Daily prices: ICO composite Indicator
ICO Composite indicator price since 2000

US cents/lb

Jan-00 Jan-01 Jan-02 Jan-03 Jan-04 Jan-05 Jan-06 Jan-07 Jan-08 Jan-09 Jan-10 Jan-11 Jan-12 Jan-13 Jan-14 Jan-15 Jan-16 Jan-17
ICO Group Indicator prices

- Colombian Milds
- Other Milds
- Brazilian Naturals
- Robustas
Arbitrage: Arabica/Robusta
Arbitrage: Arabica/Robusta

Arbitrage Arabicas & Robustas

US cents/lb

Jan-11 Jan-12 Jan-13 Jan-14 Jan-15 Jan-16 Jan-17
Arbitrage: Arabica/Robusta

[Graph showing the arbitrage price between Arabica and Robusta from Jan-11 to Jan-17 in US cents/lb.]
So, why the current trend?
Supply & Demand
World coffee production

- 151.6 million bags in year 2016/17
- 0.1% increase on 2015/16
- Arabicas ➤ 7.9%
- Robustas ➣ 10.7%
Production in major exporting countries over the last 2 crop years
Exports: value & volume

<table>
<thead>
<tr>
<th>Year</th>
<th>Volume (million bags)</th>
<th>Value (billion US$)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011/12</td>
<td>100</td>
<td>20</td>
</tr>
<tr>
<td>2012/13</td>
<td>110</td>
<td>18</td>
</tr>
<tr>
<td>2013/14</td>
<td>115</td>
<td>17</td>
</tr>
<tr>
<td>2014/15</td>
<td>120</td>
<td>16</td>
</tr>
<tr>
<td>2015/16*</td>
<td>125</td>
<td>15</td>
</tr>
</tbody>
</table>

* estimated
Movements in exchange rates (Local currencies against US$)

Index: February 2015 = 100

- Brazilian real
- Colombian peso
Currency depreciation compared to Coffee price
Relation between stocks and prices

Opening stocks and ICO Composite price (annual average)

Million 60-Kg bags

World stocks

ICO Composite
Certified stocks on the NY/LN futures markets
Inventories in importing countries

Million 60kg bags

Others
Japan
USA
EU
World consumption

- Estimated stable at 155 million bags (-0.4% compared to 2015)
- Still strong demand but not in all traditional markets
- But biggest potential is emerging markets and exporting countries
Conclusions
Balance
Supply/Demand Balance
Concerns for Robusta alleviated?
Thank you