



ESTADISTICAS  
CAFETALERAS  
AL 31 DE ENERO DE 2019  
INFORME OFICIAL



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## HISTORIAL PRODUCCION DE CAFÉ

| <b>AÑO CAFETERO</b> | <b>PRODUCCION*<br/>EN QQS ORO UVA</b> |
|---------------------|---------------------------------------|
| 1980/1981           | 3587,000.00                           |
| 1981/1982           | 3897,400.00                           |
| 1982/1983           | 4213,000.00                           |
| 1983/1984           | 4112,600.00                           |
| 1984/1985           | 2921,700.00                           |
| 1985/1986           | 2324,300.00                           |
| 1986/1987           | 3054,800.00                           |
| 1987/1988           | 3262,200.00                           |
| 1988/1989           | 1972,200.00                           |
| 1989/1990           | 3636,500.00                           |
| 1990/1991           | 3537,100.00                           |
| 1991/1992           | 3153,700.00                           |
| 1992/1993           | 4306,200.00                           |
| 1993/1994           | 3403,300.00                           |
| 1994/1995           | 3360,600.00                           |
| 1995/1996           | 3239,100.00                           |
| 1996/1997           | 3305,900.00                           |
| 1997/1998           | 3002,400.00                           |
| 1998/1999           | 2621,900.00                           |
| 1999/2000           | 3712,600.00                           |
| 2000/2001           | 2406,098.00                           |
| 2001/2002           | 2383,076.00                           |
| 2002/2003           | 1963,400.00                           |
| 2003/2004           | 1911,281.00                           |
| 2004/2005           | 1858,020.00                           |
| 2005/2006           | 1935,185.00                           |
| 2006/2007           | 1740,025.00                           |
| 2007/2008           | 2119,810.00                           |
| 2008/2009           | 1985,625.00                           |
| 2009/2010           | 1500,306.00                           |
| 2010/2011           | 2614,000.00                           |
| 2011/2012           | 1624,211.00                           |
| 2012/2013           | 1730,000.00                           |
| 2013/2014           | 700,025.00                            |
| 2014/2015           | 925,160.00                            |
| 2015/2016           | 784,740.00                            |
| 2016/2017           | 845,600.00                            |
| 2017/2018           | 905,110.00                            |
| 2018/2019*          | 820,215.00                            |

\* Datos al 31 de enero de 2019

**RECEPCION DE CAFÉ  
INFORMADA POR LOS BENEFICIADORES  
COSECHAS 2014/15 a 2018/19**

| Mes                          | Cosechas         |              |                  |            |                  |            |                  |            |                  |            |
|------------------------------|------------------|--------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|
|                              | 2014/15          |              | 2015/16          |            | 2016/17          |            | 2018/17          |            | 2018/19*         |            |
|                              | qq-oro-uva       | %            | qq-oro-uva       | %          | qq-oro-uva       | %          | qq-oro-uva       | %          | qq-oro-uva       | %          |
| Octubre                      | 86,745.0         | 9.4%         | 49,885.0         | 6.4%       | 21,580.0         | 2.6%       | 24,500.0         | 2.7%       | 52,450.0         | 6.4%       |
| Noviembre                    | 267,400.0        | 29.0%        | 278,130.0        | 35.4%      | 188,330.0        | 22.3%      | 172,910.0        | 19.1%      | 294,560.0        | 35.9%      |
| Diciembre                    | 306,095.0        | 33.2%        | 235,845.0        | 30.1%      | 311,815.0        | 36.9%      | 313,895.0        | 34.7%      | 303,460.0        | 37.0%      |
| Enero                        | 167,550.0        | 18.2%        | 125,840.0        | 16.0%      | 179,615.0        | 21.2%      | 220,055.0        | 24.3%      | 169,745.0        | 20.7%      |
| Febrero                      | 58,260.0         | 6.3%         | 48,010.0         | 6.1%       | 75,030.0         | 8.9%       | 87,295.0         | 9.6%       |                  |            |
| Marzo                        | 22,320.0         | 1.9%         | 20,750.0         | 2.6%       | 46,095.0         | 5.5%       | 54,920.0         | 6.1%       |                  |            |
| Abril                        | 7,050.0          | 0.8%         | 12,620.0         | 1.6%       | 12,545.0         | 1.5%       | 15,825.0         | 1.7%       |                  |            |
| Mayo y siguientes            | 9,740.0          | 1.6%         | 13,660.0         | 1.7%       | 10,590.0         | 1.3%       | 15,710.0         | 1.7%       |                  |            |
| <b>Recepción comparativo</b> | <b>925,160.0</b> | <b>100.0</b> | <b>784,740.0</b> | <b>100</b> | <b>845,600.0</b> | <b>100</b> | <b>905,110.0</b> | <b>100</b> | <b>820,215.0</b> | <b>100</b> |

\* Datos al 31 de enero de 2019

La cosecha 2018-2019 según reportes de los beneficios de café, es 11% superior a lo recolectado en la cosecha 2017-2018 que fue de 732,960 qq-oro uva.

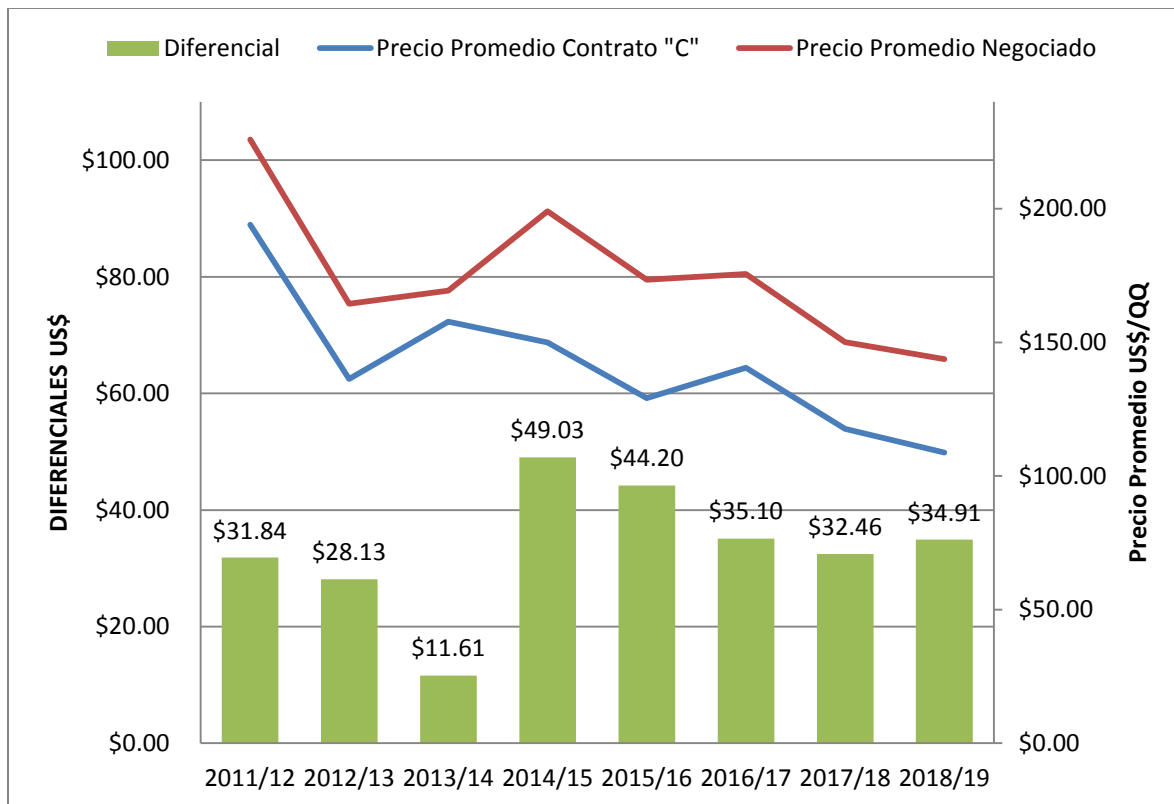
## PRODUCCION DE CAFÉ Y EMPLEO

| Año Cafetalero                                                                           | Producción en<br>QQs Oro Uva | Jornales D/H* | Empleo por año<br>** |
|------------------------------------------------------------------------------------------|------------------------------|---------------|----------------------|
| 1989/1990                                                                                | 3636,500.00                  | 45456,250.00  | 181,825.00           |
| 1990/1991                                                                                | 3537,100.00                  | 44213,750.00  | 176,855.00           |
| 1991/1992                                                                                | 3153,700.00                  | 39421,250.00  | 157,685.00           |
| 1992/1993                                                                                | 4306,200.00                  | 53827,500.00  | 215,310.00           |
| 1993/1994                                                                                | 3403,300.00                  | 42541,250.00  | 170,165.00           |
| 1994/1995                                                                                | 3360,600.00                  | 42007,500.00  | 168,030.00           |
| 1995/1996                                                                                | 3239,100.00                  | 40488,750.00  | 161,955.00           |
| 1996/1997                                                                                | 3305,900.00                  | 41323,750.00  | 165,295.00           |
| 1997/1998                                                                                | 3002,400.00                  | 37530,000.00  | 150,120.00           |
| 1998/1999                                                                                | 2621,900.00                  | 32773,750.00  | 131,095.00           |
| 1999/2000                                                                                | 3712,600.00                  | 46407,500.00  | 185,630.00           |
| 2000/2001                                                                                | 2406,098.00                  | 30076,225.00  | 120,304.90           |
| 2001/2002                                                                                | 2383,076.00                  | 27405,374.00  | 109,621.50           |
| 2002/2003                                                                                | 1963,400.00                  | 16688,900.00  | 66,755.60            |
| 2003/2004                                                                                | 1911,281.00                  | 16245,888.50  | 64,983.55            |
| 2004/2005                                                                                | 1858,020.00                  | 15793,170.00  | 63,172.68            |
| 2005/2006                                                                                | 1935,185.00                  | 20319,442.50  | 81,277.77            |
| 2006/2007                                                                                | 1740,025.00                  | 21750,312.50  | 87,001.25            |
| 2007/2008                                                                                | 2119,810.00                  | 26497,625.00  | 105,990.50           |
| 2008/2009                                                                                | 1985,625.00                  | 24820,312.50  | 99,281.25            |
| 2009/2010                                                                                | 1500,306.00                  | 18753,825.00  | 75,015.30            |
| 2010/2011                                                                                | 2614,000.00                  | 32675,000.00  | 130,700.00           |
| 2011/2012                                                                                | 1624,211.00                  | 20302,637.50  | 81,210.55            |
| 2012/2013                                                                                | 1730,000.00                  | 21625,000.00  | 86,500.00            |
| 2013/2014                                                                                | 700,025.00                   | 8750,312.50   | 35,001.25            |
| 2014/2015                                                                                | 925,160.00                   | 11564,500.00  | 46,258.00            |
| 2015/2016                                                                                | 784,740.00                   | 9809,250.00   | 39,237.00            |
| 2016/2017                                                                                | 845,600.00                   | 10570,000.00  | 42,280.00            |
| 2017/2018                                                                                | 905,110.00                   | 11313,875.00  | 45,255.50            |
| 2018/2019***                                                                             | 820,215.00                   | 10252,687.50  | 41,010.75            |
| *Un quintal oro genera 12.5 D/H incluye actividad agroindustrial en condiciones normales |                              |               |                      |
| **Un Empleo por año equivale a 250 jornales                                              |                              |               |                      |
| ***Datos preliminares Cosecha recolectada al 31 de enero de 2019                         |                              |               |                      |

## HISTORIAL DE PRECIOS "C" DEL CONTRATO SPOT

| AÑO      | Precio   | Precio   | Promedio | Precio   | Precio     |
|----------|----------|----------|----------|----------|------------|
|          | Máximo   | Mínimo   | Anual    | Negocio  | Diferencia |
|          | US\$/QQ  | US\$/QQ  | US\$/QQ  | US\$/QQ  | US\$/QQ    |
| 2011/12  | \$250.80 | \$149.20 | \$194.02 | \$225.86 | \$31.84    |
| 2012/13  | \$183.65 | \$111.05 | \$136.38 | \$164.51 | \$28.13    |
| 2013/14  | \$212.45 | \$101.50 | \$157.71 | \$169.32 | \$11.61    |
| 2014/15  | \$221.90 | \$115.45 | \$150.02 | \$199.05 | \$49.03    |
| 2015/16  | \$156.80 | \$111.60 | \$129.20 | \$173.40 | \$44.20    |
| 2016/17  | \$174.35 | \$113.45 | \$140.51 | \$175.61 | \$35.10    |
| 2017/18  | \$132.20 | \$95.85  | \$117.65 | \$150.11 | \$32.46    |
| 2018/19* | \$122.55 | \$99.40  | \$108.84 | \$143.75 | \$34.91    |

\* Datos al 31 de enero de 2019



## HISTORIAL DE EXPORTACIONES EJERCICIOS CAFETALEROS 1989/90 AL 2018/19

| EJERCICIO | QUINTALES | VALOR US \$ | PRECIO PROM. |
|-----------|-----------|-------------|--------------|
| 1989/90   | 3025,675  | 244151,136  | 80.69        |
| 1990/91   | 2630,125  | 212132,116  | 80.65        |
| 1991/92   | 2838,195  | 166560,472  | 58.69        |
| 1992/93   | 3905,721  | 232943,077  | 59.64        |
| 1993/94   | 2721,204  | 248148,115  | 91.19        |
| 1994/95   | 2166,831  | 356489,942  | 164.52       |
| 1995/96   | 2948,300  | 335683,233  | 113.86       |
| 1996/97   | 3711,867  | 505619,079  | 136.22       |
| 1997/98   | 2774,448  | 383068,005  | 138.07       |
| 1998/99   | 2388,530  | 239220,836  | 100.15       |
| 1999/00   | 3260,482  | 311566,062  | 95.56        |
| 2000/01   | 2223,690  | 130841,482  | 58.84        |
| 2001/02   | 1997,361  | 104953,016  | 52.55        |
| 2002/03   | 1770,140  | 105568,164  | 59.64        |
| 2003/04   | 1783,984  | 122140,922  | 68.47        |
| 2004/05   | 1712,027  | 164520,270  | 96.10        |
| 2005/06   | 1667,357  | 185154,215  | 111.05       |
| 2006/07   | 1593,433  | 184930,962  | 116.06       |
| 2007/08   | 1913,571  | 253897,523  | 132.68       |
| 2008/09   | 1790,506  | 234532,452  | 130.99       |
| 2009/10   | 1299,163  | 191438,628  | 147.36       |
| 2010/11   | 2270,241  | 459772,041  | 202.52       |
| 2011/12   | 1384,505  | 312700,714  | 225.86       |
| 2012/13   | 1531,779  | 251995,799  | 164.51       |
| 2013/14   | 650,896   | 110208,767  | 169.32       |
| 2014/15   | 780,211   | 155291,495  | 199.04       |
| 2015/16   | 633,489   | 109660,319  | 173.11       |
| 2016/17   | 669,318   | 117797,191  | 176.00       |
| 2017/18   | 760,778   | 113970,986  | 149.81       |
| 2018/19*  | 107,427   | 12806,203   | 119.21       |

\* Datos Preliminares al 31 de enero de 2019.

## HISTORIAL DE EXPORTACIONES POR COSECHA 1989/90 AL 2018/19

| COSECHA  | VOLUMEN QQS | VALOR      | PRECIO PROM. |
|----------|-------------|------------|--------------|
| 1989/90  | 3237,313    | 260361,934 | 80.43        |
| 1990/91  | 2815,722    | 222802,057 | 79.13        |
| 1991/92  | 2781,486    | 155647,952 | 55.96        |
| 1992/93  | 3614,690    | 220364,942 | 60.96        |
| 1993/94  | 2805,231    | 267331,992 | 95.30        |
| 1994/95  | 2692,827    | 406589,560 | 150.99       |
| 1995/96  | 3028,688    | 343478,972 | 113.41       |
| 1996/97  | 3019,145    | 431287,656 | 142.85       |
| 1997/98  | 2601,018    | 391641,780 | 150.57       |
| 1998/99  | 2367,069    | 236384,596 | 99.86        |
| 1999/00  | 3360,878    | 314121,853 | 93.46        |
| 2000/01  | 2085,730    | 121940,961 | 58.46        |
| 2001/02  | 2092,731    | 109089,635 | 52.13        |
| 2002/03  | 1722,209    | 104624,530 | 60.75        |
| 2003/04  | 1749,474    | 122566,828 | 70.06        |
| 2004/05  | 1653,868    | 161534,472 | 97.67        |
| 2005/06  | 1725,793    | 191474,460 | 110.95       |
| 2006/07  | 1555,004    | 181929,271 | 117.00       |
| 2007/08  | 1875,998    | 250387,076 | 133.47       |
| 2008/09  | 1788,618    | 234515,948 | 131.12       |
| 2009/10  | 1260,979    | 187523,565 | 148.71       |
| 2010/11  | 2351,842    | 476001,840 | 202.40       |
| 2011/12  | 1404,636    | 309877,115 | 220.61       |
| 2012/13  | 1518,778    | 248452,001 | 163.59       |
| 2013/14  | 558,741     | 99967,712  | 178.92       |
| 2014/15  | 791,663     | 156699,824 | 197.94       |
| 2015/16  | 642,657     | 111385,372 | 173.32       |
| 2016/17  | 692,621     | 119899,500 | 173.11       |
| 2017/18* | 745,390     | 111901,558 | 150.12       |
| 2018/19* | 74,849      | 8845,993   | 118.18       |

\* Datos Preliminares al 31 de enero de 2019. Cosecha exportándose actualmente.

## HISTORIAL DE EXPORTACIONES POR AÑO CALENDARIO 1990 AL 2018

| AÑO    | VOLUMEN QQS | VALOR      | PRECIO PROM. |
|--------|-------------|------------|--------------|
| 1990   | 3240,306    | 261342,070 | 80.65        |
| 1991   | 2803,540    | 222170,040 | 79.25        |
| 1992   | 2762,837    | 154301,991 | 55.85        |
| 1993   | 3843,985    | 236990,880 | 61.65        |
| 1994   | 2733,749    | 275466,844 | 100.77       |
| 1995   | 2358,735    | 364358,773 | 154.47       |
| 1996   | 3027,207    | 341931,591 | 112.95       |
| 1997   | 3621,004    | 521761,060 | 144.09       |
| 1998   | 2216,121    | 326021,493 | 147.11       |
| 1999   | 2499,791    | 248989,338 | 99.60        |
| 2000   | 3307,563    | 302844,247 | 91.56        |
| 2001   | 2019,353    | 116565,899 | 57.72        |
| 2002   | 2062,760    | 108827,019 | 52.76        |
| 2003   | 1745,643    | 105510,108 | 60.44        |
| 2004   | 1750,504    | 122962,119 | 70.24        |
| 2005   | 1673,497    | 164780,906 | 98.47        |
| 2006   | 1697,973    | 189891,573 | 111.83       |
| 2007   | 1611,294    | 188117,236 | 116.75       |
| 2008   | 1924,020    | 257028,859 | 133.59       |
| 2009   | 1747,301    | 230329,333 | 131.82       |
| 2010   | 1389,173    | 212277,712 | 152.81       |
| 2011   | 2213,172    | 462051,644 | 208.77       |
| 2012   | 1402,537    | 300577,689 | 214.31       |
| 2013   | 1442,074    | 234291,397 | 162.47       |
| 2014   | 607,410     | 109914,709 | 180.96       |
| 2015   | 755,594     | 149444,432 | 197.78       |
| 2016   | 634,501     | 109707,366 | 172.90       |
| 2017   | 698,924     | 120255,832 | 172.06       |
| 2018   | 758,296     | 113125,621 | 149.18       |
| 2019 * | 45,811      | 5511,679   | 120.31       |

\* Datos Preliminares al 31 de enero de 2019. Cosecha exportándose actualmente

## HISTORIAL DE EXPORTACIONES POR AÑO BANCO CENTRAL DE RESERVA

| Concepto     | 2014               |            | 2015               |            | 2016               |            | 2017               |            | 2018               |            |
|--------------|--------------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|
|              | Cifras en Millones |            | Cifras en Millones |            | Cifras en Millones |            | Cifras en Millones |            | Cifras en Millones |            |
|              | Valor (\$)         | Volumen KG | Valor (\$)         | Volumen KG | Valor (\$)         | Volumen KG | Valor (\$)         | Volumen KG | Valor (\$)         | Volumen KG |
| 01. Café Oro | 110.6              | 28.3       | 149.2              | 35         | 109.4              | 29.4       | 120.9              | 32.6       | 113.4              | 35.2       |

**Fuente: BCR**

## EXPORTACIONES DE CAFÉ MENSUALES

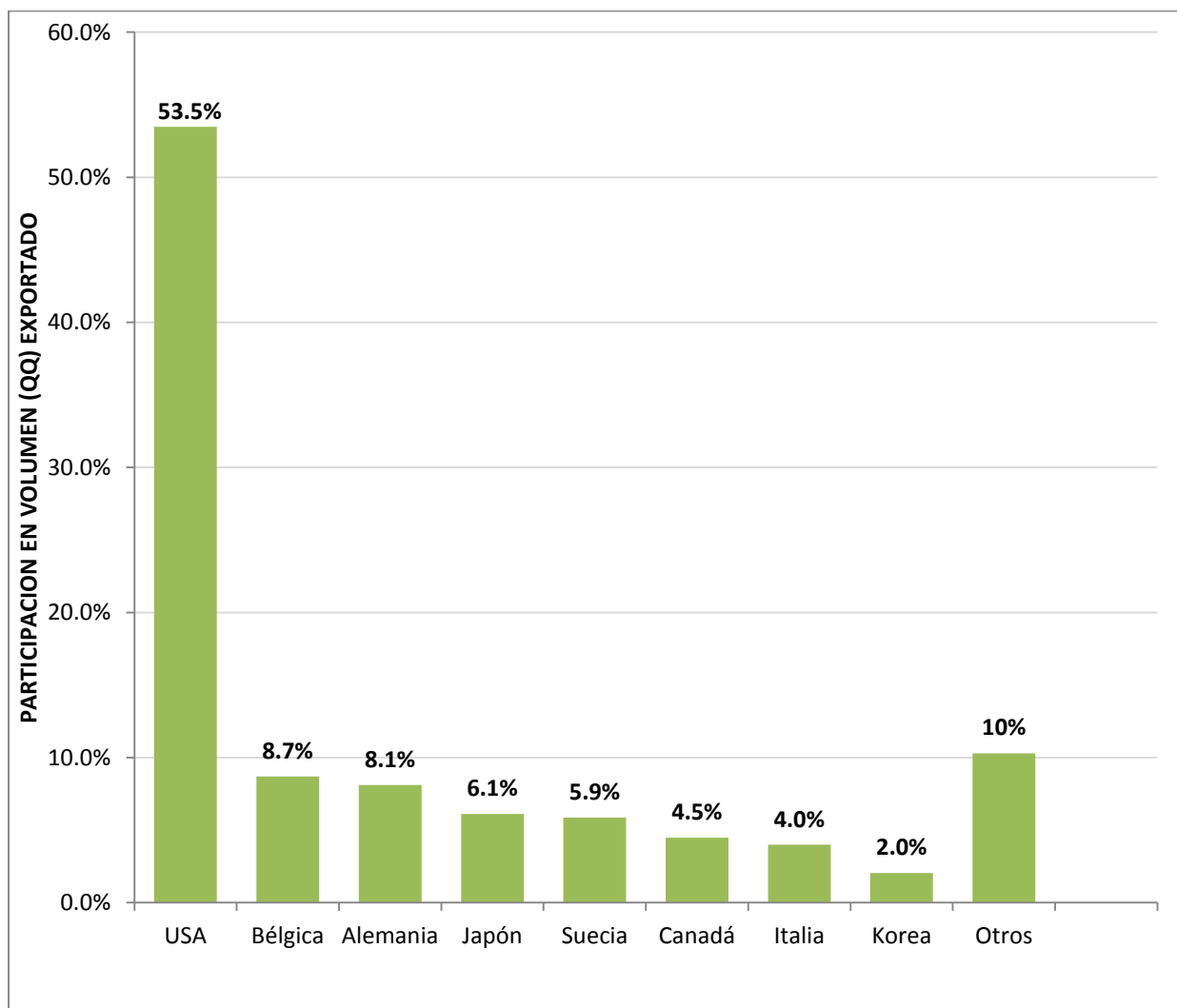
| MES                    | EJERCICIO 2017/18 |                      |                      | EJERCICIO 2018/19 * |                  |                      | DIFERENCIA % |             |
|------------------------|-------------------|----------------------|----------------------|---------------------|------------------|----------------------|--------------|-------------|
|                        | QUINTALES         | VALOR US\$           | PRECIO PROMEDIO US\$ | QUINTALES           | VALOR US\$       | PRECIO PROMEDIO US\$ | QUINTAL      | VALOR US\$  |
| Octubre.2018           | 19,722            | 2732,624             | 138.56               | 19,940              | 2339,481         | 117.32               | 1.1%         | -14.4%      |
| Noviembre              | 11,484            | 1488,382             | 129.60               | 7,759               | 1162,709         | 149.84               | -32.4%       | -21.9%      |
| Diciembre              | 33,469            | 4012,670             | 119.89               | 34,017              | 3817,103         | 112.21               | 1.6%         | -4.9%       |
| Enero.2019             | 27,251            | 3812,193             | 139.89               | 45,711              | 5486,910         | 120.04               | 67.7%        | 43.9%       |
| Febrero                | 72,030            | 10459,026            | 145.20               |                     |                  |                      |              |             |
| Marzo                  | 71,368            | 10903,579            | 152.78               |                     |                  |                      |              |             |
| Abril                  | 95,923            | 14373,711            | 149.85               |                     |                  |                      |              |             |
| Mayo                   | 132,710           | 20363,065            | 153.44               |                     |                  |                      |              |             |
| Junio                  | 135,786           | 21657,259            | 159.50               |                     |                  |                      |              |             |
| Julio                  | 77,847            | 12152,738            | 156.11               |                     |                  |                      |              |             |
| Agosto                 | 48,579            | 7455,236             | 153.46               |                     |                  |                      |              |             |
| Septiembre             | 34,609            | 4560,505             | 131.77               |                     |                  |                      |              |             |
| <b>1 al 31 de ene</b>  | <b>91,926</b>     | <b>12045,868</b>     | <b>131.04</b>        | <b>107,427</b>      | <b>12806,203</b> | <b>119.21</b>        | <b>16.9%</b> | <b>6.3%</b> |
| <b>Total Acumulado</b> | <b>760,778</b>    | <b>113970,985.70</b> | <b>149.81</b>        |                     |                  |                      |              |             |

\* Cifras preliminares al 31 de enero de 2019.

**EXPORTACIONES DE CAFÉ POR PAIS DESTINO**

| PAIS           | 2017/2018      |                   |             | 2018/2019*     |                  |             |
|----------------|----------------|-------------------|-------------|----------------|------------------|-------------|
|                | Quintales      | US\$              | %           | Quintales      | US\$             | %           |
| USA            | 325,747        | 48842,133         | 42.8%       | 57,461         | 6598,206         | 53.5%       |
| Alemania       | 113,603        | 13687,359         | 14.9%       | 8,707          | 1078,486         | 8.1%        |
| Bélgica        | 60,180         | 7405,192          | 7.9%        | 9,345          | 1014,204         | 8.7%        |
| Japón          | 55,750         | 8906,465          | 7.3%        | 6,557          | 782,112          | 6.1%        |
| Italia         | 52,732         | 7641,609          | 6.9%        | 4,281          | 458,778          | 4.0%        |
| Reino Unido    | 38,252         | 7688,248          | 5.0%        | 1,313          | 172,425          | 1.2%        |
| Korea          | 17,039         | 3215,307          | 2.2%        | 2,195          | 347,814          | 2.0%        |
| Canadá         | 16,120         | 2106,729          | 2.1%        | 4,814          | 586,310          | 4.5%        |
| Malasia        | 13,200         | 1861,844          | 1.7%        | -              | -                | 0.0%        |
| Australia      | 11,474         | 2684,197          | 1.5%        | 1,268          | 218,615          | 1.2%        |
| Suecia         | 9,450          | 1171,598          | 1.2%        | 6,300          | 738,810          | 5.9%        |
| Taiwan         | 8,492          | 1561,029          | 1.1%        | 359            | 122,096          | 0.3%        |
| Francia        | 6,852          | 1409,303          | 0.9%        | 428            | 39,565           | 0.4%        |
| Holanda        | 6,560          | 898,252           | 0.9%        | -              | -                | 0.0%        |
| Sur Africa     | 6,810          | 847,230           | 0.9%        | 1,695          | 179,379          | 1.6%        |
| Finlandia      | 3,600          | 505,017           | 0.5%        | 900            | 118,611          | 0.8%        |
| China          | 2,235          | 559,792           | 0.3%        | -              | -                | 0.0%        |
| Nueva Zelanda  | 2,066          | 530,796           | 0.3%        | -              | -                | 0.0%        |
| Grecia         | 1,941          | 365,153           | 0.3%        | 825            | 89,513           | 0.8%        |
| México         | 1,653          | 217,534           | 0.2%        | -              | -                | 0.0%        |
| Noruega        | 1,311          | 396,368           | 0.2%        | -              | -                | 0.0%        |
| Ucrania        | 1,203          | 338,698           | 0.2%        | 413            | 106,479          | 0.4%        |
| Arabia Saudita | 723            | 235,612           | 0.1%        | 434            | 113,596          | 0.4%        |
| Austria        | 653            | 176,090           | 0.1%        | -              | -                | 0.0%        |
| Letonia        | 507            | 167,895           | 0.1%        | -              | -                | 0.0%        |
| Singapur       | 467            | 91,973            | 0.1%        | -              | -                | 0.0%        |
| Libano         | 413            | 52,181            | 0.1%        | -              | -                | 0.0%        |
| España         | 399            | 120,786           | 0.1%        | -              | -                | 0.0%        |
| Vietnam        | 382            | 56,090            | 0.1%        | -              | -                | 0.0%        |
| Dubai          | 363            | 85,200            | 0.0%        | -              | -                | 0.0%        |
| Chile          | 197            | 44,770            | 0.0%        | -              | -                | 0.0%        |
| Rep. Checa     | 190            | 38,654            | 0.0%        | -              | -                | 0.0%        |
| Paraguay       | 105            | 25,110            | 0.0%        | -              | -                | 0.0%        |
| Hong Kong      | 47             | 13,388            | 0.0%        | 16             | 11,183           | 0.0%        |
| Argentina      | 30             | 10,920            | 0.0%        | -              | -                | 0.0%        |
| Estonia        | 15             | 5,339             | 0.0%        | -              | -                | 0.0%        |
| Belice         | 8              | 2,911             | 0.0%        | 5              | 2,574            | 0.0%        |
| Jordania       | 7              | 2,772             | 0.0%        | -              | -                | 0.0%        |
| Honduras       | 3              | 1,444             | 0.0%        | -              | -                | 0.0%        |
| Fed. Rusia     | -              | -                 | 0.0%        | 99             | 23,925           | 0.1%        |
| Qatar          | -              | -                 | 0.0%        | 16             | 3,522            | 0.0%        |
| <b>Total</b>   | <b>760,778</b> | <b>113970,986</b> | <b>100%</b> | <b>107,427</b> | <b>12806,202</b> | <b>100%</b> |

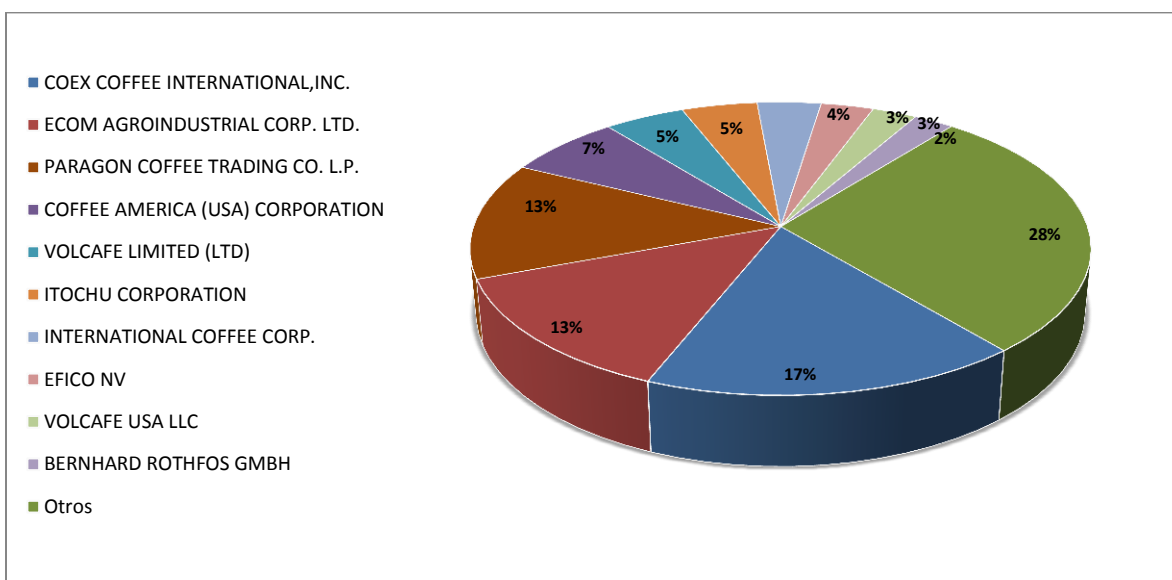
## EXPORTACIONES DE CAFÉ POR PAÍS DESTINO COSECHA 2018/2019



\* Cifras preliminares al 31 de enero de 2019.

## EXPORTACIONES DE CAFÉ POR COMPRADOR COSECHA 2018/2019

| No.          | Comprador                           | QUINTALES      | %           |
|--------------|-------------------------------------|----------------|-------------|
| 1            | COEX COFFEE INTERNATIONAL, INC.     | 18,450.00      | 17.2%       |
| 2            | ECOM AGROINDUSTRIAL CORP. LTD.      | 14,250.00      | 13.3%       |
| 3            | PARAGON COFFEE TRADING CO. L.P.     | 13,912.50      | 13.0%       |
| 4            | COFFEE AMERICA (USA) CORPORATION    | 7,425.00       | 6.9%        |
| 5            | VOLCAFE LIMITED (LTD)               | 5,205.00       | 4.8%        |
| 6            | ITOCHU CORPORATION                  | 4,883.90       | 4.5%        |
| 7            | INTERNATIONAL COFFEE CORP.          | 4,125.00       | 3.8%        |
| 8            | EFICO NV                            | 3,405.00       | 3.2%        |
| 9            | VOLCAFE USA LLC                     | 2,887.50       | 2.7%        |
| 10           | BERNHARD ROTHFOS GMBH               | 2,595.00       | 2.4%        |
| 11           | RGC COFFEE INC.                     | 2,475.00       | 2.3%        |
| 12           | COFCO AMERICAS RESOURCES CORP.      | 2,250.00       | 2.1%        |
| 13           | BLISS PRODUCTS INTL CORP            | 2,130.65       | 2.0%        |
| 14           | BENECKE COFFEE GMBH & CO. KG        | 2,062.50       | 1.9%        |
| 15           | ENGELHART CTP (US) LLC              | 2,062.50       | 1.9%        |
| 16           | INTERKOM SPA                        | 1,710.00       | 1.6%        |
| 17           | N.V.GROUP SOPEX S.A.                | 1,650.00       | 1.5%        |
| 18           | PANAMERICAN COFFEE TRADING CO. S.A. | 1,650.00       | 1.5%        |
| 19           | AZIENDE RIUNITE CAFFE S.P.A.        | 1,363.04       | 1.3%        |
| 20           | HAMBURG COFFEE COMPANY              | 1,237.50       | 1.2%        |
|              | OTROS                               | 11,697.31      | 10.9%       |
| <b>TOTAL</b> |                                     | <b>107,427</b> | <b>100%</b> |

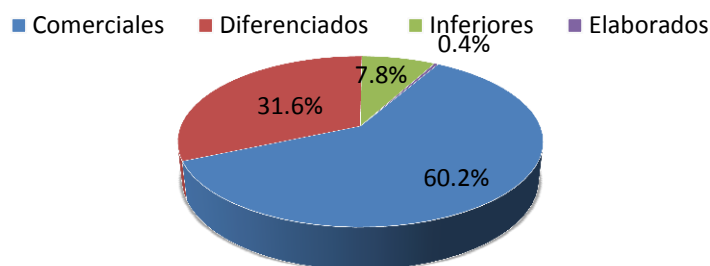


\* Cifras preliminares al 31 de enero de 2019.

## EXPORTACIONES DE CAFÉ POR CALIDAD

| CALIDAD              | Cifras en qq-oro  |              |                  |              |
|----------------------|-------------------|--------------|------------------|--------------|
|                      | 2017/18 *         | % 17/18      | 2018/19*         | % 18/19      |
| <b>COMERCIALES</b>   | <b>287,393.17</b> | <b>37.8%</b> | <b>64,702.49</b> | <b>60.2%</b> |
| CS                   | 1,111.50          | 0.1%         | -                | 0.0%         |
| HG                   | 159,202.50        | 20.9%        | 42,330.00        | 39.4%        |
| SHG                  | 127,079.17        | 16.7%        | 22,372.49        | 20.8%        |
| <b>Diferenciados</b> | <b>387,932.98</b> | <b>51.0%</b> | <b>33,937.91</b> | <b>31.6%</b> |
| Gourmet              | 426.38            | 0.1%         | 57.59            | 0.1%         |
| Orgánico             | 3,219.00          | 0.4%         | 412.50           | 0.4%         |
| Sostenible           | 97,918.66         | 12.9%        | 15,461.20        | 14.4%        |
| Fair Trade           | 8,512.50          | 1.1%         | 1,237.50         | 1.2%         |
| Fair Trade/Org       | 6,579.00          | 0.9%         | -                | 0.0%         |
| Gourmet/Soste        | -                 | 0.0%         | -                | 0.0%         |
| Orgánico/Soste       | 2,347.38          | 0.3%         | 472.83           | 0.4%         |
| Natural              | 8,141.08          | 1.1%         | 331.15           | 0.3%         |
| Finos                | 260,788.98        | 34.3%        | 15,965.14        | 14.9%        |
| <b>Inferiores</b>    | <b>84,115.50</b>  | <b>11.1%</b> | <b>8,362.50</b>  | <b>7.8%</b>  |
| RL                   | 57,603.00         | 7.6%         | 7,537.50         | 7.0%         |
| RSL                  | -                 | 0.0%         | -                | 0.0%         |
| PV                   | 26,512.50         | 3.5%         | 825.00           | 0.8%         |
| Corriente            | -                 | 0.0%         | -                | 0.0%         |
| <b>Elaborados</b>    | <b>1,336.37</b>   | <b>0.2%</b>  | <b>424.48</b>    | <b>0.4%</b>  |
| Solubles             | 789.78            | 0.1%         | 276.38           | 0.3%         |
| Tostados             | 546.59            | 0.1%         | 148.10           | 0.1%         |
| <b>TOTAL</b>         | <b>760,778</b>    | <b>100%</b>  | <b>107,427</b>   | <b>1.00</b>  |

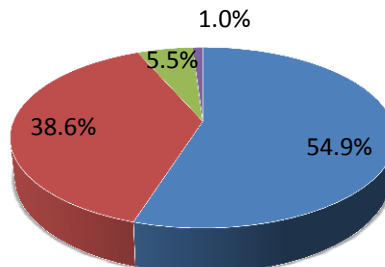
## VOLUMEN QQ COSECHA 2018/2019



| CALIDAD              | Valor (US\$)          |               |                      |               |
|----------------------|-----------------------|---------------|----------------------|---------------|
|                      | 2017/2018             | % 17/18       | 2018/19*             | % 18/19       |
| <b>COMERCIALES</b>   | <b>\$ 35125,081.9</b> | <b>30.8%</b>  | <b>\$ 7030,300.2</b> | <b>54.9%</b>  |
| CS                   | \$ 112,479.6          | 0.1%          | \$ -                 | 0.0%          |
| HG                   | \$ 19314,354.4        | 16.9%         | \$ 4596,795.4        | 35.9%         |
| SHG                  | \$ 15698,247.8        | 13.8%         | \$ 2433,504.8        | 19.0%         |
| <b>DIFERENCIADOS</b> | <b>\$ 70848,671.4</b> | <b>62.2%</b>  | <b>\$ 4937,921.2</b> | <b>38.6%</b>  |
| Gourmet              | \$ 369,893.8          | 0.3%          | \$ 52,084.7          | 0.4%          |
| Orgánico             | \$ 763,228.5          | 0.7%          | \$ 54,862.5          | 0.4%          |
| Sostenible           | \$ 13891,869.2        | 12.2%         | \$ 2012,040.1        | 15.7%         |
| Fair Trade           | \$ 1362,000.0         | 1.2%          | \$ 198,000.0         | 1.5%          |
| Fair Trade/Org       | \$ 1423,410.0         | 1.2%          | \$ -                 | 0.0%          |
| Gourmet/Soste        | \$ -                  | 0.0%          | \$ -                 | 0.0%          |
| Orgánico/Soste       | \$ 606,468.1          | 0.5%          | \$ 74,307.1          | 0.6%          |
| Natural              | \$ 2660,298.6         | 2.3%          | \$ 97,791.7          | 0.8%          |
| Finos                | \$ 49771,503.2        | 43.7%         | \$ 2448,835.1        | 19.1%         |
| <b>INFERIORES</b>    | <b>\$ 7614,551.6</b>  | <b>6.7%</b>   | <b>\$ 708,588.8</b>  | <b>5.5%</b>   |
| RL                   | \$ 5242,791.0         | 4.6%          | \$ 638,051.3         | 5.0%          |
| RSL                  | \$ -                  | 0.0%          | \$ -                 | 0.0%          |
| PV                   | \$ 2371,760.6         | 2.1%          | \$ 70,537.5          | 0.6%          |
| Corriente            | \$ -                  | 0.0%          | \$ -                 | 0.0%          |
| <b>ELABORADOS</b>    | <b>\$ 382,680.9</b>   | <b>0.3%</b>   | <b>\$ 129,392.4</b>  | <b>1.0%</b>   |
| Solubles             | \$ 205,309.9          | 0.2%          | \$ 74,693.1          | 0.6%          |
| Tostados             | \$ 177,371.0          | 0.2%          | \$ 54,699.3          | 0.4%          |
| <b>TOTAL</b>         | <b>\$ 113970,986</b>  | <b>100.0%</b> | <b>\$ 12806,203</b>  | <b>100.0%</b> |

## US\$ COSECHA 2018/2019

■ Comerciales ■ Diferenciados ■ Inferiores ■ Elaborados



\* Cifras preliminares al 31 de enero de 2019.

## PRECIO PROMEDIO DE EXPORTACION POR SEGMENTO DE CALIDAD

| CALIDAD              | 2013/14                 | 2014/15                 | 2015/16                 | 2016/17                 | 2017/18                 | 2018/19                 |
|----------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
|                      | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ |
| <b>COMERCIALES</b>   | \$ 150.93               | \$ 183.21               | \$ 139.41               | \$ 144.80               | \$ 122.22               | \$ 108.66               |
| <b>DIFERENCIADOS</b> | \$ 195.11               | \$ 210.62               | \$ 186.19               | \$ 197.70               | \$ 182.63               | \$ 145.50               |
| <b>INFERIORES</b>    | \$ 123.09               | \$ 123.01               | \$ 109.68               | \$ 111.21               | \$ 90.52                | \$ 84.73                |
| <b>ELABORADOS</b>    | \$ 326.36               | \$ 408.71               | \$ 396.09               | \$ 298.53               | \$ 286.36               | \$ 304.83               |
| <b>TOTAL</b>         | \$ 169.32               | \$ 199.05               | \$ 173.11               | \$ 176.00               | \$ 149.81               | \$ 119.21               |

\* Cifras preliminares al 31 de enero de 2019.

## APORTE DEL CAFÉ AL PIB Y PIBA (Millones de US\$)

| AÑO                 | 1990   | 2003-2008* | 2011/p | 2012/P | 2013/P | 2014/P | 2015/P | 2016/P |
|---------------------|--------|------------|--------|--------|--------|--------|--------|--------|
| PIB Nacional        | 4,800  | 8,634      | 9,277  | 9,452  | 9,626  | 9,763  | 9,988  | 10,224 |
| PIB Agropecuario    | 821    | 1,029      | 1,137  | 1,176  | 1,171  | 1,186  | 1,166  | 1,219  |
| PIB Café            | 218    | 127        | 129    | 113    | 70     | 57     | 56     | 58     |
| PIB Café/PIB País   | 4.50%  | 1.50%      | 1.40%  | 1.20%  | 0.70%  | 0.60%  | 0.55%  | 0.56%  |
| PIB Café/PIB Agrop. | 26.50% | 12.40%     | 11.30% | 9.60%  | 6.00%  | 4.80%  | 4.80%  | 4.70%  |
| PIB Agro/PIB País   | 17.10% | 11.90%     | 12.30% | 12.40% | 12.20% | 12.15% | 11.70% | 11.92% |

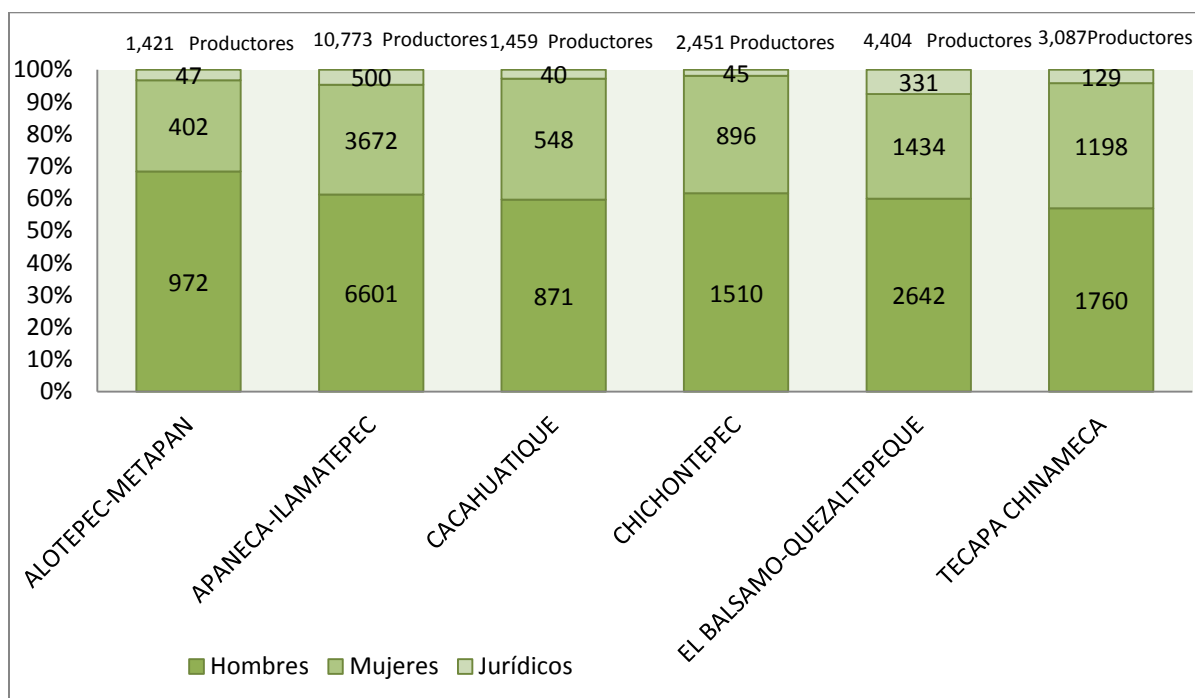
\* Promedio / Preliminar

Fuente: Banco Central de Reserva

## REGISTRO DE PRODUCTORES

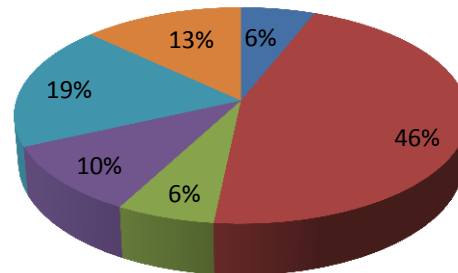
### POR CORDILLERA Y GÉNERO

| Región                       | Productores   | %             | Hombres       | Mujeres      | Jurídicos    | Mz             | %             | Producción<br>Cosecha<br>2016/2017<br>QQ | Producción<br>Cosecha<br>2017/2018<br>QQ | % Producción<br>Cosecha<br>2017/2018 |
|------------------------------|---------------|---------------|---------------|--------------|--------------|----------------|---------------|------------------------------------------|------------------------------------------|--------------------------------------|
| ALOTEPEC-METAPAN             | 1,421         | 6%            | 972           | 402          | 47           | 3,781.0        | 2%            | 19,658                                   | 21,041                                   | 2%                                   |
| APANECA-ILAMATEPEC           | 10,773        | 46%           | 6601          | 3672         | 500          | 99,691.5       | 50%           | 451,617                                  | 483,400                                  | 53%                                  |
| CACAHUATIQUE                 | 1,459         | 6%            | 871           | 548          | 40           | 8,858.2        | 4%            | 31,525                                   | 33,744                                   | 4%                                   |
| CHICHONTEPEC                 | 2,451         | 10%           | 1510          | 896          | 45           | 10,861.8       | 5%            | 35,770                                   | 38,287                                   | 4%                                   |
| EL BALSAMO-<br>QUEZALTEPEQUE | 4,407         | 19%           | 2642          | 1434         | 331          | 52,917.0       | 27%           | 219,582                                  | 235,035                                  | 26%                                  |
| TECAPA CHINAMECA             | 3,087         | 13%           | 1760          | 1198         | 129          | 23,525.6       | 12%           | 87,448                                   | 93,602                                   | 10%                                  |
| <b>Total</b>                 | <b>23,598</b> | <b>100.0%</b> | <b>14,356</b> | <b>8,150</b> | <b>1,092</b> | <b>199,635</b> | <b>100.0%</b> | <b>845,600</b>                           | <b>905,110</b>                           | <b>100%</b>                          |
| <b>Porcentaje</b>            |               |               | <b>60%</b>    | <b>35%</b>   | <b>5%</b>    |                |               |                                          |                                          |                                      |



## Productores por Región

- ALOTEPEC-METAPAN
- APANECA-ILAMATEPEC
- CACAHUATIQUE
- CHICHONTEPEC
- EL BALSAMO-QUEZALTEPEQUE
- TECAPA CHINAMECA



## DEPARTAMENTO

| DEPARTAMENTO | PRODUCTORES   | %           |
|--------------|---------------|-------------|
| SANTA ANA    | 5,219         | 22.1%       |
| LA LIBERTAD  | 3,674         | 15.6%       |
| SAN SALVADOR | 3,201         | 13.6%       |
| AHUACHAPAN   | 2,554         | 10.8%       |
| SONSONATE    | 2,004         | 8.5%        |
| USulután     | 1,752         | 7.4%        |
| SAN MIGUEL   | 1,389         | 5.9%        |
| CHALATENANGO | 1,097         | 4.6%        |
| LA PAZ       | 947           | 4.0%        |
| MORAZAN      | 737           | 3.1%        |
| SAN VICENTE  | 512           | 2.2%        |
| CUSCATLAN    | 343           | 1.5%        |
| LA UNION     | 94            | 0.4%        |
| CABAÑAS      | 75            | 0.3%        |
| <b>TOTAL</b> | <b>23,598</b> | <b>100%</b> |

## ESTRATOS SEGÚN ÁREA CULTIVADA EN MANZANAS

| ÁREA              | PRODUCTORES   | %             | HOMBRES       | MUJERES      | JURIDICOS    | MZ.            | %          |
|-------------------|---------------|---------------|---------------|--------------|--------------|----------------|------------|
| 0 - 5 MZ          | 17,677        | 75%           | 11343         | 6248         | 86           | 27,666.8       | 14%        |
| 5.01 - 10 MZ      | 2,034         | 9%            | 1245          | 704          | 85           | 13,549.6       | 7%         |
| 10.01 - 25 MZ     | 1,712         | 7%            | 906           | 631          | 175          | 23,163.9       | 12%        |
| 25.01 - 50 MZ     | 942           | 4%            | 449           | 272          | 221          | 26,748.2       | 13%        |
| 50.01 - 100 MZ    | 643           | 3%            | 250           | 180          | 213          | 29,360.4       | 15%        |
| Mas de 100 MZ     | 590           | 3%            | 163           | 115          | 312          | 79,146.1       | 40%        |
| <b>Total</b>      | <b>23,598</b> | <b>100.0%</b> | <b>14,356</b> | <b>8,150</b> | <b>1,092</b> | <b>199,635</b> | <b>100</b> |
| <b>Porcentaje</b> | <b>100.0%</b> |               | <b>60%</b>    | <b>35%</b>   | <b>5%</b>    |                |            |

