

Cashew production, processing and commercialisation in Kampong Thom and Preah Vihear provinces Field Assessment Report



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Introduction and objectives of the study

This study was conducted by Cambodian Institute for Research and Rural Development (CIRD) at the request of and funded by Grow Asia's CPSA. The study report was submitted to Cashew Working Group (CWG), which will be used as inputs for "Cambodian cashew nut value chain assessment report" produced by HEKS Cambodia with assistance from members of CWG. This assessment aims at gathering and compiling information on the Cambodian cashew value chain to inform recommendations to the development of a cashew nut policy by the Ministry of Commerce.

The main purpose of this study is to collect and analyse all relevant information/data on the value chains of cashew produced by farmers in Preh Vihear and Kampong Thom provinces in order to have a better understanding on cashew market systems in the two target provinces. The results of this study will be used as a contribution to cashew sector analyse that will be made for developing a policy on Cambodia Cashew Sector. The specific objectives of this study are:

- To understand and analyse the general functioning of cashew production and market in the two provinces
- To understand the current position, roles, relationship and know-how of different actors in cashew value chain
- Identify systemic opportunities and constraints and analyse the enabling environment in the cashew value chain.

1. Stakeholder profile and analysis

1.1). Key stakeholders of Cambodia cashew sector

The key stakeholders of Cambodia cashew sector can be categorized into the following main types:

- Suppliers of inputs, materials and equipment
- Farmers/cashew producers
- Agricultural Cooperatives and Business Associations of cashew farmers;
- Cashew collectors
- Cashew consolidators/traders
- Processors
- End consumers
- Exporters
- Development agencies (development partners/donors and NGOs)
- Relevant government agencies (MAFF: GDA, particularly cashew working group; MoC: particularly inter-ministerial working group for cashew policy development)
- Other service providers (microfinance, bank, laboratories, certification bodies, freight forwarders).

The detail contact lists of key stakeholders (met during the study) by each of the different stakeholders types/categories mentioned above are presented in [annex 1](#).

The stakeholders sketch diagram below provides an overview of the various categories of cashew sector stakeholders and their relationships.