

**CONVERSION FACTORS FOR ROASTED, DECAFFEINATED,
LIQUID AND SOLUBLE COFFEE
TO BE USED UNDER THE 2007 AGREEMENT**

Roasted coffee

To convert roasted coffee into green bean equivalent, multiply the net weight of roasted coffee by 1.19.

Decaffeinated coffee

To convert green decaffeinated coffee into green bean equivalent, multiply the net weight of the green decaffeinated coffee by 1.05. To convert decaffeinated roasted and decaffeinated soluble coffee into green bean equivalent, multiply their net weight by 1.25 or 2.73, respectively.

Liquid coffee

To convert liquid coffee into green bean equivalent, multiply the net weight of the dried coffee solids contained in the liquid coffee by 2.6.

Soluble coffee

To convert soluble coffee into green bean equivalent, multiply the net weight of the soluble coffee by 2.6.