

UCDA

MONTHLY REPORT-FEBRUARY 2021

Key Highlights



A total of 562,763 kilo bags of coffee valued at US\$ 50.55 million were exported in February 2021 at an average weighted price of US\$ 1.50 /kilo, 2 cents higher than US\$ 1.48 /kilo in January 2021. This was an increase of 8.89% and 8.10% in quantity and value respectively compared to the same month last year.



Farm-gate prices for Robusta Kiboko averaged UGX 1,900 per kilo; FAQ UGX 4,000 per kilo, Arabica parchment UGX 5,300 per kilo and Drugar UGX 5,150 per kilo.



Coffee exports 12 months (March 2020 to February 2021) totalled to 5.56 million bags worth US 511.21 million compared to 4,74 million bags worth US\$ 459.47 million the previous year. This represents 17% and 11% increase in quantity and value respectively.



74% of the total volume was exported by 10 exporters, out of 37 companies which performed during the month compared to 72% in January 2021, reflecting increased concentration.

Rwenzori A+ fetched the highest price at US \$ 7.01 per kilo.



The ICO Composite Indicator price increased by 3.1% to 119.35 US cents/lb in February 2021 from US cents/lb 115.73 in January 2021.

1. Coffee exports

Coffee exports in February 2021 amounted to 563,763 60-kilo bags worth US\$ 50.55 million as shown in Fig 1. This comprised 500,685 bags of Robusta valued at US \$ 40.96 million and 62,078 bags of Arabica valued at US\$ 9.59 million (see Table 1 and Annex 1). This was an increase of 18.89% and 8.10% 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 Coffee Year (February 2020), Robusta increased by 28.72% and 18.17% in quantity and value respectively. On the other hand, Arabica exports decreased in both quantity and value by 26.40% and 20.72% respectively.

The decrease in Arabica monthly exports compared to the previous year has been attributed mostly to the off-year biennial cycle characteristic of Arabica production. Increasing Robusta exports during the month was on account of fruition of the newly planted coffee as well as favourable weather. This was also due to a positive trend in global coffee prices which influenced exporters to offload more coffee. The decrease in value of Arabica coffee is due to low volumes exported.

Coffee exports for the 12 months (March 2020-February 2021) amounted to 5,558,175 60-kilo bags worth US\$ 511.21 million compared to 4,744,275-kilo bags valued at US\$ 459.47 million the previous year. This represents 17.16% and 11.26% increase in both quantity and value respectively (Figure 1).

Fig 1: Trend of Total Quantity and Value of Coffee Exported: March 2020- February 2021



Table1: Comparison of Coffee Exports of February 2019/20 and 2020/21 Coffee Years

| Period/Coffee Type | 2019/20 | | 2020/21 | | %age Change | |
|-----------------------|----------------|-------------------|----------------|-------------------|----------------|---------------|
| | Qty(60-kgbag) | Value (US \$) | Qty(60-kgbag) | Value (US \$) | Qty(60-kgbag) | Value (US \$) |
| February Total | 473,328 | 46,757,304 | 562,763 | 50,546,879 | ↑ 18.89 | ↑ 8.10 |
| Robusta | 388,980 | 34,659,016 | 500,685 | 40,955,833 | ↑ 28.72 | ↑ 18.17 |
| Arabica | 84,348 | 12,098,287 | 62,078 | 9,591,046 | ↓ -26.40 | ↓ -20.72 |

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 February 2021. The average export price was US\$ 1.50 per kilo, 2 cents higher than US\$ 1.48 per kilo realized in January 2021. Robusta exports accounted for 88.97% of total exports lower than 89.16% in January 2020. The average Robusta price was US\$ 1.36 per kilo, 1 cent lower than the previous month. Washed Robusta fetched the highest price of US\$ 1.73 per kilo, a premium of 25 over Screen 18, and it was followed by Screen 14 sold at an average price of US\$ 1.50 per kilo, 19 cents higher than US \$ 1.10 per kilo for Screen 12.

Arabica fetched an average price of US\$ 2.57 per kilo, 15 cents higher than in January 2021. The highest price was Rwenzori A+ sold at US\$ 7.01 per kilo., followed by Sustainable Arabica Fully Washed Sipi Falls sold at US\$ 4.57 per kilo. Drugar exports had a 33% share of Arabica exports compared to 24% the previous month and was sold at US\$ 2.23 per kilo, a discount of 51 cents from Bugisu AA. The downward trend in percentage of Drugar exports to total Arabica exports compared to the past depicts a desired outcome of increased washed Arabica quantities and value.

Table 2: Coffee Exports by Type, Grade & Unit Price in February 2021

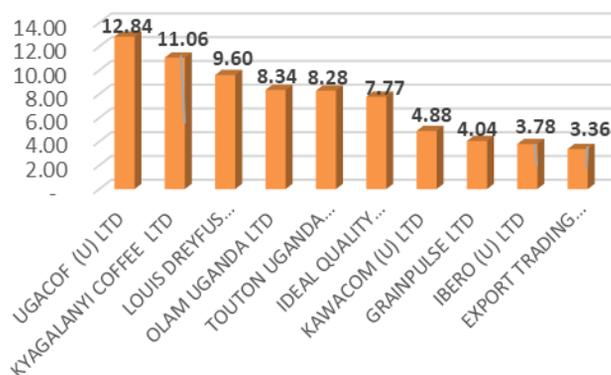
| Coffee type | Quantity 60-Kilo Bags | %-age Quantity | Value in US \$ | %-age Value | Unit Price US\$/Kilo |
|-----------------------------------|-----------------------|----------------|-------------------|---------------|----------------------|
| TOTAL | 562,763 | | 50,546,879 | | 1.50 |
| Washed Robusta | 4,363 | 0.87 | 453,729 | 1.11 | 1.73 |
| Screen 18 | 51,663 | 10.32 | 4,598,545 | 11.23 | 1.48 |
| Screen 17 | 45,460 | 9.08 | 4,012,461 | 9.80 | 1.47 |
| Screen 15 | 249,943 | 49.92 | 20,872,580 | 50.96 | 1.39 |
| Screen 14 | 1,560 | 0.31 | 140,740 | 0.34 | 1.50 |
| Screen 13 | 4,464 | 0.89 | 350,959 | 0.86 | 1.31 |
| Screen 12 | 75,337 | 15.05 | 5,930,890 | 14.48 | 1.31 |
| Bhp1199 | 42,555 | 8.50 | 2,815,879 | 6.88 | 1.10 |
| Other Robustas | 25,340 | 5.06 | 1,780,050 | 4.35 | 1.17 |
| Total Robusta | 500,685 | 100.00 | 40,955,833 | 100.00 | 1.36 |
| Organic Bugisu | 300 | 0.48 | 54,465 | 0.57 | 3.03 |
| Organic Okoro | 2,504 | 4.03 | 424,682 | 4.43 | 2.83 |
| Sustainable Arabica FW Sipi Falls | 3,026 | 4.87 | 830,360 | 8.66 | 4.57 |
| Rwenzori A+ | 5 | 0.01 | 2,103 | 0.02 | 7.01 |
| Mt Elgon A+ | 3,734 | 6.02 | 655,118 | 6.83 | 2.92 |
| Okoro CPB | 160 | 0.26 | 25,397 | 0.26 | 2.65 |
| Bugisu AA | 6,040 | 9.73 | 992,400 | 10.35 | 2.74 |
| Bugisu AB | 7,148 | 11.51 | 1,180,584 | 12.31 | 2.75 |
| Bugisu B | 58 | 0.09 | 7,672 | 0.08 | 2.20 |
| Bugisu C | 1,243 | 2.00 | 192,041 | 2.00 | 2.57 |
| Bugisu PB | 58 | 0.09 | 7,672 | 0.08 | 2.20 |
| Wugar | 12,503 | 20.14 | 2,065,801 | 21.54 | 2.75 |
| Drugar | 20,652 | 33.27 | 2,759,123 | 28.77 | 2.23 |
| Other Arabicas | 4,647 | 7.49 | 393,628 | 4.10 | 1.41 |
| Total Arabica | 62,078 | 100.00 | 9,591,046 | 100.00 | 2.57 |

3. Individual Exporter Performance

Figure 2 shows the top 10 export companies in the month of February 2021. Ugacof (U) Ltd had the highest market share with 12.84% compared to 12.30% in January 2021. It was followed by Kyagalanyi Coffee Ltd 11.06% (12.27%); Louis Dreyfus Company (U) Ltd 9.60% (8.09%); Olam Uganda Ltd 8.34% (10.16%) Touton Uganda Ltd 8.28% (4.26%) Ideal Quality Commodities Ltd 7.77% (9.03%) Kawacom (U) Ltd 4.88% (4.86%); and Grainpulse Ltd 4.04% (3.92%). **The figures in brackets represent percentage market share held in January 2021*

The top 10 exporters held a market share of 74% compared to 72% the previous month. There were changes in positions compared to last month reflecting competition at the exporter level. Out of the 40 exporters that performed, 19 exported Robusta Coffee only while 5 exported Arabica coffee only. Annex 2 shows a detailed list of exporters performance in February 2021.

Figure 2: Top 10 Exporting Companies by percentage market share



4. Foreign buyers of Uganda Coffee

Annex 4 shows a list of Ugandan coffee foreign buyers in February 2021. The top 10 buyers held a market share of 58.56% of total exports, lower than 61.84% the previous month. Sucafina led with a market share of 12.68% compared to 11.70% in January 2021. It was followed by Olam International 9.41% (11.82%); Volcafe 9.20% (9.24%); Ecom Agro Industrialist 6.39% (4.41%); Hamburg Coffee 5.84% (4.28%); Bernhard Rothfos 4.37% (4.03%); Bercher Coffee Consulting 2.90% (1.57%); Jacobs Douwe Egberts 2.75% (1.45%); Luigi Lavazza 2.52% (3.12%) and Altasheel Import & Export Enterprises 2.49% (6.19%). *Note: The figures in brackets represent percentage performance in the previous month - January 2021.*

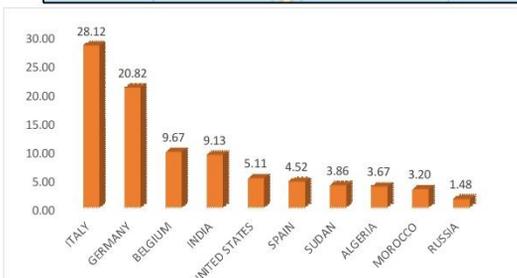
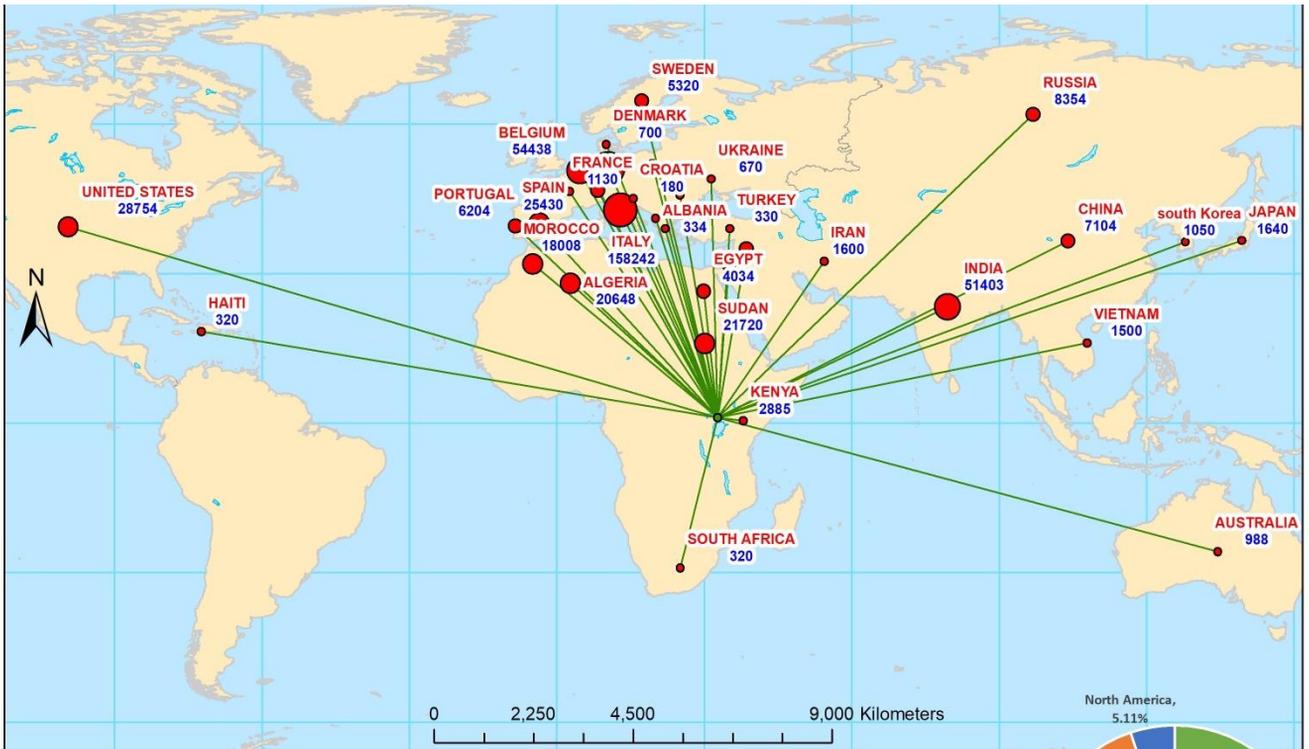
Minimal changes in relative position compared to the previous month reflect market consolidation of major buyers of Uganda coffee.

Fig 3 Map showing Uganda's coffee destinations for February 2021.

5. Coffee Exports By Destination

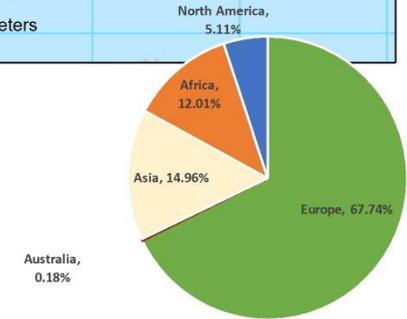
The destinations of Uganda's coffee exports during the month of February 2021 are shown in Fig 3 (details in Annex 3). Italy maintained the highest market share with 28.12% compared with 32.10% last month. It was followed by Germany 20.82% (13.37%), Belgium 9.67% (10.73%) India 9.13% (7.09%) and United States 5.11% (5.29%). **The figures in brackets represent percentage market share held in January 2021.*

Coffee exports to Africa amounted to 67,615 bags, a market share of 12% compared to 80,332 bags (18%) the previous month. African countries included Sudan, Morocco, Kenya, Algeria, Egypt and South Africa. Europe remained the main destination for Uganda's coffees with a 68% imports share.



Robusta: 500,685

Arabica: 62,078



6. Global Situation

World coffee exports amounted to 10.21 million bags in January 2021 compared with 10.59 million in January 2020. Exports for the first 4 months of coffee year 2020/21 (October 2020-January 2021) increased by 3.7% to 41.88 million bags from 40.38 million bags the previous period (October 2019-January 2020). The ICO Composite Indicator price increased by 3.5% to 119.35 US cents compared to 114.73 US cents in January 2021. The prices in February had support from weather concerns over Brazil's next off year Arabica crop. Preliminary estimate for global coffee production for 2020/21 is 171.90 million bags while the consumption is 166.63 million bags as social distancing measures remain in place, limiting out-of-home consumption and the slow recovery of the global economy.

7. Local Situation

During the month of February 2021, farm gate prices ranged from Sh.1,800-2,100/= per kilo of Kiboko (Robusta dry cherries); Shs. 3,800-4,200/= for FAQ; Sh. 5,000-5,600/= for Arabica parchment; and Sh. 5,000-5,300/= per kilo for Drugar from Kasese. Robusta Kiboko averaged UGX 1,900/= per kilo; FAQ UGX 4,000/= per kilo, Arabica parchment UGX 5,300/= per kilo and Drugar UGX 5,150/= per kilo.

8. Coffee Development and Promotional Activities

During the month, all regions remained mostly dry though some parts received scattered and discreet showers. In some places, the rains received triggered flowering of trees and the dry conditions continued to enhance coffee ripening and its subsequent drying. Rehabilitation and renovation of coffee continued with a total of 165,223 old trees representing 147 acres stumped during the month by 128 individual farmers (87Male and 41Female). Collaborative work with farmer groups continued; a total of 29 groups were engaged in aspects of rehabilitation, preparation for planting, pests and disease management, soil fertility management and good harvesting and post harvesting handling practices in Western, Greater Masaka, South Western, Central, Eastern and Northern regions. Farm visits coupled with farmer trainings for small groups of farmers were conducted to 285 farmers (199Male and 81 Female). Sensitization to individual farmers, traders and processors to improve quality of coffee through improved harvesting, post-harvest handling and primary processing continued. 10 and 19 new factories and stores respectively were registered during the month. Mpigi District Local Government through the Agriculture Cluster Development Project (ACDP) under Ministry of Agriculture, Animal Industry and Fisheries supported 13 Farmer Groups with 13 coffee hulling facilities located in in the seven Sub Counties of Mpigi district. This has encouraged bulking of coffee among farmer groups in Mpigi. Hoima, Kikuube, Buliisa, Masindi and Kiryandongo districts have experienced high incidence of root rot, collar rot and root mealybugs. There has been a resurgence of Coffee Wilt disease (CWD) in western region that requires urgent attention.

9. Outlook for March 2021

Coffee exports are projected to be 500,000 bags as the main harvesting period in Central and Eastern regions is at its tail end. Increased exports would be fuelled by increasing global coffee prices which will attract exporters to continue releasing their stocks. Drier weather will quicken drying and movement of the remaining coffee from the countryside.

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

| Coffee Year | 2019/20 | | 2020/21 | | %age Change | |
|----------------------|------------------|--------------------|------------------|--------------------|---------------|---------------|
| Coffee Year | Quantity | Value \$ | Quantity | Value \$ | Quantity | Value \$ |
| Grand Total | 2,091,675 | 205,811,890 | 2,289,880 | 204,890,770 | 9.48 | -0.45 |
| Total Robusta | 1,686,253 | 152,475,856 | 2,017,161 | 165,980,801 | 19.62 | 8.86 |
| Total Arabica | 405,422 | 53,436,032 | 273,039 | 38,944,966 | -32.65 | -27.12 |
| February | 473,328 | 46,757,304 | 562,763 | 50,546,879 | 18.89 | 8.10 |
| Robusta | 388,980 | 34,659,016 | 500,685 | 40,955,833 | 28.72 | 18.17 |
| Arabica | 84,348 | 12,098,287 | 62,078 | 9,591,046 | -26.40 | -20.72 |
| January | 469,663 | 47,974,121 | 446,240 | 39,679,708 | -4.99 | -17.29 |
| Robusta | 376,874 | 34,286,315 | 398,160 | 32,710,315 | 5.65 | -4.60 |
| Arabica | 92,789 | 13,687,806 | 48,400 | 7,018,981 | -47.84 | -48.72 |
| December | 330,248 | 31,868,091 | 422,560 | 37,763,081 | 27.95 | 18.50 |
| Robusta | 280,603 | 24,990,250 | 374,847 | 30,830,429 | 33.59 | 23.37 |
| Arabica | 49,645 | 6,977,841 | 47,713 | 6,918,061 | -3.89 | -0.86 |
| November | 439,505 | 42,266,045 | 430,324 | 38,286,600 | -2.09 | -9.42 |
| Robusta | 336,366 | 30,420,946 | 372,211 | 30,548,107 | 10.66 | 0.42 |
| Arabica | 103,139 | 11,845,098 | 58,113 | 7,738,494 | -43.66 | -34.67 |
| October | 378,931 | 36,946,329 | 427,993 | 38,614,502 | 12.95 | 4.52 |
| Robusta | 303,430 | 28,119,329 | 371,258 | 30,936,117 | 22.35 | 10.02 |
| Arabica | 75,501 | 8,827,000 | 56,735 | 7,678,384 | -24.86 | -13.01 |

Annex 2: List of Coffee Exporters and their Market Share: February 2021

| EXPORTING COMPANY | POSITION HELD IN JANUARY | QUANTITY (Bags) | | | PERCENTAGE MARKET SHARE | |
|---|--------------------------|-----------------|---------------|----------------|-------------------------|------------|
| | | Robusta | Arabica | Total | Individual | Cumulative |
| Total | | 500,685 | 62,078 | 562,763 | 100.00 | |
| 1 Ugacof (U) Ltd | 1 | 67,703 | 4,550 | 72,253 | 12.84 | 12.84 |
| 2 Kyagalanyi Coffee Ltd | 2 | 47,593 | 14,671 | 62,264 | 11.06 | 23.90 |
| 3 Louis Dreyfus Company (U) Ltd | 5 | 53,698 | 320 | 54,018 | 9.60 | 33.50 |
| 4 Olam Uganda Ltd | 3 | 41,416 | 5,503 | 46,919 | 8.34 | 41.84 |
| 5 Touton Uganda Limited | 7 | 45,550 | 1,050 | 46,600 | 8.28 | 50.12 |
| 6 Ideal Quality Commodities Ltd | 4 | 41,198 | 2,501 | 43,699 | 7.77 | 57.88 |
| 7 Kawacom (U) Ltd | 6 | 13,436 | 14,026 | 27,462 | 4.88 | 62.76 |
| 8 Grainpulse Ltd | 8 | 22,074 | 680 | 22,754 | 4.04 | 66.81 |
| 9 Ibero (U) Ltd | 12 | 21,173 | 122 | 21,295 | 3.78 | 70.59 |
| 10 Export Trading Company (U) Ltd | 11 | 18,910 | | 18,910 | 3.36 | 73.95 |
| 11 Besmark Coffee Company Limited | 10 | 14,110 | 4,510 | 18,620 | 3.31 | 77.26 |
| 12 Kampala Domestic Store Ltd | 9 | 13,972 | | 13,972 | 2.48 | 79.74 |
| 13 Bakhsons Trading Co. (U) Ltd | 14 | 12,860 | 640 | 13,500 | 2.40 | 82.14 |
| 14 Discovery Trading Limited | 22 | 12,068 | | 12,068 | 2.14 | 84.29 |
| 15 Zigoti Coffee Works Ltd | 19 | 10,598 | | 10,598 | 1.88 | 86.17 |
| 16 Coffee World Ltd | 13 | 10,170 | | 10,170 | 1.81 | 87.98 |
| 17 Tata Uganda Limited | 17 | 9,600 | | 9,600 | 1.71 | 89.68 |
| 18 Great Lakes Coffee Company Ltd | 18 | 3,082 | 4,368 | 7,450 | 1.32 | 91.01 |
| 19 Commodity Solutions (U) Ltd | 21 | 6,930 | | 6,930 | 1.23 | 92.24 |
| 20 The Edge Trading (U) Ltd | 16 | 5,178 | 1,362 | 6,540 | 1.16 | 93.40 |
| 21 Mbale Importers & Exporters Ltd | 23 | 3,154 | 2,836 | 5,990 | 1.06 | 94.46 |
| 22 Sena Indo Uganda Limited | 15 | 5,802 | | 5,802 | 1.03 | 95.50 |
| 23 Ankole Coffee Producers Coop Union Ltd | 20 | 3,560 | | 3,560 | 0.63 | 96.13 |
| 24 Ishaka Quality Commodities Ltd | 24 | 3,372 | | 3,372 | 0.60 | 96.73 |
| 25 Darley Investments Ltd | 25 | 1,880 | 1,280 | 3,160 | 0.56 | 97.29 |
| 26 Nakana Coffee Factory Ltd | 32 | 3,066 | | 3,066 | 0.54 | 97.83 |
| 27 Kaweri Coffee Plantation | 26 | 2,880 | | 2,880 | 0.51 | 98.35 |

Annex 2: List of Coffee Exporters and their Market Share: February 2021

| EXPORTING COMPANY | POSITION HELD IN JANUARY | QUANTITY (Bags) | | Percentage Market Share | | |
|---|--------------------------|-----------------|---------|-------------------------|------------|------------|
| | | Robusta | Arabica | Total | Individual | Cumulative |
| 28 Rezlex Investment Ltd | | 1,336 | | 1,336 | 0.24 | 98.58 |
| 29 Bakwanye Trading Co. Ltd | 30 | | 1,280 | 1,280 | 0.23 | 98.81 |
| 30 Kibinge Coffee Farmers' Coop Soc Ltd | 31 | 1,280 | | 1,280 | 0.23 | 99.04 |
| 31 Bukonzo Joint Co-operative Union Ltd | | | 1,182 | 1,182 | 0.21 | 99.25 |
| 32 African Prime Fresh Produce Limited | 34 | 700 | | 700 | 0.12 | 99.37 |
| 33 Karaz Coffee Factory | | 668 | | 668 | 0.12 | 99.49 |
| 34 Tilotaz International Limited | | 640 | | 640 | 0.11 | 99.60 |
| 35 Tariq General Suppliers Ltd | 27 | | 450 | 450 | 0.08 | 99.68 |
| 36 Friends Of Mothers Initiative Ltd | | | 422 | 422 | 0.07 | 99.76 |
| 37 Nucafe | | 360 | 5 | 365 | 0.06 | 99.82 |
| 38 Gisha Coffee Ltd | 29 | 334 | | 334 | 0.06 | 99.88 |
| 39 Hampage (U) Limited | | 334 | | 334 | 0.06 | 99.94 |
| Bukonzo Organic Farmers Cooperative 40 Union | 36 | | 320 | 320 | 0.06 | 100.00 |

| Annex 3: Main Destinations of Uganda Coffee by Type in February 2021 | | | | | | | |
|--|---------------|--------------------------|----------------------|---------|---------|-------------------|------------|
| Destination | | Position Held in January | Quantity (60kg bags) | | | %Age Market Share | |
| | | | Robusta | Arabica | Total | Individual | Cumulative |
| Total | | | 500,685 | 62,078 | 562,763 | 100.00 | |
| 1 | Italy | 1 | 152,791 | 5,451 | 158,242 | 28.12 | 28.12 |
| 2 | Germany | 2 | 107,005 | 10,137 | 117,142 | 20.82 | 48.93 |
| 3 | Belgium | 4 | 45,890 | 8,548 | 54,438 | 9.67 | 58.61 |
| 4 | India | 5 | 48,602 | 2,801 | 51,403 | 9.13 | 67.74 |
| 5 | United States | 6 | 11,318 | 17,436 | 28,754 | 5.11 | 72.85 |
| 6 | Spain | 7 | 24,674 | 756 | 25,430 | 4.52 | 77.37 |
| 7 | Sudan | 3 | 21,270 | 450 | 21,720 | 3.86 | 81.23 |
| 8 | Algeria | 8 | 20,648 | | 20,648 | 3.67 | 84.90 |
| 9 | Morocco | 9 | 17,342 | 666 | 18,008 | 3.20 | 88.10 |
| 10 | Russia | 11 | 8,284 | 70 | 8,354 | 1.48 | 89.58 |
| 11 | China | 15 | 3,180 | 3,924 | 7,104 | 1.26 | 90.85 |
| 12 | Portugal | 16 | 6,204 | | 6,204 | 1.10 | 91.95 |
| 13 | Israel | 13 | 4,960 | 610 | 5,570 | 0.99 | 92.94 |
| 14 | Switzerland | | 5,320 | 22 | 5,342 | 0.95 | 93.89 |
| 15 | Sweden | 12 | 360 | 4,960 | 5,320 | 0.95 | 94.83 |
| 16 | Syria | | 4,636 | | 4,636 | 0.82 | 95.66 |
| 17 | Egypt | 20 | 4,034 | | 4,034 | 0.72 | 96.37 |
| 18 | Kenya | | | 2,885 | 2,885 | 0.51 | 96.89 |
| 19 | Poland | 10 | 2,455 | 350 | 2,805 | 0.50 | 97.38 |
| 20 | Greece | 31 | 2,100 | | 2,100 | 0.37 | 97.76 |
| 21 | Japan | 14 | 600 | 1,040 | 1,640 | 0.29 | 98.05 |
| 22 | Iran | | 1,600 | | 1,600 | 0.28 | 98.33 |
| 23 | Vietnam | 17 | 1,500 | | 1,500 | 0.27 | 98.60 |
| 24 | Romania | 27 | 1,400 | | 1,400 | 0.25 | 98.85 |
| 25 | France | 30 | 1,130 | | 1,130 | 0.20 | 99.05 |
| 26 | South Korea | 23 | | 1,050 | 1,050 | 0.19 | 99.24 |
| 27 | Australia | | 668 | 320 | 988 | 0.18 | 99.41 |

Annex 3: Main Destinations of Uganda Coffee by Type in February 2021

| Destination | Position Held In JANUARY | QUANTITY (60kg Bags) | | | %Age Market Share | |
|-----------------|--------------------------|----------------------|---------|-------|-------------------|------------|
| | | Robusta | Arabica | Total | Individual | Cumulative |
| 28 Denmark | 21 | 700 | | 700 | 0.12 | 99.54 |
| 29 Ukraine | | 670 | | 670 | 0.12 | 99.65 |
| 30 Netherlands | 25 | 360 | 62 | 422 | 0.07 | 99.73 |
| 31 Albania | 28 | 334 | | 334 | 0.06 | 99.79 |
| 32 Turkey | 24 | 330 | | 330 | 0.06 | 99.85 |
| 33 Haiti | 32 | | 320 | 320 | 0.06 | 99.90 |
| 34 South Africa | | 320 | | 320 | 0.06 | 99.96 |
| 35 Croatia | 18 | | 180 | 180 | 0.03 | 99.99 |
| 36 Saudi-Arabia | 26 | | 40 | 40 | 0.01 | 100.00 |

Annex 4: List of Foreign Coffee Buyers during the Month of February 2021

| BUYERS | POSITION HELD IN JANUARY | QUANTITY (60kg BAGS) | | | %AGE MARKET SHARE | |
|------------------------------|--------------------------|----------------------|---------------|----------------|-------------------|------------|
| | | Robusta | Arabica | Total | Individual | Cumulative |
| Total | | 500,685 | 62,078 | 562,763 | 100.00 | |
| 1 Sucafina | 2 | 66,828 | 4,550 | 71,378 | 12.68 | 12.68 |
| 2 Olam International | 1 | 45,006 | 7,973 | 52,979 | 9.41 | 22.10 |
| 3 Volcafe | 3 | 39,672 | 12,107 | 51,779 | 9.20 | 31.30 |
| 4 Ecom Agro Industrialist | 5 | 23,546 | 12,426 | 35,972 | 6.39 | 37.69 |
| 5 Hamburg Coffee | 6 | 32,236 | 640 | 32,876 | 5.84 | 43.53 |
| 6 Bernhard Rothfos | 7 | 24,093 | 472 | 24,565 | 4.37 | 47.90 |
| 7 Bercher Coffee Consulting | 17 | 12,180 | 4,160 | 16,340 | 2.90 | 50.80 |
| 8 Jacobs Douwe Egberts | 18 | 15,480 | | 15,480 | 2.75 | 53.55 |
| 9 Luigi Lavazza | 10 | 14,160 | | 14,160 | 2.52 | 56.07 |
| 10 Altasheel Import & Export | 4 | 14,000 | | 14,000 | 2.49 | 58.56 |
| 11 Tata Coffee Ltd | 14 | 11,380 | | 11,380 | 2.02 | 60.58 |
| 12 Indus Coffee | 26 | 8,456 | 2,181 | 10,637 | 1.89 | 62.47 |
| 13 Koninklijke Douwe | | 9,720 | 668 | 10,388 | 1.85 | 64.31 |
| 14 N V Group Sopex | 21 | 9,310 | 640 | 9,950 | 1.77 | 66.08 |
| 15 Melitta | | 9,480 | | 9,480 | 1.68 | 67.77 |
| 16 Sarl Sodplus | 15 | 9,310 | | 9,310 | 1.65 | 69.42 |
| 17 Icona Café | 9 | 7,354 | 1,360 | 8,714 | 1.55 | 70.97 |
| 18 Vollers | 13 | 7,506 | 640 | 8,146 | 1.45 | 72.42 |
| 19 Strauss Commodities | 11 | 7,735 | 350 | 8,085 | 1.44 | 73.85 |
| 20 Pacorini Silocaf | 16 | 8,060 | | 8,060 | 1.43 | 75.29 |
| 21 Louis Dreyfus | 23 | 7,303 | 320 | 7,623 | 1.35 | 76.64 |
| 22 Vidya Herbs | | 7,300 | | 7,300 | 1.30 | 77.94 |
| 23 American Coffee | | 6,120 | | 6,120 | 1.09 | 79.02 |
| 24 S&d Sucden | | 5,105 | | 5,105 | 0.91 | 79.93 |
| 25 Bijdendijk | | 4,620 | | 4,620 | 0.82 | 80.75 |
| 26 Molenbergnatie | | 4,112 | | 4,112 | 0.73 | 81.48 |
| 27 Masiques | | 3,852 | | 3,852 | 0.68 | 82.17 |
| 28 J.Muller Weser Gmbh & Co. | | 3,600 | | 3,600 | 0.64 | 82.81 |
| 29 Touton Geneve | | 3,590 | | 3,590 | 0.64 | 83.45 |
| 30 Others | | 79,571 | 13,591 | 93,162 | 16.55 | 100.00 |

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