monetize LC, SBLC and others that we will receive from our customers.

Or we issue a BG bank guarantee to our bank to raise the funds for us to execute the exports.

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Chohan Group and partners Import Export, Future Vision of Cashew Nuts



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SCALE DS

SCALE DS for short is the cooperative company and subsidiary of CHOHAN GROUP AND PARTNERS with a capital of 25,000,000 FCFA

Based in Abidjan, it supplies CHOHAN GROUP AND PARTNERS for its export to all destinations around the world. In short, it is in charge of the collection of all goods on behalf of CHOHAN GROUP AND PARTNERS .

However, we note that Mr. FEZ , PCA of the cooperative also sits in the legal office of the AEC-CI (Association of Cashew Exporters of Côte d'Ivoire) which can prove to be an advantage of exports and also show the application of the right procedure regarding the formalities to be followed for the export of cashew nuts.

PAYMENT TERMS

The method of payment will be according to a well-defined signed/hidden contract. Proposal of payment method:

Step 1: Financial support of 50% for collection and storage Step 2: Contribution of

30% for verification of the quality of the product

Step 3: Contribution of 20% when collecting OBLS

P.S: We opt for FOB & CIF loads

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**SCALE DS VOLUME
REALISES 2023 :
15.000mT i.e.
1176 Teus**



ACTIONS RCN CAMPAIGN 23

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SCALE DS
VOLUME EXPECTE 2024 :
20.000mT i.e. 1600 Teus

PREVISION RCN CAMPAIGN 24

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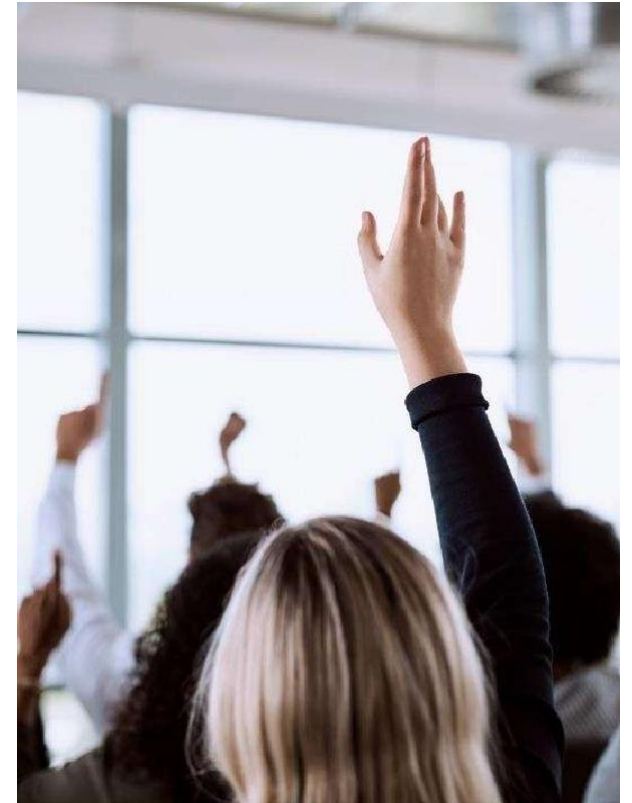


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Conclusion

To date, only one study has evaluated the effect of cashew consumption on certain metabolic markers related to cardiovascular disease, such as blood lipid and glucose levels and blood pressure. It was conducted in obese subjects suffering from metabolic syndrome. In this randomized nutritional study, no significant effects were observed in the cashew group compared to the control group. Cashew nuts contain a type of lipid that is conducive to cardiovascular health, which is why it is important to conduct more studies on the benefits of their consumption.

It is with this in mind that we, Chohan group and partners have invested in the export and supply of cashew nuts all over the world.





Thank you

Chohan group and partners

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