



# project results

## IMPROVING THE CONDITIONS OF FARMERS AND WORKERS IN THE CASHEW VALUE CHAIN IN BURKINA FASO



### Beneficiary organisation

Anatrans, founded in 2009, is the largest cashew processor in Burkina Faso. The company sources raw cashew nuts from around 4,000 local farmers in the Hauts Bassins, Cascade and South-West regions. Anatrans processes the nuts locally before exporting them to Europe and the United States. As the largest employer in Bobo-Dioulasso, the 'agricultural capital' of Burkina Faso, Anatrans employs 2,308 people, including 2,204 seasonal workers and 1,763 women.

### The challenge

Africa dominates global cashew nut production, accounting for 56% of the market, followed by Asia at 44%. Despite this, only 10% of the world's cashew nuts are processed in Africa. The agricultural sector faces high poverty rates among farmers and significant child labour issues. **To meet the growing global demand for healthy snacks, Anatrans must find growth solutions that continue to create local added value while responsibly addressing the living conditions of its farmer suppliers and preventing child labour.**

### The proposed solutions

To sustain growth with responsible practices, **Anatrans sought to improve the well-being of smallholder farmers by enhancing access to the Fairtrade market, boosting financial inclusion with advanced payments, preventing child labour and ensuring child protection.** The project also aimed at **guaranteeing the fair treatment of Anatrans workers through the digitalisation of internal human resource (HR) processes.**

### The key expected outcomes of the project were:

- 1 **Implement a new HR tool** to benefit the employees by better managing their personal information and professional development.
- 2 **Support 611 members of two supplying cooperatives** in obtaining Fairtrade certification.
- 3 **Increase the cooperatives' production volume** by 20% annually.
- 4 **Disburse advanced payments** to 200 farming families.
- 5 **Enable medical check-ups and the enrolment in school** of 600 children from 200 farming families.

### IMPACT INVESTOR



### BENEFICIARY ORGANISATION

Anatrans  
Burkina Faso

### NUMBER OF FARMERS REACHED

429

### AGRICULTURAL VALUE CHAIN

Cashew nuts

### START DATE

June 2021


### END DATE

December 2022

### TOTAL EXPENDITURE

€ 114,897  
Including € 33,558 (29%)  
financed by SSNUP

# key results

 **3 permanent jobs** (2 occupied by women) created to ensure the Fairtrade activity.

 **SAGE software** is implemented, with 11 staff members trained in its use.

 **429 producers** (5% women) trained on Fairtrade standards.

**212** of them (7% women), members of **the cooperatives SCOOPS PAI** (Kankalaba) and **SCOOPS YPAS** (Sidéradougou), received the Fairtrade certification.



## SDGs supported by the project



### 1. No poverty

1.4 Access to basic services, including microfinance  
1.5 Building the resilience of vulnerable people

### 2. Zero hunger

2.3 Improving agricultural productivity and increasing smallholder farmers' income  
2.4 Adoption of productive, sustainable and resilient agricultural practices

**286 producers** received advance payments to meet production costs and their children's education and healthcare costs amounting to EUR 23,500.

**77%** of the children in 200 farming families did not have to miss school to work in their parents' business or do household tasks and had a medical check-up.

**55%** increase in volume production of the two cooperatives (from 1,001 to 1,550 kg).

**100%** increase in revenues (excluding the premium) of the two cooperatives (from EUR 679,878 to EUR 1,362,805).

**EUR 250,000** of Fairtrade premium disbursed to the two cooperatives.

# lessons learnt

## ✓ Agri-SMEs can empower their supplying farmers and communities by offering additional services

Downstream value chain actors can offer more to the supplying farmers than just a market for their products. Agri SMEs have the potential to play a transformative role beyond economic development. By fostering innovative solutions, they can encourage schooling for children and improve access to healthcare in the communities they engage with. This approach not only strengthens their supply chain but also contributes to the holistic development of the farming communities, creating a sustainable and mutually beneficial partnership.

## ✓ Fairtrade certification requires multifaced interventions for lasting compliance

The certification process goes beyond mere training in agricultural practices, encompassing a broader range of interventions to address compliance, sustainability and community development. In specific contexts, it may require working on peripheral aspects, such as preventing child labour. This calls for incentives, continuous awareness-raising and control systems. In addition, enhancing the financial inclusion of farmers through advance payments fosters empowerment and farming development, ultimately benefiting their households and the community.

See this **SSNUP Voice of the Farmer report** for more information about the project's impact



Explore other **SSNUP TA projects with Anatrans**



## Perspectives

Political instability in Burkina Faso and volatile market prices challenge Anatrans' business. Looking ahead, Anatrans aims to create a more resilient and sustainable business model capable of weathering market fluctuations and political uncertainties.

The child labour monitoring tool was finalised at the end of 2022. The company is preparing to restart data collection via a follow-up survey in 2025, aiming for 100% school enrolment and regular medical check-ups for all children. This initiative reinforces Anatrans' commitment to social responsibility while enhancing the well-being of farming communities.

