

Lubcon Limited is a Nigerian business Group that was incorporated in 1991 and has businesses spanning lubricants manufacturing, engineering, logistics and petroleum products distribution. Lubcon is a well-respected member of the Manufacturers Association of Nigerian (MAN), the Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture (NACCIMA), and other Trade Associations.

We are in the process of setting up an agribusiness industrial park, and would like to kick off the project with a cashew processing plant.

Nigeria is one of the world's largest producers of cashew nut, but the majority of the production is exported out of the country as raw cashew nut for processing in India, Vietnam and the Netherlands. This deprives the country of the added income and valuable jobs that would have arisen from in-country processing of the nuts.

We are aware of the growing market for cashew nuts in Ukraine, arising from the increasing desire of people for healthy and nutritious snacks. To take advantage of the market that is opening up in Ukraine, we would like to partner with Ukrainian businesses that have links with the retail sector in establishing a cashew processing plant in Nigeria.

A large percentage of the cashew nuts presently consumed in Ukraine goes through the circuitous route of first going to India/Vietnam for processing and then returning via the Netherlands before reaching the final consumers. This present arrangement introduces needless layers of logistics/intermediaries to the process and adds unnecessary costs to the final product.

The proposed processing plant would bring numerous advantages to the parties involved, and also to both of our countries.

We would like the Ukrainian Embassy as part of its efforts at promoting trade and business cooperation between both countries, to kindly help share information about the project with businesses in Ukraine.

I have attached for your reference our business profile and a presentation prepared for us by the African Cashew Alliance.

Thanks in advance for your anticipated cooperation.

Yours sincerely

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**Note:**

Market information on Cashew, by the Centre for the Promotion of Imports from developing countries (CBI) - <https://www.cbi.eu/market-information/processed-fruit-vegetables-edible-nuts/cashew-nuts/europe/>