

MONTHLY COFFEE REPORT-MARCH 2025

COFFEE YEAR 2024/25- ISSUE 6

Key Highlights



A total of 642,981 60-kilo bags of coffee valued at US\$ 198.62 million were exported in March 2025 at an average price of US\$ 5.15/kilo, US cents 12 higher than US\$ 5.03/Kilo in February 2025, and US\$ 1.88 higher than US\$ 3.27/kilo in March 2024. This was an increase of 92.19% and 202.52% in quantity and value respectively compared to the same month last year.



Farm-gate prices for Robusta Kiboko averaged UGX **7,600** per kilo; FAU UGX **15,250** per kilo, Arabica parchment UGX **15,000** per kilo and Drugar UGX **14,500** per kilo.



Coffee exports for twelve months (April 2024-March 2025) totaled 6.87 million bags worth US\$ 1.84 billion compared to 5.99 million bags worth US\$ 999.48 million in the previous year (April 2023-March 2024). This represents an increase of 14.86% and 84.12% in quantity and value respectively.



68% of the total volume was exported by 10 exporters, out of 80 companies which performed during the month compared to 71% in February 2025.

Mt. Elgon A+ had fetched the highest price at US \$ 8.18 per kilo.

1. Coffee exports

Coffee exports in March 2025, amounted to 642,981 60-kilo bags, worth US\$ 198.62 million as shown in **Fig 1.**, which comprised of 525,220 bags of Robusta valued at US \$ 155.53 million and 117,761 bags of Arabica valued at US\$ 43.09 million (see **Table 1 and Annex 1**). This was an increase of 92.19% and 202.52% in quantity and value respectively compared to the same month last year.

By comparing quantity of coffee exported by type in the same month of last year (March 2024), Robusta increased by 111.39% and 233.40% in quantity and value respectively, while Arabica exports increased by 36.79% and 126.73% in quantity and value respectively.

The monthly coffee exports volume was higher than the previous year on account of good crop from the previous harvest. The value of coffee exports was higher due to the high global coffee prices as dry conditions in Brazil and Vietnam, the world's largest producers of Arabica and Robusta coffee respectively continue to fuel uncertainty of the global coffee supply.

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Fig 1: Trend of Total Quantity and Value of Coffee Exports, April 2024- March 2025

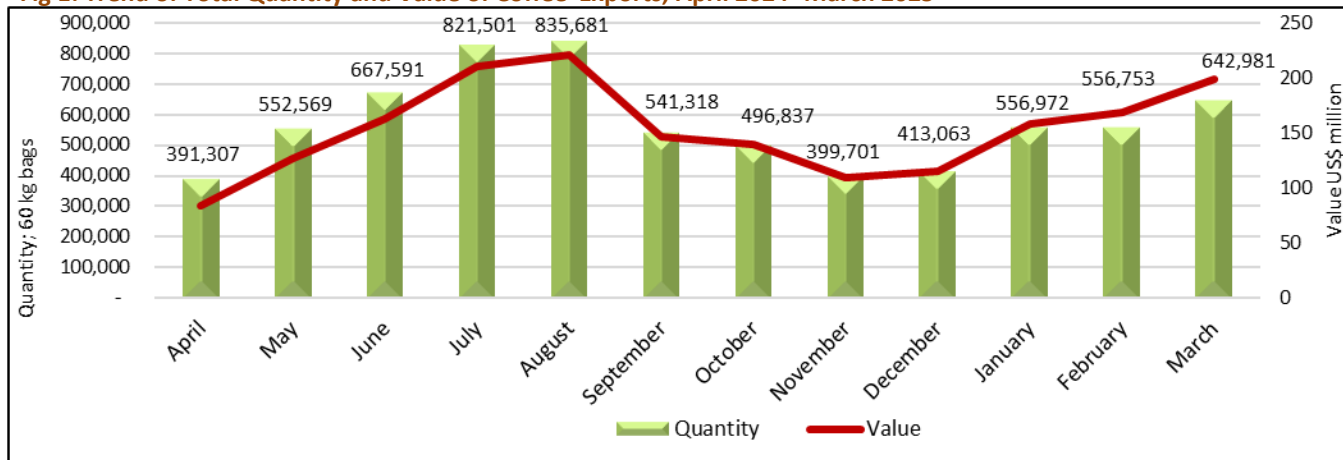


Table1: Comparison of Coffee Exports of March 2023/24 and 2024/25 Coffee Years

Period/Coffee Type	2023/24		2024/25		%age Change	
	Qty(60-kg bags)	Value (US \$)	Qty(60-kg bags)	Value (US \$)	Qty	Value
March Total	334,556	65,655,972	642,981	198,620,347	↑ 92.19	↑ 202.52
Robusta	248,465	46,648,728	525,220	155,525,885	↑ 111.39	↑ 233.40
Arabica	86,091	19,007,244	117,761	43,094,462	↑ 36.79	↑ 126.73

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 March 2025. The average export price was US\$ 5.15 per kilo, US cents 12 higher than in February 2025 (US\$ 5.03). It was US\$ 1.88 higher than in March 2024 (US \$ 3.27/kilo). Robusta exports accounted for 82% of total exports, lower than 84% in February 2025. The average Robusta price was US\$ 4.94 per kilo, 11 cents higher than US\$ 4.83 per kilo the previous month. The highest price was for Washed Robusta sold at US\$ 5.65 per kilo, followed by Screen 14 Fair Trade Organic sold at US\$ 5.63 per kilo.

Table 2: Coffee Exports by Type, Grade & Unit Price in March 2025

Coffee type	Quantity 60-Kilo Bags	%-age Quantity	Value in US \$	%-age Value	Unit Price US\$/Kilo
Total	642,981		198,620,347		5.15
Washed Robusta	1,690	0.32	572,642	0.37	5.65
Screen 14 Fairtrade Organic	330	0.06	111,441	0.07	5.63
Screen 18	67,159	12.79	21,374,682	13.74	5.30
Screen 17	36,215	6.90	11,476,388	7.38	5.28
Screen 15	202,579	38.57	64,786,371	41.66	5.33
Screen 14	8,959	1.71	2,574,874	1.66	4.79
Screen 12	97,508	18.57	29,852,874	19.19	5.10
BHP 1199	63,277	12.05	13,622,607	8.76	3.59
Other Robustas	47,503	9.04	11,154,006	7.17	3.91
Total Robusta	525,220	100.00	155,525,885	100.00	4.94
Sustainable Arabica	1,084	0.92	434,564	1.01	6.68
Organic Bugisu	2,280	1.94	800,299	1.86	5.85
Organic Okoro	320	0.27	108,487	0.25	5.65
Rwenzori CPB	220	0.19	95,808	0.22	7.26
Mt Elgon A+	1,600	1.36	724,367	1.68	7.55
Mt Elgon AA	1,666	1.41	515,645	1.20	5.16
Mt Elgon A	2,520	2.14	842,482	1.95	5.57
Bugisu A+	2,655	2.25	880,040	2.04	5.52
Bugisu AA	10,091	8.57	4,144,475	9.62	6.85
Bugisu AB	7,432	6.31	2,991,210	6.94	6.71
Bugisu A	1,360	1.15	470,104	1.09	5.76
Bugisu PB	73	0.06	28,406	0.07	6.49
Bugisu CPB	3,357	2.85	1,411,443	3.28	7.01
Bugisu C	3,678	3.12	1,217,713	2.83	5.52
Mixed Arabica	320	0.27	78,430	0.18	4.08
Wugar	15,895	13.50	5,665,664	13.15	5.94
Drugar	45,637	38.75	18,259,945	42.37	6.67
Other Arabicas	17,573	14.92	4,425,378	10.27	4.20
Total Arabica	117,761	100.00	43,094,462	100.00	6.10

3. Individual Exporter Performance

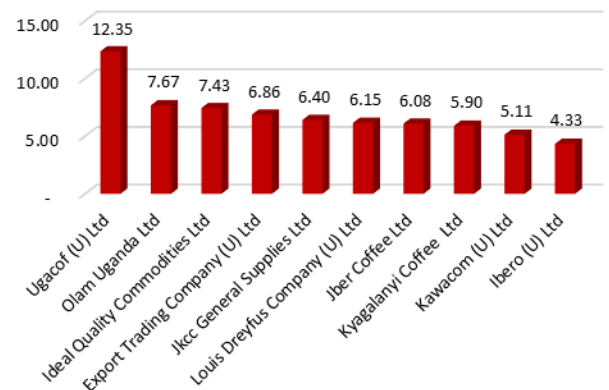
Figure 2 shows the top 10 export companies' performance in the month of March 2025. Ugacof (U) Ltd had the highest market share of 12.35% compared to 12.96% in February 2025. It was followed by Olam Uganda Ltd 7.67% (11.34%); Ideal Quality Commodities Ltd 7.43% (6.32%), Export Trading Company (U) Ltd 6.86% (6.28%), JKCC 6.40% (3.12%) Louis Dreyfus (U) Ltd 6.15% (5.51%), Jber Coffee Ltd 6.08% (6.85%), Kyagalanyi Coffee Ltd 5.90% (4.78%) Kawacom (U) Ltd 5.11% (5.47%), and Ibero (U) Ltd 4.33% (6.62%) **The figures in brackets represent percentage market share held in February 2025.*

The top 10 exporters held a market share of 68% slightly lower than 71% the previous month reflecting competition at exporter level. Out of the 80 exporters who performed, 37 exported Robusta Coffee only while 17 exported Arabica coffee only. **Annex 2** shows a detailed list of exporters' performance in March 2025.

The share of Sustainable/washed coffee to total Robusta exports was 0.38% lower than 0.44% in January 2025.

Arabica fetched an average price of US\$ 6.10 per kilo US\$ 1.04 higher than the previous month (US\$ 5.06). The highest price was for Mt. Elgon A+ sold at US\$ 7.55 per kilo. It was followed by Rwenzori CPB sold at US\$ 7.26 per kilo. Drugar was sold at US\$ 6.67 per kilo, 47 cents higher than 6.20 per kilo the previous month. Drugar exports were 39% of total Arabica exports higher than 21% the previous month. The share of sustainable Arabica exports to total Arabica exports was 10%, higher than 9% in February 2025.

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 March 2025 are shown in **Fig 3** (details in **Annex 4**). Italy maintained the highest market share with 38.43% compared to 45.17% last month. It was followed by India 8.92% (8.36%), Germany 6.89% (8.71%), Spain 6.06% (11.90%) and Sudan 5.72% (6.17%). **The figures in brackets represent percentage market share held in February 2025.*

The first 10 major destinations of Uganda coffee took a market share of 85.06% compared to 89.32% the previous month. Coffee exports to African countries totaled 69,052 bags, a market share of 11% compared to 53,720 bags (10%) the previous month. African countries that imported Uganda coffee included Sudan, Algeria, Morocco, Egypt, Tunisia, Kenya, Tanzania, and South Africa. Europe remained the main destination for Uganda's coffees with a 63% import share, lower than 74% in February 2025.

Figure 3: Top ten export destinations by percentage market share

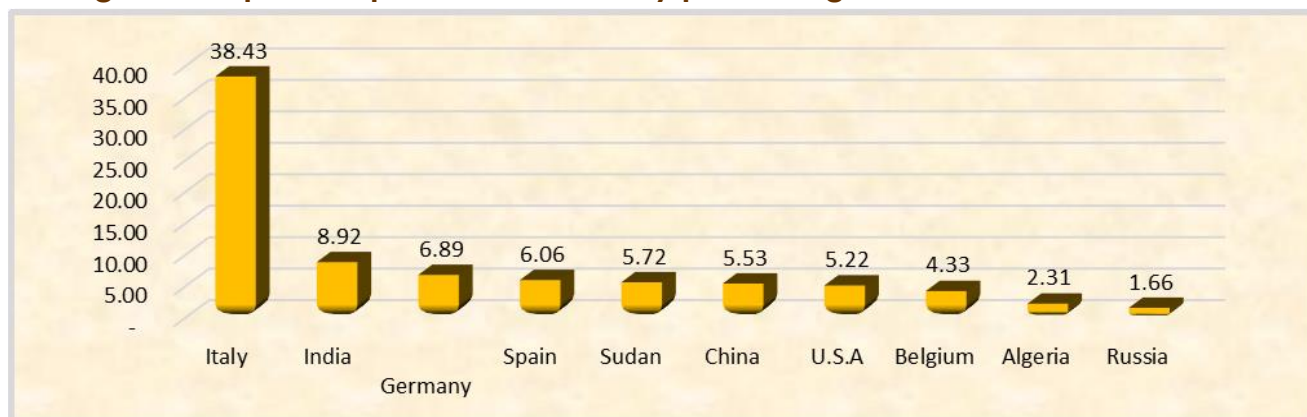


Figure 4: Percentage export share by continent

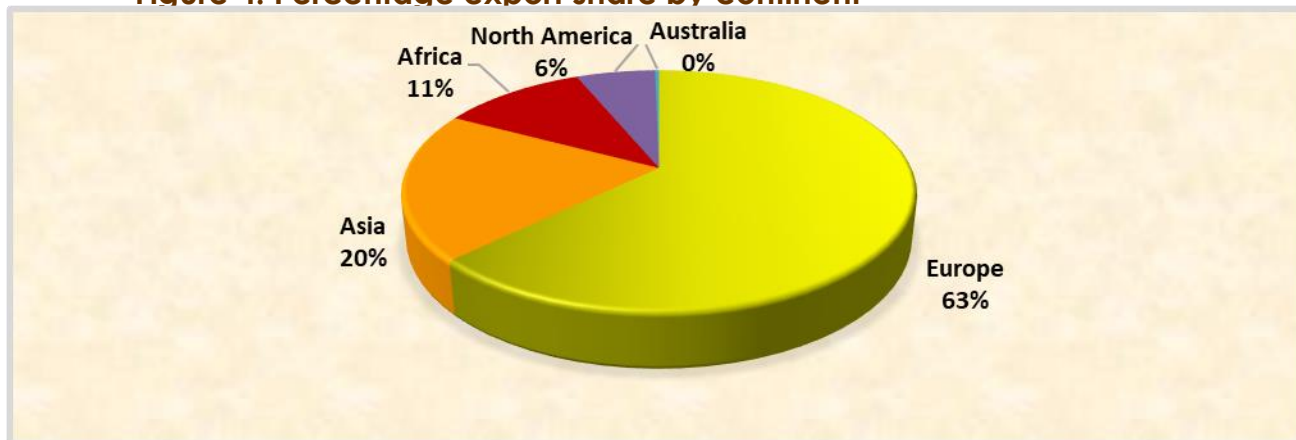
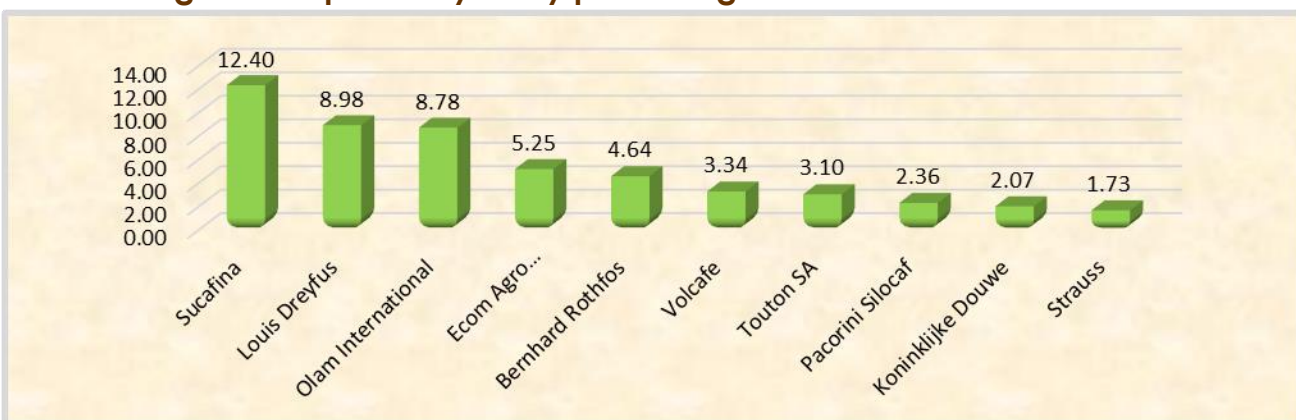


Figure 5: Top ten buyers by percentage market share



6. Global Situation

World coffee production for 2024/25 is forecast to reach 6.9 million bags higher than the previous year to 174.9 million due primarily to rebounding output in Vietnam and Indonesia. World exports are forecast to be slightly higher as gains in Vietnam and Indonesia more than offset reduced shipments from Brazil. Global consumption is expected to increase by 5.1 million bags to 168.1 million, with the largest gains in the European Union, the United States, and China. Ending stocks are expected to drop by 1.5 million bags to 20.9 million. (United States Department of Agriculture, Coffee: World Markets and Trade report-December 2024).

7. Local Situation

During the month of March 2025, farm gate prices ranged from UGX 7,200/=–8,000/= per kilo of Kiboko (Robusta dry cherries); UGX.15,000/=–15,500/= for FAQ (Fair Average Quality); UGX. 14,500- 15,500/= for Arabica Parchment; and UGX 14,000/=–15,000/= per kilo for Drugar. Robusta Kiboko averaged UGX 7,600/= lower than UGX 7,750/= Robusta FAQ averaged UGX 15,250/= lower than UGX 15,500, Arabica parchment UGX 15,000 per kilo, higher than 14,500/= Drugar UGX 14,500/= per kilo higher than 13,250/= per kilo

10. Outlook for April 2025

Coffee exports are projected to be 600,000 60-kilobags. The main harvest season south of the equator and the fly crop north of equator has begun.

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

Coffee Year	2023/24		2024/25		%age Change	
	Quantity	Value \$	Quantity	Value \$	Quantity	Value \$
Grand Total	2,547,691	449,122,379	3,066,310	888,209,762	20.36	97.77
Total Robusta	2,110,308	356,190,032	2,646,905	746,500,776	25.43	109.58
Total Arabica	437,333	92,932,347	419,402	141,708,986	-4.10	52.49
March	334,556	65,655,972	642,981	198,620,347	92.19	202.52
Robusta	248,465	46,648,728	525,220	155,525,885	111.39	233.40
Arabica	86,091	19,007,244	117,761	43,094,462	36.79	126.73
February	434,418	82,497,196	556,756	167,985,588	28.16	103.63
Robusta	372,393	68,551,564	467,328	135,534,651	25.49	97.71
Arabica	62,025	13,945,632	89,425	32,450,937	44.18	132.70
January	480,936	85,342,750	556,972	158,279,699	15.81	85.46
Robusta	402,858	68,047,675	490,991	136,931,824	21.88	101.23
Arabica	78,078	17,295,075	65,981	21,347,875	-15.49	23.43
December	401,994	66,010,411	413,063	115,021,040	2.75	74.25
Robusta	337,634	52,928,321	365,837	99,905,926	8.35	88.76
Arabica	64,310	13,082,090	47,226	15,115,114	-26.57	15.54
November	426,087	70,731,643	399,701	108,945,793	-6.19	54.03
Robusta	338,905	53,156,583	341,159	91,304,828	0.67	71.77
Arabica	87,182	17,575,060	58,542	17,640,965	-32.85	0.37
October	469,700	78,884,407	496,837	139,357,295	5.78	76.66
Robusta	410,053	66,857,161	456,370	127,297,663	11.30	90.40

Annex 2: List of Coffee Exporters and their Market Shares: March 2025

EXPORTING COMPANY	POSITION HELD IN FEBRUARY	QUANTITY (Bags)		PERCENTAGE MARKET SHARE		
		Robusta	Arabica	Total	Individual	Cumulative
Total		525,220	117,761	642,981	100	
1 Ugacof (U) Ltd	1	63,964	15,445	79,409	12.35	12.35
2 Olam Uganda Ltd	2	43,083	6,253	49,336	7.67	20.02
3 Ideal Quality Commodities Ltd	6	46,767	1,033	47,800	7.43	27.46
4 Export Trading Company (U) Ltd	7	44,136		44,136	6.86	34.32
5 JKCC General Supplies Ltd	11	40,822	334	41,156	6.40	40.72
6 Louis Dreyfus Company (U) Ltd	8	39,210	320	39,530	6.15	46.87
7 Jber Coffee Ltd	3	39,102		39,102	6.08	52.95
8 Kyagalanyi Coffee Ltd	9	18,247	19,665	37,912	5.90	58.85
9 Kawacom (U) Ltd	4	14,742	18,137	32,879	5.11	63.96
10 Ibero (U) Ltd	10	27,846		27,846	4.33	68.29
11 Touton Uganda Limited	5	9,938	10,327	20,265	3.15	71.44
12 DRK General Merchants Ltd	13	14,084	1,550	15,634	2.43	73.88
13 Noble Choice Limited	25	13,873	350	14,223	2.21	76.09
14 Sena Indo Uganda Limited	12	13,389		13,389	2.08	78.17
15 Besmark Coffee Company Limited	15	9,654		9,654	1.50	79.67
16 Grainpulse Ltd	14	7,950	960	8,910	1.39	81.06
17 Abbarci Industries Limited	18	7,292		7,292	1.13	82.19
18 Equatorial Beans Factory Ltd	23	1,872	5,344	7,216	1.12	83.31
19 Agri Exim Limited	39	7,210		7,210	1.12	84.43
20 Black House Trading Co. Limited	26	2,004	5,010	7,014	1.09	85.53
21 Agri Evolve	19		6,840	6,840	1.06	86.59
22 Darley Investments Ltd	17	3,716	2,698	6,414	1.00	87.59
23 Commodity Solutions (U) Ltd	20	6,170		6,170	0.96	88.55
24 Noble Commodities (U) Ltd	22	5,757		5,757	0.90	89.44
25 Sukuma Commodities Limited	21	4,314	1,002	5,316	0.83	90.27
26 Coffee World Ltd	24	5,088		5,088	0.79	91.06
27 Rezlex Investment Ltd	16	4,615	320	4,935	0.77	91.83
28 Brewfinity Uganda Limited	32	1,962	1,680	3,642	0.57	92.39

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Exporting Company	POSITION HELD IN FEBRUARY	QUANTITY (Bags)		Percentage Market Share		
		Robusta	Arabica	Total	Individual	Cumulative
29 Gisha Coffee Ltd	28	3,310		3,310	0.51	92.91
30 Bakwanye Trading Co. Ltd	33		3,242	3,242	0.50	93.41
31 Zigoti Coffee Works Ltd	27	2,174	650	2,824	0.44	93.85
32 Bugisu Coop Union Ltd	38		2,767	2,767	0.43	94.28
33 Rhino Seeds Africa Limited		2,400		2,400	0.37	94.66
34 Mt Elgon Agroforestry Communities			2,200	2,200	0.34	95.00
35 Bowi Logistics Ltd		1,400	700	2,100	0.33	95.32
36 Superbia International Coffee Trade Ltd	29	2,036		2,036	0.32	95.64
37 Drogo Commodities Limited		600	1,200	1,800	0.28	95.92
38 Rubanga Cooperative Society Ltd		1,770		1,770	0.28	96.20
39 Ugp Traders (U) Limited			1,750	1,750	0.27	96.47
40 Kaweri Coffee Plantation	58	1,660		1,660	0.26	96.73
41 Nucafe		1,400		1,400	0.22	96.94
42 Xag Coffee Exporters	43	1,354		1,354	0.21	97.15
43 The Coffee Gardens Limited	59		976	976	0.15	97.31
44 Banyankole Coffee Services		720		720	0.11	97.42
45 Nakana Coffee Factory Ltd	30	696		696	0.11	97.53
46 Banta African Coffee Limited	53	684		684	0.11	97.63
47 Gemini Commodities Limited	36	680		680	0.11	97.74
48 Makubuya & Makubuya Company	48		670	670	0.10	97.84
49 Mwanyi Terimba Ltd	44	668		668	0.10	97.95
50 Zombo Coffee Partners Limited			660	660	0.10	98.05
51 Cablinks Establishments Limited		640		640	0.10	98.15
52 Ekam Coffee Limited	54		640	640	0.10	98.25
53 Mbale Importers & Exporters Ltd	49		640	640	0.10	98.35
54 Mountain Harvest Smc Limited			640	640	0.10	98.45
55 Yugo-vic Smc Limited			640	640	0.10	98.55

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Exporting Company	POSITION HELD IN FEBRUARY	QUANTITY (Bags)		Percentage Market Share		
		Robusta	Arabica	Total	Individual	Cumulative
56 White Nile Exports Ltd	50		630	630	0.10	98.65
57 Aroma Commodities Limited		608		608	0.09	98.74
58 Bugisu Commodity Traders Ltd	56	254	350	604	0.09	98.83
59 Intouch Trading Ltd		600		600	0.09	98.93
60 Pra Exports Uganda Limited	34	600		600	0.09	99.02
61 Zukuka Bora Coffee Company			596	596	0.09	99.11
62 Discovery Trading Limited		350		350	0.05	99.17
63 Ishaka Quality Commodities Ltd	40	350		350	0.05	99.22
64 Kelthan Food Industries		350		350	0.05	99.28
65 Step Soluable Limited	42	350		350	0.05	99.33
66 Alvi Coffee Ltd		276	60	336	0.05	99.38
67 Danimark Investments Limited		334		334	0.05	99.44
68 Ankole Coffee Producers Coop Union Ltd	35	330		330	0.05	99.49
69 Equator Peak Coffee International Ltd		330		330	0.05	99.54
Bushika Integrated Area Cooperative						
70 Enterprise Limited			320	320	0.05	99.59
71 Clarke Farm Ltd	57	320		320	0.05	99.64
72 Senacoff Coffee Company Limited			320	320	0.05	99.69
73 Uganda Coffee Farmers Alliance Limited		320		320	0.05	99.74
74 Velvet Café Limited	60	320		320	0.05	99.79
75 Lifesong For Orphans Uganda Limited			316	316	0.05	99.84
76 Large Scale Farmers Association		150	150	300	0.05	99.88
77 Friends Of Mothers Initiative Ltd			217	217	0.03	99.92
78 Seth & Cushman Market Traders Limited		211		211	0.03	99.95
79 Jofald Rayel Company Limited	47	133	41	174	0.03	99.98
80 Bufumbo Organic Farmers Association	55	35	118	153	0.02	100.00

Annex 4: Main Destinations of Uganda Coffee by Type in March 2025							
Destination		Position Held in February	Quantity (60kg bags)		%Age Market Share		
			Robusta	Arabica	Total	Individual	Cumulative
Total						100	
1	Italy	1	525,220	117,761	642,981	38.43	38.43
2	India	3	54,306	3,054	57,360	8.92	47.35
3	Germany	2	36,163	8,118	44,281	6.89	54.23
4	Spain	6	33,752	5,236	38,988	6.06	60.30
5	Sudan	5	36,750		36,750	5.72	66.01
6	China	9	30,184	5,348	35,532	5.53	71.54
7	U.S.A	8	14,348	19,209	33,557	5.22	76.76
8	Belgium	4	16,458	11,377	27,835	4.33	81.09
9	Algeria	22	14,832		14,832	2.31	83.39
10	Russia	11	8,988	1,688	10,676	1.66	85.06
11	U.A.E	16	8,499	1,964	10,463	1.63	86.68
12	Japan	23	5,740	3,200	8,940	1.39	88.07
13	Morocco	10	7,094	666	7,760	1.21	89.28
14	Switzerland		4,230	2,273	6,503	1.01	90.29
15	Latvia	12	1,332	4,676	6,008	0.93	91.23
16	United Kingdom	17	1,510	4,303	5,813	0.90	92.13
17	Israel	13	4,538	1,263	5,801	0.90	93.03
18	Egypt	26	5,030		5,030	0.78	93.81
19	Turkey	14	1,624	2,992	4,616	0.72	94.53
20	Netherlands	7	1,040	2,320	3,360	0.52	95.05
21	Vietnam		1,500	1,550	3,050	0.47	95.53
22	France	28	1,800	720	2,520	0.39	95.92
23	Lebanon		2,434		2,434	0.38	96.30
24	Portugal	19	1,960		1,960	0.30	96.60
25	Australia	25		1,903	1,903	0.30	96.90
26	Jordan		1,600	287	1,887	0.29	97.19
27	Poland	15	1,413	360	1,773	0.28	97.47

Annex 4: Main Destinations of Uganda Coffee by Type in March 2025						
Destination	POSITION HELD IN FEBRUARY	QUANTITY (60kg Bags)			%Age Market Share	
		Robusta	Arabica	Total	Individual	Cumulative
28 Canada	34	1,750		1,750	0.27	97.74
29 Saudi Arabia	24	1,610		1,610	0.25	97.99
30 Senegal		1,600		1,600	0.25	98.24
31 Ecuador	39	1,710		1,710	0.27	98.51
32 Mexico	40	1,425		1,425	0.22	98.73
33 Tunisia		1,340		1,340	0.21	98.94
34 Greece	18	668	670	1,338	0.21	99.14
35 Albania	30	758		758	0.12	99.26
36 Kenya	35	720		720	0.11	99.37
37 Tanzania	29	700		700	0.11	99.48
38 Sweden	21	680		680	0.11	99.59
39 Cape Verde		640		640	0.10	99.69
40 Estonia		640		640	0.10	99.79
41 Ukraine		334		334	0.05	99.84
42 Singapore	31	320		320	0.05	99.89
43 Slovenia	36	320		320	0.05	99.94
44 South Africa	38	320		320	0.05	99.99
45 Czech Republic		66		66	0.01	100.00

Annex 5: List of Foreign Coffee Buyers during the Month of March 2025

	BUYERS	POSITION HELD IN FEBRUARY	QUANTITY (60kg BAGS)		%AGE MARKET SHARE	
			Robusta	Arabica	Total	Cumulative
	Total		525,220	117,761	642,981	100
1	Sucafina	1	64,284	15,445	79,729	12.40
2	Louis Dreyfus	3	56,780	960	57,740	8.98
3	Olam International	2	50,182	6,253	56,435	8.78
4	Ecom Agro Industrialist	4	14,502	19,232	33,734	5.25
5	Bernhard Rothfos	6	29,826		29,826	4.64
6	Volcafe	11	5,720	15,735	21,455	3.34
7	Touton SA	5	9,578	10,327	19,905	3.10
8	Pacorini Silocaf	7	13,838	1,354	15,192	2.36
9	Koninklijke Douwe	8	13,320		13,320	2.07
10	Strauss	9	9,338	1,800	11,138	1.73
11	CCL Products	10	11,112		11,112	1.73
12	Icona Café		7,682	1,600	9,282	1.44
13	Cofftea (Sudan)		8,750		8,750	1.36
14	Eurocaf Sas		8,683		8,683	1.35
15	Hamburg Coffee	17	8,300	320	8,620	1.34
16	To Order		8,568		8,568	1.33
17	Zhanzhou		6,300	1,750	8,050	1.25
18	ETG Commodities	19	7,720		7,720	1.20
19	Aldwami Co	15	7,700		7,700	1.20
20	Shanghai Import & Export		5,840	1,590	7,430	1.16
21	Romani & C.S.P.A		7,034		7,034	1.09
22	Luigi Lavazza	26	6,840		6,840	1.06
23	Taibi Hamid		6,660		6,660	1.04
24	Sri Narasus Coffee		6,450		6,450	1.00
25	Tata		3,572	1,490	5,062	0.79
26	Misr Café		5,030		5,030	0.78
27	Adalet			5,010	5,010	0.78
28	Gruppo Gimoka		4,680		4,680	0.73
29	Altasheel Import & Export	23	4,550		4,550	0.71
30	Others		132,381	34,895	167,276	26.02

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