



## CONSEJO SALVADOREÑO DEL CAFÉ

# ESTADÍSTICAS CAFETALERAS AL 31 DE JULIO DE 2022 INFORME OFICIAL



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RESUMEN DE LAS PRINCIPALES ESTADÍSTICAS CAFETALERAS  
AL 31 DE JULIO DE 2022

|   |                                                                 |                                                                                                                                 |
|---|-----------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------|
| 1 | Producción Cosecha 2021-22<br>(Cifras preliminares)             | 918,050.0 qq-oro uva.<br>17% superior a lo recolectado en la cosecha 2020-2021 que fue de 787,590 qq-oro uva, a la misma fecha. |
|   | Producción Cosecha 2020-21                                      | 790,920.0 qq-oro uva.<br>7% superior a lo recolectado en la cosecha 2019-2020 que fue de 740,120 qq-oro uva, a la misma fecha.  |
| 2 | Exportaciones 2021-22<br>(Cifras preliminares)                  | Volumen: 616,661. qq                                                                                                            |
|   |                                                                 | Valor : \$ 145.21 millones                                                                                                      |
|   |                                                                 | Precio promedio : \$ 235.47 qq                                                                                                  |
|   | Exportaciones 2020-21<br>(Cifras preliminares)                  | Volumen: 617,229.0 qq                                                                                                           |
|   |                                                                 | Valor : \$ 108.10 millones                                                                                                      |
|   |                                                                 | Precio promedio : \$ 175.13 qq                                                                                                  |
| 3 | Cosecha 2021-22 vendida al exterior                             | Volumen: 680,303. qq                                                                                                            |
|   |                                                                 | Valor : \$ 164.08 millones                                                                                                      |
|   |                                                                 | Precio promedio : \$ 241.19 qq                                                                                                  |
|   | Cosecha 2020-21 vendida al exterior                             | Volumen: 631,847. qq                                                                                                            |
|   |                                                                 | Valor : \$ 111.78 millones                                                                                                      |
|   |                                                                 | Precio promedio : \$ 176.92 qq                                                                                                  |
| 4 | Precio promedio internacional del café<br>(Bolsa de Nueva York) | 2019: \$ 101.99 el qq                                                                                                           |
|   |                                                                 | 2020: \$ 111.44 el qq                                                                                                           |
|   |                                                                 | 2021: \$ 169.44 el qq                                                                                                           |
|   |                                                                 | 2022: \$ 227.21 qq al 31 de julio de 2022                                                                                       |
| 5 | Registro de actores de la cadena                                | Productores Registrados : 24,683                                                                                                |
|   |                                                                 | Beneficiadores : 66                                                                                                             |
|   |                                                                 | Pergamineros : 55                                                                                                               |
|   |                                                                 | Exportadores : 124                                                                                                              |
|   |                                                                 | Torrefactores : 31                                                                                                              |
| 6 | Empleos café                                                    | Cosecha 2021-22: 45.90 miles empleos permanentes<br>11.48 millones de jornales, sobre 918,050 qq oro uva.                       |
|   |                                                                 | Cosecha 2020-21: 39.55 miles empleos permanentes<br>9.89 millones de jornales, sobre 790,920 qq oro uva.                        |
|   |                                                                 | Cosecha 2019-20: 37.01 miles empleos permanentes<br>9.25 millones de jornales, sobre 740,100. qq oro uva.                       |
| 7 | Área Cafetalera                                                 | 200,025. Mz. (Según registro de productores)                                                                                    |

## HISTORIAL PRODUCCION DE CAFÉ

| Cosecha | QQ Oro-Uva | Cosecha  | QQ Oro-Uva |
|---------|------------|----------|------------|
| 1989/90 | 3,636,500  | 2009/10  | 1,500,306  |
| 1990/91 | 3,537,100  | 2010/11  | 2,614,000  |
| 1991/92 | 3,153,700  | 2011/12  | 1,624,211  |
| 1992/93 | 4,306,200  | 2012/13  | 1,730,000  |
| 1993/94 | 3,403,300  | 2013/14  | 700,025    |
| 1994/95 | 3,360,600  | 2014/15  | 925,160    |
| 1995/96 | 3,239,100  | 2015/16  | 784,740    |
| 1996/97 | 3,305,900  | 2016/17  | 845,600    |
| 1997/98 | 3,002,400  | 2017/18  | 905,425    |
| 1998/99 | 2,621,900  | 2018/19  | 955,115    |
| 1999/00 | 3,712,600  | 2019/20  | 740,100    |
| 2000/01 | 2,406,098  | 2020/21  | 790,920    |
| 2001/02 | 2,383,076  | 2021/22* | 918,050    |
| 2002/03 | 1,963,400  |          |            |
| 2003/04 | 1,911,281  |          |            |
| 2004/05 | 1,858,020  |          |            |
| 2005/06 | 1,935,185  |          |            |
| 2006/07 | 1,740,025  |          |            |
| 2007/08 | 2,119,810  |          |            |
| 2008/09 | 1,985,625  |          |            |

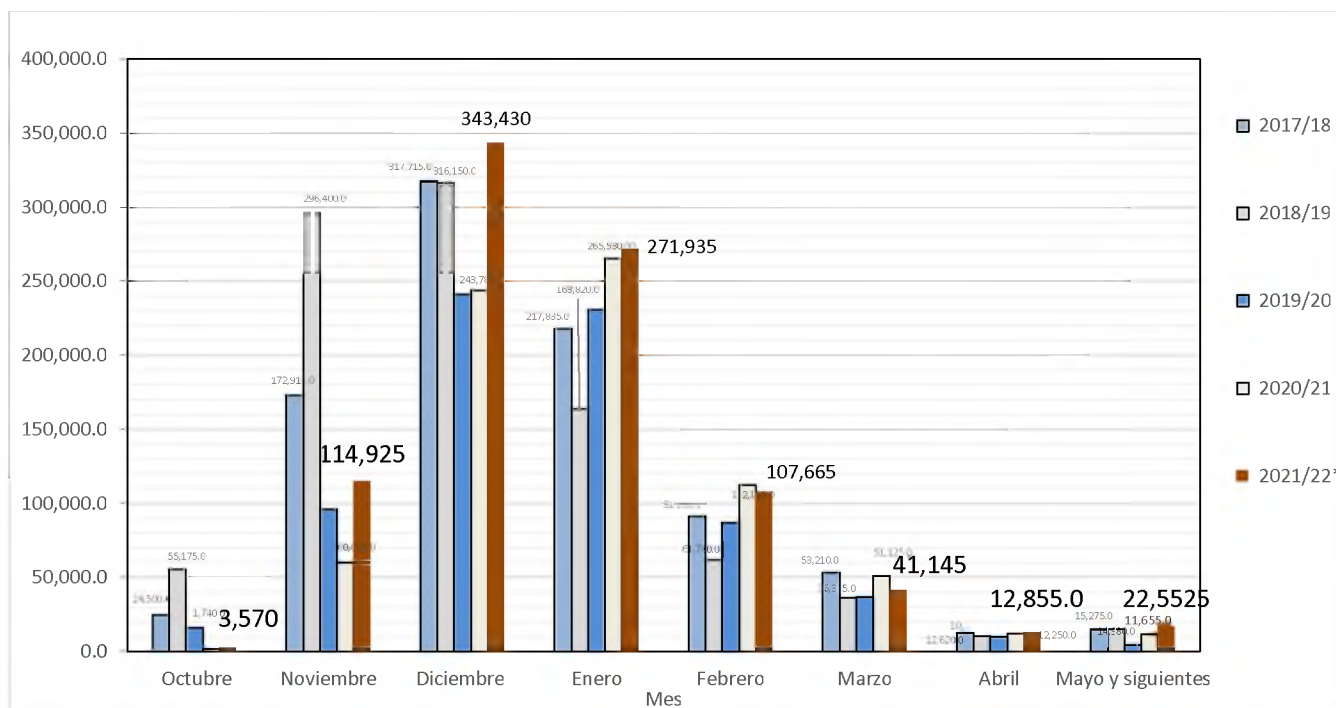
\* Datos preliminares al 31 de julio de 2022

## RECEPCION DE CAFÉ INFORMADA POR LOS BENEFICIADORES

| Mes                 | COSECHAS   |       |            |       |            |       |            |       |            |       |            |       |
|---------------------|------------|-------|------------|-------|------------|-------|------------|-------|------------|-------|------------|-------|
|                     | 2016/17    | %     | 2017/18    | %     | 2018/19    | %     | 2019/20    | %     | 2020/21    | %     | 2021/22*   | %     |
|                     | qq-oro-uva |       | qq-oro-uva |       | qq-oro-uva |       | qq-oro-uva |       | qq-oro-uva |       | qq-oro-uva |       |
| Octubre             | 21,580.0   | 2.6%  | 24,500.0   | 2.7%  | 55,175.0   | 5.8%  | 15,865.0   | 2.1%  | 2,100.0    | 0.3%  | 3,570.0    | 0.4%  |
| Noviembre           | 188,330.0  | 22.3% | 172,910.0  | 19.1% | 296,400.0  | 31.0% | 96,060.0   | 13.0% | 55,485.0   | 7.0%  | 114,925.0  | 12.5% |
| Diciembre           | 311,815.0  | 36.9% | 317,715.0  | 35.1% | 316,150.0  | 33.1% | 241,245.0  | 32.6% | 246,610.0  | 31.2% | 343,430.0  | 37.4% |
| Enero               | 179,615.0  | 21.2% | 217,835.0  | 24.1% | 163,820.0  | 17.2% | 230,690.0  | 31.2% | 261,750.0  | 33.1% | 271,935.0  | 29.6% |
| Febrero             | 75,030.0   | 8.9%  | 91,360.0   | 10.1% | 61,780.0   | 6.5%  | 91,960.0   | 12.4% | 121,940.0  | 15.4% | 107,665.0  | 11.7% |
| Marzo               | 46,095.0   | 5.5%  | 53,210.0   | 5.9%  | 36,365.0   | 3.8%  | 37,615.0   | 5.1%  | 60,700.0   | 7.7%  | 41,145.0   | 4.5%  |
| Abril               | 12,545.0   | 1.5%  | 12,620.0   | 1.4%  | 10,445.0   | 1.1%  | 11,865.0   | 1.6%  | 19,650.0   | 2.5%  | 12,855.0   | 1.4%  |
| Mayo y siguientes   | 10,590.0   | 1.3%  | 15,275.0   | 1.7%  | 14,980.0   | 1.6%  | 14,800.0   | 2.0%  | 22,685.0   | 2.9%  | 22,525.0   | 2.5%  |
| Recepción acumulada | 845,600.0  | 100   | 905,425.0  | 100   | 955,115.0  | 100   | 740,100.0  | 100   | 790,920.0  | 100   | 918,050.0  | 100   |

\* Datos preliminares al 31 julio de 2022

La cosecha 2021-2022 según reportes de los beneficios de café es 17 % superior a lo registrado en la cosecha 2020-2021 a la misma fecha que fue de 787,590.0 qq-oro uva.

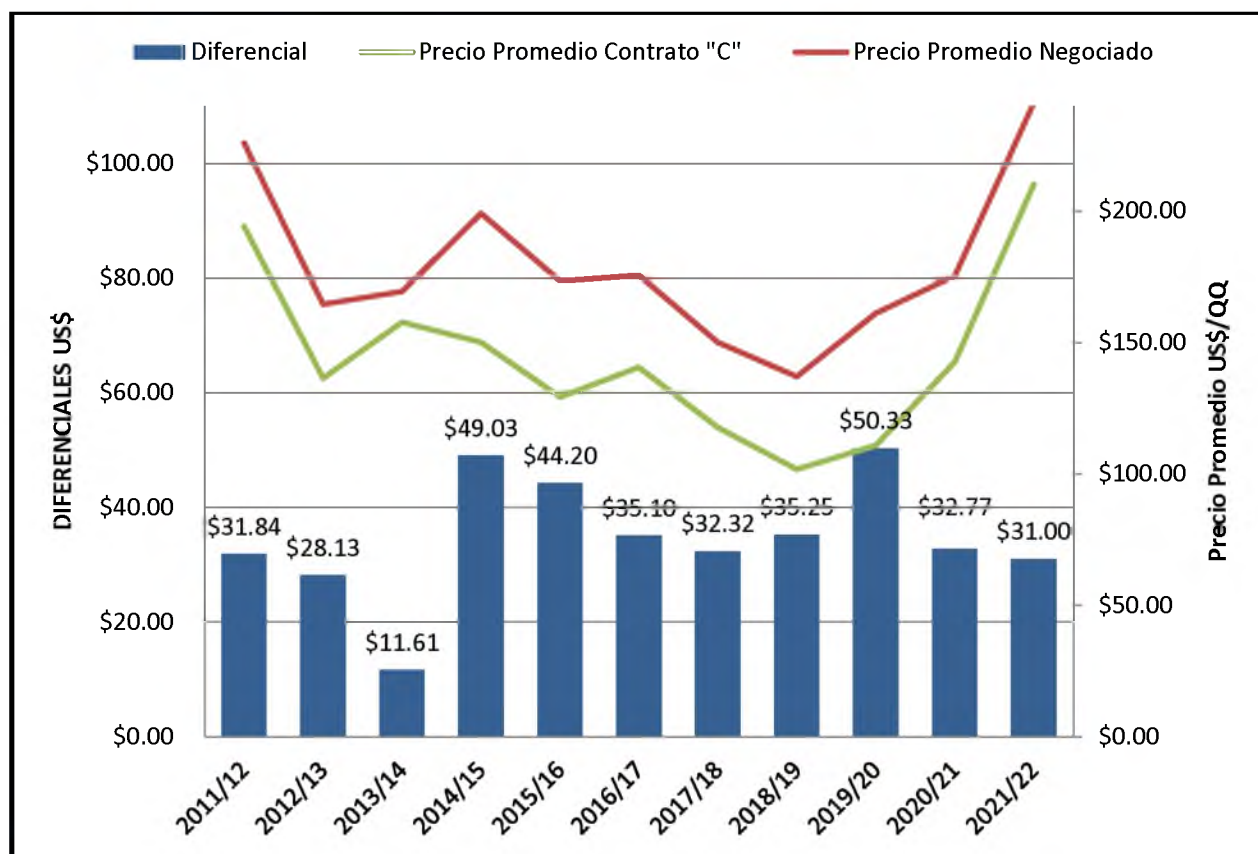


## PRODUCCION DE CAFÉ Y EMPLEO

| Año Cafetalero                                                                           | Producción en QQs Oro Uva | Jornales D/H* | Empleo por año ** |
|------------------------------------------------------------------------------------------|---------------------------|---------------|-------------------|
| 1989/1990                                                                                | 3,636,500                 | 45,456,250    | 181,825           |
| 1990/1991                                                                                | 3,537,100                 | 44,213,750    | 176,855           |
| 1991/1992                                                                                | 3,153,700                 | 39,421,250    | 157,685           |
| 1992/1993                                                                                | 4,306,200                 | 53,827,500    | 215,310           |
| 1993/1994                                                                                | 3,403,300                 | 42,541,250    | 170,165           |
| 1994/1995                                                                                | 3,360,600                 | 42,007,500    | 168,030           |
| 1995/1996                                                                                | 3,239,100                 | 40,488,750    | 161,955           |
| 1996/1997                                                                                | 3,305,900                 | 41,323,750    | 165,295           |
| 1997/1998                                                                                | 3,002,400                 | 37,530,000    | 150,120           |
| 1998/1999                                                                                | 2,621,900                 | 32,773,750    | 131,095           |
| 1999/2000                                                                                | 3,712,600                 | 46,407,500    | 185,630           |
| 2000/2001                                                                                | 2,406,098                 | 30,076,225    | 120,305           |
| 2001/2002                                                                                | 2,383,076                 | 27,405,374    | 109,621           |
| 2002/2003                                                                                | 1,963,400                 | 16,688,900    | 66,756            |
| 2003/2004                                                                                | 1,911,281                 | 16,245,889    | 64,984            |
| 2004/2005                                                                                | 1,858,020                 | 15,793,170    | 63,173            |
| 2005/2006                                                                                | 1,935,185                 | 20,319,443    | 81,278            |
| 2006/2007                                                                                | 1,740,025                 | 21,750,313    | 87,001            |
| 2007/2008                                                                                | 2,119,810                 | 26,497,625    | 105,991           |
| 2008/2009                                                                                | 1,985,625                 | 24,820,313    | 99,281            |
| 2009/2010                                                                                | 1,500,306                 | 18,753,825    | 75,015            |
| 2010/2011                                                                                | 2,614,000                 | 32,675,000    | 130,700           |
| 2011/2012                                                                                | 1,624,211                 | 20,302,638    | 81,211            |
| 2012/2013                                                                                | 1,730,000                 | 21,625,000    | 86,500            |
| 2013/2014                                                                                | 700,025                   | 8,750,313     | 35,001            |
| 2014/2015                                                                                | 925,160                   | 11,564,500    | 46,258            |
| 2015/2016                                                                                | 784,740                   | 9,809,250     | 39,237            |
| 2016/2017                                                                                | 845,600                   | 10,570,000    | 42,280            |
| 2017/2018                                                                                | 905,425                   | 11,317,813    | 45,271            |
| 2018/2019                                                                                | 955,115                   | 11,938,938    | 47,756            |
| 2019/2020                                                                                | 740,100                   | 9,251,250     | 37,005            |
| 2020/2021                                                                                | 790,920                   | 9,886,500     | 39,546            |
| 2021/2022***                                                                             | 918,050                   | 11,475,625    | 45,903            |
| *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 julio de 2022                         |                           |               |                   |

## HISTORIAL DE PRECIOS "C" DEL CONTRATO SPOT US\$/QQ

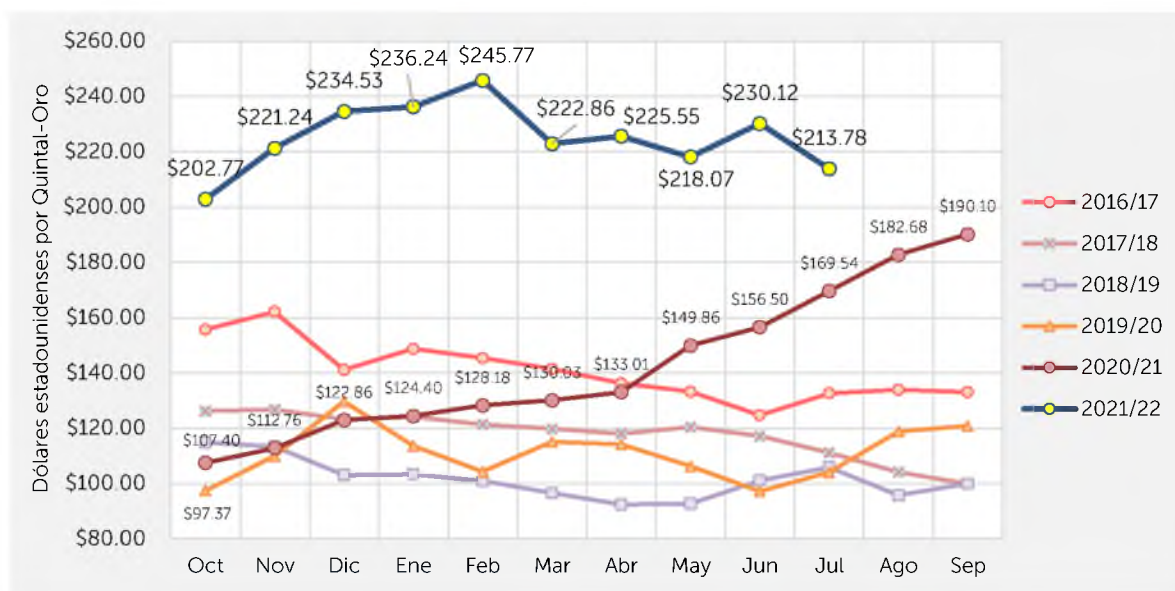
| AÑO     | Precio<br>Máximo | Precio<br>Mínimo | Promedio<br>Anual | Precio<br>Negociado | Precio<br>Diferencial |
|---------|------------------|------------------|-------------------|---------------------|-----------------------|
|         | US\$/QQ          | US\$/QQ          | US\$/QQ           | 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          | \$149.97            | \$32.32               |
| 2018/19 | \$122.55         | \$87.05          | \$101.68          | \$136.93            | \$35.25               |
| 2019/20 | \$138.95         | \$92.90          | \$110.80          | \$161.13            | \$50.33               |
| 2020/21 | \$207.80         | \$102.80         | \$142.58          | \$175.35            | \$32.77               |
| 2021/22 | \$258.35         | \$191.90         | \$210.19          | \$241.19            | \$31.00               |



\* Datos al 31 de julio de 2022

## PRECIO PROMEDIO MENSUAL DEL CONTRATO "C" EN NUEVA YORK

| Año Cafetalero | 2015/16  | 2016/17  | 2017/18  | 2018/19  | 2019/20  | 2020/21  | 2021/22  |
|----------------|----------|----------|----------|----------|----------|----------|----------|
| Octubre        | \$125.13 | \$155.60 | \$126.12 | \$114.85 | \$97.37  | \$107.40 | \$202.77 |
| Noviembre      | \$118.77 | \$162.05 | \$126.71 | \$113.29 | \$109.91 | \$112.76 | \$221.24 |
| Diciembre      | \$121.93 | \$141.02 | \$123.19 | \$103.04 | \$129.59 | \$122.86 | \$234.53 |
| Enero          | \$117.01 | \$148.69 | \$124.09 | \$103.35 | \$113.57 | \$124.40 | \$236.24 |
| Febrero        | \$116.92 | \$145.35 | \$121.29 | \$100.93 | \$104.26 | \$128.18 | \$245.77 |
| Marzo          | \$125.74 | \$141.39 | \$119.76 | \$96.47  | \$114.98 | \$130.03 | \$222.86 |
| Abril          | \$122.97 | \$136.16 | \$117.93 | \$92.38  | \$114.14 | \$133.01 | \$225.55 |
| Mayo           | \$124.97 | \$133.20 | \$120.31 | \$92.63  | \$106.19 | \$149.86 | \$218.07 |
| Junio          | \$135.74 | \$124.68 | \$117.06 | \$101.06 | \$97.14  | \$156.50 | \$230.12 |
| Julio          | \$145.18 | \$132.53 | \$111.06 | \$105.79 | \$104.00 | \$169.54 | \$213.78 |
| Agosto         | \$141.55 | \$133.87 | \$104.06 | \$95.67  | \$118.78 | \$182.68 |          |
| Septiembre     | \$152.29 | \$132.99 | \$99.93  | \$99.90  | \$120.82 | \$190.10 |          |
| Promedio Anual | \$129.20 | \$140.51 | \$117.65 | \$101.84 | \$110.80 | \$142.49 | \$224.92 |



PRECIOS "C" DEL CONTRATO SPOT  
US\$/QQ JULIO 2022

| Fecha     | Posición | Apertura | Alto   | Bajo   | Cierre | Cambio | Variación |
|-----------|----------|----------|--------|--------|--------|--------|-----------|
| 1/7/2022  | Sep/2022 | 231.05   | 236.05 | 223.70 | 224.65 | -5.45  | -2.37%    |
| 5/7/2022  | Sep/2022 | 224.50   | 225.90 | 220.15 | 221.05 | -3.60  | -1.60%    |
| 6/7/2022  | Sep/2022 | 222.20   | 223.95 | 218.30 | 219.20 | -1.85  | -0.84%    |
| 7/7/2022  | Sep/2022 | 219.20   | 223.70 | 218.35 | 218.90 | -0.30  | -0.14%    |
| 8/7/2022  | Sep/2022 | 218.80   | 221.75 | 215.10 | 220.45 | 1.55   | 0.71%     |
| 11/7/2022 | Sep/2022 | 219.20   | 220.00 | 212.70 | 213.25 | -7.20  | -3.27%    |
| 12/7/2022 | Sep/2022 | 212.80   | 214.50 | 204.75 | 205.35 | -7.90  | -3.70%    |
| 13/7/2022 | Sep/2022 | 207.30   | 209.85 | 205.25 | 207.35 | 2.00   | 0.97%     |
| 14/7/2022 | Sep/2022 | 207.20   | 207.30 | 194.95 | 195.30 | -12.05 | -5.81%    |
| 15/7/2022 | Sep/2022 | 198.00   | 202.15 | 194.60 | 199.80 | 4.50   | 2.30%     |
| 18/7/2022 | Sep/2022 | 202.00   | 216.40 | 202.00 | 215.20 | 15.40  | 7.71%     |
| 19/7/2022 | Sep/2022 | 215.00   | 216.75 | 211.35 | 216.50 | 1.30   | 0.60%     |
| 20/7/2022 | Sep/2022 | 216.00   | 218.60 | 213.95 | 218.15 | 1.65   | 0.82%     |
| 21/7/2022 | Sep/2022 | 217.30   | 218.25 | 214.30 | 215.85 | -2.30  | -1.05%    |
| 22/7/2022 | Sep/2022 | 214.80   | 214.80 | 205.50 | 206.70 | -9.15  | -4.24%    |
| 25/7/2022 | Sep/2022 | 205.20   | 211.25 | 204.20 | 210.05 | 3.35   | 1.62%     |
| 26/7/2022 | Sep/2022 | 210.50   | 215.10 | 209.65 | 213.20 | 3.15   | 1.50%     |
| 27/7/2022 | Sep/2022 | 213.05   | 220.25 | 212.55 | 219.10 | 5.90   | 2.77%     |
| 28/7/2022 | Sep/2022 | 219.30   | 221.40 | 214.25 | 218.40 | -0.70  | -0.32%    |
| 29/7/2022 | Sep/2022 | 219.40   | 220.40 | 211.95 | 217.20 | -1.20  | -0.55%    |

## HISTORIAL DE EXPORTACIONES EJERCICIOS CAFETALEROS 1989/90 AL 2021/22

| EJERCICIO | QUINTALES | VALOR US \$ | PRECIO PROM. |
|-----------|-----------|-------------|--------------|
| 1989/90   | 3,025,675 | 244,151,136 | 80.69        |
| 1990/91   | 2,630,125 | 212,132,116 | 80.65        |
| 1991/92   | 2,838,195 | 166,560,472 | 58.69        |
| 1992/93   | 3,905,721 | 232,943,077 | 59.64        |
| 1993/94   | 2,721,204 | 248,148,115 | 91.19        |
| 1994/95   | 2,166,831 | 356,489,942 | 164.52       |
| 1995/96   | 2,948,300 | 335,683,233 | 113.86       |
| 1996/97   | 3,711,867 | 505,619,079 | 136.22       |
| 1997/98   | 2,774,448 | 383,068,005 | 138.07       |
| 1998/99   | 2,388,530 | 239,220,836 | 100.15       |
| 1999/00   | 3,260,482 | 311,566,062 | 95.56        |
| 2000/01   | 2,223,690 | 130,841,482 | 58.84        |
| 2001/02   | 1,997,361 | 104,953,016 | 52.55        |
| 2002/03   | 1,770,140 | 105,568,164 | 59.64        |
| 2003/04   | 1,783,984 | 122,140,922 | 68.47        |
| 2004/05   | 1,712,027 | 164,520,270 | 96.10        |
| 2005/06   | 1,667,357 | 185,154,215 | 111.05       |
| 2006/07   | 1,593,433 | 184,930,962 | 116.06       |
| 2007/08   | 1,913,571 | 253,897,523 | 132.68       |
| 2008/09   | 1,790,506 | 234,532,452 | 130.99       |
| 2009/10   | 1,299,163 | 191,438,628 | 147.36       |
| 2010/11   | 2,270,241 | 459,772,041 | 202.52       |
| 2011/12   | 1,384,505 | 312,700,714 | 225.86       |
| 2012/13   | 1,531,779 | 251,995,799 | 164.51       |
| 2013/14   | 650,896   | 110,208,767 | 169.32       |
| 2014/15   | 780,211   | 155,291,495 | 199.04       |
| 2015/16   | 633,489   | 109,660,319 | 173.11       |
| 2016/17   | 669,318   | 117,797,191 | 176.00       |
| 2017/18   | 760,778   | 113,970,986 | 149.81       |
| 2018/19   | 742,913   | 103,369,986 | 139.14       |
| 2019/20   | 604,742   | 93,544,465  | 154.68       |
| 2020/21   | 617,229   | 108,098,180 | 175.13       |
| 2021/22*  | 616,661   | 145,207,012 | 235.47       |

\* Datos Preliminares al 31 de julio de 2022

**HISTORIAL DE EXPORTACIONES  
POR COSECHA  
1989/90 AL 2021/22**

| COSECHA  | VOLUMEN QQS | VALOR       | PRECIO PROM. |
|----------|-------------|-------------|--------------|
| 1989/90  | 3,237,313   | 260,361,934 | 80.43        |
| 1990/91  | 2,815,722   | 222,802,057 | 79.13        |
| 1991/92  | 2,781,486   | 155,647,952 | 55.96        |
| 1992/93  | 3,614,690   | 220,364,942 | 60.96        |
| 1993/94  | 2,805,231   | 267,331,992 | 95.30        |
| 1994/95  | 2,692,827   | 406,589,560 | 150.99       |
| 1995/96  | 3,028,688   | 343,478,972 | 113.41       |
| 1996/97  | 3,019,145   | 431,287,656 | 142.85       |
| 1997/98  | 2,601,018   | 391,641,780 | 150.57       |
| 1998/99  | 2,367,069   | 236,384,596 | 99.86        |
| 1999/00  | 3,360,878   | 314,121,853 | 93.46        |
| 2000/01  | 2,085,730   | 121,940,961 | 58.46        |
| 2001/02  | 2,092,731   | 109,089,635 | 52.13        |
| 2002/03  | 1,722,209   | 104,624,530 | 60.75        |
| 2003/04  | 1,749,474   | 122,566,828 | 70.06        |
| 2004/05  | 1,653,868   | 161,534,472 | 97.67        |
| 2005/06  | 1,725,793   | 191,474,460 | 110.95       |
| 2006/07  | 1,555,004   | 181,929,271 | 117.00       |
| 2007/08  | 1,875,998   | 250,387,076 | 133.47       |
| 2008/09  | 1,788,618   | 234,515,948 | 131.12       |
| 2009/10  | 1,260,979   | 187,523,565 | 148.71       |
| 2010/11  | 2,351,842   | 476,001,840 | 202.40       |
| 2011/12  | 1,404,636   | 309,877,115 | 220.61       |
| 2012/13  | 1,518,778   | 248,452,001 | 163.59       |
| 2013/14  | 558,741     | 99,967,712  | 178.92       |
| 2014/15  | 791,663     | 156,699,824 | 197.94       |
| 2015/16  | 642,657     | 111,385,372 | 173.32       |
| 2016/17  | 692,621     | 119,899,500 | 173.11       |
| 2017/18  | 749,998     | 112,449,153 | 149.93       |
| 2018/19  | 765,439     | 105,151,857 | 137.37       |
| 2019/20  | 571,965     | 92,161,449  | 161.13       |
| 2020/21* | 624,403     | 110,044,136 | 176.24       |
| 2021/22* | 583,754     | 138,535,010 | 237.32       |

\* Datos Preliminares al 31 de julio de 2022

\*Cosecha exportándose actualmente.

**HISTORIAL DE EXPORTACIONES  
POR AÑO CALENDARIO  
1990 AL 2022**

| AÑO  | VOLUMEN QQS | VALOR       | PRECIO PROM. |
|------|-------------|-------------|--------------|
| 1990 | 3,240,306   | 261,342,070 | 80.65        |
| 1991 | 2,803,540   | 222,170,040 | 79.25        |
| 1992 | 2,762,837   | 154,301,991 | 55.85        |
| 1993 | 3,843,985   | 236,990,880 | 61.65        |
| 1994 | 2,733,749   | 275,466,844 | 100.77       |
| 1995 | 2,358,735   | 364,358,773 | 154.47       |
| 1996 | 3,027,207   | 341,931,591 | 112.95       |
| 1997 | 3,621,004   | 521,761,060 | 144.09       |
| 1998 | 2,216,121   | 326,021,493 | 147.11       |
| 1999 | 2,499,791   | 248,989,338 | 99.60        |
| 2000 | 3,307,563   | 302,844,247 | 91.56        |
| 2001 | 2,019,353   | 116,565,899 | 57.72        |
| 2002 | 2,062,760   | 108,827,019 | 52.76        |
| 2003 | 1,745,643   | 105,510,108 | 60.44        |
| 2004 | 1,750,504   | 122,962,119 | 70.24        |
| 2005 | 1,673,497   | 164,780,906 | 98.47        |
| 2006 | 1,697,973   | 189,891,573 | 111.83       |
| 2007 | 1,611,294   | 188,117,236 | 116.75       |
| 2008 | 1,924,020   | 257,028,859 | 133.59       |
| 2009 | 1,747,301   | 230,329,333 | 131.82       |
| 2010 | 1,389,173   | 212,277,712 | 152.81       |
| 2011 | 2,213,172   | 462,051,644 | 208.77       |
| 2012 | 1,402,537   | 300,577,689 | 214.31       |
| 2013 | 1,442,074   | 234,291,397 | 162.47       |
| 2014 | 607,410     | 109,914,709 | 180.96       |
| 2015 | 755,594     | 149,444,432 | 197.78       |
| 2016 | 634,501     | 109,707,366 | 172.90       |
| 2017 | 698,099     | 120,147,757 | 172.11       |
| 2018 | 759,444     | 113,389,160 | 149.31       |
| 2019 | 722,342     | 100,896,751 | 139.68       |
| 2020 | 586,765     | 92,694,016  | 157.97       |
| 2021 | 628,334     | 111,039,962 | 176.72       |
| 2022 | 579,975     | 137,897,312 | 237.76       |

\* Datos Preliminares al 31 de julio de 2022

## EXPORTACIONES DE CAFÉ MENSUALES

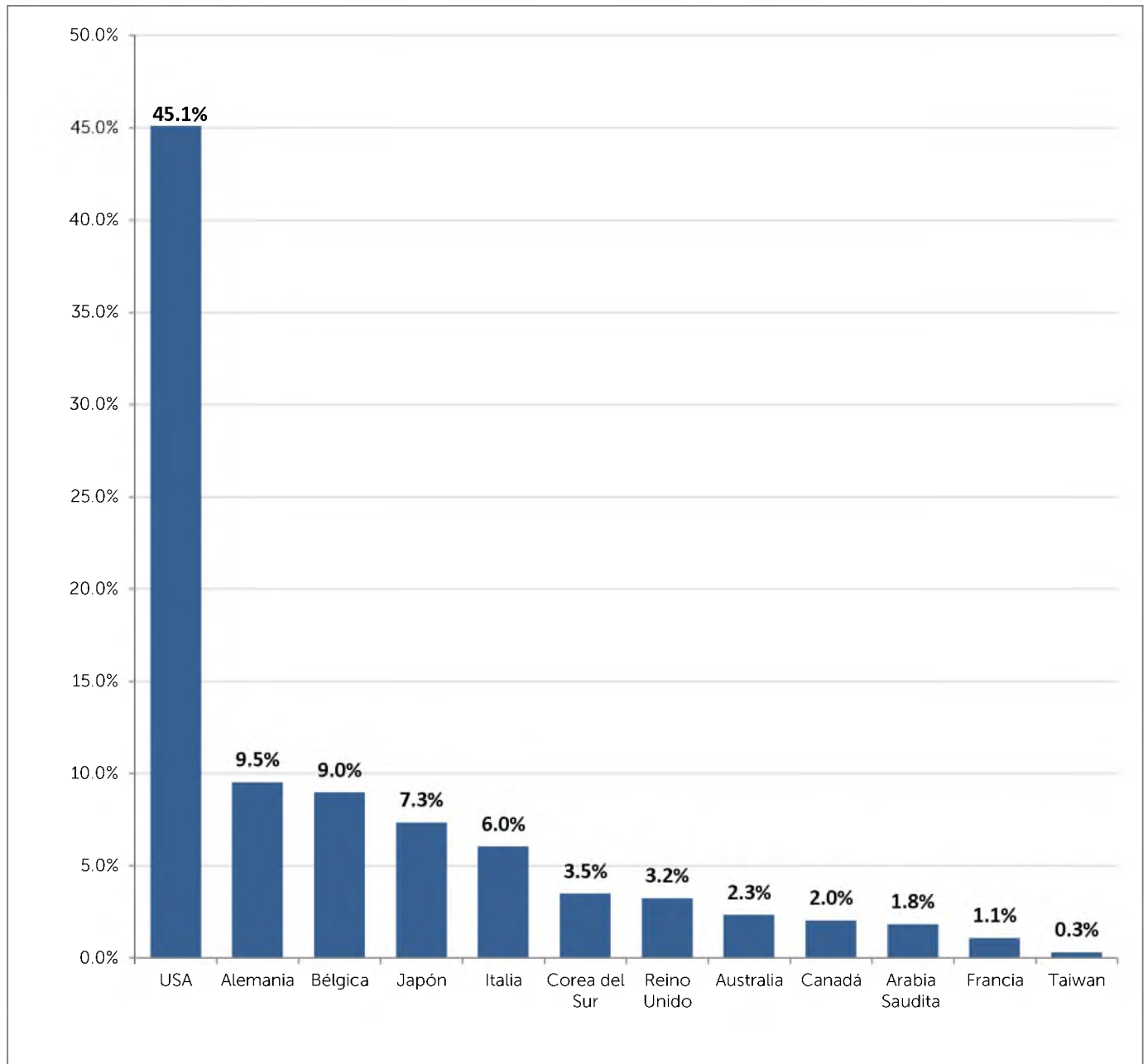
| MES                                       | EJERCICIO 2020/2021 |                |                      | EJERCICIO 2021/2022* |             |                      | DIFERENCIA % |            |
|-------------------------------------------|---------------------|----------------|----------------------|----------------------|-------------|----------------------|--------------|------------|
|                                           | QUINTALES           | VALOR US\$     | PRECIO PROMEDIO US\$ | QUINTALES            | VALOR US\$  | PRECIO PROMEDIO US\$ | QUINTAL      | VALOR US\$ |
| Octubre.2021                              | 12,805              | 2,413,828      | 188.51               | 21,019               | 3,943,678   | 187.63               | 64.1%        | 63.4%      |
| Noviembre                                 | 4,197               | 728,727        | 173.65               | 6,803                | 1,573,383   | 231.28               | 62.1%        | 115.9%     |
| Diciembre                                 | 9,291               | 1,334,617      | 143.65               | 8,864                | 1,792,640   | 202.23               | -4.6%        | 34.3%      |
| Enero.2021                                | 23,950              | 3,612,175      | 150.82               | 28,253               | 5,860,610   | 207.43               | 18.0%        | 62.2%      |
| Febrero                                   | 59,714              | 8,868,199      | 148.51               | 71,650               | 15,530,237  | 216.75               | 20.0%        | 75.1%      |
| Marzo                                     | 101,526             | 15,847,728     | 156.09               | 123,259              | 28,126,380  | 228.19               | 21.4%        | 77.5%      |
| Abril                                     | 93,482              | 15,557,109     | 166.42               | 63,884               | 15,448,671  | 241.82               | -31.7%       | -0.7%      |
| Mayo                                      | 73,370              | 13,153,388     | 179.27               | 104,107              | 25,838,655  | 248.19               | 41.9%        | 96.4%      |
| Junio                                     | 112,447             | 21,224,800     | 188.75               | 98,777               | 24,628,808  | 249.34               | -12.2%       | 16.0%      |
| Julio                                     | 59,461              | 11,989,831     | 201.64               | 90,046               | 22,463,952  | 249.47               | 51.4%        | 87.4%      |
| Agosto                                    | 39,884              | 7,841,559      | 196.61               |                      |             |                      |              |            |
| Septiembre                                | 27,102              | 5,526,218      | 203.91               |                      |             |                      |              |            |
| Del 1 octubre 2021<br>al 31 de julio 2022 | 550,243             | 94,730,402     | 172.16               | 616,661              | 145,207,012 | 235.47               | 12.1%        | 53.3%      |
| Total Ejercicio                           | 617,229             | 108,098,179.70 | 175.13               |                      |             |                      |              |            |

\* Cifras preliminares al 31 de julio de 2022

## EXPORTACIONES DE CAFÉ POR PAIS DESTINO EJERCICIO CAFETALERO

| PAIS            | 2020/2021      |                    |             | 2021/2022*     |                    |             |
|-----------------|----------------|--------------------|-------------|----------------|--------------------|-------------|
|                 | Quintales      | US\$               | %           | Quintales      | US\$               | %           |
| USA             | 303,192        | 50,258,465         | 49.1%       | 278,099        | 61,354,886         | 45.1%       |
| Alemania        | 60,939         | 9,525,272          | 9.9%        | 58,727         | 14,227,583         | 9.5%        |
| Japón           | 59,274         | 10,326,574         | 9.6%        | 45,242         | 10,808,331         | 7.3%        |
| Bélgica         | 27,469         | 4,735,742          | 4.5%        | 55,270         | 13,739,376         | 9.0%        |
| Reino Unido     | 27,091         | 5,542,565          | 4.4%        | 19,912         | 5,618,618          | 3.2%        |
| Italia          | 22,249         | 3,596,408          | 3.6%        | 37,224         | 8,481,944          | 6.0%        |
| Corea del Sur   | 21,341         | 3,813,671          | 3.5%        | 21,465         | 5,259,327          | 3.5%        |
| Australia       | 18,465         | 3,812,076          | 3.0%        | 14,314         | 3,788,613          | 2.3%        |
| Arabia Saudita  | 15,161         | 3,929,999          | 2.5%        | 11,290         | 3,609,635          | 1.8%        |
| Canadá          | 13,899         | 2,285,386          | 2.3%        | 12,485         | 3,250,102          | 2.0%        |
| Taiwán          | 13,243         | 2,340,455          | 2.1%        | 1,848          | 621,094            | 0.3%        |
| Francia         | 8,313          | 2,134,360          | 1.3%        | 6,620          | 1,871,201          | 1.1%        |
| Finlandia       | 4,500          | 707,355            | 0.7%        | 6,300          | 1,484,033          | 1.0%        |
| China           | 3,249          | 775,440            | 0.5%        | 26             | 67,794             | 0.0%        |
| Sur África      | 2,963          | 464,871            | 0.5%        | 2,955          | 747,788            | 0.5%        |
| Grecia          | 2,490          | 401,888            | 0.4%        | 2,118          | 563,495            | 0.3%        |
| Ucrania         | 1,671          | 317,228            | 0.3%        | 451            | 112,611            | 0.1%        |
| Irlanda         | 1,469          | 472,887            | 0.2%        | 519            | 168,473            | 0.1%        |
| Fed. Rusia      | 1,384          | 363,369            | 0.2%        | 701            | 148,929            | 0.1%        |
| Emiratos Árabes | 1,265          | 404,542            | 0.2%        | 945            | 359,361            | 0.2%        |
| Austria         | 1,101          | 289,577            | 0.2%        | 759            | 244,752            | 0.1%        |
| Israel          | 1,004          | 218,334            | 0.2%        | -              | -                  | 0.0%        |
| España          | 841            | 214,480            | 0.1%        | 1,092          | 364,001            | 0.2%        |
| Noruega         | 753            | 259,612            | 0.1%        | 426            | 191,000            | 0.1%        |
| Rep. Dominicana | 721            | 142,851            | 0.1%        | 3,870          | 795,813            | 0.6%        |
| Polonia         | 500            | 128,401            | 0.1%        | 825            | 201,011            | 0.1%        |
| Nueva Zelanda   | 422            | 84,951             | 0.1%        | 412            | 103,000            | 0.1%        |
| Malasia         | 413            | 68,001             | 0.1%        | 5,211          | 969,353            | 0.8%        |
| Turquía         | 413            | 59,400             | 0.1%        | 8              | 6,939              | 0.0%        |
| Chile           | 355            | 94,856             | 0.1%        | 169            | 53,820             | 0.0%        |
| Kuwait          | 298            | 81,883             | 0.0%        | -              | -                  | 0.0%        |
| Hong Kong       | 246            | 61,812             | 0.0%        | 404            | 172,851            | 0.1%        |
| Honduras        | 236            | 86,573             | 0.0%        | 341            | 75,710             | 0.1%        |
| Países Bajos    | 107            | 26,052             | 0.0%        | 12,681         | 2,310,884          | 2.1%        |
| Singapur        | 73             | 28,644             | 0.0%        | 569            | 182,694            | 0.1%        |
| Belice          | 45             | 10,125             | 0.0%        | 47             | 15,675             | 0.0%        |
| Suecia          | 39             | 14,815             | 0.0%        | 10,793         | 2,568,444          | 1.8%        |
| Qatar           | 24             | 8,363              | 0.0%        | 11             | 9,785              | 0.0%        |
| Rep. Checa      | 10             | 3,179              | 0.0%        | 435            | 90,783             | 0.1%        |
| Bulgaria        | 6              | 7,717              | 0.0%        | 8              | 12,183             | 0.0%        |
| México          | -              | -                  | 0.0%        | 413            | 106,400            | 0.1%        |
| Dinamarca       | -              | -                  | 0.0%        | 120            | 36,000             | 0.0%        |
| Eslovenia       | -              | -                  | 0.0%        | 1,238          | 300,048            | 0.2%        |
| Argentina       | -              | -                  | 0.0%        | 321            | 112,673            | 0.1%        |
| <b>Total</b>    | <b>617,229</b> | <b>108,098,180</b> | <b>100%</b> | <b>616,661</b> | <b>145,207,012</b> | <b>100%</b> |

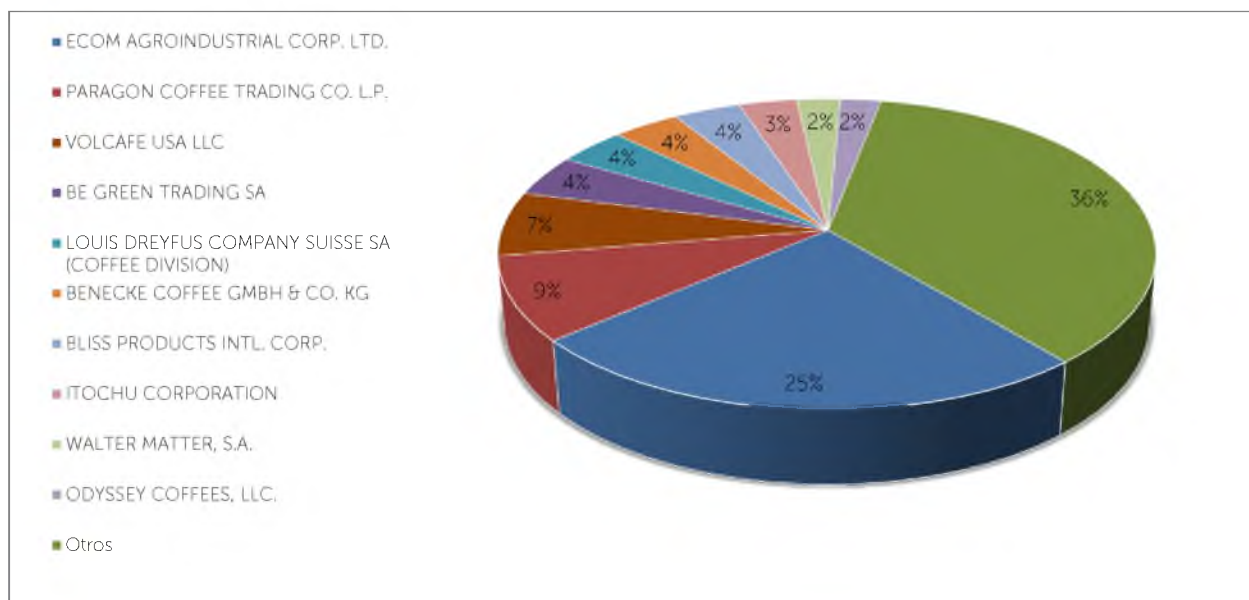
## EXPORTACIONES DE CAFÉ POR PAÍS DESTINO



\* Cifras preliminares al 31 de julio de 2022

## EXPORTACIONES DE CAFÉ POR COMPRADOR EJERCICIO CAFETALERO 2021/2022

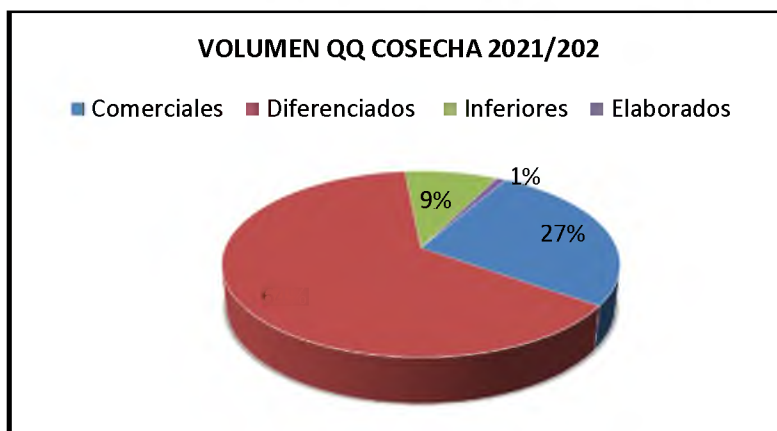
| No.   | Comprador                                         | QUINTALES | %     |
|-------|---------------------------------------------------|-----------|-------|
| 1     | ECOM AGROINDUSTRIAL CORP, LTD.                    | 143,895.3 | 23.3% |
| 2     | PARAGON COFFEE TRADING CO. L.P.                   | 51,487.5  | 8.3%  |
| 3     | VOLCAFE USA LLC                                   | 40,837.5  | 6.6%  |
| 4     | BE GREEN TRADING SA                               | 30,112.5  | 4.9%  |
| 5     | LOUIS DREYFUS COMPANY SUISSE SA (COFFEE DIVISION) | 29,700.0  | 4.8%  |
| 6     | BENECKE COFFEE GMBH & CO. KG                      | 24,744.1  | 4.0%  |
| 7     | BLISS PRODUCTS INTL. CORP.                        | 23,346.4  | 3.8%  |
| 8     | ITOCHU CORPORATION                                | 16,050.0  | 2.6%  |
| 9     | WALTER MATTER, S.A.                               | 15,037.5  | 2.4%  |
| 10    | ODYSSEY COFFEES, LLC.                             | 12,305.9  | 2.0%  |
| 11    | EFICO NV                                          | 11,737.7  | 1.9%  |
| 12    | INTERKOM SPA                                      | 11,115.0  | 1.8%  |
| 13    | PANAMERICAN COFFEE TRADING CO. S.A.               | 10,973.8  | 1.8%  |
| 14    | TOP OF THE CROP NV                                | 10,965.0  | 1.8%  |
| 15    | MARUBENI AMERICA CORPORATION                      | 9,657.1   | 1.6%  |
| 16    | FALCON COFFEES LIMITED                            | 7,750.6   | 1.3%  |
| 17    | RGC COFFEE INC.                                   | 5,376.5   | 0.9%  |
| 18    | STARBUCKS COFFEE TRADING COMPANY                  | 5,362.5   | 0.9%  |
| 19    | SUCAFINA NA INC                                   | 5,183.2   | 0.8%  |
| 20    | N.V.COFFEETEAM, S.A.                              | 5,175.0   | 0.8%  |
|       | OTROS                                             | 145,848.2 | 23.7% |
| TOTAL |                                                   | 616,661   | 100%  |



\* Cifras preliminares al 31 de julio de 2022

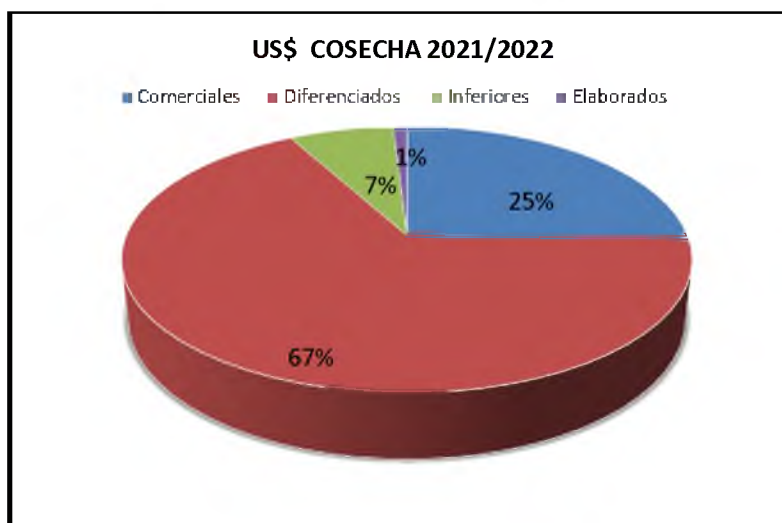
## EXPORTACIONES DE CAFÉ POR CALIDAD

| CALIDAD             | Cifras en qq-oro |             |                |               |
|---------------------|------------------|-------------|----------------|---------------|
|                     | 2020/2021        | % 20/21     | 2021/2022      | % 21/22       |
| COMERCIALES         | 72,544.29        | 11.8%       | 163,464.91     | 27%           |
| CS                  | -                | 0.0%        | -              | 0%            |
| HG                  | 28,230.00        | 4.6%        | 31,917.04      | 5%            |
| SHG                 | 44,314.29        | 7.2%        | 131,547.87     | 21%           |
| Diferenciados       | 490,074.39       | 79.4%       | 392,319.06     | 64%           |
| Gourmet             | 156.14           | 0.0%        | 167.23         | 0%            |
| Orgánico            | 3,586.63         | 0.6%        | 3,022.50       | 0%            |
| Sostenible          | 111,143.73       | 18.0%       | 102,483.80     | 17%           |
| Fair Trade          | 14,347.50        | 2.3%        | 12,757.50      | 2%            |
| Fair Trade/Orgánico | 1,650.00         | 0.3%        | 825.00         | 0%            |
| Gourmet/Sostenible  | -                | 0.0%        | -              | 0%            |
| Orgánico/Sostenible | 3,277.50         | 0.5%        | 3,750.00       | 1%            |
| Grado-Q             | 225.00           | 0.0%        | 803.80         | 0%            |
| Natural             | 20,628.66        | 3.3%        | 14,922.81      | 2%            |
| Finos               | 335,059.23       | 54.3%       | 253,586.42     | 41%           |
| Inferiores          | 52,081.50        | 8.4%        | 55,449.00      | 9%            |
| RL                  | 33,654.00        | 5.5%        | 40,527.00      | 7%            |
| RSL                 | -                | 0.0%        | -              | 0%            |
| PV                  | 18,427.50        | 3.0%        | 14,922.00      | 2%            |
| Corriente           | -                | 0.0%        | -              | 0%            |
| Elaborados          | 2,528.49         | 0.4%        | 5,428.28       | 1%            |
| Solubles            | 1,373.70         | 0.2%        | 742.77         | 0%            |
| Tostados            | 1,154.79         | 0.2%        | 4,685.51       | 1%            |
| <b>TOTAL</b>        | <b>617,229</b>   | <b>1.00</b> | <b>616,661</b> | <b>100.0%</b> |



\*Cifras preliminares al 31 de julio de 2022

| CALIDAD             | Valor (US\$)          |               |                       |               |
|---------------------|-----------------------|---------------|-----------------------|---------------|
|                     | 2020/2021             | % 20/21       | 2021/2022             | % 21/22       |
| COMERCIALES         | \$ 11,125,670.1       | 10.4%         | \$ 36,677,673.2       | 25.3%         |
| CS                  |                       | 0.0%          | \$ -                  | 0.0%          |
| HG                  | \$ 4,070,004.1        | 3.8%          | \$ 7,284,205.3        | 5.0%          |
| SHG                 | \$ 7,055,666.0        | 6.6%          | \$ 29,393,467.9       | 20.2%         |
| DIFERENCIADOS       | \$ 90,213,398.5       | 83.4%         | \$ 96,958,279.0       | 66.8%         |
| Gourmet             | \$ 267,887.6          | 0.2%          | \$ 276,249.3          | 0.2%          |
| Orgánico            | \$ 923,848.4          | 0.9%          | \$ 922,528.2          | 0.6%          |
| Sostenible          | \$ 18,380,099.3       | 16.9%         | \$ 23,314,761.3       | 16.1%         |
| Fair Trade          | \$ 2,312,828.5        | 2.1%          | \$ 2,888,273.3        | 2.0%          |
| Fair Trade/Orgánico | \$ 318,450.0          | 0.3%          | \$ 173,250.0          | 0.1%          |
| Gourmet/Sostenible  |                       | 0.0%          | \$ -                  | 0.0%          |
| Orgánico/Sostenible | \$ 712,912.5          | 0.7%          | \$ 1,061,700.0        | 0.7%          |
| Grado-Q             | \$ 36,000.0           | 0.0%          | \$ 174,997.3          | 0.1%          |
| Natural             | \$ 6,710,336.2        | 6.1%          | \$ 5,514,044.8        | 3.8%          |
| Finos               | \$ 60,551,036.1       | 56.2%         | \$ 62,632,474.7       | 43.1%         |
| INFERIORES          | \$ 6,066,188.9        | 5.6%          | \$ 10,199,986.6       | 7.0%          |
| RL                  | \$ 4,047,742.8        | 3.8%          | \$ 7,478,319.9        | 5.2%          |
| RSL                 |                       | 0.0%          | \$ -                  | 0.0%          |
| PV                  | \$ 2,018,446.1        | 1.9%          | \$ 2,721,666.7        | 1.9%          |
| Corriente           |                       | 0.0%          | \$ -                  | 0.0%          |
| ELABORADOS          | \$ 692,922.2          | 0.6%          | \$ 1,371,073.5        | 0.9%          |
| Solubles            | \$ 375,997.6          | 0.3%          | \$ 211,640.9          | 0.1%          |
| Tostados            | \$ 316,924.7          | 0.3%          | \$ 1,159,432.6        | 0.8%          |
| <b>TOTAL</b>        | <b>\$ 108,098,180</b> | <b>100.0%</b> | <b>\$ 145,207,012</b> | <b>100.0%</b> |



\*Cifras preliminares al 31 de julio de 2022

PRECIO PROMEDIO DE EXPORTACION  
POR SEGMENTO DE CALIDAD

| CALIDAD       | 2015/16                 | 2016/17                 | 2017/18                 | 2018/19                 | 2019/20                 | 2020/21                 | 2021/22                 |
|---------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
|               | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ |
| COMERCIALES   | \$ 139.41               | \$ 144.80               | \$ 122.22               | \$ 109.52               | \$ 128.05               | \$ 153.36               | \$ 224.38               |
| DIFERENCIADOS | \$ 186.19               | \$ 197.70               | \$ 182.63               | \$ 167.10               | \$ 172.59               | \$ 184.08               | \$ 247.14               |
| INFERIORES    | \$ 109.68               | \$ 111.21               | \$ 90.52                | \$ 79.63                | \$ 88.81                | \$ 116.47               | \$ 183.95               |
| ELABORADOS    | \$ 396.09               | \$ 298.53               | \$ 286.36               | \$ 282.51               | \$ 376.59               | \$ 274.05               | \$ 252.58               |
| TOTAL         | \$ 173.11               | \$ 176.00               | \$ 149.81               | \$ 139.14               | \$ 154.68               | \$ 175.13               | \$ 235.47               |

\* Cifras preliminares al 31 de julio de 2022

## REGISTRO DE PRODUCTORES

### POR CORDILLERA Y GÉNERO

| Región                   | Productores | %    | Hombres | Mujeres | Jurídicos | Mz        | %    | Producción Cosecha 2019/2020 | Producción Cosecha 2020/2021 | % Producción Cosecha 2020/2021 |
|--------------------------|-------------|------|---------|---------|-----------|-----------|------|------------------------------|------------------------------|--------------------------------|
| EL BALSAMO-QUEZALTEPEQUE | 7,390       | 30%  | 4011    | 2605    | 774       | 53,000.0  | 26%  | 192,426                      | 205,639                      | 26%                            |
| ALQTEPEC-METAPAN         | 1,373       | 6%   | 988     | 384     | 1         | 4,951.0   | 2%   | 22,203                       | 23,728                       | 3%                             |
| APANECA-ILAMATEPEC       | 9,815       | 40%  | 6279    | 3354    | 182       | 102,060.8 | 51%  | 392,253                      | 419,188                      | 53%                            |
| TECAPA CHINAMECA         | 2,811       | 11%  | 1740    | 1048    | 23        | 23,300.5  | 12%  | 74,010                       | 79,092                       | 10%                            |
| CACAHUATIQUE             | 1,321       | 5%   | 859     | 457     | 5         | 7,412.7   | 4%   | 29,604                       | 27,682                       | 4%                             |
| CHICHONTEPEC             | 1,973       | 8%   | 1239    | 729     | 5         | 9,300.0   | 5%   | 29,604                       | 35,591                       | 5%                             |
| Total                    | 24,683      | 100% | 15,116  | 8,577   | 990       | 200,025   | 100% | 740,100                      | 790,920                      | 100%                           |
| Porcentaje               |             |      | 61%     | 35%     | 4%        |           |      |                              |                              |                                |

### DEPARTAMENTO

| Nº | DEPARTAMENTO | NUMERO DE PRODUCTORES |
|----|--------------|-----------------------|
| 1  | SAN SALVADOR | 3,247                 |
| 2  | SANTA ANA    | 5,453                 |
| 3  | SAN MIGUEL   | 1,447                 |
| 4  | LA LIBERTAD  | 3,806                 |
| 5  | USulután     | 1,846                 |
| 6  | SONSONATE    | 2,082                 |
| 7  | LA UNION     | 115                   |
| 8  | LA PAZ       | 1,005                 |
| 9  | CHALATENANGO | 1,239                 |
| 10 | CUSCATLAN    | 355                   |
| 11 | AHUACHAPAN   | 2,666                 |
| 12 | MORAZAN      | 798                   |
| 13 | SAN VICENTE  | 554                   |
| 14 | CABAÑAS      | 70                    |
|    | TOTAL:       | 24,683                |

\* Datos al 31 de julio de 2022

## ESTRATOS SEGÚN ÁREA CULTIVADA EN MANZANAS

| ÁREA              | PRODUCTORES   | %             | HOMBRES       | MUJERES      | JURIDICOS  | MZ.            | % MZ        | Producción Cosecha 2020/2021 | % Producción Cosecha 2020/2021 |
|-------------------|---------------|---------------|---------------|--------------|------------|----------------|-------------|------------------------------|--------------------------------|
| 0.1- 5 MZ         | 19,514        | 79%           | 12,420        | 7,010        | 84         | 27,616.8       | 14%         | 136,038                      | 17%                            |
| 5.01 - 10 MZ      | 1,999         | 8%            | 1,278         | 660          | 61         | 13,494.6       | 7%          | 70,392                       | 9%                             |
| 10.01 - 25 MZ     | 1,513         | 6%            | 821           | 544          | 148        | 23,148.9       | 12%         | 126,547                      | 16%                            |
| 25.01 - 50 MZ     | 776           | 3%            | 357           | 225          | 194        | 26,869.2       | 13%         | 135,247                      | 17%                            |
| 50.01 - 100 MZ    | 466           | 2%            | 163           | 88           | 215        | 29,499.4       | 15%         | 146,320                      | 18%                            |
| Más de 100 MZ     | 415           | 2%            | 77            | 50           | 288        | 79,396.3       | 40%         | 176,375                      | 22%                            |
| <b>Total</b>      | <b>24,683</b> | <b>100.0%</b> | <b>15,116</b> | <b>8,577</b> | <b>990</b> | <b>200,025</b> | <b>100%</b> | <b>790,920</b>               | <b>100%</b>                    |
| <b>Porcentaje</b> | <b>100.0%</b> |               | <b>61%</b>    | <b>35%</b>   | <b>4%</b>  |                |             |                              |                                |

\* Datos al 31 julio de 2022



## CONSEJO SALVADOREÑO DEL CAFÉ

# ESTADÍSTICAS CAFETALERAS AL 31 DE AGOSTO DE 2022 INFORME OFICIAL



Lic. Tomas Bonilla  
Jefe de Estudios Económicos y  
Estadísticas Cafetaleras



RESUMEN DE LAS PRINCIPALES ESTADÍSTICAS CAFETALERAS  
AL 31 DE AGOSTO DE 2022

|   |                                                                 |                                                                                                                                 |
|---|-----------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------|
| 1 | Producción Cosecha 2021-22<br>(Cifras preliminares)             | 920,180.0 qq-oro uva.<br>17% superior a lo recolectado en la cosecha 2020-2021 que fue de 789,590 qq-oro uva, a la misma fecha. |
|   | Producción Cosecha 2020-21                                      | 790,920.0 qq-oro uva.<br>7% superior a lo recolectado en la cosecha 2019-2020 que fue de 740,120 qq-oro uva, a la misma fecha.  |
| 2 | Exportaciones 2021-22<br>(Cifras preliminares)                  | Volumen: 654,131. qq                                                                                                            |
|   |                                                                 | Valor : \$ 155.35 millones                                                                                                      |
|   |                                                                 | Precio promedio : \$ 237.50 qq                                                                                                  |
|   | Exportaciones 2020-21<br>(Cifras preliminares)                  | Volumen: 617,229.0 qq<br>Valor : \$ 108.10 millones<br>Precio promedio : \$ 175.13 qq                                           |
| 3 | Cosecha 2021-22 vendida al exterior                             | Volumen: 698,846. qq                                                                                                            |
|   |                                                                 | Valor : \$ 169.09 millones                                                                                                      |
|   |                                                                 | Precio promedio : \$ 241.96 qq                                                                                                  |
|   | Cosecha 2020-21 vendida al exterior                             | Volumen: 631,847. qq                                                                                                            |
|   |                                                                 | Valor : \$ 111.78 millones                                                                                                      |
|   |                                                                 | Precio promedio : \$ 176.92 qq                                                                                                  |
| 4 | Precio promedio internacional del café<br>(Bolsa de Nueva York) | 2019: \$ 101.99 el qq                                                                                                           |
|   |                                                                 | 2020: \$ 111.44 el qq                                                                                                           |
|   |                                                                 | 2021: \$ 169.44 el qq                                                                                                           |
|   |                                                                 | 2022: \$ 226.59 qq al 31 de agosto de 2022                                                                                      |
| 5 | Registro de actores de la cadena                                | Productores Registrados : 24,762                                                                                                |
|   |                                                                 | Beneficiadores : 70                                                                                                             |
|   |                                                                 | Pergamineros : 57                                                                                                               |
|   |                                                                 | Exportadores : 140                                                                                                              |
|   |                                                                 | Torrefactores : 33                                                                                                              |
| 6 | Empleos café                                                    | Cosecha 2021-22: 46.01 miles empleos permanentes<br>11.50 millones de jornales, sobre 920,180 qq oro uva.                       |
|   |                                                                 | Cosecha 2020-21: 39.55 miles empleos permanentes<br>9.89 millones de jornales, sobre 790,920 qq oro uva.                        |
|   |                                                                 | Cosecha 2019-20: 37.01 miles empleos permanentes<br>9.25 millones de jornales, sobre 740,100. qq oro uva.                       |
| 7 | Área Cafetalera                                                 | 200,025. Mz. (Según registro de productores)                                                                                    |

## HISTORIAL PRODUCCION DE CAFÉ

| Cosecha | QQ Oro-Uva | Cosecha  | QQ Oro-Uva |
|---------|------------|----------|------------|
| 1989/90 | 3,636,500  | 2009/10  | 1,500,306  |
| 1990/91 | 3,537,100  | 2010/11  | 2,614,000  |
| 1991/92 | 3,153,700  | 2011/12  | 1,624,211  |
| 1992/93 | 4,306,200  | 2012/13  | 1,730,000  |
| 1993/94 | 3,403,300  | 2013/14  | 700,025    |
| 1994/95 | 3,360,600  | 2014/15  | 925,160    |
| 1995/96 | 3,239,100  | 2015/16  | 784,740    |
| 1996/97 | 3,305,900  | 2016/17  | 845,600    |
| 1997/98 | 3,002,400  | 2017/18  | 905,425    |
| 1998/99 | 2,621,900  | 2018/19  | 955,115    |
| 1999/00 | 3,712,600  | 2019/20  | 740,100    |
| 2000/01 | 2,406,098  | 2020/21  | 790,920    |
| 2001/02 | 2,383,076  | 2021/22* | 920,180    |
| 2002/03 | 1,963,400  |          |            |
| 2003/04 | 1,911,281  |          |            |
| 2004/05 | 1,858,020  |          |            |
| 2005/06 | 1,935,185  |          |            |
| 2006/07 | 1,740,025  |          |            |
| 2007/08 | 2,119,810  |          |            |
| 2008/09 | 1,985,625  |          |            |

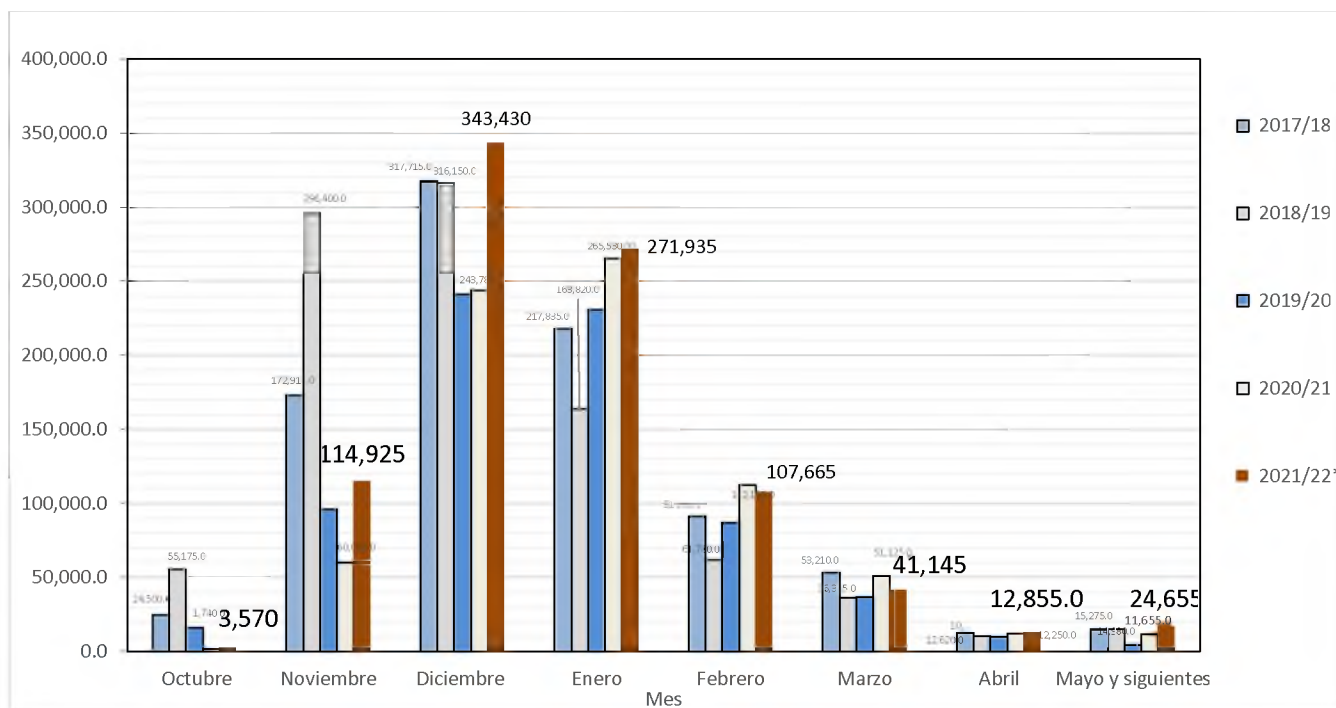
\* Datos preliminares al 31 de agosto de 2022

## RECEPCION DE CAFÉ INFORMADA POR LOS BENEFICIADORES

| Mes                 | COSECHAS   |       |            |       |            |       |            |       |            |       |            |       |
|---------------------|------------|-------|------------|-------|------------|-------|------------|-------|------------|-------|------------|-------|
|                     | 2016/17    | %     | 2017/18    | %     | 2018/19    | %     | 2019/20    | %     | 2020/21    | %     | 2021/22*   | %     |
|                     | qq-oro-uva |       | qq-oro-uva |       | qq-oro-uva |       | qq-oro-uva |       | qq-oro-uva |       | qq-oro-uva |       |
| Octubre             | 21,580.0   | 2.6%  | 24,500.0   | 2.7%  | 55,175.0   | 5.8%  | 15,865.0   | 2.1%  | 2,100.0    | 0.3%  | 3,570.0    | 0.4%  |
| Noviembre           | 188,330.0  | 22.3% | 172,910.0  | 19.1% | 296,400.0  | 31.0% | 96,060.0   | 13.0% | 55,485.0   | 7.0%  | 114,925.0  | 12.5% |
| Diciembre           | 311,815.0  | 36.9% | 317,715.0  | 35.1% | 316,150.0  | 33.1% | 241,245.0  | 32.6% | 246,610.0  | 31.2% | 343,430.0  | 37.3% |
| Enero               | 179,615.0  | 21.2% | 217,835.0  | 24.1% | 163,820.0  | 17.2% | 230,690.0  | 31.2% | 261,750.0  | 33.1% | 271,935.0  | 29.6% |
| Febrero             | 75,030.0   | 8.9%  | 91,360.0   | 10.1% | 61,780.0   | 6.5%  | 91,960.0   | 12.4% | 121,940.0  | 15.4% | 107,665.0  | 11.7% |
| Marzo               | 46,095.0   | 5.5%  | 53,210.0   | 5.9%  | 36,365.0   | 3.8%  | 37,615.0   | 5.1%  | 60,700.0   | 7.7%  | 41,145.0   | 4.5%  |
| Abril               | 12,545.0   | 1.5%  | 12,620.0   | 1.4%  | 10,445.0   | 1.1%  | 11,865.0   | 1.6%  | 19,650.0   | 2.5%  | 12,855.0   | 1.4%  |
| Mayo y siguientes   | 10,590.0   | 1.3%  | 15,275.0   | 1.7%  | 14,980.0   | 1.6%  | 14,800.0   | 2.0%  | 22,685.0   | 2.9%  | 24,655.0   | 2.7%  |
| Recepción acumulada | 845,600.0  | 100   | 905,425.0  | 100   | 955,115.0  | 100   | 740,100.0  | 100   | 790,920.0  | 100   | 920,180.0  | 100   |

\* Datos preliminares al 31 agosto de 2022

La cosecha 2021-2022 según reportes de los beneficios de café es 17 % superior a lo registrado en la cosecha 2020-2021 a la misma fecha que fue de 789,590.0 qq-oro uva.

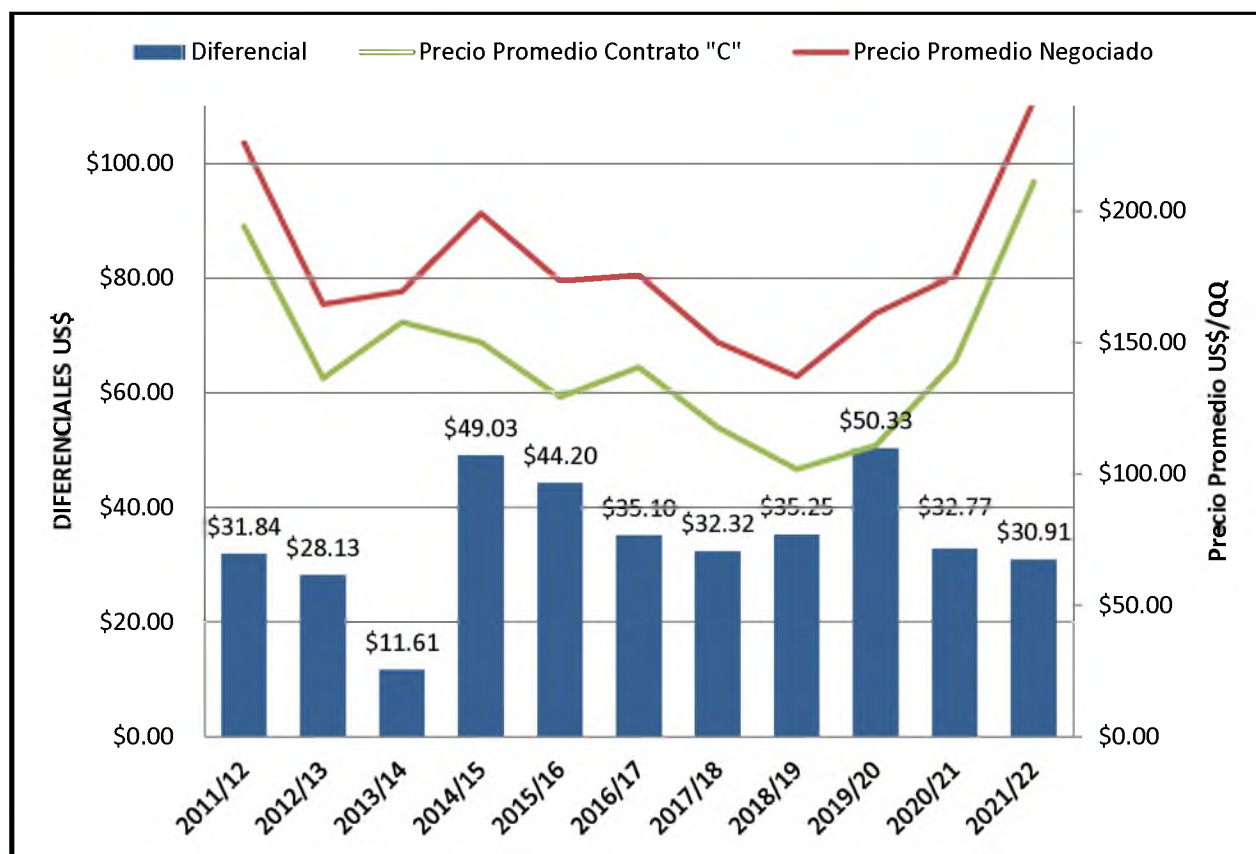


## PRODUCCION DE CAFÉ Y EMPLEO

| Año Cafetalero                                                                           | Producción en QCs Oro Uva | Jornales D/H* | Empleo por año ** |
|------------------------------------------------------------------------------------------|---------------------------|---------------|-------------------|
| 1989/1990                                                                                | 3,636,500                 | 45,456,250    | 181,825           |
| 1990/1991                                                                                | 3,537,100                 | 44,213,750    | 176,855           |
| 1991/1992                                                                                | 3,153,700                 | 39,421,250    | 157,685           |
| 1992/1993                                                                                | 4,306,200                 | 53,827,500    | 215,310           |
| 1993/1994                                                                                | 3,403,300                 | 42,541,250    | 170,165           |
| 1994/1995                                                                                | 3,360,600                 | 42,007,500    | 168,030           |
| 1995/1996                                                                                | 3,239,100                 | 40,488,750    | 161,955           |
| 1996/1997                                                                                | 3,305,900                 | 41,323,750    | 165,295           |
| 1997/1998                                                                                | 3,002,400                 | 37,530,000    | 150,120           |
| 1998/1999                                                                                | 2,621,900                 | 32,773,750    | 131,095           |
| 1999/2000                                                                                | 3,712,600                 | 46,407,500    | 185,630           |
| 2000/2001                                                                                | 2,406,098                 | 30,076,225    | 120,305           |
| 2001/2002                                                                                | 2,383,076                 | 27,405,374    | 109,621           |
| 2002/2003                                                                                | 1,963,400                 | 16,688,900    | 66,756            |
| 2003/2004                                                                                | 1,911,281                 | 16,245,889    | 64,984            |
| 2004/2005                                                                                | 1,858,020                 | 15,793,170    | 63,173            |
| 2005/2006                                                                                | 1,935,185                 | 20,319,443    | 81,278            |
| 2006/2007                                                                                | 1,740,025                 | 21,750,313    | 87,001            |
| 2007/2008                                                                                | 2,119,810                 | 26,497,625    | 105,991           |
| 2008/2009                                                                                | 1,985,625                 | 24,820,313    | 99,281            |
| 2009/2010                                                                                | 1,500,306                 | 18,753,825    | 75,015            |
| 2010/2011                                                                                | 2,614,000                 | 32,675,000    | 130,700           |
| 2011/2012                                                                                | 1,624,211                 | 20,302,638    | 81,211            |
| 2012/2013                                                                                | 1,730,000                 | 21,625,000    | 86,500            |
| 2013/2014                                                                                | 700,025                   | 8,750,313     | 35,001            |
| 2014/2015                                                                                | 925,160                   | 11,564,500    | 46,258            |
| 2015/2016                                                                                | 784,740                   | 9,809,250     | 39,237            |
| 2016/2017                                                                                | 845,600                   | 10,570,000    | 42,280            |
| 2017/2018                                                                                | 905,425                   | 11,317,813    | 45,271            |
| 2018/2019                                                                                | 955,115                   | 11,938,938    | 47,756            |
| 2019/2020                                                                                | 740,100                   | 9,251,250     | 37,005            |
| 2020/2021                                                                                | 790,920                   | 9,886,500     | 39,546            |
| 2021/2022***                                                                             | 920,180                   | 11,502,250    | 46,009            |
| *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 agosto de 2022                        |                           |               |                   |

## HISTORIAL DE PRECIOS "C" DEL CONTRATO SPOT US\$/QQ

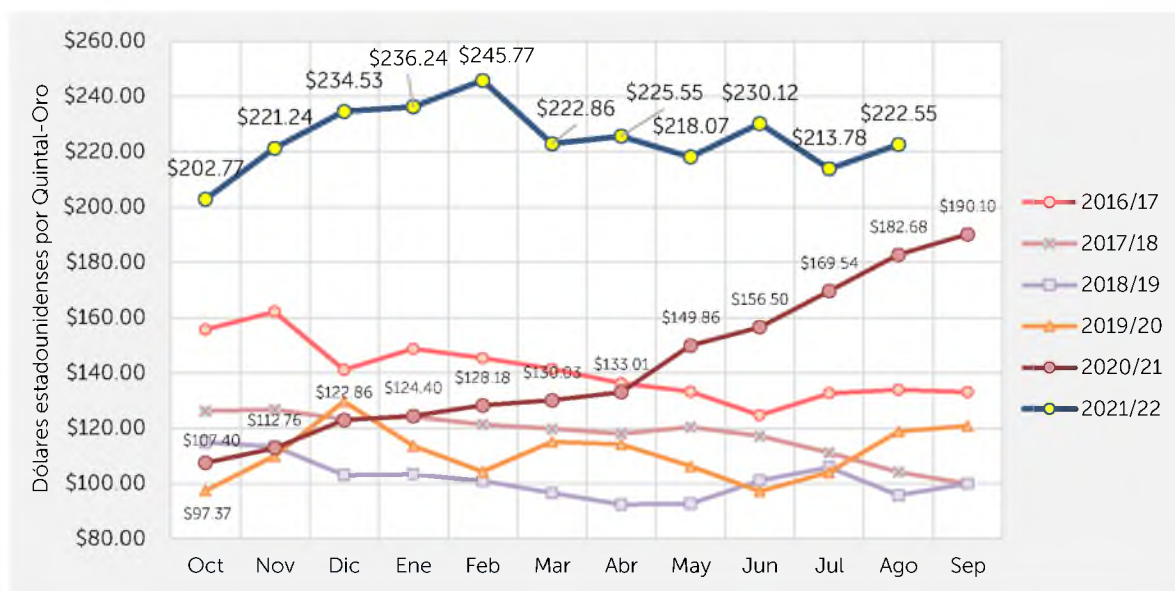
| AÑO     | Precio<br>Máximo | Precio<br>Mínimo | Promedio<br>Anual | Precio<br>Negociado | Precio<br>Diferencial |
|---------|------------------|------------------|-------------------|---------------------|-----------------------|
|         | US\$/QQ          | US\$/QQ          | US\$/QQ           | 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          | \$149.97            | \$32.32               |
| 2018/19 | \$122.55         | \$87.05          | \$101.68          | \$136.93            | \$35.25               |
| 2019/20 | \$138.95         | \$92.90          | \$110.80          | \$161.13            | \$50.33               |
| 2020/21 | \$207.80         | \$102.80         | \$142.58          | \$175.35            | \$32.77               |
| 2021/22 | \$258.35         | \$191.90         | \$211.05          | \$241.96            | \$30.91               |



\* Datos al 31 de agosto de 2022

## PRECIO PROMEDIO MENSUAL DEL CONTRATO "C" EN NUEVA YORK

| Año Cafetalero        | 2015/16         | 2016/17         | 2017/18         | 2018/19         | 2019/20         | 2020/21         | 2021/22         |
|-----------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Octubre               | \$125.13        | \$155.60        | \$126.12        | \$114.85        | \$97.37         | \$107.40        | \$202.77        |
| Noviembre             | \$118.77        | \$162.05        | \$126.71        | \$113.29        | \$109.91        | \$112.76        | \$221.24        |
| Diciembre             | \$121.93        | \$141.02        | \$123.19        | \$103.04        | \$129.59        | \$122.86        | \$234.53        |
| Enero                 | \$117.01        | \$148.69        | \$124.09        | \$103.35        | \$113.57        | \$124.40        | \$236.24        |
| Febrero               | \$116.92        | \$145.35        | \$121.29        | \$100.93        | \$104.26        | \$128.18        | \$245.77        |
| Marzo                 | \$125.74        | \$141.39        | \$119.76        | \$96.47         | \$114.98        | \$130.03        | \$222.86        |
| Abril                 | \$122.97        | \$136.16        | \$117.93        | \$92.38         | \$114.14        | \$133.01        | \$225.55        |
| Mayo                  | \$124.97        | \$133.20        | \$120.31        | \$92.63         | \$106.19        | \$149.86        | \$218.07        |
| Junio                 | \$135.74        | \$124.68        | \$117.06        | \$101.06        | \$97.14         | \$156.50        | \$230.12        |
| Julio                 | \$145.18        | \$132.53        | \$111.06        | \$105.79        | \$104.00        | \$169.54        | \$213.78        |
| Agosto                | \$141.55        | \$133.87        | \$104.06        | \$95.67         | \$118.78        | \$182.68        | \$222.55        |
| Septiembre            | \$152.29        | \$132.99        | \$99.93         | \$99.90         | \$120.82        | \$190.10        |                 |
| <b>Promedio Anual</b> | <b>\$129.20</b> | <b>\$140.51</b> | <b>\$117.65</b> | <b>\$101.84</b> | <b>\$110.80</b> | <b>\$142.49</b> | <b>\$224.69</b> |



PRECIOS "C" DEL CONTRATO SPOT  
 US\$/QQ AGOSTO 2022

| Fecha           | Apertura        | Alto            | Bajo            | Cierre          | Cambio          | Cambio %    |
|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------------|
| 1/8/2022        | \$217.55        | \$222.20        | \$210.40        | \$213.20        | -\$ 4.00        | -1.8%       |
| 2/8/2022        | \$211.70        | \$212.80        | \$205.90        | \$209.90        | -\$ 3.30        | -1.5%       |
| 3/8/2022        | \$207.80        | \$218.55        | \$207.40        | \$214.65        | \$ 4.75         | 2.3%        |
| 4/8/2022        | \$214.80        | \$220.45        | \$214.15        | \$219.30        | \$ 4.65         | 2.2%        |
| 5/8/2022        | \$220.10        | \$221.95        | \$208.55        | \$209.45        | -\$ 9.85        | -4.5%       |
| 8/8/2022        | \$210.40        | \$215.70        | \$207.50        | \$211.85        | \$ 2.40         | 1.1%        |
| 9/8/2022        | \$212.00        | \$213.50        | \$208.20        | \$212.75        | \$ 0.90         | 0.4%        |
| 10/8/2022       | \$212.75        | \$221.35        | \$212.60        | \$220.45        | \$ 7.70         | 3.6%        |
| 11/8/2022       | \$221.20        | \$224.45        | \$215.25        | \$223.95        | \$ 3.50         | 1.6%        |
| 12/8/2022       | \$223.85        | \$227.70        | \$221.25        | \$226.60        | \$ 2.65         | 1.2%        |
| 15/8/2022       | \$226.05        | \$226.25        | \$221.65        | \$225.50        | -\$ 1.10        | -0.5%       |
| 16/8/2022       | \$224.90        | \$225.00        | \$218.70        | \$219.35        | -\$ 6.15        | -2.7%       |
| 17/8/2022       | \$219.00        | \$222.10        | \$215.90        | \$217.45        | -\$ 1.90        | -0.9%       |
| 18/8/2022       | \$218.00        | \$220.70        | \$214.35        | \$214.70        | -\$ 2.75        | -1.3%       |
| 19/8/2022       | \$215.20        | \$217.55        | \$212.60        | \$215.95        | \$ 1.25         | 0.6%        |
| 22/8/2022       | \$215.00        | \$225.60        | \$213.55        | \$224.30        | \$ 8.35         | 3.9%        |
| 23/8/2022       | \$221.40        | \$228.60        | \$219.60        | \$228.25        | \$ 7.05         | 3.2%        |
| 24/8/2022       | \$228.10        | \$240.00        | \$228.00        | \$239.00        | \$ 10.75        | 4.7%        |
| 25/8/2022       | \$238.30        | \$242.95        | \$237.15        | \$239.50        | \$ 0.50         | 0.2%        |
| 26/8/2022       | \$237.95        | \$241.90        | \$235.75        | \$238.10        | -\$ 1.40        | -0.6%       |
| 29/8/2022       | \$237.20        | \$238.60        | \$233.55        | \$236.60        | -\$ 1.50        | -0.6%       |
| 30/8/2022       | \$236.10        | \$239.55        | \$234.30        | \$235.20        | -\$ 1.40        | -0.6%       |
| <b>Promedio</b> | <b>\$221.33</b> | <b>\$225.79</b> | <b>\$218.01</b> | <b>\$222.55</b> | <b>\$ 21.10</b> | <b>9.9%</b> |

**HISTORIAL DE EXPORTACIONES  
EJERCICIOS CAFETALEROS 1989/90 AL 2021/22**

| EJERCICIO | QUINTALES | VALOR US \$ | PRECIO PROM. |
|-----------|-----------|-------------|--------------|
| 1989/90   | 3,025,675 | 244,151,136 | 80.69        |
| 1990/91   | 2,630,125 | 212,132,116 | 80.65        |
| 1991/92   | 2,838,195 | 166,560,472 | 58.69        |
| 1992/93   | 3,905,721 | 232,943,077 | 59.64        |
| 1993/94   | 2,721,204 | 248,148,115 | 91.19        |
| 1994/95   | 2,166,831 | 356,489,942 | 164.52       |
| 1995/96   | 2,948,300 | 335,683,233 | 113.86       |
| 1996/97   | 3,711,867 | 505,619,079 | 136.22       |
| 1997/98   | 2,774,448 | 383,068,005 | 138.07       |
| 1998/99   | 2,388,530 | 239,220,836 | 100.15       |
| 1999/00   | 3,260,482 | 311,566,062 | 95.56        |
| 2000/01   | 2,223,690 | 130,841,482 | 58.84        |
| 2001/02   | 1,997,361 | 104,953,016 | 52.55        |
| 2002/03   | 1,770,140 | 105,568,164 | 59.64        |
| 2003/04   | 1,783,984 | 122,140,922 | 68.47        |
| 2004/05   | 1,712,027 | 164,520,270 | 96.10        |
| 2005/06   | 1,667,357 | 185,154,215 | 111.05       |
| 2006/07   | 1,593,433 | 184,930,962 | 116.06       |
| 2007/08   | 1,913,571 | 253,897,523 | 132.68       |
| 2008/09   | 1,790,506 | 234,532,452 | 130.99       |
| 2009/10   | 1,299,163 | 191,438,628 | 147.36       |
| 2010/11   | 2,270,241 | 459,772,041 | 202.52       |
| 2011/12   | 1,384,505 | 312,700,714 | 225.86       |
| 2012/13   | 1,531,779 | 251,995,799 | 164.51       |
| 2013/14   | 650,896   | 110,208,767 | 169.32       |
| 2014/15   | 780,211   | 155,291,495 | 199.04       |
| 2015/16   | 633,489   | 109,660,319 | 173.11       |
| 2016/17   | 669,318   | 117,797,191 | 176.00       |
| 2017/18   | 760,778   | 113,970,986 | 149.81       |
| 2018/19   | 742,913   | 103,369,986 | 139.14       |
| 2019/20   | 604,742   | 93,544,465  | 154.68       |
| 2020/21   | 617,229   | 108,098,180 | 175.13       |
| 2021/22*  | 654,131   | 155,354,238 | 237.50       |

\* Datos Preliminares al 31 de agosto de 2022

**HISTORIAL DE EXPORTACIONES  
POR COSECHA  
1989/90 AL 2021/22**

| COSECHA  | VOLUMEN QQS | VALOR       | PRECIO PROM. |
|----------|-------------|-------------|--------------|
| 1989/90  | 3,237,313   | 260,361,934 | 80.43        |
| 1990/91  | 2,815,722   | 222,802,057 | 79.13        |
| 1991/92  | 2,781,486   | 155,647,952 | 55.96        |
| 1992/93  | 3,614,690   | 220,364,942 | 60.96        |
| 1993/94  | 2,805,231   | 267,331,992 | 95.30        |
| 1994/95  | 2,692,827   | 406,589,560 | 150.99       |
| 1995/96  | 3,028,688   | 343,478,972 | 113.41       |
| 1996/97  | 3,019,145   | 431,287,656 | 142.85       |
| 1997/98  | 2,601,018   | 391,641,780 | 150.57       |
| 1998/99  | 2,367,069   | 236,384,596 | 99.86        |
| 1999/00  | 3,360,878   | 314,121,853 | 93.46        |
| 2000/01  | 2,085,730   | 121,940,961 | 58.46        |
| 2001/02  | 2,092,731   | 109,089,635 | 52.13        |
| 2002/03  | 1,722,209   | 104,624,530 | 60.75        |
| 2003/04  | 1,749,474   | 122,566,828 | 70.06        |
| 2004/05  | 1,653,868   | 161,534,472 | 97.67        |
| 2005/06  | 1,725,793   | 191,474,460 | 110.95       |
| 2006/07  | 1,555,004   | 181,929,271 | 117.00       |
| 2007/08  | 1,875,998   | 250,387,076 | 133.47       |
| 2008/09  | 1,788,618   | 234,515,948 | 131.12       |
| 2009/10  | 1,260,979   | 187,523,565 | 148.71       |
| 2010/11  | 2,351,842   | 476,001,840 | 202.40       |
| 2011/12  | 1,404,636   | 309,877,115 | 220.61       |
| 2012/13  | 1,518,778   | 248,452,001 | 163.59       |
| 2013/14  | 558,741     | 99,967,712  | 178.92       |
| 2014/15  | 791,663     | 156,699,824 | 197.94       |
| 2015/16  | 642,657     | 111,385,372 | 173.32       |
| 2016/17  | 692,621     | 119,899,500 | 173.11       |
| 2017/18  | 749,998     | 112,449,153 | 149.93       |
| 2018/19  | 765,439     | 105,151,857 | 137.37       |
| 2019/20  | 571,965     | 92,161,449  | 161.13       |
| 2020/21* | 624,403     | 110,044,136 | 176.24       |
| 2021/22* | 619,572     | 148,312,936 | 239.38       |

\* Datos Preliminares al 31 de agosto de 2022

\*Cosecha exportándose actualmente.

**HISTORIAL DE EXPORTACIONES  
POR AÑO CALENDARIO  
1990 AL 2022**

| AÑO  | VOLUMEN QQS | VALOR       | PRECIO PROM. |
|------|-------------|-------------|--------------|
| 1990 | 3,240,306   | 261,342,070 | 80.65        |
| 1991 | 2,803,540   | 222,170,040 | 79.25        |
| 1992 | 2,762,837   | 154,301,991 | 55.85        |
| 1993 | 3,843,985   | 236,990,880 | 61.65        |
| 1994 | 2,733,749   | 275,466,844 | 100.77       |
| 1995 | 2,358,735   | 364,358,773 | 154.47       |
| 1996 | 3,027,207   | 341,931,591 | 112.95       |
| 1997 | 3,621,004   | 521,761,060 | 144.09       |
| 1998 | 2,216,121   | 326,021,493 | 147.11       |
| 1999 | 2,499,791   | 248,989,338 | 99.60        |
| 2000 | 3,307,563   | 302,844,247 | 91.56        |
| 2001 | 2,019,353   | 116,565,899 | 57.72        |
| 2002 | 2,062,760   | 108,827,019 | 52.76        |
| 2003 | 1,745,643   | 105,510,108 | 60.44        |
| 2004 | 1,750,504   | 122,962,119 | 70.24        |
| 2005 | 1,673,497   | 164,780,906 | 98.47        |
| 2006 | 1,697,973   | 189,891,573 | 111.83       |
| 2007 | 1,611,294   | 188,117,236 | 116.75       |
| 2008 | 1,924,020   | 257,028,859 | 133.59       |
| 2009 | 1,747,301   | 230,329,333 | 131.82       |
| 2010 | 1,389,173   | 212,277,712 | 152.81       |
| 2011 | 2,213,172   | 462,051,644 | 208.77       |
| 2012 | 1,402,537   | 300,577,689 | 214.31       |
| 2013 | 1,442,074   | 234,291,397 | 162.47       |
| 2014 | 607,410     | 109,914,709 | 180.96       |
| 2015 | 755,594     | 149,444,432 | 197.78       |
| 2016 | 634,501     | 109,707,366 | 172.90       |
| 2017 | 698,099     | 120,147,757 | 172.11       |
| 2018 | 759,444     | 113,389,160 | 149.31       |
| 2019 | 722,342     | 100,896,751 | 139.68       |
| 2020 | 586,765     | 92,694,016  | 157.97       |
| 2021 | 628,334     | 111,039,962 | 176.72       |
| 2022 | 617,445     | 148,044,538 | 239.77       |

\* Datos Preliminares al 31 de agosto de 2022

## EXPORTACIONES DE CAFÉ MENSUALES

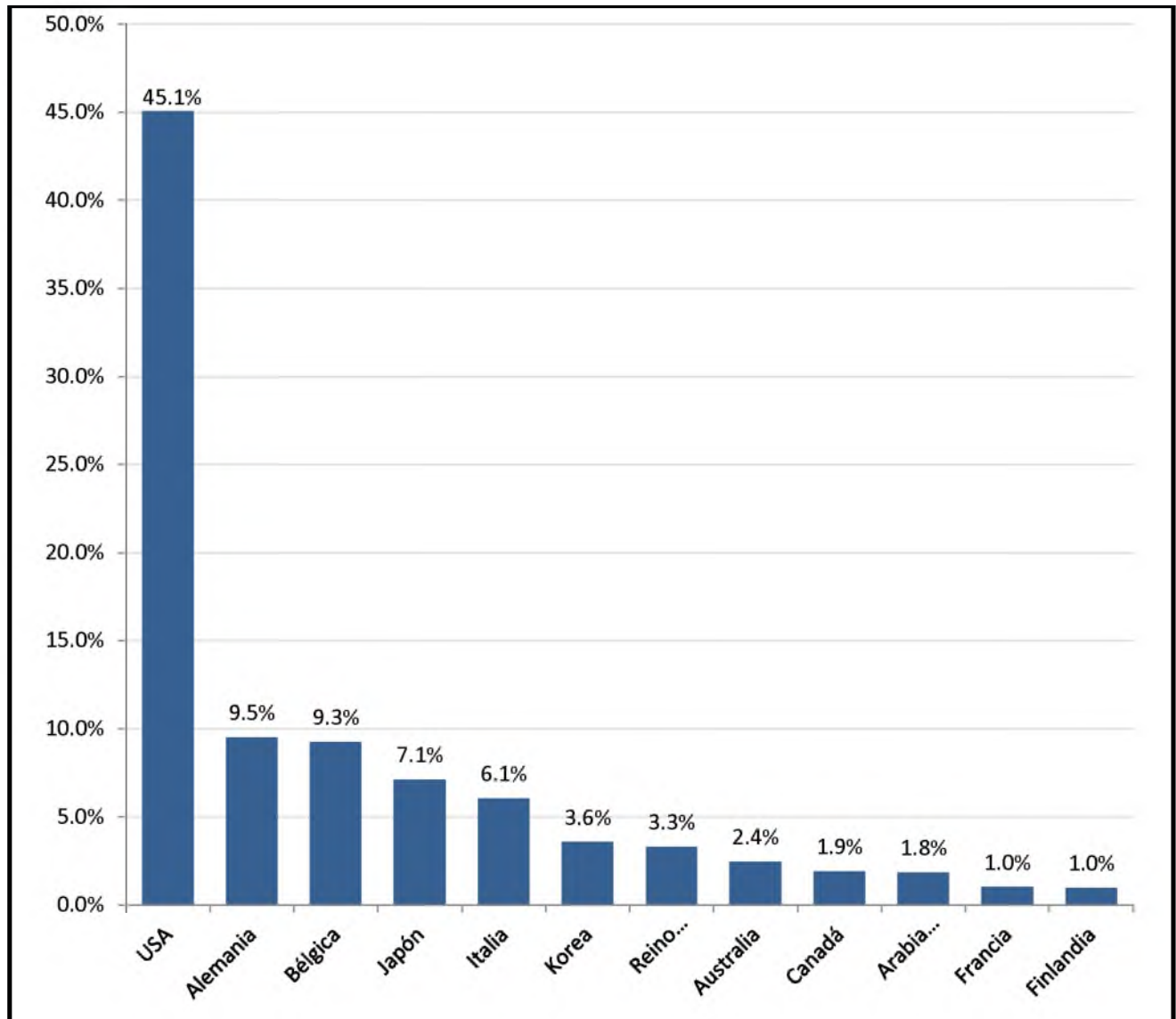
| MES                                     | EJERCICIO 2020/2021 |                |                      | EJERCICIO 2021/2022* |             |                      | DIFERENCIA % |            |
|-----------------------------------------|---------------------|----------------|----------------------|----------------------|-------------|----------------------|--------------|------------|
|                                         | QUINTALES           | VALOR US\$     | PRECIO PROMEDIO US\$ | QUINTALES            | VALOR US\$  | PRECIO PROMEDIO US\$ | QUINTAL      | VALOR US\$ |
| Octubre.2021                            | 12,805              | 2,413,828      | 188.51               | 21,019               | 3,943,678   | 187.63               | 64.1%        | 63.4%      |
| Noviembre                               | 4,197               | 728,727        | 173.65               | 6,803                | 1,573,383   | 231.28               | 62.1%        | 115.9%     |
| Diciembre                               | 9,291               | 1,334,617      | 143.65               | 8,864                | 1,792,640   | 202.23               | -4.6%        | 34.3%      |
| Enero.2022                              | 23,950              | 3,612,175      | 150.82               | 28,253               | 5,860,610   | 207.43               | 18.0%        | 62.2%      |
| Febrero                                 | 59,714              | 8,868,199      | 148.51               | 71,597               | 15,516,362  | 216.72               | 19.9%        | 75.0%      |
| Marzo                                   | 101,526             | 15,847,728     | 156.09               | 123,259              | 28,126,380  | 228.19               | 21.4%        | 77.5%      |
| Abril                                   | 93,482              | 15,557,109     | 166.42               | 63,884               | 15,448,671  | 241.82               | -31.7%       | -0.7%      |
| Mayo                                    | 73,370              | 13,153,388     | 179.27               | 102,101              | 25,349,485  | 248.28               | 39.2%        | 92.7%      |
| Junio                                   | 112,447             | 21,224,800     | 188.75               | 100,872              | 25,143,386  | 249.26               | -10.3%       | 18.5%      |
| Julio                                   | 59,461              | 11,989,831     | 201.64               | 93,311               | 23,195,882  | 248.59               | 56.9%        | 93.5%      |
| Agosto                                  | 39,884              | 7,841,559      | 196.61               | 34,168               | 9,403,762   | 275.22               | -14.3%       | 19.9%      |
| Septiembre                              | 27,102              | 5,526,218      | 203.91               |                      |             |                      |              |            |
| Del 1 octubre 2021 al 31 de agosto 2022 | 590,127             | 102,571,961    | 173.81               | 654,131              | 155,354,238 | 237.50               | 10.8%        | 51.5%      |
| Total Ejercicio                         | 617,229             | 108,098,179.70 | 175.13               |                      |             |                      |              |            |

\* Cifras preliminares al 31 de agosto de 2022

## EXPORTACIONES DE CAFÉ POR PAIS DESTINO EJERCICIO CAFETALERO

| PAIS            | 2020/2021      |                    |             | 2021/2022*     |                    |             |
|-----------------|----------------|--------------------|-------------|----------------|--------------------|-------------|
|                 | Quintales      | US\$               | %           | Quintales      | US\$               | %           |
| USA             | 303,192        | 50,258,465         | 49.1%       | 294,871        | 65,228,461         | 45.1%       |
| Alemania        | 60,939         | 9,525,272          | 9.9%        | 62,233         | 15,392,657         | 9.5%        |
| Japón           | 59,274         | 10,326,574         | 9.6%        | 46,508         | 11,256,011         | 7.1%        |
| Bélgica         | 27,469         | 4,735,742          | 4.5%        | 60,524         | 15,291,953         | 9.3%        |
| Reino Unido     | 27,091         | 5,542,565          | 4.4%        | 21,523         | 6,139,981          | 3.3%        |
| Italia          | 22,249         | 3,596,408          | 3.6%        | 39,590         | 9,006,104          | 6.1%        |
| Korea           | 21,341         | 3,813,671          | 3.5%        | 23,360         | 5,807,804          | 3.6%        |
| Australia       | 18,465         | 3,812,076          | 3.0%        | 16,019         | 4,440,268          | 2.4%        |
| Arabia Saudita  | 15,161         | 3,929,999          | 2.5%        | 12,040         | 3,841,685          | 1.8%        |
| Canadá          | 13,899         | 2,285,386          | 2.3%        | 12,485         | 3,250,102          | 1.9%        |
| Taiwan          | 13,243         | 2,340,455          | 2.1%        | 1,848          | 621,094            | 0.3%        |
| Francia         | 8,313          | 2,134,360          | 1.3%        | 6,620          | 1,871,201          | 1.0%        |
| Finlandia       | 4,500          | 707,355            | 0.7%        | 6,300          | 1,484,033          | 1.0%        |
| China           | 3,249          | 775,440            | 0.5%        | 26             | 67,794             | 0.0%        |
| Sur Africa      | 2,963          | 464,871            | 0.5%        | 2,955          | 747,788            | 0.5%        |
| Grecia          | 2,490          | 401,888            | 0.4%        | 2,118          | 563,495            | 0.3%        |
| Ucrania         | 1,671          | 317,228            | 0.3%        | 451            | 112,611            | 0.1%        |
| Irlanda         | 1,469          | 472,887            | 0.2%        | 519            | 168,473            | 0.1%        |
| Fed. Rusia      | 1,384          | 363,369            | 0.2%        | 701            | 148,929            | 0.1%        |
| Emiratos Árabes | 1,265          | 404,542            | 0.2%        | 945            | 359,361            | 0.1%        |
| Austria         | 1,101          | 289,577            | 0.2%        | 759            | 244,752            | 0.1%        |
| Israel          | 1,004          | 218,334            | 0.2%        | -              | -                  | 0.0%        |
| España          | 841            | 214,480            | 0.1%        | 1,092          | 364,001            | 0.2%        |
| Noruega         | 753            | 259,612            | 0.1%        | 426            | 191,000            | 0.1%        |
| Rep. Dominicana | 721            | 142,851            | 0.1%        | 3,870          | 795,813            | 0.6%        |
| Polonia         | 500            | 128,401            | 0.1%        | 825            | 201,011            | 0.1%        |
| Nueva Zelanda   | 422            | 84,951             | 0.1%        | 412            | 103,000            | 0.1%        |
| Malasia         | 413            | 68,001             | 0.1%        | 5,211          | 969,353            | 0.8%        |
| Turquia         | 413            | 59,400             | 0.1%        | 8              | 6,939              | 0.0%        |
| Chile           | 355            | 94,856             | 0.1%        | 295            | 103,925            | 0.0%        |
| Kuwait          | 298            | 81,883             | 0.0%        | -              | -                  | 0.0%        |
| Hong Kong       | 246            | 61,812             | 0.0%        | 404            | 172,851            | 0.1%        |
| Honduras        | 236            | 86,573             | 0.0%        | 341            | 75,710             | 0.1%        |
| Países Bajos    | 107            | 26,052             | 0.0%        | 13,094         | 2,417,722          | 2.0%        |
| Singapur        | 73             | 28,644             | 0.0%        | 569            | 182,694            | 0.1%        |
| Belice          | 45             | 10,125             | 0.0%        | 47             | 15,675             | 0.0%        |
| Suecia          | 39             | 14,815             | 0.0%        | 12,593         | 3,039,306          | 1.9%        |
| Qatar           | 24             | 8,363              | 0.0%        | 11             | 9,785              | 0.0%        |
| Rep. Checa      | 10             | 3,179              | 0.0%        | 442            | 93,591             | 0.1%        |
| Bulgaria        | 6              | 7,717              | 0.0%        | 8              | 12,183             | 0.0%        |
| México          | -              | -                  | 0.0%        | 413            | 106,400            | 0.1%        |
| Dinamarca       | -              | -                  | 0.0%        | 120            | 36,000             | 0.0%        |
| Eslovenia       | -              | -                  | 0.0%        | 1,238          | 300,048            | 0.2%        |
| Argentina       | -              | -                  | 0.0%        | 321            | 112,673            | 0.0%        |
| <b>Total</b>    | <b>617,229</b> | <b>108,098,180</b> | <b>100%</b> | <b>654,131</b> | <b>155,354,238</b> | <b>100%</b> |

## EXPORTACIONES DE CAFÉ POR PAÍS DESTINO

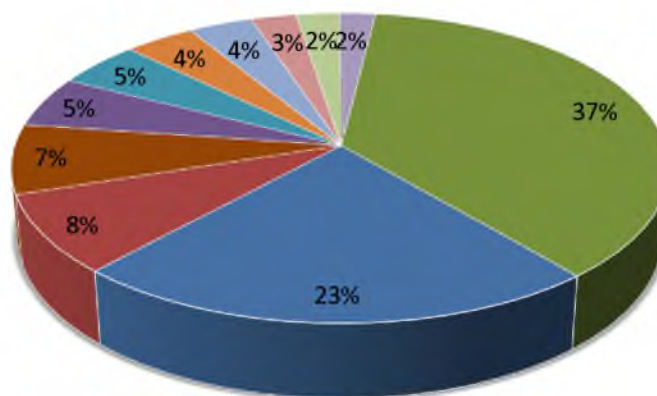


\* Cifras preliminares al 31 de agosto de 2022

## EXPORTACIONES DE CAFÉ POR COMPRADOR EJERCICIO CAFETALERO 2021/2022

| No.   | Comprador                                         | QUINTALES | %     |
|-------|---------------------------------------------------|-----------|-------|
| 1     | ECOM AGROINDUSTRIAL CORP. LTD.                    | 149,344.8 | 22.8% |
| 2     | PARAGON COFFEE TRADING CO. L.P.                   | 53,962.5  | 8.2%  |
| 3     | VOLCAFE USA LLC                                   | 47,437.5  | 7.3%  |
| 4     | LOUIS DREYFUS COMPANY SUISSE SA (COFFEE DIVISION) | 34,650.0  | 5.3%  |
| 5     | BE GREEN TRADING SA                               | 31,350.0  | 4.8%  |
| 6     | BENECKE COFFEE GMBH & CO. KG                      | 25,981.6  | 4.0%  |
| 7     | BLISS PRODUCTS INTL. CORP.                        | 23,587.1  | 3.6%  |
| 8     | WALTER MATTER, S.A.                               | 16,837.5  | 2.6%  |
| 9     | ITOCHU CORPORATION                                | 16,050.0  | 2.5%  |
| 10    | ODYSSEY COFFEES, LLC.                             | 13,130.9  | 2.0%  |
| 11    | INTERKOM SPA                                      | 12,825.0  | 2.0%  |
| 12    | TOP OF THE CROP NV                                | 12,202.5  | 1.9%  |
| 13    | EFICO NV                                          | 11,737.7  | 1.8%  |
| 14    | PANAMERICAN COFFEE TRADING CO. S.A.               | 11,066.8  | 1.7%  |
| 15    | MARUBENI AMERICA CORPORATION                      | 9,657.1   | 1.5%  |
| 16    | FALCON COFFEES LIMITED                            | 8,891.0   | 1.4%  |
| 17    | VOLCAFE LIMITED (LTD)                             | 5,647.5   | 0.9%  |
| 18    | SUCAFINA NA INC                                   | 5,607.7   | 0.9%  |
| 19    | INTERAMERICAN COFFEE GMBH                         | 5,512.8   | 0.8%  |
| 20    | RGC COFFEE INC.                                   | 5,376.5   | 0.8%  |
|       | OTROS                                             | 153,274.2 | 23.4% |
| TOTAL |                                                   | 654,131   | 1%    |

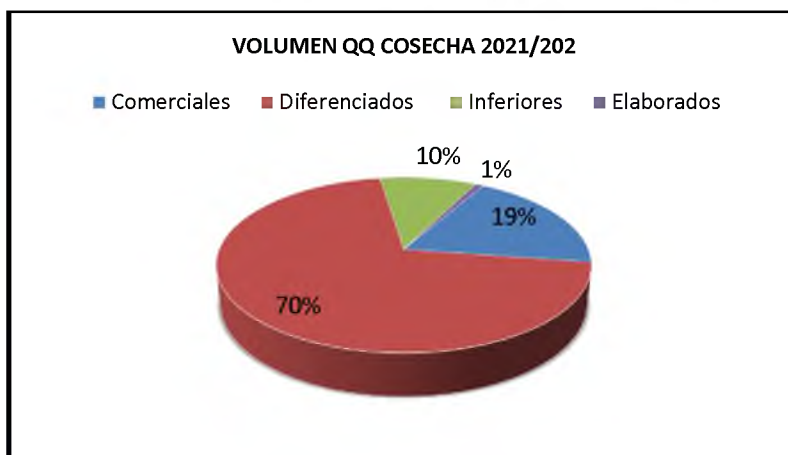
- ECOM AGROINDUSTRIAL CORP. LTD.
- PARAGON COFFEE TRADING CO. L.P.
- VOLCAFE USA LLC
- LOUIS DREYFUS COMPANY SUISSE SA (COFFEE DIVISION)
- BE GREEN TRADING SA
- BENECKE COFFEE GMBH & CO. KG
- BLISS PRODUCTS INTL. CORP.
- WALTER MATTER, S.A.
- ITOCHU CORPORATION
- ODYSSEY COFFEES, LLC.
- Otros



\* Cifras preliminares al 31 de agosto de 2022

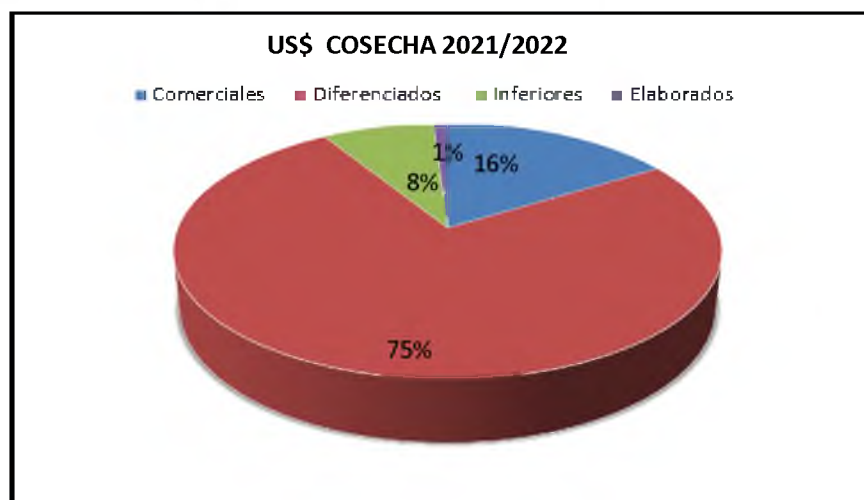
## EXPORTACIONES DE CAFÉ POR CALIDAD

| CALIDAD             | Cifras en qq-oro |             |                |               |
|---------------------|------------------|-------------|----------------|---------------|
|                     | 2020/2021        | % 20/21     | 2021/2022      | % 21/22       |
| COMERCIALES         | 72,544.29        | 11.8%       | 124,390.91     | 19%           |
| CS                  | -                | 0.0%        | -              | 0%            |
| HG                  | 28,230.00        | 4.6%        | 25,365.00      | 4%            |
| SHG                 | 44,314.29        | 7.2%        | 99,025.91      | 15%           |
| Diferenciados       | 490,074.39       | 79.4%       | 459,295.85     | 70%           |
| Gourmet             | 156.14           | 0.0%        | 167.23         | 0%            |
| Orgánico            | 3,586.63         | 0.6%        | 3,471.20       | 1%            |
| Sostenible          | 111,143.73       | 18.0%       | 106,346.30     | 16%           |
| Fair Trade          | 14,347.50        | 2.3%        | 12,757.50      | 2%            |
| Fair Trade/Orgánico | 1,650.00         | 0.3%        | 825.00         | 0%            |
| Gourmet/Sostenible  | -                | 0.0%        | -              | 0%            |
| Orgánico/Sostenible | 3,277.50         | 0.5%        | 3,750.00       | 1%            |
| Grado-Q             | 225.00           | 0.0%        | 1,216.30       | 0%            |
| Natural             | 20,628.66        | 3.3%        | 17,067.51      | 3%            |
| Finos               | 335,059.23       | 54.3%       | 313,694.81     | 48%           |
| Inferiores          | 52,081.50        | 8.4%        | 64,977.00      | 10%           |
| RL                  | 33,654.00        | 5.5%        | 46,342.50      | 7%            |
| RSL                 | -                | 0.0%        | -              | 0%            |
| PV                  | 18,427.50        | 3.0%        | 18,634.50      | 3%            |
| Corriente           | -                | 0.0%        | -              | 0%            |
| Elaborados          | 2,528.49         | 0.4%        | 5,466.85       | 1%            |
| Solubles            | 1,373.70         | 0.2%        | 742.77         | 0%            |
| Tostados            | 1,154.79         | 0.2%        | 4,724.08       | 1%            |
| <b>TOTAL</b>        | <b>617,229</b>   | <b>1.00</b> | <b>654,131</b> | <b>100.0%</b> |



\*Cifras preliminares al 31 de agosto de 2022

| CALIDAD             | Valor (US\$)    |         |                  |         |
|---------------------|-----------------|---------|------------------|---------|
|                     | 2020/2021       | % 20/21 | 2021/2022        | % 21/22 |
| COMERCIALES         | \$ 11,125,670.1 | 10.4%   | \$ 25,193,648.1  | 16.2%   |
| CS                  |                 | 0.0%    | \$ -             | 0.0%    |
| HG                  | \$ 4,070,004.1  | 3.8%    | \$ 5,698,960.2   | 3.7%    |
| SHG                 | \$ 7,055,666.0  | 6.6%    | \$ 19,494,688.0  | 12.5%   |
| DIFERENCIADOS       | \$ 90,213,398.5 | 83.4%   | \$ 116,453,841.8 | 75.0%   |
| Gourmet             | \$ 267,887.6    | 0.2%    | \$ 276,249.3     | 0.2%    |
| Orgánico            | \$ 923,848.4    | 0.9%    | \$ 1,066,761.2   | 0.7%    |
| Sostenible          | \$ 18,380,099.3 | 16.9%   | \$ 24,348,170.2  | 15.7%   |
| Fair Trade          | \$ 2,312,828.5  | 2.1%    | \$ 2,888,273.3   | 1.9%    |
| Fair Trade/Orgánico | \$ 318,450.0    | 0.3%    | \$ 173,250.0     | 0.1%    |
| Gourmet/Sostenible  |                 | 0.0%    | \$ -             | 0.0%    |
| Orgánico/Sostenible | \$ 712,912.5    | 0.7%    | \$ 1,061,700.0   | 0.7%    |
| Grado-Q             | \$ 36,000.0     | 0.0%    | \$ 250,992.2     | 0.2%    |
| Natural             | \$ 6,710,336.2  | 6.1%    | \$ 6,429,535.3   | 4.1%    |
| Finos               | \$ 60,551,036.1 | 56.2%   | \$ 79,958,910.3  | 51.5%   |
| INFERIORES          | \$ 6,066,188.9  | 5.6%    | \$ 12,147,731.1  | 7.8%    |
| RL                  | \$ 4,047,742.8  | 3.8%    | \$ 8,671,003.8   | 5.6%    |
| RSL                 |                 | 0.0%    | \$ -             | 0.0%    |
| PV                  | \$ 2,018,446.1  | 1.9%    | \$ 3,476,727.3   | 2.2%    |
| Corriente           |                 | 0.0%    | \$ -             | 0.0%    |
| ELABORADOS          | \$ 692,922.2    | 0.6%    | \$ 1,559,017.2   | 1.0%    |
| Solubles            | \$ 375,997.6    | 0.3%    | \$ 211,640.9     | 0.1%    |
| Tostados            | \$ 316,924.7    | 0.3%    | \$ 1,347,376.3   | 0.9%    |
| TOTAL               | \$ 108,098,180  | 100.0%  | \$ 155,354,238   | 100.0%  |



\*Cifras preliminares al 31 de agosto de 2022

PRECIO PROMEDIO DE EXPORTACION  
POR SEGMENTO DE CALIDAD

| CALIDAD       | 2015/16                 | 2016/17                 | 2017/18                 | 2018/19                 | 2019/20                 | 2020/21                 | 2021/22                 |
|---------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
|               | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ |
| COMERCIALES   | \$ 139.41               | \$ 144.80               | \$ 122.22               | \$ 109.52               | \$ 128.05               | \$ 153.36               | \$ 202.54               |
| DIFERENCIADOS | \$ 186.19               | \$ 197.70               | \$ 182.63               | \$ 167.10               | \$ 172.59               | \$ 184.08               | \$ 253.55               |
| INFERIORES    | \$ 109.68               | \$ 111.21               | \$ 90.52                | \$ 79.63                | \$ 88.81                | \$ 116.47               | \$ 186.95               |
| ELABORADOS    | \$ 396.09               | \$ 298.53               | \$ 286.36               | \$ 282.51               | \$ 376.59               | \$ 274.05               | \$ 285.18               |
| TOTAL         | \$ 173.11               | \$ 176.00               | \$ 149.81               | \$ 139.14               | \$ 154.68               | \$ 175.13               | \$ 237.50               |

\* Cifras preliminares al 31 de agosto de 2022

## REGISTRO DE PRODUCTORES

### POR CORDILLERA Y GÉNERO

| Región                   | Productores | %    | Hombres | Mujeres | Jurídicos | Mz        | %    | Producción Cosecha 2019/2020 | Producción Cosecha 2020/2021 | % Producción Cosecha 2020/2021 |
|--------------------------|-------------|------|---------|---------|-----------|-----------|------|------------------------------|------------------------------|--------------------------------|
| EL BALSAMO-QUEZALTEPEQUE | 7,365       | 30%  | 3984    | 2606    | 775       | 53,000.0  | 26%  | 192,426                      | 205,639                      | 26%                            |
| ALQTEPEC-METAPAN         | 1,435       | 6%   | 1039    | 396     |           | 4,951.0   | 2%   | 22,203                       | 23,728                       | 3%                             |
| APANECA-ILAMATEPEC       | 9,824       | 40%  | 6283    | 3358    | 183       | 102,060.8 | 51%  | 392,253                      | 419,188                      | 53%                            |
| TECAPA CHINAMECA         | 2,825       | 11%  | 1751    | 1051    | 23        | 23,300.5  | 12%  | 74,010                       | 79,092                       | 10%                            |
| CACAHUATIQUE             | 1,328       | 5%   | 866     | 457     | 5         | 7,412.7   | 4%   | 29,604                       | 27,682                       | 4%                             |
| CHICHONTEPEC             | 1,985       | 8%   | 1244    | 736     | 5         | 9,300.0   | 5%   | 29,604                       | 35,591                       | 5%                             |
| Total                    | 24,762      | 100% | 15,167  | 8,604   | 991       | 200,025   | 100% | 740,100                      | 790,920                      | 100%                           |
| Porcentaje               |             |      | 61%     | 35%     | 4%        |           |      |                              |                              |                                |

### DEPARTAMENTO

| N° | DEPARTAMENTO | NUMERO DE PRODUCTORES |
|----|--------------|-----------------------|
| 1  | SAN SALVADOR | 3,257                 |
| 2  | SANTA ANA    | 5,475                 |
| 3  | SAN MIGUEL   | 1,447                 |
| 4  | LA LIBERTAD  | 3,815                 |
| 5  | USulután     | 1,860                 |
| 6  | SONSONATE    | 2,090                 |
| 7  | LA UNION     | 116                   |
| 8  | LA PAZ       | 1,009                 |
| 9  | CHALATENANGO | 1,240                 |
| 10 | CUSCATLAN    | 355                   |
| 11 | AHUACHAPAN   | 2,672                 |
| 12 | MORAZAN      | 799                   |
| 13 | SAN VICENTE  | 556                   |
| 14 | CABAÑAS      | 71                    |
|    | TOTAL:       | 24,762                |

\* Datos al 31 de agosto de 2022

## ESTRATOS SEGÚN ÁREA CULTIVADA EN MANZANAS

| ÁREA           | PRODUCTORES | %      | HOMBRES | MUJERES | JURIDICOS | MZ.      | % MZ | Producción Cosecha 2020/2021 | % Producción Cosecha 2020/2021 |
|----------------|-------------|--------|---------|---------|-----------|----------|------|------------------------------|--------------------------------|
| 0.1- 5 MZ      | 19,578      | 79%    | 12,460  | 7,033   | 85        | 27,616.8 | 14%  | 136,038                      | 17%                            |
| 5.01 - 10 MZ   | 2,008       | 8%     | 1,286   | 661     | 61        | 13,494.6 | 7%   | 70,392                       | 9%                             |
| 10.01 - 25 MZ  | 1,517       | 6%     | 822     | 547     | 148       | 23,148.9 | 12%  | 126,547                      | 16%                            |
| 25.01 - 50 MZ  | 778         | 3%     | 359     | 225     | 194       | 26,869.2 | 13%  | 135,247                      | 17%                            |
| 50.01 - 100 MZ | 465         | 2%     | 162     | 88      | 215       | 29,499.4 | 15%  | 146,320                      | 18%                            |
| Mas de 100 MZ  | 416         | 2%     | 78      | 50      | 288       | 79,396.3 | 40%  | 176,375                      | 22%                            |
| Total          | 24,762      | 100.0% | 15,167  | 8,604   | 991       | 200,025  | 100  | 790,920                      | 100%                           |
| Porcentaje     | 100.0%      |        | 61%     | 35%     | 4%        |          |      |                              |                                |

\* Datos al 31 agosto de 2022



CONSEJO SALVADOREÑO DEL CAFÉ

ESTADÍSTICAS  
CAFETALERAS  
AL 30 DE SEPTIEMBRE  
DE 2022  
INFORME OFICIAL



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Lic. Tomas Bonilla  
Jefe de Estudios Económicos y  
Estadísticas Cafetaleras

**RESUMEN DE LAS PRINCIPALES ESTADISTICAS CAFETALERAS  
AL 30 DE SEPTIEMBRE DE 2022**

|   |                                                                 |                                                                                                                                 |
|---|-----------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------|
| 1 | Producción Cosecha 2021-22<br>(Cifras preliminares)             | 922,040.0 qq-oro uva.<br>17% superior a lo recolectado en la cosecha 2020-2021 que fue de 790,920 qq-oro uva, a la misma fecha. |
|   | Producción Cosecha 2020-21                                      | 790,920.0 qq-oro uva.<br>7% superior a lo recolectado en la cosecha 2019-2020 que fue de 740,120 qq-oro uva, a la misma fecha.  |
| 2 | Exportaciones 2021-22<br>(Cifras preliminares)                  | Volumen: 692,359. qq                                                                                                            |
|   |                                                                 | Valor : \$ 165.14 millones                                                                                                      |
|   |                                                                 | Precio promedio : \$ 238.52 qq                                                                                                  |
|   | Exportaciones 2020-21<br>(Cifras preliminares)                  | Volumen: 617,229.0 qq<br>Valor : \$ 108.10 millones<br>Precio promedio : \$ 175.13 qq                                           |
| 3 | Cosecha 2021-22 vendida al exterior                             | Volumen: 713,292. qq                                                                                                            |
|   |                                                                 | Valor : \$ 173.27 millones                                                                                                      |
|   |                                                                 | Precio promedio : \$ 242.92qq                                                                                                   |
|   | Cosecha 2020-21 vendida al exterior                             | Volumen: 632,510. qq                                                                                                            |
|   |                                                                 | Valor : \$ 111.86 millones                                                                                                      |
|   |                                                                 | Precio promedio : \$ 176.85 qq                                                                                                  |
| 4 | Precio promedio internacional del café<br>(Bolsa de Nueva York) | 2019: \$ 101.99 el qq                                                                                                           |
|   |                                                                 | 2020: \$ 111.44 el qq                                                                                                           |
|   |                                                                 | 2021: \$ 169.44 el qq                                                                                                           |
|   |                                                                 | 2022: \$ 223.51 qq al 30 de septiembre de 2022                                                                                  |
| 5 | Registro de actores de la cadena                                | Productores Registrados : 24,953                                                                                                |
|   |                                                                 | Beneficiadores : 70                                                                                                             |
|   |                                                                 | Pergamineros : 57                                                                                                               |
|   |                                                                 | Exportadores : 140                                                                                                              |
|   |                                                                 | Torrefactores : 33                                                                                                              |
| 6 | Empleos café                                                    | Cosecha 2021-22: 46.02 miles empleos permanentes<br>11.53 millones de jornales, sobre 922,040 qq oro uva.                       |
|   |                                                                 | Cosecha 2020-21: 39.55 miles empleos permanentes<br>9.89 millones de jornales, sobre 790,920 qq oro uva.                        |
|   |                                                                 | Cosecha 2019-20: 37.01 miles empleos permanentes<br>9.25 millones de jornales, sobre 740,100. qq oro uva.                       |
| 7 | Área Cafetalera                                                 | 200,025. Mz. (Según registro de productores)                                                                                    |

## HISTORIAL PRODUCCION DE CAFÉ

| Cosecha | QQ Oro-Uva | Cosecha  | QQ Oro-Uva |
|---------|------------|----------|------------|
| 1989/90 | 3,636,500  | 2009/10  | 1,500,306  |
| 1990/91 | 3,537,100  | 2010/11  | 2,614,000  |
| 1991/92 | 3,153,700  | 2011/12  | 1,624,211  |
| 1992/93 | 4,306,200  | 2012/13  | 1,730,000  |
| 1993/94 | 3,403,300  | 2013/14  | 700,025    |
| 1994/95 | 3,360,600  | 2014/15  | 925,160    |
| 1995/96 | 3,239,100  | 2015/16  | 784,740    |
| 1996/97 | 3,305,900  | 2016/17  | 845,600    |
| 1997/98 | 3,002,400  | 2017/18  | 905,425    |
| 1998/99 | 2,621,900  | 2018/19  | 955,115    |
| 1999/00 | 3,712,600  | 2019/20  | 740,100    |
| 2000/01 | 2,406,098  | 2020/21  | 790,920    |
| 2001/02 | 2,383,076  | 2021/22* | 922,040    |
| 2002/03 | 1,963,400  |          |            |
| 2003/04 | 1,911,281  |          |            |
| 2004/05 | 1,858,020  |          |            |
| 2005/06 | 1,935,185  |          |            |
| 2006/07 | 1,740,025  |          |            |
| 2007/08 | 2,119,810  |          |            |
| 2008/09 | 1,985,625  |          |            |

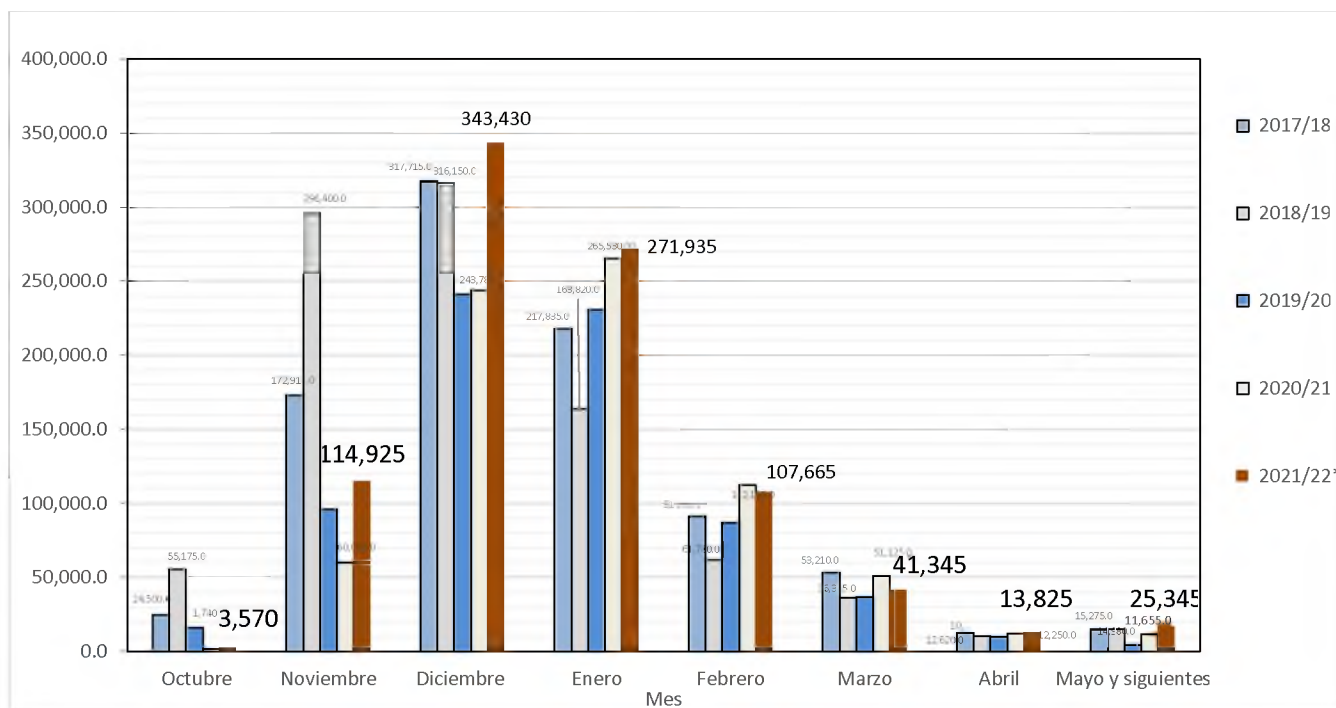
\* Datos preliminares al 30 de septiembre de 2022

## RECEPCION DE CAFÉ INFORMADA POR LOS BENEFICIADORES

| Mes                 | COSECHAS   |       |            |       |            |       |            |       |            |       |            |       |
|---------------------|------------|-------|------------|-------|------------|-------|------------|-------|------------|-------|------------|-------|
|                     | 2016/17    | %     | 2017/18    | %     | 2018/19    | %     | 2019/20    | %     | 2020/21    | %     | 2021/22*   | %     |
|                     | qq-oro-uva |       | qq-oro-uva |       | qq-oro-uva |       | qq-oro-uva |       | qq-oro-uva |       | qq-oro-uva |       |
| Octubre             | 21,580.0   | 2.6%  | 24,500.0   | 2.7%  | 55,175.0   | 5.8%  | 15,865.0   | 2.1%  | 2,100.0    | 0.3%  | 3,570.0    | 0.4%  |
| Noviembre           | 188,330.0  | 22.3% | 172,910.0  | 19.1% | 296,400.0  | 31.0% | 96,060.0   | 13.0% | 55,485.0   | 7.0%  | 114,925.0  | 12.5% |
| Diciembre           | 311,815.0  | 36.9% | 317,715.0  | 35.1% | 316,150.0  | 33.1% | 241,245.0  | 32.6% | 246,610.0  | 31.2% | 343,430.0  | 37.2% |
| Enero               | 179,615.0  | 21.2% | 217,835.0  | 24.1% | 163,820.0  | 17.2% | 230,690.0  | 31.2% | 261,750.0  | 33.1% | 271,935.0  | 29.5% |
| Febrero             | 75,030.0   | 8.9%  | 91,360.0   | 10.1% | 61,780.0   | 6.5%  | 91,960.0   | 12.4% | 121,940.0  | 15.4% | 107,665.0  | 11.7% |
| Marzo               | 46,095.0   | 5.5%  | 53,210.0   | 5.9%  | 36,365.0   | 3.8%  | 37,615.0   | 5.1%  | 60,700.0   | 7.7%  | 41,345.0   | 4.5%  |
| Abril               | 12,545.0   | 1.5%  | 12,620.0   | 1.4%  | 10,445.0   | 1.1%  | 11,865.0   | 1.6%  | 19,650.0   | 2.5%  | 13,825.0   | 1.5%  |
| Mayo y siguientes   | 10,590.0   | 1.3%  | 15,275.0   | 1.7%  | 14,980.0   | 1.6%  | 14,800.0   | 2.0%  | 22,685.0   | 2.9%  | 25,345.0   | 2.7%  |
| Recepción acumulada | 845,600.0  | 100   | 905,425.0  | 100   | 955,115.0  | 100   | 740,100.0  | 100   | 790,920.0  | 100   | 922,040.0  | 100   |

\* Datos preliminares al 30 de septiembre de 2022

La cosecha 2021-2022 según reportes de los beneficios de café es 17 % superior a lo registrado en la cosecha 2020-2021 a la misma fecha que fue de 790,920 qq-oro uva.

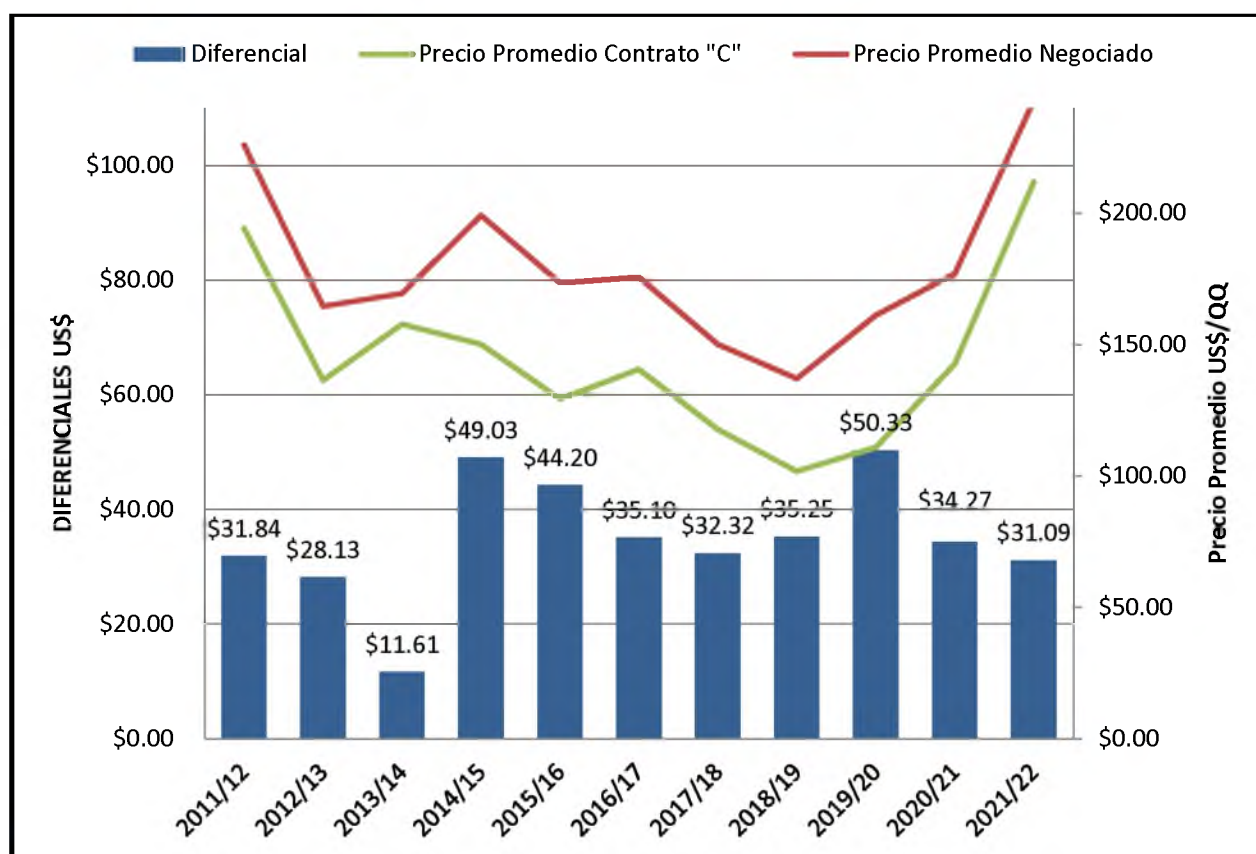


## PRODUCCION DE CAFÉ Y EMPLEO

| Año Cafetalero                                                                           | Producción en QQs Oro Uva | Jornales D/H* | Empleo por año ** |
|------------------------------------------------------------------------------------------|---------------------------|---------------|-------------------|
| 1989/1990                                                                                | 3,636,500                 | 45,456,250    | 181,825           |
| 1990/1991                                                                                | 3,537,100                 | 44,213,750    | 176,855           |
| 1991/1992                                                                                | 3,153,700                 | 39,421,250    | 157,685           |
| 1992/1993                                                                                | 4,306,200                 | 53,827,500    | 215,310           |
| 1993/1994                                                                                | 3,403,300                 | 42,541,250    | 170,165           |
| 1994/1995                                                                                | 3,360,600                 | 42,007,500    | 168,030           |
| 1995/1996                                                                                | 3,239,100                 | 40,488,750    | 161,955           |
| 1996/1997                                                                                | 3,305,900                 | 41,323,750    | 165,295           |
| 1997/1998                                                                                | 3,002,400                 | 37,530,000    | 150,120           |
| 1998/1999                                                                                | 2,621,900                 | 32,773,750    | 131,095           |
| 1999/2000                                                                                | 3,712,600                 | 46,407,500    | 185,630           |
| 2000/2001                                                                                | 2,406,098                 | 30,076,225    | 120,305           |
| 2001/2002                                                                                | 2,383,076                 | 27,405,374    | 109,621           |
| 2002/2003                                                                                | 1,963,400                 | 16,688,900    | 66,756            |
| 2003/2004                                                                                | 1,911,281                 | 16,245,889    | 64,984            |
| 2004/2005                                                                                | 1,858,020                 | 15,793,170    | 63,173            |
| 2005/2006                                                                                | 1,935,185                 | 20,319,443    | 81,278            |
| 2006/2007                                                                                | 1,740,025                 | 21,750,313    | 87,001            |
| 2007/2008                                                                                | 2,119,810                 | 26,497,625    | 105,991           |
| 2008/2009                                                                                | 1,985,625                 | 24,820,313    | 99,281            |
| 2009/2010                                                                                | 1,500,306                 | 18,753,825    | 75,015            |
| 2010/2011                                                                                | 2,614,000                 | 32,675,000    | 130,700           |
| 2011/2012                                                                                | 1,624,211                 | 20,302,638    | 81,211            |
| 2012/2013                                                                                | 1,730,000                 | 21,625,000    | 86,500            |
| 2013/2014                                                                                | 700,025                   | 8,750,313     | 35,001            |
| 2014/2015                                                                                | 925,160                   | 11,564,500    | 46,258            |
| 2015/2016                                                                                | 784,740                   | 9,809,250     | 39,237            |
| 2016/2017                                                                                | 845,600                   | 10,570,000    | 42,280            |
| 2017/2018                                                                                | 905,425                   | 11,317,813    | 45,271            |
| 2018/2019                                                                                | 955,115                   | 11,938,938    | 47,756            |
| 2019/2020                                                                                | 740,100                   | 9,251,250     | 37,005            |
| 2020/2021                                                                                | 790,920                   | 9,886,500     | 39,546            |
| 2021/2022***                                                                             | 922,040                   | 11,525,500    | 46,102            |
| *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 30 de septiembre de 2022                    |                           |               |                   |

## HISTORIAL DE PRECIOS "C" DEL CONTRATO SPOT US\$/QQ

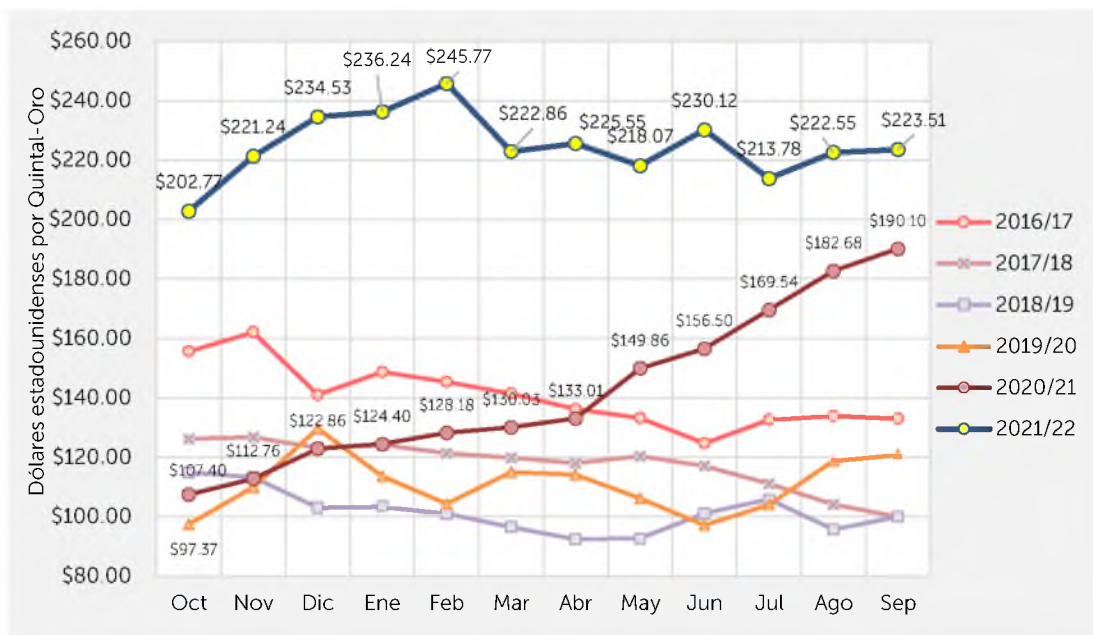
| AÑO     | Precio<br>Máximo | Precio<br>Mínimo | Promedio<br>Anual | Precio<br>Negociado | Precio<br>Diferencial |
|---------|------------------|------------------|-------------------|---------------------|-----------------------|
|         | US\$/QQ          | US\$/QQ          | US\$/QQ           | 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          | \$149.97            | \$32.32               |
| 2018/19 | \$122.55         | \$87.05          | \$101.68          | \$136.93            | \$35.25               |
| 2019/20 | \$138.95         | \$92.90          | \$110.80          | \$161.13            | \$50.33               |
| 2020/21 | \$207.80         | \$102.80         | \$142.58          | \$176.85            | \$34.27               |
| 2021/22 | \$258.35         | \$191.90         | \$211.83          | \$242.92            | \$31.09               |



\* Datos al 30 de septiembre de 2022

## PRECIO PROMEDIO MENSUAL DEL CONTRATO "C" EN NUEVA YORK

| Año Cafetalero        | 2015/16         | 2016/17         | 2017/18         | 2018/19         | 2019/20         | 2020/21         | 2021/22         |
|-----------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Octubre               | \$125.13        | \$155.60        | \$126.12        | \$114.85        | \$97.37         | \$107.40        | \$202.77        |
| Noviembre             | \$118.77        | \$162.05        | \$126.71        | \$113.29        | \$109.91        | \$112.76        | \$221.24        |
| Diciembre             | \$121.93        | \$141.02        | \$123.19        | \$103.04        | \$129.59        | \$122.86        | \$234.53        |
| Enero                 | \$117.01        | \$148.69        | \$124.09        | \$103.35        | \$113.57        | \$124.40        | \$236.24        |
| Febrero               | \$116.92        | \$145.35        | \$121.29        | \$100.93        | \$104.26        | \$128.18        | \$245.77        |
| Marzo                 | \$125.74        | \$141.39        | \$119.76        | \$96.47         | \$114.98        | \$130.03        | \$222.86        |
| Abril                 | \$122.97        | \$136.16        | \$117.93        | \$92.38         | \$114.14        | \$133.01        | \$225.55        |
| Mayo                  | \$124.97        | \$133.20        | \$120.31        | \$92.63         | \$106.19        | \$149.86        | \$218.07        |
| Junio                 | \$135.74        | \$124.68        | \$117.06        | \$101.06        | \$97.14         | \$156.50        | \$230.12        |
| Julio                 | \$145.18        | \$132.53        | \$111.06        | \$105.79        | \$104.00        | \$169.54        | \$213.78        |
| Agosto                | \$141.55        | \$133.87        | \$104.06        | \$95.67         | \$118.78        | \$182.68        | \$222.55        |
| Septiembre            | \$152.29        | \$132.99        | \$99.93         | \$99.90         | \$120.82        | \$190.10        | \$223.51        |
| <b>Promedio Anual</b> | <b>\$129.20</b> | <b>\$140.51</b> | <b>\$117.65</b> | <b>\$101.84</b> | <b>\$110.80</b> | <b>\$142.49</b> | <b>\$224.59</b> |



PRECIOS "C" DEL CONTRATO SPOT  
 US\$/QQ SEPTIEMBRE 2022

| Fecha           | Apertura        | Alto            | Bajo            | Cierre          | Cambio   |
|-----------------|-----------------|-----------------|-----------------|-----------------|----------|
| 1/9/2022        | \$234.60        | \$236.40        | \$231.70        | \$232.50        | -\$ 2.75 |
| 2/9/2022        | \$232.50        | \$234.05        | \$228.25        | \$228.80        | -\$ 3.70 |
| 6/9/2022        | \$228.75        | \$231.55        | \$226.85        | \$230.25        | \$ 1.45  |
| 7/9/2022        | \$229.95        | \$231.00        | \$222.95        | \$223.25        | -\$ 7.00 |
| 8/9/2022        | \$224.25        | \$226.55        | \$220.65        | \$222.20        | -\$ 1.05 |
| 9/9/2022        | \$224.75        | \$230.20        | \$224.10        | \$228.50        | \$ 6.30  |
| 12/9/2022       | \$229.00        | \$230.05        | \$224.10        | \$224.75        | -\$ 3.75 |
| 13/9/2022       | \$224.80        | \$226.00        | \$217.15        | \$220.70        | -\$ 4.05 |
| 14/9/2022       | \$221.45        | \$222.40        | \$214.05        | \$214.85        | -\$ 5.85 |
| 15/9/2022       | \$217.05        | \$217.55        | \$214.30        | \$216.40        | \$ 1.55  |
| 16/9/2022       | \$216.25        | \$216.25        | \$211.35        | \$215.90        | -\$ 0.30 |
| 19/9/2022       | \$214.50        | \$222.10        | \$210.85        | \$221.10        | \$ 6.00  |
| 20/9/2022       | \$222.40        | \$226.45        | \$220.25        | \$225.15        | \$ 4.05  |
| 21/9/2022       | \$224.70        | \$226.40        | \$219.40        | \$221.30        | -\$ 3.85 |
| 22/9/2022       | \$220.75        | \$224.40        | \$218.10        | \$223.55        | \$ 2.25  |
| 23/9/2022       | \$222.40        | \$223.40        | \$217.25        | \$220.45        | -\$ 3.10 |
| 26/9/2022       | \$218.50        | \$232.05        | \$218.40        | \$223.80        | \$ 3.35  |
| 27/9/2022       | \$225.00        | \$229.05        | \$222.90        | \$224.35        | \$ 0.55  |
| 28/9/2022       | \$223.95        | \$229.40        | \$220.35        | \$228.70        | \$ 4.35  |
| 29/9/2022       | \$228.20        | \$229.75        | \$224.20        | \$225.70        | -\$ 3.00 |
| 30/9/2022       | \$225.20        | \$226.45        | \$220.90        | \$221.55        | -\$ 4.15 |
| <b>Promedio</b> | <b>\$224.24</b> | <b>\$227.21</b> | <b>\$220.38</b> | <b>\$223.51</b> |          |

**HISTORIAL DE EXPORTACIONES  
EJERCICIOS CAFETALEROS 1989/90 AL 2021/22**

| EJERCICIO | QUINTALES | VALOR US \$ | PRECIO PROM. |
|-----------|-----------|-------------|--------------|
| 1989/90   | 3,025,675 | 244,151,136 | 80.69        |
| 1990/91   | 2,630,125 | 212,132,116 | 80.65        |
| 1991/92   | 2,838,195 | 166,560,472 | 58.69        |
| 1992/93   | 3,905,721 | 232,943,077 | 59.64        |
| 1993/94   | 2,721,204 | 248,148,115 | 91.19        |
| 1994/95   | 2,166,831 | 356,489,942 | 164.52       |
| 1995/96   | 2,948,300 | 335,683,233 | 113.86       |
| 1996/97   | 3,711,867 | 505,619,079 | 136.22       |
| 1997/98   | 2,774,448 | 383,068,005 | 138.07       |
| 1998/99   | 2,388,530 | 239,220,836 | 100.15       |
| 1999/00   | 3,260,482 | 311,566,062 | 95.56        |
| 2000/01   | 2,223,690 | 130,841,482 | 58.84        |
| 2001/02   | 1,997,361 | 104,953,016 | 52.55        |
| 2002/03   | 1,770,140 | 105,568,164 | 59.64        |
| 2003/04   | 1,783,984 | 122,140,922 | 68.47        |
| 2004/05   | 1,712,027 | 164,520,270 | 96.10        |
| 2005/06   | 1,667,357 | 185,154,215 | 111.05       |
| 2006/07   | 1,593,433 | 184,930,962 | 116.06       |
| 2007/08   | 1,913,571 | 253,897,523 | 132.68       |
| 2008/09   | 1,790,506 | 234,532,452 | 130.99       |
| 2009/10   | 1,299,163 | 191,438,628 | 147.36       |
| 2010/11   | 2,270,241 | 459,772,041 | 202.52       |
| 2011/12   | 1,384,505 | 312,700,714 | 225.86       |
| 2012/13   | 1,531,779 | 251,995,799 | 164.51       |
| 2013/14   | 650,896   | 110,208,767 | 169.32       |
| 2014/15   | 780,211   | 155,291,495 | 199.04       |
| 2015/16   | 633,489   | 109,660,319 | 173.11       |
| 2016/17   | 669,318   | 117,797,191 | 176.00       |
| 2017/18   | 760,778   | 113,970,986 | 149.81       |
| 2018/19   | 742,913   | 103,369,986 | 139.14       |
| 2019/20   | 604,742   | 93,544,465  | 154.68       |
| 2020/21   | 617,229   | 108,098,180 | 175.13       |
| 2021/22*  | 692,359   | 165,139,588 | 238.52       |

\* Datos Preliminares al 30 de septiembre de 2022

**HISTORIAL DE EXPORTACIONES  
POR COSECHA  
1989/90 AL 2021/22**

| COSECHA  | VOLUMEN QQS | VALOR       | PRECIO PROM. |
|----------|-------------|-------------|--------------|
| 1989/90  | 3,237,313   | 260,361,934 | 80.43        |
| 1990/91  | 2,815,722   | 222,802,057 | 79.13        |
| 1991/92  | 2,781,486   | 155,647,952 | 55.96        |
| 1992/93  | 3,614,690   | 220,364,942 | 60.96        |
| 1993/94  | 2,805,231   | 267,331,992 | 95.30        |
| 1994/95  | 2,692,827   | 406,589,560 | 150.99       |
| 1995/96  | 3,028,688   | 343,478,972 | 113.41       |
| 1996/97  | 3,019,145   | 431,287,656 | 142.85       |
| 1997/98  | 2,601,018   | 391,641,780 | 150.57       |
| 1998/99  | 2,367,069   | 236,384,596 | 99.86        |
| 1999/00  | 3,360,878   | 314,121,853 | 93.46        |
| 2000/01  | 2,085,730   | 121,940,961 | 58.46        |
| 2001/02  | 2,092,731   | 109,089,635 | 52.13        |
| 2002/03  | 1,722,209   | 104,624,530 | 60.75        |
| 2003/04  | 1,749,474   | 122,566,828 | 70.06        |
| 2004/05  | 1,653,868   | 161,534,472 | 97.67        |
| 2005/06  | 1,725,793   | 191,474,460 | 110.95       |
| 2006/07  | 1,555,004   | 181,929,271 | 117.00       |
| 2007/08  | 1,875,998   | 250,387,076 | 133.47       |
| 2008/09  | 1,788,618   | 234,515,948 | 131.12       |
| 2009/10  | 1,260,979   | 187,523,565 | 148.71       |
| 2010/11  | 2,351,842   | 476,001,840 | 202.40       |
| 2011/12  | 1,404,636   | 309,877,115 | 220.61       |
| 2012/13  | 1,518,778   | 248,452,001 | 163.59       |
| 2013/14  | 558,741     | 99,967,712  | 178.92       |
| 2014/15  | 791,663     | 156,699,824 | 197.94       |
| 2015/16  | 642,657     | 111,385,372 | 173.32       |
| 2016/17  | 692,621     | 119,899,500 | 173.11       |
| 2017/18  | 749,998     | 112,449,153 | 149.93       |
| 2018/19  | 765,439     | 105,151,857 | 137.37       |
| 2019/20  | 571,965     | 92,161,449  | 161.13       |
| 2020/21* | 624,403     | 110,044,136 | 176.24       |
| 2021/22* | 657,801     | 158,098,285 | 240.34       |

\* Datos Preliminares al 30 de septiembre de 2022

\*Cosecha exportándose actualmente.

**HISTORIAL DE EXPORTACIONES  
POR AÑO CALENDARIO  
1990 AL 2022**

| AÑO  | VOLUMEN QQS | VALOR       | PRECIO PROM. |
|------|-------------|-------------|--------------|
| 1990 | 3,240,306   | 261,342,070 | 80.65        |
| 1991 | 2,803,540   | 222,170,040 | 79.25        |
| 1992 | 2,762,837   | 154,301,991 | 55.85        |
| 1993 | 3,843,985   | 236,990,880 | 61.65        |
| 1994 | 2,733,749   | 275,466,844 | 100.77       |
| 1995 | 2,358,735   | 364,358,773 | 154.47       |
| 1996 | 3,027,207   | 341,931,591 | 112.95       |
| 1997 | 3,621,004   | 521,761,060 | 144.09       |
| 1998 | 2,216,121   | 326,021,493 | 147.11       |
| 1999 | 2,499,791   | 248,989,338 | 99.60        |
| 2000 | 3,307,563   | 302,844,247 | 91.56        |
| 2001 | 2,019,353   | 116,565,899 | 57.72        |
| 2002 | 2,062,760   | 108,827,019 | 52.76        |
| 2003 | 1,745,643   | 105,510,108 | 60.44        |
| 2004 | 1,750,504   | 122,962,119 | 70.24        |
| 2005 | 1,673,497   | 164,780,906 | 98.47        |
| 2006 | 1,697,973   | 189,891,573 | 111.83       |
| 2007 | 1,611,294   | 188,117,236 | 116.75       |
| 2008 | 1,924,020   | 257,028,859 | 133.59       |
| 2009 | 1,747,301   | 230,329,333 | 131.82       |
| 2010 | 1,389,173   | 212,277,712 | 152.81       |
| 2011 | 2,213,172   | 462,051,644 | 208.77       |
| 2012 | 1,402,537   | 300,577,689 | 214.31       |
| 2013 | 1,442,074   | 234,291,397 | 162.47       |
| 2014 | 607,410     | 109,914,709 | 180.96       |
| 2015 | 755,594     | 149,444,432 | 197.78       |
| 2016 | 634,501     | 109,707,366 | 172.90       |
| 2017 | 698,099     | 120,147,757 | 172.11       |
| 2018 | 759,444     | 113,389,160 | 149.31       |
| 2019 | 722,342     | 100,896,751 | 139.68       |
| 2020 | 586,765     | 92,694,016  | 157.97       |
| 2021 | 628,334     | 111,039,962 | 176.72       |
| 2022 | 655,674     | 157,829,887 | 240.71       |

\* Datos Preliminares al 30 de septiembre de 2022

## EXPORTACIONES DE CAFÉ MENSUALES

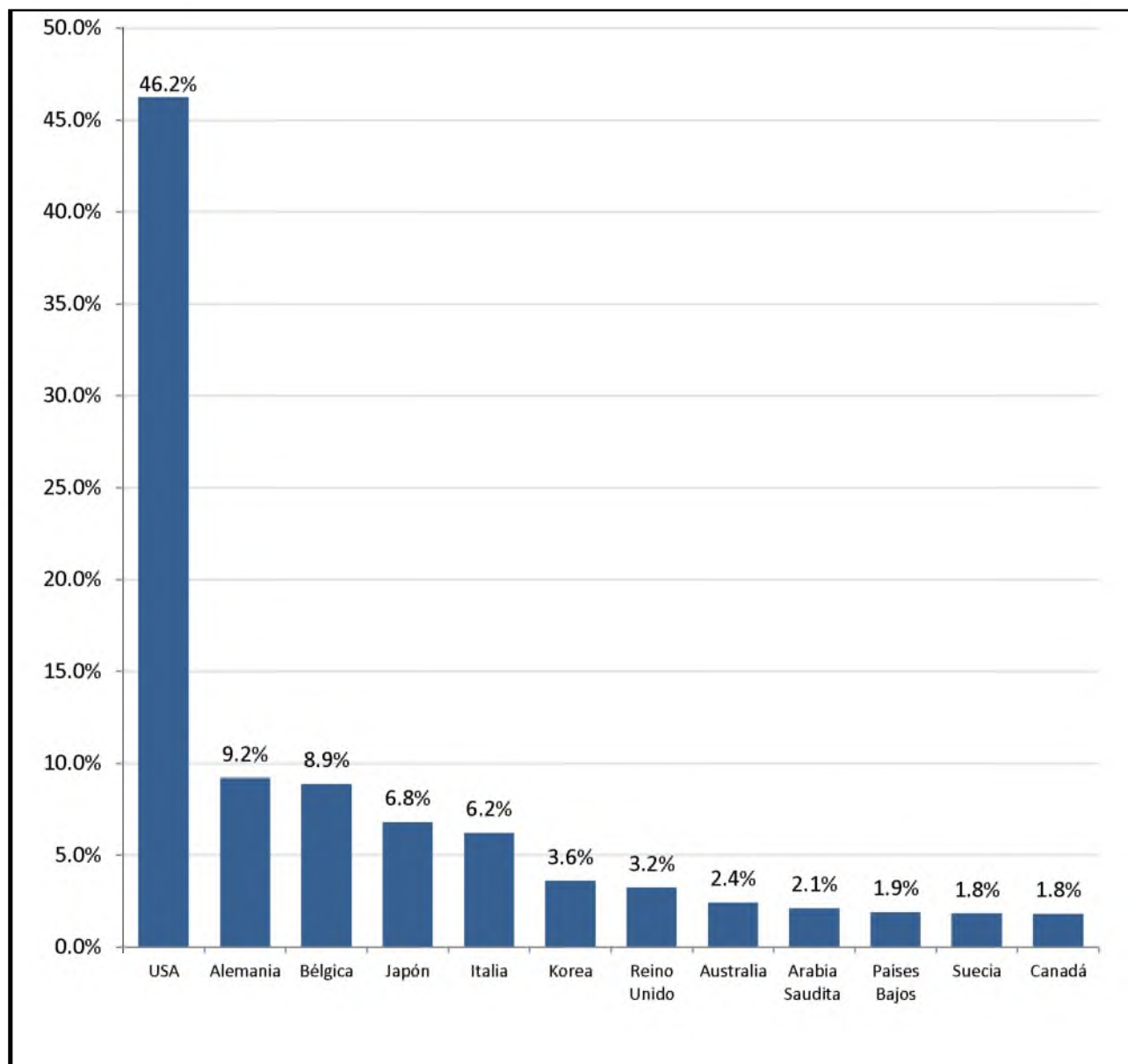
| MES                                         | EJERCICIO 2020/2021 |                |                      | EJERCICIO 2021/2022* |             |                      | DIFERENCIA % |            |
|---------------------------------------------|---------------------|----------------|----------------------|----------------------|-------------|----------------------|--------------|------------|
|                                             | QUINTALES           | VALOR US\$     | PRECIO PROMEDIO US\$ | QUINTALES            | VALOR US\$  | PRECIO PROMEDIO US\$ | QUINTAL      | VALOR US\$ |
| Octubre.2021                                | 12,805              | 2,413,828      | 188.51               | 21,019               | 3,943,678   | 187.63               | 64.1%        | 63.4%      |
| Noviembre                                   | 4,197               | 728,727        | 173.65               | 6,803                | 1,573,383   | 231.28               | 62.1%        | 115.9%     |
| Diciembre                                   | 9,291               | 1,334,617      | 143.65               | 8,864                | 1,792,640   | 202.23               | -4.6%        | 34.3%      |
| Enero.2022                                  | 23,950              | 3,612,175      | 150.82               | 28,253               | 5,860,610   | 207.43               | 18.0%        | 62.2%      |
| febrero                                     | 59,714              | 8,868,199      | 148.51               | 71,597               | 15,516,362  | 216.72               | 19.9%        | 75.0%      |
| Marzo                                       | 101,526             | 15,847,728     | 156.09               | 123,259              | 28,126,380  | 228.19               | 21.4%        | 77.5%      |
| Abril                                       | 93,482              | 15,557,109     | 166.42               | 64,709               | 15,630,348  | 241.55               | -30.8%       | 0.5%       |
| Mayo                                        | 73,370              | 13,153,388     | 179.27               | 101,444              | 25,233,832  | 248.75               | 38.3%        | 91.8%      |
| Junio                                       | 112,447             | 21,224,800     | 188.75               | 100,672              | 25,067,091  | 249.00               | -10.5%       | 18.1%      |
| Julio                                       | 59,461              | 11,989,831     | 201.64               | 94,529               | 23,589,652  | 249.55               | 59.0%        | 96.7%      |
| Agosto                                      | 39,884              | 7,841,559      | 196.61               | 40,156               | 11,003,010  | 274.00               | 0.7%         | 40.3%      |
| Septiembre                                  | 27,102              | 5,526,218      | 203.91               | 31,055               | 7,802,604   | 251.25               | 14.6%        | 41.2%      |
| Del 1 octubre 2021 al 30 de septiembre 2022 | 617,229             | 108,098,180    | 175.13               | 692,359              | 165,139,588 | 238.52               | 12.2%        | 52.8%      |
| Total Ejercicio                             | 617,229             | 108,098,179.70 | 175.13               |                      |             |                      |              |            |

\* Cifras preliminares al 30 de septiembre de 2022

## EXPORTACIONES DE CAFÉ POR PAIS DESTINO EJERCICIO CAFETALERO

| PAIS            | 2020/2021      |                    |             | 2021/2022*     |                    |             |
|-----------------|----------------|--------------------|-------------|----------------|--------------------|-------------|
|                 | Quintales      | US\$               | %           | Quintales      | US\$               | %           |
| USA             | 303,192        | 50,258,465         | 49.1%       | 320,123        | 71,089,605         | 46.2%       |
| Alemania        | 60,939         | 9,525,272          | 9.9%        | 63,640         | 15,840,363         | 9.2%        |
| Japón           | 59,274         | 10,326,574         | 9.6%        | 46,999         | 11,435,773         | 6.8%        |
| Bélgica         | 27,469         | 4,735,742          | 4.5%        | 61,424         | 15,513,895         | 8.9%        |
| Reino Unido     | 27,091         | 5,542,565          | 4.4%        | 22,249         | 6,389,142          | 3.2%        |
| Italia          | 22,249         | 3,596,408          | 3.6%        | 43,018         | 9,793,602          | 6.2%        |
| Korea           | 21,341         | 3,813,671          | 3.5%        | 24,908         | 6,312,796          | 3.6%        |
| Australia       | 18,465         | 3,812,076          | 3.0%        | 16,694         | 4,658,505          | 2.4%        |
| Arabia Saudita  | 15,161         | 3,929,999          | 2.5%        | 14,568         | 4,717,688          | 2.1%        |
| Canadá          | 13,899         | 2,285,386          | 2.3%        | 12,485         | 3,250,102          | 1.8%        |
| Taiwan          | 13,243         | 2,340,455          | 2.1%        | 1,857          | 624,451            | 0.3%        |
| Francia         | 8,313          | 2,134,360          | 1.3%        | 6,997          | 2,044,511          | 1.0%        |
| Finlandia       | 4,500          | 707,355            | 0.7%        | 6,300          | 1,484,033          | 0.9%        |
| China           | 3,249          | 775,440            | 0.5%        | 26             | 67,794             | 0.0%        |
| Sur Africa      | 2,963          | 464,871            | 0.5%        | 2,955          | 747,788            | 0.4%        |
| Grecia          | 2,490          | 401,888            | 0.4%        | 2,118          | 563,495            | 0.3%        |
| Ucrania         | 1,671          | 317,228            | 0.3%        | 451            | 112,611            | 0.1%        |
| Irlanda         | 1,469          | 472,887            | 0.2%        | 519            | 168,473            | 0.1%        |
| Fed. Rusia      | 1,384          | 363,369            | 0.2%        | 1,113          | 265,254            | 0.2%        |
| Emiratos Árabes | 1,265          | 404,542            | 0.2%        | 945            | 359,361            | 0.1%        |
| Austria         | 1,101          | 289,577            | 0.2%        | 759            | 244,752            | 0.1%        |
| Israel          | 1,004          | 218,334            | 0.2%        | -              | -                  | 0.0%        |
| España          | 841            | 214,480            | 0.1%        | 1,092          | 364,001            | 0.2%        |
| Noruega         | 753            | 259,612            | 0.1%        | 426            | 191,000            | 0.1%        |
| Rep. Dominicana | 721            | 142,851            | 0.1%        | 4,221          | 883,226            | 0.6%        |
| Polonia         | 500            | 128,401            | 0.1%        | 825            | 201,011            | 0.1%        |
| Nueva Zelanda   | 422            | 84,951             | 0.1%        | 412            | 103,000            | 0.1%        |
| Malasia         | 413            | 68,001             | 0.1%        | 5,211          | 969,353            | 0.8%        |
| Turquia         | 413            | 59,400             | 0.1%        | 8              | 6,939              | 0.0%        |
| Chile           | 355            | 94,856             | 0.1%        | 295            | 103,925            | 0.0%        |
| Kuwait          | 298            | 81,883             | 0.0%        | 74             | 42,170             | 0.0%        |
| Hong Kong       | 246            | 61,812             | 0.0%        | 404            | 172,851            | 0.1%        |
| Honduras        | 236            | 86,573             | 0.0%        | 341            | 75,710             | 0.0%        |
| Países Bajos    | 107            | 26,052             | 0.0%        | 13,094         | 2,417,722          | 1.9%        |
| Singapur        | 73             | 28,644             | 0.0%        | 569            | 182,694            | 0.1%        |
| Belice          | 45             | 10,125             | 0.0%        | 97             | 32,006             | 0.0%        |
| Suecia          | 39             | 14,815             | 0.0%        | 12,593         | 3,039,306          | 1.8%        |
| Qatar           | 24             | 8,363              | 0.0%        | 11             | 9,785              | 0.0%        |
| Rep. Checa      | 10             | 3,179              | 0.0%        | 442            | 93,591             | 0.1%        |
| Bulgaria        | 6              | 7,717              | 0.0%        | 8              | 12,183             | 0.0%        |
| México          | -              | -                  | 0.0%        | 413            | 106,400            | 0.1%        |
| Dinamarca       | -              | -                  | 0.0%        | 120            | 36,000             | 0.0%        |
| Eslovenia       | -              | -                  | 0.0%        | 1,238          | 300,048            | 0.2%        |
| Argentina       | -              | -                  | 0.0%        | 321            | 112,673            | 0.0%        |
| <b>Total</b>    | <b>617,229</b> | <b>108,098,180</b> | <b>100%</b> | <b>692,359</b> | <b>165,139,588</b> | <b>100%</b> |

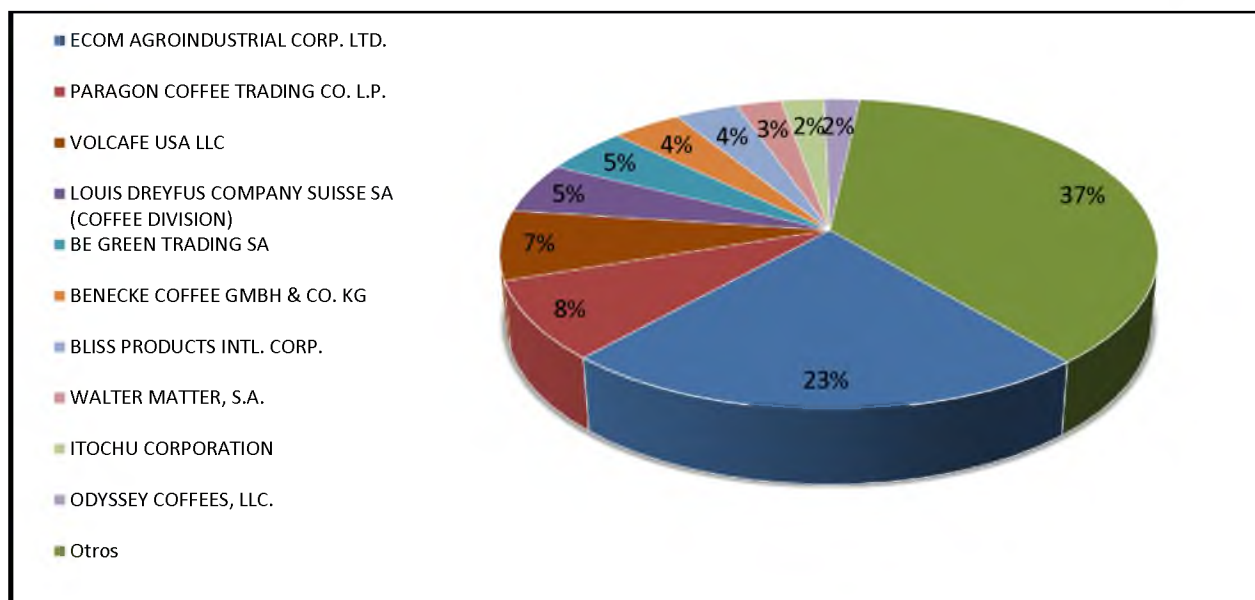
## EXPORTACIONES DE CAFÉ POR PAÍS DESTINO



\* Cifras preliminares al 30 de septiembre de 2022

**EXPORTACIONES DE CAFÉ POR COMPRADOR  
EJERCICIO CAFETALERO 2021/2022**

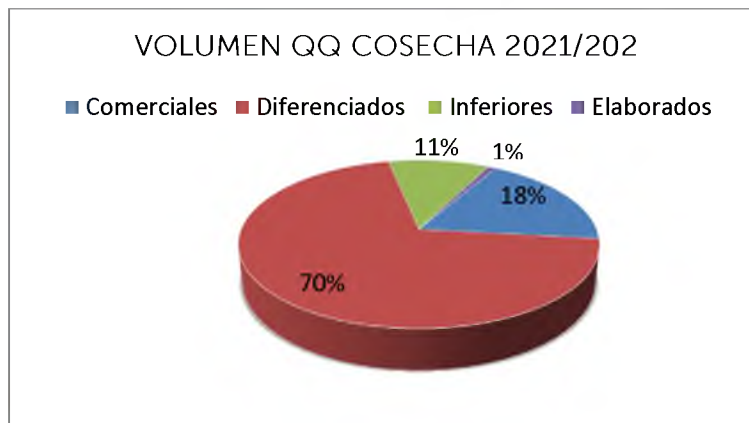
| No.   | Comprador                                         | QUINTALES | %     |
|-------|---------------------------------------------------|-----------|-------|
| 1     | ECOM AGROINDUSTRIAL CORP. LTD.                    | 149,772.3 | 21.6% |
| 2     | PARAGON COFFEE TRADING CO. L.P.                   | 63,009.0  | 9.1%  |
| 3     | VOLCAFE USA LLC                                   | 54,450.0  | 7.9%  |
| 4     | LOUIS DREYFUS COMPANY SUISSE SA (COFFEE DIVISION) | 35,887.5  | 5.2%  |
| 5     | BE GREEN TRADING SA                               | 33,412.5  | 4.8%  |
| 6     | BENECKE COFFEE GMBH & CO. KG                      | 25,981.6  | 3.8%  |
| 7     | BLISS PRODUCTS INTL. CORP.                        | 23,999.6  | 3.5%  |
| 8     | WALTER MATTER, S.A.                               | 16,837.5  | 2.4%  |
| 9     | ITOCHU CORPORATION                                | 16,050.0  | 2.3%  |
| 10    | ODYSSEY COFFEES, LLC.                             | 14,368.4  | 2.1%  |
| 11    | INTERKOM SPA                                      | 14,107.5  | 2.0%  |
| 12    | TOP OF THE CROP NV                                | 13,065.0  | 1.9%  |
| 13    | EFICO NV                                          | 11,737.7  | 1.7%  |
| 14    | PANAMERICAN COFFEE TRADING CO. S.A.               | 11,066.8  | 1.6%  |
| 15    | MARUBENI AMERICA CORPORATION                      | 9,657.1   | 1.4%  |
| 16    | FALCON COFFEES LIMITED                            | 9,303.5   | 1.3%  |
| 17    | SUCAFINA NA INC                                   | 6,600.7   | 1.0%  |
| 18    | VOLCAFE LIMITED (LTD)                             | 5,647.5   | 0.8%  |
| 19    | CAFE IMPORTS                                      | 5,587.2   | 0.8%  |
| 20    | INTERAMERICAN COFFEE GMBH                         | 5,512.8   | 0.8%  |
|       | OTROS                                             | 166,305.4 | 24.0% |
| TOTAL |                                                   | 692,360   | 1%    |



\* Cifras preliminares al 30 de septiembre de 2022

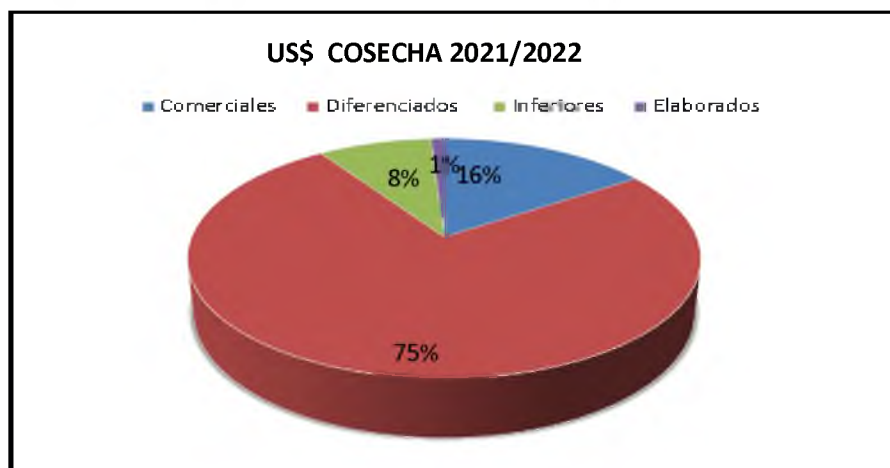
## EXPORTACIONES DE CAFÉ POR CALIDAD

| CALIDAD             | Cifras en qq-oro |         |            |         |
|---------------------|------------------|---------|------------|---------|
|                     | 2020/2021        | % 20/21 | 2021/2022  | % 21/22 |
| COMERCIALES         | 72,544.29        | 11.8%   | 127,555.30 | 18%     |
| CS                  | -                | 0.0%    | 1,282.50   | 0%      |
| HG                  | 28,230.00        | 4.6%    | 25,815.00  | 4%      |
| SHG                 | 44,314.29        | 7.2%    | 100,457.80 | 15%     |
| Diferenciados       | 490,074.39       | 79.4%   | 484,520.07 | 70%     |
| Gourmet             | 156.14           | 0.0%    | 167.23     | 0%      |
| Orgánico            | 3,586.63         | 0.6%    | 3,471.20   | 1%      |
| Sostenible          | 111,143.73       | 18.0%   | 108,423.80 | 16%     |
| Fair Trade          | 14,347.50        | 2.3%    | 12,757.50  | 2%      |
| Fair Trade/Orgánico | 1,650.00         | 0.3%    | 825.00     | 0%      |
| Gourmet/Sostenible  | -                | 0.0%    | -          | 0%      |
| Orgánico/Sostenible | 3,277.50         | 0.5%    | 3,750.00   | 1%      |
| Grado-Q             | 225.00           | 0.0%    | 1,216.30   | 0%      |
| Natural             | 20,628.66        | 3.3%    | 19,919.36  | 3%      |
| Finos               | 335,059.23       | 54.3%   | 333,989.68 | 48%     |
| Inferiores          | 52,081.50        | 8.4%    | 74,466.00  | 11%     |
| RL                  | 33,654.00        | 5.5%    | 53,634.00  | 8%      |
| RSL                 | -                | 0.0%    | -          | 0%      |
| PV                  | 18,427.50        | 3.0%    | 20,832.00  | 3%      |
| Corriente           | -                | 0.0%    | -          | 0%      |
| Elaborados          | 2,528.49         | 0.4%    | 5,818.09   | 1%      |
| Solubles            | 1,373.70         | 0.2%    | 742.77     | 0%      |
| Tostados            | 1,154.79         | 0.2%    | 5,075.32   | 1%      |
| TOTAL               | 617,229          | 1.00    | 692,359    | 100.0%  |



\*Cifras preliminares al 30 de septiembre de 2022

| CALIDAD             | Valor (US\$)    |         |                  |         |
|---------------------|-----------------|---------|------------------|---------|
|                     | 2020/2021       | % 20/21 | 2021/2022        | % 21/22 |
| COMERCIALES         | \$ 11,125,670.1 | 10.4%   | \$ 25,911,060.2  | 15.7%   |
| CS                  | -               | 0.0%    | \$ 254,768.6     | 0.2%    |
| HG                  | \$ 4,070,004.1  | 3.8%    | \$ 5,807,860.2   | 3.5%    |
| SHG                 | \$ 7,055,666.0  | 6.6%    | \$ 19,848,431.4  | 12.0%   |
| DIFERENCIADOS       | \$ 90,213,398.5 | 83.4%   | \$ 123,559,871.1 | 74.8%   |
| Gourmet             | \$ 267,887.6    | 0.2%    | \$ 276,249.3     | 0.2%    |
| Orgánico            | \$ 923,848.4    | 0.9%    | \$ 1,066,761.2   | 0.6%    |
| Sostenible          | \$ 18,380,099.3 | 16.9%   | \$ 24,890,211.2  | 15.1%   |
| Fair Trade          | \$ 2,312,828.5  | 2.1%    | \$ 2,888,273.3   | 1.7%    |
| Fair Trade/Orgánico | \$ 318,450.0    | 0.3%    | \$ 173,250.0     | 0.1%    |
| Gourmet/Sostenible  | -               | 0.0%    | \$ -             | 0.0%    |
| Orgánico/Sostenible | \$ 712,912.5    | 0.7%    | \$ 1,061,700.0   | 0.6%    |
| Grado-Q             | \$ 36,000.0     | 0.0%    | \$ 250,992.2     | 0.2%    |
| Natural             | \$ 6,710,336.2  | 6.1%    | \$ 7,545,386.1   | 4.6%    |
| Finos               | \$ 60,551,036.1 | 56.2%   | \$ 85,407,047.8  | 51.7%   |
| INFERIORES          | \$ 6,066,188.9  | 5.6%    | \$ 14,022,226.1  | 8.5%    |
| RL                  | \$ 4,047,742.8  | 3.8%    | \$ 10,128,678.8  | 6.1%    |
| RSL                 | -               | 0.0%    | \$ -             | 0.0%    |
| PV                  | \$ 2,018,446.1  | 1.9%    | \$ 3,893,547.3   | 2.4%    |
| Corriente           | -               | 0.0%    | \$ -             | 0.0%    |
| ELABORADOS          | \$ 692,922.2    | 0.6%    | \$ 1,646,430.3   | 1.0%    |
| Solubles            | \$ 375,997.6    | 0.3%    | \$ 211,640.9     | 0.1%    |
| Tostados            | \$ 316,924.7    | 0.3%    | \$ 1,434,789.4   | 0.9%    |
| TOTAL               | \$ 108,098,180  | 100.0%  | \$ 165,139,588   | 100.0%  |



\*Cifras preliminares al 30 de septiembre de 2022

PRECIO PROMEDIO DE EXPORTACION  
POR SEGMENTO DE CALIDAD

| CALIDAD       | 2015/16                 | 2016/17                 | 2017/18                 | 2018/19                 | 2019/20                 | 2020/21                 | 2021/22                 |
|---------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
|               | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ | Precio Promedio US\$/QQ |
| COMERCIALES   | \$ 139.41               | \$ 144.80               | \$ 122.22               | \$ 109.52               | \$ 128.05               | \$ 153.36               | \$ 203.14               |
| DIFERENCIADOS | \$ 186.19               | \$ 197.70               | \$ 182.63               | \$ 167.10               | \$ 172.59               | \$ 184.08               | \$ 255.01               |
| INFERIORES    | \$ 109.68               | \$ 111.21               | \$ 90.52                | \$ 79.63                | \$ 88.81                | \$ 116.47               | \$ 188.30               |
| ELABORADOS    | \$ 396.09               | \$ 298.53               | \$ 286.36               | \$ 282.51               | \$ 376.59               | \$ 274.05               | \$ 282.98               |
| TOTAL         | \$ 173.11               | \$ 176.00               | \$ 149.81               | \$ 139.14               | \$ 154.68               | \$ 175.13               | \$ 238.52               |

\* Cifras preliminares al 30 de septiembre de 2022

## REGISTRO DE PRODUCTORES

### POR CORDILLERA Y GÉNERO

| Región                   | Productores | %    | Hombres | Mujeres | Jurídicos | Mz        | %    | Producción Cosecha 2020/2021 | Producción Cosecha 2021/2022 | % Producción Cosecha 2021/2022 |
|--------------------------|-------------|------|---------|---------|-----------|-----------|------|------------------------------|------------------------------|--------------------------------|
| EL BALSAMO-QUEZALTEPEQUE | 7,433       | 30%  | 4022    | 2632    | 779       | 53,000.0  | 26%  | 205,639                      | 239,730                      | 26%                            |
| ALQTEPEC-METAPAN         | 1,438       | 6%   | 1040    | 396     | 2         | 4,951.0   | 2%   | 23,728                       | 27,661                       | 3%                             |
| APANECA-ILAMATEPEC       | 9,926       | 40%  | 6342    | 3401    | 183       | 102,060.8 | 51%  | 419,188                      | 488,681                      | 53%                            |
| TECAPA CHINAMECA         | 2,821       | 11%  | 1746    | 1052    | 23        | 23,300.5  | 12%  | 79,092                       | 92,204                       | 10%                            |
| CACAHUATIQUE             | 1,332       | 5%   | 863     | 464     | 5         | 7,412.7   | 4%   | 27,682                       | 32,271                       | 4%                             |
| CHICHONTEPEC             | 2,003       | 8%   | 1256    | 742     | 5         | 9,300.0   | 5%   | 35,591                       | 41,492                       | 5%                             |
| <b>Total</b>             | 24,953      | 100% | 15,269  | 8,687   | 997       | 200,025   | 100% | 790,920                      | 922,040                      | 100%                           |
| <b>Porcentaje</b>        |             |      | 61%     | 35%     | 4%        |           |      |                              |                              |                                |

### DEPARTAMENTO

| Nº | DEPARTAMENTO  | NUMERO DE PRODUCTORES |
|----|---------------|-----------------------|
| 1  | SAN SALVADOR  | 3,275                 |
| 2  | SANTA ANA     | 5,517                 |
| 3  | SAN MIGUEL    | 1,452                 |
| 4  | LA LIBERTAD   | 3,854                 |
| 5  | USulután      | 1,864                 |
| 6  | SONSONATE     | 2,105                 |
| 7  | LA UNION      | 116                   |
| 8  | LA PAZ        | 1,023                 |
| 9  | CHALATENANGO  | 1,242                 |
| 10 | CUSCATLAN     | 357                   |
| 11 | AHUACHAPAN    | 2,714                 |
| 12 | MORAZAN       | 805                   |
| 13 | SAN VICENTE   | 558                   |
| 14 | CABAÑAS       | 71                    |
|    | <b>TOTAL:</b> | <b>24,953</b>         |

\* Datos al 30 de septiembre de 2022

## ESTRATOS SEGÚN ÁREA CULTIVADA EN MANZANAS

| ÁREA           | PRODUCTORES | %      | HOMBRES | MUJERES | JURIDICOS | MZ.      | % MZ | Producción Cosecha 2021/2022 | % Producción Cosecha 2020/2021 |
|----------------|-------------|--------|---------|---------|-----------|----------|------|------------------------------|--------------------------------|
| 0.1- 5 MZ      | 19,748      | 79%    | 12,551  | 7,112   | 85        | 27,616.8 | 14%  | 158,591                      | 17%                            |
| 5.01 - 10 MZ   | 2,016       | 8%     | 1,292   | 664     | 60        | 13,494.6 | 7%   | 82,062                       | 9%                             |
| 10.01 - 25 MZ  | 1,524       | 6%     | 827     | 548     | 149       | 23,148.9 | 12%  | 147,526                      | 16%                            |
| 25.01 - 50 MZ  | 783         | 3%     | 361     | 225     | 197       | 26,869.2 | 13%  | 157,669                      | 17%                            |
| 50.01 - 100 MZ | 465         | 2%     | 160     | 88      | 217       | 29,499.4 | 15%  | 170,577                      | 18%                            |
| Más de 100 MZ  | 417         | 2%     | 78      | 50      | 289       | 79,396.3 | 40%  | 205,615                      | 22%                            |
| Total          | 24,953      | 100.0% | 15,269  | 8,687   | 997       | 200,025  | 100  | 922,040                      | 100%                           |
| Porcentaje     | 100.0%      |        | 61%     | 35%     | 4%        |          |      |                              |                                |

\* Datos al 30 de septiembre de 2022