



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

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Étude

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## Coûts de production

### Contexte

1. Dans le cadre de son programme des activités, l'Organisation porte une attention particulière à la collecte de données statistiques pertinentes sur l'industrie mondiale de café.
2. En avril 2010, le Directeur exécutif de l'Organisation a demandé à tous les Membres de lui envoyer des données sur les coûts de production pour les campagnes 2000/01 à 2009/10. Les tableaux ci-joints récapitulent les réponses communiquées par les pays suivants : Brésil, Colombie, Costa Rica, Équateur et Kenya. A des fins de comparaison, tous les tableaux sont libellés en dollars EU par sac de 60 kg. Les données communiquées en monnaie nationale ont été converties en dollars EU aux taux de change indiqués dans les tableaux respectifs. Les totaux peuvent ne pas correspondre à la somme des composantes en raison des arrondis ou d'écarts dans les données originales.
3. Les Membres qui n'ont pas encore fourni de données sont invités à le faire le plus rapidement possible.

### Mesure à prendre

Le Conseil est invité à prendre note du présent document.

## PRODUCTION COSTS

Country: **BRAZIL** (Guaxupé, Minas Gerais)

Type of coffee: **NATURAL ARABICA**

Unit: **US\$/60-kg**

<b>CROP YEAR</b>	<b>2003/04</b>	<b>2004/05</b>	<b>2005/06</b>	<b>2006/07</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2009/10</b>
<b>A - CULTIVATION COSTS</b>							
1 - Operations with machinery	0.78	0.86	2.08	2.46	2.80	2.68	0.00
2 - Hiring of machinery/services	0.00	0.00	0.00	0.00	0.00	0.00	8.51
3 - Seasonal labour (including social security)	11.90	14.57	30.50	30.00	37.36	34.90	83.80
4 - Fixed labour (including social security)	9.43	11.66	19.89	19.57	24.64	23.02	0.91
5 - Seedlings	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6 - Fertilizers	11.26	14.70	13.22	13.02	17.03	23.40	25.33
7 - Crop protection products	5.60	6.47	7.09	6.33	7.52	8.31	12.72
8 - Bags and other items	3.24	3.43	3.20	3.40	3.70	3.75	0.00
9 - Administrative expenses	0.00	0.00	0.00	0.00	0.00	0.00	2.99
10 - Other items	0.00	0.00	0.00	0.00	0.00	0.00	1.87
<b>Total Cultivation Costs (A)</b>	<b>42.21</b>	<b>51.69</b>	<b>75.98</b>	<b>74.78</b>	<b>93.05</b>	<b>96.06</b>	<b>136.13</b>
<b>B - POST-HARVEST EXPENSES</b>							
1 - Drying + processing + external transportation	2.13	2.62	0.50	0.50	0.62	0.58	2.41
2 - Insurance of production	0.00	0.00	0.00	0.00	0.00	0.00	0.00
3 - Rural social security tax	0.00	0.00	0.00	0.00	0.00	0.00	3.26
<b>Total Post-Harvest Expenses (B)</b>	<b>2.13</b>	<b>2.62</b>	<b>0.50</b>	<b>0.50</b>	<b>0.62</b>	<b>0.58</b>	<b>5.67</b>
<b>C - FINANCIAL EXPENSES</b>							
1 - Interest	1.47	1.60	2.56	1.84	1.88	1.97	5.44
<b>Total Financial Expenses (C)</b>	<b>1.47</b>	<b>1.60</b>	<b>2.56</b>	<b>1.84</b>	<b>1.88</b>	<b>1.97</b>	<b>5.44</b>
<b>D - VARIABLE COSTS (A+B+C)</b>	<b>45.81</b>	<b>55.91</b>	<b>79.05</b>	<b>77.11</b>	<b>95.55</b>	<b>98.62</b>	<b>147.24</b>
<b>E - DEPRECIATION</b>							
1 - Depreciation of installations	0.12	0.17	1.02	1.10	1.38	0.39	0.47
2 - Depreciation of implements	0.07	0.10	0.13	0.13	0.16	0.12	0.00
3 - Depreciation of machinery	0.25	0.28	0.43	0.43	0.52	0.48	0.00
4 - Depreciation of coffee plantation	8.35	9.82	11.12	11.13	14.34	13.39	11.61
<b>Total Depreciation (E)</b>	<b>8.80</b>	<b>10.37</b>	<b>12.69</b>	<b>12.80</b>	<b>16.40</b>	<b>14.39</b>	<b>12.07</b>
<b>F - OTHER FIXED COSTS</b>							
1 - Periodic maintenance of machinery	0.14	0.15	0.21	0.20	0.25	0.23	0.03
2 - Insurance of fixed capital	0.03	0.04	0.15	0.15	0.19	0.08	0.05
3 - Social security contributions	0.00	0.00	0.00	0.00	0.00	0.00	0.54
<b>Total Other Fixed Costs (F)</b>	<b>0.17</b>	<b>0.19</b>	<b>0.35</b>	<b>0.36</b>	<b>0.44</b>	<b>0.31</b>	<b>0.62</b>
<b>G - FIXED COSTS (E+F)</b>	<b>8.97</b>	<b>10.56</b>	<b>13.05</b>	<b>13.15</b>	<b>16.84</b>	<b>14.70</b>	<b>12.70</b>
<b>H - OPERATING COSTS (fixed + variable costs)</b>	<b>54.78</b>	<b>66.47</b>	<b>92.09</b>	<b>90.27</b>	<b>112.39</b>	<b>113.31</b>	<b>159.94</b>
<b>I - RETURN ON INVESTMENT</b>							
1 - Expected return on fixed capital	0.34	0.44	2.34	2.49	3.12	1.21	0.44
2 - Expected return on coffee plantation	0.26	0.30	0.34	0.34	0.44	0.41	0.35
3 - Land	3.28	3.34	4.14	4.47	5.19	4.85	5.88
<b>Total Return on Investment (I)</b>	<b>3.87</b>	<b>4.09</b>	<b>6.83</b>	<b>7.30</b>	<b>8.76</b>	<b>6.47</b>	<b>6.67</b>
<b>J - TOTAL COSTS (H+I = J)</b>	<b>58.65</b>	<b>70.55</b>	<b>98.92</b>	<b>97.57</b>	<b>121.15</b>	<b>119.79</b>	<b>166.61</b>
<b>Exchange rate</b>	<b>2.93</b>	<b>2.87</b>	<b>2.32</b>	<b>2.15</b>	<b>1.85</b>	<b>1.98</b>	<b>1.87</b>

Note: Data are also available on production costs for the following regions: Franca, Luis Eduardo Magalhães, Patrocínio and S. Sebastião do Paraíso (2003/04 to 2009/10); Londrina and Manhuaçu (2007/08 to 2009/10) - on request from the Secretariat.

## PRODUCTION COSTS

Country: BRAZIL (São Gabriel da Palha, Espírito Santo)

Type of coffee: NATURAL ROBUSTA (CONILLON)

Unit: US\$/60-kg

CROP YEAR	2003/04	2004/05	2005/06	2006/07	2007/08	2008/09	2009/10
<b>A - CULTIVATION COSTS</b>							
1 - Operations with machinery (irrigation equipment)	0.67	0.72	0.90	1.29	3.08	1.40	6.50
2 - Hiring of machinery/services	0.00	0.00	0.00	0.00	0.68	0.00	0.00
3 - Seasonal labour (inc. social security)	4.27	4.36	4.31	4.65	16.86	5.05	25.72
4 - Fixed labour (inc. social security)	9.83	11.40	16.21	18.87	12.11	20.49	0.64
5 - Seedlings	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6 - Fertilizers	3.31	5.55	6.73	6.73	11.33	9.59	16.21
7 - Crop protection products	4.74	5.78	6.41	5.19	2.24	6.14	2.86
8 - Bags and other items	1.38	2.01	2.75	2.98	3.31	3.71	0.00
9 - Administrative expenses	0.00	0.00	0.00	0.00	0.00	0.00	2.81
10 - Other items	0.00	0.00	0.00	0.00	0.00	0.00	4.28
<b>Total Cultivation Costs (A)</b>	<b>24.19</b>	<b>29.82</b>	<b>37.31</b>	<b>39.71</b>	<b>49.62</b>	<b>46.37</b>	<b>59.01</b>
<b>B - POST-HARVEST EXPENSES</b>							
1 - Drying + processing + external transportation	5.76	5.88	8.35	8.54	0.54	9.28	9.09
2 - Insurance of production	0.00	0.00	0.00	0.00	0.00	1.11	0.00
3 - Rural social security tax	0.00	0.00	0.00	0.00	0.00	2.09	2.09
<b>Total Post-Harvest Expenses (B)</b>	<b>5.76</b>	<b>5.88</b>	<b>8.35</b>	<b>8.54</b>	<b>0.54</b>	<b>12.48</b>	<b>11.18</b>
<b>C - FINANCIAL EXPENSES</b>							
1 - Interest	2.42	2.65	3.73	2.91	3.39	2.82	2.15
<b>Total Financial Expenses (C)</b>	<b>2.42</b>	<b>2.65</b>	<b>3.73</b>	<b>2.91</b>	<b>3.39</b>	<b>2.82</b>	<b>2.15</b>
<b>D - VARIABLE COSTS (A+B+C)</b>	<b>32.38</b>	<b>38.36</b>	<b>49.39</b>	<b>51.16</b>	<b>53.55</b>	<b>61.68</b>	<b>72.34</b>
<b>E - DEPRECIATION</b>							
1 - Depreciation of installations	1.31	1.33	1.67	2.01	2.18	2.18	2.48
2 - Depreciation of implements	0.00	0.00	0.00	0.00	0.00	0.00	0.43
3 - Depreciation of machinery	0.00	0.00	0.00	0.00	0.00	0.00	3.56
4 - Depreciation of coffee plantation	2.90	3.60	3.84	5.42	6.55	4.29	4.49
<b>Total Depreciation (E)</b>	<b>4.21</b>	<b>4.93</b>	<b>5.51</b>	<b>7.43</b>	<b>8.74</b>	<b>6.47</b>	<b>10.96</b>
<b>F - OTHER FIXED COSTS</b>							
1 - Periodic maintenance of machinery	0.00	0.00	0.00	0.00	0.00	0.00	1.29
2 - Insurance of fixed capital	0.00	0.00	0.00	0.00	0.00	0.00	0.44
3 - Social security contributions	0.00	0.00	0.00	0.00	0.00	0.00	0.37
<b>Total Other Fixed Costs (F)</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>2.10</b>
<b>G - FIXED COSTS (E+F)</b>	<b>4.21</b>	<b>4.93</b>	<b>5.51</b>	<b>7.43</b>	<b>8.74</b>	<b>6.47</b>	<b>13.06</b>
<b>H - OPERATING COSTS (fixed + variable costs)</b>	<b>36.59</b>	<b>43.29</b>	<b>54.91</b>	<b>58.60</b>	<b>62.28</b>	<b>68.15</b>	<b>85.41</b>
<b>I - RETURN ON INVESTMENT</b>							
1 - Expected return on fixed capital	0.00	0.00	0.00	0.00	0.00	0.00	3.52
2 - Expected return on coffee plantation	0.09	0.11	0.12	0.17	0.20	0.13	0.27
3 - Land	0.89	0.91	1.12	1.21	1.62	1.31	2.33
<b>Total Return on Investment (I)</b>	<b>0.98</b>	<b>1.02</b>	<b>1.24</b>	<b>1.38</b>	<b>1.82</b>	<b>1.44</b>	<b>6.12</b>
<b>J - TOTAL COSTS (H+I = J)</b>	<b>37.57</b>	<b>44.31</b>	<b>56.14</b>	<b>59.97</b>	<b>64.10</b>	<b>69.60</b>	<b>91.52</b>
<b>Exchange rate</b>	<b>2.93</b>	<b>2.87</b>	<b>2.32</b>	<b>2.15</b>	<b>1.85</b>	<b>1.98</b>	<b>1.87</b>

Note: Data are also available on production costs for the following regions: Pinheiros (2008/09-2009/10); Ji-Paraná and R. Moura (2007/08-2009/10) - on request from the Secretariat.

**PRODUCTION COSTS**

Country: COLOMBIA

Type of coffee: WASHED ARABICA

Unit: US\$/60-kg

<b>YEAR</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>
Installation	2.26	1.93	1.57	1.60	2.21	2.96	3.44	3.76	3.76	4.26
Planting & weeding	11.09	10.57	9.58	6.64	7.79	8.29	9.47	10.93	10.71	12.28
Fertilizer	10.93	11.79	11.81	14.35	17.18	20.70	23.19	35.97	32.83	29.84
Sanitary control	7.57	6.83	5.87	7.58	8.76	9.43	10.73	12.47	12.05	13.64
Harvesting and processing	36.59	32.34	27.09	32.09	33.74	53.56	60.78	65.72	59.22	70.37
Other tasks	3.37	2.59	1.81	1.28	1.53	1.57	1.80	2.01	1.93	2.22
<b>Subtotal</b>	<b>71.80</b>	<b>66.05</b>	<b>57.77</b>	<b>63.55</b>	<b>80.80</b>	<b>96.54</b>	<b>109.41</b>	<b>130.82</b>	<b>123.79</b>	<b>132.60</b>
Labour	55.12	51.62	45.64	42.37	55.20	64.14	72.85	80.02	76.13	86.42
Inputs	16.68	14.43	12.13	21.19	25.60	32.40	36.56	50.81	47.65	46.18
<b>Subtotal</b>	<b>71.80</b>	<b>66.05</b>	<b>57.77</b>	<b>63.55</b>	<b>80.80</b>	<b>96.54</b>	<b>109.41</b>	<b>130.82</b>	<b>123.79</b>	<b>132.60</b>

**PRODUCTION COSTS**

Country: COSTA RICA  
Type of coffee: WASHED ARABICA  
Unit: US\$/60-kg

<b>CROP YEAR</b>	<b>2001/02</b>	<b>2002/03</b>	<b>2003/04</b>	<b>2004/05</b>	<b>2005/06</b>	<b>2006/07</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2009/10</b>
<b>Labour</b>	<b>21.27</b>	<b>21.25</b>	<b>26.37</b>	<b>26.60</b>	<b>28.09</b>	<b>30.81</b>	<b>34.46</b>	<b>36.78</b>	<b>39.21</b>
Labour	14.74	14.65	18.15	18.29	19.19	20.92	23.38	24.92	26.53
Social security contributions	6.52	6.60	8.22	8.31	8.90	9.90	11.08	11.86	12.68
<b>Materials &amp; Transportation</b>	<b>20.12</b>	<b>19.13</b>	<b>14.95</b>	<b>16.57</b>	<b>17.33</b>	<b>19.24</b>	<b>23.35</b>	<b>33.81</b>	<b>30.50</b>
Nursery (renovation)	0.94	0.94	2.38	2.84	3.23	2.33	2.48	2.83	2.97
Fertilizer (NPK)	6.22	5.78	5.08	6.16	6.42	7.31	9.55	14.96	13.60
Fertilizer (NH <sub>4</sub> NO <sub>3</sub> )	2.30	2.14	2.87	3.49	3.44	3.31	4.40	8.09	6.65
Calcium carbonate	0.67	0.64	0.00	0.00	0.00	1.45	1.60	1.57	2.03
Fungicides 1/	1.71	1.61	1.83	1.84	1.84	2.07	2.15	2.15	2.14
Foliar Nutrients 1/	1.51	1.48	1.57	1.02	1.02	1.03	1.09	1.25	1.24
Herbicides 1/	1.20	1.15	0.69	0.63	0.73	0.69	0.87	1.72	0.80
Insecticides-Nematicides	3.59	3.41							
Transportation of Materials	1.51	1.58	0.53	0.59	0.66	1.05	1.20	1.25	1.06
Transportation (fertilizers & calcium)			0.29	0.32	0.36	0.81	0.92	0.96	0.82
Transportation (seedling)			0.24	0.27	0.30	0.24	0.28	0.29	0.24
Other inputs	0.45	0.39							
<b>Cost Technological Package</b>	<b>41.38</b>	<b>40.38</b>	<b>41.33</b>	<b>43.18</b>	<b>45.43</b>	<b>50.06</b>	<b>57.81</b>	<b>70.59</b>	<b>69.71</b>
<b>Harvest:</b>									
Harvesting of coffee	26.49	24.91	23.79	27.40	31.98	35.20	43.86	42.54	40.98
Transportation of Coffee	3.22	2.97	2.26	2.52	2.79	2.99	3.41	3.56	3.02
<b>Cost of Harvest</b>	<b>29.71</b>	<b>27.89</b>	<b>26.05</b>	<b>29.92</b>	<b>34.78</b>	<b>38.20</b>	<b>47.28</b>	<b>46.10</b>	<b>44.00</b>
<b>Other indirect costs:</b>	<b>28.83</b>	<b>28.36</b>	<b>20.77</b>	<b>22.55</b>	<b>24.30</b>	<b>21.02</b>	<b>22.97</b>	<b>25.65</b>	<b>25.65</b>
Soil exhaustion	8.83	8.73	8.34	9.79	10.52	10.80	12.16	14.28	14.47
Depreciation	4.77	4.63	8.86	9.17	10.05	6.77	7.12	7.48	7.20
Maintenance	2.38	2.32	1.21	1.25	1.36	0.95	1.03	1.09	1.06
Administrative expenses	12.86	12.68	2.37	2.34	2.37	2.49	2.66	2.79	2.92
<b>Total Cost</b>	<b>99.92</b>	<b>96.62</b>	<b>88.14</b>	<b>95.65</b>	<b>104.51</b>	<b>109.28</b>	<b>128.06</b>	<b>142.34</b>	<b>139.35</b>

1/ From 2003/04 fungicide refers specifically to triazol; foliar nutrients to zinc; and herbicide to glyphosate

NB: Change in methodology from 2003/04 onwards and change in statistical base from 2006/07 onwards.

**PRODUCTION COSTS**

Country: ECUADOR  
Type of coffee: WASHED ARABICA  
Unit: US\$/60-kg

<b>CROP YEAR</b>	<b>2000/01</b>	<b>2001/02</b>	<b>2002/03</b>	<b>2003/04</b>	<b>2004/05</b>	<b>2005/06</b>	<b>2006/07</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2009/10</b>
Labour	30.09	30.09	30.09	30.78	29.65	36.33	38.69	41.16	42.40	39.92
Inputs & Others	16.20	16.20	16.20	16.57	18.10	18.30	21.76	28.02	41.07	31.24
<b>TOTAL</b>	<b>46.30</b>	<b>46.30</b>	<b>46.30</b>	<b>47.35</b>	<b>47.75</b>	<b>54.63</b>	<b>60.45</b>	<b>69.18</b>	<b>83.47</b>	<b>71.16</b>

**PRODUCTION COSTS**

**Country: KENYA (smallholder sub-sector)**

**Type of coffee: WASHED ARABICA**

**Unit: US\$/60-kg**

<b>CROP YEAR</b>	<b>2001/02</b>	<b>2002/03</b>	<b>2003/04</b>	<b>2004/05</b>	<b>2005/06</b>	<b>2006/07</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2009/10</b>
Field expenses	53.01	53.80	53.34	70.45	106.55	69.06	85.12	50.80	50.31
Crop expenses	5.22	5.22	5.34	5.25	5.31	5.63	5.97	6.25	5.24
Processing cost	40.40	40.36	41.32	40.61	41.06	43.57	46.17	48.35	49.55
Interest on working capital	0.78	0.78	0.80	0.79	0.80	0.84	0.90	0.94	0.79
<b>Total cost</b>	<b>99.42</b>	<b>100.16</b>	<b>100.80</b>	<b>117.10</b>	<b>153.71</b>	<b>119.12</b>	<b>138.16</b>	<b>106.35</b>	<b>105.89</b>

**Country: KENYA (Estate sub-sector)**

**Type of coffee: WASHED ARABICA**

**Unit: US\$/60-kg**

<b>CROP YEAR</b>	<b>2001/02</b>	<b>2002/03</b>	<b>2003/04</b>	<b>2004/05</b>	<b>2005/06</b>	<b>2006/07</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2009/10</b>
Field expenses	31.36	31.37	31.79	40.94	41.39	41.65	51.74	37.12	36.24
Crop expenses	26.48	26.49	26.84	34.57	34.95	35.17	43.68	31.34	30.60
Processing cost	64.12	65.63	64.52	65.22	69.22	73.35	76.81	64.41	65.32
Interest on working capital	6.01	6.01	6.09	7.85	7.93	7.98	9.91	7.11	6.94
<b>Total cost</b>	<b>127.97</b>	<b>129.50</b>	<b>129.24</b>	<b>148.58</b>	<b>153.48</b>	<b>158.15</b>	<b>182.15</b>	<b>139.98</b>	<b>139.11</b>