UCDA

MONTHLY REPORT-JULY 2022

Report 2021/22 Issue 10

MINISTRY OF AGRICULTURE, ANI INDUSTRIES AND FISHERIES

Uganda Coffee Development Authority

Key Highlights

A total of 576,468 60-kilo bags of coffee valued at US$ 83.52 million were exported in July 2022 at an average weighted price of US$ 2.41 /kilo, 22 cents lower than US$ 2.63 /kilo in June 2022 but US cents 75 higher than US$ 1.66/kilo in July 2021. This was a decrease of 18% in quantity but an increase of 20% in value compared to the same month last year.

Farm-gate prices for Robusta Kiboko averaged UGX **2,250** per kilo; FAQ UGX **6,250 per** kilo, Arabica parchment UGX **10,500** per kilo and Drugar UGX **9,500** per kilo.

Coffee exports for 12 months (August 2021- July 2022) totaled 6.14 million bags worth US$ 875.95 million compared to 6.23 million bags worth US$ 578.77 million the previous year (August 2020-July 2021). This represents a decrease of 2% in quantity but an increase of 51% value.

78% of the total volume was exported by 10 exporters, out of 55 companies which performed during the month , compared to 74% in June 2022.

Organic Okoro fetched the highest price at US $ 5.75 per kilo.

1. Coffee exports

Coffee exports in July 2022 amounted to 576,468 60-kilo bags worth US$ 83.52 million as shown in **Fig 1**. This comprised 528,235 bags of Robusta valued at US $71.53 million and 48,233 bags of Arabica valued at US$ 11.99 million (*see Table 1 and Annex 1).* This was a decrease of 17.57% in quantity but an increase of 19.56% in value compared to the same month last year.

By comparing quantity of coffee exported by type in the same month of last Coffee Year (July 2021), Robusta decreased by 19.91 % in quantity but increased by 13.92% in value. Arabica exports increased by 21.24% and 69.70% in quantity and value respectively.

The decrease in Robusta exports was mainly attributed to lower yields this year that were characterized by drought in most regions. This led to a shorter main harvest season in Central and Eastern regions and reduced harvests from Greater Masaka and South-Western regions. The increase in Arabica coffee exports is due to an on-year cycle characteristic of Arabica coffee production.

Coffee exports for 12 months (August 2021- July 2022) totaled 6.14 million bags worth US$ 875.95 million compared to 6.23 million bags worth US$ 578.77 million the previous year (August 2020-July 2021). This represents a decrease of 1.57% in quantity but an increase of 51.35 % value.(**Figure 1**).

Fig 1: Trend of Total Quantity and Value of Coffee Exported: August 2021- July 2022

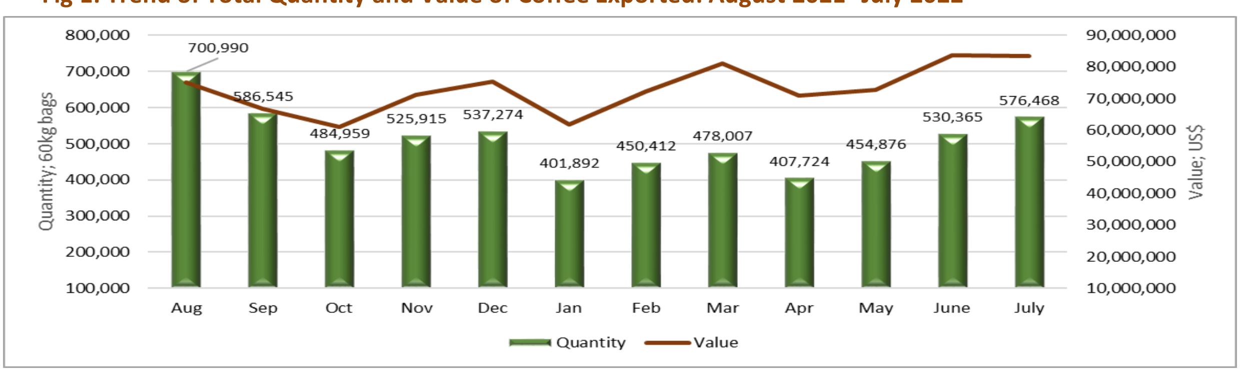


Table1: Comparison of Coffee Exports of July 2020/21 and 2021/22 Coffee Years

Period/Coffee Type	2020/21		2021/22		%age Change	
	Qty(60-kgbag)	Value (US $)	Qty(60-kgbag)	Value (US $)	Qty(60-kgbag)	Value (US $)
July Total	**699,375**	**69,858,068**	**576,468**	**83,521,650**	**-17.57**	**19.56**
Robusta	659,592	62,792,318	528,235	71,530,971	-19.91	13.92
Arabica	39,783	7,065,750	48,233	11,990,679	21.24	69.70

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

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 July 2022. The average export price was US$ 2.41 per kilo, 22 U.S cents lower than US$ 2.63 per kilo realized in June 2022. It was 75 US cents higher than in July 2021 (US $ 1.66/kilo). Robusta exports accounted for 92% of total exports higher than 84% in June 2022. The average Robusta price was US$ 2.26 per kilo, 3 cents lower than the previous month. Organic Robusta and washed Robusta fetched the highest price of US$ 2.46 per kilo. They were followed by Screen 17 at US$ 2.42 per kilo. Screen 17 was 14 cents higher than Screen 15 concretizing government policy of expanding exportable grades.

The share of Sustainable/washed coffee to total Robusta exports was only 1.09%.

Arabica fetched an average price of US$ 4.14 per kilo, 27 cents lower than in June 2022. The highest price was Organic Okoro sold at US$ 5.75 per kilo a premium of US cents 95 over conventional Bugisu AA, and was followed by Wugar sold at US$ 5.55 per kilo,. Drugar was sold at US$ 4.18 per kilo, a discount of US cents 62 from Bugisu AA. Drugar exports were 41% of total Arabica exports compared to 61% the previous month. The share of sustainable Arabica exports to total Arabica exports was 5%.

Table 2: Coffee Exports by Type, Grade & Unit Price in July 2022

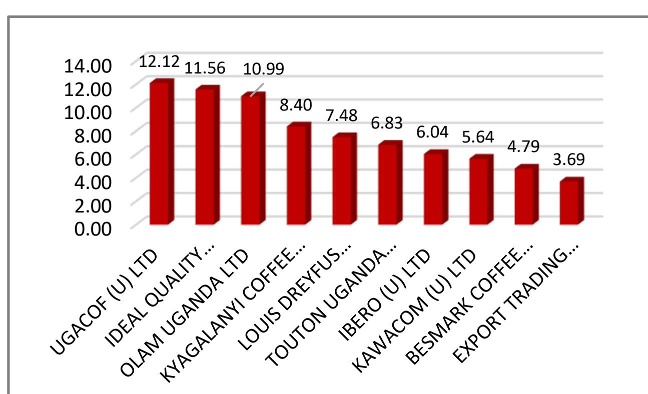
Coffee type	Quantity 60-Kilo Bags	%-age Quantity	Value in US $	%-age Value	Unit Price US$/Kilo
Total	**576,468**		**83,521,650**		**2.41**
Organic Robusta	1,080	0.20	159,087	0.22	2.46
Washed Robusta	1,335	0.25	196,973	0.28	2.46
Screen 18 Organic	320	0.06	42,752	0.06	2.23
Screen 18 Fair Trade	132	0.02	17,635	0.02	2.23
Screen 15 Organic	360	0.07	48,096	0.07	2.23
SCREEN 15 Fair Trade	2,508	0.47	335,066	0.47	2.23
Screen 18	71,706	13.57	10,381,672	14.51	2.41
Screen 17	52,434	9.93	7,618,777	10.65	2.42
Screen 15	279,848	52.98	38,293,984	53.53	2.28
Screen 14	6,064	1.15	840,463	1.17	2.31
Screen 13	2,664	0.50	322,889	0.45	2.02
Screen 12	61,467	11.64	8,094,133	11.32	2.19
BHP 1199	29,347	5.56	2,982,803	4.17	1.69
Other Robustas	18,970	3.59	2,196,642	3.07	1.93
Total Rubusta	**528,235**	**100.00**	**71,530,971**	**100.00**	**2.26**
Organic Okoro	80	0.17	27,596	0.23	5.75
Sustainable Arabica	410	0.85	61,387	0.51	2.50
Organic Drugar	1,400	2.90	422,040	3.52	5.02
Bugisu A+	320	0.66	104,043	0.87	5.42
Mt Elgon A+	354	0.73	104,843	0.87	4.94
Mt Elgon AA	55	0.11	14,841	0.12	4.50
Mt Elgon AB	22	0.05	5,267	0.04	3.99
Mt Elgon PB	6	0.01	1,366	0.01	3.79
Bugisu AA	2,850	5.91	820,633	6.84	4.80
Bugisu A	320	0.66	100,030	0.83	5.21
Bugisu AB	5,212	10.81	1,493,810	12.46	4.78
Bugisu C/PB	640	1.33	188,344	1.57	4.90
Bugisu C	360	0.75	67,819	0.57	3.14
Mixed Arabica	320	0.66	55,027	0.46	2.87
Wugar	7,546	15.64	2,514,619	20.97	5.55
Drugar	19,758	40.96	4,956,094	41.33	4.18
Other Arabicas	8,580	17.79	1,052,917	8.78	2.05
Total Arabica	**48,233**		**11,990,679**	**100.00**	**4.14**

3. Individual Exporter Performance

Figure 2 shows the top 10 export companies in the month of July 2022. Ugacof (U) Ltd had the highest market share of 11.12% compared to 15.33% in June 2022. It was followed by Ideal Quality Commodities Ltd 11.56% (10.86%); Olam Uganda Ltd 10.99% (8.91%) Kyagalanyi Coffee Ltd 8.40% (9.79%); Louis Dreyfus Company (U) Ltd 7.48% (7.07%) Touton Uganda Limited 7.48% (4.38%); Ibero (U) Ltd 6.04% (5.17%); Kawacom (U) Ltd 5.64% (5.29%); Besmark Coffee Company Limited.4.79% (2.19%); and Export Trading Company (U) Ltd 3.69% (2.18%) **The figures in brackets represent percentage market share held in June 2022.*

The top 10 exporters held a market share of 78% higher than 74% the previous month. There were changes in positions compared to last month reflecting competition at the exporter level. Out of the 54 exporters that performed, 23 exported Robusta Coffee only while 5 exported Arabica coffee only. **Annex 2** shows a detailed list of exporters' performance in July 2022.

Figure 2: Top 10 Exporting Companies by percentage market share



4. Coffee Exports By Destination

The destinations of Uganda's coffee exports during the month of July 2022 are shown in **Fig 3** (details in **Annex 3**). Italy maintained the highest market share of 40.62% compared with 40.25% last month. It was followed by Sudan 13.78% (10.35%), Germany 8.77% (13.34%) India 6.48% (7.42%) and Belgium 5.38% (3.71%). **The figures in brackets represent percentage market share held in June 2022.*

Coffee exports to Africa amounted to 118,694 bags, a market share of 21% compared to 109,506 bags (21%) the previous month. African countries that imported Uganda coffee included Algeria, Sudan, Morocco, South Africa, and Kenya. Europe remained the main destination for Uganda's coffees with a 61% imports share lower than 65% in June 2022.

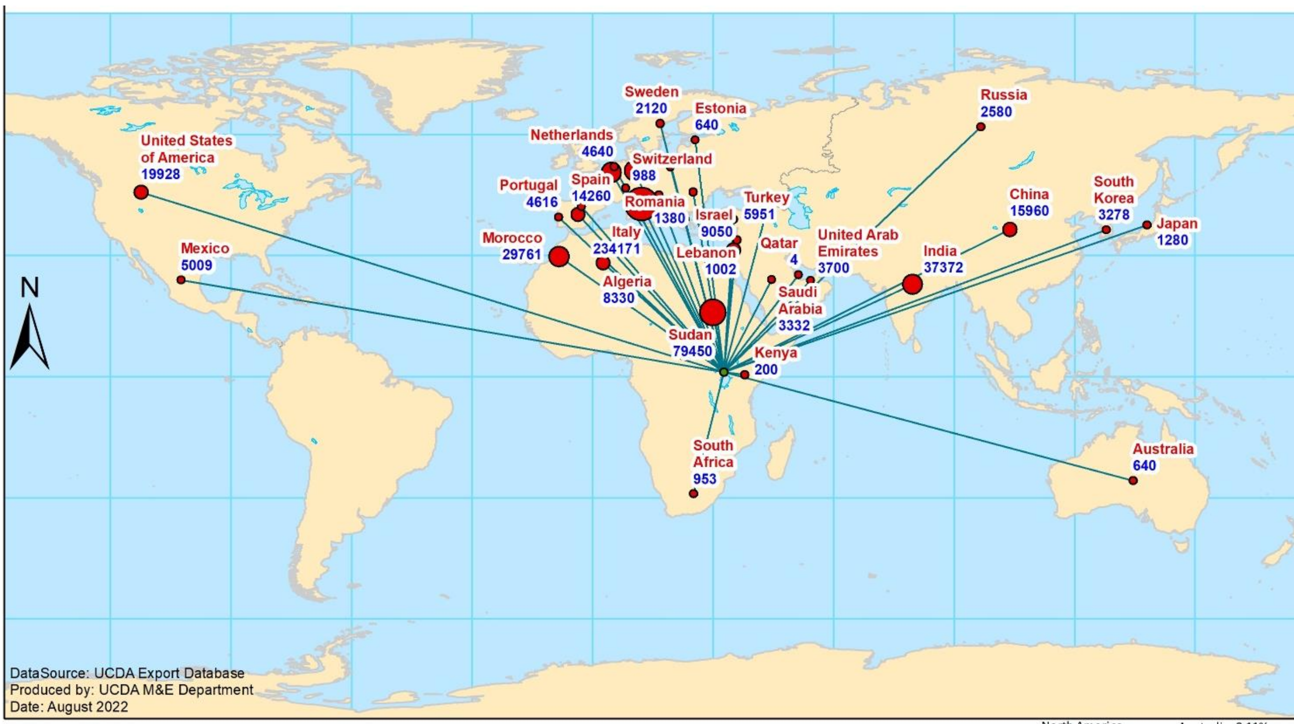
5. Foreign buyers of Uganda Coffee

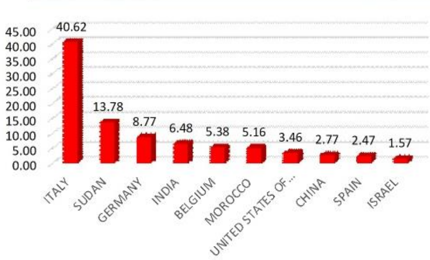
Annex 4 shows a list of Ugandan coffee foreign buyers in July 2022. The top 10 buyers held a market share of 65% of total exports lower than 67% the previous month. Olam International led with a market share of 12.35% compared to 16.21% in June 2022. It was followed by Sucafina 10.25% (15.33%); Louis Dreyfus 7.54%;(5.60%); Touton Geneve 7.09% (4.38%) Bernhard Rothofos 6.04% (5.81%); Volcafe 5.49% (7.85%); Altasheel Import & Export Enterprises 5.04%; (12.20%) Ecom Agro industrialist 4.95% (4.84%), Hamburg Coffee 3.45% (4.33%) and Cofftea(Sudan) 2.67% (1.45%).

Note: *The figures in brackets represent percentage performance in the previous month – June 2022.*

There were changes in relative position of the first ten major buyers reflecting increasing demand for Uganda coffee abroad.

Fig 3: Map showing Uganda's coffee destinations for July 2022.

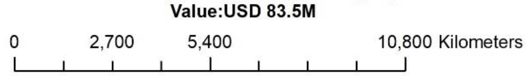


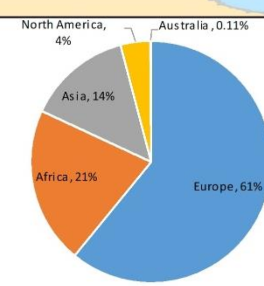


Robusta:528,235 60kg bags

Arabica: 48,233 60kg bags

Total
Quantity: 576,468 60kgbags
Value:USD 83.5M





6. Global Situation

World coffee production for 2022/23 is forecast to increase by 7.8 million bags to 175 million bags from the previous year, as Brazil's Arabica crop enters the on year of the biennial production cycle. Global consumption is expected to increase by 1.81 million bags to 167 million with the largest increase in European Union, United States, Japan and Brazil. World exports are forecast to be higher on gains in Brazil and Indonesia. Ending stocks are expected to be 2.1 million bags higher than last year to 34.7 million bags following last year's sharp drawdown. (United States Department of Agriculture, Coffee: World Markets and Trade report).

7. Local Situation

During the month of July 2022, farm gate prices ranged from Sh.2,000-2,500/= per kilo of Kiboko (Robusta dry cherries); Shs. 6,000-6,500/= for FAQ; Sh. 10,000- 11,000/= for Arabica parchment; and Sh.,9,000-10,000/= per kilo for Drugar from Kasese. Robusta Kiboko averaged UGX 2,250/= per kilo; FAQ UGX 6,250/= per kilo, Arabica parchment UGX 10,500/= per kilo and Drugar UGX 9,500/= per kilo.

8. Coffee Development and Promotional Activities

During the month region of July 2022, extreme dry conditions were recorded in many parts of the country, although scattered showers were received during the last week of the month in some parts of the country. On the 30th of July 2022, Elgon region experienced floods that destroyed crops including coffee fields and coffee nurseries. Surveillance and management of coffee pests and diseases revealed that the Black Coffee Twig Borer (BCTB) infestation was the major threat to coffee yields in Robusta regions. Incidences of Coffee Wilt Disease, Red blister and coffee leaf rust were recorded high in Arabica regions. In preparation for September/November season, CWDR mother gardens were mapped in various districts in robusta regions as a requirement for issuance of certificates. On 18th until 22nd of July 2022, UCDA organized a retooling training workshop for all its coffee extension staff at NaCORI, Kituza, Mukono on Coffee Nurseries Agribusiness management, coffee pests and disease management in production fields; soil fertility management, and basic Quality Standards (BQS) in Coffee, Coffee processing, Grading and Marketing. During the month, UCDA staff and coffee sector stakeholders were also engaged in the process to build a digital system for registration of all coffee farmers and other value actors and Geospatial M&E System for management of extension services delivery. To increase production and quality of coffee traded, a total of 80 coffee farmer trainings were conducted across the country attended by 2,172 farmers (1,620 male, 552 female & 217 youth). Alongside the trainings were 240 farm visits reaching 1,062 farmers (844 male 218 female & 87 youth). The trainings and farm visits were complemented by 12 radio talk shows in Western region on Tropical FM, KCR, Radio Kiboga and King's FM and topics covered included good agronomic practices (Field preparation, coffee planting, Early coffee management practices, coffee nutrition and deficiency management, coffee rehabilitation). Factory inspections to ensure compliance on quality standards were conducted for 40 traders (38 male, 2 female & 9 youth); 39 in Western, 1 in Rwenzori. 70 primary processors (13 in Central, 2 in Southwest, 6 in Western, 49 in Rwenzori) were licensed. A total of 46 traders and 88 primary processors and 102 stores were registered.

9. Outlook for August 2022

Coffee exports are projected to be 500,000 bags. The main harvesting period season in Greater Masaka and South western regions will begin to tail off. It was affected by a dry spell especially in Bukomansimbi and Sembabule districts. Exporters will drawdown their stocks to fulfil contractual obligations with the buyers.

Annex 1: Comparative Coffee Export Performance – 60-kilo bags; US$

Coffee Year	2020/21		2021/22		%-age Change	
	Quantity	Value $	Quantity	Value $	Quantity	Value $
Grand Total	**5,208,125**	**488,178,639**	**4,847,892**	**734,111,894**	**-6.92**	**50.38**
Total Robusta	**4,627,060**	**396,358,910**	**3,944,022**	**508,254,894**	**-14.76**	**28.23**
Total Arabica	**581,065**	**91,819,728**	**903,870**	**225,856,999**	**55.55**	**145.98**
July	**699,375**	**69,858,068**	**576,468**	**83,521,650**	**-17.57**	**19.56**
Robusta	659,592	62,792,318	528,235	71,530,971	-19.91	13.92
Arabica	39,783	7,065,750	48,233	11,990,679	21.24	69.70
June	**618,335**	**58,553,879**	**530,365**	**83,794,704**	**-14.23**	**43.11**
Robusta	565,396	50,240,022	444,197	60,976,382	-21.44	21.37
Arabica	52,939	8,313,857	86,168	22,818,322	62.77	174.46
May	**493,424**	**47,059,896**	**454,876**	**72,872,845**	**-7.81**	**54.85**
Robusta	429,040	37,482,065	350,022	47,188,480	-18.42	25.90
Arabica	64,384	9,577,831	104,854	25,684,365	62.86	168.16
April	**537,428**	**49,970,087**	**407,724**	**70,888,211**	**-24.13**	**41.86**
Robusta	464,484	39,052,860	277,206	37,228,537	-40.32	-4.67
Arabica	72,944	10,917,227	130,518	33,659,674	78.93	208.32
March	**571,799**	**53,477,689**	**478,007**	**81,037,320**	**-16.40**	**51.53**
Robusta	493,183	40,951,723	360,229	48,941,601	-26.96	19.51
Arabica	78,616	12,525,966	117,778	32,095,719	49.81	156.23
February	**564,203**	**50,666,880**	**450,412**	**72,384,040**	**-20.17**	**42.86**
Robusta	502,125	41,075,834	353,039	46,013,270	-29.69	12.02
Arabica	62,078	9,591,046	97,373	26,370,770	56.86	174.95
January	**445,920**	**39,620,587**	**401,892**	**61,939,266**	**-9.87**	**56.33**
Robusta	397,840	32,678,539	314,945	40,025,635	-20.84	22.48
Arabica	48,080	6,942,049	86,947	21,913,631	80.84	215.67
December	**419,338**	**37,506,573**	**537,274**	**75,356,632**	**28.12**	**100.92**
Robusta	371,625	30,573,920	452,578	55,273,179	21.78	80.79
Arabica	47,713	6,932,652	84,696	20,083,453	77.51	189.69
November	430,310	42,850,478	525,915	71,219,460	22.22	66.20
Robusta	372,517	30,575,512	437,413	51,545,298	17.42	68.58
Arabica	57,793	12,274,966	88,502	19,674,162	53.14	60.28
October	**427,993**	**38,614,502**	**484,959**	**61,097,766**	**13.31**	**58.22**
Robusta	371,258	30,936,117	426,158	49,531,541	14.79	60.11
Arabica	56,735	7,678,384	58,801	11,566,224	3.64	50.63

Annex 2: List of Coffee Exporters and their Market Shares: July 2022

	EXPORTING COMPANY	POSITION HELD IN JUNE	QUANTITY (Bags)			PERCENTAGE MARKET SHARE	
			Robusta	Arabica	Total	Individual	Cumulative
	Total		**528,235**	**48,233**	**576,468**	**100.00**	
1	Ugacof (U) Ltd	1	63,333	6,533	69,866	12.12	12.12
2	Ideal Quality Commodities Ltd	2	65,150	1,500	66,650	11.56	23.68
3	Olam Uganda Ltd	4	54,221	9,113	63,334	10.99	34.67
4	Kyagalanyi Coffee Ltd	3	43,360	5,050	48,410	8.40	43.07
5	Louis Dreyfus Company (U) Ltd	5	41,533	1,594	43,127	7.48	50.55
6	Touton Uganda Limited	8	35,152	4,210	39,362	6.83	57.38
7	Ibero (U) Ltd	7	34,666	148	34,814	6.04	63.41
8	Kawacom (U) Ltd	6	22,200	10,310	32,510	5.64	69.05
9	Besmark Coffee Company Limited	13	27,308	320	27,628	4.79	73.85
10	Export Trading Company (U) Ltd	14	19,230	2,050	21,280	3.69	77.54
11	Bakhsons Trading Co. (U) Ltd	17	14,912	640	15,552	2.70	80.24
12	Sena Indo Uganda Limited	9	11,700	320	12,020	2.09	82.32
13	Commodity Solutions (U) Ltd	10	9,072		9,072	1.57	83.89
14	Coffee World Ltd	12	8,639	320	8,959	1.55	85.45
15	Darley Investments Ltd	15	8,258		8,258	1.43	86.88
16	JKCC General Supplies Ltd	19	6,498	320	6,818	1.18	88.06
17	Grainpulse Ltd	11	5,824	670	6,494	1.13	89.19
18	Great Lakes Coffee Company Ltd	26	5,314	960	6,274	1.09	90.28
19	Xag Coffee Exporters	20	5,575	320	5,895	1.02	91.30
20	Discovery Trading Limited	23	4,720		4,720	0.82	92.12
21	Rubanga Cooperative Society Ltd		4,032		4,032	0.70	92.82
22	Tata Uganda Lmited	21	3,980		3,980	0.69	93.51
23	Nakana Coffee Factory Ltd	27	3,358		3,358	0.58	94.09
24	Ankole Coffee Producers Coop Union Ltd	30	3,320		3,320	0.58	94.67
25	Zigoti Coffee Works Ltd	16	3,284		3,284	0.57	95.24
26	Mbale Importers & Exporters Ltd		2,376	640	3,016	0.52	95.76
27	Kampala Domestic Store Ltd	18	2,768		2,768	0.48	96.24

Annex 2: List of Coffee Exporters and their Market Shares: July 2022

	Exporting Company	Position Held in JUNE	QUANTITY (Bags) Robusta	Arabica	Total	Percentage Market Share Individual	Cumulative
28	Seth & Cushman Market Traders Limited	33	2,240	340	2,580	0.45	96.69
29	Gisha Coffee Ltd	25	2,310		2,310	0.40	97.09
30	The Edge Trading (U) Ltd	22	2,240		2,240	0.39	97.48
31	Karaz Coffee Factory		2,040		2,040	0.35	97.83
32	Hermes Coffee Factory Ltd	45	1,336		1,336	0.23	98.06
33	Kaweri Coffee Plantation		1,320		1,320	0.23	98.29
34	Bakwanye Trading Co. Ltd	28		1,280	1,280	0.22	98.51
35	Abbarci Industries Limited		1,000		1,000	0.17	98.69
36	Intouch Trading Ltd		933		933	0.16	98.85
37	Banyankole Coffee Services		720		720	0.12	98.98
38	Fairlop Global Commodities Ltd		660		660	0.11	99.09
39	Agri Evolve	35		640	640	0.11	99.20
40	Ishaka Quality Commodities Ltd	40	640		640	0.11	99.31
41	Rezlex Investment Ltd	43	640		640	0.11	99.42
42	Uganda Tea Corporation Ltd		600		600	0.10	99.53
43	Nucafe	31	350		350	0.06	99.59
44	Superbia International Coffee Trade Ltd		350		350	0.06	99.65
45	Kasaali Farmers' Cooperative Society Ltd		334		334	0.06	99.71
46	Alvi Coffee Ltd		248	72	320	0.06	99.76
47	Bugisu Coop Union Ltd	29		320	320	0.06	99.82
48	Kibinge Coffee Farmers' Coop Soc Ltd	49	320		320	0.06	99.87
49	Mt Elgon Agroforestry Communities	38		320	320	0.06	99.93
50	Omadil Coffee Traders Ltd	41	142	68	210	0.04	99.96
51	Mulembe Kaffee Smc Company Limited		15	90	105	0.02	99.98
52	Chanzo Coffee Ltd	53	10	66	76	0.01	100.00
53	Jenga Coffee			19	19	0.00	100.00
54	B&S Group		4		4	0.00	100.00

Annex 3: Main Destinations of Uganda Coffee by Type in July 2022

	DESTINATION	POSITION HELD IN JUNE	QUANTITY (60kg bags)			%AGE MARKET SHARE	
			Robusta	Arabica	Total	Individual	Cumulative
	Total		528,235	48,233	576,468	100.00	
1	Italy	1	225,448	8,723	234,171	40.62	40.62
2	Sudan	3	79,450		79,450	13.78	54.40
3	Germany	2	46,250	4,334	50,584	8.77	63.18
4	India	4	35,012	2,360	37,372	6.48	69.66
5	Belgium	6	29,071	1,920	30,991	5.38	75.04
6	Morocco	5	28,801	960	29,761	5.16	80.20
7	United States	9	8,874	11,054	19,928	3.46	83.66
8	China	10	10,710	5,250	15,960	2.77	86.43
9	Spain	7	12,980	1,280	14,260	2.47	88.90
10	Israel	17	8,440	610	9,050	1.57	90.47
11	Algeria	11	8,330		8,330	1.45	91.91
12	Turkey	16	5,951		5,951	1.03	92.95
13	Mexico	15	5,009		5,009	0.87	93.82
14	Netherlands	32	2,030	2,610	4,640	0.80	94.62
15	Portugal	12	4,616		4,616	0.80	95.42
16	United Arab Emirates	23	3,700		3,700	0.64	96.06
17	Saudi Arabia	20	2,630	702	3,332	0.58	96.64
18	South Korea	40	640	2,638	3,278	0.57	97.21
19	Russia	21	2,168	412	2,580	0.45	97.66
20	Sweden	13	360	1,760	2,120	0.37	98.03
21	Romania	33	680	700	1,380	0.24	98.26
22	Georgia	30	1,336		1,336	0.23	98.50
23	Poland	14	1,285		1,285	0.22	98.72
24	Japan		960	320	1,280	0.22	98.94
25	Lebanon		1,002		1,002	0.17	99.11
26	Switzerland	19	668	320	988	0.17	99.29
27	South Africa	18	150	803	953	0.17	99.45

Annex 3: Main Destinations of Uganda Coffee by Type in July 2022

	Destination	POSITION HELD IN JUNE	QUANTITY (60kg Bags)			%Age Market Share	
			Robusta	Arabica	Total	Individual	Cumulative
28	Croatia		720		720	0.12	99.58
29	Australia	24		640	640	0.11	99.69
30	Estonia	37	640		640	0.11	99.80
31	France	29		320	320	0.06	99.85
32	United Kingdom	27	320		320	0.06	99.91
33	Greece	34		317	317	0.05	99.96
34	Kenya	25		200	200	0.03	100.00
35	Qatar		4		4	0.00	100.00

Annex 4: List of Foreign Coffee Buyers during the Month of July 2022

BUYERS	POSITION HELD JUNE	QUANTITY (60kg BAGS)			%AGE MARKET SHARE	
		Robusta	Arabica	Total	Individual	Cumulative
Total		528,235	48,233	576,468	100.00	
1 Olam International	3	61,749	9,433	71,182	12.35	12.35
2 Sucafina	1	52,573	6,533	59,106	10.25	22.60
3 Louis Dreyfus	4	41,533	1,914	43,447	7.54	30.14
4 Touton Geneve	7	36,652	4,210	40,862	7.09	37.23
5 Bernhard Rothfos	5	34,666	148	34,814	6.04	43.27
6 Volcafe	3	26,595	5,050	31,645	5.49	48.75
7 Altasheel Import & Export	9	29,050		29,050	5.04	53.79
8 Ecom Agro Industrialist	6	21,440	7,100	28,540	4.95	58.74
9 Hamburg Coffee	8	18,364	1,500	19,864	3.45	62.19
10 Cofftea (Sudan)	16	15,400		15,400	2.67	64.86
11 Pacorini Silocaf	22	11,700		11,700	2.03	66.89
12 Strauss		9,920	1,020	10,940	1.90	68.79
13 Almathahib	10	10,500		10,500	1.82	70.61
14 Jacobs Douwe Egberts	13	10,200	300	10,500	1.82	72.43
15 Icona Café	11	8,792	1,280	10,072	1.75	74.18
16 Eurocaf Sas	12	7,426		7,426	1.29	75.47
17 Bercher Coffee Consulting	27	7,043	320	7,363	1.28	76.75
18 Vidya Herbs	15	7,320		7,320	1.27	78.01
19 Sarl Sodplus		6,080		6,080	1.05	79.07
20 Walter Matter	17	5,678		5,678	0.98	80.05
21 Aldwami Company		5,600		5,600	0.97	81.03
22 Koninklijke Douwe	14	5,400		5,400	0.94	81.96
23 Ste Habycaf S.A	18	4,996		4,996	0.87	82.83
24 Ii Polo Del		4,676		4,676	0.81	83.64
25 N V Group Sopex	28	3,660	640	4,300	0.75	84.39
26 Covim Spa		3,500		3,500	0.61	84.99
27 Dlf For Complete Solution		3,500		3,500	0.61	85.60
28 Zilgo		3,500		3,500	0.61	86.21
29 Namyang Diary Products			3,330	3,330	0.58	86.79
30 Others		70,722	5,455	76,177	13.21	100.00

Compiled by: Directorate of Strategy and Business Development
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July 2022