



**Prices paid to growers in  
exporting countries**

In US cents/lb

| Calendar years            | 1990  | 1991  | 1992  | 1993   | 1994   | 1995   | 1996  | 1997   | 1998   | 1999  | 2000   | 2001  | 2002  | 2003  | 2004  |
|---------------------------|-------|-------|-------|--------|--------|--------|-------|--------|--------|-------|--------|-------|-------|-------|-------|
| <b>Brazilian Naturals</b> |       |       |       |        |        |        |       |        |        |       |        |       |       |       |       |
| Angola                    |       |       |       |        |        |        |       |        |        |       |        |       |       |       |       |
| Brazil                    | 54.32 | 43.99 | 45.20 | 52.88  | 114.57 | 115.52 | 96.35 | 145.41 | 105.25 | 74.07 | 65.98  | 37.05 | 30.91 | 42.82 | 56.33 |
| Ethiopia                  | 61.09 | 68.19 | 61.21 | 61.72  | 109.55 | 115.02 | 67.74 | 91.06  | 91.86  | 65.64 | 56.42  | 43.78 | 26.88 | 34.57 | 48.85 |
| Indonesia                 |       |       |       | 115.53 | 173.51 |        |       | 112.26 | 99.41  |       | 68.41  | 53.61 | 59.66 | 42.05 | 80.62 |
| Philippines               |       |       | 55.74 | 54.20  | 99.62  | 106.30 | 76.31 | 79.74  | 81.87  | 64.89 | 37.04  | 49.36 | 21.74 | 60.63 | 66.23 |
| Thailand                  |       |       |       |        |        |        |       |        |        |       |        |       |       |       |       |
| Vietnam                   |       |       |       |        |        |        |       |        |        |       |        |       |       |       |       |
| <b>Robustas</b>           |       |       |       |        |        |        |       |        |        |       |        |       |       |       |       |
| Angola                    | 85.66 | 91.12 | 44.92 | 11.87  |        |        |       |        |        |       | 51.74  | 18.61 | 10.71 | 6.61  | 9.92  |
| Benin                     | 53.76 | 22.90 | 24.01 |        |        |        |       |        |        |       |        |       |       |       |       |
| Brazil                    | 34.85 | 27.49 | 27.59 | 35.54  | 85.43  | 97.50  | 69.78 | 77.86  | 77.75  | 56.93 | 41.53  | 19.35 | 19.99 | 31.61 | 34.85 |
| Burundi                   |       |       | 47.16 | 41.80  | 41.45  | 42.34  | 40.45 | 40.19  | 35.36  |       |        |       |       |       |       |
| Cameroon                  | 28.33 | 25.01 | 24.25 | 17.40  | 29.85  | 52.08  | 51.02 | 38.90  | 36.46  | 31.30 | 30.44  | 21.13 | 16.05 | 22.26 |       |
| Central African Republic  | 36.75 | 36.64 | 33.93 | 23.89  | 32.74  | 57.19  | 45.07 | 38.36  | 37.86  | 29.71 | 18.28  | 13.22 | 11.94 | 18.06 | 20.17 |
| Congo, Dem. Rep. of       | 4.52  |       |       |        |        | 28.35  | 32.89 | 45.36  | 44.28  | 88.18 | 45.04  | 7.95  | 2.96  | 5.61  |       |
| Congo, Rep. of            | 19.21 | 18.55 | 19.75 | 18.44  | 8.77   | 27.28  | 14.19 |        |        |       |        |       |       |       |       |
| Côte d'Ivoire             | 33.41 | 32.27 | 31.76 | 27.70  | 29.78  | 59.40  | 57.70 | 39.29  | 40.14  | 38.81 | 23.85  |       | 8.96  | 17.71 | 14.77 |
| Ecuador                   | 19.06 | 17.84 | 23.31 | 19.52  | 63.29  | 143.62 | 97.51 | 61.19  | 66.63  | 47.48 | 32.70  | 11.26 | 12.00 | 21.86 | 29.75 |
| Gabon                     | 43.43 | 43.58 | 51.52 | 48.11  | 27.76  | 40.92  | 39.91 | 37.90  | 50.26  | 59.01 | 51.11  | 47.93 | 44.58 |       |       |
| Ghana                     |       |       |       |        |        |        |       |        |        |       |        |       |       |       |       |
| Guinea                    | 34.37 | 30.25 | 23.75 | 27.47  | 61.33  | 92.26  |       |        |        |       |        |       |       |       |       |
| India                     | 44.35 | 40.65 | 39.77 | 44.21  | 56.46  | 66.53  | 56.67 | 76.30  | 75.62  | 57.61 | 35.87  | 23.44 | 22.08 | 28.60 | 30.80 |
| Indonesia                 | 29.68 | 29.92 | 24.92 | 28.49  | 91.38  | 95.67  | 58.35 | 58.43  | 59.37  | 46.55 | 22.40  | 13.57 | 14.65 | 16.61 | 24.17 |
| Liberia                   |       |       |       |        |        |        |       |        |        |       |        |       |       |       |       |
| Madagascar                | 32.45 | 22.76 | 22.62 | 36.27  | 43.99  | 58.73  | 61.06 | 49.48  | 48.25  | 38.05 | 109.00 | 51.66 | 55.70 | 55.92 | 19.74 |
| Nigeria                   | 70.52 | 59.03 | 39.50 | 36.08  | 51.55  |        |       |        |        |       |        |       |       |       |       |
| Papua New Guinea          | 26.60 | 29.48 | 39.10 | 54.80  | 95.64  | 66.31  | 63.75 | 75.43  | 59.15  | 37.70 | 21.89  | 12.00 | 13.31 | 17.31 | 22.16 |
| Philippines               | 34.23 | 34.61 | 42.48 | 46.45  | 94.66  | 104.31 | 68.91 | 72.91  | 76.66  | 60.14 | 34.20  | 23.63 | 21.45 | 32.65 | 31.89 |
| Sierra Leone              | 26.17 |       |       |        |        |        |       |        |        |       |        |       |       |       |       |
| Sri Lanka                 | 26.90 | 25.29 | 31.85 | 28.89  | 71.99  | 93.24  |       |        |        |       |        |       |       |       |       |
| Tanzania                  | 17.01 | 17.11 | 14.84 | 11.88  | 24.00  | 44.61  | 32.20 | 92.48  | 28.19  | 23.52 | 15.29  | 5.21  | 4.30  | 6.72  | 7.55  |
| Thailand                  | 37.72 | 18.37 | 20.30 | 18.29  | 18.79  | 36.84  | 43.35 | 21.85  | 27.33  | 31.31 | 12.35  | 12.75 | 6.44  | 13.25 | 12.83 |
| Togo                      | 29.23 | 28.64 | 29.83 | 22.64  | 25.99  | 61.41  | 62.58 | 44.89  | 49.93  | 43.22 | 22.92  | 15.32 | 18.27 | 22.77 | 21.91 |
| Trinidad & Tobago         | 62.59 | 62.59 | 69.29 | 72.20  | 64.14  | 63.89  | 63.25 | 60.63  | 60.29  | 79.23 |        |       |       |       |       |
| Uganda                    | 7.54  | 11.84 | 8.95  | 14.35  | 46.39  | 59.74  | 37.44 | 41.47  | 43.83  | 36.24 | 19.92  | 10.57 | 12.78 | 20.81 | 26.26 |
| Vietnam                   | 36.92 | 30.73 | 30.71 | 34.53  | 86.01  | 95.18  | 57.42 | 56.14  | 65.87  | 50.70 | 26.55  | 15.12 | 18.14 | 27.94 | 26.00 |



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exporting countries**

In US cents/lb

| Calendar years            | 2005   | 2006   | 2007   | 2008   | 2009   | 2010   | 2011   | 2012   | 2013   | 2014   | 2015   | 2016         | 2017   |
|---------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------------|--------|
| <b>Brazilian Naturals</b> |        |        |        |        |        |        |        |        |        |        |        |              |        |
| Angola                    |        |        |        |        |        |        |        | 57.02  | 37.64  | 54.61  | 45.81  | 100.46       | 157.96 |
| Brazil                    | 87.09  | 87.02  | 98.30  | 109.26 | 100.80 | 134.00 | 224.26 | 152.29 | 102.14 | 134.70 | 104.49 | 107.83       | 110.47 |
| Ethiopia                  | 64.23  | 58.32  | 69.83  | 71.71  | 77.06  | 85.46  | 145.46 | 102.79 | 73.30  | 83.24  | 76.03  | 87.31        | 84.38  |
| Indonesia                 | 117.04 | 107.52 | 117.99 |        |        |        |        |        |        |        |        |              |        |
| Philippines               | 80.00  | 61.51  | 81.37  | 95.52  |        |        |        | 262.01 |        |        |        |              |        |
| Thailand                  |        |        |        |        |        |        |        |        | 203.44 | 113.33 | 124.58 |              |        |
| Vietnam                   |        |        |        |        |        |        |        | 84.47  |        |        |        |              |        |
| <b>Robustas</b>           |        |        |        |        |        |        |        |        |        |        |        |              |        |
| Angola                    | 10.42  | 12.98  | 36.05  | 42.32  | 40.14  | 44.39  | 48.29  | 47.51  | 31.37  | 46.15  | 38.18  | 78.33        | 130.62 |
| Benin                     |        |        |        |        |        |        |        |        |        |        |        |              |        |
| Brazil                    | 46.47  | 62.03  | 78.94  | 91.58  | 73.42  | 74.22  | 105.29 | 104.40 | 85.29  | 81.16  | 73.53  | 92.78        | 98.21  |
| Burundi                   |        |        |        |        |        |        |        |        |        |        |        |              |        |
| Cameroon                  |        |        | 55.13  | 52.54  | 37.74  |        |        |        | 66.43  |        |        |              |        |
| Central African Republic  |        |        | 45.34  | 45.69  | 43.59  | 51.40  | 72.72  | 68.73  |        |        | 40.03  | <b>30.74</b> |        |
| Congo, Dem. Rep. of       |        |        |        |        |        |        |        |        |        |        |        |              |        |
| Congo, Rep. of            |        |        |        |        |        |        |        |        |        |        |        |              |        |
| Côte d'Ivoire             | 11.23  | 27.99  | 32.84  | 51.86  | 37.52  | 22.49  | 28.40  | 46.29  | 56.94  | 56.97  | 49.86  | 52.76        | 57.73  |
| Ecuador                   | 50.96  | 53.73  | 64.90  | 79.26  | 77.99  | 80.55  | 95.26  | 95.12  | 76.40  | 46.47  |        |              |        |
| Gabon                     |        |        |        |        | 91.96  | 82.58  | 88.92  | 88.90  | 91.84  | 91.89  | 77.04  |              |        |
| Ghana                     |        |        |        |        |        |        |        |        |        |        |        |              |        |
| Guinea                    |        |        |        |        |        |        |        |        |        |        |        |              |        |
| India                     | 52.42  | 61.35  | 79.38  | 96.12  | 73.13  | 77.96  | 109.60 | 104.65 | 94.88  | 104.63 | 87.95  | 82.71        | 94.97  |
| Indonesia                 | 34.21  | 52.47  | 55.80  |        |        |        |        |        |        |        |        |              |        |
| Liberia                   |        |        |        |        |        |        |        |        |        |        |        |              |        |
| Madagascar                | 30.24  | 41.71  | 69.57  |        |        |        |        |        |        |        |        |              |        |
| Nigeria                   |        |        |        |        |        |        |        |        |        |        |        |              |        |
| Papua New Guinea          | 24.30  | 32.89  | 23.91  | 34.90  | 27.57  | 29.45  | 37.68  | 37.24  | 24.04  | 22.63  | 25.10  | 21.54        |        |
| Philippines               | 41.69  | 55.32  | 74.48  | 88.33  | 69.38  | 65.87  | 108.38 | 96.38  | 90.17  |        |        |              |        |
| Sierra Leone              |        |        |        |        |        |        | 18.83  | 31.87  |        |        |        |              |        |
| Sri Lanka                 |        |        |        |        |        |        |        |        |        |        |        |              |        |
| Tanzania                  | 14.27  | 21.45  | 21.38  | 35.32  |        |        |        |        |        |        |        |              |        |
| Thailand                  | 18.32  | 46.55  | 64.67  | 83.75  | 90.48  | 84.50  | 107.64 | 103.09 | 103.77 | 92.04  | 96.53  |              |        |
| Togo                      | 27.92  | 44.72  | 56.72  | 76.94  | 44.71  | 42.36  | 74.14  | 68.50  | 66.56  | 59.88  | 59.53  | 65.72        | 66.53  |
| Trinidad & Tobago         |        |        |        |        |        |        |        |        |        |        |        |              |        |
| Uganda                    | 40.82  | 47.02  | 55.88  | 71.09  | 49.03  | 55.61  | 73.54  | 71.80  | 67.71  | 70.18  | 60.22  | 59.41        | 63.95  |
| Vietnam                   | 35.90  | 54.50  | 71.14  | 89.15  | 65.52  | 67.18  | 98.57  | 87.97  | 90.23  |        |        |              |        |