

# CONFIDENTIAL

**YOUR BEST SOURCE OF INFORMATION ABOUT THE BRAZILIAN COFFEE BUSINESS. THIS ISSUE:**

- ARTICLES ABOUT COFFEE IN 2022 – OUTLOOK FLASHBACK (PAGE 3)
- ALL ABOUT PINHALENSE AND CARMOMAQ MACHINES – MACHINE OF THE MONTH FLASHBACK (PAGE 4)

## “URBAN” COFFEE PRODUCED IN SÃO PAULO CITY LAUNCHED

The Biologic Institute, that belongs to the Agriculture Secretariat of the State of São Paulo and is located not far from downtown São Paulo city, has the largest urban coffee plantation in the world. The Institute holds an event to harvest its coffee every year. The 15th Taste of the Harvest held last May had its coffee roasted and packed as part of a project that involved the Institute itself, Santana Farm, Exotic Coffee Roaster and advertising agency GSB2.



Source: GSB2

## CONTEST SELECTS THE BEST COFFEES IN THE STATE OF SÃO PAULO



After the pandemic years, the São Paulo State Quality Contest returned with its 21st edition held at the Campinas Agronomy Institute (IAC) last December. The contest had four categories: Natural, Pulped Natural, Fermented and Organic Natural. The three winning Natural lots scored between 86.33 and 85.75 points. The three Pulped Naturals scored between 90.3 and 86.6 points. Fermented lots scored between 87.7 and 86.4 points and organic naturals 87.00 and 84.4. Almost all winning lots were produced in the Mogiana coffee region. Santana Farm, that processed the São Paulo “urban” coffee, was one of the winners in the Pulped Natural category.

Source: CATI

## INCREASE OF COFFEE IMPORTS TO EXPAND EXPORTS?

World coffee imports (green, roasted, instant, etc.) were US\$ 38 billion in 2020 according to the United Nations Comtrade Database (UN Comtrade), organization that provides monthly and annual information on the trade flow of more than 170 countries. From the total of coffee imported, 14% originated from Brazil. The main destinations of Brazilian coffee exports were Belgium (39%), Italy (26%), Germany (25%), Japan (25%) and United States (15%). Although the results are positive for Brazil, there are opportunities to increase its share by having a better system of tariff agreements for processed products and for the import of green coffee from other origins to prepare blends.

Source: Estadão

## RECORD BRAZILIAN EXPORT REVENUES IN 2022

The volume of Brazilian coffee exported in 2022 decreased 3% and reached 40 million bags. However, revenues increased 47% and registered a record of US\$ 9.2 billion. The record revenues are due to the increase in coffee prices and favorable

exchange rates. The average price per bag increased 52% over the previous year and reached US\$ 234.64, the highest level in the last five years.

Source: Valor Econômico

**BRAZILIAN EARNINGS PER HECTARE INCREASED 38% IN THE LAST 10 YEARS**



According to a study conducted by the Federation of Industries of the State of São Paulo (Fiesp), earnings per hectare of coffee increased 38%, from R\$ 16,800 (US\$ 3,300) in the period of 2008-2011 to R\$ 21,700 (US\$ 4,200) between 2018 to 2021. Productivity increased 42.5%, from 21.1 bags/ha to 30 bags/ha. Despite the reduction in the planted area, the sector invested in technology and gained efficiency and coffee production increased 25.3% in the last 10 years. This evolution resulted from genetic improvement, good agricultural practices and farm

infrastructure, and investments in machinery, equipment and agricultural implements that enabled the increase in productivity, production and value generated.

Source: Fiesp

**COOABRIEL DOUBLES ITS CONILON EXPORTS IN 2022**

Cooabriel, a Conilon coffee cooperative located in the São Gabriel da Palha municipality of Espírito Santo state, doubled its direct exports compared to the previous year. The volume it exported was equivalent to 10% of the total Conilon coffee exports by the state. This increase in Cooabriel’s exports took place in a year in which total shipments of Brazilian Conilon/Robusta fell by around 60% due to local roasters’ demand for their blends. The main destinations of Cooabriel coffees were American countries, like Colombia, and Europe.



Source: Forbes

**BEST COFFEE IN BRAZIL REACHES US\$ 43 PER POUND**

The auction of the best Brazilian specialty coffees – the winning lots in the Cup of Excellence 2022 –, took place online in early January. Divided into two lots, the coffee produced at Tijuco Farm, in Piatã municipality, Chapada Diamantina Region of the state of Bahia, had the two highest bids at the auction. The first received US\$ 43/lb and the second US\$ 42.9/lb, i.e., almost 30 times more than the ICE Futures on that date. The top five lots, that scored above 90 points, were acquired by companies from Italy, Greece and Japan.

Source: Agrolink

**Brazilian Prices**

Main Producing Regions / Farm Gate

January 19, 2023

Arabica Naturals (R\$/ 60 kg bag)		Conilon / Robusta (R\$/ 60 kg bag)	
Cerrado MG	1005,00 ↓	Colatina-ES fair average price 708,00 ↓	
Mogiana	1000,00 ↓		
South Minas	1000,00 ↓		
Arabica Pulped Naturals (R\$/ 60 kg bag)		BM&F (US\$/60kg Arabica bag)	
Cerrado MG	1075,00 ↓	Mar 2023	218,15 ↑
South Minas	1070,00 ↓	May 2023	214,50 ↑
		Sep 2023	202,70 ↑
		Real R\$ / Dolar US\$	
		Jan 19, 2023	5,20 =

+ 7.5%

Source: www.qualicafex.com.br

**FEB:** IS DIVERSITY OF PRODUCTION BEING LOST?

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_175\\_\\_february2022\\_220214040204.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__175__february2022_220214040204.pdf)

**MAR:** FERTILIZER CRISIS AFFECTS RELATIVE COMPETITIVENESS OF FARMERS AND COUNTRIES AND CREATES OPPORTUNITIES FOR REGENERATIVE AGRICULTURE

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_176\\_\\_march2022.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__176__march2022.pdf)

**APR:** HOW CENTRAL POST-HARVEST PROCESSING CAN INCREASE GROWERS' INCOME AND PROMOTE SUSTAINABILITY

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_177\\_\\_april2022.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__177__april2022.pdf)

**MAY:** THE RISE IN ROBUSTA PRODUCTION AND CONSUMPTION

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_178\\_\\_may2022.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__178__may2022.pdf)

**JUN:** SHARED RESPONSIBILITY FROM CUP TO SEED TO ACHIEVE LIVING PROSPEROUS AND SUSTAINABLE INCOME

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_179\\_\\_june2022\\_220615081424.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__179__june2022_220615081424.pdf)

**JUL:** REPOSITIONING ROBUSTAS

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_180\\_\\_july2022\\_220714060303.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__180__july2022_220714060303.pdf)

**AUG:** METHODOLOGY TO ASSESS QUALITY OF INSTANT COFFEE TO BE RELEASED

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_181\\_\\_august2022.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__181__august2022.pdf)

**SEP:** THE IMPORTANCE OF ORGANIZING PRODUCERS TO EMPOWER THE REGIONAL AND NATIONAL COFFEE BUSINESS

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_182\\_\\_september2022.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__182__september2022.pdf)

**OCT:** VIETNAM, INDONESIA, AND INDIA: ECONOMIC WONDERS AND ROBUSTA COFFEE

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_183\\_\\_october2022.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__183__october2022.pdf)

**NOV:** 10 YEARS OF GCP BRAZIL GOVERNANCE CELEBRATED AT SIC EVENT

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_184\\_\\_november2022\\_221123053910.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__184__november2022_221123053910.pdf)

**DEC:** GCP 2030 COUNTRY GOALS AND COUNTRY PLANS TOWARDS FARMER PROSPERITY VIA MULTISTAKEHOLDER SUSTAINABILITY PLATFORMS

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_185\\_\\_december2022.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__185__december2022.pdf)

**FEB:** SIGA - INTEGRATED AUTOMATION SYSTEMS FOR COFFEE STORAGE AND MILLING

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_175\\_\\_february2022\\_220214040204.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__175__february2022_220214040204.pdf)

**MAR:** ROTARY DRIERS FOR COFFEE AND COCOA, BLACK PEPPER, BRAZIL AND OTHER NUTS, AND BEANS AND OTHERS GRAINS

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_176\\_\\_march2022.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__176__march2022.pdf)

**APR:** ADVANTAGES OF CENTRALIZING ON-FARM MILLING

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_177\\_\\_april2022.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__177__april2022.pdf)

**MAY:** OPPORTUNITIES IN ROBUSTA PROCESSING

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_178\\_\\_may2022.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__178__may2022.pdf)

**JUN:** REMOVAL AND DISPOSAL SYSTEMS FOR DUST AND HUSK REVISITED

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_179\\_\\_june2022\\_220615081424.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__179__june2022_220615081424.pdf)

**JUL:** INDUSTRIAL ROASTERS FOR COFFEE, COCOA, PEANUTS AND GRAINS

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_180\\_\\_july2022\\_220714060303.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__180__july2022_220714060303.pdf)

**AUG:** COCOA PROCESSING EQUIPMENT: EFFICIENCY AND QUALITY

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_181\\_\\_august2022.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__181__august2022.pdf)

**SEP:** DRY WET MILLING OR WET MILLING WITH MINIMUM WATER CONSUMPTION AND RECLYLING?

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_182\\_\\_september2022.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__182__september2022.pdf)

**OCT:** MINIMIZE DEFECTS AND LOSSES TO RETAIN QUALITY AT A TIME OF HIGH COFFEE PRICES

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_183\\_\\_october2022.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__183__october2022.pdf)

**NOV:** NATURAL, PULPED NATURAL / HONEY AND WASHED COFFEES... AND MORE

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_184\\_\\_november2022\\_221123053910.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__184__november2022_221123053910.pdf)

**DEC:** NATURAL, PULPED NATURAL / HONEY AND WASHED COFFEES... AND MORE – PART II: HONEYS FROM OTHER THAN RIPE CHERRIES

[https://www.peamarketing.com.br/imgs/pa\\_coffidential\\_\\_185\\_\\_december2022.pdf](https://www.peamarketing.com.br/imgs/pa_coffidential__185__december2022.pdf)