

# 1. PROJECT OVERVIEW

(A summary of general information about the project)

## BRIEF HISTORY OF DJONDE EMPREENDIMENTOS FLONAN & ESPOSA SARL

Djondê SARL, has a long experience in the activity of commercialization of cashew nuts, within the national territory, in the bagging, storage and export of raw cashew nuts. At the end of 1996, it created a Cashew Processing Unit, which after a period of staff training started its activity in 1997.

It sells its production on the domestic market (shops, supermarkets, and hotels) in packages of 75g, 150g or more grams, depending on orders. In 2005 in a joint export operation with another company, it exported to Global Trading a Dutch company.

Djonde SARL, participated in the export of processed almonds, to the international market, in 2013-2014. Our factory, is a member of the group of 5 local cashew processing units, created under the ongoing Industrial Units Relaunch Program, of Local Processing of Cashew nuts, funded by the Government of Guinea - Bissau.

The Processing Unit of Djondê SARL, was created as a part of a Project of Technological Improvement and Support to Promote the development of small businesses for the benefit of the cashew producers in Guinea-Bissau. The main objectives among others of Djonde SARL are the vulgarization of the local processing of cashew nuts, in the long term, to continue the policy of supporting the producers, small units of cashew transformation through the consolidation of the production of small nucleus of farmers, processors and do the final processing, quality control and packaging in their facilities to achieve product homogeneity and improve access to export markets.

In search of solutions to increase production capacity to minimally meet the demands of the international market, Djondê decided in 2015 to introduce new technologies, namely: cutting machines, separating machines, peeling machines, all electric machines, and a wood-fired stove (equipment of Chinese origin). With this innovation, the factory currently has a production capacity of 650MT / year. We intend to make an expansion to 5.000 -10.000MT / Year, in the next years. The company has survived all the crises that have occurred in our country, thanks to the support of partners and due to the spirit of persistence and confidence in achieving their goals, especially in the future of the sector and Guinea Bissau. This project is certainly not a risk-free venture,

however strategies to mitigate risks have been identified, and management believes that given the likely upside the overall risk profile is attractive. The company is resilient to anything, extreme swings in the underlying assumptions of both EBIT and liquidity levels.

## **2 . OBJECTIVES:**

- ✓ (Summary of the main objectives of the project)
- ✓ Expansion;
- ✓ Safe food;
- ✓ Invest in a new greenfield factory, with capacity of 5000 -10000MT / year;
- ✓ Adequate infrastructure and innovation;
- ✓ Adaptable processes to capture opportunities and mitigate risks;
- ✓ Creating product value through local processing and adoption of responsible production processes;
- ✓ Creating an agricultural market;
- ✓ Penetrating new markets and increasing the footprint of Djonde Emp. Flonan & Esposa, SARL;
- ✓ Cover 8ha -10ha of land, for the plant and will need 7200m<sup>2</sup> -14400m<sup>2</sup> of covered area for processing. The plant layout allow a good flow of products and ensure future food safety certification;
- ✓ Capture opportunities in new development areas e.g., environmental protection and energy (through biomass production - cashew nut shells).