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Re-exports of coffee

Background

In the context of its programme of activities, the Organization pays particular attention to international trade in all forms of coffee with a view to enhancing transparency in the coffee sector. For this purpose it has carried out an analysis of re-exports of coffee by importing countries and their relations with world coffee trade.

Action

The Council is requested to take note of this document.

RE-EXPORTS OF COFFEE

EXECUTIVE SUMMARY

This document examines the flow of re-exports by importing countries since 1965. In particular, it looks at two time periods, the first from 1965 to 1989 when the coffee market was regulated by four International Coffee Agreements, and the second from 1990 to 2010, which is regarded as the free market era. The study also examines more recent developments since the year 2000.

It is found that re-exports of green coffee have dropped from making up over half the trade to less than a third, whereas roasted and soluble coffee now account for 35.7% and 34.7%, respectively. Re-exports of roasted coffee have recorded the most significant growth, at an average annual rate of 9.5% over the whole time period.

Germany is the largest source of re-exports, accounting for nearly a quarter of world trade over the time period. Germany is also one of the leading destinations for re-exports, behind France, the USA and the Netherlands. Furthermore, a significant proportion of re-exports are traded exclusively among EU member countries, accounting for over 50% of the world total since 1990.

Finally, this study compares the unit value of re-exports with that of exports by exporting countries. It is found that importing countries earned an estimated 30% premium per pound of coffee traded. Indeed, importing countries recorded an annual average of US\$6.1 billion from 2000 to 2010 from 29.5 million bags of re-exports, whereas exporting countries earned an average of \$10 billion from 92.1 million bags.

INTRODUCTION

1. This study aims to analyse trends in the volume and value of re-exports by importing countries and to determine their significance compared with exports by exporting countries, so as to permit an evaluation of trends in the world coffee industry. The following points will be covered:

- I. Volume and structure of imports by selected importing countries
- II. Re-exports by importing countries
- III. Value of re-exports by importing countries
- IV. Destinations of re-exports by importing countries
- V. Comparison between the unit value of re-exports by importing countries and the unit value of exports by exporting countries

2. The analysis will be based on observations over the period 1965 to 2010 and will take into account both the period when a system of market regulation was in force (1965 to 1989) and the free market period (1990 to 2010). Recent developments from 2000 will also be considered in the analysis. The selection of importing countries for this study was based on the volume of their imports as well as on the availability of reliable statistical data throughout the whole period. All data on the volume of imports, re-exports and exports are expressed in green bean equivalent (GBE).

I. VOLUME AND STRUCTURE OF IMPORTS BY SELECTED IMPORTING COUNTRIES

3. The average annual volume of imports of all forms of coffee by the importing countries included in this study was 68 million bags, accounting for 80.8% of average annual world coffee imports during calendar years 1965 to 2010 (Annex I). This means that the selected countries play a dominant role in the world coffee processing industry. Compared with the period when coffee market regulation mechanisms were generally in force, the share of these countries in world imports fell from 85.6% to 77.3% during the free market period. In terms of volume, however, there was a substantial increase with imports up from 55.8 million bags in 1965 to 1989 to 82.5 million bags during the free market period.

4. Annex I also shows the structure of imports, i.e. shares of green, roasted and soluble coffee in total imports. In all selected countries, imports are mainly in the form of green coffee, which accounted for 88.9% of average total imports in the period 1965 to 2010. Percentage shares are even more significant during the regulated market sub-period from 1965 to 1989, when the average percentage share reached 92.4%. During the free market period from 1990 to 2010, imports of coffee by almost all selected importing countries consisted of over 80% of green coffee. Austria, Canada, France, the Netherlands, Poland and the United Kingdom were the only selected countries that imported relatively smaller percentages of green coffee on average, ranging between 61.2% and 74.3% (Annex I). Average imports of roasted coffee by selected importing countries over the whole period from 1965 to 2010 were 4.8% compared to 2% for the period from 1965 to 1989 and 7.1% during the free market period. Indeed, during the free market period, imports of roasted coffee accounted for relatively significant shares in the imports of eight importing countries, namely Austria (18.1%), Belgium (12%), Canada (25%), Denmark (12%), France (19.3%), the Netherlands (18.6%), Poland (13%) and the United Kingdom (12.8%). In the case of soluble coffee, the largest shares in imports over the whole period were recorded by Canada (11.2%), Poland (17.8%) and the United Kingdom (26.8%). During the period of market regulation only Canada (12.2%) and the United Kingdom (27.7%) registered significant shares of soluble coffee imports. For the free market period, relatively important shares were recorded by Canada (10.6%), Poland (22%) and the United Kingdom (26%).

II. RE-EXPORTS BY IMPORTING COUNTRIES

5. This section contains an analysis of the volume and structure of re-exports of coffee by importing countries over different periods of observations.

Period from 1965 to 2010

6. Average annual re-exports of all forms of coffee by selected importing countries during the period 1965 to 2010 totalled 10.9 million bags (Annex II-A). Re-exports by the selected importing countries account for 80.6% of total re-exports by importing countries. During this period, the selected countries re-exported 16% of their coffee imports, i.e. 10.9 million bags of the total 68 million bags imported annually. Over the period all importing countries re-exported 13.5 million bags out of 84.1 million bags imported, representing 16.1% of their total imports of green coffee.

7. With regard to individual countries, Belgium re-exports 53.2% of its total imports of coffee, the highest level among all importing countries (Annex II-A). Importing countries with significant shares of re-exports in their total imports are Switzerland (34.6%), Germany (28.8%), the Netherlands (28.1%), and Austria (25.2%). The lowest shares are recorded by Japan (0.7%), Finland (7.1%), the United States of America (7.8%) and Sweden (8.8%). It should be also noted that Germany has the biggest share of the total re-exports of all forms of coffee by all importing countries (24.7%) followed by the United States of America (12.2%) and Belgium (9.7%).

8. In terms of the structure of re-exports, the average annual volume of green coffee re-exported by selected importing countries during the whole period from 1965 to 2010 is 3.8 million bags, representing 5.6% of their imports and 77% of total re-exports of green coffee by all importing countries (Annex II-B). The largest re-exporters of green coffee among all importing countries are Germany (30.2% of the total re-exports of green coffee by importing countries), the United States of America (16.7%) and Belgium (12%). Moreover, countries that use significant shares of their imports of coffee to re-export as green coffee are Belgium (24.3% of imported coffee) and Germany (12.8%).

9. On average, 3.8 million bags of roasted coffee were re-exported annually by selected countries during the whole period from 1965 to 2010, representing 5.7% of their coffee imports and 92.2% of total re-exports of roasted coffee by all importing countries (Annex II-C). Countries that use more than 10% of their coffee imports to re-export as roasted coffee are Belgium (23.1% of imports), Austria (21.1%) and Italy (11.6%). Re-exports of roasted coffee by Japan represent only 0.1% of their imports. Countries that recorded

significant shares of re-exports of roasted coffee among all importing countries are Germany (24.2% of total re-exports of roasted coffee), Belgium (13.6%), Italy (13.4%) and the United States of America (11.5%).

10. For soluble coffee, selected countries re-export an annual average of 3.2 million bags representing 4.8% of their coffee imports and 73.7% of the total re-exports by all importing countries (Annex II-D). Countries using substantial proportions of their imports for re-export as soluble coffee are Switzerland (23.9%), the United Kingdom (14.2%), the Netherlands (13.8%) and Spain (10.6%). Although Germany uses only 7.2% of its imports for re-exports, it has the largest share (19.1%) of total re-exports among all importing countries, followed by the United Kingdom (8.8%) and the Netherlands (8.3%).

Period of market regulation (1965 to 1989)

11. During this sub-period, when the market was regulated by the economic clauses of various International Coffee Agreements, annual average re-exports of all forms of coffee by selected countries were 4.6 million bags, representing 8.2% of their coffee imports and 77.9% of total re-exports by all importing countries (Annex II-A). The highest shares of total re-exports of all forms of coffee were recorded by the United States of America (19.5%), Germany (18.7%), and the Netherlands (9.9%).

12. Average re-exports of green coffee by selected countries during the market controlled period was 1.8 million bags, representing 3.3% of their imports and 60.8% of total re-exports of green coffee by all importing countries (Annex II-B). The largest re-exports were made by the United States of America (27% of the total re-exports of green coffee by all importing countries), Germany (12.1%), the Netherlands (7.6%) and France (6.5%). Re-exports of roasted coffee by selected countries were just above 1 million bags, representing 1.9% of their imports and 97.8% of total re-exports of roasted coffee by all importing countries (Annex II-C). Belgium was using around 15.9% of its coffee imports to re-export as roasted coffee. However, Germany had the largest share of re-exports of roasted coffee (31.9%), followed by Belgium (23.1%).

13. With regard to soluble coffee, the selected countries re-exported on average 1.7 million bags, accounting for 3.1% of their imports and 94.3% of total re-exports of this form of coffee by all importing countries (Annex II-D). The highest proportion of coffee re-exported as soluble coffee was recorded by Switzerland (26.6% of its coffee imports), followed by the Netherlands (11.3%) and the United Kingdom (9.6%). But the largest shares of total re-exports by importing countries were achieved by Germany (21.6%), the Netherlands (15.3%) and Switzerland (14.8%).

Free market period (1990 to 2010)

14. Average re-exports of all forms of coffee by all importing countries increased during the free market period, reaching an annual average of 22.6 million bags, of which 18.4 million bags or 81.4% of total re-exports were accounted for by selected importing countries (Annex II-A). During the free market period Germany used 38.5% of its coffee imports for re-export, i.e. 6 million bags from average imports of 15.7 million bags. With an average volume of 6 million bags a year, Germany has the most important coffee processing industry among the selected importing countries, accounting for 26.6% of total re-exports of all forms of coffee by importing countries. This has been confirmed by the recent developments from 2000 to 2010. Belgium, which uses 69.9% of its imports of coffee, ranks second in terms of re-exports, with an average of 2.4 million bags a year, representing 10.8% of total re-exports by all importing countries.

15. The United States ranks third in terms of re-exports, with 2.2 million bags, representing 9.9% of total re-exports. Only 10.3% of its coffee imports are used for re-exports of all forms of coffee.

16. To a lesser extent, Austria, Canada, Italy, France, the Netherlands, Spain and the United Kingdom have relatively significant levels of re-exports in terms of absolute volume. Italy uses 19.8% of its coffee imports for re-exports, while the Netherlands and Spain use respectively 32.6% and 23.7% of their imports for re-exports. The other selected importing countries have relatively low levels of re-exports but it should be noted that Austria and Switzerland used respectively 35.5% and 33.2% of their imports for re-exports during the last two decades. Moreover, almost all selected importing countries have increased their re-exports of all forms of coffee over the last decade (2000 to 2010).

17. Considering the different forms of coffee, Germany has the highest volume of green coffee re-exports at 2.8 million bags, which accounts for 39% of world re-exports of green coffee (Annex II-B). Belgium's re-exports of green coffee average 1.3 million bags, accounting for 17.1% of total green coffee re-exports, followed by the United States (11.7%) and France (6.2%). The high volume of re-exports of green coffee from Germany and Belgium is attributable, in large part, to their extensive network of ports, which are used to receive coffee from producing countries and then redistribute it to other destinations. In the case of Germany, re-exports include a significant volume of decaffeinated green coffee processed within that country. The remaining selected countries have relatively low percentages of total green coffee re-exports by all importing countries. Italy's re-exports of green coffee account for only 1.2% of its coffee imports and 1% of the total re-exports by importing countries. The highest shares of coffee imports used in re-exports were recorded by Belgium (35.7%) and Germany (18.2%).

18. During the free market period re-exports of roasted coffee by selected importing countries totalled 7.2 million bags and accounted for 8.7% of coffee imports (Annex II-C). These countries account for 91.3% of total re-exports of roasted coffee, a figure that indicates the importance of the processing industry in the countries concerned. Countries with the highest shares of re-exports of roasted coffee in their coffee imports are: Austria (31.2% of its imports), Belgium (27%), Italy (18%), Sweden (16.1%) and Denmark (14.7%). Apart from Japan, the United Kingdom and, to a lesser extent, Spain, the United States of America and France, all the other selected countries use a substantial share of their re-exports for roasted coffee. At the world level, four countries emerged in the last two decades as having the leading roasted coffee re-exporting industries: Germany (22.9% of total exports of roasted coffee), Italy (14.8%), Belgium (12.1%) and the United States (11.3%).

19. In the case of soluble coffee, selected importing countries account for 67.7% of total re-exports of soluble coffee, totalling 5.1 million bags during the free market period from 1990 to 2010 (Annex II-D). Countries with significant shares of soluble coffee in their coffee imports are: Switzerland (21.5%), the United Kingdom (18%), the Netherlands (16.2%) and Spain (14.4%). Although soluble coffee accounts for only a small share of its total re-exports of coffee, Germany is the world's leading re-exporter of soluble coffee, accounting on average for 18.4% of the total re-exports of soluble coffee by importing countries. The next highest shares of soluble coffee re-exports are: the United Kingdom (7.9%), Spain (7.5%), the United States of America (6.6%), the Netherlands (6.3%) and France (6.1%).

20. Overall, it may be noted that average re-exports of all forms of coffee by the selected countries during the free market period from 1990 to 2010 totalled 18.4 million bags, accounting for 81.4% of total re-exports by all importing countries totalling 22.6 million bags. The re-exports of green coffee totalled 6.2 million bags compared with 7.2 million bags for roasted coffee and 5.1 million bags for soluble coffee. These figures are very much higher when we take into account recent developments, particularly since calendar year 2000, with re-exports of all forms of coffee by selected countries at 24.1 million bags; comprising 8 million bags of green coffee, 9.5 million bags of roasted coffee and 6.6 million bags of soluble coffee.

21. The average shares of total re-exports by importing countries over different periods are summarized in Table 1 below.

Table 1: Percentage shares of world re-exports by all importing countries

	1965 – 2010	1965 – 1989	1990 – 2010	2000 – 2010
Green	36.6%	50.7%	32.3%	29.6%
Roasted	30.8%	18.5%	34.6%	35.7%
Soluble	32.6%	30.8%	33.1%	34.7%

22. During the period of market regulation re-exports were dominated by green coffee as it represents 50.7% of the total re-exports by importing countries. The re-exports of soluble coffee represented 30.8% while 18.5% of re-exports consist of roasted coffee. The share of roasted coffee has increased during the free market period while the re-exports of green coffee have been reduced substantially.

23. Table 2 shows the growth rates of re-exports by importing countries over different periods. The growth rate of re-exports of all forms of coffee was 6.7% over the whole period from 1965 to 2010. This rate was slightly lower in the market controlled period, at a rate of 6.5%, compared to the free market period, at 6.7%.

Table 2: Growth rates of total re-exports by importing countries

	1965 – 2010	1965 – 1989	1990 – 2010	2000 – 2010
All forms	6.7%	6.5%	6.7%	6.6%
Green	4.9%	4.9%	4.5%	7.4%
Roasted	9.5%	10.0%	8.5%	8.4%
Soluble	6.9%	6.2%	7.8%	4.0%

24. Roasted coffee recorded the highest growth rate over the period from 1965 to 2010 and also during the sub-periods. The growth rates of re-exports of roasted coffee have declined slightly during the free market period but remain higher than those of re-exports of green and soluble coffee. Since 2000 re-exports of roasted coffee and soluble coffee increased by 8.4% and 4%, respectively per year.

III. VALUE OF RE-EXPORTS BY IMPORTING COUNTRIES

25. Annex III shows the average volume and value of re-exports by selected importing countries during the periods covered by this study. Trends analysis will be carried out by period and sub-periods.

Period from 1965 to 2010

26. The selected countries earned an average annual value of US\$2.3 billion for a total volume of 10.9 million bags of re-exports of all forms of coffee against the value of US\$2.6 billion generated by all importing countries (Annex III). Substantial value was recorded by Germany (US\$665.6 million) for a volume of 3.3 million bags of re-exports per year, representing 25.5% of the total value generated by re-exports by all importing countries. The second largest share of re-exports value was achieved by the United States of America with US\$299.8 million or 11.5% of the total value of re-exports by all importing countries, followed by Belgium (9.5%) and Italy (7.5%).

27. All importing countries recorded US\$700.4 million from the re-exports of green coffee including US\$588.7 million by the selected countries. Germany has the highest value from green coffee re-exports of US\$229 million, representing 32.7% of the total value by all importing countries. The second largest, the United States of America, recorded US\$127.7 million, representing 18.2% followed by Belgium (US\$85.6 million).

28. Concerning the re-exports of roasted coffee, all importing countries recorded US\$1.1 billion, including 20.1% by Germany, 16.9% by Italy, 11.4% by Belgium and 11.2% by the United States of America. With regard to soluble coffee over US\$809 million per year was realized by importing countries during the whole period from 1965 to 2010. Relatively high shares of the total value were recorded by Germany (26.7%), France (9%), the Netherlands (9%) and the United Kingdom (8.5%).

Period of market regulation (1965 to 1989)

29. During the market controlled period, average value from the re-exports of all forms of coffee by all importing countries was around US\$962.4 million per year for a volume of 5.9 million bags. Germany and the United States of America were the largest beneficiaries as they obtained an average total value of US\$241.2 million and US\$194.3 million per year, respectively (Annex III). Total value from the re-exports of around 3 million bags of green coffee by all importing countries was US\$417 million. The highest share of the value was recorded by the United States of America with US\$128.7 million, representing 30.9% followed by Germany (US\$70.8 million).

30. Re-exports of roasted coffee were relatively limited during the regulated market period with earnings averaging US\$234.7 million for a volume of 1.1 million bags by all importing countries. Germany and Belgium received the biggest shares as the value from their re-exports was US\$80.5 million and US\$55.2 million respectively. Total value for the re-exports of 1.8 million bags of soluble coffee was US\$310.7 million with Germany, France, the Netherlands and the United States of America as the main beneficiaries.

Free market period (1990 to 2010)

31. Significant increases in the volume and value of re-exports were recorded over this period. All re-exporting countries earned an average annual value of US\$4.6 billion for a volume of 22.6 million bags of re-exports of all forms of coffee (Annex III). Annual average volume and value of re-exports were even higher during the last decade from 2000 to 2010 as it was US\$6.1 billion for 29.5 million bags of re-exports of all forms of coffee.

32. Germany earned an average of around US\$1.2 billion from its re-exports of all forms of coffee totalling 6 million bags. Belgium earned an annual average of US\$453.4 million during the same period for a volume of re-exports totalling 2.4 million bags. With average annual re-exports of 2.2 million bags, the United States earned a total of US\$425.3 million. Italy earned US\$411.1 million from re-exports of all forms of coffee averaging 1.3 million bags. The other selected importing countries with significant earnings from re-exports were Switzerland, France and the Netherlands, which had average earnings of over US\$200 million (Annex III).

33. On average a value of US\$1 billion was recorded from re-exports of 7.3 million bags of green coffee by all importing countries. Selected importing countries earned an annual average of slightly under US\$1 billion of which Germany earned US\$417.4 million for a volume of 2.8 million bags. Belgium and the United States recorded average annual earnings of US\$177.4 and US\$126.4 million for re-exports of 1.3 million and 853 thousand bags, respectively. The other selected countries recorded relatively low earnings.

34. Annual average value of the re-exports of roasted coffee by selected importing countries over the free market period was around US\$2 billion for a volume of 7.2 million bags. Italy averaged earnings of US\$388.7 million on re-exports of 1.2 million bags of roasted coffee compared with Germany which earned US\$387.5 million from re-exports of 1.8 million bags. Countries that recorded significant earnings from re-exports of roasted coffee include the United States of America, Belgium and Switzerland.

35. Re-exports of soluble coffee by all importing countries in the free market period earned US\$1.4 billion on average for a volume of 7.5 million bags while the selected importing countries earned US\$1.1 billion for 5.1 million bags (Annex III). The five leading importing countries in terms of average earnings on soluble coffee re-exports during the period 1990 to 2010 are Germany (US\$366 million for 1.4 million bags), United Kingdom (US\$117 million for 591 thousand bags), France (US\$110.8 million for 456 thousand bags), the Netherlands (US\$110.2 million for 475 thousand bags), and Spain (US\$101.2 million for 561 thousand bags).

36. Finally, it should be noted that more recently the value of re-exports has increased very markedly. For calendar year 2010 total value is estimated at US\$10.9 billion for a volume of 39.1 million bags compared with US\$3.2 billion in 2000 for a total volume of 20.5 million bags.

IV. DESTINATIONS OF RE-EXPORTS

37. Annex IV shows the average re-exports by selected importing countries by forms of coffee and by destination over the different periods studied.

Period from 1965 to 2010

38. Averages for the whole period indicate that the largest destinations of re-exports by importing countries are France (10.4% of the world total), Canada (8.9%), and the United States of America (8.3%). Total re-exports of all forms of coffee by importing countries to exporting countries account for 0.8%. Re-exports of all forms of coffee between member countries of the European Union¹ averaged an annual volume of 6.8 million bags, representing 50.5% of the world total. The rest of importing countries receives a total re-exports of 3.7 million bags, accounting for 27.6% of the world total re-exports.

39. With regard to re-exports of green coffee totalling 5 million bags, the most important destinations are the USA (14%), Canada (12.4%), France (8.8%), the Netherlands (6.8%) and Austria (6%). Germany is a destination for 5.2% world total re-exports of green coffee. With regard to the United States, it should be noted that a significant amount of green coffee imports from importing countries is in decaffeinated form, almost all from Germany. In 2010, this volume exceeded 530,000 bags and accounted for approximately 2.5% of total US green coffee exports. Re-exports of roasted coffee to France, Canada and the Netherlands represent respectively 16%, 9.7% and 9% of the world total. Re-exports of roasted coffee between EU countries were 2.9 million bags, representing 69.6% of the world total and indicating a strong movement of roasted coffee between EU countries. For soluble coffee, France, the United Kingdom and Germany are the main destinations, accounting for 6.9%, 6.8% and 6.5% respectively. Exchanges between EU countries represent 41.2% of the world total. All exporting countries are the destination for only 1.3% of the world total re-exports of soluble coffee by importing countries.

¹ *In order to maintain a consistent basis for comparison, in this study all mentions to the European Union refer to its current composition of 27 member countries.*

Period of market regulation (1965 to 1989)

40. During the market-controlled period, the largest destinations of re-exports of all forms of coffee by importing countries were Canada (15% of the world total), France (10.8%), USA (7.6%), Belgium (7.3%) and Germany (6%). Transactions between EU countries of all forms of coffee averaged 2.3 million bags, representing 38.6% of world total destination of re-exports. Other countries as destination represent 31.9% of the world total. All exporting countries were a destination of 0.8% of total re-exports by importing countries.

41. The main destination of the world re-exports of green coffee over the period of market regulation was Canada accounting for 21.6%, followed by USA (8.3%) and Belgium (7.1%). France and Germany account for 5.8% and 5.3% respectively. Exchanges of green coffee re-exports among EU countries represent 21.9% of the world total.

42. Over 20% of the total world re-exports of roasted coffee were destined for France. The remaining largest recipients are the Netherlands (16.8%), Belgium (12.8%) and Canada (9.8%). Transactions between EU countries represent 71.9%. For re-exports of soluble coffee France and USA are the main destinations accounting respectively for 13.5% and 10.2% of the world total, followed by the United Kingdom (8.7%), Germany (8.3%) and Canada (7.3%). More than 46% of re-exports of soluble coffee are traded between EU countries. Exporting countries received 1.5% of the total world re-exports of soluble coffee by importing countries.

Free market period (1990 to 2010)

43. Average re-exports increased during the free market period to 22.6 million bags. The main destinations of re-exports of all forms of coffee were France (10.3%), the USA (8.6%), Canada (7%), the Netherlands (6.7%) and Germany (6.2%). Over the recent period from 2000 to 2010, the main destinations remained the same but the volume re-exported increased substantially to 29.5 million bags. During this free market period, intra-EU trade averaged an annual volume of 12.3 million bags, representing 54.2% of the world total. This has increased over the period from 2000 to 2010 to 16.6 million bags or 56.1% of the world total re-exports.

44. The USA is the leading destination of green coffee re-exports by importing countries accounting for 16.8% of the world total, followed by France (10.3%), the Netherlands (9.4%), Canada (8%) and Austria (7.9%). During the last decade (2000 to 2010), with the exception of Canada whose share fell to 5.4%, the other countries mentioned have remained the largest destinations of green coffee re-exports. With regard to intra-EU re-exports of green coffee the world share was 52.7%. This share increased during the recent period to 62.2% of the world total.

45. The main recipients of re-exports of roasted coffee by importing countries during free market period are France (15.3% of the world total), Canada (9.7%), the Netherlands (7.7%) and Germany (7.4%). Intra-EU trade of roasted coffee averaged a volume of 5.4 million bags, representing 69.3% of the world total. All exporting countries accounted for only 0.3%. Recent developments since 2000 show the leading role of France, Canada, Germany, the Netherlands and the USA as main destinations of roasted coffee re-exports by importing countries.

46. Re-exports of soluble coffee by importing countries are widely spread, as demonstrated by the fact that the three most important destinations, i.e. the United Kingdom, Germany and France, accounted for just over 17% of the total. Another important destination is the Russian Federation with 4.9% over the same period. Since 2000 Germany, with a share of 5.8%, has taken the lead as the main destination of soluble coffee re-exports by importing countries followed by the Russia Federation (5.1%) and the United Kingdom (5%). The percentage share of France has been reduced to 4.4%. With 3 million bags intra-EU trade represents 39.8% of the world total destination of soluble coffee re-exports. This percentage share remained the same over the recent period from 2000 to 2010.

V. COMPARISON BETWEEN THE UNIT VALUE OF RE-EXPORTS BY IMPORTING COUNTRIES AND THE UNIT VALUE OF EXPORTS BY EXPORTING COUNTRIES

A. Volume and value of exports by exporting countries compared the volume and value of re-exports by importing countries

47. As indicated in Annex III (Section III), importing countries earned an average value of US\$2.6 billion from a volume of re-exports of 13.5 million bags of all forms of coffee. During the same period from 1965 to 2010 average exports value of all forms of coffee by exporting countries was US\$8.3 billion for a volume of 71.3 million bags (Annex V). Green coffee exports during the same period earned an annual average value of US\$7.8 billion for a volume of 67.6 million bags, while roasted coffee brought in US\$28.9 million for 172.4 thousand bags and soluble coffee earned US\$460.8 million from the export of 3.5 million bags.

48. During the market controlled period from 1965 to 1989 an average value of US\$7.2 billion was recorded per year by all exporting countries with an average volume of exports of all forms of coffee of 59.8 million bags. The average value increased to around US\$10 billion during the free market period from 1990 to 2010 but with also a substantial increase of export volume to 85 million bags. Green coffee exports earned an average value of US\$8.8 billion for 79.7 million bags. Roasted coffee brought in just US\$31.2 million for a volume of 152.8 thousand bags while soluble coffee exports earned US\$721 million for 5.2 million bags. Indeed, the figures on export volume and value by exporting countries should be considered against those on re-exports by importing countries in Annex III.

B. Unit value of re-exports by importing countries compared with unit value of exports by exporting countries

49. A comparative analysis of the two groups (exporting and importing countries) requires a comparison of the unit values of their re-export and exports. Tables 3-A and 3-B show the unit value of re-exports by importing countries and the unit value of exports by exporting countries. The differentials between the two tables are indicated on Table 4.

Table 3-A: Unit value of re-exports by importing countries

	1965 - 2010	1965 - 1989	1990 - 2010	2000 - 2010
Green	106.87	106.91	107.84	107.59
Roasted	199.09	164.32	200.91	218.71
Soluble	138.86	130.58	142.43	135.79

In US cents/lb

Table 3-B: Unit value of exports by exporting countries

	1965 - 2010	1965 - 1989	1990 - 2010	2000 - 2010
Green	86.76	92.56	83.23	80.10
Roasted	126.60	108.60	154.37	166.07
Soluble	98.90	86.81	104.78	104.22

In US cents/lb

Table 4: Differential between unit values (Re-exports – Exports)

	Average 1965 - 2010	Average 1965 - 1989	Average 1990 - 2010	Average 2000 - 2010
Green	20.1	14.4	24.6	27.5
Roasted	72.5	55.7	46.5	52.6
Soluble	40.0	43.8	37.6	31.6
	Differential as a %			
Green	23.2%	15.5%	29.6%	34.3%
Roasted	57.3%	51.3%	30.1%	31.7%
Soluble	40.4%	50.4%	35.9%	30.3%

Period from 1965 to 2010

50. The differential is relatively low in the case of green coffee as the unit value of re-exports by all importing countries is 23.2% higher than the unit value of exports by all

exporting countries. One reason for this difference is the fact that exports by exporting countries are recorded on an f.o.b. basis, whereas the unit value of re-exports already takes into account costs associated with transportation of the coffee from producing countries to their (intermediate) destination. Average unit value of re-exports of roasted coffee by all importing countries was 199.09 US cents/lb compared to an average of 126.6 US cents/lb by exporting countries, representing a differential of 72.5 US cents/lb, or an average unit value of re-exports is 57.3% higher than an average unit value of exports by all exporting countries. In the case of soluble coffee the average unit value of re-exports by all importing countries is 40.4% higher than the one of exports by exporting countries. In the case of soluble coffee, a partial explanation for the differences in value between exports and re-exports may be that a greater share of exports is in bulk form, while re-exports are frequently branded and in packaging suitable for the final consumer.

Period of market regulation (1965 to 1989)

51. During the period of market regulation the average unit value of re-exports of all forms of coffee by all importing countries was 124.88 US cents/lb compared to 92.40 US cents/lb for an average unit value of exports by exporting countries, representing a differential of 32.5 US cents/lb. In terms of green coffee, the unit value of re-exports by all importing countries was US cents 106.91 against 92.56 US cents/lb for exports by exporting countries, indicating a relatively narrow differential of 14.4 US cents/lb or just over 15.5%. The average unit value of roasted coffee re-exported by all importing countries was 164.32 US cents/lb compared to 108.60 US cents/lb recorded by exporting countries. With regard to soluble coffee, the unit value of re-exports by importing countries was 130.58 US cents/lb, 50.4% higher than the unit value of exports by exporting countries that was US cents 86.81 US cents/lb.

Free market period (1990 to 2010)

52. During the free market period the differential between the unit value of re-exports of all forms of coffee by importing countries and the unit value of exports by exporting countries increased substantially as it was 80.1% higher at US cents 152.54 against 84.68 US cents/lb and 91.7% for the recent period from 2000 to 2010. Moreover, in terms of green coffee, the differential between the unit value of re-exports by importing countries and the unit value of exports by exporting countries also increased from controlled market to free market period as it was 24.6 US cents/lb compared to 14.4 cents/lb over the period from 1965 to 1989. It has become even wider since 2000 (34.3%).

53. For roasted coffee the differential of the entire period was 46.5 US cents/lb, representing a decrease compared to 55.7 US cents/lb during the market-controlled period

but it has increased to 52.6 US cents/lb during the recent decade. As for soluble coffee the differential was 37.6 US cents/lb compared to 43.7 US cents/lb during the market-controlled period. The differential has been reduced further since 2000.

54. The growth rate of roasted coffee exports has remained the same during the controlled and free market periods at 3.8%. The growth rate of soluble coffee exports was 17.2% during the controlled market period while it has been reduced substantially during the free market period to only 3.8%, but it has shown a little improvement over the last decade at 4.8%.

Table 5: Growth rates of total exports by exporting countries

	1965 - 2010	1965 - 1989	1990 - 2010	2000 - 2010
Green	1.6%	2.2%	0.7%	0.5%
Roasted	3.0%	3.8%	3.8%	5.3%
Soluble	10.6%	17.2%	3.8%	4.8%

CONCLUSION

55. With the exception of Japan, re-exporting activities in importing countries have shown considerable momentum. These re-exports comprise all three forms of coffee, namely green coffee, roasted coffee and soluble coffee. Nevertheless, re-exports by some importing countries are clearly dominated by a particular form of coffee. In Belgium and Germany green coffee is the predominant form of coffee re-exported, while roasted coffee is the predominant form of coffee re-exported by Italy, Sweden, Poland and the United States. For the other importing countries soluble coffee is the main form of coffee re-exported, more particularly by the United Kingdom, Japan and Spain.

56. With regards to exporting countries, during recent years export earnings have clearly improved, mainly on account of the firmness of unit values. Export earnings during calendar year 2011 for a total volume of 104.5 million bags are estimated at around US\$24.9 billion compared with US\$16.7 billion for 96.9 million bags in 2010. By comparison, re-exports by the selected importing countries earned US\$13.3 billion in 2011 for a volume of 33.8 million bags compared with US\$9.1 billion in 2010 for 32.3 million bags.

57. Despite the increase in export earnings by exporting countries in the last few years, they are lower than earnings from re-exports. In fact, unit values of re-exports by importing countries are generally higher than those of exporting countries. Earnings from exports of roasted and soluble coffee are far higher than those from the main forms of coffee exported by exporting countries.

SELECTED IMPORTING COUNTRIES: TOTAL IMPORTS FROM ALL SOURCES BY FORM OF COFFEE
PERIOD AVERAGES: 1965-2010; 1965-1989; 1990-2010 AND 2000-2010

Importing country	VOLUME (000 BAGS)															
	All forms				Green coffee				Roasted coffee				Soluble coffee			
	1965-2010	1965-1989	1990-2010	2000-2010	1965-2010	1965-1989	1990-2010	2000-2010	1965-2010	1965-1989	1990-2010	2000-2010	1965-2010	1965-1989	1990-2010	2000-2010
United States of America	21 174	20 723	21 711	23 270	19 550	19 411	19 715	20 799	439	254	660	888	1 185	1 058	1 335	1 583
Germany	11 638	8 268	15 651	17 451	10 956	8 004	14 471	15 817	244	25	506	782	438	240	673	852
France	5 717	5 090	6 464	6 432	4 654	4 598	4 720	4 329	691	225	1 246	1 522	373	267	499	581
Italy	4 817	3 468	6 422	7 334	4 640	3 417	6 096	6 888	91	12	186	277	85	39	140	169
Japan	4 417	2 642	6 530	7 188	4 038	2 397	5 992	6 603	37	7	72	97	342	239	465	488
United Kingdom	2 735	2 266	3 294	3 549	1 784	1 591	2 015	2 003	218	47	422	586	733	628	858	960
Netherlands	2 670	2 454	2 927	2 914	2 172	2 188	2 152	1 972	338	166	543	658	160	100	232	284
Spain	2 647	1 589	3 908	4 422	2 501	1 581	3 596	3 987	78	3	167	246	69	5	144	189
Belgium 1/	2 456	1 576	3 503	4 508	2 042	1 345	2 873	3 825	270	143	420	395	144	88	210	289
Canada	2 383	1 712	3 182	3 614	1 694	1 394	2 052	2 127	422	109	794	1 088	267	209	336	400
Sweden	1 663	1 706	1 612	1 604	1 589	1 630	1 541	1 573	20	17	24	4	54	60	47	26
Poland	1 291	514	2 216	2 718	920	483	1 441	1 594	141	18	288	387	229	13	487	738
Switzerland	1 169	1 012	1 356	1 597	1 085	958	1 237	1 423	46	23	74	109	37	31	45	64
Austria	1 115	745	1 555	1 521	891	669	1 156	922	133	9	281	458	91	67	119	142
Finland	1 050	973	1 142	1 165	1 007	958	1 066	1 067	23	2	49	66	20	13	27	32
Denmark	1 009	1 012	1 005	1 013	868	907	821	752	96	75	121	185	45	29	63	76
Subtotal (selected countries)	67 952	55 750	82 477	90 300	60 393	51 530	70 945	75 680	3 289	1 134	5 853	7 746	4 270	3 086	5 680	6 874
All importing countries	84 110	65 154	106 677	121 372	72 387	60 062	87 059	95 218	4 315	1 341	7 856	10 751	7 407	3 751	11 761	15 403

Importing country	SHARE IN TOTAL (%)															
	All forms				Green coffee				Roasted coffee				Soluble coffee			
	1965-2010	1965-1989	1990-2010	2000-2010	1965-2010	1965-1989	1990-2010	2000-2010	1965-2010	1965-1989	1990-2010	2000-2010	1965-2010	1965-1989	1990-2010	2000-2010
United States of America					92.3%	93.7%	90.8%	89.4%	2.1%	1.2%	3.0%	3.8%	5.6%	5.1%	6.2%	6.8%
Germany					94.1%	96.8%	92.5%	90.6%	2.1%	0.3%	3.2%	4.5%	3.8%	2.9%	4.3%	4.9%
France					81.4%	90.3%	73.0%	67.3%	12.1%	4.4%	19.3%	23.7%	6.5%	5.2%	7.7%	9.0%
Italy					96.3%	98.5%	94.9%	93.9%	1.9%	0.3%	2.9%	3.8%	1.8%	1.1%	2.2%	2.3%
Japan					91.4%	90.7%	91.8%	91.9%	0.8%	0.3%	1.1%	1.4%	7.7%	9.0%	7.1%	6.8%
United Kingdom					65.2%	70.2%	61.2%	56.4%	8.0%	2.1%	12.8%	16.5%	26.8%	27.7%	26.0%	27.0%
Netherlands					81.3%	89.2%	73.5%	67.7%	12.7%	6.8%	18.6%	22.6%	6.0%	4.1%	7.9%	9.8%
Spain					94.5%	99.5%	92.0%	90.2%	2.9%	0.2%	4.3%	5.6%	2.6%	0.3%	3.7%	4.3%
Belgium 1/					83.2%	85.3%	82.0%	84.8%	11.0%	9.1%	12.0%	8.8%	5.8%	5.6%	6.0%	6.4%
Canada		100.0%			71.1%	81.4%	64.5%	58.8%	17.7%	6.3%	25.0%	30.1%	11.2%	12.2%	10.6%	11.1%
Sweden					95.5%	95.5%	95.6%	98.1%	1.2%	1.0%	1.5%	0.3%	3.2%	3.5%	2.9%	1.6%
Poland					71.3%	93.8%	65.0%	58.6%	10.9%	3.6%	13.0%	14.2%	17.8%	2.6%	22.0%	27.1%
Switzerland					92.9%	94.7%	91.2%	89.1%	4.0%	2.3%	5.5%	6.9%	3.2%	3.0%	3.3%	4.0%
Austria					79.9%	89.8%	74.3%	60.6%	11.9%	1.2%	18.1%	30.1%	8.1%	9.0%	7.6%	9.3%
Finland					95.9%	98.5%	93.3%	91.6%	2.2%	0.2%	4.3%	5.7%	1.9%	1.4%	2.4%	2.7%
Denmark					86.0%	89.7%	81.7%	74.2%	9.5%	7.4%	12.0%	18.2%	4.4%	2.9%	6.3%	7.5%
Subtotal (selected countries)					88.9%	92.4%	86.0%	83.8%	4.8%	2.0%	7.1%	8.6%	6.3%	5.5%	6.9%	7.6%
All importing countries					86.1%	92.2%	81.6%	78.5%	5.1%	2.1%	7.4%	8.9%	8.8%	5.8%	11.0%	12.7%

1/ Includes trade by Luxembourg until 1990

SELECTED IMPORTING COUNTRIES: TOTAL IMPORTS FROM ALL SOURCES AND RE-EXPORTS TO ALL DESTINATIONS BY FORM OF COFFEE
PERIOD AVERAGES: 1965-2010; 1965-1989; 1990-2010 AND 2000-2010

		ALL FORMS OF COFFEE														
Importing country	1965-2010				1965-1989				1990-2010				2000-2010			
	Volume (000 bags)		Re-exports as % of imports	% share of re-exports in total	Volume (000 bags)		Re-exports as % of imports	% share of re-exports in total	Volume (000 bags)		Re-exports as % of imports	% share of re-exports in total	Volume (000 bags)		Re-exports as % of imports	% share of re-exports in total
	Imports	Re-exports			Imports	Re-exports			Imports	Re-exports			Imports	Re-exports		
Germany	11 638	3 347	28.8%	24.7%	8 268	1 100	13.3%	18.7%	15 651	6 022	38.5%	26.6%	17 451	8 277	47.4%	28.0%
United States of America	21 174	1 644	7.8%	12.2%	20 723	1 149	5.5%	19.5%	21 711	2 234	10.3%	9.9%	23 270	2 587	11.1%	8.8%
Belgium 1/	2 456	1 306	53.2%	9.7%	1 576	347	22.0%	5.9%	3 503	2 448	69.9%	10.8%	4 508	3 351	74.3%	11.3%
Netherlands	2 670	750	28.1%	5.5%	2 454	580	23.6%	9.9%	2 927	953	32.6%	4.2%	2 914	1 210	41.5%	4.1%
France	5 717	704	12.3%	5.2%	5 090	386	7.6%	6.6%	6 464	1 083	16.8%	4.8%	6 432	1 081	16.8%	3.7%
Italy	4 817	614	12.7%	4.5%	3 468	64	1.8%	1.1%	6 422	1 269	19.8%	5.6%	7 334	1 780	24.3%	6.0%
United Kingdom	2 735	498	18.2%	3.7%	2 266	298	13.2%	5.1%	3 294	737	22.4%	3.3%	3 549	873	24.6%	3.0%
Spain	2 647	452	17.1%	3.3%	1 589	55	3.5%	0.9%	3 908	925	23.7%	4.1%	4 422	1 371	31.0%	4.6%
Switzerland	1 169	404	34.6%	3.0%	1 012	365	36.1%	6.2%	1 356	450	33.2%	2.0%	1 597	669	41.9%	2.3%
Canada	2 383	345	14.5%	2.5%	1 712	82	4.8%	1.4%	3 182	657	20.7%	2.9%	3 614	771	21.3%	2.6%
Austria	1 115	281	25.2%	2.1%	745	53	7.1%	0.9%	1 555	552	35.5%	2.4%	1 521	666	43.8%	2.3%
Poland	1 291	198	15.3%	1.5%	514	1	0.3%	0.0%	2 216	432	19.5%	1.9%	2 718	660	24.3%	2.2%
Sweden	1 663	147	8.8%	1.1%	1 706	32	1.9%	0.5%	1 612	284	17.6%	1.3%	1 604	384	24.0%	1.3%
Denmark	1 009	111	11.0%	0.8%	1 012	54	5.3%	0.9%	1 005	178	17.7%	0.8%	1 013	225	22.3%	0.8%
Finland	1 050	75	7.1%	0.6%	973	21	2.2%	0.4%	1 142	139	12.2%	0.6%	1 165	142	12.2%	0.5%
Japan	4 417	29	0.7%	0.2%	2 642	2	0.1%	0.0%	6 530	60	0.9%	0.3%	7 188	98	1.4%	0.3%
Subtotal (selected countries)	67 952	10 904	16.0%	80.6%	55 750	4 588	8.2%	77.9%	82 477	18 424	22.3%	81.4%	90 300	24 147	26.7%	81.8%
All importing countries	84 110	13 528	16.1%	100.0%	65 154	5 886	9.0%	100.0%	106 677	22 625	21.2%	100.0%	121 372	29 532	24.3%	100.0%

		GREEN COFFEE														
Importing country	1965-2010				1965-1989				1990-2010				2000-2010			
	Volume (000 bags)		Re-exports as % of imports	% share of re-exports in total	Volume (000 bags)		Re-exports as % of imports	% share of re-exports in total	Volume (000 bags)		Re-exports as % of imports	% share of re-exports in total	Volume (000 bags)		Re-exports as % of imports	% share of re-exports in total
	Imports	Re-exports			Imports	Re-exports			Imports	Re-exports			Imports	Re-exports		
Germany	10 956	1 495	12.8%	30.2%	8 004	362	4.4%	12.1%	14 471	2 844	18.2%	39.0%	15 817	4 055	23.2%	46.5%
United States of America	19 550	828	3.9%	16.7%	19 411	807	3.9%	27.0%	19 715	853	3.9%	11.7%	20 799	785	3.4%	9.0%
Belgium 1/	2 042	596	24.3%	12.0%	1 345	46	2.9%	1.5%	2 873	1 251	35.7%	17.1%	3 825	2 002	44.4%	23.0%
France	4 654	311	5.4%	6.3%	4 598	193	3.8%	6.5%	4 720	451	7.0%	6.2%	4 329	291	4.5%	3.3%
Netherlands	2 172	183	6.8%	3.7%	2 188	227	9.2%	7.6%	2 152	130	4.4%	1.8%	1 972	111	3.8%	1.3%
Spain	2 501	117	4.4%	2.4%	1 581	11	0.7%	0.4%	3 596	243	6.2%	3.3%	3 987	309	7.0%	3.5%
United Kingdom	1 784	78	2.8%	1.6%	1 591	70	3.1%	2.3%	2 015	88	2.7%	1.2%	2 003	63	1.8%	0.7%
Canada	1 694	71	3.0%	1.4%	1 394	14	0.8%	0.5%	2 052	139	4.4%	1.9%	2 127	174	4.8%	2.0%
Italy	4 640	38	0.8%	0.8%	3 417	5	0.1%	0.2%	6 096	76	1.2%	1.0%	6 888	102	1.4%	1.2%
Austria	891	35	3.1%	0.7%	669	25	3.3%	0.8%	1 156	47	3.0%	0.6%	922	35	2.3%	0.4%
Switzerland	1 085	20	1.8%	0.4%	958	30	3.0%	1.0%	1 237	9	0.7%	0.1%	1 423	12	0.8%	0.1%
Poland	920	20	1.5%	0.4%	483	1	0.3%	0.0%	1 441	42	1.9%	0.6%	1 594	34	1.2%	0.4%
Finland	1 007	14	1.3%	0.3%	958	14	1.4%	0.5%	1 066	13	1.1%	0.2%	1 067	3	0.3%	0.0%
Denmark	868	6	0.6%	0.1%	907	9	0.9%	0.3%	821	2	0.2%	0.0%	752	3	0.3%	0.0%
Sweden	1 589	4	0.3%	0.1%	1 630	3	0.2%	0.1%	1 541	6	0.4%	0.1%	1 573	7	0.4%	0.1%
Japan	4 038	0	0.0%	0.0%	2 397	0	0.0%	0.0%	5 992	1	0.0%	0.0%	6 603	1	0.0%	0.0%
Subtotal (selected countries)	60 393	3 815	5.6%	77.0%	51 530	1 817	3.3%	60.8%	70 945	6 194	7.5%	84.9%	75 680	7 986	8.8%	91.6%
All importing countries	72 387	4 955	5.9%	100.0%	60 062	2 987	4.6%	100.0%	87 059	7 297	6.8%	100.0%	95 218	8 723	7.2%	100.0%

SELECTED IMPORTING COUNTRIES: TOTAL IMPORTS FROM ALL SOURCES AND RE-EXPORTS TO ALL DESTINATIONS BY FORM OF COFFEE
PERIOD AVERAGES: 1965-2010; 1965-1989; 1990-2010 AND 2000-2010

		ROASTED COFFEE														
Importing country	1965-2010				1965-1989				1990-2010				2000-2010			
	Volume (000 bags)		Re-exports as % of imports	% share of re-exports in total	Volume (000 bags)		Re-exports as % of imports	% share of re-exports in total	Volume (000 bags)		Re-exports as % of imports	% share of re-exports in total	Volume (000 bags)		Re-exports as % of imports	% share of re-exports in total
	Imports	Re-exports			Imports	Re-exports			Imports	Re-exports			Imports	Re-exports		
Germany	244	1 009	8.7%	24.2%	25	346	4.2%	31.9%	506	1 798	11.5%	22.9%	782	2 337	13.4%	22.2%
Belgium 1/	270	568	23.1%	13.6%	143	251	15.9%	23.1%	420	945	27.0%	12.1%	395	990	22.0%	9.4%
Italy	91	558	11.6%	13.4%	12	54	1.6%	5.0%	186	1 157	18.0%	14.8%	277	1 641	22.4%	15.6%
United States of America	439	478	2.3%	11.5%	254	136	0.7%	12.5%	660	886	4.1%	11.3%	888	1 240	5.3%	11.8%
Austria	133	235	21.1%	5.6%	9	25	3.3%	2.3%	281	485	31.2%	6.2%	458	607	39.9%	5.8%
Netherlands	338	200	7.5%	4.8%	166	76	3.1%	7.0%	543	349	11.9%	4.4%	658	513	17.6%	4.9%
Sweden	20	133	8.0%	3.2%	17	26	1.5%	2.4%	24	260	16.1%	3.3%	4	358	22.3%	3.4%
Canada	422	124	5.2%	3.0%	109	2	0.1%	0.2%	794	269	8.4%	3.4%	1 088	401	11.1%	3.8%
Poland	141	106	8.2%	2.5%	18	0	0.0%	0.0%	288	231	10.4%	2.9%	387	383	14.1%	3.6%
Switzerland	46	104	8.9%	2.5%	23	67	6.6%	6.1%	74	149	11.0%	1.9%	109	266	16.7%	2.5%
France	691	91	1.6%	2.2%	225	20	0.4%	1.8%	1 246	176	2.7%	2.2%	1 522	235	3.7%	2.2%
Denmark	96	90	8.9%	2.2%	75	41	4.0%	3.7%	121	148	14.7%	1.9%	185	188	18.6%	1.8%
Finland	23	58	5.5%	1.4%	2	5	0.6%	0.5%	49	121	10.6%	1.5%	66	135	11.6%	1.3%
Spain	78	55	2.1%	1.3%	3	1	0.0%	0.1%	167	121	3.1%	1.5%	246	151	3.4%	1.4%
United Kingdom	218	33	1.2%	0.8%	47	12	0.5%	1.1%	422	58	1.8%	0.7%	586	90	2.5%	0.8%
Japan	37	2	0.1%	0.1%	7	1	0.0%	0.1%	72	4	0.1%	0.0%	97	7	0.1%	0.1%
Subtotal (selected countries)	3 289	3 845	5.7%	92.2%	1 134	1 063	1.9%	97.8%	5 853	7 157	8.7%	91.3%	7 746	9 542	10.6%	90.5%
All importing countries	4 315	4 169	5.0%	100.0%	1 341	1 087	1.7%	100.0%	7 856	7 837	7.3%	100.0%	10 751	10 549	8.7%	100.0%

		SOLUBLE COFFEE														
Importing country	1965-2010				1965-1989				1990-2010				2000-2010			
	Volume (000 bags)		Re-exports as % of imports	% share of re-exports in total	Volume (000 bags)		Re-exports as % of imports	% share of re-exports in total	Volume (000 bags)		Re-exports as % of imports	% share of re-exports in total	Volume (000 bags)		Re-exports as % of imports	% share of re-exports in total
	Imports	Re-exports			Imports	Re-exports			Imports	Re-exports			Imports	Re-exports		
Germany	438	842	7.2%	19.1%	240	391	4.7%	21.6%	673	1 380	8.8%	18.4%	852	1 885	10.8%	18.4%
United Kingdom	733	388	14.2%	8.8%	628	217	9.6%	12.0%	858	591	18.0%	7.9%	960	721	20.3%	7.0%
Netherlands	160	368	13.8%	8.3%	100	277	11.3%	15.3%	232	475	16.2%	6.3%	284	586	20.1%	5.7%
United States of America	1 185	338	1.6%	7.7%	1 058	206	1.0%	11.4%	1 335	495	2.3%	6.6%	1 583	563	2.4%	5.5%
France	373	302	5.3%	6.9%	267	173	3.4%	9.5%	499	456	7.1%	6.1%	581	555	8.6%	5.4%
Spain	69	279	10.6%	6.3%	5	43	2.7%	2.4%	144	561	14.4%	7.5%	189	911	20.6%	8.9%
Switzerland	37	279	23.9%	6.3%	31	269	26.6%	14.8%	45	292	21.5%	3.9%	64	391	24.5%	3.8%
Canada	267	150	6.3%	3.4%	209	66	3.8%	3.6%	336	250	7.9%	3.3%	400	196	5.4%	1.9%
Belgium 1/	144	142	5.8%	3.2%	88	50	3.2%	2.8%	210	252	7.2%	3.4%	289	359	8.0%	3.5%
Poland	229	72	5.6%	1.6%	13	0	0.0%	0.0%	487	159	7.2%	2.1%	738	243	8.9%	2.4%
Japan	342	26	0.6%	0.6%	239	1	0.0%	0.1%	465	56	0.9%	0.7%	488	90	1.3%	0.9%
Italy	85	19	0.4%	0.4%	39	4	0.1%	0.2%	140	36	0.6%	0.5%	169	37	0.5%	0.4%
Denmark	45	15	1.5%	0.3%	29	5	0.4%	0.2%	63	28	2.8%	0.4%	76	35	3.4%	0.3%
Austria	91	10	0.9%	0.2%	67	3	0.4%	0.2%	119	19	1.2%	0.3%	142	24	1.6%	0.2%
Sweden	54	9	0.6%	0.2%	60	2	0.1%	0.1%	47	18	1.1%	0.2%	26	19	1.2%	0.2%
Finland	20	3	0.3%	0.1%	13	1	0.1%	0.1%	27	5	0.5%	0.1%	32	4	0.3%	0.0%
Subtotal (selected countries)	4 270	3 244	4.8%	73.7%	3 086	1 708	3.1%	94.3%	5 680	5 073	6.2%	67.7%	6 874	6 618	7.3%	64.5%
All importing countries	7 407	4 404	5.2%	100.0%	3 751	1 812	2.8%	100.0%	11 761	7 491	7.0%	100.0%	15 403	10 260	8.5%	100.0%

1/ Includes trade by Luxembourg until 1990

**SELECTED IMPORTING COUNTRIES: RE-EXPORTS TO ALL DESTINATIONS BY FORM OF COFFEE
VOLUME (000 BAGS) AND VALUES (000 US\$)**

		Period average															
		All forms				Green coffee				Roasted coffee				Soluble coffee			
		1965-2010	1965-1989	1990-2010	2000-2010	1965-2010	1965-1989	1990-2010	2000-2010	1965-2010	1965-1989	1990-2010	2000-2010	1965-2010	1965-1989	1990-2010	2000-2010
Austria	Volume	281	53	552	666	35	25	47	35	235	25	485	607	10	3	19	24
	Value	49 631	9 389	97 539	129 900	5 112	4 098	6 320	5 637	42 345	4 846	86 986	118 309	2 174	445	4 233	5 955
Belgium 1/	Volume	1 306	347	2 448	3 351	596	46	1 251	2 002	568	251	945	990	142	50	252	359
	Value	246 981	73 605	453 381	603 898	85 577	8 478	177 361	280 332	125 264	55 214	208 656	237 241	36 140	9 912	67 363	86 324
Canada	Volume	345	82	657	771	71	14	139	174	124	2	269	401	150	66	250	196
	Value	70 135	10 333	141 328	182 612	13 451	1 728	27 407	33 865	35 995	376	78 398	120 582	20 689	8 229	35 524	28 165
Denmark	Volume	111	54	178	225	6	9	2	3	90	41	148	188	15	5	28	35
	Value	25 233	10 838	42 370	55 654	1 463	1 311	1 644	2 959	19 764	8 981	32 600	40 811	4 006	545	8 126	11 884
Finland	Volume	75	21	139	142	14	14	13	3	58	5	121	135	3	1	5	4
	Value	15 047	3 680	28 578	28 151	2 147	2 372	1 880	390	12 031	1 044	25 110	26 705	869	265	1 588	1 056
France	Volume	704	386	1 083	1 081	311	193	451	291	91	20	176	235	302	173	456	555
	Value	154 581	80 181	243 152	279 400	47 562	35 060	62 446	37 041	34 405	4 551	69 946	112 006	72 614	40 570	110 761	130 353
Germany	Volume	3 347	1 100	6 022	8 277	1 495	362	2 844	4 055	1 009	346	1 798	2 337	842	391	1 380	1 885
	Value	665 632	241 169	1 170 946	1 544 686	229 003	70 767	417 379	573 470	220 672	80 494	387 549	495 447	215 958	89 907	366 017	475 769
Italy	Volume	614	64	1 269	1 780	38	5	76	102	558	54	1 157	1 641	19	4	36	37
	Value	196 808	16 818	411 081	611 001	7 555	793	15 605	22 058	185 279	14 416	388 686	581 668	3 974	1 609	6 790	7 275
Japan	Volume	29	2	60	98	0	0	1	1	2	1	4	7	26	1	56	90
	Value	9 390	997	19 383	26 964	40	3	84	156	1 049	412	1 807	3 174	8 302	583	17 491	23 635
Netherlands	Volume	750	580	953	1 210	183	227	130	111	200	76	349	513	368	277	475	586
	Value	151 875	92 582	222 461	292 384	28 654	35 496	20 510	18 921	50 128	15 163	91 752	139 378	73 093	41 923	110 199	134 085
Poland	Volume	198	1	432	660	20	1	42	34	106	0	231	383	72	0	159	243
	Value	38 566	133	84 321	132 483	2 564	133	5 459	4 463	20 468	0	44 836	73 483	15 534	0	34 026	54 538
Spain	Volume	452	55	925	1 371	117	11	243	309	55	1	121	151	279	43	561	911
	Value	81 379	10 561	165 687	242 696	18 755	2 179	38 489	47 896	11 925	111	25 989	36 018	50 699	8 270	101 209	158 782
Sweden	Volume	147	32	284	384	4	3	6	7	133	26	260	358	9	2	18	19
	Value	34 431	6 229	68 006	87 826	892	564	1 282	1 581	30 105	4 891	60 121	79 471	3 435	774	6 602	6 773
Switzerland	Volume	404	365	450	669	20	30	9	12	104	67	149	266	279	269	292	391
	Value	149 127	40 464	278 488	468 576	4 633	6 978	1 842	2 458	91 532	6 164	193 161	359 194	52 962	27 323	83 484	106 923
United Kingdom	Volume	498	298	737	873	78	70	88	63	33	12	58	90	388	217	591	721
	Value	99 151	42 640	166 426	208 192	13 605	11 464	16 153	14 356	16 394	2 175	33 321	52 675	69 152	29 001	116 952	141 161
United States of America	Volume	1 644	1 149	2 234	2 587	828	807	853	785	478	136	886	1 240	338	206	495	563
	Value	299 780	194 340	425 303	516 709	127 668	128 732	126 402	107 030	122 860	30 889	232 349	330 787	49 252	34 719	66 552	78 892
Selected importing countries	Volume	10 904	4 588	18 424	24 147	3 815	1 817	6 194	7 986	3 845	1 063	7 157	9 542	3 244	1 708	5 073	6 618
	Value	2 287 748	833 959	4 018 450	5 411 133	588 683	310 155	920 264	1 152 614	1 020 214	229 728	1 961 267	2 806 949	678 852	294 076	1 136 919	1 451 570
All importing countries	Volume	13 528	5 886	22 625	29 532	4 955	2 987	7 297	8 723	4 169	1 087	7 837	10 549	4 404	1 812	7 491	10 260
	Value	2 607 170	962 427	4 565 197	6 136 055	700 418	416 976	1 037 849	1 241 370	1 097 791	234 737	2 125 237	3 051 733	808 961	310 714	1 402 111	1 842 952

1/ Includes trade by Luxembourg until 1990

**AVERAGE RE-EXPORTS BY THE SELECTED IMPORTING COUNTRIES BY FORM OF COFFEE BY DESTINATION
(000 BAGS)**

Country of destination	All forms				Country of destination	Green coffee			
	1965-2010	1965-1989	1990-2010	2000-2010		1965-2010	1965-1989	1990-2010	2000-2010
France	1 405	636	2 321	2 900	USA	696	249	1 228	1 454
Canada	1 207	884	1 591	1 881	Canada	616	645	582	469
USA	1 128	446	1 941	2 309	France	437	172	751	1 074
Netherlands	846	288	1 510	2 072	Netherlands	339	47	686	1 058
Germany	831	353	1 400	1 952	Austria	299	63	580	812
Belgium	572	427	746	708	Germany	256	157	374	475
United Kingdom	556	244	929	1 055	Belgium	243	213	278	268
Austria	470	139	865	1 241	Spain	142	12	297	411
Poland	377	33	786	1 195	Poland	131	1	285	533
Italy	293	156	456	635	United Kingdom	118	43	207	215
Spain	241	21	503	696	Italy	100	52	156	217
Russia	210	4	455	646	Switzerland	56	36	80	98
Sweden	188	113	276	325	Portugal	39	7	77	113
Denmark	169	110	239	355	Denmark	37	9	71	117
Japan	155	127	188	209	Japan	31	15	49	51
Switzerland	128	64	205	286	Hungary	30	3	63	104
Hungary	117	4	252	390	Sweden	26	12	44	56
Australia	102	40	176	234	Mexico	16	1	34	18
Others unspecified	1 710	598	3 039	4 186	Others unspecified	185	78	312	411
TOTAL	10 705	4 685	17 877	23 273	TOTAL	3 796	1 816	6 152	7 952
Intra-EU countries	6 830	2 273	12 254	16 581	Intra-EU countries	2 111	653	3 847	5 424
Other importing countries	3 738	1 876	5 955	7 435	Other importing countries	1 506	998	2 110	2 265
All exporting countries	103	48	168	208	All exporting countries	31	18	47	37
World total	13 528	5 886	22 625	29 532	World total	4 955	2 987	7 297	8 723
Country of destination	Roasted coffee				Country of destination	Soluble coffee			
	1965-2010	1965-1989	1990-2010	2000-2010		1965-2010	1965-1989	1990-2010	2000-2010
France	666	220	1 197	1 369	France	303	244	373	456
Canada	406	106	763	1 069	United Kingdom	298	157	467	516
Netherlands	374	183	601	704	Germany	287	151	449	598
Germany	288	45	577	879	USA	216	185	252	210
Belgium	240	139	360	308	Canada	185	133	246	343
USA	217	12	461	645	Russia	170	4	367	527
Poland	153	30	300	344	Netherlands	133	58	223	310
United Kingdom	141	44	255	325	Poland	93	2	202	318
Italy	114	64	174	256	Japan	91	105	74	68
Austria	94	7	197	326	Sweden	84	84	84	88
Denmark	93	76	114	168	Italy	79	39	126	162
Sweden	77	17	149	181	Austria	77	68	88	103
Luxembourg	59	0	129	235	Ireland	65	51	82	92
Spain	57	3	121	195	Australia	63	27	106	143
Romania	49	6	100	122	Norway	59	73	41	49
Estonia	43	0	93	136	Greece	53	9	105	164
Greece	42	4	88	125	Others unspecified	917	416	1 520	2 011
Czech Republic	42	0	91	151					
Others unspecified	585	106	1 155	1 622					
TOTAL	3 739	1 063	6 925	9 159	TOTAL	3 172	1 806	4 804	6 160
Intra-EU countries	2 903	782	5 428	7 147	Intra-EU countries	1 816	838	2 980	4 009
Other importing countries	974	208	1 885	2 635	Other importing countries	1 259	670	1 960	2 536
All exporting countries	13	4	23	35	All exporting countries	59	27	98	136
World total	4 169	1 087	7 837	10 549	World total	4 404	1 812	7 491	10 260

**SELECTED EXPORTING COUNTRIES: EXPORTS TO ALL DESTINATIONS BY FORM OF COFFEE
VOLUME (000 BAGS) AND VALUES (000 US\$)**

		Period average															
		All forms				Green coffee				Roasted coffee				Soluble coffee			
		1965-2010	1965-1989	1990-2010	2000-2010	1965-2010	1965-1989	1990-2010	2000-2010	1965-2010	1965-1989	1990-2010	2000-2010	1965-2010	1965-1989	1990-2010	2000-2010
Brazil	Volume	19 242	16 374	22 657	26 905	17 129	14 725	19 991	23 904	18	0	39	66	2 095	1 649	2 627	2 936
	Value	2 094 365	1 719 565	2 540 556	2 987 782	1 849 961	1 544 344	2 213 791	2 616 253	3 536	34	7 704	13 695	240 868	175 187	319 060	357 834
Cameroon	Volume	1 193	1 390	958	784	1 190	1 386	958	784	3	4	0	0	0	0	0	0
	Value	116 531	155 944	69 610	61 565	116 277	155 488	69 597	61 565	254	456	13	0	0	0	0	0
Colombia	Volume	9 532	8 308	10 989	9 977	9 207	8 194	10 413	9 348	7	0	16	21	318	114	560	608
	Value	1 396 902	1 240 217	1 583 431	1 471 722	1 330 513	1 222 318	1 459 317	1 327 544	2 095	1	4 588	6 960	64 294	17 898	119 526	137 218
Costa Rica	Volume	1 640	1 445	1 873	1 538	1 631	1 438	1 860	1 529	9	7	12	10	0	0	0	0
	Value	224 249	192 153	262 457	216 053	221 618	190 732	258 387	210 677	2 630	1 421	4 070	5 376	0	0	0	0
Cote d'Ivoire	Volume	3 450	3 731	3 116	2 690	3 229	3 597	2 791	2 361	2	2	1	1	219	131	324	328
	Value	348 309	438 033	241 495	181 569	313 219	415 851	191 038	144 655	128	175	71	40	34 962	22 006	50 386	36 875
El Salvador	Volume	2 092	2 325	1 816	1 441	2 071	2 292	1 807	1 437	0	0	1	1	21	32	8	3
	Value	268 361	312 877	215 367	180 361	265 784	309 296	213 983	179 559	62	4	130	228	2 516	3 578	1 253	574
Ethiopia	Volume	1 615	1 361	1 917	2 376	1 615	1 361	1 917	2 376	0	0	0	0	0	0	0	0
	Value	229 337	185 473	281 556	328 002	229 335	185 473	281 553	327 997	1	0	3	6	0	0	0	0
Guatemala	Volume	2 815	2 083	3 686	3 711	2 805	2 068	3 683	3 709	1	0	2	2	8	15	1	1
	Value	354 203	270 397	453 973	473 743	353 569	269 531	453 614	473 437	132	8	279	251	503	858	80	56
Honduras	Volume	1 538	832	2 378	2 862	1 538	832	2 378	2 862	0	0	0	0	0	0	0	0
	Value	205 609	118 953	308 771	369 505	205 609	118 953	308 770	369 505	0	0	0	0	0	0	0	0
India	Volume	1 975	1 032	3 098	3 600	1 696	992	2 534	2 854	2	0	3	3	277	40	560	743
	Value	230 802	141 853	336 694	366 719	191 196	135 438	257 575	269 085	261	6	565	608	39 345	6 409	78 554	97 026
Indonesia	Volume	4 140	3 008	5 488	5 495	4 061	3 001	5 322	5 260	1	0	1	0	79	6	165	235
	Value	394 743	318 712	485 255	474 861	381 794	317 716	458 078	433 813	87	31	154	55	12 861	966	27 023	40 993
Mexico	Volume	2 752	2 319	3 267	2 863	2 536	2 203	2 932	2 366	64	101	19	20	152	15	316	477
	Value	381 459	319 310	455 446	392 876	347 805	302 365	401 901	313 464	9 617	14 435	3 882	4 335	24 036	2 509	49 663	75 077
Peru	Volume	1 495	842	2 273	3 023	1 495	842	2 273	3 023	0	0	0	0	0	0	0	0
	Value	193 723	104 215	300 281	394 609	193 721	104 215	300 276	394 602	2	0	5	7	0	0	0	0
Uganda	Volume	2 739	2 629	2 870	2 754	2 739	2 629	2 870	2 754	0	0	0	0	0	0	0	0
	Value	238 257	251 942	221 966	194 187	238 253	251 938	221 962	194 179	4	4	4	8	0	0	0	0
Vietnam	Volume	4 264	108	9 210	14 240	4 256	108	9 193	14 211	1	0	2	1	7	0	15	28
	Value	303 326	13 026	648 921	945 352	302 738	13 026	647 633	943 166	63	0	139	127	524	0	1 149	2 059
Selected exporting countries	Volume	60 482	47 787	75 595	84 260	57 198	45 670	70 922	78 777	107	115	96	124	3 177	2 002	4 576	5 359
	Value	6 980 176	5 782 670	8 405 777	9 038 907	6 541 394	5 536 684	7 737 476	8 259 501	18 873	16 575	21 607	31 695	419 909	229 411	646 694	747 711
All exporting countries	Volume	71 324	59 795	85 049	92 076	67 629	57 495	79 694	85 678	172	189	153	209	3 522	2 111	5 202	6 189
	Value	8 251 370	7 180 798	9 525 860	9 976 955	7 761 745	6 911 737	8 773 660	9 077 858	28 870	26 909	31 204	45 905	460 755	242 153	720 996	853 192