



INTERNATIONAL COFFEE ORGANIZATION
ORGANIZACIÓN INTERNACIONAL DEL CAFÉ
ORGANIZAÇÃO INTERNACIONAL DO CAFÉ
ORGANISATION INTERNATIONALE DU CAFÉ

E

MONTHLY COFFEE MARKET REPORT

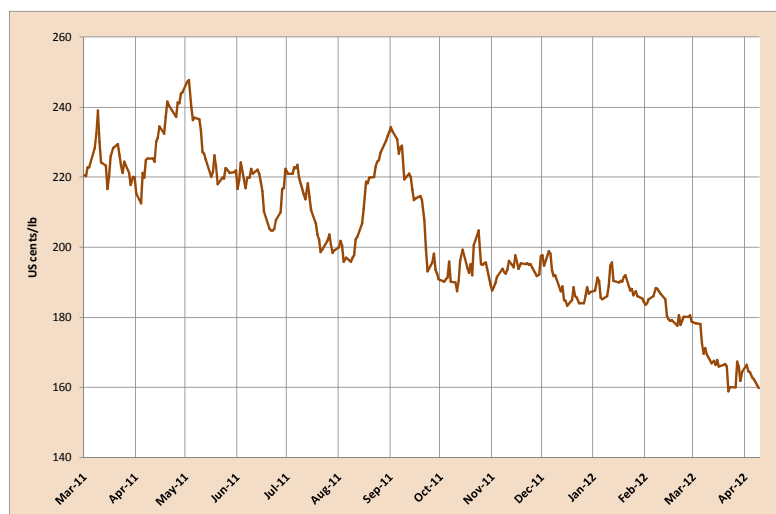
March 2012

Arabica prices were subject to further downward corrections in March, while Robusta prices increased. The fall in Arabica prices was reflected in the monthly average of the ICO composite indicator price, which fell by 8% from 182.29 US cents/lb in February 2012 to 167.77 in March, the lowest monthly level since October 2010. On the New York futures market, which reflects the situation of Arabicas, the average of the 2nd and 3rd positions fell by 11% from 212.09 US cents/lb to 188.78 cents, triggering a narrowing of 21.1% in the differential with the London futures market.

In terms of market fundamentals, total production by all exporting countries in crop year 2011/12 is around 131 million bags compared with 134.2 million bags in 2010/11. For crop year 2012/13, the only published information is the first official estimate of Brazilian production, which forecasts a crop of 50.6 million bags. It should be noted, however, that the size of this crop, which has recently begun harvesting and corresponds to the high production year in the biennial cycle of Arabica production, is the subject of intense debate, since some independent sources give substantially higher figures than those published by CONAB, the government agency responsible for crop forecasts. Some agronomists, on the other hand, point out the lack of rain in some regions, particularly in Zona da Mata in Minas Gerais, Espirito Santo and Bahia, at the stage when the beans are developing. A brief analysis of production in selected exporting countries is included in this report.

Exports by all exporting countries during February 2012 totalled 9.3 million bags, bringing the cumulative total for coffee year 2011/12 (October 2011 to February 2012) to 41.5 million bags as against 42.3 million bags for the same period in 2010/11, a fall of 1.8%. In February, Vietnam achieved the highest level of exports among all exporting countries, with an estimated volume of 2.7 million bags compared with 2.1 million bags of all forms of coffee exported by Brazil. Ethiopia recorded a very low level of exports in February, at odds with its estimated production level for crop year 2011/12, which may have to be revised downwards.

Graph 1: ICO composite indicator prices
Daily: 1 March 2011 – 9 April 2012



Price movements

The monthly average of the **ICO composite indicator price** fell by 8% in March 2012, from 182.29 US cents/lb in February to 167.77, its lowest monthly average since October 2010 (Table 1). This indicates that the marked downward corrections in Arabica prices had a negative effect on the monthly average of the ICO composite indicator price. Graphs 1 and 2 show ICO daily composite indicator prices and group indicator prices since 1 March 2011. More specifically, **Colombian Milds** fell by

8.7%, **Other Milds** by 10.2% and **Brazilian Naturals** by 10.8%. At the same time, Arabica price volatility also increased, particularly in the case of Brazilian Naturals. On the other hand, prices of **Robustas** recorded a slight increase of 1.6% compared with February. As a result of these developments, differentials between the three Arabica groups and Robustas narrowed significantly, with the arbitrage between the New York and London futures markets falling by 21.1% (Table 2 and Graph 3).

Graph 2: Group indicator prices
Daily: 1 March 2011 – 9 April 2012

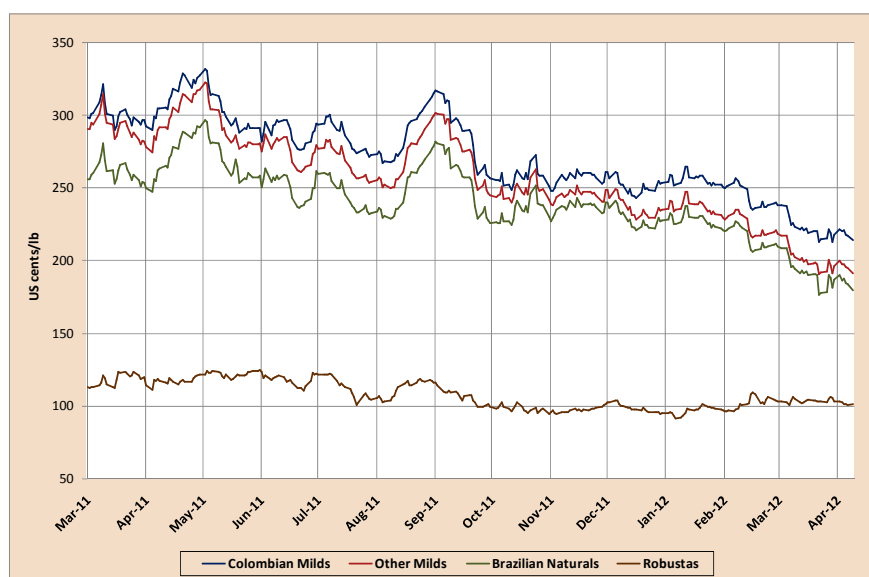


Table 1: ICO indicator prices and futures prices (US cents/lb) – March 2012

	ICO Composite	Colombian Milds	Other Milds	Brazilian Naturals	Robustas	New York*	London*
Monthly averages							
2011							
March	224.33	300.68	292.07	260.98	118.13	274.10	111.36
April	231.24	312.95	300.12	273.40	117.37	285.58	111.34
May	227.97	302.17	291.09	268.66	121.98	277.72	116.76
June	215.58	287.95	274.98	250.59	117.95	262.52	110.51
July	210.36	285.21	268.02	245.69	112.73	255.90	103.36
August	212.19	286.97	270.44	249.83	112.07	260.39	102.71
September	213.04	287.54	274.88	255.64	106.06	261.39	96.10
October	193.90	257.66	247.82	234.28	98.10	236.74	88.64
November	193.66	256.99	245.09	236.75	97.24	235.25	85.78
December	189.02	251.60	236.71	228.79	98.41	227.23	87.65
2012							
January	188.90	255.91	237.21	228.21	96.72	227.50	84.19
February	182.29	244.14	224.16	215.40	101.93	212.09	88.69
March	167.77	222.84	201.26	192.03	103.57	188.78	91.37
Annual averages							
2001	45.59	72.05	62.28	50.70	27.54	58.86	23.92
2002	47.74	64.90	61.52	45.23	30.01	57.02	25.88
2003	51.90	65.33	64.20	50.31	36.95	65.24	34.11
2004	62.15	81.44	80.47	68.97	35.99	79.53	32.85
2005	89.36	115.73	114.86	102.29	50.55	111.38	46.80
2006	95.75	116.80	114.40	103.92	67.55	112.30	59.77
2007	107.68	125.57	123.55	111.79	86.60	121.83	78.56
2008	124.25	144.32	139.78	126.59	105.28	136.46	97.17
2009	115.67	177.43	143.84	115.33	74.58	128.40	67.69
2010	147.24	225.46	195.96	153.68	78.74	165.20	71.98
2011	210.39	283.84	271.07	247.61	109.21	256.36	101.23
% change between Mar-12 and Feb-12							
	-8.0	-8.7	-10.2	-10.8	1.6	-11.0	3.0
% change between Mar-12 and Mar-11							
	-25.2	-25.9	-31.1	-26.4	-12.3	-31.1	-18.0
% change between Mar-12 and 2011 average							
	-20.3	-21.5	-25.8	-22.4	-5.2	-26.4	-9.7
Volatility (%)							
Mar-11	8.9	8.6	8.8	9.7	10.3	9.8	8.3
Apr-11	6.6	6.6	6.6	6.5	8.8	7.7	7.2
May-11	6.3	5.6	6.4	8.5	5.7	7.1	4.8
Jun-11	7.8	7.3	7.8	9.6	9.6	9.2	11.2
Jul-11	5.8	5.4	5.5	5.8	9.9	6.3	10.3
Aug-11	5.7	5.3	6.0	6.5	7.2	6.8	7.5
Sep-11	7.7	8.0	8.2	9.0	8.2	9.2	9.0
Oct-11	10.6	10.4	10.9	11.4	10.0	12.4	11.2
Nov-11	4.7	5.7	6.0	6.1	4.9	7.5	4.9
Dec-11	6.1	6.6	6.8	6.7	4.7	8.0	5.5
Jan-12	6.5	6.4	7.3	7.1	6.6	7.7	8.1
Feb-12	4.4	5.4	5.4	5.9	10.4	6.4	6.5
Mar-12	8.4	7.8	9.0	12.6	7.3	10.4	6.8
Variation between Mar-12 and Feb-12							
	3.9	2.4	3.5	6.7	-3.1	4.0	0.3

* Average of the 2nd and 3rd positions

Table 2: Price differentials (US cents/lb)

	Colombian Milds Other Milds	Colombian Milds Brazilian Naturals	Colombian Milds Robustas	Colombian Milds New York*	Other Milds Brazilian Naturals	Other Milds Robustas	Brazilian Naturals Robustas	New York* London*
Mar-11	12.83	39.55	195.58	27.37	26.72	182.75	156.03	174.24
Apr-11	11.08	33.51	180.19	24.45	22.43	169.11	146.68	160.96
May-11	12.97	37.36	170.00	25.44	24.39	157.03	132.63	152.00
Jun-11	17.19	39.52	172.48	29.30	22.33	155.29	132.96	152.55
Jul-11	16.53	37.14	174.90	26.58	20.61	158.37	137.77	157.68
Aug-11	12.66	31.90	181.48	26.14	19.24	168.82	149.58	165.29
Sep-11	12.66	31.90	181.48	26.14	19.24	168.82	149.58	165.29
Oct-11	9.83	23.37	159.55	20.91	13.54	149.72	136.18	148.10
Nov-11	11.91	20.25	159.75	21.74	8.34	147.85	139.50	149.47
Dec-11	14.89	22.81	153.19	24.37	7.92	138.30	130.38	139.58
Jan-12	18.71	27.71	159.20	28.42	9.00	140.49	131.49	143.30
Feb-12	19.98	28.74	142.21	32.06	8.76	122.22	113.47	123.39
Mar-12	21.58	30.80	119.26	34.06	9.22	97.69	88.46	97.41
Absolute change between Mar-12 and Feb-12								
	1.59	2.06	-22.94	2.00	0.47	-24.54	-25.00	-25.98
% change between Mar-12 and Feb-12								
	8.0	7.2	-16.1	6.2	5.3	-20.1	-22.0	-21.1

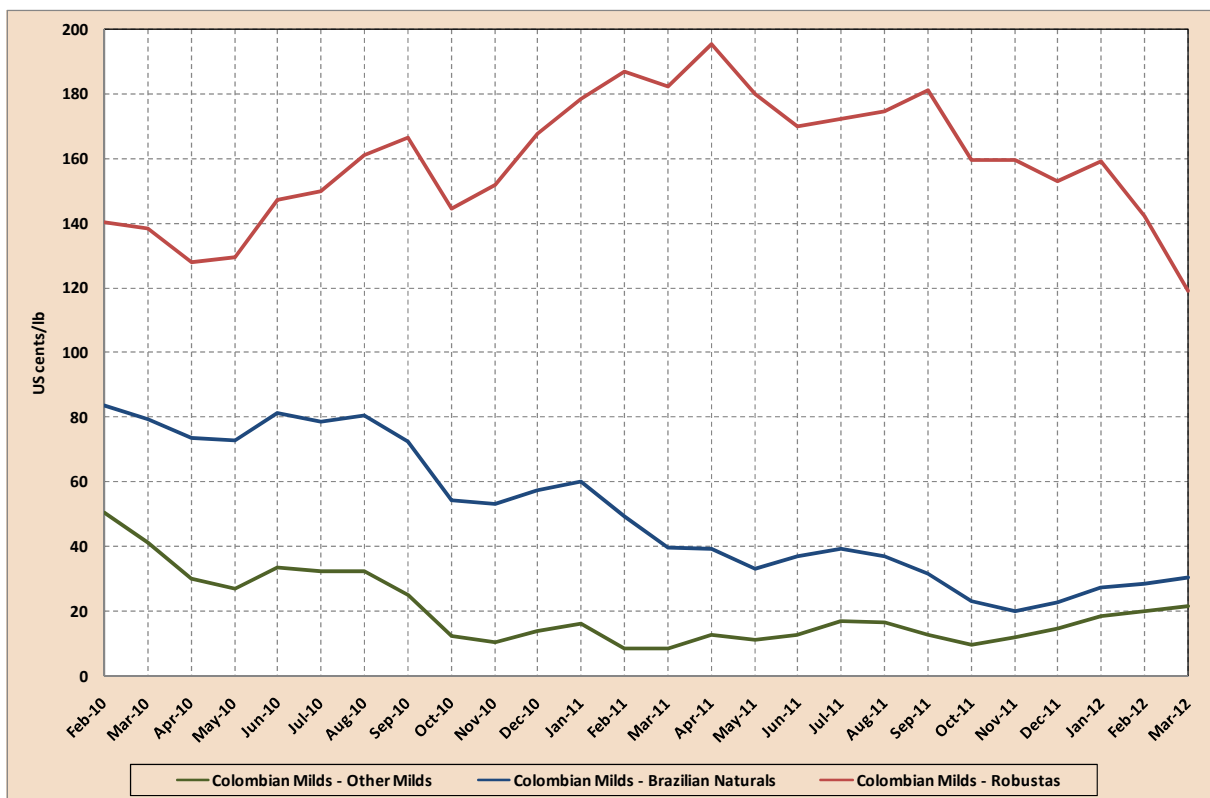
*Average of the 2nd and 3rd positionsGraph 3: Differential between prices of Colombian Milds and the other three coffee groups
February 2010 – March 2012

Table 3: Production in selected exporting countries

Crop year commencing					% change
	2008	2009	2010	2011	2010-2011
TOTAL	128 293	122 935	134 241	130 970	-2.4
Africa	15 950	15 830	16 149	18 493	14.5
Cameroon	750	750	608	1 083	78.2
Côte d'Ivoire	2 397	1 795	982	1 600	62.9
Ethiopia	4 949	6 931	7 500	8 312	10.8
Kenya	541	630	658	750	13.9
Tanzania	1 186	709	800	750	-6.2
Uganda	3 197	2 797	3 290	2 850	-13.4
Others	2 931	2 220	2 311	3 148	36.2
<i>Arabicas</i>	<i>7 894</i>	<i>9 147</i>	<i>10 143</i>	<i>11 108</i>	<i>9.5</i>
<i>Robustas</i>	<i>8 056</i>	<i>6 683</i>	<i>6 006</i>	<i>7 385</i>	<i>23.0</i>
Asia & Oceania	34 727	37 206	36 000	34 134	-5.2
India	3 950	4 764	5 033	5 333	6.0
Indonesia	9 612	11 380	9 129	8 250	-9.6
Papua New Guinea	1 028	1 038	870	1 000	15.0
Thailand	376	470	579	850	46.9
Vietnam	18 500	18 200	19 467	17 500	-10.1
Others	1 261	1 354	924	1 201	30.0
<i>Arabicas</i>	<i>4 389</i>	<i>5 070</i>	<i>5 180</i>	<i>5 661</i>	<i>9.3</i>
<i>Robustas</i>	<i>30 338</i>	<i>32 136</i>	<i>30 821</i>	<i>28 473</i>	<i>-7.6</i>
Mexico & Central America	17 307	16 855	19 278	19 113	-0.9
Costa Rica	1 320	1 450	1 588	1 773	11.6
El Salvador	1 450	1 065	1 859	1 330	-28.5
Guatemala	3 785	3 835	3 950	3 750	-5.1
Honduras	3 450	3 575	4 326	4 500	4.0
Mexico	4 651	4 200	4 850	4 600	-5.2
Nicaragua	1 442	1 831	1 804	2 100	16.4
Others	1 209	899	901	1 060	17.7
<i>Arabicas</i>	<i>17 165</i>	<i>16 721</i>	<i>19 074</i>	<i>18 898</i>	<i>-0.9</i>
<i>Robustas</i>	<i>142</i>	<i>134</i>	<i>204</i>	<i>215</i>	<i>5.3</i>
South America	60 309	53 044	62 812	59 230	-5.7
Brazil	45 992	39 470	48 095	43 484	-9.6
Colombia	8 664	8 098	8 523	8 500	-0.3
Ecuador	691	813	854	875	2.5
Peru	3 872	3 286	3 986	5 200	30.5
Others	1 090	1 377	1 354	1 171	-13.5
<i>Arabicas</i>	<i>49 391</i>	<i>41 988</i>	<i>50 851</i>	<i>47 495</i>	<i>-6.6</i>
<i>Robustas</i>	<i>10 918</i>	<i>11 056</i>	<i>11 962</i>	<i>11 736</i>	<i>-1.9</i>
TOTAL	128 293	122 935	134 241	130 970	-2.4
Colombian Milds	9 964	9 181	9 693	9 730	0.4
Other Milds	27 052	26 582	29 952	31 264	4.4
Brazilian Naturals	41 822	37 162	45 603	42 168	-7.5
Robustas	49 455	50 010	48 992	47 809	-2.4
<i>Arabicas</i>	<i>78 838</i>	<i>72 926</i>	<i>85 248</i>	<i>83 161</i>	<i>-2.4</i>
<i>Robustas</i>	<i>49 455</i>	<i>50 010</i>	<i>48 992</i>	<i>47 809</i>	<i>-2.4</i>
TOTAL	100.0	100.0	100.0	100.0	
Colombian Milds	7.8	7.5	7.2	7.4	
Other Milds	21.1	21.6	22.3	23.9	
Brazilian Naturals	32.6	30.2	34.0	32.2	
Robustas	38.5	40.7	36.5	36.5	
<i>Arabicas</i>	<i>61.5</i>	<i>59.3</i>	<i>63.5</i>	<i>63.5</i>	
<i>Robustas</i>	<i>38.5</i>	<i>40.7</i>	<i>36.5</i>	<i>36.5</i>	

In thousand bags

Market fundamentals

Total production in crop year 2011/12 is estimated at 131 million bags, representing a fall of 2.4% in relation to 2010/11. This fall is attributable mainly to production decreases in the regions of Asia & Oceania and South America (Table 3). Apart from Brazil, where lower production is attributable to the biennial cycle of Arabica production, the decline in production in crop year 2011/12 is accounted for by adverse weather conditions in several exporting countries.

Estimates of production in selected exporting countries

Annex I contains three tables, the first showing production in selected exporting countries, the second showing changes in production from one crop year to the next, and the third showing shares in total world production

Production in Africa

Total production in **Africa**, which has remained at relatively low levels for around ten years, could increase in crop year 2011/12, from 16.1 million bags in 2010/11 to 18.5 million bags, an increase of 14.5%. If these estimates are confirmed, Africa's share in total production for crop year 2011/12 will be 14.1% compared with 12% in 2010/11. The main coffee producing countries in Africa are Ethiopia, Uganda, Côte d'Ivoire, Cameroon, Kenya and Tanzania.

The official forecast of the 2011/12 crop for **Ethiopia** is 8.3 million bags, representing 6.3% of total world production. This production level seems to be at odds with its recent export performance, however, particularly the volume exported in the first five months of the coffee year, which was 628,000 bags compared with 1.2 million bags for the same period in 2010/11. Production in **Uganda** is expected to fall by 13.4% to 2.9 million bags compared with 3.3 million bags in 2010/11. In **Côte d'Ivoire** production could increase significantly in 2011/12, rising to 1.6 million bags compared with 982,000 bags in 2010/11, although this is still well below the levels reached in the early years of the previous decade. Production in **Cameroon** is estimated to increase considerably in 2011/12 from 608,000 bags in 2010/11 to slightly over one million bags. Production in **Kenya** could increase from 658,000 bags in 2010/11 to 750,000 bags in 2011/12, whereas a slight decrease is forecast in **Tanzania** to 750,000, compared with 800,000 bags in 2010/11.

Production in Asia & Oceania

Production in **Asia & Oceania** was affected by adverse weather conditions in some of its main producing areas, with a negative impact on output for 2011/12. Total production is expected to be 34.1 million bags in crop year 2011/12 compared with 36 million bags in 2010/11, a fall of 5.2%, accounting for 26.1% of world coffee production in 2011/12. The main producing countries are Vietnam, Indonesia, India, Papua New Guinea and Thailand. Production in **Vietnam** is forecast to fall by 10.1% to a level of 17.5 million bags compared with 19.5 million bags in 2010/11. However, its exports during the first five months of coffee year 2011/12 seem to indicate a far higher production level. If the flow of exports continues at the present rate over the next few months, production for 2011/12 will have to be revised upward. In **Indonesia**, crop year 2011/12 is almost over and production is estimated at 8.3 million bags, representing a 9.6% drop in relation to the level of 9.1 million bags in 2010/11. Adverse weather could also affect its crop in 2012/13. Production in **India** could increase by 6% from 5 million to 5.3 million bags, although high production costs and labour shortages are major constraints. Production in **Papua New Guinea** is forecast to increase by 15% from 870,000 bags in 2010/11 to one million bags in 2011/12. The highest level of Papua New Guinea's production in the last twelve years continues to be 1.3 million bags recorded in 2005/06. **Thailand**, which still has a relatively low production level compared with its domestic consumption requirements, is expecting an increase of 46.9% to reach a level of 850,000 bags in 2011/12 compared with 579,000 bags in 2010/11. The country's production potential is still low.

Production in Mexico & Central America

Adverse weather conditions have also affected many countries in the **Mexico & Central America** region but production is expected to fall by only 0.9% in 2011/12. The less alarming supply situation in this region, which produces mainly Mild Washed coffees and accounts for around 14.6% of world production, has eased pressure on the market by providing assurance of regular supplies. The region's main producing countries are Mexico, Honduras, Guatemala, Costa Rica, El Salvador and Nicaragua. Production in **Mexico** is expected to be 4.6 million

bags compared with 4.9 million bags in 2010/11, a fall of 5.2%. For many years, Mexican production fluctuated between 4 and 5 million bags, with the exception of 2004/05 when it dropped to 3.9 million bags. **Honduras** has recently overtaken Guatemala as the region's second largest producer; its production in 2011/12 is expected to increase by 4% to 4.5 million bags compared with 4.3 million bags in 2010/11. **Guatemala** could produce 3.8 million bags in 2011/12, a fall of 5.1% in relation to a level of around 4 million bags in 2010/11. Production in **El Salvador** was the most seriously affected by poor weather, with the level down by 28.5% from 1.9 million bags in 2010/11 to an estimated 1.3 million bags in 2011/12. In **Nicaragua** production is expected to increase by 16.4% to a level of 2.1 million bags in 2011/12 as against 1.8 million bags in 2010/11. **Costa Rica** could also record an increase in production with the level rising from 1.6 million bags in 2010/11 to 1.8 million bags in 2011/12, an increase of 11.6%.

Production in South America

Brazil, Colombia, Peru and Ecuador are the main coffee-producing countries in this region, which accounted for over 45% of total production in 2011/12. In **Brazil**, crop year 2011/12, which was an off year in the biennial cycle for Arabica production, has now ended with a production level of 43.5 million bags, representing a fall of 5.7% in the production of the region as a whole. Production will rise in 2012/13, however; according to official estimates by CONAB, the government agency responsible for crop forecasts, production will be 50.6 million bags, comprising 37.7 million bags of Arabica and 12.9 million bags of Robusta. Brazilian production is characterised by a biennial cycle alternating between years of higher and lower production with coffee trees needing to recover after producing an abundant crop. In the case of crop year 2012/13, which begins in April, a substantial increase in production can be expected since coffee trees were in recovery during 2011/12. In **Colombia**, production in 2011/12 is expected to remain at roughly the same level as the previous crop year, at around 8.5 million bags. **Peru** is expected to record high production in 2011/12 at 5.2 million bags compared with 4 million bags in the previous year. The country's production accounted for 4% of total world supplies during 2011/12, placing it among the world's leading coffee-

producing countries. Production in **Ecuador** is forecast to increase by 2.5% from 854,000 bags in 2010/11 to 875,000 bags in 2011/12. Since the year 2000, Ecuador's total production has rarely exceeded one million bags, the exception being crop years 2005/06 to 2007/08. Prospects for a significant increase are, therefore, limited.

Overall forecasts for crop year 2011/12 show production increases of 0.4% and 4.4% for Colombian Milds and Other Milds respectively. Production of Brazilian Naturals has fallen by 7.5% and production of Robustas by 2.4%. With regard to 2012/13, which is about to begin in certain countries, Brazil is the only country in a position to confirm a substantial increase in production, while bad weather could affect production in Indonesia and Papua New Guinea. Moreover, the steep rise in prices of petroleum products has already had repercussions on costs of inputs while incomes of coffee producers have been reduced as a result of downward corrections in coffee prices.

Exports in February totalled 9.3 million bags, an increase of 7.6% in relation to 8.7 million bags in February 2011. The total volume of exports for the first five months of coffee year 2011/12 (October 2011 to February 2012) was 41.5 million bags, a decrease of 1.8% in relation to 42.3 million bags exported over the same period last year (Table 4). During the first five months of coffee year 2011/12 exports of Colombian Milds and Brazilian Naturals fell by 19.3% and 14.4% respectively compared with the same period in the previous coffee year while exports of Other Milds and Robustas increased by 5.8% and 14.2%, respectively. Cumulative exports by Ethiopia during the first five months of coffee year 2011/12 fell by 48.1% despite a record production forecast by the Ethiopian authorities for 2011/12. If the volume of Ethiopia's exports is confirmed, production figures will need to be adjusted downward. In February Vietnam recorded exports totalling an estimated 2.7 million bags against 2.1 million bags of all forms of coffee exported by Brazil. Vietnam's export performance may lead to a much higher production level than the estimated volume for crop year 2011/12.

**Table 4: Total exports of all forms of coffee
(October to February 2010/11 and 2011/12)**

	2010/11	2011/12	% change
TOTAL	42 273	41 525	-1.8
Colombian Milds	4 554	3 677	-19.3
Other Milds	9 220	9 756	5.8
Brazilian Naturals	15 611	13 370	-14.4
Robustas	12 888	14 722	14.2
Arabicas	29 385	26 803	-8.8
Robustas	12 888	14 722	14.2
Angola	2	3	41.5
Benin	0	0	
Bolivia	33	48	45.7
Brazil	15 605	13 375	-14.3
Burundi	212	81	-61.8
Cameroon	171	49	-71.6
Central African Republic	32	0	-100.0
Colombia	4 063	3 335	-17.9
Congo, Dem. Rep. of	49	41	-17.1
Congo, Rep. of	0	0	
Costa Rica	419	406	-3.1
Côte d'Ivoire	399	293	-26.5
Cuba	2	5	138.1
Dominican Republic	22	27	20.5
Ecuador	556	632	13.6
El Salvador	804	427	-46.8
Ethiopia	1 211	628	-48.1
Gabon	0	0	
Ghana	15	35	129.2
Guatemala	978	995	1.7
Guinea	118	162	36.7
Haiti	1	3	199.2
Honduras	1 513	1 732	14.5
India	1 909	1 924	0.8
Indonesia	2 254	2 327	3.3
Jamaica	2	2	-8.2
Kenya	252	190	-24.5
Liberia	1	1	-26.9
Madagascar	36	32	-10.7
Malawi	9	5	-52.0
Mexico	729	1 020	40.0
Nicaragua	598	362	-39.4
Nigeria	1	0	-69.9
Panama	14	13	-6.6
Papua New Guinea	301	619	105.7
Paraguay	0	0	
Peru	1 591	2 292	44.1
Philippines	5	4	-31.3
Rwanda	166	100	-39.9
Sierra Leone	11	17	54.7
Tanzania	418	287	-31.3
Thailand	220	122	-44.5
Timor-Leste	31	10	-66.2
Togo	31	48	55.0
Uganda	1 102	1 156	4.9
Venezuela	2	2	-29.7
Vietnam	6 275	8 600	37.1
Yemen	4	4	-8.7
Zambia	7	10	45.4
Zimbabwe	2	1	-36.3
Other exporting countries 1/	96	102	6.6

In thousand bags

1/ Equatorial Guinea, Guyana, Lao (PDR), Nepal, Sri Lanka, and Trinidad and Tobago

Opening stocks in exporting countries for crop year 2011/12 are estimated at 17.4 million bags, representing a slight decrease in relation to 18.4 million for the previous crop year. The average for opening stocks in the 11 crop years since 2000/01 was 36.6 million bags. **Green coffee inventories held in importing countries** were estimated at 19.1 million bags at the end of December 2011.

World consumption for calendar year 2010 has been revised upwards slightly to 135.8 million bags,

representing an increase of 2.9% compared to 2009. However, this up and down behaviour since 2007 should be approached with a degree of caution, as the longer-term trend indicates an increase in consumption (Table 5). The resilience of world consumption should provide considerable support for prices, reversing their current downward trajectory. Table 6 shows retail prices in selected countries in the month of October over the last four years, which have increased in almost all cases.

**Table 5: World consumption
(Calendar years 2007 to 2010)**

	2007	2008	2009	2010	2009-2010	
					Difference	% change
WORLD TOTAL	129 354	132 987	131 894	135 844	3 950	2.9
Exporting countries	36 373	38 119	39 675	41 321	1 645	4.0
Brazil	16 927	17 526	18 208	18 945	738	3.9
Indonesia	3 208	3 333	3 333	3 333	0	0
Ethiopia	2 785	2 933	3 089	3 253	165	5.1
Mexico	2 050	2 200	2 200	2 239	39	1.7
Venezuela, B.R.	1 534	1 599	1 649	1 650	1	0
Vietnam	938	1 021	1 208	1 583	375	23.7
India	1 438	1 518	1 605	1 713	107	6.3
Colombia	1 400	1 400	1 400	1 400	0	0
Philippines	1 060	1 390	1 770	1 973	203	10
Others	5 035	5 199	5 214	5 233	19	0.4
Importing countries	92 981	94 868	92 218	94 523	2 305	2.4
European Union	40 670	40 230	39 652	40 779	1 127	2.8
Germany	8 627	9 535	8 897	9 292	395	4.3
France	5 628	5 152	5 677	5 713	36	0.6
Italy	5 821	5 892	5 806	5 781	-25	-0.4
Spain	3 198	3 485	3 352	3 232	-120	-3.7
United Kingdom	2 824	3 067	3 220	3 134	-86	-2.7
Others	14 572	13 099	12 700	13 627	926	6.8
Japan	7 282	7 065	7 130	7 192	62	0.9
USA	21 033	21 652	21 436	21 783	347	1.6
Other importing countries	23 996	25 921	24 000	24 769	769	3.1

In thousand bags

**Table 6: Retail prices of roasted coffee in selected countries
(October 2008 to 2011)**

	Oct-08	Oct-09	Oct-10	Oct-11	% change 2010-2011
Austria (EUR/500g)	3.70	5.37	5.73	7.02	22.5
Belgium (EUR/kg)	8.28	8.33	8.90	10.84	21.8
Brazil (BRL/500g)	[Data not available]			6.00	
Bulgaria (BGN/100g)	1.19	1.20	1.17	1.33	13.7
Cyprus (EUR/200g)	1.85	1.85	1.85	1.85	0.0
Czech Republic (CZK/100g)	22.28	20.69	20.94	28.18	34.6
Denmark (DKK/kg)	62.24	62.56	69.61	86.61	24.4
Finland (EUR/500g)	2.83	2.73	3.48	4.36	25.3
France (EUR/250g)	1.46	1.51	1.51	1.71	13.2
Germany (EUR/kg)	7.58	7.52	8.26		
Hungary (HUF/250g)	530.00	566.00	575.00	711.00	23.7
Italy (EUR/kg)	12.00	12.15	12.20	14.13	15.8
Japan (JPY/100g)	128.00	120.00	118.00	128.00	8.5
Latvia (LVL/kg)	6.60	6.88	7.66	10.18	32.9
Lithuania (LTL/250g)	7.30	6.98	8.29	11.08	33.7
Luxembourg (EUR/250g)	2.85	2.88	2.97	3.35	12.8
Netherlands (EUR/250g)	1.89	1.86	1.90		
Norway (NOK/kg)	52.32	57.94	62.90	70.86	12.7
Poland (PLN/250g)	5.92	6.14	6.03	7.22	19.7
Portugal (EUR/kg)	8.80	8.42	8.35	8.84	5.9
Slovakia (EUR/100g)	0.79	0.81	0.81	1.08	33.3
Slovenia (EUR/kg)	7.36	7.63	6.98	7.87	12.8
Spain (EUR/250g)	1.64	1.64	1.63	1.80	10.4
Sweden (SEK/500g)	27.59	30.51	33.90	41.81	23.3
United Kingdom (GBP/½ lb)	2.14	2.39	2.41	2.92	21.2
USA (USD/lb)			4.18	5.51	32.0

In conclusion, it should be noted that an expected increase in the supply of Arabicas may have contributed to the decrease in prices. However, despite the better crop expected in Brazil for crop year 2012/13, there is limited prospect of significant production increases in other countries. Labour costs and the current surge in prices of petroleum products may have a negative impact on the incomes of coffee producers, who will be driven to cut down on both the use of costly inputs and investments in plant husbandry, with a consequent fall in productivity.

**PRODUCTION IN SELECTED EXPORTING COUNTRIES
CROP YEARS 2000/01 TO 2011/12**

Crop year commencing	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	% change 2010-2011
TOTAL	112 983	107 732	123 216	106 334	116 333	111 352	128 972	116 650	128 293	122 935	134 241	130 970	-2.4
Africa	16 987	14 971	15 214	14 289	14 929	13 403	15 704	15 939	15 950	15 830	16 149	18 493	14.5
Cameroon	1 113	686	801	900	727	870	818	795	750	750	608	1 083	78.2
Côte d'Ivoire	4 846	3 595	3 145	2 689	2 268	1 691	2 177	2 317	2 397	1 795	982	1 600	62.9
Ethiopia	3 115	4 044	4 094	4 394	5 213	4 779	5 551	5 967	4 949	6 931	7 500	8 312	10.8
Kenya	1 002	991	945	673	736	660	826	652	541	630	658	750	13.9
Tanzania	809	624	824	612	763	804	822	810	1 186	709	800	750	-6.2
Uganda	3 401	3 158	2 890	2 599	2 593	2 159	2 700	3 250	3 197	2 797	3 290	2 850	-13.4
Others	2 701	1 874	2 515	2 422	2 629	2 440	2 810	2 148	2 931	2 220	2 311	3 148	36.2
Arabicas	6 198	6 692	7 037	6 859	8 300	7 194	8 534	8 410	7 894	9 147	10 143	11 108	9.5
Robustas	10 789	8 279	8 177	7 430	6 629	6 209	7 170	7 529	8 056	6 683	6 006	7 385	23.0
Asia & Oceania	29 589	26 955	25 683	30 184	28 937	30 334	34 079	27 951	34 727	37 206	36 000	34 134	-5.2
India	4 370	4 604	4 776	5 534	4 159	4 090	4 563	4 319	3 950	4 764	5 033	5 333	6.0
Indonesia	6 987	6 833	6 731	6 404	7 536	9 159	7 483	4 474	9 612	11 380	9 129	8 250	-9.6
Papua New Guinea	1 041	1 063	1 085	1 155	998	1 268	807	968	1 028	1 038	870	1 000	15.0
Thailand	1 692	715	732	827	884	999	766	650	376	470	579	850	46.9
Vietnam	14 841	13 093	11 574	15 337	14 370	13 842	19 340	16 467	18 500	18 200	19 467	17 500	-10.1
Others	657	647	785	927	989	975	1 121	1 075	1 261	1 354	924	1 201	30.0
Arabicas	3 424	3 750	3 686	3 879	3 505	4 198	3 747	3 617	4 389	5 070	5 180	5 661	9.3
Robustas	26 164	23 205	21 997	26 305	25 431	26 136	30 332	24 335	30 338	32 136	30 821	28 473	-7.6
Mexico & Central America	19 484	17 353	16 711	16 760	15 736	16 817	16 894	18 331	17 307	16 855	19 278	19 113	-0.9
Costa Rica	2 293	2 127	1 893	1 783	1 887	1 778	1 580	1 791	1 320	1 450	1 588	1 773	11.6
El Salvador	1 751	1 686	1 438	1 477	1 437	1 502	1 252	1 505	1 450	1 065	1 859	1 330	-28.5
Guatemala	4 940	3 669	4 070	3 610	3 703	3 676	3 950	4 100	3 785	3 835	3 950	3 750	-5.1
Honduras	2 667	3 036	2 496	2 968	2 575	3 204	3 461	3 842	3 450	3 575	4 326	4 500	4.0
Mexico	4 815	4 438	4 351	4 201	3 867	4 225	4 200	4 150	4 651	4 200	4 850	4 600	-5.2
Nicaragua	1 595	1 115	1 200	1 547	1 130	1 489	1 425	1 903	1 442	1 831	1 804	2 100	16.4
Others	1 423	1 281	1 262	1 174	1 137	943	1 025	1 040	1 209	899	901	1 060	17.7
Arabicas	19 467	17 337	16 694	16 744	15 721	16 681	16 759	18 194	17 165	16 721	19 074	18 898	-0.9
Robustas	16	16	17	16	15	136	135	136	142	134	204	215	5.3
South America	46 924	48 452	65 607	45 100	56 731	50 799	62 295	54 429	60 309	53 044	62 812	59 230	-5.7
Brazil	31 310	31 365	48 480	28 820	39 272	32 944	42 512	36 070	45 992	39 470	48 095	43 484	-9.6
Colombia	10 400	11 962	11 735	11 230	11 573	12 564	12 541	12 504	8 664	8 098	8 523	8 500	-0.3
Ecuador	872	893	732	766	938	1 120	1 167	1 110	691	813	854	875	2.5
Peru	2 676	2 829	3 000	2 686	3 425	2 489	4 319	3 063	3 872	3 286	3 986	5 200	30.5
Others	1 666	1 403	1 660	1 598	1 523	1 682	1 757	1 682	1 090	1 377	1 354	1 171	-13.5
Arabicas	40 268	39 267	54 641	36 224	48 988	41 136	52 486	43 173	49 391	41 988	50 851	47 495	-6.6
Robustas	6 655	9 185	10 967	8 877	7 744	9 663	9 810	11 256	10 918	11 056	11 962	11 736	-1.9
TOTAL	112 983	107 732	123 216	106 334	116 333	111 352	128 972	116 650	128 293	122 935	134 241	130 970	-2.4
Colombian Milds	11 952	13 402	13 158	12 283	12 865	13 723	13 876	13 674	9 964	9 181	9 693	9 730	0.4
Other Milds	28 299	26 103	26 084	26 131	25 628	25 697	28 100	27 910	27 052	26 582	29 952	31 264	4.4
Brazilian Naturals	29 107	27 541	42 817	25 292	38 021	29 789	39 550	31 811	41 822	37 162	45 603	42 168	-7.5
Robustas	43 625	40 686	41 157	42 628	39 819	42 143	47 446	43 256	49 455	50 010	48 992	47 809	-2.4
Arabicas	69 357	67 046	82 058	63 706	76 514	69 209	81 526	73 395	78 838	72 926	85 248	83 161	-2.4
Robustas	43 625	40 686	41 157	42 628	39 819	42 143	47 446	43 256	49 455	50 010	48 992	47 809	-2.4
TOTAL	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	
Colombian Milds	10.6	12.4	10.7	11.6	11.1	12.3	10.8	11.7	7.8	7.5	7.2	7.4	
Other Milds	25.0	24.2	21.2	24.6	22.0	23.1	21.8	23.9	21.1	21.6	22.3	23.9	
Brazilian Naturals	25.8	25.6	34.7	23.8	32.7	26.8	30.7	27.3	32.6	30.2	34.0	32.2	
Robustas	38.6	37.8	33.4	40.1	34.2	37.8	36.8	37.1	38.5	40.7	36.5	36.5	
Arabicas	61.4	62.2	66.6	59.9	65.8	62.2	63.2	62.9	61.5	59.3	63.5	63.5	
Robustas	38.6	37.8	33.4	40.1	34.2	37.8	36.8	37.1	38.5	40.7	36.5	36.5	

**ANNUAL PERCENTAGE CHANGE FOR PRODUCTION IN SELECTED EXPORTING COUNTRIES
CROP YEARS 2001/02 TO 2011/12**

Crop year commencing	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
TOTAL	-4.6	14.4	-13.7	9.4	-4.3	15.8	-9.6	10.0	-4.2	9.2	-2.4
Africa	-11.9	1.6	-6.1	4.5	-10.2	17.2	1.5	0.1	-0.8	2.0	14.5
Cameroon	-38.4	16.8	12.4	-19.2	19.6	-5.9	-2.8	-5.7	0.0	-18.9	78.2
Côte d'Ivoire	-25.8	-12.5	-14.5	-15.7	-25.4	28.8	6.4	3.4	-25.1	-45.3	62.9
Ethiopia	29.8	1.2	7.3	18.6	-8.3	16.1	7.5	-17.1	40.1	8.2	10.8
Kenya	-1.1	-4.6	-28.8	9.2	-10.3	25.1	-21.1	-17.0	16.4	4.5	13.9
Tanzania	-22.8	32.0	-25.7	24.8	5.4	2.2	-1.5	46.5	-40.3	12.9	-6.2
Uganda	-7.1	-8.5	-10.1	-0.2	-16.7	25.1	20.4	-1.6	-12.5	17.6	-13.4
Others	-30.6	34.2	-3.7	8.5	-7.2	15.2	-23.5	36.4	-24.3	4.1	36.2
Arabicas	8.0	5.2	-2.5	21.0	-13.3	18.6	-1.5	-6.1	15.9	10.9	9.5
Robustas	-23.3	-1.2	-9.1	-10.8	-6.3	15.5	5.0	7.0	-17.0	-10.1	23.0
Asia & Oceania	-8.9	-4.7	17.5	-4.1	4.8	12.3	-18.0	24.2	7.1	-3.2	-5.2
India	5.4	3.7	15.9	-24.8	-1.7	11.6	-5.3	-8.5	20.6	5.7	6.0
Indonesia	-2.2	-1.5	-4.9	17.7	21.5	-18.3	-40.2	114.9	18.4	-19.8	-9.6
Papua New Guinea	2.1	2.1	6.4	-13.6	27.1	-36.3	19.9	6.2	1.0	-16.2	15.0
Thailand	-57.8	2.4	12.9	7.0	13.0	-23.3	-15.2	-42.1	25.0	23.2	46.9
Vietnam	-11.8	-11.6	32.5	-6.3	-3.7	39.7	-14.9	12.3	-1.6	7.0	-10.1
Others	-1.5	21.3	18.1	6.7	-1.4	15.0	-4.1	17.3	7.4	-31.8	30.0
Arabicas	9.5	-1.7	5.2	-9.6	19.7	-10.7	-3.5	21.3	15.5	2.2	9.3
Robustas	-11.3	-5.2	19.6	-3.3	2.8	16.1	-19.8	24.7	5.9	-4.1	-7.6
Mexico & Central America	-10.9	-3.7	0.3	-6.1	6.9	0.5	8.5	-5.6	-2.6	14.4	-0.9
Costa Rica	-7.2	-11.0	-5.8	5.8	-5.8	-11.1	13.4	-26.3	9.8	9.6	11.6
El Salvador	-3.7	-14.7	2.7	-2.7	4.5	-16.7	20.2	-3.7	-26.6	74.5	-28.5
Guatemala	-25.7	10.9	-11.3	2.6	-0.7	7.5	3.8	-7.7	1.3	3.0	-5.1
Honduras	13.9	-17.8	18.9	-13.2	24.4	8.0	11.0	-10.2	3.6	21.0	4.0
Mexico	-7.8	-2.0	-3.5	-7.9	9.2	-0.6	-1.2	12.1	-9.7	15.5	-5.2
Nicaragua	-30.1	7.6	28.9	-27.0	31.8	-4.3	33.5	-24.2	27.0	-1.5	16.4
Others	-9.9	-1.5	-7.0	-3.1	-17.0	8.6	1.5	16.3	-25.6	0.2	17.7
Arabicas	-10.9	-3.7	0.3	-6.1	6.1	0.5	8.6	-5.7	-2.6	14.1	-0.9
Robustas	-1.4	2.4	-2.8	-6.0	800.0	-0.7	0.7	4.5	-6.0	52.3	5.3
South America	3.3	35.4	-31.3	25.8	-10.5	22.6	-12.6	10.8	-12.0	18.4	-5.7
Brazil	0.2	54.6	-40.6	36.3	-16.1	29.0	-15.2	27.5	-14.2	21.9	-9.6
Colombia	15.0	-1.9	-4.3	3.0	8.6	-0.2	-0.3	-30.7	-6.5	5.3	-0.3
Ecuador	2.4	-18.0	4.6	22.5	19.4	4.1	-4.8	-37.8	17.8	5.0	2.5
Peru	5.7	6.1	-10.5	27.5	-27.3	73.5	-29.1	26.4	-15.1	21.3	30.5
Others	-15.8	18.3	-3.7	-4.7	10.4	4.5	-4.3	-35.2	26.3	-1.7	-13.5
Arabicas	-2.5	39.2	-33.7	35.2	-16.0	27.6	-17.7	14.4	-15.0	21.1	-6.6
Robustas	38.0	19.4	-19.1	-12.8	24.8	1.5	14.7	-3.0	1.3	8.2	-1.9
TOTAL	-4.6	14.4	-13.7	9.4	-4.3	15.8	-9.6	10.0	-4.2	9.2	-2.4
Colombian Milds	12.1	-1.8	-6.7	4.7	6.7	1.1	-1.5	-27.1	-7.9	5.6	0.4
Other Milds	-7.8	-0.1	0.2	-1.9	0.3	9.4	-0.7	-3.1	-1.7	12.7	4.4
Brazilian Naturals	-5.4	55.5	-40.9	50.3	-21.7	32.8	-19.6	31.5	-11.1	22.7	-7.5
Robustas	-6.7	1.2	3.6	-6.6	5.8	12.6	-8.8	14.3	1.1	-2.0	-2.4
Arabicas	-3.3	22.4	-22.4	20.1	-9.5	17.8	-10.0	7.4	-7.5	16.9	-2.4
Robustas	-6.7	1.2	3.6	-6.6	5.8	12.6	-8.8	14.3	1.1	-2.0	-2.4

**PERCENTAGE SHARES OF TOTAL PRODUCTION IN SELECTED EXPORTING COUNTRIES
CROP YEARS 2000/01 TO 2011/12**

Crop year commencing	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
TOTAL	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Africa	15.0	13.9	12.3	13.4	12.8	12.0	12.2	13.7	12.4	12.9	12.0	14.1
Cameroon	1.0	0.6	0.6	0.8	0.6	0.8	0.6	0.7	0.6	0.6	0.5	0.8
Côte d'Ivoire	4.3	3.3	2.6	2.5	1.9	1.5	1.7	2.0	1.9	1.5	0.7	1.2
Ethiopia	2.8	3.8	3.3	4.1	4.5	4.3	4.3	5.1	3.9	5.6	5.6	6.3
Kenya	0.9	0.9	0.8	0.6	0.6	0.6	0.6	0.6	0.4	0.5	0.5	0.6
Tanzania	0.7	0.6	0.7	0.6	0.7	0.7	0.6	0.7	0.9	0.6	0.6	0.6
Uganda	3.0	2.9	2.3	2.4	2.2	1.9	2.1	2.8	2.5	2.3	2.5	2.2
Others	2.4	1.7	2.0	2.3	2.3	2.2	2.2	1.8	2.3	1.8	1.7	2.4
<i>Arabicas</i>	5.5	6.2	5.7	6.5	7.1	6.5	6.6	7.2	6.2	7.4	7.6	8.5
<i>Robustas</i>	9.5	7.7	6.6	7.0	5.7	5.6	5.6	6.5	6.3	5.4	4.5	5.6
Asia & Oceania	26.2	25.0	20.8	28.4	24.9	27.2	26.4	24.0	27.1	30.3	26.8	26.1
India	3.9	4.3	3.9	5.2	3.6	3.7	3.5	3.7	3.1	3.9	3.7	4.1
Indonesia	6.2	6.3	5.5	6.0	6.5	8.2	5.8	3.8	7.5	9.3	6.8	6.3
Papua New Guinea	0.9	1.0	0.9	1.1	0.9	1.1	0.6	0.8	0.8	0.8	0.6	0.8
Thailand	1.5	0.7	0.6	0.8	0.8	0.9	0.6	0.6	0.3	0.4	0.4	0.6
Vietnam	13.1	12.2	9.4	14.4	12.4	12.4	15.0	14.1	14.4	14.8	14.5	13.4
Others	0.6	0.6	0.6	0.9	0.9	0.9	0.9	0.9	1.0	1.1	0.7	0.9
<i>Arabicas</i>	3.0	3.5	3.0	3.6	3.0	3.8	2.9	3.1	3.4	4.1	3.9	4.3
<i>Robustas</i>	23.2	21.5	17.9	24.7	21.9	23.5	23.5	20.9	23.6	26.1	23.0	21.7
Mexico & Central America	17.2	16.1	13.6	15.8	13.5	15.1	13.1	15.7	13.5	13.7	14.4	14.6
Costa Rica	2.0	2.0	1.5	1.7	1.6	1.6	1.2	1.5	1.0	1.2	1.2	1.4
El Salvador	1.6	1.6	1.2	1.4	1.2	1.3	1.0	1.3	1.1	0.9	1.4	1.0
Guatemala	4.4	3.4	3.3	3.4	3.2	3.3	3.1	3.5	3.0	3.1	2.9	2.9
Honduras	2.4	2.8	2.0	2.8	2.2	2.9	2.7	3.3	2.7	2.9	3.2	3.4
Mexico	4.3	4.1	3.5	4.0	3.3	3.8	3.3	3.6	3.6	3.4	3.6	3.5
Nicaragua	1.4	1.0	1.0	1.5	1.0	1.3	1.1	1.6	1.1	1.5	1.3	1.6
Others	1.3	1.2	1.0	1.1	1.0	0.8	0.8	0.9	0.9	0.7	0.7	0.8
<i>Arabicas</i>	17.2	16.1	13.5	15.7	13.5	15.0	13.0	15.6	13.4	13.6	14.2	14.4
<i>Robustas</i>	0.0	0.0	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.2	0.2
South America	41.5	45.0	53.2	42.4	48.8	45.6	48.3	46.7	47.0	43.1	46.8	45.2
Brazil	27.7	29.1	39.3	27.1	33.8	29.6	33.0	30.9	35.8	32.1	35.8	33.2
Colombia	9.2	11.1	9.5	10.6	9.9	11.3	9.7	10.7	6.8	6.6	6.3	6.5
Ecuador	0.8	0.8	0.6	0.7	0.8	1.0	0.9	1.0	0.5	0.7	0.6	0.7
Peru	2.4	2.6	2.4	2.5	2.9	2.2	3.3	2.6	3.0	2.7	3.0	4.0
Others	1.5	1.3	1.3	1.5	1.3	1.5	1.4	1.4	0.8	1.1	1.0	0.9
<i>Arabicas</i>	35.6	36.4	44.3	34.1	42.1	36.9	40.7	37.0	38.5	34.2	37.9	36.3
<i>Robustas</i>	5.9	8.5	8.9	8.3	6.7	8.7	7.6	9.6	8.5	9.0	8.9	9.0
TOTAL	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Colombian Milds	10.6	12.4	10.7	11.6	11.1	12.3	10.8	11.7	7.8	7.5	7.2	7.4
Other Milds	25.0	24.2	21.2	24.6	22.0	23.1	21.8	23.9	21.1	21.6	22.3	23.9
Brazilian Naturals	25.8	25.6	34.7	23.8	32.7	26.8	30.7	27.3	32.6	30.2	34.0	32.2
Robustas	38.6	37.8	33.4	40.1	34.2	37.8	36.8	37.1	38.5	40.7	36.5	36.5
<i>Arabicas</i>	61.4	62.2	66.6	59.9	65.8	62.2	63.2	62.9	61.5	59.3	63.5	63.5
<i>Robustas</i>	38.6	37.8	33.4	40.1	34.2	37.8	36.8	37.1	38.5	40.7	36.5	36.5