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Report Highlights:

Post forecasts the Brazilian coffee production for Marketing Year 2023/24 (July-June) at 66.4 million 60-kg bags, an increase of 3.8 million bags compared to the previous crop. Post forecasts arabica production at 44.7 million bags, an increase of 12 percent from the previous season due to favorable weather conditions in growing regions. Post forecasts robusta production at 21.7 million bags, a 5 percent decrease from the previous season due to a decrease in productivity caused by weather conditions in Espirito Santo. Coffee exports for 2023/24 are forecasted at 45.35 million bags, an increase of twenty six percent relative to the previous season due to available supplies.

Production

Post estimates the marketing year (MY) 2023/24 (July-June) total Brazilian coffee production at 66.4 million bags (60 kilograms per bag), green equivalent, an increase of 3.8 million bags relative to the previous crop year of 62.6 million 60-kg bags.

Arabica production is projected at 44.7 million bags, an increase of 12 percent from the previous season estimate of 39.8 million bags. Most of the producing areas are in the negative year of the biennial production cycle and rainfall volumes have been mostly favorable in all growing regions.

Minas Gerais experienced higher than average rains in January 2023 causing difficulties in controlling plant diseases and pests in some regions. This increase in water availability during the fruit development stage has resulted in coarser and heavier grains compared to the last crop, also leading to the increase in production estimate. The coffee plants ended the 2022 season in a state of depletion due to frost and water stress that impacted crops for two consecutive years.

Robusta/Conilon production is forecast at 21.7 million bags, a 5 percent decrease relative to the 22.8 million bags estimated last season. The lower production is estimated on the decrease in productivity and poor weather conditions due to decreased rains during the early stages of the crop cycle. The lower-than-average temperatures and strong winds were mainly observed in Espirito Santo. Even though starting in October 2022 optimal rains returned, the productivity of the crop had already been impacted in the dormancy and flowering phases, resulting in the lower production estimates than last marketing year. Post estimates a marginal increase in the harvest area.

Table 1 below shows coffee forecast production by state and variety for MY 2023/24 as well as production estimates from MY 2018/19 to MY 2022/23.

Table 1

| Brazilian Coffee Production (Million 60-kg bags) | | | | | | |
|--|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| State/Variety | MY 18/19 | MY 19/20 | MY 20/21 | MY 21/22 | MY 22/23 | MY 23/24 |
| Minas Gerais | 34.2 | 29.1 | 34.8 | 24.5 | 27.3 | 32 |
| Southwest | 19.2 | 16.2 | 19.7 | 13 | 14.4 | 16.5 |
| Central-western | 7.3 | 5.8 | 6.3 | 5 | 5 | 7.5 |
| Southeast | 7.7 | 7.1 | 8.8 | 6.5 | 7.9 | 8 |
| Espirito Santo | 15.6 | 16.8 | 19.1 | 19.4 | 21 | 19 |
| Arabica | 4.7 | 3.9 | 4.8 | 3.7 | 4.4 | 3.8 |
| Robusta | 10.9 | 12.9 | 14.3 | 15.7 | 16.6 | 15.2 |
| Sao Paulo | 6.5 | 5.4 | 6.4 | 4.6 | 4.8 | 5.3 |
| Parana | 1.2 | 1.1 | 1.1 | 1 | 0.7 | 1.1 |
| Others | 9 | 8.1 | 8.5 | 8.6 | 8.8 | 9 |
| Arabica | 3.1 | 2.5 | 2.6 | 2.6 | 2.6 | 2.5 |
| Robusta | 5.9 | 5.6 | 5.9 | 6 | 6.2 | 6.5 |
| Total | 66.5 | 60.5 | 69.9 | 58.1 | 62.6 | 66.4 |
| Arabica | 49.7 | 42 | 49.7 | 36.4 | 39.8 | 44.7 |
| Robusta | 16.8 | 18.5 | 20.2 | 21.7 | 22.8 | 21.7 |
| Source: USDA/Brasilia Office of Agricultural Affairs (OAA) | | | | | | |

In May 2023, the Brazilian Government, through the Ministry of Agriculture and Livestock (MAPA) National Supply Company (CONAB), released its second survey projecting Brazilian coffee production in MY 2023/24 at 54.74 million bags, a 3.82 million bag increase compared to MY 2022/23 (50.92 million bags). CONAB projects Arabica production at 37.93 million bags, whereas the Robusta/Conilon crop is forecast at 16.81 million bags. CONAB will release the third coffee survey for the 2023 crop in September.

The April 2023 coffee crop survey released by the Brazilian Institute for Geography and Statistics (IBGE), a Brazilian government agency under the Ministry of Economics that also publishes agricultural statistics, forecast the coffee production for MY 2023/24 at 55.7 million 60-kg bags (38.5 and 17.2 million bags of Arabica and Robusta/Conilon coffee, respectively), a 1.5 percent rise compared to the 2022 crop (54.9 million bags – 37.4 and 17.5 million bags of Arabica and Robusta/Conilon coffee, respectively). Both government agencies, CONAB and IBGE, use a different methodology to forecast coffee production than Post and, both have been consistently lower than Post's estimates.

Coffee Area, Tree Inventory, and Yields

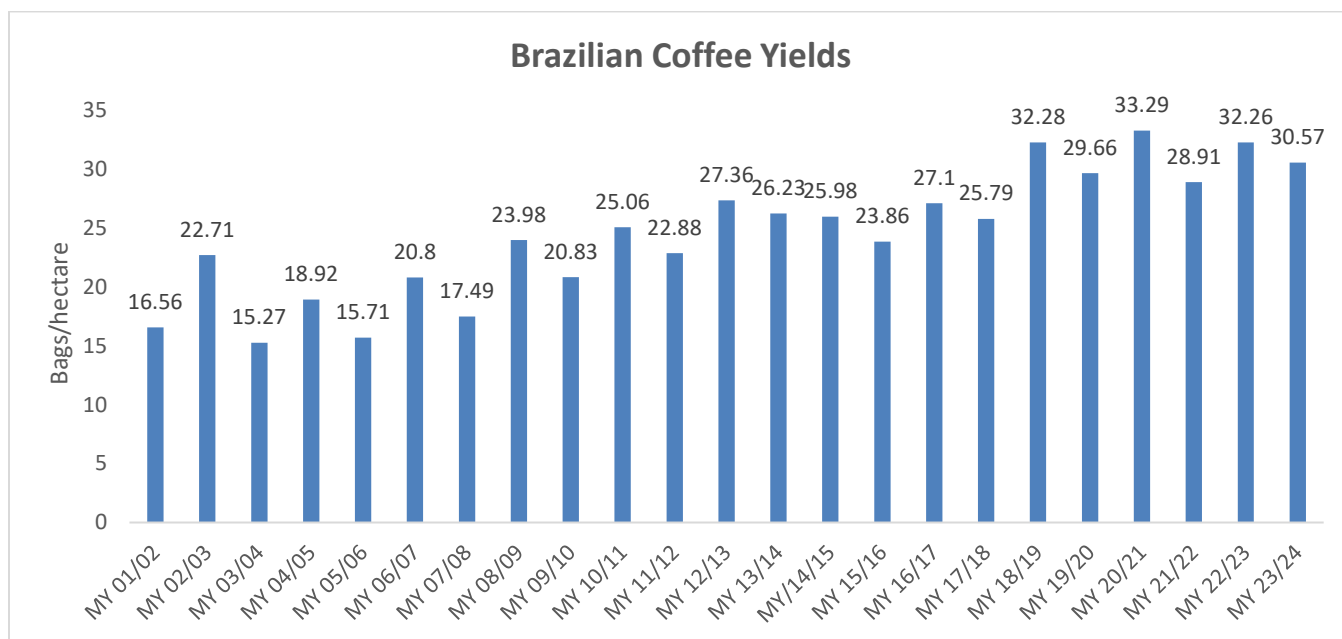
Table 2 below shows the Brazilian coffee area and tree population from MY 2019/20 through MY 2023/24. The total area planted for coffee for MY 2023/24 is projected slightly higher at 2.51 million hectares, an increase of less than one percent relative to the previous season. In contrast, coffee tree inventory is projected at 7.25 billion trees, a decrease of 300 million trees from the previous crop year.

Table 2

| Brazilian Coffee Area and Tree Population (million trees, thousand hectares, trees/hectare) | | | | | |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|
| | MY 19/20 | MY 20/21 | MY 21/22 | MY 22/23 | MY 23/24 |
| Total Trees | 6,930 | 7,250 | 7,510 | 7,610 | 7,250 |
| Non-Bearing | 1,230 | 1,050 | 1,500 | 1,510 | 1,100 |
| Bearing | 5,700 | 6,200 | 6,010 | 6,100 | 6,150 |
| Total Area | 2,390 | 2,420 | 2,480 | 2,495 | 2,510 |
| Non-Bearing | 350 | 320 | 470 | 475 | 480 |
| Harvested | 2,040 | 2,100 | 2,010 | 2,020 | 2,030 |
| Trees/ha | 2,900 | 2,996 | 3,028 | 3,050 | 2,888 |
| Non-Bearing | 3,514 | 3,281 | 3,191 | 3,179 | 2,291 |
| Bearing | 2,794 | 2,952 | 2,990 | 3,020 | 3,029 |
| Source: USDA/Brasilia OAA | | | | | |

The Brazilian coffee yield for MY 2023/24 is forecast at 30.57 bags/hectare, down five percent compared to the previous crop (32.26 bags/hectare). The decrease is caused by the second consecutive year of the negative biennial production cycle for Arabica trees. Arabica production is estimated to increase this season but not to the volume typically experienced after a negative biennial production cycle year. Robusta production has also lowered the overall coffee yield due to a lack of rain. Graph 1 below illustrates the evolution of Brazilian coffee yields since the 2001/02 crop.

Graph 1



Source: USDA/Brasilia OAA

Coffee Prices in the Domestic Market

Tables 3 and 4 below show the Coffee Index price series for Arabica and Robusta coffee released by the University of Sao Paulo's Luiz de Queiroz College of Agriculture (ESALQ).

According to the April 2023 coffee trade statistics released by the International Coffee Organization (ICO), there is another consecutive year of a world deficit in coffee supply. Total world coffee consumption for 2022/23 is forecast to grow to 178.5 million bags, a two percent increase compared to the world consumption for 2021/22 (175.6 million bags). Worldwide coffee production is expected to increase two percent in 2022/23 to 171.3 million bags.

Table 3

| Arabica Coffee Prices in the Domestic Market (Real, 60kg/bag) | | | | | |
|--|--------|--------|----------|----------|----------|
| Month | 2019 | 2020 | 2021 | 2022 | 2023 |
| January | 410.87 | 493.03 | 639.71 | 1,482.59 | 1,009.27 |
| February | 407.7 | 481.97 | 685.21 | 1,485.35 | 1,129.53 |
| March | 395.6 | 556.28 | 731.86 | 1,284.41 | 1,104.68 |
| April | 384.21 | 584.55 | 744.13 | 1,251.33 | 1,106.36 |
| May | 389.03 | 574.1 | 822.23 | 1,261.08 | |
| June | 411.93 | 483.24 | 850.96 | 1,332.99 | |
| July | 423.66 | 505.97 | 914.53 | 1,318.78 | |
| August | 408.74 | 578.84 | 1,033.82 | 1,302.16 | |
| September | 430.63 | 564.62 | 1,087.61 | 1,297.93 | |
| October | 421.59 | 536.6 | 1,222.20 | 1,135.49 | |
| November | 475.11 | 565.48 | 1,347.73 | 962.21 | |
| December | 545.17 | 594.32 | 1,452.16 | 1012.36 | |
| Source: CEPEA/ESALQ/USP. 1/ | | | | | |

Table 4

| Robusta Coffee Prices in the Domestic Market (Real, 60kg/bag) | | | | | |
|--|--------|--------|--------|--------|--------|
| Month | 2019 | 2020 | 2021 | 2022 | 2023 |
| January | 304.21 | 303.02 | 416.71 | 828.16 | 681.58 |
| February | 305.15 | 308.09 | 430.7 | 820.07 | 694.81 |
| March | 302.88 | 320.77 | 450.8 | 766.58 | 646.29 |
| April | 288.4 | 331.59 | 450.22 | 813.62 | 663.93 |
| May 1/ | 279.44 | 354.69 | 463.23 | 732.75 | |
| June | 289.42 | 338.97 | 485.1 | 696.95 | |
| July | 283.47 | 353.65 | 554.49 | 713.51 | |
| August | 281.87 | 390.18 | 637.87 | 733.13 | |
| September | 288.82 | 395.38 | 765.84 | 746.81 | |
| October | 288.09 | 399.7 | 798.65 | 646.08 | |
| November | 305.53 | 409.98 | 802.62 | 568.92 | |
| December | 311.79 | 401.9 | 830.77 | 681.88 | |
| Source: CEPEA/ESALQ/USP. 1/ | | | | | |

Exchange Rate

Table 5 below shows the official exchange rate as released by the Brazilian Central Bank (BACEN) from 2017 to 2023.

Table 5

| Exchange Rate (R\$/US\$1.00 - official rate, last day of period) | | | | | | | |
|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Month | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| January | 3.13 | 3.16 | 3.65 | 4.25 | 5.48 | 5.36 | 5.10 |
| February | 3.10 | 3.24 | 3.74 | 4.50 | 5.53 | 5.14 | 5.21 |
| March | 3.17 | 3.32 | 3.90 | 5.20 | 5.70 | 4.74 | 5.08 |
| April | 3.20 | 3.48 | 3.94 | 5.43 | 5.40 | 4.92 | 5.00 |
| May 1/ | 3.26 | 3.74 | 3.94 | 5.43 | 5.23 | 4.79 | 4.97 |
| June | 3.30 | 3.86 | 3.83 | 5.48 | 5.00 | 5.23 | |
| July | 3.13 | 3.75 | 3.76 | 5.20 | 5.12 | 5.18 | |
| August | 3.15 | 4.14 | 4.14 | 5.47 | 5.14 | 5.17 | |
| September | 3.17 | 4.00 | 4.16 | 5.64 | 5.44 | 5.40 | |
| October | 3.27 | 3.72 | 4.00 | 5.77 | 5.64 | 5.26 | |
| November | 3.26 | 3.86 | 4.22 | 5.33 | 5.62 | 5.29 | |
| December | 3.31 | 3.87 | 4.03 | 5.20 | 5.58 | 5.21 | |
| Source: Brazilian Central Bank (BACEN) 1/ May 2022 refers to May 11 | | | | | | | |

Consumption

Brazil's domestic coffee consumption for MY 2023/24 is forecast at 22.56 million coffee bags (21.6 million bags of roast/ground and 960,000 bags of soluble coffee, respectively), based on updated information from post contacts and official economic indicators. This figure represents a marginal increase from MY 2022/23 (22.45 million bags – 21.5 million bags of roast/ground and 950,000 bags of soluble coffee, respectively). Economic indicators such as the expected modest growth of the Brazilian economy, high inflation rates, and high coffee prices at retail have created difficulties for increased consumption. According to CONAB, the increased risk of crisis in the banking and financial system in the United States has raised concerns for global coffee consumption, however prices are maintained by supply restrictions.

The Brazilian Coffee Industry Association (ABIC) reports that the coffee industry processed 21.33 million bags, green equivalent, from November 2021 to October 2022, a decrease of 0.97 percent compared to the same period the year before (21.54 million bags). Table 6 below shows domestic ground and soluble coffee consumption as reported by ABIC.

Table 6

| Domestic Ground and Soluble Coffee Consumption (Million 60 kg bags, Kg/year). | | | | | |
|---|---|----------------|--------------|------------------------------------|--------------------|
| Year | Consumption (Million 60 kg bags) | | | Consumption per capita (kg) | |
| | Roast/Ground | Soluble | Total | Roast | Green Beans |
| 2001 | 13.00 | 0.60 | 13.60 | 3.91 | 4.88 |
| 2002 | 13.30 | 0.74 | 14.04 | 3.86 | 4.83 |
| 2003 | 12.90 | 0.80 | 13.70 | 3.72 | 4.65 |
| 2004 | 14.10 | 0.80 | 14.90 | 4.01 | 5.01 |
| 2005 | 14.60 | 0.90 | 15.50 | 4.11 | 5.14 |
| 2006 | 15.40 | 0.93 | 16.33 | 4.27 | 5.34 |
| 2007 | 16.10 | 1.00 | 17.10 | 4.42 | 5.53 |
| 2008 | 16.68 | 0.98 | 17.66 | 4.51 | 5.64 |
| 2009 | 17.37 | 1.02 | 18.39 | 4.65 | 5.81 |
| 2010 | 18.06 | 1.07 | 19.13 | 4.81 | 6.02 |
| 2011 | 18.60 | 1.12 | 19.72 | 4.88 | 6.10 |
| 2012 | 19.25 | 1.08 | 20.33 | 4.98 | 6.23 |
| 2013 | 19.00 | 1.08 | 20.08 | 4.87 | 6.09 |
| 2014 | 19.25 | 1.08 | 20.33 | 4.89 | 6.12 |
| 2015 | 19.40 | 1.10 | 20.50 | 4.90 | 6.12 |
| 2016 | 20.10 | 1.11 | 21.21 | 5.03 | 6.29 |
| 2017 | 20.91 | 1.08 | 21.99 | 5.10 | 6.38 |
| 2018 | 19.92 | 1.08 | 21.00 | 4.82 | 6.02 |
| 2019 | 19.99 | 0.91 | 20.90 | 4.76 | 5.95 |
| 2020 | 20.24 | 0.94 | 21.18 | 4.79 | 5.99 |
| 2021 | 20.56 | 0.99 | 21.54 | 4.84 | 6.06 |
| 2022 | 20.30 | 0.99 | 21.3 | 4.77 | 5.96 |
| Source: Brazilian Coffee Industry Association (ABIC) | | | | | |
| Note: Estimates refer to November-October period. As of 2018, roast/ground consumption figures exclude consumption from on-farm consumption, coffee shops and other informal sources. | | | | | |

In 2018, ABIC changed the methodology to estimate the domestic coffee consumption to include consumption only by roasters. Therefore, the aforementioned figures do not include consumption from other channels like on-farm consumption, coffee shops, and other informal sources. Coffee consumption from sources other than roasters is roughly estimated at 2 million bags.

Exports

Coffee exports for MY 2023/24 are forecast at 45.35 million 60-kg bags, green beans, an increase of twenty six percent relative to MY 2022/23 (36.645 million bags) due to the expected larger exportable surplus). Despite the significantly higher prices that prevailed in the last couple of years, Brazil remains competitive in the world market and the depreciated local currency (Real) has supported strong exports.

Soluble coffee exports are estimated at 4.3 million bags in MY 2023/24, an increase of 20 percent compared to the previous season of 3.6 million bags. The Russia – Ukraine war has continued to negatively affect soluble coffee imports to those countries. In 2020, Russia was Brazil’s second largest market for soluble coffee, exporting 334,057 bags to Russia. However in 2022, Brazil only exported 150,887 GBE to Russia, becoming the eight largest market. In 2020, Brazil exported 170,083 GBE to Ukraine compared to 40,300 bags in 2022/23.

The Coffee Exporters Council (CECAFE) reports that the shortage of containers for shipping bulk coffee, booking cancellations, cargo rollovers, and extremely high freight rates remains. According to the institution, the logistic issues are now “part of the new normal.”

Tables 7 to 12 below show green coffee bean (NCM 0901.11.10), roasted coffee (NCM 0901.21.00) and soluble coffee (NCM 2101.11.10) exports by country of destination, according to the Council of Brazilian Coffee Exporters (CeCafe) for MY 2021/22 (July-June) through MY 2022/23 (July-April).

Table 7
Top 10 by Ton 2021/22

| Brazilian Soluble Coffee Exports by Country of Destination (NCM 2101.11.10, July-June, MT, US\$ 000 FOB) | | |
|---|--------------|-----------------|
| Country | Value | Quantity |
| United States | 118,797 | 17,910 |
| Argentina | 41,091 | 7,592 |
| Indonesia | 30,177 | 6,206 |
| United Kingdom | 21,704 | 1,140 |
| Japan | 42,567 | 3,139 |
| Finland | 6,918 | 6,358 |
| Poland | 16,429 | 3,287 |
| Canada | 21,299 | 4,169 |
| South Korea | 18,360 | 4,577 |
| Rest of World | 302,852 | 47,193 |
| Total | 620,198 | 101,571 |

Table 8
2022/23 July 22- April 23

| Brazilian Soluble Coffee Exports by Country of Destination (NCM 2101.11.10, July-April, MT, US\$ 000 FOB) | | |
|--|--------------|-----------------|
| Country | Value | Quantity |
| United States | 129,286 | 15,233 |
| Argentina | 44,770 | 7,083 |
| Finland | 32,746 | 4,189 |
| Japan | 31,954 | 3,794 |
| United Kingdom | 23,004 | 2,628 |
| Indonesia | 35,257 | 4,783 |
| Poland | 27,904 | 3,698 |
| Peru | 17,072 | 2,261 |
| Singapore | 13,640 | 2,421 |
| Rest of World | 255,510 | 29,503 |
| Total | 611,147 | 75,593 |

Source: Trade Data Monitor

Table 9
2021/22

| Brazilian Green Coffee Exports by Country of Destination (NCM 0901.11.10, July-June, MT, US\$ 000 FOB) | | |
|---|--------------|-----------------|
| Country | Value | Quantity |
| United States | 1,522,076 | 431,693 |
| Germany | 1,495,747 | 385,172 |
| Belgium | 752,033 | 189,940 |
| Italy | 682,265 | 183,431 |
| Japan | 425,773 | 121,931 |
| Spain | 213,406 | 64,243 |
| Argentina | 90,731 | 24,833 |
| Turkey | 222,756 | 54,935 |
| United Kingdom | 168,999 | 43,265 |
| Rest of world | 2,215,688 | 646,262 |
| Total | 7,789,478 | 2,145,705 |

Source: Trade Data Monitor

Table 10
MY 2022-23 July 22-April 2023

| Brazilian Green Coffee Exports by Country of Destination (NCM 0901.11.10, July-April, MT, US\$ 000 FOB) | | |
|--|--------------|-----------------|
| Country | Value | Quantity |
| United States | 1,250,083 | 323,310 |
| Germany | 1,124,625 | 279,654 |
| Italy | 623,940 | 153,843 |
| Japan | 319,916 | 86,679 |
| Belgium | 409,964 | 95,850 |
| Turkey | 210,961 | 54,807 |
| Netherlands | 195,236 | 48,866 |
| France | 144,475 | 35,749 |
| South Korea | 157,435 | 38,510 |
| Rest of World | 1,966,812 | 533,182 |
| Total | 6,403,451 | 1,650,450 |

Source: Trade Data Monitor

Table 11

| Brazilian Roasted Coffee Exports by Country of Destination (NCM 0901.21.00, July-June, MT, US\$ 000 FOB) | | |
|---|--------------|-----------------|
| Country | Value | Quantity |
| Argentina | 7,092 | 804 |
| Chile | 5,380 | 666 |
| Mexico | 4,111 | 365 |
| Paraguay | 1,604 | 258 |
| United States | 4,425 | 782 |
| Japan | 724 | 126 |
| Uruguay | 1,385 | 173 |
| Portugal | 351 | 45 |
| Peru | 248 | 23 |
| Rest of World | 3,598 | 741 |
| Total | 28,923 | 3,983 |

Source: Trade Data Monitor

Table 12

| Brazilian Roasted Coffee Exports by Country of Destination (NCM 0901.21.00, July-April, MT, US\$ 000 FOB) | | |
|--|--------------|-----------------|
| Country | Value | Quantity |
| United States | 6,161 | 935 |
| Argentina | 5,664 | 546 |
| Chile | 3,333 | 361 |
| Paraguay | 1,724 | 237 |
| Uruguay | 1,463 | 164 |
| Mexico | 2,245 | 150 |
| Colombia | 508 | 38 |
| Bolivia | 254 | 37 |
| Rest of World | 3,054 | 400 |
| Total | 24,410 | 2,868 |

Source: Trade Data Monitor

As reported by Brazilian Green Coffee Association (CECAFE) and the Brazilian Soluble Coffee Association (ABICS), total coffee exports during the July 2022 – April 2023 period were 30.49 million bags, a decrease of 8.3 percent relative to the same period for MY 2021/22 (33.25 million bags), due to lower coffee availability for exports. According to CECAFE as of May 17, Brazil's coffee export registrations for May 2023 were 1.23 million bags, while cumulative green coffee export shipments for May 2023 were 962,790 bags.

Tables 13 to 16 below include data on monthly coffee exports (quantity and value) for MY 2021/22 (July-June) and MY 2022/23 (July-April), as reported by the Brazilian Green Coffee Association (CECAFE) and the Brazilian Soluble Coffee Association (ABICS).

Table 13

| Brazilian Monthly Coffee Exports for MY 2021/22 (Thousand 60-kg bag, green equivalent). | | | | | | |
|--|-----------------|----------------|--------------------|----------------|----------------|--------------|
| Month | Conillon | Arabica | Total Green | Roasted | Soluble | Total |
| 21-Jul | 410.77 | 2,164.29 | 2,575.06 | 3.32 | 331.04 | 2,909.42 |
| 21-Aug | 345.71 | 2,126.83 | 2,472.54 | 5.25 | 353.84 | 2,831.63 |
| 21-Sep | 390.1 | 2,480.98 | 2,871.08 | 5.21 | 362.77 | 3,239.05 |
| 21-Oct | 301.61 | 2,968.42 | 3,270.03 | 3.59 | 312.76 | 3,586.37 |
| 21-Nov | 221.35 | 2,628.29 | 2,849.64 | 4.8 | 360.23 | 3,214.68 |
| 21-Dec | 143.44 | 3,282.15 | 3,425.59 | 3.21 | 456.38 | 3,885.18 |
| 22-Jan | 99.85 | 2,989.49 | 3,089.34 | 3.45 | 320.22 | 3,413.00 |
| 22-Feb | 140.28 | 3,142.95 | 3,283.23 | 3.36 | 297.5 | 3,584.08 |
| 22-Mar | 134.41 | 3,283.31 | 3,417.72 | 4.06 | 357.42 | 3,779.19 |
| 22-Apr | 134.51 | 2,425.35 | 2,559.86 | 2.25 | 246.47 | 2,808.57 |
| 22-May | 131.81 | 2,529.57 | 2,661.38 | 4.44 | 298.06 | 2,963.88 |
| 22-Jun | 143.74 | 2,688.26 | 2,832.00 | 5.55 | 349.8 | 3,187.35 |
| Cumulative | 2,597.58 | 32,709.89 | 35,307.47 | 48.49 | 4,046.49 | 39,402.40 |

Source: CECAFE and ABICS.

Table 14

MY 2022/23 July 22- April 23 (no data for May/June)

| Brazilian Monthly Coffee Exports for MY 2022/23 (Thousand 60-kg bag, green equivalent). | | | | | | |
|--|-----------------|----------------|--------------------|----------------|----------------|--------------|
| Month | Conillon | Arabica | Total Green | Roasted | Soluble | Total |
| 22-Jul | 146.24 | 2,057.16 | 2,203.40 | 2.74 | 313.87 | 2,520.01 |
| 22-Aug | 128.71 | 2,384.41 | 2,513.12 | 3.88 | 320.79 | 2,837.79 |
| 22-Sep | 149.76 | 3,008.99 | 3,158.75 | 4.06 | 315.39 | 3,478.20 |
| 22-Oct | 113.37 | 3,169.56 | 3,282.93 | 2.57 | 293.47 | 3,578.97 |
| 22-Nov | 110.02 | 3,351.13 | 3,461.15 | 4.93 | 278.32 | 3,744.40 |
| 22-Dec | 61.99 | 2,834.91 | 2,896.90 | 3.96 | 337.78 | 3,238.64 |
| 23-Jan | 75.85 | 2,435.42 | 2,511.27 | 3.11 | 319.43 | 2,833.81 |
| 23-Feb | 87.5 | 2,058.34 | 2,145.84 | 3.88 | 287.79 | 2,437.51 |
| 23-Mar | 107.27 | 2,685.02 | 2,792.29 | 3.51 | 307.47 | 3,103.27 |
| 23-Apr | 123.36 | 2,271.93 | 2,395.29 | 2.63 | 324.27 | 2,722.19 |
| Cumulative | 1,104.07 | 26,256.87 | 27,360.94 | 35.27 | 3,098.58 | 30,494.79 |

Source: CECAFE and ABICS.

Table 15

| Brazilian Monthly Coffee Exports for MY 2020/21 (US\$ 1,000,000) | | | | | | |
|---|-----------------|----------------|--------------------|----------------|----------------|--------------|
| Month | Conillon | Arabica | Total Green | Roasted | Soluble | Total |
| 21-Jul | 37.03 | 330.68 | 367.71 | 1.41 | 46.89 | 416 |
| 21-Aug | 34.68 | 351.91 | 386.59 | 2.2 | 49.59 | 438.38 |
| 21-Sep | 42.56 | 441.12 | 483.67 | 2.12 | 51.63 | 537.42 |
| 21-Oct | 34.5 | 568.54 | 603.04 | 1.79 | 48.41 | 653.25 |
| 21-Nov | 28.37 | 546.46 | 574.83 | 2.5 | 55 | 632.33 |
| 21-Dec | 18.68 | 704.89 | 723.58 | 1.73 | 74.67 | 799.98 |
| 22-Jan | 15.48 | 674.91 | 690.39 | 1.29 | 52.39 | 744.07 |
| 22-Feb | 21.44 | 748.32 | 769.75 | 1.83 | 50.15 | 821.73 |
| 22-Mar | 20.87 | 820.23 | 841.1 | 1.83 | 58.96 | 901.89 |
| 22-Apr | 21.04 | 607.39 | 628.42 | 1.18 | 41.13 | 670.73 |
| 22-May | 22.27 | 661.487 | 683.757 | 1.745 | 42.27 | 727.772 |
| 22-Jun | 22.01 | 653.89 | 675.9 | 2.56 | 66.1 | 744.56 |
| Cumulative | 318.93 | 7,109.83 | 7,428.74 | 22.19 | 637.19 | 8,088.11 |

Source: CECAFE and ABICS.

Table 16

| Brazilian Monthly Coffee Exports for MY 2020/21 (US\$ 1,000,000) | | | | | | |
|---|-----------------|----------------|--------------------|----------------|----------------|--------------|
| Month | Conillon | Arabica | Total Green | Roasted | Soluble | Total |
| 22-Jul | 21.87 | 504.89 | 526.76 | 1.75 | 68.19 | 596.7 |
| 22-Aug | 19.71 | 576.86 | 596.57 | 3.88 | 74.3 | 674.75 |
| 22-Sep | 23.43 | 737.21 | 760.64 | 2.18 | 67.73 | 830.55 |
| 22-Oct | 18.16 | 791.6 | 809.76 | 1.06 | 58.88 | 869.7 |
| 22-Nov | 17.92 | 828.95 | 846.87 | 2.21 | 52.32 | 901.4 |
| 22-Dec | 8.77 | 642.64 | 651.41 | 1.98 | 63.31 | 716.7 |
| 23-Jan | 10.69 | 539.82 | 550.51 | 1.37 | 60.41 | 612.29 |
| 23-Feb | 11.67 | 449.35 | 461.02 | 1.86 | 52.01 | 514.89 |
| 23-Mar | 15.7 | 598.75 | 614.45 | 1.83 | 56.87 | 673.15 |
| 23-Apr | 17.87 | 525.19 | 543.06 | 1.45 | 60.03 | 604.54 |
| Cumulative | 165.79 | 6,195.26 | 6,361.05 | 19.57 | 614.05 | 6,994.67 |

Source: CECAFE and ABICS.

Imports

Table 17 and 18 below shows roasted coffee (NCM 0901.21.00) imports by country of origin, according to the Trade Data Monitor (TDM) based on the Brazilian Secretariat of foreign Trade (SECEX), for MY 2019/20 through MY 2021/22 (July-June) and MY 2020/21 through MY 2022/23 (July-March).

Table 17

| Brazilian Roasted Coffee Imports by Country of Origin (NCM 0901.21.00, July-June, MT, US\$ 000 FOB) | | | | | | |
|--|-------------------|-----------------|-------------------|-----------------|-------------------|-----------------|
| | MY 2019/20 | | MY 2020/21 | | MY 2021/22 | |
| Country | Value | Quantity | Value | Quantity | Value | Quantity |
| Switzerland | 50,690 | 1,761 | 33,311 | 2,081 | 60,037 | 1,981 |
| France | 7,500 | 598 | 9,455 | 659 | 13,683 | 796 |
| United States | 2,666 | 309 | 2,151 | 250 | 2,505 | 265 |
| United Kingdom | 882 | 50 | 3,651 | 218 | 2,377 | 132 |
| Italy | 3,995 | 308 | 2,877 | 149 | 4,248 | 234 |
| Portugal | 999 | 165 | 634 | 92 | 1,025 | 169 |
| Uruguay | 0 | 0 | 900 | 87 | 2,037 | 188 |
| Spain | 1,585 | 108 | 1,390 | 80 | 1,371 | 88 |
| Colombia | 280 | 57 | 456 | 73 | 641 | 88 |
| Poland | 205 | 23 | 302 | 34 | 530 | 66 |
| Others | 595 | 26 | 421 | 24 | 218 | 14 |
| Total | 69,398 | 3,404 | 55,548 | 3,747 | 88,677 | 4,021 |

Source: CECAFE and ABICS.

Table 18

| Brazilian Roasted Coffee Imports by Country of Origin (NCM 0901.21.00, July-March, MT, US\$ 000 FOB) | | | | | | |
|---|-------------------|-----------------|-------------------|-----------------|-------------------|-----------------|
| | MY 2020/21 | | MY 2021/22 | | MY 2022/23 | |
| Country | Value | Quantity | Value | Quantity | Value | Quantity |
| Switzerland | 24,949 | 1,604 | 38,665 | 1,347 | 94,136 | 1943 |
| France | 6,211 | 450 | 9,333 | 575 | 20,871 | 758 |
| United States | 2,105 | 245 | 1,882 | 208 | 4,686 | 269 |
| Italy | 2,094 | 106 | 3,259 | 178 | 6,029 | 230 |
| Uruguay | 185 | 20 | 1,417 | 132 | 3,204 | 152 |
| U.K. | 2,449 | 148 | 2,265 | 127 | 2,666 | 86 |
| Portugal | 394 | 53 | 628 | 114 | 1,423 | 110 |
| Poland | 211 | 22 | 531 | 67 | 402 | 23 |
| Colombia | 415 | 68 | 418 | 59 | 1,201 | 80 |
| Spain | 1,134 | 66 | 777 | 50 | 1,842 | 73 |
| Others | 297 | 10 | 135 | 10 | 2,816 | 22 |
| Total | 40,444 | 2,793 | 59,308 | 2,867 | 137,036 | 3,746 |

Source: CECAFE and ABICS.

Stocks

Post estimates total ending stocks in MY 2023/24 at 2.685 million bags, a decrease of 1.435 million bags compared to MY 2022/23 (4.12 million bags), due to expected larger coffee supply during the upcoming season.

Policy

The Coffee Policy Deliberative Council (CDPC) is responsible for approving the coffee crop plan, coffee agricultural and marketing research, crop forecasting, evaluate the market supply and demand, set technical and financial cooperative projects, both domestically and internationally, approve the use of Funcafe funds, among others.

The Coffee Policy Deliberative Council (CDPC) approved on May 4, 2023 the distribution of resources from the Coffee Economy Defense Fund (Funcafé) for the 2023/2024 harvest. The amount must now be approved by the National Monetary Council (CMN), which will also define the maximum interest rate in mid-June.

Regarding the distribution of resources for the 2023/2024 harvest, the CDPC deliberated on the distribution of R\$ 6.37 billion, approving R\$ 2.35 billion for marketing financing and R\$ 1.62 billion

for crop management. The council also foresees the allocation of R\$ 1.48 billion to the Financing for the Acquisition of Coffee (FAC), R\$ 883 million to working capital, and R\$ 30 million to recover damaged coffee plantations.

Table 19 below shows the funding breakdown by type of financing for the 2020/21 through the 2022/23 crops.

Table 19

| Funcafé Resources for Financing | | | |
|--|------------------|------------------|--------------------|
| | 2020/21 | 2022/23 | 2023/24 |
| Crop Management | R\$ 1.6 billion | R\$ 1.57 billion | R\$ 1.62 billion |
| Marketing Financing | R\$ 2.21 billion | R\$ 2.17 billion | R\$ 2.35 billion |
| Financing for the Acquisition of Coffee (FAC) | R\$ 1.11 billion | R\$ 1.38 billion | R\$ 1.47 billion |
| Recovery of Damaged Coffee Plantations | R\$ 1.61 million | R\$ 160 million | R\$ 30.0 million |
| Working Capital (industry and cooperatives) | R\$ 6.31 million | R\$ 775 million | R\$ 883.75 million |
| | | | |
| TOTAL | R\$ 5.71 billion | R\$ 6.06 billion | R\$ 6.37 billion |

Source: Coffee Policy Deliberative Council (CDPC)

Minimum prices for the 2023/24 marketing year are updated annually based mainly on production costs. The 2023/24 production costs were accounted for a 12.77 percent and 5.8 percent increase in relation to the minimum prices, mainly resulting from an increase in labor costs. According to CONAB, the increased risk of crisis in the banking and financial system in the United States has raised concerns for global coffee consumption, however prices are maintained by supply restrictions.

If market prices are below the minimum guaranteed price, the Brazilian government through CONAB, set policies/programs to guarantee that producers are paid the minimum prices, such as purchasing coffee directly from producers (Federal Government Acquisitions) or paying a premium to buyers to move the product from growers to the destination (Product Flow Premium Program), among others. Table 20 below shows coffee minimum guaranteed prices as set by CONAB since the 2017/18 crop.

Table 20

| Coffee Minimum Guaranteed Prices (R\$/60-kg bag) | | | | | | | |
|---|---------|---------|---------|---------------|---------|---------|---------|
| | 2017/18 | 2018/19 | 2019/20 | 2020/21 1/ | 2021/22 | 2022/23 | 2023/24 |
| Arabica type 6 | 333.03 | 341.21 | 362.53 | 364.09 | 369.40 | 606.66 | 684.16 |
| Robusta/Conilon type 7 | 223.59 | 202.19 | 210.13 | 242.31/210.13 | 263.93 | 434.82 | 460.02 |
| Fonte: Conab 1/ For 2020/21: robusta/conilon price is R\$ 210.13 for Rondonia and R\$ 242.31 elsewhere. | | | | | | | |

Production, Supply and Distribution Table

| Coffee, Green Market Year Begins Brazil | 2021/2022 | | 2022/2023 | | 2023/2024 | |
|---|---------------|----------|---------------|----------|---------------|----------|
| | Jul 2021 | | Jul 2022 | | Jul 2023 | |
| | USDA Official | New Post | USDA Official | New Post | USDA Official | New Post |
| Area Planted (1000 HA) | 2480 | 2480 | 2495 | 2495 | 0 | 2510 |
| Area Harvested (1000 HA) | 2010 | 2010 | 2020 | 2020 | 0 | 2030 |
| Bearing Trees (MILLION TREES) | 6010 | 6010 | 6100 | 6100 | 0 | 6150 |
| Non-Bearing Trees (MILLION TREES) | 1500 | 1500 | 1510 | 1510 | 0 | 1100 |
| Total Tree Population (MILLION TREES) | 7510 | 7510 | 7610 | 7610 | 0 | 7250 |
| Beginning Stocks (1000 60 KG BAGS) | 4390 | 4390 | 540 | 540 | 0 | 4120 |
| Arabica Production (1000 60 KG BAGS) | 36400 | 36400 | 39800 | 39800 | 0 | 44700 |
| Robusta Production (1000 60 KG BAGS) | 21700 | 21700 | 22800 | 22800 | 0 | 21700 |
| Other Production (1000 60 KG BAGS) | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Production (1000 60 KG BAGS) | 58100 | 58100 | 62600 | 62600 | 0 | 66400 |
| Bean Imports (1000 60 KG BAGS) | 0 | 0 | 0 | 0 | 0 | 0 |
| Roast & Ground Imports (1000 60 KG BAGS) | 75 | 75 | 75 | 75 | 0 | 75 |
| Soluble Imports (1000 60 KG BAGS) | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Imports (1000 60 KG BAGS) | 75 | 75 | 75 | 75 | 0 | 75 |
| Total Supply (1000 60 KG BAGS) | 62565 | 62565 | 63215 | 63215 | 0 | 70595 |
| Bean Exports (1000 60 KG BAGS) | 35576 | 35576 | 33000 | 33000 | 0 | 41000 |
| Rst-Grnd Exp. (1000 60 KG BAGS) | 54 | 54 | 45 | 45 | 0 | 50 |
| Soluble Exports (1000 60 KG BAGS) | 4055 | 4055 | 3600 | 3600 | 0 | 4300 |
| Total Exports (1000 60 KG BAGS) | 39685 | 39685 | 36645 | 36645 | 0 | 45350 |
| Rst,Ground Dom. Consum (1000 60 KG BAGS) | 21400 | 21400 | 21500 | 21500 | 0 | 21600 |
| Soluble Dom. Cons. (1000 60 KG BAGS) | 940 | 940 | 950 | 950 | 0 | 960 |
| Domestic Consumption (1000 60 KG BAGS) | 22340 | 22340 | 22450 | 22450 | 0 | 22560 |
| Ending Stocks (1000 60 KG BAGS) | 540 | 540 | 4120 | 4120 | 0 | 2685 |
| Total Distribution (1000 60 KG BAGS) | 62565 | 62565 | 63215 | 63215 | 0 | 70595 |
| | | | | | | |
| (1000 HA) ,(MILLION TREES) ,(1000 60 KG BAGS) | | | | | | |

Attachments:

No Attachments