

| Project title : SAKPATA : analyse de la chaîne de valeur cajou du Togo   |              |                                     |   |                               |
|--|--------------|-------------------------------------|---|-------------------------------|
| Project place  | Project cost | Role in the project                 | Technical and financial sponsors          | Dates                         |
| Côte d'Ivoire  | 18900        | Expertise (sous-traitance pour GFA) | EU - European Union, GFA Consulting Group | September 2025 - January 2026 |
| Project's goals and results  |              |                                     |   |                               |
| <p><b>Main goals</b></p> <p>Support the European Union Delegation (EUD) in Lomé in preparing its 2026 Call for Proposals through an in-depth analysis of the cashew value chain. This analysis takes into account investment opportunities and constraints, production and processing dynamics, national priorities, as well as recent changes in the regulatory framework. Aligned with the EU Cashew/Anacarde initiative, it aims to sustainably maximize local value added, engagement with the private sector, and direct trade links with the EU. It is expected to provide concrete elements to guide future European support to the cashew sector, notably to foster the development of a sustainable and competitive local agro-industry.</p>  |              |                                     |   |                               |
| <p><b>Specific objectives</b></p> <p>.os-list { max-width: 900px; margin: 0 auto; } .os-item { margin: 0 0 1.25rem 0; } .os-header { display: flex; align-items: flex-start; margin: 0 0 0.5rem 0; } .os-label { width: 0rem; font-weight: 700; white-space: nowrap; flex-shrink: 0; } .os-title { font-weight: 500; text-indent: 4.2rem; text-align: justify; } .os-desc { padding-left: 0rem; margin: 0 0 0rem 0; text-align: justify; } SO1 — Stakeholder mapping SO2 — Analysis of production systems and producers' integration into the value chain SO3 — Analysis of opportunities and constraints SO4 — Regulatory framework analysis SO5 — Forward-looking analysis of structuring and competitiveness SO6 — Recommendations</p>  |              |                                     |   |                               |
| Beneficiaries  |              |                                     |   |                               |
| <p><b>Results</b></p> <p>.res-list { max-width: 900px; margin: 0 auto; text-align: justify; } .res-intro { margin: 0 0 0.6rem 0; } .res-item { margin: 0 0 0.6rem 0; } .res-row { display: flex; align-items: flex-start; } .res-label { width: 3.2rem; /* adjust if needed */ font-weight: 700; white-space: nowrap; flex-shrink: 0; } .res-text { margin: 0; } A report whose main recommendations are: R1. Strengthening the quality and predictability of the business climate R2. Increasing working capital financing</p>  |              |                                     |   |                               |
| <p><b>Activities</b></p> <p>.a-list { max-width: 900px; margin: 0 auto; } .a-item { margin: 0 0 1.2rem 0; } .a-header { display: flex; align-items: flex-start; margin: 0 0 0.2rem 0; } .a-label { width: 0rem; font-weight: 700; white-space: nowrap; flex-shrink: 0; } .a-title { font-weight: 700; text-indent: 2.2rem; /* indent 1 ligne seulement */ text-align: justify; } .a-desc { margin: 0; padding-left: 0rem; text-align: justify; } .a-desc ol { margin: 0.4rem 0 0 1.5rem; padding-left: 0.25rem; } .a-desc li { margin-bottom: 0.4rem; line-height: 1.5; } A1. Identification of key stakeholders (regulators, processors, producers, traders/exporters) Identification of the main stakeholders, with a particular focus on processors (at different levels of development), producer organizations, and other key actors through interviews with key stakeholders and an analysis of value-chain structuring dynamics. A2. In-depth analysis of the cashew value chain The analysis will cover the following aspects:</p> <ol style="list-style-type: none"> <li>Relationships between producers and upstream/downstream operators to identify the nature and quality of services provided to producers, and the governance of the value chain to enable a high-performing and inclusive sector.</li> <li>Investment opportunities and constraints, linked to supply, infrastructure and equipment, human resources, financing, operational services, and market outlets.</li> <li>Sub-regional dynamics affecting the country and their implications for the sector.</li> <li>Recent changes in the regulatory framework (export restrictions, tax incentives, local processing requirements) and their effects on value-chain organization.</li> <li>Forward-looking elements on the medium-term impacts of these regulatory developments on the structuring, competitiveness, and governance of the sector.</li> </ol> <p>A3. Practical recommendations to guide future EU support Practical recommendations to guide future EU support to the sector, linked to the development of agro-industrial entrepreneurship, the promotion of local processing, direct trade links with the EU, and the strengthening of value-chain governance. A4. Validation workshop Participation in a validation workshop to present and validate the analysis results and recommendations.</p> |              |                                     |   |                               |