



MINISTRY OF AGRICULTURE, ANIMAL INDUSTRIES AND FISHERIES



Uganda Coffee Development Authority

Key Highlights



A total of 437,579-kilo bags of coffee valued at US\$ 42.48 million were exported in May 2020 at an average weighted price of US\$ 1.62 /kilo, 9 cents lower than US\$ 1.71 /kilo in April 2020. This was an increase of 26.55% and 28.73% in quantity and value respectively compared to the same period last year.



Coffee exports for the 12-months period (Jun 2019 to May 2020) totalled to 5,024,692 bags worth US 488.02 million compared to 4,146,145 bags worth US\$ 416.72 million the previous year.



Farm-gate prices for Robusta Kiboko averaged UGX 1,900 per kilo; FAQ UGX 4,000 per kilo, Arabica parchment UGX 4,750 per kilo and Drugar UGX 4,300 per kilo.



84.35% of the total volume was exported by 10 exporters, out of 35 companies which performed during the month compared to 82.58% in April 2020, reflecting increasing concentration.



The ICO Composite Indicator price decreased by 4.1% to 104.45 US cents/lb in May 2020 from US cents/lb 108.91 in April 2020.

1. Coffee exports

Coffee exports in May 2020 amounted to 437,597 60-kilo bags worth US\$ 42.48 million as shown in Fig 1. This comprised 340,830 bags (US \$ 29.54 million) of Robusta and 96,767 bags (US\$ 12.94 million) of Arabica (see Table 1 and Annex 1). This was an increase of 26.55% and 28.73% 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, and favourable weather. 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 especially at Malaba Boarder point.

By comparing quantity of coffee exported by type in the same month of last Coffee Year (May 2019), Robusta increased both in quantity and value (35.81% and of 32.35%) respectively. Similarly, Arabica exports also registered a percentage increase in both quantity and value (2.04% and 21.16%) respectively.

Coffee exports for the first 11 months (Financial Year 2019/20) amounted to 4,680,879-kilo bags worth US\$ 456 million compared to 3,827,114 60-kilo bags worth US\$ 383 million the previous year. This represents 22% and 19% increase in both quantity and value respectively. Cumulatively in twelve months, (Jun 2019-May 2020), a total of 5.02 million 60-kg bags worth US\$ 488.02 million were exported (figure 1).

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



Table1: Comparison of Coffee Exports of May 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 \$) |
| May Total | 437,597 | 42,479,206 | 345,786 | 32,998,507 | ↑ 26.55 | ↑ 28.73 |
| Robusta | 340,830 | 29,540,631 | 250,957 | 22,319,640 | ↑ 35.81 | ↑ 32.35 |
| Arabica | 96,767 | 12,938,575 | 94,829 | 10,678,867 | ↑ 2.04 | ↑ 21.16 |

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 May 2020. The average export price was US\$ 1.62 per kilo, 9 cents lower than US\$ 1.71 per kilo realized last month. Robusta exports accounted for 77.89% of total exports compared to 72.97% in April 2020. The average Robusta price was US\$ 1.44 per kilo, US cent 1 higher than the previous month. Organic Robusta fetched the highest price of US\$ 1.89 per kilo, a premium of 27 cents over conventional Screen 18 sold at an average of US\$ 1.62 per kilo. Washed Robusta fetched US\$ 1.81 per kilo, a premium of 19 cents over conventional Screen 18. worth noting is that Screen 17 fetched the same price as Screen 18 and 16 cents higher than Screen 15.

This reflects price differentiation and a positive impact on the new grades.

Arabica fetched an average price of US\$ 2.23 per kilo, 23 cents lower than in April 2020. The highest price was for Sustainable Arabica Sipi falls sold at US\$ 5.58 per kilo., a premium price of US\$ 2.76 over Conventional Bugisu AA. Organic Drugar fetched 1.60 cents higher than conventional Drugar. Drugar exports had a 45% share of Arabica exports compared to 36% the previous month.

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

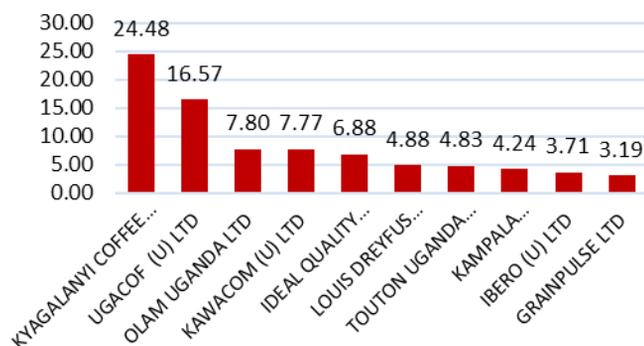
| Coffee type | Quantity 60-Kilo Bags | %-age Quantity | Value in US \$ | %-age Value | Unit Price US\$/Kilo |
|--------------------------------|-----------------------|----------------|-------------------|---------------|----------------------|
| TOTAL | 437,597 | | 42,479,207 | | 1.62 |
| Org Robusta | 1,400 | 0.41 | 158,662 | 0.54 | 1.89 |
| Washed Robusta | 6,080 | 1.78 | 661,168 | 2.24 | 1.81 |
| Screen 18 | 27,932 | 8.20 | 2,709,145 | 9.17 | 1.62 |
| Screen 17 | 19,938 | 5.85 | 1,938,451 | 6.56 | 1.62 |
| Screen 15 | 178,734 | 52.44 | 15,687,088 | 53.10 | 1.46 |
| Screen 14 | 320 | 0.09 | 27,090 | 0.09 | 1.41 |
| Screen 12 | 55,351 | 16.24 | 4,610,339 | 15.61 | 1.39 |
| BHP 1199 | 21,685 | 6.36 | 1,476,896 | 5.00 | 1.14 |
| Other Robustas | 29,390 | 8.62 | 2,271,791 | 7.69 | 1.29 |
| Total Robusta | 340,830 | 100.00 | 29,540,631 | 100.00 | 1.44 |
| Organic Bugisu | 2,680 | 2.77 | 446,577 | 3.45 | 2.78 |
| Organic Okoro | 350 | 0.36 | 52,871 | 0.41 | 2.52 |
| Sustainable Arabica Sipi Falls | 1,710 | 1.77 | 572,821 | 4.43 | 5.58 |
| Organic Drugar | 350 | 0.36 | 54,630 | 0.42 | 2.60 |
| Mt Elgon A+ | 7,799 | 8.06 | 1,243,235 | 9.61 | 2.66 |
| Mt.Elgon AA | 30 | 0.03 | 5,000 | 0.04 | 2.78 |
| Bugisu A+ | 640 | 0.66 | 104,128 | 0.80 | 2.71 |
| Bugisu AA | 3,930 | 4.06 | 665,237 | 5.14 | 2.82 |
| Bugisu AB | 3,470 | 3.59 | 503,066 | 3.89 | 2.42 |
| Mixed Arabica | 330 | 0.34 | 34,048 | 0.26 | 1.72 |
| Wugar | 22,784 | 23.55 | 3,444,746 | 26.62 | 2.52 |
| Drugar | 43,889 | 45.36 | 5,068,082 | 39.17 | 1.92 |
| Other Arabicas | 8,805 | 9.10 | 744,135 | 5.75 | 1.41 |
| Total Arabica | 96,767 | 100.00 | 12,938,575 | 100.00 | 2.23 |

3. Individual Exporter Performance

Figure 2 shows the top 10 export companies in the month of May 2020, reflecting increasing concentration at export level. Kyagalanyi Coffee Ltd led with a market share of 24.48% compared to 18.85% last month. It was followed by Ugacof (U) Ltd 16.57% (13.97%); Olam Uganda Ltd 7.80% (10.49%); Kawacom (U) Ltd 7.77% (10.62%) Ideal Quality Commodities Ltd 6.88% (11.53%) Louis Dreyfus Company (U) Ltd 4.88% (3.52%); and Touton Uganda Limited 4.83% (5.50 %).

The top 10 exporters held a market share of 84.35% compared to 82.58% the previous month. There were minor changes in positions compared to last month reflecting efficiency of exporters. Out of the 35 exporters that performed, 14 exported Robusta Coffee only while 7 exported Arabica coffee only. Annex 2 shows a detailed list of exporters performance in May 2020.*The figures in brackets represent percentage market share held in April 2020.

Figure 2: Top 10 Exporting Companies by percentage market share



4. Local Situation

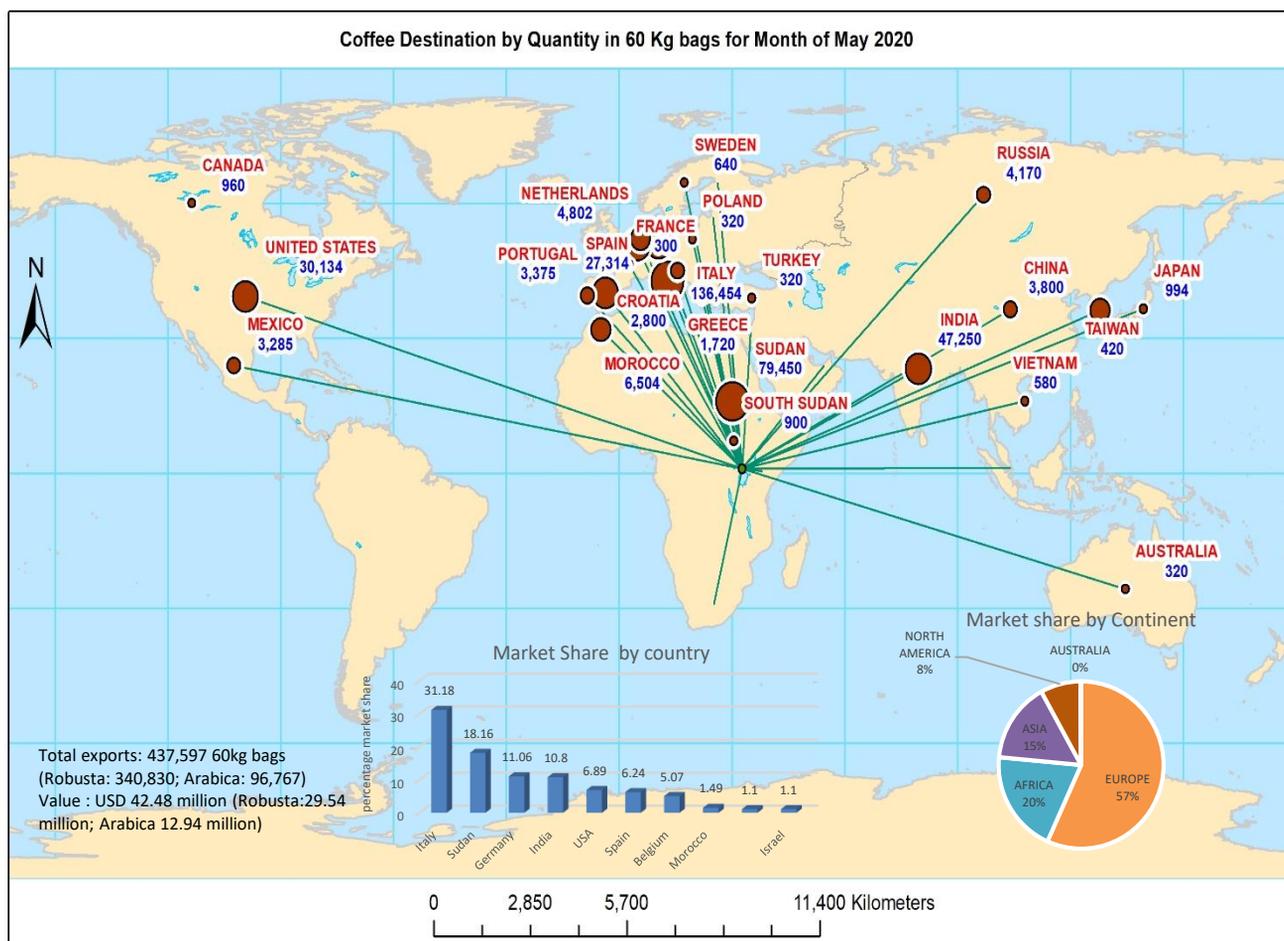
During the month of March 2020, farm gate prices ranged from Sh.1,800 -2,000 per kilo of Kiboko (Robusta dry cherries); Shs. 3,800-4,200/= for FAQ; Sh. 4,500-5,000/= for Arabica parchment; and Sh. 4,000-4,500/= per kilo for Drugar from Kasese. Robusta Kiboko averaged UGX 1,900 per kilo; FAQ UGX 4,000 per kilo, Arabica parchment UGX 4,750/= per kilo and Drugar UGX 4,250 per kilo.

5. Global Situation

World coffee exports amounted to 10.82 million bags in April 2020, compared with 11.17 million in April 2019. Exports in the first 7 months of Coffee Year 2019/20 (Oct 2019 to Apr 2020) have decreased by 3.8% to 72.79 million bags compared to 75.67 million bags in the same period in 2018/19. The ICO Composite Indicator price decreased by 4.1% to 104.45 US cents/lb in May 2020 from US cents/lb 108.91 in April 2020. Expectations of a bigger output from Brazil's harvest which is underway, and the ongoing expectations of low demand put pressure on prices.

6. Coffee Exports by Destination

The destinations of Uganda's coffee exports during the month of May 2020 are shown in Fig 3 (details in Annex 3). Italy maintained the highest market share with 31.18% compared with 25.51% last month. It was followed by Sudan 18.16% (15.06%), Germany 11.06% (17.55%) and India 10.80% (10.53%). Coffee exports to Africa amounted to 86,854 bags, a market share of 19.85% compared to 77,747 bags (16.28%) the previous month. Africa countries included Sudan, Morocco and South Sudan. Europe remains the main destination for Uganda's coffees with a 66.8% imports share. Export to Mexico are worth noting.*The figures in brackets represent percentage market share held in April 2020.



7. Foreign buyers of Uganda Coffee

Annex 4 shows a list of Ugandan coffee buyers in May 2020. The top 10 buyers held a market share of 71.54% of total exports, lower than 74.65% the previous month. Volcafe led with a market share of 17.93% compared to 14.79% in April 2020. It was followed by Sucafina 14.83% (12.27%); Olam International 9.70% (13.29%); Altasheel Import & Export 8.08% (Bernhard Rothfos 4.40% (2.12%); Aldwami Co. 4.24% (0.68%), Minor changes in relative position compared to the previous month reflect consolidation and efficiency of major buyers as well as increased demand for Uganda coffee.

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

8. Coffee Development and Promotional Activities

UCDA continued to monitor the 24 cooperative societies which had been allocated fertilizers. Stumping and fertilizer application to stumped coffee trees of beneficiary farmers were continued during the month. Using COVID-19 guidelines of maintaining social distance and minimizing contact, UCDA field officers continued to provide extension services that ensured proper maintenance of coffee gardens during the March-May coffee planting season.

9. Outlook for June 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 started is envisaged to be good due to favourable rains.

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

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 | 3,368,606 | 331,208,679 | 2,783,722 | 277,135,815 | 20.92 | 19.44 |
| Total Robusta | 2,677,871 | 237,824,774 | 2,103,172 | 195,443,510 | 27.21 | 21.57 |
| Total Arabica | 690,735 | 93,383,903 | 585,721 | 71,013,438 | 17.93 | 31.55 |
| May | 437,597 | 42,479,206 | 345,786 | 32,998,507 | 26.55 | 28.73 |
| Robusta | 340,830 | 29,540,631 | 250,957 | 22,319,640 | 35.81 | 32.35 |
| Arabica | 96,767 | 12,938,575 | 94,829 | 10,678,867 | 2.04 | 21.16 |
| April | 359,973 | 36,914,686 | 305,643 | 30,048,530 | 17.78 | 22.90 |
| Robusta | 262,676 | 22,547,994 | 219,298 | 19,962,247 | 19.78 | 12.95 |
| Arabica | 97,297 | 14,366,692 | 86,345 | 10,086,283 | 12.68 | 42.58 |
| March | 479,361 | 46,002,897 | 345,085 | 33,794,213 | 38.39 | 35.72 |
| Robusta | 387,778 | 33,222,298 | 265,655 | 24,284,040 | 45.29 | 36.24 |
| Arabica | 91,583 | 12,780,599 | 79,430 | 9,510,173 | 15.30 | 34.39 |
| February | 473,328 | 46,757,304 | 323,182 | 32,594,100 | 46.36 | 43.37 |
| Robusta | 388,980 | 34,659,016 | 261,526 | 24,209,036 | 48.61 | 43.05 |
| Arabica | 84,348 | 12,098,287 | 61,656 | 8,385,064 | 36.80 | 44.28 |
| January | 469,663 | 47,974,121 | 394,937 | 39,197,834 | 19.09 | 22.57 |
| Robusta | 376,874 | 34,286,315 | 325,694 | 29,937,435 | 15.92 | 14.77 |
| Arabica | 92,789 | 13,687,806 | 69,243 | 9,260,399 | 34.00 | 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 | 15.40 | 7.68 |
| Arabica | 49,645 | 6,877,841 | 71,277 | 9,088,466 | -30.35 | -24.32 |
| November | 439,505 | 42,266,045 | 401,447 | 41,123,564 | 9.39 | 2.60 |
| Robusta | 336,366 | 30,420,946 | 291,540 | 28,108,844 | 15.25 | 8.07 |
| Arabica | 103,139 | 11,845,098 | 109,907 | 13,014,720 | -6.16 | -9.20 |
| October | 378,931 | 36,946,329 | 353,205 | 35,083,657 | 7.09 | 5.19 |
| Robusta | 303,764 | 28,157,324 | 245,342 | 23,415,324 | 23.53 | 19.87 |
| Arabica | 75,167 | 8,789,005 | 107,863 | 11,668,333 | -30.31 | -24.28 |

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

| EXPORTING COMPANY | POSITION HELD IN APRIL | QUANTITY (Bags) | | | PERCENTAGE MARKET SHARE | |
|---|------------------------|-----------------|---------------|----------------|-------------------------|------------|
| | | Robusta | Arabica | Total | Individual | Cumulative |
| Total | | 340,830 | 96,767 | 437,597 | 100.00 | |
| 1 Kyagalanyi Coffee Ltd | 1 | 63,954 | 43,156 | 107,110 | 24.48 | 24.48 |
| 2 Ugacof (U) Ltd | 2 | 60,044 | 12,456 | 72,500 | 16.57 | 41.04 |
| 3 Olam Uganda Ltd | 5 | 30,268 | 3,880 | 34,148 | 7.80 | 48.85 |
| 4 Kawacom (U) Ltd | 4 | 25,170 | 8,830 | 34,000 | 7.77 | 56.62 |
| 5 Ideal Quality Commodities Ltd | 3 | 28,150 | 1,950 | 30,100 | 6.88 | 63.50 |
| 6 Louis Dreyfus Company (U) Ltd | 8 | 18,390 | 2,970 | 21,360 | 4.88 | 68.38 |
| 7 Touton Uganda Limited | 6 | 18,584 | 2,560 | 21,144 | 4.83 | 73.21 |
| 8 Kampala Domestic Store Ltd | 12 | 18,562 | | 18,562 | 4.24 | 77.45 |
| 9 Ibero (U) Ltd | 9 | 16,214 | 11 | 16,225 | 3.71 | 81.16 |
| 10 Grain pulse Ltd | 11 | 13,331 | 640 | 13,971 | 3.19 | 84.35 |
| 11 Besmark Coffee Company Limited | 7 | 668 | 9,870 | 10,538 | 2.41 | 86.76 |
| 12 Kaweri Coffee Plantation | 26 | 6,080 | | 6,080 | 1.39 | 88.15 |
| 13 Ankole Coffee Producers Coop Union Ltd | 22 | 5,136 | | 5,136 | 1.17 | 89.32 |
| 14 Export Trading Company (U) Ltd | 10 | 5,040 | | 5,040 | 1.15 | 90.47 |
| 15 Coffee World Ltd | 25 | 4,988 | | 4,988 | 1.14 | 91.61 |
| 16 Commodity Solutions (U) Ltd | 15 | 3,758 | 1,054 | 4,812 | 1.10 | 92.71 |
| 17 Discovery Trading Limited | 16 | 3,730 | 1,018 | 4,748 | 1.09 | 93.80 |
| 18 Great Lakes Coffee Company Ltd | 13 | | 4,180 | 4,180 | 0.96 | 94.75 |
| 19 Bakhsons Trading Co. (U) Ltd | 20 | 2,800 | 320 | 3,120 | 0.71 | 95.47 |
| 20 Sena Indo Uganda Limited | 14 | 2,765 | 330 | 3,095 | 0.71 | 96.17 |
| 21 Ishaka Quality Commodities Ltd | 17 | 2,950 | | 2,950 | 0.67 | 96.85 |
| 22 Tata Uganda Limited | 18 | 2,700 | | 2,700 | 0.62 | 97.47 |
| 23 Mbale Importers & Exporters Ltd | 23 | 2,084 | | 2,084 | 0.48 | 97.94 |
| 24 Nakana Coffee Factory Ltd | 19 | 1,440 | | 1,440 | 0.33 | 98.27 |
| 25 Bakwanye Trading Co. Ltd | 28 | | 1,348 | 1,348 | 0.31 | 98.58 |
| 26 Darley Investments Ltd | 21 | 1,294 | | 1,294 | 0.30 | 98.87 |
| 27 The Edge Trading (U) Ltd | 24 | 1,050 | | 1,050 | 0.24 | 99.11 |

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

| EXPORTING COMPANY | POSITION HELD IN APRIL | QUANTITY (Bags) | | Percentage Market Share | | |
|--|------------------------|-----------------|---------|-------------------------|------------|------------|
| | | Robusta | Arabica | Total | Individual | Cumulative |
| 28 Tariq General Suppliers Ltd | | | 900 | 900 | 0.21 | 99.32 |
| 29 Rezlex Investment Ltd | 30 | 720 | | 720 | 0.16 | 99.48 |
| 30 Kibinge Coffee Farmers' Coop Soc Ltd | | 640 | | 640 | 0.15 | 99.63 |
| 31 Equatorial Beans Factory Ltd | | | 334 | 334 | 0.08 | 99.71 |
| 32 Friends Of Mothers Initiative Ltd | | | 320 | 320 | 0.07 | 99.78 |
| 33 Funzo Coffee (U) Ltd | | | 320 | 320 | 0.07 | 99.85 |
| 34 Nucafe | | 320 | | 320 | 0.07 | 99.93 |
| 35 United Organic Coffee Growers Limited | 37 | | 320 | 320 | 0.07 | 100.00 |

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

| DESTINATION | POSITION HELD IN APRIL | QUANTITY (60kg bags) | | | %AGE MARKET SHARE | |
|-----------------|------------------------|----------------------|---------|---------|-------------------|------------|
| | | Robusta | Arabica | Total | Individual | Cumulative |
| Total | | 340,830 | 96,767 | 437,597 | 100.00 | |
| 1 Italy | 1 | 120,546 | 15,908 | 136,454 | 31.18 | 31.18 |
| 2 Sudan | 3 | 79,100 | 350 | 79,450 | 18.16 | 49.34 |
| 3 Germany | 2 | 27,940 | 20,437 | 48,377 | 11.06 | 60.39 |
| 4 India | 4 | 41,230 | 6,020 | 47,250 | 10.80 | 71.19 |
| 5 United States | 6 | 5,520 | 24,614 | 30,134 | 6.89 | 78.08 |
| 6 Spain | 5 | 26,994 | 320 | 27,314 | 6.24 | 84.32 |
| 7 Belgium | 7 | 9,838 | 12,340 | 22,178 | 5.07 | 89.39 |
| 8 Morocco | 8 | 5,508 | 996 | 6,504 | 1.49 | 90.87 |
| 9 Netherlands | 22 | 1,430 | 3,372 | 4,802 | 1.10 | 91.97 |
| 10 Israel | 12 | 3,200 | 1,600 | 4,800 | 1.10 | 93.07 |
| 11 South Korea | 9 | 320 | 4,456 | 4,776 | 1.09 | 94.16 |
| 12 Russia | 11 | 2,570 | 1,600 | 4,170 | 0.95 | 95.11 |
| 13 China | 28 | 3,400 | 400 | 3,800 | 0.87 | 95.98 |
| 14 Portugal | 18 | 3,375 | | 3,375 | 0.77 | 96.75 |
| 15 Mexico | 17 | 2,625 | 660 | 3,285 | 0.75 | 97.50 |
| 16 Croatia | 21 | 2,800 | | 2,800 | 0.64 | 98.14 |
| 17 Greece | 16 | 640 | 1,080 | 1,720 | 0.39 | 98.54 |
| 18 Japan | 14 | 994 | | 994 | 0.23 | 98.76 |
| 19 Canada | | 640 | 320 | 960 | 0.22 | 98.98 |
| 22 South Sudan | 22 | | 900 | 900 | 0.21 | 99.19 |
| 21 Saudi Arabia | | | 654 | 654 | 0.15 | 99.34 |
| 22 Sweden | 10 | | 640 | 640 | 0.15 | 99.48 |
| 23 Vietnam | | 580 | | 580 | 0.13 | 99.62 |
| 24 Taiwan | | 320 | 100 | 420 | 0.10 | 99.71 |
| 25 Australia | | 320 | | 320 | 0.07 | 99.79 |
| 26 Poland | 15 | 320 | | 320 | 0.07 | 99.86 |
| 27 Turkey | | 320 | | 320 | 0.07 | 99.93 |
| 28 France | | 300 | | 300 | 0.07 | 100.00 |

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

| BUYERS | POSITION HELD IN APRIL | QUANTITY (60kg BAGS) | | | %AGE MARKET SHARE | |
|------------------------------|------------------------|----------------------|---------------|----------------|-------------------|------------|
| | | Robusta | Arabica | Total | Individual | Cumulative |
| Total | | 340,830 | 96,767 | 437,597 | 100.00 | |
| 1 Volcafe | 1 | 47,706 | 30,756 | 78,462 | 17.93 | 17.93 |
| 2 Sucafina | 3 | 52,448 | 12,456 | 64,904 | 14.83 | 32.76 |
| 3 Olam International | 2 | 37,218 | 5,216 | 42,434 | 9.70 | 42.46 |
| 4 Atlasheel Import & Export | 4 | 35,350 | | 35,350 | 8.08 | 50.54 |
| 5 Ecom Agro Industrialist | 5 | 12,190 | 8,130 | 20,320 | 4.64 | 55.18 |
| 6 Bernhard Rothfos | 10 | 18,504 | 731 | 19,235 | 4.40 | 59.58 |
| 7 Aldwami Co | 23 | 18,550 | | 18,550 | 4.24 | 63.82 |
| 8 Cofftea | 14 | 16,450 | | 16,450 | 3.76 | 67.57 |
| 9 Tropical Gmbh | 26 | 9,086 | | 9,086 | 2.08 | 69.65 |
| 10 Nestle Espana | 11 | 8,280 | | 8,280 | 1.89 | 71.54 |
| 11 Luigi Lavazza | | 7,580 | | 7,580 | 1.73 | 73.28 |
| 12 Bercher Coffee Consulting | 9 | 668 | 6,400 | 7,068 | 1.62 | 74.89 |
| 13 GRB | 13 | 10 | 6,910 | 6,920 | 1.58 | 76.47 |
| 14 Coex Coffee International | 6 | 3,758 | 2,004 | 5,762 | 1.32 | 77.79 |
| 15 Indus Coffee | 8 | 3,900 | 1,420 | 5,320 | 1.22 | 79.00 |
| 16 Nkg Bero Italia | | 4,806 | | 4,806 | 1.10 | 80.10 |
| 17 Hamburg Coffee | 12 | 4,728 | | 4,728 | 1.08 | 81.18 |
| 18 Icona Cañ | 24 | 4,300 | 360 | 4,660 | 1.06 | 82.25 |
| 19 Elmathahib | 16 | 4,200 | | 4,200 | 0.96 | 83.21 |
| 20 Louis Dreyfus | 18 | 2,430 | 1,280 | 3,710 | 0.85 | 84.06 |
| 21 Tata Coffee | 15 | 3,570 | | 3,570 | 0.82 | 84.87 |
| 22 CCL Products | 20 | 1,755 | 1,600 | 3,355 | 0.77 | 85.64 |
| 23 SLN Coffee Ltd | 25 | 3,250 | | 3,250 | 0.74 | 86.38 |
| 24 Export Trading Co | | 2,880 | | 2,880 | 0.66 | 87.04 |
| 25 Falcon Commodities | 22 | | 2,560 | 2,560 | 0.59 | 87.62 |
| 26 J. Wolff | | | 2,560 | 2,560 | 0.59 | 88.21 |
| 27 Commatir | 19 | 2,520 | | 2,520 | 0.58 | 88.78 |
| 28 Alkolkhi | 27 | 2,450 | | 2,450 | 0.56 | 89.34 |
| 29 Strauss | 7 | 360 | 1,930 | 2,290 | 0.52 | 89.87 |
| 30 Others | | 31,883 | 12,454 | 44,337 | 10.13 | 100.00 |

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