UCDA

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Report CY 2022/23 Issue 7

MAAIF Ministry of Agriculture Animal Industry and Fisheries

UCDA Uganda Coffee Development Authority

Key Highlights

A total of 373,610 60-kilo bags of coffee valued at US$ 59.99 million were exported in April 2023 at an average price of US$ 2.68/kilo, US cents 24 higher than US$ 2.44 /kilo in March 2023, and US cents 22 lower than US$ 2.83/kilo in April 2022. This was a decrease of 8% and 15% in quantity and value respectively compared to the same month last year.

Farm-gate prices for Robusta Kiboko averaged UGX **2,900** per kilo; FAQ UGX **7,050 per** kilo, Arabica parchment UGX 9,150 per kilo and Drugar UGX **8.050** per kilo.

Coffee exports for 12 months (May 2022-April 2023) totaled 5.73 million bags worth US$ 838.54 million compared to 6.38 million bags worth US$ 811.23 million the previous year (May 2021-April 2022). This represents a decrease of 10% in quantity but an increase of 3% in value.

76% of the total volume was exported by 10 exporters, out of 47 companies which performed during the month , the same as in March 2023.

Sustainable Arabica and Bugisu PB fetched the highest price at US $ 5.06 per kilo.

1. Coffee exports

Coffee exports in April 2023 amounted to 373,610 60-kilo bags, worth US$ 59.99 million as shown in **Fig 1**. This comprised 238,636 bags of Robusta valued at US $31.50 million and 134,974 bags of Arabica valued at US$ 28.49 million (*see Table 1 and Annex 1).* This was a decrease of 8.37% and 15.37% 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 (April 2022), Robusta decreased by 13.91% and 15.40% in quantity and value respectively, while Arabica exports increased by 3.41% in quantity but decreased by 15.35% in value.

The monthly coffee exports performance was lower than the previous year which was seen in Robusta exports and was partly on account of an earlier drought coupled with reduced exports to Sudan reflected in the market share which reduced from 18% in March 2023 to 11% in April 2023. Arabica exports were higher compared to the same month last year due to an on-year of the biennial cycle characteristic of Arabica coffee production. The decrease in Arabica value was pegged on a seemingly high output from Brazil in Coffee Year 2023/24 where harvesting is to intensify in May 2023, that is weighing on prices.

Coffee exports for 12 months (May 2022-April 2023) totaled 5.73 million bags worth US$ 838.54 million compared to 6.38 million bags worth US$ 811.23 million the previous year (May 2021-April 2022). This represents a decrease of 10% in quantity but an increase of 3% in value.

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Fig 1: Trend of Total Quantity and Value of Coffee Exported: May 2022- April 2023

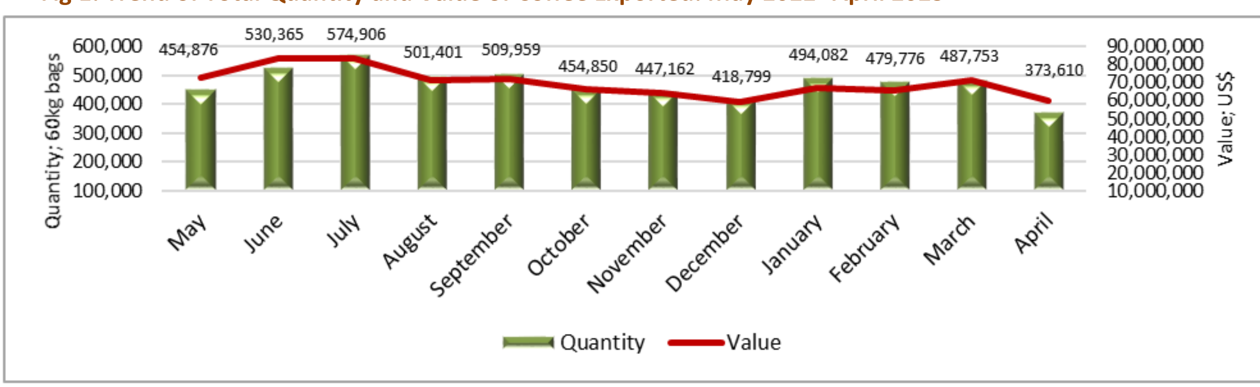

Table1: Comparison of Coffee Exports of April 2021/22 and 2022/23 Coffee Years

Period/Coffee Type	2021/22		2022/23		%age Change	
	Qty(60-kg bags)	Value (US $)	Qty(60-kg bags)	Value (US $)	Qty	Value
April Total	**407,724**	**70,888,211**	**373,610**	**59,990,064**	↓ **-8.37**	↓ ***-15.37***
Robusta	**277,206**	37,228,537	238,636	31,495,658	↓ -13.91	↓ -15.40
Arabica	130,518	33,659,674	134,974	28,494,406	↑ 3.41	↓ 15.35

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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 April 2023. The average export price was US$ 2.68 per kilo, 24 U.S cent higher than US$ 2.44 per kilo realized in March 2023. It was 22 US cents lower than in April 2022 (US $ 2.90/kilo). Robusta exports accounted for 64% of total exports lower than 75% in March 2023. The average Robusta price was US$ 2.20 per kilo, higher than US$ 2.10 per kilo the previous month. The highest price was for Organic Robusta sold at US $ 3.14 per kilo, a premium of 78 cents above Screen 18. This was followed by Washed Robusta sold at US$ 2.46 per kilo, a premium of 10 cents above Conventional Screen 18.

The share of Sustainable/washed coffee to total Robusta exports was 2.53% higher than 0.87% in March 2023.
Arabica fetched an average price of US$ 3.52 per kilo, US cents 5 higher than US$ 3.47 per kilo realized in March 2023. The highest price was Sustainable Arabica Fully Washed Sipi Falls and Bugisu PB sold at US$ 5.06 per kilo. It was followed by Organic Okoro sold at US$ 4.91 per kilo. Drugar was sold at US$ 3.28 per kilo, a discount of US cents 55 from Bugisu AA. Drugar exports were 37% of total Arabica exports compared to 38% the previous month.. The share of sustainable Arabica exports to total Arabica exports was 8% lower than 18% in March 2023.

Table 2: Coffee Exports by Type, Grade & Unit Price in April 2023

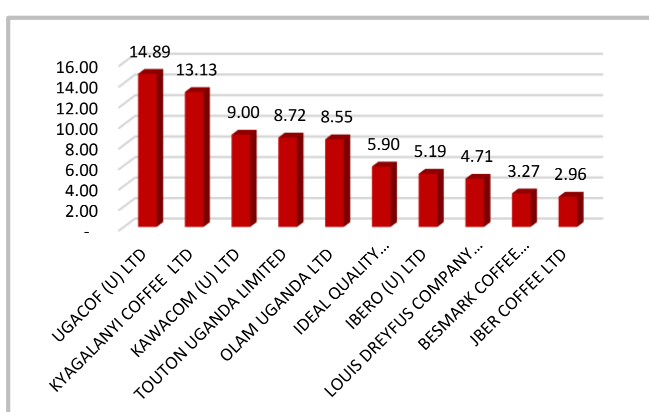
Coffee type	Quantity 60-Kilo Bags	%-age Quantity	Value in US $	%-age Value	Unit Price US$/Kilo
Total	**373,610**		**59,990,064**		**2.68**
Organic Robusta	1,440	0.60	212,706	0.68	2.46
Washed Robusta	1,920	0.80	361,243	1.15	3.14
Screen 18 Fairtrade	720	0.30	96,191	0.31	2.23
Screen 15 Organic	320	0.13	42,752	0.14	2.23
Screen 15 Fairtrade	720	0.30	96,191	0.31	2.23
Screen 14 Fairtrade	360	0.15	48,096	0.15	2.23
Screen 12 Organic	2,000	0.84	267,198	0.85	2.23
Screen 18	20,775	8.71	2,947,079	9.36	2.36
Screen 17	16,485	6.91	2,198,753	6.98	2.22
Screen 15	89,158	37.36	12,157,179	38.60	2.27
Screen 14	11,070	4.64	1,591,431	5.05	2.40
Screen 12	41,045	17.20	5,512,422	17.50	2.24
BHP 1199	18,640	7.81	1,999,760	6.35	1.79
Other Robustas	33,983	14.24	3,964,658	12.59	1.94
Total Robustas	**238,636**	**100.00**	**31,495,658**	**100.00**	**2.20**
Organic Okoro	120	0.09	35,349	0.12	4.91
Sustainable Arabica/Sipi Falls	1,999	1.48	606,356	2.13	5.06
Wugar Organic	320	0.24	79,620	0.28	4.15
Mt Elgon A+	6,861	5.08	1,809,861	6.35	4.40
Mt Elgon AA	999	0.74	235,123	0.83	3.92
Rwenzori AA	100	0.07	26,984	0.09	4.50
Bugisu A+	720	0.53	167,830	0.59	3.88
Bugisu AA	13,603	10.08	3,123,104	10.96	3.83
Bugisu AB	17,177	12.73	4,099,311	14.39	3.98
Bugisu PB	65	0.05	19,747	0.07	5.06
Bugisu C/PB	2,410	1.79	544,183	1.91	3.76
Bugisu A	2,700	2.00	620,041	2.18	3.83
Bugisu C	120	0.09	29,841	0.10	4.14
Mixed Arabica	960	0.71	126,985	0.45	2.20
Wugar	22,213	16.46	5,228,533	18.35	3.92
Drugar	49,961	37.02	9,817,537	34.45	3.28
Other Arabicas	14,646	10.85	1,923,998	6.75	2.19
Total Arabicas	**134,974**	**100.00**	**28,494,406**	**100.00**	**3.52**

3. Individual Exporter Performance

Figure 2 shows the top 10 export companies' performance in the month of April 2023. Ugacof (U) Ltd had the highest market share of 14.89% compared to 13.97% in March 2023. It was followed by Kyagalanyi Coffee Ltd 13.13% (11.97%); Kawacom (U) Ltd 9.00% (9.32%) Touton Uganda Limited 8.72% (8.66%); Olam Uganda Ltd 8.55% (9.27%), Ideal Quality Commodities Ltd 5.90% (6.58%); Ibero (U) Ltd 5.19% (3.63%); Louis Dreyfus Company (U) Ltd 4.71% (3.94%); Besmark Coffee Company (U) Ltd 3.27% (2.07%); and Jber Coffee Ltd 2.96% (3.46%) **The figures in brackets represent percentage market share held in March 2023.*

The top 10 exporters held a market share of 76% the same as the previous month reflecting increasing concentration. Changes in exporter positions compared to last month show competition at this level. Out of the 47 exporters that performed, 23 exported Robusta Coffee only while 12 exported Arabica coffee only. **Annex 2** shows a detailed list of exporters' performance in March 2023.

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 April 2023 are shown in **Fig 3** (details in **Annex 3**). Italy maintained the highest market share with 26.66% compared to 32.61 % last month. It was followed by Germany 19.27% (13.01%), India 12.60% (11.51%), Sudan 10.59% (17.66%) and U.S.A 5.78% (4.37%). **The figures in brackets represent percentage market share held in March 2023.* The first 10 major destinations of Uganda coffee took a market share of 89.94% compared to 91.13 % last month. Coffee exports to Africa amounted to 51,418 bags, a market share of 14% compared to 103,937 bags (21%) the previous month. African countries that imported Uganda coffee included Sudan, Morocco, South Africa, Egypt, Algeria and Kenya. Europe remained the main destination for Uganda's coffees with a 62% imports share, higher than 60% in March 2023. There were some changes in relative position of the first ten major destinations with Sudan's market share dropping to 11.% from 18% the previous month.

5. Foreign buyers of Uganda Coffee

Annex 4 shows a list of Ugandan coffee foreign buyers in April 2023. The top 10 buyers held a market share of 63% of total exports, same as the previous month. Sucafina led with a market share of 14.88% compared to 13.07% in March 2023. It was followed by Touton Geneve 9.10% (9.10%); Olam International 9.00% (9.62%); Ecom Agro industrialist 7.41% (9.08%) Volcafe 6.50% (6.59%); Bernhard Rothfos 5.19%; (4.08%) Louis Dreyfus 4.79%, (3.94%) GRB 3.08% (1.32%) Hamburg Coffee 2.23% (3.75%) and Strauss 2.09% (2.40%)

Note: *The figures in brackets represent percentage performance in the previous month – March 2023.*

There were changes in the relative positions of the first 10 major buyers reflecting continued demand for Uganda coffee abroad.

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Figure 3: Top ten export destinations by percentage market share

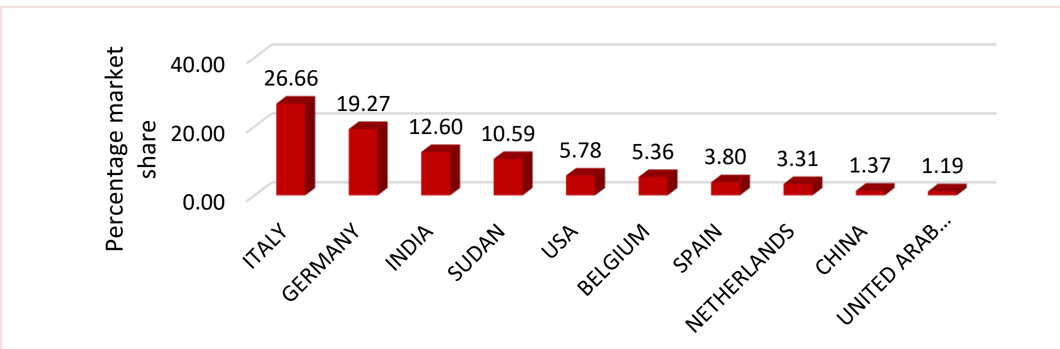


Figure 4: Percentage export share by continent

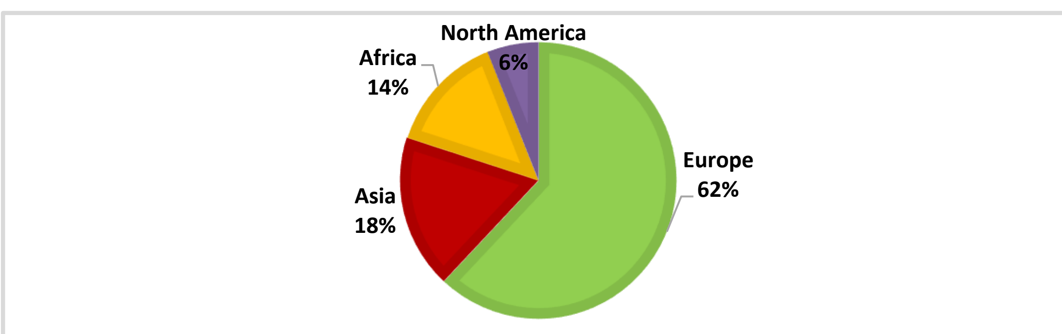
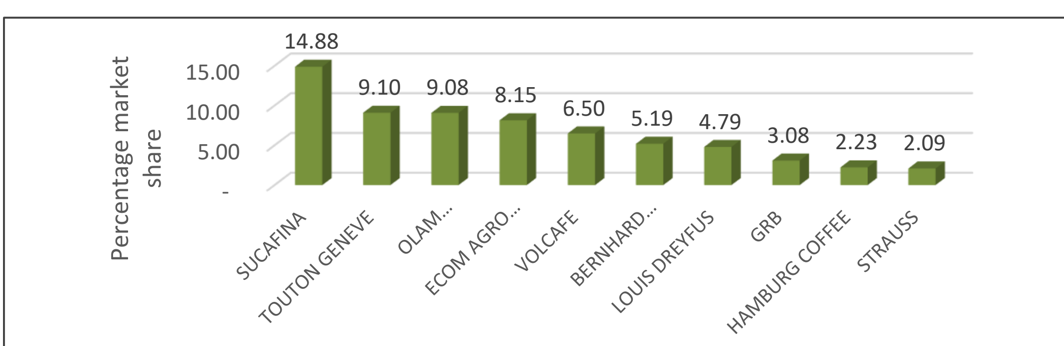


Figure 5: Top ten buyers by percentage market share



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6. Global Situation

World coffee production for 2022/23 is forecast to rebound 6.6 million bags from the previous year to 172.8 million due primarily to Brazil's Arabica crop entering the on-year of the biennial production cycle. Global consumption is expected to rise by 800,000 bags to 167.9 million, with the largest gains in the European Union, the United States of America and Brazil. World coffee bean exports are forecast 3.0 million bags lower to 116.1 million as losses in Brazil, Vietnam, and India more than offset gains in Honduras and Colombia. Ending stocks are expected 1.5 million bags higher to 34.1 million. (United States Department of Agriculture, Coffee: World Markets and Trade report).

7. Local Situation

During the month of April 2023, farm gate prices ranged from Sh.2,800-3,000/= per kilo of Kiboko (Robusta dry cherries); Shs. 6,800-7,300/= for FAQ (Fair Average Quality); Sh. 8,800- 9,500/= for Arabica parchment; and Sh. 7,800-8,300/= per kilo for Drugar from Kasese. Robusta Kiboko averaged UGX 2,900 per kilo; FAQ UGX 7,050 per kilo, Arabica parchment UGX 9,150 per kilo and Drugar UGX 8,050/= per kilo.

8. Coffee Development and Promotional Activities

In the month of April 2023, high levels of rain were received in most parts of the country. The rains were characterized by low temperatures and hailstorms. The survival rate of the newly planted coffee is expected to range between 75%-80% due to the consistent heavy rains. A high degree of infestation of the Black Coffee Twig Borer (BCTB), and Red Blister Disease was reported in all Robusta growing regions. UCDA embarked on a massive drive to train the coffee farmers on using the cultural and chemical control methods. Also, support was provided in form of pesticides and fungicides (Immidachloprid and Copper Nordox) to demonstrate the control of these pests and diseases. In an effort to increase production and productivity through rehabilitation of old coffee trees, coffee farmers were also supported with rehabilitation toolkits and hence stumped 30,265 old and unproductive coffee trees as follows; 28,500 trees in Western Region by 125 farmers (110 Male,15 Female,2 Youth) and 1,765 trees in Northern by 5 farmers (4 Male,1 Female). Meanwhile, a total of 81 farmer trainings were conducted benefiting 2,966 farmers (2400 Male,566 Female,399 Youth); 7 in Western to 163 farmers (142 Male,21 Female, 25 Youth), 4 in Elgon to 73 farmers (45 Male,28 Female,20 Youth), 10 in Rwenzori Region to 189 farmers (125 Male ,64 Female), 14 in Northern to 281 farmers (202 Male,79 Female,96 Youth), 2 in Greater Masaka to 71 farmers (54 Male, 17 Female,10 Youth), 12 in Central Region to 844 farmers (699 Male,145 Female, 69 Youth), 27 in Eastern to 924 farmers (753 Male,171 Female,128 Youth), 5 in South-western Region to 421 farmers (380 Male,41 Female,51 Youth). The monthly registration of coffee value chain actors continued as follows: 101 buying stores, 61 hullers, 3 roasters, 2 wet mills,3 grading facilities and 39 buyers. Processing facilities were inspected as follows: 226 factories, 215 buying stores, 11 roasters, 2 wet mills and 6 grading facilities.

The key implementation challenges during the month included the Red Blister Disease, and the Black Coffee Twig Borer outbreaks in most Robust growing districts. The Black coffee twig borer (BCTB) is still the major pest in most Robusta growing regions while the coffee leaf rust, coffee berry borer and mealybugs were the major threat in Arabica growing regions. Uncertainty in coffee plantlets distribution amidst high demand of seedlings by the coffee farmers as rains started, refusal of some PDM officials to sign on the farmer re

quest forms thinking that payment shall be from the PDM budget in Northern region was reported.

9. Outlook for May 2023

Coffee exports are projected to be 500,000 bags. The main harvesting season in Greater Masaka and South-Western regions which will peak in June/July is ongoing though affected by heavy rains. Exporters will continue drawing down on their stock levels to fulfil contracts with buyer.

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

Coffee Year	2021/22		2022/23		%-age Change	
	Quantity	Value $	Quantity	Value $	Quantity	Value $
Grand Total	**3,286,183**	**493,922,695**	**3,155,702**	**455,245,307**	**-3.97**	**-7.83**
Total Robusta	**2,622,168**	**328,598,743**	**2,484,179**	**310,937,371**	**-5.26**	**-5.37**
Total Arabica	**664,015**	**165,323,951**	**671,523**	**144,311,854**	**1.13**	**-12.71**
April	**407,724**	**70,888,211**	**373,610**	**59,990,064**	**-8.37**	**-15.37**
Robusta	277,206	37,228,537	238,636	31,495,658	-13.91	-15.40
Arabica	130,518	33,659,674	134,974	28,494,406	3.41	-15.35
March	**478,007**	**81,037,320**	**487,753**	**71,495,780**	**2.04**	**-11.77**
Robusta	360,529	48,961,442	365,797	46,122,497	1.46	-5.80
Arabica	117,478	32,075,878	121,956	25,373,283	3.81	-20.90
February	**450,412**	**72,384,040**	**479,446**	**66,020,885**	6.45	-8.79
Robusta	353,039	46,013,270	374,359	44,779,600	6.04	-2.68
Arabica	97,373	26,370,770	105,087	21,241,285	7.92	-19.45
January	**401,892**	**61,939,266**	**494,082**	**67,253,285**	**22.94**	**8.58**
Robusta	314,945	40,025,635	412,518	49,571,169	30.98	23.85
Arabica	86,947	21,913,631	81,564	17,682,116	-6.19	-19.31
December	**537,274**	**75,356,632**	**418,799**	**59,534,172**	**-22.05**	**-21.00**
Robusta	452,878	55,293,020	331,446	40,551,740	-26.81	-26.66
Arabica	84,396	20,063,612	87,353	18,986,350	3.50	-5.37
November	**525,915**	**71,219,460**	**447,162**	**64,213,443**	**-14.97**	**-9.84**
Robusta	437,413	51,545,298	364,875	45,453,243	-16.58	-11.82
Arabica	88,502	19,674,162	82,287	18,760,200	-7.02	-4.65
October	**484,959**	**61,097,766**	**454,850**	**66,737,678**	**-6.21**	**9.23**
Robusta	426,158	49,531,541	396,548	52,963,464	-6.95	6.93
Arabica	58,801	11,566,224	58,302	13,774,214	-0.85	19.09

Annex 2: List of Coffee Exporters and their Market Shares: April 2023

	EXPORTING COMPANY	POSITION HELD IN MARCH	QUANTITY (Bags)			PERCENTAGE MARKET SHARE	
			Robusta	Arabica	Total	Individual	Cumulative
	Total		**238,636**	**134,974**	**373,610**	**100**	
1	Ugacof (U) Ltd	1	39,197	16,423	55,620	14.89	14.89
2	Kyagalanyi Coffee Ltd	2	24,384	24,672	49,056	13.13	28.02
3	Kawacom (U) Ltd	3	16,900	16,742	33,642	9.00	37.02
4	Touton Uganda Limited	5	22,599	9,990	32,589	8.72	45.74
5	Olam Uganda Ltd	4	14,395	17,551	31,946	8.55	54.30
6	Ideal Quality Commodities Ltd	6	17,948	4,087	22,035	5.90	60.19
7	Ibero (U) Ltd	9	13,759	5,650	19,409	5.19	65.39
8	Louis Dreyfus Company (U) Ltd	8	17,274	320	17,594	4.71	70.10
9	Besmark Coffee Company Limited	13	334	11,898	12,232	3.27	73.37
10	Jber Coffee Ltd	10	11,050		11,050	2.96	76.33
11	Export Trading Company (U) Ltd	7	10,825		10,825	2.90	79.23
12	Omadil Coffee Traders Ltd	16	8,567		8,567	2.29	81.52
13	Coffee World Ltd	17	5,098	1,610	6,708	1.80	83.31
14	Tata Uganda Limited	11	6,600		6,600	1.77	85.08
15	The Edge Trading (U) Ltd	20	1,770	4,000	5,770	1.54	86.63
16	Commodity Solutions (U) Ltd	21	3,397	1,336	4,733	1.27	87.89
17	Sena Indo Uganda Limited	14	2,310	2,400	4,710	1.26	89.15
18	Gisha Coffee Ltd	22	1,976	2,358	4,334	1.16	90.31
19	Darley Investments Ltd	18	2,408	1,899	4,307	1.15	91.47
20	Ankole Coffee Producers Coop Union Ltd	25	4,120		4,120	1.10	92.57
21	JKCC General Supplies Ltd	12	2,672	1,050	3,722	1.00	93.57
22	Discovery Trading Limited	23	360	2,075	2,435	0.65	94.22
23	Rezlex Investment Ltd	28	334	2,003	2,337	0.63	94.84
24	Xag Coffee Exporters	15	1,200	1,020	2,220	0.59	95.44
25	Agri Evolve	34		1,980	1,980	0.53	95.97
26	Central Coffee Farmers Association		1,750		1,750	0.47	96.44
27	Kaweri Coffee Plantation	42	1,600		1,600	0.43	96.86

Annex 2: List of Coffee Exporters and their Market Shares: April 2023

	Exporting Company	POSITION HELD IN FEBRUARY	QUANTITY (Bags) Robusta	Arabica	Total	Percentage Market Share Individual	Cumulative
28	Bakwanye Trading Co. Ltd			1,360	1,360	0.36	97.23
29	Nakana Coffee Factory Ltd	32	1,360		1,360	0.36	97.59
30	Zigoti Coffee Works Ltd	44	1,028	167	1,195	0.32	97.91
31	Two Rivers Investments Group Ltd		1,050		1,050	0.28	98.19
32	Nucafe	29		920	920	0.25	98.44
33	Abbarci Industries Limited	19	700		700	0.19	98.63
34	Orah Impex (U) Limited	14	700		700	0.19	98.81
35	Prime African Coffee Initiative			700	700	0.19	99.00
36	The Coffee Gardens Limited	55		627	627	0.17	99.17
37	Mt Elgon Agroforestry Communities	37		420	420	0.11	99.28
38	Superbia International Coffee Trade Ltd	38		350	350	0.09	99.37
39	Zombo Coffee Partners Limited	56		330	330	0.09	99.46
40	Bukonzo Joint Co-operative Union Ltd	41		320	320	0.09	99.55
41	Bukonzo Organic Farmers Cooperative Union	33		320	320	0.09	99.63
42	Clarke Farm Ltd	53	320		320	0.09	99.72
43	Kibinge Coffee Farmers' Coop Soc Ltd		320		320	0.09	99.81
44	Sukuma Commodities Limited	48	320		320	0.09	99.89
45	Chanzo Coffee Ltd		11	206	217	0.06	99.95
46	Bugisu Coop Union Ltd			160	160	0.04	99.99
47	Bros Coffee (U) Ltd			30	30	0.01	100.00

Annex 3: Main Destinations of Uganda Coffee by Type in April 2023

	DESTINATION	POSITION HELD IN MARCH	QUANTITY (60kg bags)			%AGE MARKET SHARE	
			Robusta	Arabica	Total	Individual	Cumulative
	Total		**238,636**	**134,974**	**373,610**	**100**	
1	Italy	1	68,215	31,403	99,618	26.66	26.66
2	Germany	3	31,511	40,501	72,012	19.27	45.94
3	India	4	39,980	7,100	47,080	12.60	58.54
4	Sudan	2	39,567		39,567	10.59	69.13
5	USA	5	4,992	16,590	21,582	5.78	74.91
6	Belgium	8	8,085	11,922	20,007	5.36	80.26
7	Spain	6	8,663	5,543	14,206	3.80	84.06
8	Netherlands	7	10,360	2,020	12,380	3.31	87.38
9	China	13	2,880	2,253	5,133	1.37	88.75
10	United Arab Emirates	37	3,284	1,154	4,438	1.19	89.94
11	Morocco	9	3,392	999	4,391	1.18	91.11
12	Israel	11	2,640	1,600	4,240	1.13	92.25
13	Russia	15	3,265	640	3,905	1.05	93.29
14	United Kingdom	20	1,468	1,945	3,413	0.91	94.21
15	South Africa	33	960	1,920	2,880	0.77	94.98
16	Japan	30	960	1,710	2,670	0.71	95.69
17	Mexico	35	2,560		2,560	0.69	96.38
18	Egypt	19	1,400	700	2,100	0.56	96.94
19	Kenya	18		1,830	1,830	0.49	97.43
20	France	22	1,500		1,500	0.40	97.83
21	Sweden	24		1,070	1,070	0.29	98.12
22	Portugal	31	960		960	0.26	98.38
23	Romania	23		770	770	0.21	98.58
24	Poland	26		720	720	0.19	98.77
25	Iran		700		700	0.19	98.96
26	Saudi Arabia	25		685	685	0.18	99.15
27	Algeria	10		650	650	0.17	99.32

Annex 3: Main Destinations of Uganda Coffee by Type in April 2023

Destination	POSITION HELD IN MARCH	QUANTITY (60kg Bags)			%Age Market Share	
		Robusta	Arabica	Total	Individual	Cumulative
28 Cape Verde		640		640	0.17	99.49
29 Singapore	36		595	595	0.16	99.65
30 Estonia	17	334		334	0.09	99.74
31 Greece	16		334	334	0.09	99.83
32 Switzerland	14		320	320	0.09	99.91
33 Vietnam		320		320	0.09	100.00

Annex 4: List of Foreign Coffee Buyers during the Month of April 2023

	BUYERS	POSITION HELD IN MARCH	QUANTITY (60kg BAGS)			%AGE MARKET SHARE	
			Robusta	Arabica	Total	Individual	Cumulative
	Total		**238,636**	**134,974**	**373,610**	**100**	
1	Sucafina	1	39,187	16,423	55,610	14.88	14.88
2	Touton Geneve	3	22,599	11,390	33,989	9.10	23.98
3	Olam International	2	16,385	17,551	33,936	9.08	33.07
4	Ecom Agro Industrialist	4	15,450	14,999	30,449	8.15	41.22
5	Volcafe	5	15,814	8,452	24,266	6.50	47.71
6	Bernhard Rothfos	6	13,759	5,650	19,409	5.19	52.91
7	Louis Dreyfus	7	17,274	640	17,914	4.79	57.70
8	GRB	13	720	10,800	11,520	3.08	60.78
9	Hamburg Coffee	8	1,800	6,523	8,323	2.23	63.01
10	Strauss	11	4,710	3,100	7,810	2.09	65.10
11	Tata Coffee Ltd	10	6,600		6,600	1.77	66.87
12	Jacobs Douwe Egberts	28	5,604		5,604	1.50	68.37
13	Aldwami Co	19	5,250		5,250	1.41	69.77
14	Hafco Trading		5,250		5,250	1.41	71.18
15	Kfa For Import & Export		5,250		5,250	1.41	72.58
16	Luigi Lavazza	23	4,590	320	4,910	1.31	73.90
17	Bercher Coffee Consulting	26		4,800	4,800	1.28	75.18
18	Altasheel Import & Export	9	4,550		4,550	1.22	76.40
19	Alharamain		4,200		4,200	1.12	77.52
20	Narasus	14	3,850		3,850	1.03	78.56
21	Cofftea (Sudan)	15	3,500		3,500	0.94	79.49
22	J. Wolff			3,430	3,430	0.92	80.41
23	Sucden Coffee		1,661	1,600	3,261	0.87	81.28
24	Icona Café	24	2,936		2,936	0.79	82.07
25	N V Group Sopex		668	1,974	2,642	0.71	82.78
26	Alois Dallmayr			2,640	2,640	0.71	83.48
27	Koninklijke Douwe	21	2,520		2,520	0.67	84.16
28	Almathahib	17	2,450		2,450	0.66	84.81
29	Eurocaf Sas	16	1,670	668	2,338	0.63	85.44
30	Others		30,389	24,014	54,403	14.56	100.00

Compiled by: Directorate of Strategy and Business Development
Uganda Coffee Development Authority
Tel: +256 312-260470 UCDA toll free no. 0800353530
Email: info@ugan dacoffee.go.ug ; www.ugandacoffee.go.ug
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