

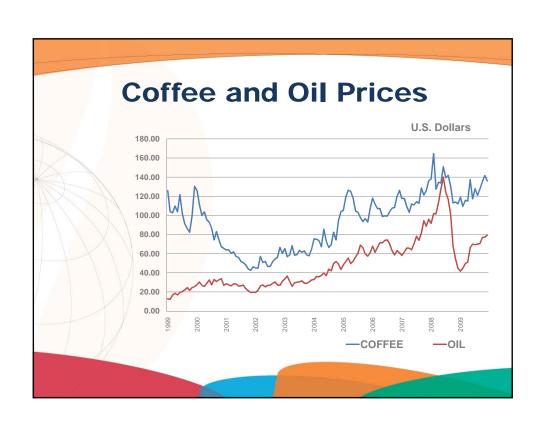
## Main Challenges

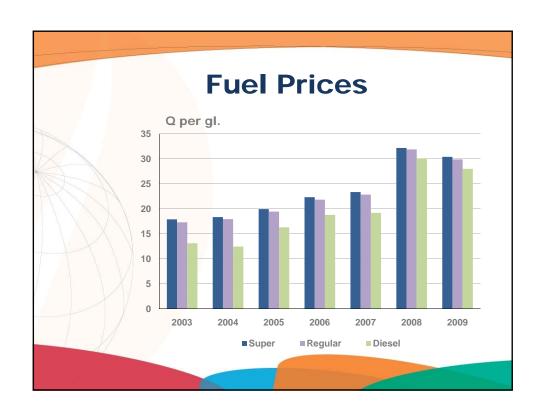
- Meet the growing demand
- Deal with climbing costs
- Financial instability
- Labor scarcity
- Weather

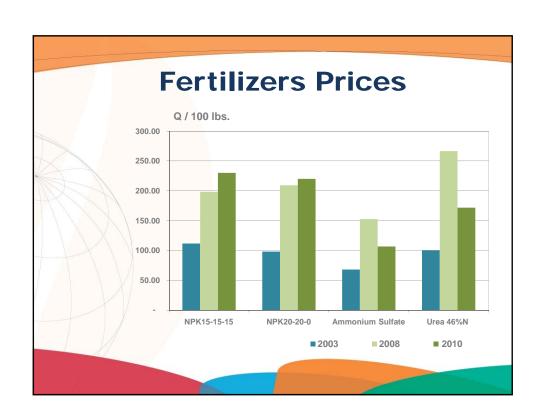
### Meet the growing demand

- ICO statistics
- Coffeehouses reported sales increases of 3.5% in the last quarter of 2009 outpacing all other foodservice sectors
- 67% of retail members reported increases in whole-bean sales.
- Estimates for year 2020 range from 8 to 10 million bags increase of specialty washed arabicas
- Good outlook

# Main Challenges • Meet the growing demand • Deal with climbing costs • Financial instability • Labor scarcity • Weather

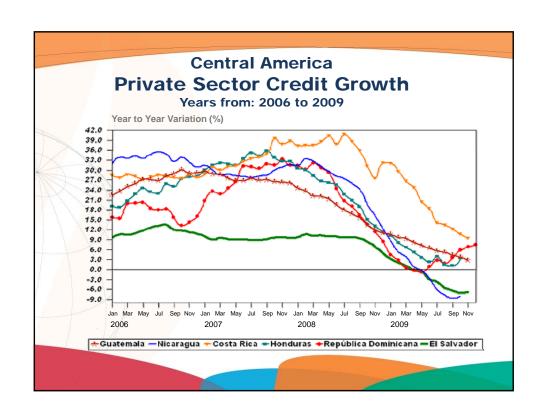


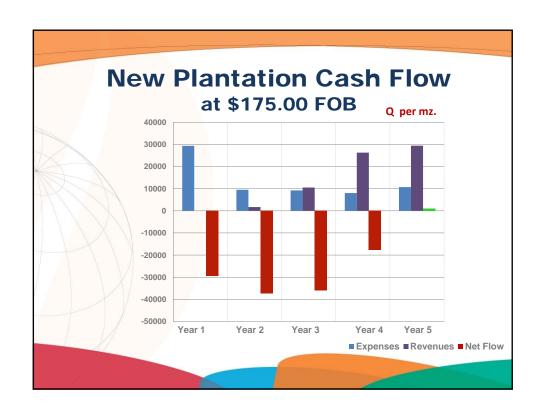




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# Main strategies Increase productivity Better farming techniques Select more efficient varietals Improve quality with consistency Establish traceability Closer coordinated efforts between all actors in the coffee chain DELIVER A HIGHER QUALITY PRODUCT TO THE CONSUMER

