A NEUMANN KAFFE GRUPPE PRESENTATION

ON THE OCCASION OF THE
2nd WORLD COFFEE CONFERENCE

by David M. Neumann

Salvador (BA), September 25, 2005

VOLATILITY OF WORLD MARKET PRICES (1)

Hazelnut Prices in $’000 per Tonne

Increase in just 2 years by more than 500%

VOLATILITY OF WORLD MARKET PRICES (2)

Vanilla Bean Prices in $ per Kilogram

VOLATILITY OF WORLD MARKET PRICES (2)

Vanilla Bean Prices in $ per Kilogram

WORLD DEMAND 1995 AND 2005 BY REGIONS

Total World Demand: 1995 = 97.4 mln bags, 2005 = 120.1 mln bags

WORLD DEMAND 1995 / 2005 / 2015 BY REGIONS

Total World Demand: 1995 = 97.4 mln bags, 2005 = 120.1 mln bags

GROWTH IN CONSUMPTION 2005 – 2015 BY PRODUCTS

52%

48%

Soluble
Roast & Ground

Estimated World Demand 2015: 145.0 mln bags
ENORMOUS GROWTH POTENTIAL IN ASIA

ESPECIALLY IN CHINA AND INDIA

<table>
<thead>
<tr>
<th>Country</th>
<th>Population (mln)</th>
<th>Coffee Demand (million bags of 60 kilos)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan &amp; South Korea</td>
<td>196</td>
<td>9.596.000</td>
</tr>
<tr>
<td>South East Asia</td>
<td>57</td>
<td>6.965.000</td>
</tr>
<tr>
<td>China</td>
<td>1.172.000</td>
<td>1.290.000</td>
</tr>
<tr>
<td>India</td>
<td>1.217.000</td>
<td>1.137.000</td>
</tr>
<tr>
<td>Total</td>
<td>3.757.000</td>
<td>3.667.000</td>
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9.50 kg per capita | 6.496.000 | 6.799.000 | 30.632.000 | 8.712.000 |

3.50 kg per capita | 11.497.000 | 11.239.000 | 34.878.000 | 19.590.000 |

1.50 kg per capita | 22.985.000 | 22.862.000 | 69.177.000 | 70.450.000 |

3.00 kg per capita | 24.868.000 | 24.617.000 | 80.860.000 | 60.690.000 |

4.00 kg per capita | 30.968.000 | 30.800.000 | 116.025.000 | 90.396.000 |

INDICATION THAT PRODUCTION WILL GROW TO MATCH DEMAND

WORLD PRODUCTION FORECAST (1)

MAXIMUM | 148.2 million bags
MINIMUM | 121.1 million bags
TREND | 13.5 million bags

WORLD PRODUCTION FORECAST (2)

MAXIMUM | 33.3 million bags
MINIMUM | 26.7 million bags
TREND | 27 million bags

WORLD PRODUCTION FORECAST (3)

MAXIMUM | 28.3 million bags
MINIMUM | 20.0 million bags
TREND | 27 million bags

COFFEE DEMAND AND GDP

IN SELECTED ASIAN COUNTRIES

COFFEE DEMAND GROWTH 2005 - 2015

(W in Mio bags)

$USD/capita/year

kg/capita/year
Unwashed Arabica output likely to increase

Robusta production to grow

Supply vs. Demand

DEPENDING ON COFFEE EXPORTS IN SELECTED COUNTRIES

CALENDAR YEAR 2003

For additional information please refer to: www.nkg.net