



CASHEWNUT BOARD OF TANZANIA

SUMMARY OF THE RULES AND SALES CONDITIONS FOR THE 2025/2026 CROP SEASON

The Cashewnut Board of Tanzania (CBT) hereby informs all prospective buyers of Raw Cashewnuts that the **2025/2026 trading season officially commenced on 1st September 2025**. Sales auctions are scheduled to begin **between 15th and 30th October 2025 depending on the availability of collected raw cashewnuts**. Furthermore, CBT has commenced the issuance of Raw Cashewnut buying licenses through the **eKilimo Portal** under the Ministry of Agriculture.

1.0. PROCEDURES TO APPLY FOR RAW CASHEWNUT BUYING LICENSE

- i. Register online through www.portal.kilimo.go.tz
- ii. All applications should be attached with certified copies of:
 - a. TIN certificate
 - b. Company's Certificate of Registration/ Incorporation.
 - c. Valid Business License Related to Agricultural Products.
 - d. Valid Tax Clearance Certificate.
 - e. Bid Security Deposit Payment Receipt.
- iii. Last season's registered companies through ATMIS are required to update their particulars and apply for a new Cashewnut Buying License. Applications must be submitted with certified copies of the following documents:
 - a. A valid Business License related to Agricultural Products
 - b. A valid Tax Clearance Certificate
- iv. All online registered and verified raw cashewnut buyers are required to deposit their Bid Security Amount before being issued a Buying License by the Cashewnut Board of Tanzania (CBT). The Bid Security Amount is

determined by the quantity of Raw Cashewnuts (RCN) intended to be purchased at each auction, according to the categories outlined in Table 1 below

- v. Local processors have special arrangements to procure Raw Cashewnuts (RCN) through the primary market (refer to the special guidelines). However, they are also permitted to participate and procure RCN through the auction system

Table 1: Categories of Bid Securities as per RCN Auction Amount

TONNES PER AUCTION	AMOUNT (TZS)
50 – 100	20,000,000.00
101 – 250	50,000,000.00
251 – 500	100,000,000.00
501– 1000	300,000,000.00
1001-3000	500,000,000.00
3001 and above	1,000,000,000.00

All bid securities should be deposited in the following CBT Bank A/c:

S/N	Bank name	Account Name	Account Number
1	CRDB Bank	CBT CASHEWNUT A/C 1992/93	01J1015826005
2	Exim Bank Tanzania Ltd	Cashewnut Board of Tanzania A/C	0301001023

NOTE: Bid Securities are **refundable** to buyers upon **written request** and only after the fulfillment of all obligations related to the cashew nuts purchased during the season.

2.0. BUYING PROCEDURES

2.1 GENERAL INFORMATION

- i. A bidder must possess a **Raw Cashewnut (RCN) Buying License** for the 2025/2026 crop season, issued by the **Cashewnut Board of Tanzania (CBT)**.
- ii. The sale of RCN will be conducted at **auctions through an electronic system**, managed by the **Tanzania Mercantile Exchange (TMX)**.
- iii. Buyers who have completed the registration process and deposited **Bid Security** with the Cashewnut Board of Tanzania will be registered in the **TMX electronic sales system**.
- iv. Buyers shall register in the TMX system by completing a **consent form** to participate in the auctions.
- v. Auctions will be held **online in a competitive format**, allowing buyers to participate from any location with internet access.
- vi. Buyers shall compete for RCN by **Lot**. One Lot represents the number of cashews delivered for auction with a particular quality grade (Primary or Secondary), based on the warehouse inventory. Each Lot will be offered for **one minute**, and if a buyer has set a price, the bid will repeat for **40 seconds** to allow other buyers to place higher bid. If no any other buyer places a higher bid within 40seconds; the lot will close.
- vii. The **highest bidder(s)** will be announced at the auction site after the respective **Cooperative Union approves the prices** after consulting the farmers.
- viii. RCN stored in the warehouse shall be sold in **two distinguishable quality grades**:
 - a. **Standard Grade** – Shelling Outturn 48 lbs and above per 80kg bag.
 - b. **Under Grade** – Shelling Outturn 44–47 lbs per 80 kg bag.
- ix. The **minimum bidding quantity** shall be **50 metric tons** of RCN, except for local processors.

- x. Cargo in the warehouse will be inspected by a special team one day before the Auction to verify quality and quantity of cargo before issuance of the sales catalogue.
- xi. Licensed buyers will be provided with the **sales catalogue at least 12 hours before the auction**, following verification by the designated team.
- xii. The **selling price** shall be quoted in **Tanzanian Shillings (TZS)**.
- xiii. The **bidding price** shall be **ex-warehouse**.
- xiv. Successful bidders shall collect **sales invoices** from the respective **Cooperative Union within 24 hours** after the auction.
- xv. Payments for the invoice shall be full and must be deposited within five (5) working days from the auction date through respective accounts as described in the invoice issued by the Cooperative Union. When the buyer fails or delays paying for RCN bought through the Online trading system, the cargo will be taken for sale at the next auction, and the buyer will be subjected to the following conditions as described below: -
 - a. If the resale price of cashew is lower than the original auction price, the **Bid Security** deposited by the defaulting buyer shall be used to cover the difference to compensate the farmers. If Bid Security is insufficient to cover the shortfall, the buyer shall remain liable for payment of the balance between the resale price and the original auction price.
 - b. If the resale price of the cashews is higher than or equal to the original auction price, the buyer who failed to make timely payment shall be penalized by paying **five percent (5%) of the value of the cashews defaulted upon**. This penalty shall be deducted by the Cashewnut Board of Tanzania from the buyer's **Bid Security**, even after the conclusion of the auctions.
 - c. If the buyer is penalized and his security deposit amount is reduced; The buyer will be allowed to continue to participate and buy cashews in the auctions according to the amount of Security Bond remaining, or he will have to top up the Security Bond to cover the deducted

amount. If he fails to top up the amount of Security Bond and the amount remaining is below the minimum amount, the buyer will not be allowed to continue participating in the auctions.

xvi. A bidder/buyer shall not bid for Raw Cashewnuts (RCN) more than the quantity covered by their respective bid security deposit. Should such a situation arise, the bidder must notify the Cashewnut Board of Tanzania in writing. The Board may grant approval upon being satisfied with the bidder's ability to pay. If the bidder fails to make payment within the stipulated period of five (5) working days, he/she shall not be permitted to export any cashew nuts purchased in other previous auctions.

xvii. Charges and levies paid by buyers are as follows.

S/N	Particular	Cost (TZS/Kg)	Collector
1	UNION and AMCOS Operations	100	UNION
2	Crop Cess (56.94 TZS per kilogram) subject to change	56.94	UNION
3	Storage Charges	52	UNION
4	Gunny Bags	87.50	UNION
5	Contribution for Cashew Development	110	UNION
6	Cashew Industry Management	25	CBT
7	Cashew Research	25	CBT
8	Export Levy of USD 160 per metric ton or 15% of FOB value whichever is higher	160 USD/MT or 15% of FOB Price	TRA

xviii. Mode of payment shall be in banker's cheque/TESS to the respective bank accounts. After payment for procured RCN and Levies, the buyer shall receive the original Warehouse Receipt and RCN Release Warranty from respective Cooperative Union

xix. The storage period for Raw Cashewnuts (RCN) in the warehouse after sales shall be fourteen (14) working days, inclusive of Saturdays and Sundays. This period shall commence five (5) days after payment. After the initial fourteen (14)

days if the buyer fails to collect cargo from warehouse shall be charged an additional storage fee of TZS 4 per kilogram per day for the next fourteen (14) days only. Thereafter, a storage fee of TZS 5 per kilogram per day shall apply for the entire period that the cashews remain in the warehouse. The costs shall be paid directly to the Warehouse Operator. The charges shall not apply for cashews that have documented quality challenges.

- xx. The buyer shall be required to sign a certificate prepared by the Warehouse Operator/Collateral Manager, confirming the quantity and quality of Raw Cashewnuts (RCN) collected from the warehouse. The buyer shall also have the right to inspect and verify the quality of the RCN prior to collecting the cargo from the warehouse.
- xxi. Raw Cashewnuts (RCN) sourced from **Mtwara, Lindi, and Ruvuma regions** must be shipped through **Mtwara Port**. RCN purchased from other regions may be shipped through **Mtwara, Dar es Salaam, or Tanga Ports**.
- xxii. The Produce Dispatch Note (PDN), issued electronically by the Cashewnut Board of Tanzania for the transportation of Raw Cashewnuts (RCN) within the country, shall be valid for forty-eight (48) hours from the time of issuance. Transportation of RCN within the country shall be conducted between 6:00 a.m. and 6:00 p.m., throughout the entire season. If there will a need to extend time, CBT will issue a notice in writing.

Unlicensed buyers shall not be permitted to purchase Raw Cashewnuts (RCN) or participate in the auctions during the 2025/2026 season. The Cashewnut Board of Tanzania (CBT) will continue providing updates on auction rules and guidelines via its website: www.cashew.go.tz and other possible media.

For further information, buyers may visit the CBT **Headquarters in Mtwara** or any of its branch offices located in **Dar es Salaam, Tunduru, Tanga, Nachingwea, and Manyoni**.

Disclaimer: This document provides a summary of only the key issues contained in the Cashewnut Marketing and Sales Guidelines. **All buyers are strongly advised to go through the 'Cashewnut Marketing and Sales Guidelines for the 2025/2026 season' for details.**

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