

### MONTHLY REPORT-NOVEBER 2023

### Key Highlights



A total of 425,526 60-kilo bags of coffee valued at US\$ 70.68 million were exported in November 2023 at an average price of US\$ 2.77/kilo US cents 3 lower than US\$ 2.80/Kilo in October 2023 and US cents 23 higher than US\$ 2.54/kilo in November 2022. This was a decrease of 4.84% in quantity but an increase of 10.12% in value compared to the same month last year.

Farm-gate prices for Robusta Kiboko averaged UGX 3.750 per kilo; FAQ UGX 8,000 per kilo, Arabica parchment UGX 9,500 per kilo and Drugar UGX 8,500 per kilo.

#### 1. Coffee exports

Coffee exports in November 2023, amounted to 425,526 60kilo bags, worth US\$ 70.68 million as shown in Fig 1. This comprised 338,329 bags of Robusta valued at US \$ 53.12 million and 87,197 bags of Arabica valued at US\$ 17.57 million (see Table 1 and Annex 1). This was a decrease of 4.84% in quantity and an increase of 10.11 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 (November 2022), Robusta decreased by 7.28% in quantity but increased by 16.91% in value, while Arabica exports increased by 5.97% in quantity but decreased by 6.32% in value.



nda Coffee Development Authority



Coffee exports for the twelve months (December 2022-November 2023) totaled 6.13 million bags worth US\$ 958.59 million compared to 5.81 million bags worth US\$ 883.32 million in the previous period(December 2021-November 2022). This represents an increase of 6% and 9% in quantity and value respectively.

76% of the total volume was exported by 10 exporters, out of 49 companies which performed during the month compared to 82% in October 2023. This reflects reduced concentration at exporter level.

Sustainable Arabica fetched the highest price at US \$ 5.08 per kilo.

The monthly coffee exports performance was lower than the previous year which was seen in Robusta exports. This was partly on account of the harvest season that has delayed due to the rains that also delayed drying of the newly harvested coffee.

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#### Fig 1: Trend of Total Quantity and Value of Coffee exports. December 2022- November 2023

#### Table1: Comparison of Coffee Exports of November 2022/23 and 2023/24 Coffee Years

| Period/Coffee Type | 202             | 2/23          | 202             | 3/24          |   | %age C | hange |       |
|--------------------|-----------------|---------------|-----------------|---------------|---|--------|-------|-------|
| Period/Conee Type  | Qty(60-kg bags) | Value (US \$) | Qty(60-kg bags) | Value (US \$) |   | Qty    | V     | alue  |
|                    |                 |               |                 |               |   |        |       |       |
| November Total     | 447,162         | 64,195,442    | 425,526         | 70,682,464    | Ļ | -4.84  |       | 10.12 |
|                    |                 |               |                 |               |   |        |       |       |
| Robusta            | 364,875         | 45,435,243    | 338,329         | 53,116,779    |   | -7.28  | 1     | 16.91 |
|                    |                 |               |                 |               |   |        |       |       |
| Arabica            | 82,287          | 18,760,200    | 87,197          | 17,565,685    |   | 5.97   | Ļ     | -6.32 |

### 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 November 2023. The average export price was US\$ 2.77 per kilo, US cents 3 lower than in October 2023 (US\$ 2.80). It was 23 US cents higher than in November 2022 (US \$ 2.54/kilo). Robusta exports accounted for 80% of total exports, lower than 87% in October 2023. The average Robusta price was US\$ 2.62 per kilo, 10 cent lower than US\$ 2.72 per kilo the previous month. The highest price was Screen 14 sold at US\$ 3.10 per kilo. It was followed by Organic Robusta sold at US\$ 2.84 per kilo.

The share of Sustainable/washed coffee to total Robusta exports was 3.51% compared to 2.34% in October 2023.

Arabica fetched an average price of US\$ 3.36 per kilo the same as the previous month, The highest price was Sustainable Arabica sold at US\$ 5.08 per kilo. It was followed by Bugisu C sold at US\$ 4.23 per kilo. Drugar was sold at US\$ 3.23 per kilo, 8 cents lower than 3.31 per kilo last month, which was US cents 33 lower than Bugisu AA. Drugar exports were 52% of total Arabica exports higher than 40% the previous month. The share of sustainable Arabica exports to total Arabica exports was 7.05% compared to 4.74% in October 2023.

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

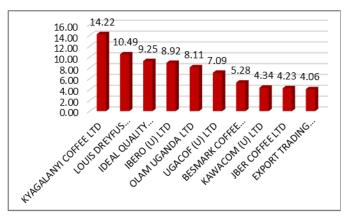
| Coffee type          | Quantity 60-Kilo<br>Bags | %-age Quantity | Value in US \$ | %-age Value | Unit Price US\$/Kilo |
|----------------------|--------------------------|----------------|----------------|-------------|----------------------|
| Total                | 425,526                  |                | 70,682,464     |             | 2.80                 |
| Organic Robusta      | 2,910                    | 0.86           | 495,831        | 0.93        |                      |
| Washed Robusta       | 1,007                    | 0.30           | 165,120        | 0.31        |                      |
| Screen 18 Organic    | 1,080                    | 0.32           | 153,144        | 0.29        |                      |
| Screen 15 Fairtrade  | 2,930                    | 0.87           | 425,470        | 0.80        |                      |
| Screen 15 Organic    | 2,880                    | 0.85           | 408,384        | 0.77        |                      |
| Screen 14 Organic    | 720                      | 0.21           | 102,096        | 0.19        |                      |
| Screen 14 Fair Trade | 334                      | 0.10           | 53,016         | 0.10        |                      |
| Screen 18            | 59,993                   | 17.73          | 10,142,380     | 19.09       |                      |
| Screen 17            | 23,237                   | 6.87           | 3,686,157      | 6.94        |                      |
| Screen 15            | 116,866                  | 34.54          | 18,893,650     | 35.57       |                      |
| Screen 14            | 17,431                   | 5.15           | 3,242,876      | 6.11        |                      |
| Screen 12            | 56,868                   | 16.81          | 8,942,593      | 16.84       |                      |
| BHP 1199             | 25,474                   | 7.53           | 3,008,485      | 5.66        |                      |
| Other Robustas       | 26,599                   | 7.86           | 3,397,577      | 6.40        | 2.13                 |
| Total Robustas       | 338,329                  | 100.00         | 53,116,779     | 100.00      | 2.62                 |
| Sustainable Arabica  | 1,466                    | 1.68           | 447010.5       | 2.54        | 5.08                 |
| Organic Drugar       | 670                      | 0.77           | 139495.63      | 0.79        | 3.47                 |
| Bugisu A+            | 2,081                    | 2.39           | 480175.48      | 2.73        | 3.85                 |
| Mt Elgon A+          | 1,604                    | 1.84           | 374266.99      | 2.13        | 3.89                 |
| Mt Elgon AA          | 320                      | 0.37           | 61376.06       | 0.35        | 3.20                 |
| Mt Elgon PB          | 3                        | 0.00           | 674.61         | 0.00        | 3.75                 |
| Bugisu AA            | 10,159                   | 11.65          | 2172419.38     | 12.37       | 3.56                 |
| Bugisu AB            | 11,032                   | 12.65          | 2340981.1      | 13.33       | 3.54                 |
| Bugisu PB            | 120                      | 0.14           | 25200.17       | 0.14        | 3.50                 |
| Bugisu C/PB          | 2,840                    | 3.26           | 561379.37      | 3.20        | 3.29                 |
| Bugisu C             | 320                      | 0.37           | 81249.21       | 0.46        | 4.23                 |
| Wugar                | 7,014                    | 8.04           | 1549324.92     | 8.82        | 3.68                 |
| Drugar               | 45,438                   | 52.11          | 8814036.87     | 50.18       | 3.23                 |
| Other Arabicas       | 4,130                    | 4.74           | 518,094.42     | 2.95        | 2.09                 |
| Grand Total          | 87,197                   | 100.00         | 17,565,685     | 100.00      | 3.36                 |

#### 3. Individual Exporter Performance

**Figure 2** shows the top 10 export companies' performance in the month of November 2023. Kyagalanyi Coffee Ltd had the highest market share of 14.22% compared to 16.39 % in October 2023. It was followed by Louis Dreyfus Company (U) Ltd 10.49% (14.01%); Ideal Quality Commodities Ltd 9.25% (9.15%); Ibero (U)Ltd 8.92% (6.86%), Olam Uganda Ltd 8.11% (7.37%); Ugacof (U) Ltd 7.09% (10.66%); Besmark Coffee Company Limited 5.28% (1.68%); Kawacom (U) Ltd 4.34% (3.56%); Jber Coffee Ltd 4.23% (1.49%); and Export Trading Company (U) Ltd 4.06% (6.11%) \*The figures in brackets represent percentage market share held in October 2023.

The top 10 exporters held a market share of 76% lower than 82% the previous month reflecting reducing concentration at exporter level. Changes in positions compared to last month show competition at this level. Out of the 49 exporters who performed, 14 exported Robusta Coffee only while 9 exported Arabica coffee only. **Annex 2** shows a detailed list of exporters' performance in November 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 November 2023 are shown in **Fig 3** (details in **Annex 4**). Italy maintained the highest market share with 27.68% compared to 28.95% last month. It was followed by Germany 20.50% (17.19%), Sudan 8.73% (5.43%), India 7.59% (7.40%) and Spain 5.53% (9.74%). \*The figures in brackets represent percentage market share held in October 2023.

The first 10 major destinations of Uganda coffee took a market share of 86.72% compared to 87.62% last month. Coffee exports to Africa amounted to 69,288 bags, a market share of 16% compared to 90,042 bags (19%) the previous month. African countries that imported Uganda coffee included Sudan, Morocco, Algeria, Tunisia, South Africa, Egypt, and Kenya. Europe remained the main destination for Uganda's coffees with a 68% imports share, the same as in October 2023.

## 5. Foreign buyers of Uganda Coffee

Annex 4 shows a list of Ugandan coffee foreign buyers in November 2023. The top 10 buyers held a market share of 62% of total exports, lower than 67% the previous month. Louis Dreyfus led with a market share of 10.49% compared to 13.93% in October 2023. It was followed by Bernhard Rothfos 9.62% (6.86%); Olam International 8.11% (7.37%); Sucafina 7.98% (1.02%); GRB 5.83% (3.52%) Volcafe 5.24% (8.70%); Bercher Coffee Consulting 4.48%; (1.80%) Hamburg Coffee 3.76% (3.77%) Hafco 3.44% (1.49%); and Altasheel Import & Export Enterprises 3.30% (2.67%) Note: The figures in brackets represent percentage performance in the previous month –October 2023.

Just like in previous months, there were changes in the relative positions of the first 10 major buyers reflecting continued demand for Uganda coffee abroad.

## Figure 3: Top ten export destinations by percentage market share



Figure 4: Percentage export share by continent

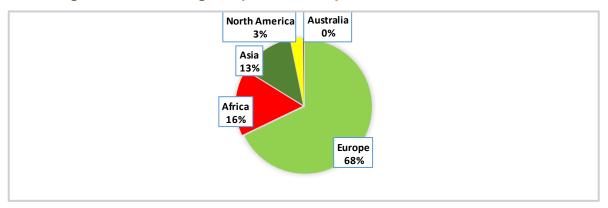
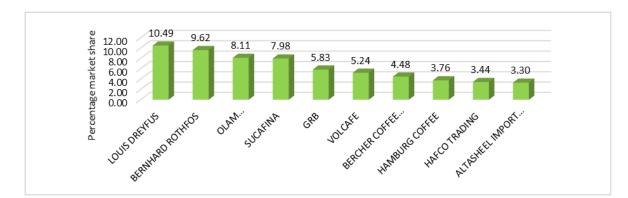


Figure 5: Top ten buyers by percentage market share



## 6. Global Situation

World coffee production for 2023/24 is forecast to reach 174.3 million bags , 4.3 million bags higher than the previous year, with higher output in Brazil and Vietnam expected to more than offset reduced production in Indonesia. Global exports are expected to increase by 5.8 million bags to a record 122.2 million bags, higher than 116.4 million bags the previous year, primarily on strong shipments from Brazil. Global consumption is forecast at 170.2 million bags, with the largest increase in the European Union, the United States of America and Brazil. Ending stocks are expected to be 31.8 million bags. (United States Department of Agriculture, Coffee: World Markets and Trade report-June 2023).

### 7. Local Situation

During the month of November 2023, farm gate prices ranged from Sh.3,500-4,000/= per kilo of Kiboko (Robusta dry cherries); Shs. 7,800-8,200/= for FAQ (Fair Average Quality); Sh. 9,000- 10,000/= for Arabica parchment; and Sh. 8,000-9,000/= per kilo for Drugar from Kasese. Robusta Kiboko averaged UGX 3,750 per kilo; FAQ UGX 8,000 per kilo, Arabica parchment UGX 9,500 per kilo higher than 9,250 per kilo last month and Drugar UGX 8,500/= per kilo higher than 8,250/= per kilo last month.

## 8.Coffee consumption and Promotional Activities.

Uganda Coffee Development Authority (UCDA) held the finals of the 13th National Barista Championship and the 8th National Cup Tasters. The National Barista competition focuses on promoting excellence in coffee and advancing the barista profession while the cup tasters championship seeks to reward excellent cupping skills among coffee analysts. A total of 43 baristas (13 Female, 30 Male) participated in the barista competition while 16 (6 females,10 males) coffee analysts participated in the cup tasters' championship. Mr. Raphael Wafoyo from Ugacof (U) Ltd, won the Cup Tasters Competition while Mr. Isaac Ntambi from Elevation Coffee won the 13th National Barista championship.

Uganda Coffee Development Authority promoted domestic coffee consumption at 7 local events: The Caritas Kampala Cooperatives Exhibition in Wakiso district at St Jude Parish in Nansana; The 19th Annual General Meeting for the Parliamentary SACCO at the Parliamentary Conference Centre; In Masaka, Kyenjojo and Iganga districts during promotions themed 'coffee on the road campaign'; At the Kampala Archdiocese International Youth Day celebrations which brought together youth from four vicariates of Kampala, Entebbe, Wakiso and Mitala Maria that make up Kampala Archdiocese.

The promotions were also conducted at Kuzukuka agriculture campaign organised by the Office of the Prime Minister presided over by the Prime Minister Hon. Robinah Nabbanja held in Gomba, Butambala and Mpigi Districts where over 15,000 cups of coffee were brewed using different brewing techniques and served for tasting; Capacity building in coffee brewing techniques for 50 youth in Universities, cafes and hotels was conducted where 20 (Female=5, Male=15,20 Youth) coffee brewers at Speke Resort Munyonyo were trained and 30 youth/coffee club members (10 Female, 20 Male) from Mbarara University of Science and Technology where were trained on how to operate the espresso machines

## 9. Coffee Development Activities

In November 2023, a series of coffee development initiatives were executed, encompassing evaluations of planting materials, production and productivity management, assistance to value chain stakeholders, post-harvest management, storage, and agroprocessing. The technical team conducted nationwide visits to 167 nurseries and 2 seed gardens, evaluating the quality and quantity of planting materials. Additionally, 45 demonstrations, including rehabilitation and renovation projects, emphasizing Good Agronomic Practices (GAPs), were established. Across the Mid North and West Nile regions, 28 nursery operators were raising over 600,000 coffee seedlings. To enhance productivity, 90,000 unproductive coffee trees were stumped.

Soil sampling and analysis identified nutrient deficiencies, leading to recommendations for appropriate fertilization practices. Pest and disease surveillance identified issues such as Black Coffee Twig Borer (BCTB), mealybugs, red blister, and Coffee Wilt Disease, with corresponding control measures suggested. Essential processing equipment was allocated in the Eastern region, and capacitybuilding initiatives reached over 3,500 farmers through 147 training sessions across 126 local governments. Support for 953 coffee farmers was provided through 291 farm visits, emphasizing GAPs, coffee rehabilitation, and soil conservation. Radio talks and workshops focused on GAPs, coffee quality management, and postharvest handling. Six farmer groups in Eastern Uganda were supported to promote group dynamics and business-oriented coffee farming.

Post-harvest management involved inspections of value addition facilities, including hullers, stores, roasters, and grading units, to ensure compliance with regulations. Training workshops and task forces addressed issues of coffee adulteration and quality control. Noteworthy challenges during the month included significant occurrences of pests and diseases, particularly the black coffee twig borer (BCTB).

A stakeholders meeting on coffee traceability was held in the Rwenzori region, highlighting challenges and opportunities. Training sessions on the effective use of fungicide were conducted at regional offices in collaboration with NORDOX.

Despite the achievements and challenges, future efforts will prioritize sustainable practices, technology integration, and timely support to ensure the growth and resilience of Uganda's coffee sector.

## 9. Outlook for December 2023

Coffee exports are projected to be 500,000 bags. Harvesting of the main crop north of the equator and the fly crop in South western and Greater Masaka has peaked.

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

| Coffee Year   | 20       | 22/23       | 2023     | /24         | %-age (  | %-age Change |  |
|---------------|----------|-------------|----------|-------------|----------|--------------|--|
|               |          |             |          |             |          |              |  |
|               | Quantity | Value \$    | Quantity | Value \$    | Quantity | Value \$     |  |
| Grand Total   | 902,012  | 130,933,120 | 895,226  | 149,575,743 | -0.75    | 14.24        |  |
| Total Robusta | 761,423  | 98,398,708  | 748,382  | 119,973,940 | -1.71    | 21.93        |  |
| Total Arabica | 140,589  | 32,534,414  | 146,844  | 29,601,803  | 4.45     | -9.01        |  |
| November      | 447,162  | 64,195,442  | 425,526  | 70,691,336  | -4.84    | 10.12        |  |
| Robusta       | 364,875  | 45,435,243  | 338,329  | 53,116,779  | -7.28    | 16.91        |  |
| Arabica       | 82,287   | 18,760,200  | 87,197   | 17,574,557  | 5.97     | -6.32        |  |
| October       | 454,850  | 66,737,678  | 469,700  | 78,884,407  | 3.26     | 18.20        |  |
| Robusta       | 396,548  | 52,963,465  | 410,053  | 66,857,161  | 3.41     | 26.23        |  |
| Arabica       | 58,302   | 13,774,214  | 59,647   | 12,027,246  | 2.31     | -12.68       |  |

|   | POSITION           | QUA     | NTITY (Bag | js) PE  | RCENTAGE MA | RKET SHARE |  |
|---|--------------------|---------|------------|---------|-------------|------------|--|
| EXPORTING COMPANY                         | HELD IN<br>OCTOBER | Robusta | Arabica    | Total   | Individual  | Cumulative |  |
| Total                                     |                    | 338,329 | 87,197     | 425,526 | 100         |            |  |
| 1 Kyagalanyi Coffee Ltd                   | 1                  | 48,993  | 11,506     | 60,499  | 14.22       | 14.22      |  |
| 2 Louis Dreyfus Company (U) Ltd           | 2                  | 42,726  | 1,920      | 44,646  | 10.49       | 24.7       |  |
| 3 Ideal Quality Commodities Ltd           | 4                  | 37,770  | 1,600      | 39,370  | 9.25        | 33.9       |  |
| 4 Ibero (U) Ltd                           | 6                  | 36,657  | 1,279      | 37,936  | 8.92        | 42.8       |  |
| 5 Olam Uganda Ltd                         | 5                  | 25,204  | 9,300      | 34,504  | 8.11        | 50.99      |  |
| 6 Ugacof (U) Ltd                          | 3                  | 22,144  | 8,033      | 30,177  | 7.09        | 58.08      |  |
| 7 Besmark Coffee Company Limited          | 13                 | 8,010   | 14,440     | 22,450  | 5.28        | 63.3       |  |
| 8 Kawacom (U) Ltd                         | 9                  | 11,323  | 7,141      | 18,464  | 4.34        | 67.6       |  |
| 9 Jber Coffee Ltd                         | 14                 | 18,018  |            | 18,018  | 4.23        | 71.9       |  |
| 10 Export Trading Company (U) Ltd         | 8                  | 12,808  | 4,480      | 17,288  | 4.06        | 75.9       |  |
| 11 JKCC General Supplies Ltd              | 15                 | 11,666  | 668        | 12,334  | 2.90        | 78.8       |  |
| 12 Sena Indo Uganda Limited               | 11                 | 6,840   | 2,860      | 9,700   | 2.28        | 81.1       |  |
| 13 Ankole Coffee Producers Coop Union Ltd | 12                 | 8,984   | 680        | 9,664   | 2.27        | 83.4       |  |
| 14 Commodity Solutions (U) Ltd            | 10                 | 8,596   | 640        | 9,236   | 2.17        | 85.6       |  |
| 15 Touton Uganda Limited                  | 7                  | 2,350   | 5,170      | 7,520   | 1.77        | 87.3       |  |
| 16 Sukuma Commodities Limited             | 19                 | 5,108   |            | 5,108   | 1.20        | 88.5       |  |
| 17 Agri Evolve                            | 26                 | 114     | 4,956      | 5,070   | 1.19        | 89.7       |  |
| 18 Noble Commodities (U) Ltd              | 31                 | 2,004   | 1,960      | 3,964   | 0.93        | 90.7       |  |
| 19 Abbarci Industries Limited             | 22                 | 3,850   |            | 3,850   | 0.90        | 91.6       |  |
| 20 Zigoti Coffee Works Ltd                | 18                 | 2,572   | 1,050      | 3,622   | 0.85        | 92.4       |  |
| 21 Rezlex Investment Ltd                  | 32                 | 2,724   | 334        | 3,058   | 0.72        | 93.1       |  |
| 22 Drogo Commodities Limited              | 24                 | 3,000   |            | 3,000   | 0.71        | 93.8       |  |
| 23 Tata Uganda Limited                    | 25                 | 3,000   |            | 3,000   | 0.71        | 94.58      |  |
| 24 Grainpulse Ltd                         | 16                 | 2,616   | 320        | 2,936   | 0.69        | 95.2       |  |
| 25 Coffee World Ltd                       | 21                 | 2,417   | 92         | 2,509   | 0.59        | 95.8       |  |
| 26 Discovery Trading Limited              |                    | 1,677   | 183        | 1,860   | 0.44        | 96.30      |  |
| 27 Gisha Coffee Ltd                       | 17                 |         | 1,750      | 1,750   | 0.41        | 96.7       |  |

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

|   | POSITION           | QUANTITY (B     | ags) Pe | ) Percentage Market Share |           |  |
|---|--------------------|-----------------|---------|---------------------------|-----------|--|
| Exporting Company                               | HELD IN<br>OCTOBER | Robusta Arabica | Total   | Individual                | Cumulativ |  |
|   | OCTOBER            | Robusta Alabica | TOtal   | mulviduai                 | Cumulativ |  |
| 28 Bakwanye Trading Co. Ltd                     | 27                 | 1,600           | 1,600   | 0.38                      | 97.0      |  |
| 29 Nakana Coffee Factory Ltd                    | 41                 | 1,374           | 1,374   | 0.32                      | 97.4      |  |
| 30 Kaweri Coffee Plantation                     | 29                 | 1,007           | 1,007   | 0.24                      | 97.6      |  |
| 31 Bukonzo Joint Co-operative Union Ltd         | 46                 | 960             | 960     | 0.23                      | 97.8      |  |
| 32 Family Bakery Ltd                            |                    | 720             | 720     | 0.17                      | 98.04     |  |
| 33 Drk General Merchants Ltd                    |                    | 700             | 700     | 0.16                      | 98.2      |  |
| 34 Masaka Cooperative Union Ltd                 |                    | 700             | 700     | 0.16                      | 98.3      |  |
| 35 Xag Coffee Exporters                         | 23                 | 700             | 700     | 0.16                      | 98.5      |  |
| 36 Kibinge Coffee Farmers' Coop Soc Ltd         |                    | 690             | 690     | 0.16                      | 98.7      |  |
| 37 Superbia International Coffee Trade Ltd      | 28                 | 350 334         | 684     | 0.16                      | 98.8      |  |
| 38 Bugisu Coop Union Ltd                        | 45                 | 680             | 680     | 0.16                      | 99.0      |  |
| 39 Rubanga Cooperative Society Ltd              | 34                 | 320 360         | 680     | 0.16                      | 99.1      |  |
| 10 Bufumbo Organic Farmers Association          |                    | 640             | 640     | 0.15                      | 99.3      |  |
| Bukonzo Organic Farmers Cooperative<br>41 Union |                    | 640             | 640     | 0.15                      | 99.4      |  |
| 42 Bakhsons Trading Co. (U) Ltd                 | 33                 | 334             | 334     | 0.08                      | 99.5      |  |
| 43 Brewfinity Uganda Limited                    |                    | 334             | 334     | 0.08                      | 99.64     |  |
| 44 Darley Investments Ltd                       | 44                 | 334             | 334     | 0.08                      | 99.7      |  |
| 45 Mbale Importers & Exporters Ltd              | 30                 | 65 269          | 334     | 0.08                      | 99.7      |  |
| 46 Friends Of Mothers Initiative Ltd            |                    | 320             | 320     | 0.08                      | 99.8      |  |
| 47 Mt Elgon Agroforestry Communities            | 49                 | 320             | 320     | 0.08                      | 99.9      |  |
| 48 Geruga Export Limited                        |                    | 230 9           | 239     | 0.06                      | 100.0     |  |
| 49 Great Habib World Coffee Ltd                 |                    | 3               | 3       | 0.00                      | 100.0     |  |

| DESTINATION             | POSITION<br>HELD IN | QUANTITY (60 | kg bags) |         | %AGE MARKET | SHARE      |
|-------------------------|---------------------|--------------|----------|---------|-------------|------------|
|                         | OCTOBER             | Robusta      | Arabica  | Total   | Individual  | Cumulative |
| Total                   |                     | 338,329      | 87,197   | 425,526 | 100         |            |
|                         |                     | 556,525      | 87,197   | 425,520 | 100         |            |
| 1 Italy                 | 1                   | 99,101       | 18,696   | 117,797 | 27.68       | 27.68      |
| 2 Germany               | 2                   | 73,101       | 14,127   | 87,228  | 20.50       | 48.18      |
| 3 Sudan                 | 6                   | 37,146       |          | 37,146  | 8.73        | 56.91      |
| 4 India                 | 4                   | 29,828       | 2,450    | 32,278  | 7.59        | 64.50      |
| 5 Spain                 | 3                   | 20,921       | 2,602    | 23,523  | 5.53        | 70.02      |
| 6 Belgium               | 9                   | 6,632        | 16,400   | 23,032  | 5.41        | 75.44      |
| 7 Algeria               | 5                   | 15,391       |          | 15,391  | 3.62        | 79.05      |
| 8 Morocco               | 8                   | 11,852       | 320      | 12,172  | 2.86        | 81.91      |
| 9 U.S.A                 | 10                  |              | 11,659   | 11,659  | 2.74        | 84.65      |
| 10 Russia               | 11                  | 8,464        | 320      | 8,784   | 2.06        | 86.72      |
| 11 Netherlands          | 18                  | 6,862        | 1,000    | 7,862   | 1.85        | 88.57      |
| 12 Switzerland          | 22                  | 5,232        | 1,916    | 7,148   | 1.68        | 90.25      |
| 13 Japan                | 12                  | 1,600        | 5,440    | 7,040   | 1.65        | 91.90      |
| 14 United Arab Emirates | 13                  | 4,966        | 503      | 5,469   | 1.29        | 93.19      |
| 15 Egypt                | 15                  | 3,452        |          | 3,452   | 0.81        | 94.00      |
| 16 Portugal             | 14                  | 2,664        | 640      | 3,304   | 0.78        | 94.77      |
| 17 United Kingdom       | 21                  | 654          | 2,356    | 3,010   | 0.71        | 95.48      |
| 18 Poland               | 26                  | 1,690        | 1,280    | 2,970   | 0.70        | 96.18      |
| 19 Vietnam              | 20                  | 2,880        |          | 2,880   | 0.68        | 96.86      |
| 20 China                | 17                  | 350          | 1,460    | 1,810   | 0.43        | 97.28      |
| 21 South Korea          |                     |              | 1,665    | 1,665   | 0.39        | 97.67      |
| 22 Croatia              |                     | 1,440        |          | 1,440   | 0.34        | 98.01      |
| 23 Israel               | 23                  | 1,332        |          | 1,332   | 0.31        | 98.32      |
| 24 Greece               | 27                  |              | 974      | 974     | 0.23        | 98.55      |
| 25 Canada               |                     |              | 748      | 748     | 0.18        | 98.73      |
| 26 Tunisia              |                     | 700          |          | 700     | 0.16        | 98.89      |
| 27 Australia            |                     | 667          |          | 667     | 0.16        | 99.05      |

## Annex 4: Main Destinations of Uganda Coffee by Type in November 2023

| Destination       | POSITION<br>HELD IN | QUANTITY (60 | kg Bags) |       | %Age Market Sha | re         |
|-------------------|---------------------|--------------|----------|-------|-----------------|------------|
|                   | OCTOBER             | Robusta      | Arabica  | Total | Individual      | Cumulative |
|                   |                     |              |          |       |                 |            |
| 28 Latvia         |                     |              | 640      | 640   | 0.15            | 99.35      |
|                   | 10                  |              | 262      | 262   | 0.00            | 00.42      |
| 29 Sweden         | 16                  |              | 360      | 360   | 0.08            | 99.43      |
| 30 Estonia        | 25                  | 350          |          | 350   | 0.08            | 99.52      |
| 31 Czech Republic |                     | 65           | 269      | 334   | 0.08            | 99.60      |
| 32 Iran           | 32                  | 334          |          | 334   | 0.08            | 99.67      |
| 33 Austria        |                     |              | 320      | 320   | 0.08            | 99.75      |
| 34 Jordan         |                     |              | 320      | 320   | 0.08            | 99.82      |
| 35 South Africa   | 37                  |              | 320      | 320   | 0.08            | 99.90      |
| 36 Turkey         | 24                  | 320          |          | 320   | 0.08            | 99.97      |
|                   |                     |              |          |       |                 |            |
| 37 Kenya          | 19                  | 15           | 92       | 107   | 0.03            | 100.00     |

# Annex 4: Main Destinations of Uganda Coffee by Type in November 2023

### Annex 5: List of Foreign Coffee Buyers during the Month of November 2023

|   | BUYERS                    | POSITION HELD<br>IN OCTOBER |         | QUANTITY<br>(60kg BAGS) |         | %AGE MA    | RKET SHARE |
|---|---------------------------|-----------------------------|---------|-------------------------|---------|------------|------------|
|   |                           |                             | Robusta | Arabica                 | Total   | Individual | Cumulative |
|   | Total                     |                             | 338,329 | 87,197                  | 425,526 | 100        |            |
|   | Louis Dreyfus             | 1                           | 42,726  | 1,920                   | 44,646  | 10.49      | 10.4       |
| 2 | Bernhard Rothfos          | 5                           | 39,637  | 1,279                   | 40,916  | 9.62       | 20.        |
| ; | Olam International        | 4                           | 25,204  | 9,300                   | 34,504  | 8.11       | 28.        |
| Ļ | Sucafina                  | 2                           | 24,344  | 9,633                   | 33,977  | 7.98       | 36.        |
|   | GRB                       | 8                           | 18,720  | 6,106                   | 24,826  | 5.83       | 42.        |
| i | Volcafe                   | 3                           | 19,718  | 2,560                   | 22,278  | 5.24       | 47.        |
| , | Bercher Coffee Consulting | 13                          | 5,942   | 13,120                  | 19,062  | 4.48       | 51.        |
|   | Hamburg Coffee            | 7                           | 12,220  | 3,760                   | 15,980  | 3.76       | 55.        |
|   | Hafco Trading             | 17                          | 14,620  |                         | 14,620  | 3.44       | 58.        |
| 0 | Altasheel Import & Export | 10                          | 14,046  |                         | 14,046  | 3.30       | 62.        |
| 1 | Aldwami Co                |                             | 9,450   |                         | 9,450   | 2.22       | 64.        |
| 2 | Ecom Agro Industrialist   | 9                           | 4,657   | 4,516                   | 9,173   | 2.16       | 66.        |
| 3 | Strauss                   | 11                          | 6,270   | 2,720                   | 8,990   | 2.11       | 68.        |
| 4 | Touton SA                 | 6                           | 2,350   | 5,810                   | 8,160   | 1.92       | 70         |
| 5 | Icona Café                | 18                          | 4,338   | 1,680                   | 6,018   | 1.41       | 72         |
| 6 | Dek Berlin                | 21                          | 5,040   | 360                     | 5,400   | 1.27       | 73         |
| 7 | Koninklijke Douwe         | 14                          | 4,988   |                         | 4,988   | 1.17       | 74         |
| 8 | CCL Products              | 19                          | 4,470   |                         | 4,470   | 1.05       | 75         |
| 9 | Tata Coffee Ltd           |                             | 4,350   |                         | 4,350   | 1.02       | 76.        |
| 0 | Eurocaf Srl               | 16                          | 4,342   |                         | 4,342   | 1.02       | 77.        |
| 1 | Sri Narasus               |                             | 3,960   |                         | 3,960   | 0.93       | 78.        |
| 2 | Ibericafe Import S.L      | 20                          | 3,918   |                         | 3,918   | 0.92       | 79.        |
| 3 | Pacorini Silocaf          | 15                          | 3,538   |                         | 3,538   | 0.83       | 80.        |
| 4 | ETC Trading               | 12                          | 720     | 2,560                   | 3,280   | 0.77       | 81.        |
| 5 | Vidya Global              |                             | 3,240   |                         | 3,240   | 0.76       | 81.        |
| 5 | Lavazza Luigi             |                             | 2,880   |                         | 2,880   | 0.68       | 82         |
| 7 | Vintage Coffee Private    |                             | 2,700   |                         | 2,700   | 0.63       | 83.        |
| 3 | Coffein Compagnie         |                             | 2,160   |                         | 2,160   | 0.51       | 83         |
| 9 | Bijdendijk                |                             | 1,332   | 680                     | 2,012   | 0.47       | 84         |
| D | Others                    |                             | 46,449  | 21,193                  | 67,642  | 15.90      | 100        |

An Inclusive, Transformative and Sustainable Coffee Industry

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