

## Project title : BIOTAN - Full diagnosis of an organic cashew nut processor in Tanzania to establish its long term business strategy

Project place	Project cost	Role in the project	Technical and financial sponsors	Dates
Tanzania	68 000 €	Cashew nut expertise	SIDI - Solidarité internationale pour le développement et l'investissement	February 2023 - April 2023

### Project's goals and results

#### Main goals

BIOTAN GROUP LIMITED is an organic cashew nut processor in Dar es Salaam, Tanzania. The company sources 1600 tons of organic raw cashew nuts (RCN) from small farmers in the coastal region and processes it.

Since 2020, SIDI has been providing working capital to BIOTAN for the purchase of organic raw cashew nuts from a network of certified farmers. In order to take a step in **scaling the business** and bring in a strategic **investment partner**, it is necessary to develop a long-term business strategy based on a diagnosis overview of existing business activities and team structure. The results will lead to a five-year business plan.

#### Specific objectives

**SO1.** Calls for introduction and examination of the existing available documentation at the level of FEFISOL and BIOTAN, as well as Nitidæ's own data on the cashew nut market

**SO2.** A field survey with semi-structured interviews with BIOTAN staff (general management, purchasing manager, quality analyst, financial management, production managers, etc.), as well as with suppliers (aggregators and wholesalers). This will involve evaluating how the plant is organized and managed, the technologies used and the costs, in order to estimate the processing costs and the management of human resources

**SO3.** At the farmer level, the analysis will focus on the production context and issues around quality, scaling up potential, organic production and social and environmental impacts

**SO4.** Based on this complete diagnosis and BIOTAN's vision, a Business Development Plan will be developed over 5 years to inform the impact fund

#### Beneficiaries

#### Results

#### Activities