

UCDA

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MINISTRY OF AGRICULTURE, ANIMAL INDUSTRIES AND FISHERIES



Uganda Coffee Development Authority

Key Highlights



A total of 359,973-kilo bags of coffee valued at US\$ 36.93 million were exported in April 2020 at an average weighted price of US\$ 1.71 /kilo, 11 cents lower than US\$ 1.60 /kilo in March 2020. This was an increase of 18% and 23% in quantity and value respectively compared to the same period last year.



Coffee exports for the 12-months period (May 2019 to April 2020) totalled to 4,931,471 bags worth US 478.47 million compared to 4,119,060 bags worth US\$ 417.80 million the previous year.



82.58% of the total volume was exported by 10 exporters, out of 40 companies which performed during the month compared to 78.40% in March 2020, reflecting increasing concentration.



Farm-gate prices for Robusta Kiboko averaged UGX **1,900** per kilo; FAQ UGX **3,900** per kilo, Arabica parchment UGX **5,400** per kilo and Drugar UGX **5,000** per kilo.



The *ICO Composite Indicator price* decreased by 0.1% to 108.91 US cents/lb in April 2020 from US cents/lb 109.05 in March 2020.

1. Coffee exports

Coffee exports in April 2020 amounted to 359,973 60-kilo bags worth US\$ 36.93 million as shown in Fig 1. This comprised 262,676 bags (US \$ 22.55 million) of Robusta and 97,297 bags (US\$ 14.38 million) of Arabica (see Table 1 and Annex 1). This was an increase of 17.78% and 22.90% in quantity and value respectively from the same month last year.

The increase in exports has been attributed to the increased production on account of fruition of the newly planted coffee, the season notwithstanding. Exporters also drew down on their stocks in the midst of the lockdown due to the COVID-19 pandemic. Exports were to some extent affected by logistical issues due to the country's lockdown.

By comparing quantity of coffee exported by type in the same month of last Coffee Year (April 2019), Robusta increased both in quantity and value (19.78% and of 12.95%) respectively. Similarly, Arabica exports also registered a percentage increase in both quantity and value (12.68% and 42.58%) respectively.

Coffee exports for the first 10 months (Financial Year 2019/20) amounted to 4,243,282-kilo bags worth US\$ 413.53 million compared to 3,481,328 60-kilo bags worth US\$ 350.26 million the previous year. This represents 21.89% and 18.06% increase in both quantity and value respectively. Cumulatively in twelve months, (May 2019-April 2020), a total of 4.93 million 60-kg bags worth US\$ 478.47 million were exported (figure 1).

Fig 1: Trend of Total Quantity and Value of Coffee Exported: May 2019- April 2020



Table1: Comparison of Coffee Exports of April 2018/19 and 2019/20 Coffee Years

Period/Coffee Type	2019/20		2018/19		%age Change	
	Qty(60-kgbag)	Value (US \$)	Qty(60-kgbag)	Value (US \$)	Qty(60-kgbag)	Value (US \$)
April Total	359,973	36,928,332	305,643	30,048,530	↑ 17.78	↑ 22.90
Robusta	262,676	22,547,121	218,978	19,923,241	↑ 19.78	↑ 12.95
Arabica	97,297	14,381,211	86,665	10,125,289	↑ 12.68	↑ 42.58

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 April 2020. The average export price was US\$ 1.71 per kilo, 11 cents higher than US\$ 1.60 per kilo realized last month. Robusta exports accounted for 72.97% of total exports compared to 82.22% in March 2020. The average Robusta price was US\$ 1.43 per kilo, US cents the same as the previous month. Washed Robusta fetched the highest price of US\$ 1.94 per kilo, a premium of 42 cents over conventional Screen 18 sold at an average of US\$ 1.52 per kilo. Washed Robusta fetched US\$ 1.93 per kilo, a premium of 41 cents over conventional Screen 18. worth noting is that Screen 17 fetched a higher price than Screen 18.

Arabica fetched an average price of US\$ 2.46 per kilo, 13 cents higher than in March 2020. The highest price was for Sustainable Arabica Fully Washed Sipi falls sold at US\$ 4.28 per kilo., a premium price of US\$ 1.34 over Conventional Bugisu AA. It was followed by Mt. Elgon A+ sold at US\$ 3.13 per kilo, 19 cents over conventional Bugisu AA. Drugar exports had a 36% share of Arabica exports compared to 39% the previous month.

Table 2: Coffee Exports by Type, Grade & Unit Price in April 2020

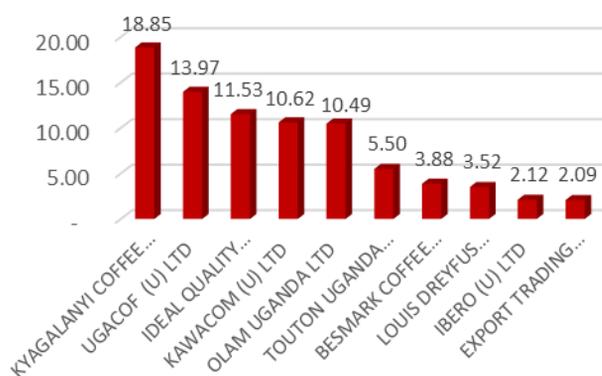
Coffee type	Quantity 60-Kilo Bags	%-age Quantity	Value in US \$	%-age Value	Unit Price US\$/Kilo
TOTAL	359,973		36,928,332		1.71
Organic Robusta	360	0.14	41,643	0.18	1.93
Washed Robusta	1,029	0.39	119,612	0.53	1.94
Screen 18	17,909	6.82	1,637,222	7.26	1.52
Screen 17	18,950	7.21	1,822,381	8.08	1.60
Screen 15	140,080	53.33	12,439,229	55.17	1.48
Screen 14	320	0.12	27,937	0.12	1.46
Screen 12	40,108	15.27	3,483,867	15.45	1.45
BHP 1199	25,160	9.58	1,664,444	7.38	1.10
Other Robustas	18,760	7.14	1,310,787	5.81	1.16
Total Robusta	262,676	100.00	22,547,121	100.00	1.43
Sustainable Arabica FW Sipi Falls	5,615	5.77	1,442,975	10.03	4.28
Organic Okoro	3,670	3.77	572,993	3.98	2.60
Mt Elgon A+	5,868	6.03	1,103,711	7.67	3.13
Bugisu A+	5,680	5.84	924,133	6.43	2.71
Bugisu AA	9,278	9.54	1,637,056	11.38	2.94
Bugisu AB	10,122	10.40	1,586,459	11.03	2.61
Bugisu A	63	0.06	9,917	0.07	2.62
Bugisu PB	10	0.01	1,257	0.01	2.09
Bugisu CP/B	1,720	1.77	265,758	1.85	2.58
Bugisu B	32	0.03	4,995	0.03	2.60
Mixed Arabica	320	0.33	31,746	0.22	1.65
Wugar	12,443	12.79	1,879,430	13.07	2.52
Drugar	34,891	35.86	4,244,936	29.52	2.03
Other Arabicas	7,585	7.80	675,845	4.70	1.49
Total Arabica	97,297	100.00	14,381,211	100.00	2.46

3. Individual Exporter Performance

Figure 2 shows the top 10 export companies in the month of April 2020. Kyagalanyi Coffee Ltd led with a market share of 18.85% compared to 18.36% last month. It was followed by Ugacof (U) Ltd 13.97% (13.66%); Ideal Quality Commodities Ltd 11.53% (8.03%); Kawacom (U) Ltd 10.63% (7.69%) Olam Uganda Limited 10.46% (9.60%) Touton Uganda Limited 5.50% (6.66%); and Besmark Coffee Company Limited 3.88% (2.55 %).

The top 10 exporters held a market share of 82.58% compared to 78.40% the previous month. There were minor changes in positions compared to last month reflecting efficiency of major exporters. Out of the 40 exporters that performed, 16 exported Robusta Coffee only while 12 exported Arabica coffee only. 8 cooperatives exported during the month with a total of 4,590 bags. Annex 2 shows a detailed list of exporters performance in March 2020.*The figures in brackets represent percentage market share held in March 2020.

Figure 2: Top 10 Exporting Companies by percentage market share



4. Local Situation

During the month of March 2020, farm gate prices ranged from Sh.1,800 -2,000 per kilo of Kiboko (Robusta dry cherries); Shs. 3,800-4,000/= for FAQ; Sh. 5,300-5,500/= for Arabica parchment; and Sh. 4,800-5,200/= per kilo for Drugar from Kasese. Robusta Kiboko averaged UGX 1,900 per kilo; FAQ UGX 3,900 per kilo, Arabica parchment UGX 5,400 per kilo and Drugar UGX 5,000 per kilo.

5. Global Situation

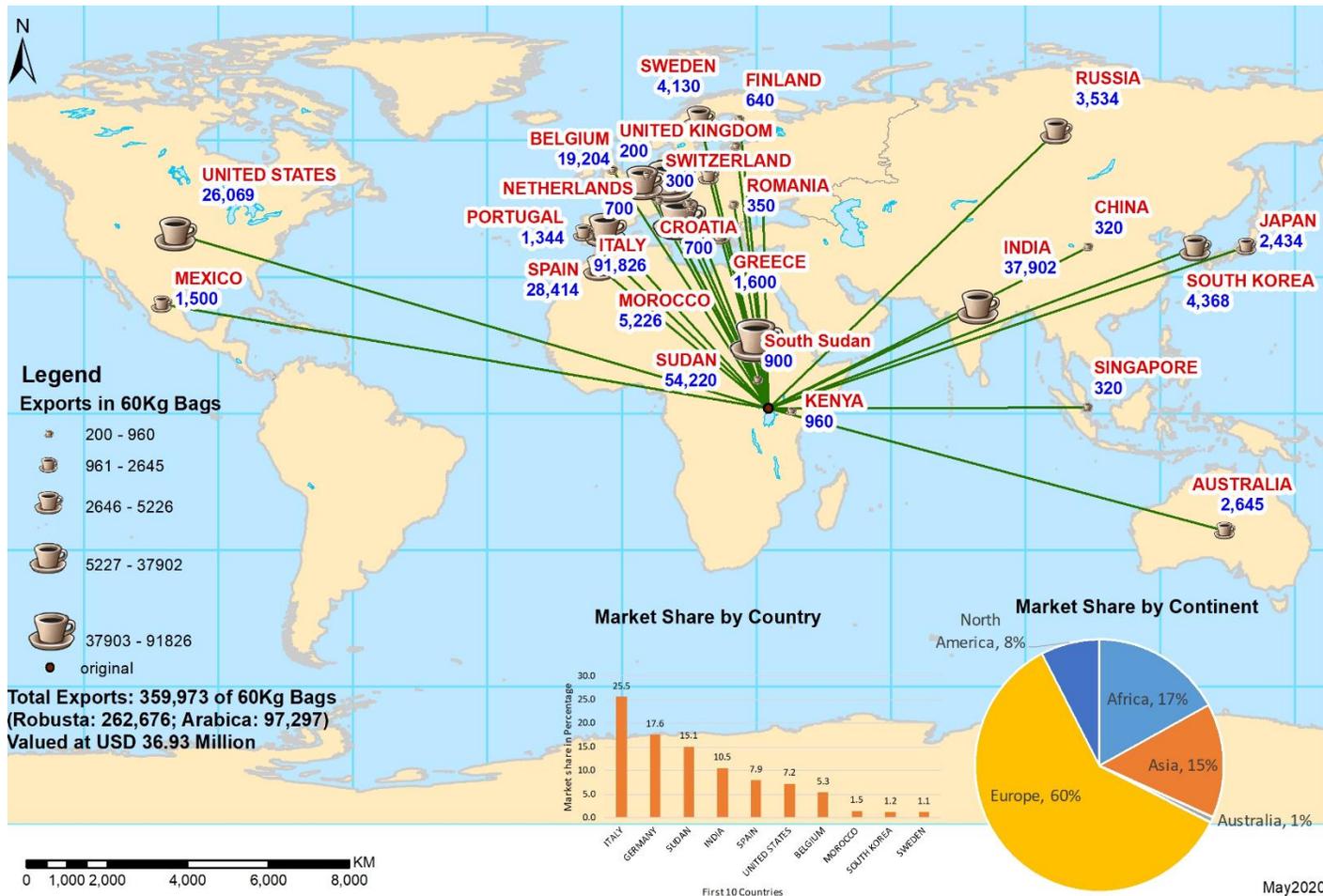
World coffee exports amounted to 11.06 million bags in March 2020, compared with 11.49 million in March 2019. Exports in the first 6 months of Coffee Year 2019/20 (Oct 2019 to Mar 2020) have decreased by 3.9% to 61.96 million bags compared to 64.50 million bags in the same period in 2018/19. The ICO Composite Indicator price decreased by 0.1% to 108.91 US cents/lb in March 2020 from US cents/lb 109.05 in March 2020. There is uncertainty of future demand for coffee in this Covid 19 period although there are also concerns over disruptions to the supply chains due to many countries being under lockdown.

6. Coffee Exports by Destination

The destinations of Uganda's coffee exports during the month of April 2020 are shown in Fig 3 (details in Annex 3). Exports to Italy maintained the highest market share with 25.51% compared with 28.48% last month. It was followed by Germany 17.55% (11.76%), Sudan 15.31% (14.43%) and India 10.44% (10.72%). Coffee exports to Africa amounted to 77,747 bags, a market share of 16.28% compared to 77,972 bags (16.5%) the previous month. Europe remains the main destination for Uganda's coffees with a 66.8% imports share. *The figures in brackets represent percentage market share held in March 2020.

Annex 3 shows destinations of Uganda coffee. There has not been any significant impact yet on Uganda's coffee exports to various destinations. Italy, USA and Spain which are among the countries with high incidence of Covid 19 infections, command the highest import share of Uganda's exports

Figure 3: Map showing Main Destinations of Uganda Coffee by Quantity in 60kg Bags: April 2020



7. Foreign buyers of Uganda Coffee

Annex 4 shows a list of Ugandan coffee buyers in April 2020. The top 10 buyers held a market share of 74.65% of total exports, higher than 68.51% the previous month reflecting increasing concentration. Volcafe led with a market share of 14.79% compared to 12.29% in March 2020. It was followed by Olam International 13.29% (11.19%); Sucafina 12.27% (12.89%); Altasheel Import & Export 10.89% (9.60%); Ecom Agro Industrial 9.35% (9.60%); Coex Coffee International 4.15% (3.31%); Strauss Commodities 2.85% (1.11%), Minor changes in relative position compared to the previous month reflect consolidation and efficiency of major buyers as well as increased for Uganda coffee.

Note: *The figures in brackets represent percentage performance in the previous month –March 2020.*

8. Coffee Development and Promotional Activities

UCDA started a focused approach on coffee rehabilitation and application of fertilizers. Distribution of 100,000 bags Fertiplus organic fertilizers allocated to 24 cooperative societies country wide was completed. Stumping and fertilizer application to stumped coffee trees of beneficiary farmers were also undertaken. UCDA continued to deliver farmer extension, mainly through farmer visits outreach in an effort to give technical guidance in line with the COVID-19 guidelines of maintaining social distance and minimizing contact.

Farmers continued to maintain gardens for coffee planting for the March-May season (Central, Eastern, Western and South Western Regions) and prepare for April-August season (Elgon and Northern Uganda regions).

9. Outlook for May 2020

Coffee exports are projected to be 400,000. The effect of COVID-19 on coffee production is yet to be quantified as lockdown is relaxed and trucks are able to travel to the rural areas to procure coffee. Harvesting of the main crop south of the Equator has started projected to be good to favourable rains.

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

Coffee Year	2019/20		2018/19		%age Change	
	Quantity	Value \$	Quantity	Value \$	Quantity	Value \$
Grand Total	2,928,490	288,535,740	2,437,936	244,137,308	20.12	18.19
Total Robusta	2,334,522	208,057,490	1,852,215	173,123,870	26.04	20.18
Total Arabica	593,968	80,478,249	585,721	71,013,438	1.41	13.33
April	359,973	36,928,332	305,643	30,048,530	17.78	22.90
Robusta	262,676	22,547,121	219,298	19,962,247	19.78	12.95
Arabica	97,297	14,381,211	86,345	10,086,283	12.68	42.58
March	477,561	45,866,460	345,085	33,794,213	38.39	35.72
Robusta	385,978	33,085,755	265,655	24,284,040	45.29	36.24
Arabica	91,583	12,780,705	79,430	9,510,173	15.30	34.39
February	472,994	46,729,470	323,182	32,594,100	46.36	43.37
Robusta	388,646	34,631,182	261,526	24,209,036	48.61	43.05
Arabica	84,348	12,098,287	61,656	8,385,064	36.8	44.28
January	470,331	48,046,709	394,937	39,197,834	19.09	22.57
Robusta	377,542	34,358,903	325,694	29,937,435	15.92	14.77
Arabica	92,789	13,687,806	69,243	9,260,399	34	47.81
December	330,248	31,868,091	314,437	32,295,410	5.03	-1.32
Robusta	280,603	24,990,250	243,160	23,206,944	15.4	7.68
Arabica	49,645	6,877,841	71,277	9,088,466	-30.35	-24.32
November	439,145	42,193,666	401,447	41,123,564	9.39	2.6
Robusta	336,006	30,376,941	291,540	28,108,844	15.25	8.07
Arabica	103,139	11,816,725	109,907	13,014,720	-6.16	-9.2
October	378,238	36,903,012	353,205	35,083,657	7.09	5.19
Robusta	303,071	28,067,338	245,342	23,415,324	23.53	19.87
Arabica	75,167	8,835,674	107,863	11,668,333	-30.31	-24.28

Annex 2: List of Coffee Exporters and their Market Share: April 2020

EXPORTING COMPANY	POSITION HELD IN MARCH	QUANTITY (Bags)			PERCENTAGE MARKET SHARE	
		Robusta	Arabica	Total	Individual	Cumulative
Total		262,676	97,297	359,973	100	
1 Kyagalanyi Coffee Factory Ltd	1	39,954	27,906	67,860	18.85	18.85
2 Ugacof (U) Ltd	2	50,300		50,300	13.97	32.82
3 Ideal Quality Commodities Ltd	4	40,150	1,368	41,518	11.53	44.36
4 Kawacom (U) Ltd	5	11,920	26,315	38,235	10.62	54.98
5 Olam Uganda Ltd	3	31,980	5,771	37,751	10.49	65.47
6 Touton Uganda Limited	6	16,415	3,391	19,806	5.50	70.97
7 Besmark Coffee Company Limited	11	2,240	11,730	13,970	3.88	74.85
8 Louis Dreyfus Company (U) Ltd	10	8,410	4,250	12,660	3.52	78.37
9 Ibero (U) Ltd	7	7,648		7,648	2.12	80.49
10 Export Trading Company (U) Ltd	12	7,520		7,520	2.09	82.58
11 Grainpulse Ltd	16	5,280	2,240	7,520	2.09	84.67
12 Kampala Domestic Store Ltd	8	6,901	138	7,039	1.96	86.63
13 Great Lakes Coffee Company Ltd	13		5,282	5,282	1.47	88.09
14 Sena Indo Uganda Limited	14	5,265		5,265	1.46	89.56
15 Commodity Solutions (U) Ltd	9	5,160		5,160	1.43	90.99
16 Discovery Trading Limited	23	4,140	960	5,100	1.42	92.41
17 Ishaka Quality Commodities Ltd	21	3,300		3,300	0.92	93.32
18 Tata Uganda Limited	15	3,300		3,300	0.92	94.24
19 Nakana Coffee Factory Ltd	17	2,720		2,720	0.76	94.99
20 Bakhsons Trading Co. (U) Ltd	19	700	1,660	2,360	0.66	95.65
21 Darley Investments Ltd	24	2,294		2,294	0.64	96.29
22 Ankole Coffee Producers Coop Union Ltd	27	2,150		2,150	0.60	96.88
23 Mbale Importers & Exporters Ltd	22		1,620	1,620	0.45	97.33
24 The Edge Trading (U) Ltd	20	1,370		1,370	0.38	97.72
25 Coffee World Ltd	18	1,336		1,336	0.37	98.09
26 Kaweri Coffee Plantation	25	960		960	0.27	98.35
27 Tariq General Suppliers Ltd	34		900	900	0.25	98.60

Annex 2: List of Coffee Exporters and their Market Share: April 2020

EXPORTING COMPANY	POSITION HELD IN MARCH	QUANTITY (Bags)			Percentage Market Share	
		Robusta	Arabica	Total	Individual	Cumulative
28 Bakwanye Trading Co. Ltd	32		680	680	0.19	98.79
29 Gisha Coffee Ltd	31		668	668	0.19	98.98
30 Rezlex Investment Ltd	33	668		668	0.19	99.16
31 Bugisu Coop Union Ltd	43		640	640	0.18	99.34
32 Banyankole Kweterana Coop Union Ltd	36	320		320	0.09	99.43
33 Bukonzo Joint Co-operative Union Ltd	30		320	320	0.09	99.52
Bukonzo Organic Farmers Cooperative						
34 Union	29		320	320	0.09	99.61
35 Mountain Harvest Smc Limited			320	320	0.09	99.70
36 Mt Elgon Agroforestry Communities	38		320	320	0.09	99.79
37 United Organic Coffee Growers Limited	29		320	320	0.09	99.87
38 Geruga Export Limited		75	130	205	0.06	99.93
39 Kibinge Coffee Farmers' Coop Soc Ltd	37	200		200	0.06	99.99
40 Zukuka Bora Coffee Company	42		48	48	0.01	100.00

Annex 3: Main Destinations of Uganda Coffee by Type in April 2020

DESTINATION	POSITION HELD IN MARCH	QUANTITY (60kg bags)			%AGE MARKET SHARE	
		Robusta	Arabica	Total	Individual	Cumulative
Total		262,676	97,297	359,973	100.00	
1 Italy	1	76,238	15,588	91,826	25.51	25.51
2 Germany	3	38,487	24,690	63,177	17.55	43.06
3 Sudan	2	53,900	320	54,220	15.06	58.12
4 India	5	33,667	4,235	37,902	10.53	68.65
5 Spain	4	28,094	320	28,414	7.89	76.54
6 United States	6	1,280	24,789	26,069	7.24	83.79
7 Belgium	7	10,894	8,310	19,204	5.33	89.12
8 Morocco	8	4,240	986	5,226	1.45	90.57
9 South Korea	32	320	4,048	4,368	1.21	91.79
10 Sweden	9		4,130	4,130	1.15	92.93
11 Russia	11	2,894	640	3,534	0.98	93.92
12 Israel	10	2,240	1,280	3,520	0.98	94.89
13 Australia	22	1,332	1,313	2,645	0.73	95.63
14 Japan	14	2,434		2,434	0.68	96.30
15 Poland		1,430	350	1,780	0.49	96.80
16 Greece	13	960	640	1,600	0.44	97.24
17 Mexico	16		1,500	1,500	0.42	97.66
18 Portugal	12	1,344		1,344	0.37	98.03
19 Kenya	23		960	960	0.27	98.30
22 South Sudan	28		900	900	0.25	98.55
21 Croatia	15	700		700	0.19	98.74
22 Netherlands	24	350	350	700	0.19	98.94
23 Slovenia	36	700		700	0.19	99.13
24 Estonia			640	640	0.18	99.31
25 Finland	17	640		640	0.18	99.49
26 Romania	35		350	350	0.10	99.59
27 Ukraine		212	138	350	0.10	99.68
28 China	22	120	200	320	0.09	99.77
29 Singapore			320	320	0.09	99.86
30 Switzerland	25		300	300	0.08	99.94
31 United Kingdom	21	200		200	0.06	100.00

Annex 4: List of Foreign Coffee Buyers during the Month of April 2020

BUYERS	POSITION HELD IN MARCH	QUANTITY (60kg BAGS)			%AGE MARKET SHARE	
		Robusta	Arabica	Total	Individual	Cumulative
Total		262,676	97,297	359,973	100.00	
1 Volcafe	2	37,371	15,856	53,227	14.79	14.79
2 Olam International	3	40,738	7,107	47,845	13.29	28.08
3 Sucafina	1	44,158		44,158	12.27	40.34
4 Altasheel Import & Export	4	39,200		39,200	10.89	51.23
5 Ecom Agro Industrialist	5	8,610	25,035	33,645	9.35	60.58
6 Coex Coffee International	7	9,624	5,330	14,954	4.15	64.74
7 Strauss	19	3,535	6,730	10,265	2.85	67.59
8 Indus Coffee	20	7,800	1,355	9,155	2.54	70.13
9 Bercher Coffee Consulting	21		8,640	8,640	2.40	72.53
10 Bernhard Rothfos	6	7,648		7,648	2.12	74.65
11 Nestle Espana	12	6,120		6,120	1.70	76.35
12 Hamburg Coffee	6	4,060	1,340	5,400	1.50	77.86
13 Grb	18		5,040	5,040	1.40	79.26
14 Cofftea	14	4,900		4,900	1.36	80.62
15 Tata Coffee	10	4,155		4,155	1.15	81.77
16 Elmathahib	22	3,850		3,850	1.07	82.84
17 Export Trading Co	25	3,200		3,200	0.89	83.73
18 Louis Dreyfus	28		3,200	3,200	0.89	84.62
19 Comattir		2,880		2,880	0.80	85.42
20 Ccl Products	29	2,700		2,700	0.75	86.17
21 Touton Geneve			2,688	2,688	0.75	86.91
22 Falcon Commodities			2,560	2,560	0.71	87.63
23 Aldwami Co	9	2,450		2,450	0.68	88.31
24 Icona Café	17	1,322	1,000	2,322	0.65	88.95
25 Sln Coffee Ltd	23	2,240		2,240	0.62	89.57
26 Tropical Gmbh		2,149		2,149	0.60	90.17
27 Alkolkhi		1,750		1,750	0.49	90.66
28 Jiva International		1,650		1,650	0.46	91.12
29 Dek Berlin		1,440		1,440	0.40	91.52
30 Others		19,126	11,416	30,542	8.48	100.00

A sustainable coffee industry with high stakeholder value for social economic transformation