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MINISTRY OF AGRICULTURE, ANI INDUSTRIES AND FISHERIES

Uganda Coffee Development Authority

Key Highlights

A total of 503,695 60-kilo bags of coffee valued at US$ 71.22 million were exported in September 2022 at an average weighted price of US$ 2.36 /kilo, 1 cent lower than US$ 2.37 /kilo in August 2022 but US cents 46 higher than US$ 1.90/kilo in September 2021. This was a decrease of 14% in quantity but an increase of 7% in value compared to the same month last year.

Farm-gate prices for Robusta Kiboko averaged UGX **2,700** per kilo; FAQ UGX **7,050 per** kilo, Arabica parchment UGX **11,500** per kilo and Drugar UGX **10,500** per kilo.

Coffee exports for 12 months (Coffee Year 2021/22) totaled 5.85 million bags worth US$ 876.43 million compared to 6.50 million bags worth US$ 630.01 million the previous year (Coffee Year 2020/21). This represents a decrease of 10% in quantity but an increase of 39% in value.

79% of the total volume was exported by 10 exporters, out of 47 companies which performed during the month compared to 77% in August 2022.

Sustainable Arabica Fully Washed Sipi Falls fetched the highest price at US $ 5.81 per kilo.

1. Coffee exports

Coffee exports in September 2022 amounted to 503,695 60-kilo bags worth US$ 71.22 million as shown in **Fig 1**. This comprised 464,118 bags of Robusta valued at US $62.19 million and 39,577 bags of Arabica valued at US$ 9.03 million (*see Table 1 and Annex 1).* This was a decrease of 14.13% in quantity but an increase of 6.73% in value compared to the same month last year.

By comparing quantity of coffee exported by type in the same month of last Coffee Year (September 2021), Robusta decreased by 14.72% in quantity but an increase of 3.57% in value. Arabica exports decreased by 6.43% in quantity but increased by 35.09% in value.

The decrease in exports was mainly attributed to lower yields this year that were characterized by drought in most regions. This led to a shorter main harvest season in Central and Eastern regions and also reduced harvests from Greater Masaka and South-Western regions.

Coffee exports for 12 months (Coffee Year 2021/22) totaled 5.85 million bags worth US$ 876.43 million compared to 6.50 million bags worth US$ 630.01 million the previous year (Coffee year 2020/21). This represents a decrease of 9.90% in quantity but an increase of 39.11 % in value.(**Figure 1**).

Fig 1: Trend of Total Quantity and Value of Coffee Exported: October 2021- September 2022

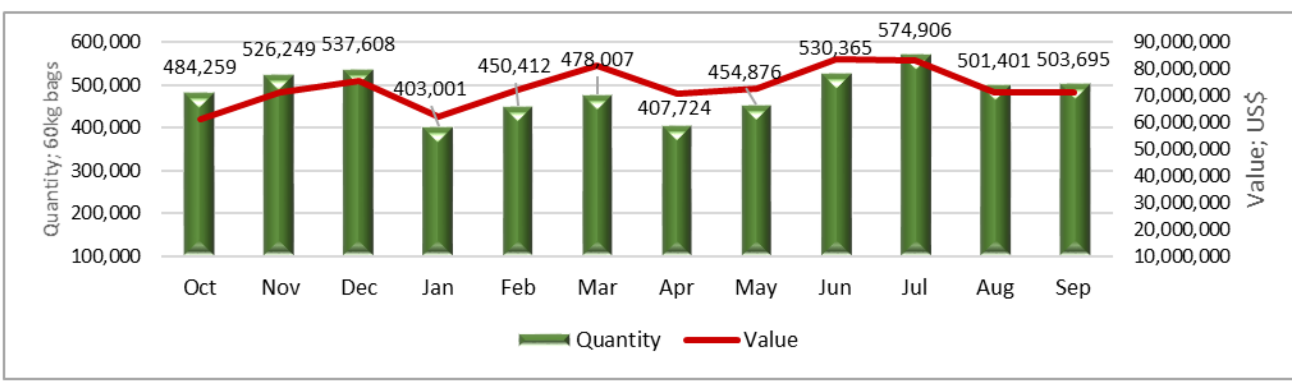

Table1: Comparison of Coffee Exports of September 2020/21 and 2021/22 Coffee Years

Period/Coffee Type	2020/21		2021/22		%age Change	
	Qty(60-kgbag)	Value (US $)	Qty(60-kgbag)	Value (US $)	Qty(60-kgbag)	Value (US $)
September Total	**586,545**	**66,735,618**	**503,695**	**71,224,831**	**↓ -14.13**	**↑ 6.73**
Robusta	544,248	60,050,384	464,118	62,193,902	↓ -14.72	↑ 3.57
Arabica	42,297	6,685,233	39,577	9,030,929	↓ -6.43	↑ 35.09

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2. Exports by Type and Grade

Table 2 shows coffee exports by type, grade and average realized price for each grade during the month of September 2022. The average export price was US$ 2.36 per kilo, 1 U.S cent lower than US$ 2.37 per kilo realized in August 2022. It was 46 US cents higher than in September 2021 (US $ 1.90/kilo). Robusta exports accounted for 92% of total exports slightly higher than 91% in August 2022. The average Robusta price was US$ 2.23 per kilo, 3 cents higher than the previous month. Washed Robusta fetched the highest price of US$ 2.48 per kilo. It was followed by Organic Robusta at US$ 2.46 per kilo. The share of Sustainable/washed coffee to total Robusta exports was 2.48% slightly higher than 1.48% in August 2022.

Arabica fetched an average price of US$ 3.80 per kilo, 25 cents lower than US$ 4.05 per kilo in August 2022. The highest price was Sustainable Arabica Fully Washed Sipi Falls sold at US$ 5.81 per kilo, a premium of US cents 80 over conventional Bugisu AA, followed by Bugisu A+ sold at US$ 5.12 per kilo, a premium of US cents 10 over Conventional Bugisu AA. Organic Drugar was sold at US$ 4.46 per kilo, a premium of US cents 37 over conventional Drugar which, on the other hand, was sold at US$ 4.09 per kilo with a discount of US cents 92 from Bugisu AA. Drugar exports were 55% of total Arabica exports compared to 43% the previous month. The share of sustainable Arabica exports to total Arabica exports was 7%.

Table 2: Coffee Exports by Type, Grade & Unit Price in September 2022

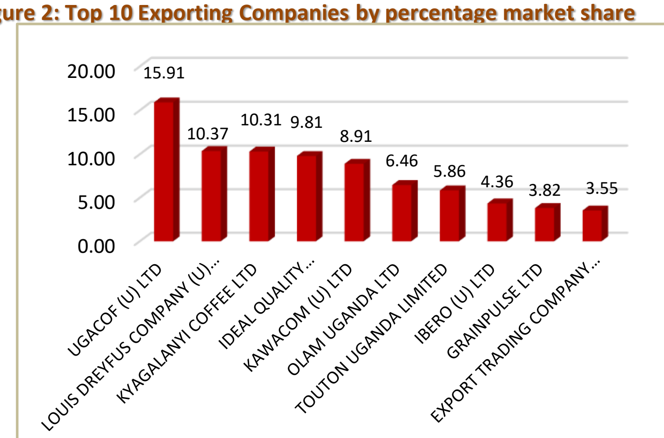
Coffee type	Quantity 60-Kilo Bags	%-age Quantity	Value in US $	%-age Value	Unit Price US$/Kilo
Total	**503,695**		**71,224,831**		**2.36**
Robusta Organic	990	0.21	146,400	0.24	2.46
Screen 18 Organic	720	0.16	96,191	0.15	2.23
Screen 18 Fair Trade	320	0.07	42,752	0.07	2.23
Screen 15 organic	720	0.16	96,191	0.15	2.23
Screen 15 Fair Trade	6,730	1.45	899,120	1.45	2.23
Washed Robusta	1,990	0.43	296,218	0.48	2.48
Screen 18	56,658	12.21	8,115,485	13.05	2.39
Screen 17	45,239	9.75	6,274,078	10.09	2.31
Screen 15	243,713	34.43	33,502,185	35.01	2.29
Screen 14	3,340	0.72	482,978	0.78	2.41
Screen 12	55,652	11.99	7,197,832	11.57	2.16
BHP 1199	30,166	6.50	3,006,149	4.83	1.66
Other Robustas	17,880	3.85	2,038,324	3.28	1.90
Total Robusta	**464,118**	**100.00**	**62,193,902**	**100.00**	**2.23**
Sustainable Arabica F/W Sipi Falls	150	0.38	52,282	0.58	5.81
Organic Drugar	1,640	4.14	439,169	4.86	4.46
Bugisu A+	1,080	2.73	331,531	3.67	5.12
Bugisu AA	1,643	4.15	493,614	5.47	5.01
Bugisu AB	1,668	4.21	460,576	5.10	4.60
Bugisu C/PB	120	0.30	33,437	0.37	4.64
Mixed Arabica	320	0.81	55,027	0.61	2.87
Wugar	3,026	7.65	892,011	9.88	4.91
Drugar	21,848	55.20	5,360,294	59.35	4.09
Other Arabicas	8,082	20.42	912,989	10.11	1.88
Total Arabica	**39,577**	**100.00**	**9,030,929**	**100.00**	**3.80**

3. Individual Exporter Performance

Figure 2 shows the top 10 export companies in the month of September 2022. Ugacof (U) Ltd had the highest market share of 15.91% compared to 17.28% in August 2022. It was followed by Louis Dreyfus Company (U) Ltd 10.37% (6.37%); Kyagalanyi Coffee Ltd 10.31% (8.99%) Ideal Quality Commodities Ltd 9.81% (8.48%); Kawacom (U)Ltd 8.91% (4.75%) Olam Uganda Ltd 6.46% (8.02%); Touton Uganda Ltd 5.86% (11.95%); Ibero (U) Ltd 4.36% (4.60%); Grainpulse Ltd. 3.82% (2.67%); and Export Trading Company (U) Ltd 3.55% (3.48%) **The figures in brackets represent percentage market share held in August 2022.*

The top 10 exporters held a market share of 79% higher than 77% the previous month. There were changes in positions compared to last month reflecting competition at the exporter level. Out of the 47 exporters that performed, 25 exported Robusta Coffee only while 3 exported Arabica coffee only. **Annex 2** shows a detailed list of exporters' performance in September 2022.

Figure 2: Top 10 Exporting Companies by percentage market share



4. Coffee Exports By Destination

The destinations of Uganda's coffee exports during the month of September 2022 are shown in **Fig 3** (details in **Annex 3**). Italy maintained the highest market share of 39.15% compared with 39.67% last month. It was followed by Sudan 12.86% (10.20%), Germany 11.46% (13.83%) India 6.69% (7.75%) and Morocco 5.97% (3.37%). **The figures in brackets represent percentage market share held in August 2022.*

Coffee exports to Africa amounted to 120,295 bags, a market share of 24% compared to 93,988 bags (19%) the previous month. African countries that imported Uganda coffee included Algeria, Sudan, Morocco, Tunisia, South Africa, Somalia, Egypt, Libya and Kenya. Europe remained the main destination for Uganda's coffees with a 61% imports share the same as in August 2022.

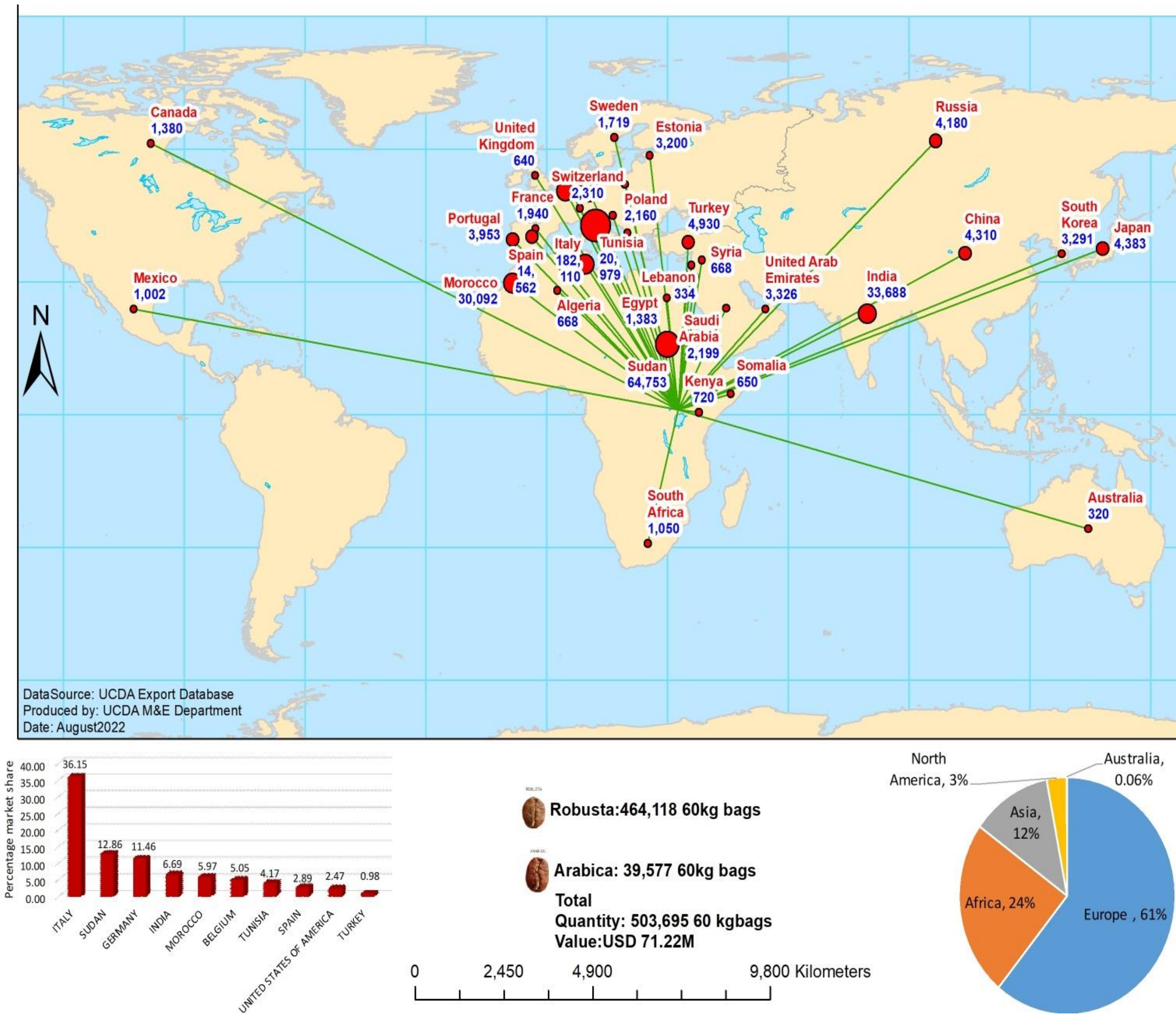
5. Foreign buyers of Uganda Coffee

Annex 4 shows a list of Ugandan coffee foreign buyers in September 2022. The top 10 buyers held a market share of 72% of total exports the same as the previous month. Sucafina led with a market share of 13.72% compared to 16.41% in August 2022. It was followed by Louis Dreyfus 10.30% (6.30%); Olam International 8.74%;(10.59%); Ecom Agro Industrial 8.56% (4.60%) Volcafe 8.14% (8.34%); Altasheel Import & Export Enterprises 6.46% (4.47%); Touton Geneve 5.86%; (11.95%) Bernhard Rothfos 4.42% (4.76%), Hamburg Coffee 3.64% (1.82%) and Cofftea (Sudan) 2.64% .

Note: *The figures in brackets represent percentage performance in the previous month – August 2022.*

There were changes in relative position of the first ten major buyers reflecting increasing demand for Uganda coffee abroad.

Fig 3: Map showing Uganda's coffee destinations for September 2022.



6. Global Situation

World coffee production for 2022/23 is forecast to reach 175 million bags which is an increase of 7.8 million bags from the previous year as Brazil's Arabica crop enters the on year of the biennial production cycle. The after effect of the Brazilian drought and frost which occurred in the previous year on its 2022/23 harvest though has not been quantified yet. If the damage is high, global production forecast might be revised downwards. Global consumption is expected to increase by 1.81 million bags to 167 million with the largest increase in European Union, United States, Japan and Brazil. World exports are forecast to be higher on gains in Brazil and Indonesia. Ending stocks are expected to be 2.1 million bags higher than last year to be 34.7 million bags following last year's sharp drawdown. (United States Department of Agriculture, Coffee: World Markets and Trade report).

7. Local Situation

During the month of September 2022, farm gate prices ranged from Sh.2,400-3,000/= per kilo of Kiboko (Robusta dry cherries); Shs. 6,800-7,300/= for FAQ; Sh. 11,000-12,000/= for Arabica parchment; and Sh. 10,000-11,000/= per kilo for Drugar from Kasese. Robusta Kiboko averaged UGX 2,700/= per kilo; FAQ UGX 7,050/= per kilo, Arabica parchment UGX 11,500/= per kilo and Drugar UGX 10,500/= per kilo.

8. Coffee Development and Promotional Activities

The month of September 2022, experienced a similar weather pattern as the month of August. The pattern was characterized by near normal to normal rains that favored coffee planting across many regions. Unfortunately, not many farmers planted due to limited access to free coffee seedlings as a result of the changes in coffee distribution policy through the Parish Development Model (PDM). In the month, UCDA and National Coffee Research Institute (NaCORI) conducted pest and disease surveillance surveys that indicated a high incidence of root mealy bugs and coffee berry disease especially in Elgon region. The Red Blister Disease and the Black Coffee Twig Borer (BCTB) were prevalent in almost all Robusta growing Regions. A cumulative total of 2,475 bottles (100mls each) of tebuconazole were distributed to 254 farmers (226 male, 28 female and 4 youth), and 5,084 sachets (20g each) of Immidachloprid distributed to the same number of farmers in Western region to demonstrate the control and management of these coffee pests. The entity also conducted factory and store inspection across regions that cumulated to 384: 60 in South West; 35 in Rwenzori; 22 in Western; 42 in Central; 56 in Greater Masaka; 120 in Eastern; 42 in Mt. Elgon and 7 in Northern. While 216 factories and stores were registered: 40 in South West; 20 in Rwenzori; 15 Western; 25 in Central; 24 in Greater Masaka; 72 in Eastern; 15 in Elgon and 5 in Northern.

A total of 34,400 CWDR plantlets were distributed for establishment of both demo gardens and mother gardens in Northern Uganda. As earlier noted, government re-directed the budget for seedling procurement and distribution to the Parish Development Model (PDM). This caused a lot of uuncertainty on coffee plantlets distribution for September – November 2022 season and yet PDM SACCOs were not yet verified and approved to distribute coffee seedlings.

The overall challenge that affected implementation and performance during the month was the insufficient funds to facilitate field operations.

9. Outlook for October 2022

Coffee exports are projected to be 450,000 bags. The main harvesting period season in Greater Masaka and South western regions ended.. It was affected by a dry spell especially in Bukomansimbi and Sembabule districts. Exporters are likely to drawdown their stock levels to fulfil contractual obligations with the buyers as they prepare for the main harvest in Central and Eastern regions.

Annex 1: Comparative Coffee Export Performance – 60-kilo bags; US$

Coffee Year	2020/21		2021/22		%-age Change	
	Quantity	Value $	Quantity	Value $	Quantity	Value $
Grand Total	**6,495,660**	**630,012,067**	**5,852,513**	**876,427,897**	**-9.90**	**39.11**
Total Robusta	**5,807,766**	**521,655,824**	**4,864,283**	**630,673,908**	**-16.25**	**20.90**
Total Arabica	**687,894**	**108,356,241**	**988,230**	**245,753,989**	**43.66**	**126.80**
September	**586,545**	**66,735,618**	**503,695**	**71,224,831**	**-14.13**	**6.73**
Robusta	544,248	60,050,384	464,118	62,193,902	-14.72	3.57
Arabica	42,297	6,685,233	39,577	9,030,929	-6.43	35.09
August	**700,990**	**75,097,810**	**501,401**	**71,195,781**	**-28.47**	**-5.20**
Robusta	636,458	65,246,530	456,618	60,301,454	-28.26	-7.58
Arabica	64,532	9,851,280	44,783	10,894,327	-30.60	10.59
July	**699,375**	**69,858,068**	**574,906**	**83,286,656**	**-17.80**	**19.22**
Robusta	659,592	62,792,318	526,673	71,324,243	-20.15	13.59
Arabica	39,783	7,065,750	48,233	11,962,413	21.24	69.30
June	**618,335**	**58,553,879**	**530,365**	**83,794,704**	**-14.23**	**43.11**
Robusta	565,396	50,240,022	444,197	60,976,382	-21.44	21.37
Arabica	52,939	8,313,857	86,168	22,818,322	62.77	174.46
May	**493,424**	**47,059,896**	**454,876**	**72,872,845**	**-7.81**	**54.85**
Robusta	429,040	37,482,065	350,022	47,188,480	-18.42	25.90
Arabica	64,384	9,577,831	104,854	25,684,365	62.86	168.16
April	**537,428**	**49,970,087**	**407,724**	**70,888,211**	**-24.13**	**41.86**
Robusta	464,484	39,052,860	277,206	37,228,537	-40.32	-4.67
Arabica	72,944	10,917,227	130,518	33,659,674	78.93	208.32
March	**571,799**	**53,477,689**	**478,007**	**81,037,320**	**-16.40**	**51.53**
Robusta	493,183	40,951,723	360,229	48,941,601	-26.96	19.51
Arabica	78,616	12,525,966	117,778	32,095,719	49.81	156.23
February	**564,203**	**50,666,880**	**450,412**	**72,383,088**	**-20.17**	**42.86**
Robusta	502,125	41,075,834	353,039	46,012,318	-29.69	12.02
Arabica	62,078	9,591,046	97,373	26,370,770	56.86	174.95
January	**445,920**	**39,620,587**	**403,011**	**62,078,230**	**-9.62**	**56.68**
Robusta	397,840	32,678,539	316,064	40,164,599	-20.55	22.91
Arabica	48,080	6,942,049	86,947	21,913,631	80.84	215.67
December	**419,338**	**37,506,573**	**537,608**	**75,399,115**	**28.20**	**101.03**
Robusta	371,625	30,573,920	452,912	55,315,662	21.87	80.92
Arabica	47,713	6,932,652	84,696	20,083,453	77.51	189.69
November	**430,310**	**42,850,478**	**526,249**	**71,261,944**	**22.30**	**66.30**
Robusta	372,517	30,575,512	437,747	51,587,782	17.51	68.72
Arabica	57,793	12,274,966	88,502	19,674,162	53.14	60.28
October	**427,993**	**38,614,502**	**484,259**	**61,005,172**	**13.15**	**57.99**
Robusta	371,258	30,936,117	425,458	49,438,948	14.60	59.81
Arabica	56,735	7,678,384	58,801	11,566,224	3.64	50.63

Annex 2: List of Coffee Exporters and their Market Shares: September 2022

EXPORTING COMPANY	POSITION HELD IN AUGUST	QUANTITY (Bags) Robusta	Arabica	Total	PERCENTAGE MARKET SHARE Individual	Cumulative
Total		**464,118**	**39,577**	**503,695**	**100.00**	
1 Ugacof (U) Ltd	1	69,714	10,431	80,145	15.91	15.91
2 Louis Dreyfus Company (U) Ltd	6	48,670	3,572	52,242	10.37	26.28
3 Kyagalanyi Coffee Ltd	3	51,086	863	51,949	10.31	36.60
4 Ideal Quality Commodities Ltd	4	48,491	900	49,391	9.81	46.40
5 Kawacom (U) Ltd	7	40,156	4,709	44,865	8.91	55.31
6 Olam Uganda Ltd	5	27,992	4,571	32,563	6.46	61.77
7 Touton Uganda Limited	2	25,922	3,570	29,492	5.86	67.63
8 Ibero (U) Ltd	8	21,936		21,936	4.36	71.98
9 Grain pulse Ltd	11	18,906	350	19,256	3.82	75.81
10 Export Trading Company (U) Ltd	10	17,860		17,860	3.55	79.35
11 Commodity Solutions (U) Ltd	16	12,665		12,665	2.51	81.87
12 Ankole Coffee Producers Coop Union Ltd	23	9,050		9,050	1.80	83.66
13 Sena Indo Uganda Limited	21	6,370	2,300	8,670	1.72	85.39
14 Coffee World Ltd	12	7,300	330	7,630	1.51	86.90
15 Besmark Coffee Company Limited	9	6,916	700	7,616	1.51	88.41
16 JKCC General Supplies Ltd	13	6,804	334	7,138	1.42	89.83
17 Bakhsons Trading Co. (U) Ltd	15	4,816	640	5,456	1.08	90.91
18 Darley Investments Ltd	14	3,698	1,280	4,978	0.99	91.90
19 The Edge Trading (U) Ltd	18	2,950	1,359	4,309	0.86	92.76
20 Tata Uganda Limited	26	4,240		4,240	0.84	93.60
21 Abbarci Industries Limited	30	3,954		3,954	0.78	94.38
22 Xag Coffee Exporters	17	3,240		3,240	0.64	95.03
23 Mbale Importers & Exporters Ltd	19	1,670	430	2,100	0.42	95.44
24 Kaweri Coffee Plantation	25	1,990		1,990	0.40	95.84
25 Discovery Trading Limited	20	1,800		1,800	0.36	96.20
26 Jber Coffee Ltd	32	1,750		1,750	0.35	96.54
27 Kibinge Coffee Farmers' Coop Soc Ltd	34	1,640		1,640	0.33	96.87

Annex 2: List of Coffee Exporters and their Market Shares: September 2022

	Exporting Company	POSITION HELD IN AUGUST	QUANTITY (Bags)			Percentage Market Share	
			Robusta	Arabica	Total	Individual	Cumulative
28	Nakana Coffee Factory Ltd	27	1,322		1,322	0.26	97.13
29	Zigoti Coffee Works Ltd	28	1,322		1,322	0.26	97.39
30	Bakwanye Trading Co. Ltd	31		1,280	1,280	0.25	97.65
31	Rezlex Investment Ltd	37	1,050		1,050	0.21	97.86
32	Two Rivers Investments Group Ltd		1,050		1,050	0.21	98.07
33	Uganda Tea Corporation Ltd		1,050		1,050	0.21	98.27
34	Kampala Domestic Store Ltd	22	1,034		1,034	0.21	98.48
35	Great Lakes Coffee Company Ltd	24	680	320	1,000	0.20	98.68
36	Karaz Coffee Factory	33	998		998	0.20	98.88
37	Ishaka Quality Commodities Ltd		720		720	0.14	99.02
38	Gisha Coffee Ltd	42		668	668	0.13	99.15
39	Prime African Coffee Initiative		666		666	0.13	99.28
40	Seth & Cushman Market Traders Limited	35	320	340	660	0.13	99.41
41	Grade A Investments Ltd	38	350	300	650	0.13	99.54
42	Superbia International Coffee Trade Ltd	47	602		602	0.12	99.66
43	Alharty Organic Farms Limited		350		350	0.07	99.73
44	Kayunga Nile Coffee Farmer's Co-operative Society Ltd	46	350		350	0.07	99.80
45	Kasaali Farmers' Cooperative Society Ltd	40	334		334	0.07	99.87
46	Rubanga Cooperative Society Ltd	29	334		334	0.07	99.93
47	Friends Of Mothers Initiative Ltd	41		330	330	0.07	100.00

Annex 3: Main Destinations of Uganda Coffee by Type in September 2022

	DESTINATION	POSITION HELD IN AUGUST	QUANTITY (60kg bags)			%AGE MARKET SHARE	
			Robusta	Arabica	Total	Individual	Cumulative
	Total		464,118	39,577	503,695	100.00	
1	Italy	1	169,009	13,101	182,110	36.15	36.15
2	Sudan	3	64,753		64,753	12.86	49.01
3	Germany	2	54,685	3,060	57,745	11.46	60.47
4	India	4	30,196	3,492	33,688	6.69	67.16
5	Morocco	8	28,812	1,280	30,092	5.97	73.14
6	Belgium	5	24,108	1,308	25,416	5.05	78.18
7	Tunisia	6	20,979		20,979	4.17	82.35
8	Spain	7	14,232	330	14,562	2.89	85.24
9	U.S.A	11	7,400	5,030	12,430	2.47	87.71
10	Turkey	20	4,930		4,930	0.98	88.69
11	Japan	21	4,160	223	4,383	0.87	89.56
12	China	10	4,310		4,310	0.86	90.41
13	Netherlands	17	3,270	944	4,214	0.84	91.25
14	Russia	25	3,840	340	4,180	0.83	92.08
15	Portugal	12	3,953		3,953	0.78	92.86
16	United Arab Emirates		3,326		3,326	0.66	93.52
17	South Korea	14	640	2,651	3,291	0.65	94.18
18	Estonia	16	3,200		3,200	0.64	94.81
19	Israel	9	1,080	1,600	2,680	0.53	95.34
20	Switzerland	15	2,310		2,310	0.46	95.80
21	Albania		2,240		2,240	0.44	96.25
22	Saudi Arabia	22	640	1,559	2,199	0.44	96.68
23	Poland	18	1,080	1,080	2,160	0.43	97.11
24	France		1,940		1,940	0.39	97.50
25	Sweden	31	710	1,009	1,719	0.34	97.84
26	Egypt	24	1,383		1,383	0.27	98.11
27	Canada	34	1,050	330	1,380	0.27	98.39

Annex 3: Main Destinations of Uganda Coffee by Type in September 2022

Destination		POSITION HELD IN AUGUST	QUANTITY (60kg Bags) Robusta	Arabica	Total	%Age Market Share Individual	Cumulative
28	Croatia	26	1,080		1,080	0.21	98.60
29	South Africa	32	150	900	1,050	0.21	98.81
30	Mexico	13	1,002		1,002	0.20	99.01
31	Kenya	27		720	720	0.14	99.15
32	Algeria	29	668		668	0.13	99.28
33	Syria		668		668	0.13	99.42
34	Somalia	28	350	300	650	0.13	99.55
35	Cape Verde		640		640	0.13	99.67
36	United Kingdom	30	640		640	0.13	99.80
37	Jordan		350		350	0.07	99.87
38	Lebanon		334		334	0.07	99.94
39	Australia			320	320	0.06	100.00

Annex 4: List of Foreign Coffee Buyers during the Month of September 2022

BUYERS	POSITION HELD AUGUST	QUANTITY (60kg BAGS)			%AGE MARKET SHARE	
		Robusta	Arabica	Total	Individual	Cumulative
Total		**464,118**	**39,577**	**503,695**	**100.00**	
1 Sucafina	1	58,986	10,131	69,117	13.72	13.72
2 Louis Dreyfus	5	48,310	3,572	51,882	10.30	24.02
3 Olam International	3	39,441	4,571	44,012	8.74	32.76
4 Ecom Agro Industrialist	7	39,118	3,989	43,107	8.56	41.32
5 Volcafe	4	40,148	863	41,011	8.14	49.46
6 Altasheel Import & Export	8	32,550		32,550	6.46	55.92
7 Touton Geneve	2	25,922	3,570	29,492	5.86	61.78
8 Bernhard Rothfos	6	22,266		22,266	4.42	66.20
9 Hamburg Coffee	12	17,270	1,080	18,350	3.64	69.84
10 Cofftea (Sudan)		13,300		13,300	2.64	72.48
11 Jacobs Douwe Egberts	15	10,440		10,440	2.07	74.55
12 Icona Café	10	9,340		9,340	1.85	76.41
13 Vidya Herbs	13	9,099		9,099	1.81	78.22
14 Aldwami Co	14	5,950		5,950	1.18	79.40
15 Strauss	11	4,685	1,080	5,765	1.14	80.54
16 Dek Berlin		5,760		5,760	1.14	81.68
17 Walter Matter	23	5,090	320	5,410	1.07	82.76
18 Bijdendijk		3,950	1,308	5,258	1.04	83.80
19 Tata Coffee Ltd	25	4,240		4,240	0.84	84.64
20 Dlf For Complete Solution	18	3,850		3,850	0.76	85.41
21 Sucden Coffee		3,340		3,340	0.66	86.07
22 Bercher Coffee Consulting	9	2,950		2,950	0.59	86.66
23 Ste Habycaf S.A	29	2,672		2,672	0.53	87.19
24 Pacorini Silocaf	20	2,570		2,570	0.51	87.70
25 Ii Polo Del Caffee	16	2,338		2,338	0.46	88.16
26 Terracore		2,310		2,310	0.46	88.62
27 Societe Des Cafes		1,996	290	2,286	0.45	89.07
28 Eurocaf Sas	17	2,254		2,254	0.45	89.52
29 Koninklijke Douwe	21	2,160		2,160	0.43	89.95
30 Others		41,813	8,803	50,616	10.05	100.00

Compiled by: Directorate of Strategy and Business Development
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