

---

## Face to Face at World Cashew Convention 2017

**“Guinea Bissau exports about 200,000 tons of raw nuts and the processing is very low. Our projects therefore mainly involve increasing the level of this link in the cashew value chain”**

**Mr Jauad Bruno, General Director, Investment Promotion Agency, Guinea Bissau**

*An Exclusive Interview with Mr Jauad Bruno, General Director, Investment Promotion Agency, Guinea Bissau, at the World Cashew Convention, 09-11 Feb, 2017, Singapore*

---



**What are your activities and brief your agency contribution towards agriculture?**

Thank you for this opportunity. The Investment Promotion Agency of Guinea Bissau is a governmental structure working on investment promotion in the country. As far as the question of agricultural sectors, we are working on their promotion, particularly on processing of raw cashew nuts. The government offers tax and customs incentives to attract investors. We are taking measures to facilitate investment and help investors settle in Guinea Bissau.

**You are inviting foreign investors to invest in processing of raw cashew nuts in Guinea Bissau; will this not be a hindrance for local processors installed?**

Investments are not an easy topic. We are currently working on the question of financing to facilitate access to financing for local processors, but also on the possibility of creating a partnership between foreign investors and local actors.

**Mention some of the measures taken to motivate the investors, such as tax cuts etc.**

We are in the UEMOA region; we have an advantageous investment code. The government takes administrative and legal measures to facilitate any investment issues. It is very easy to start a business today in Guinea Bissau. The government is committed to working on private sector development, facilitating their activities and taking measures that will help all stakeholders in the sector.

**Given that Guinea Bissau, which is one of the five biggest cashew producing countries, appeals to foreign investors in the country, are you making the right arrangements to increase the country's production level?**

As you know, Guinea Bissau is the second biggest producer of cashew in Africa and our cashew nut quality is very good. We are taking steps to increase processing, as the country exports more than 80% of its raw cashew production. This is why the government wants to attract foreign investors in order to obtain greater added value in the sector.

**What are your plans for the cashew industry for 2017 campaign?**

Guinea Bissau exports about 200,000 tons of raw nuts and the processing is very low. Our projects therefore mainly involve increasing the level of this link in the cashew value chain.



**What are your expectations for this third edition of the World Cashew Convention?**

I am here to introduce Guinea-Bissau to investors and all those who do not know about the country, to present the many opportunities we offer for investment and especially to present the country's strategy for the cashew nut sector.