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**Trends in coffee consumption in  
selected importing countries**

## **Background**

1. In accordance with the provisions of the 2007 International Coffee Agreement, the International Coffee Organization is required to facilitate ‘the expansion and transparency of international trade in all types and forms of coffee’ and to ‘promote the preparation of studies, surveys, technical reports and other documents concerning relevant aspects of the coffee sector’.
2. Taking into account these provisions the Programme of Activities for the Organization for coffee year 2011/12 (document ICC-107-19) includes the preparation of a study on trends in coffee consumption. This document contains an analysis of trends in coffee consumption in selected importing countries.

## **Action**

The Council is requested to take note of this document.

## TRENDS IN COFFEE CONSUMPTION IN SELECTED IMPORTING COUNTRIES

### INTRODUCTION

1. This document consolidates two previous studies on coffee drinking patterns in selected importing countries (documents ICC-107-11 and ICC-108-1), which have also been updated to include data for 2011 and expanded to include additional information on points of purchase (both for at-home and out-of-home consumption) and sales of coffee in single-serve pods. The following points are covered in the study:

- I. Coffee imports and consumption
- II. Forms of coffee consumption (roast versus soluble; pods versus other)
- III. Locations of coffee consumption/purchasing (out-of-home versus at-home; by location: stores, chains, etc.)

2. The analysis is based on a market research database operated by Euromonitor International<sup>1</sup>. It covers the period from 1997 to 2011, although data for some categories is available only for shorter periods. The following 21 importing countries were selected for analysis: Austria, Belgium, Denmark, Finland, France, Germany, Greece, Italy, Japan, Netherlands, Norway, Poland, Portugal, Russia, Spain, Sweden, Switzerland, Turkey, Ukraine, the United Kingdom and USA.

3. The methodology used in this study is to take the percentage share of the various forms of coffee consumption in relation to total consumption as indicated in the market research conducted by Euromonitor International. These shares are then applied to the total volume of consumption for each country recorded by the ICO. Data on consumption is converted into green bean equivalent (GBE) using ICO conversion factors<sup>2</sup>. The Euromonitor data on different forms of consumption are also converted into green bean equivalent in order to obtain their respective percentage shares, which are then applied to the ICO data. Moreover, it should be noted that the ICO concept of consumption refers to all forms of coffee. However, for the purposes of this study and due to limitations in the data available, the consumption data recorded by ICO will be taken as consumption of processed coffee.

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<sup>1</sup> Information on market structures was obtained via the database provided by Euromonitor International, a privately owned company specialising in market research studies.

<sup>2</sup> To find the equivalent of roasted coffee to green coffee, multiply the net weight of roasted coffee by 1.19. To find the equivalent of soluble coffee to green coffee, multiply the net weight of the soluble coffee by 2.6 (see the Annex of document ED-2123/11).

## **I. COFFEE IMPORTS AND CONSUMPTION**

### **I.1 Consumption and Imports**

4. The average annual consumption of the selected importing countries in the period 1997 to 2011 was 69.1 million bags, representing 58.1% of total world consumption and 79.5% of consumption by all importing countries (Annex I). It should be noted, however, that, as consumption rises in emerging markets and coffee producing countries, the share of the 21 selected countries in total world consumption has fallen from 63.2% in 1997 to 53.4% in 2011. The largest consuming countries in the group are the USA, Germany, Japan, Italy and France. Average consumption of the United States of America was 20.3 million bags, representing respectively 17% and 23.3% of world total consumption and all importing countries. Germany consumes on average 9.3 million bags, i.e 7.8% and 10.7% respectively. Average consumption of Japan was 6.8 million bags with a share of 5.8% of total world consumption and 7.9% of consumption by all importing countries. Italy and France consume on average 5.4 million bags each representing respectively 4.5% and 4.6% of world consumption, and 6.2% each of consumption of all importing countries.

5. In most of these countries average per capita consumption (Annex II) is relatively high, particularly in Finland (11.7 kg/year), Norway (9.4 kg), Denmark (8.9 kg), Sweden (8.1 kg), Switzerland (7.4 kg), Germany (6.8 kg), Austria (6.8 kg), Belgium (6.4 kg) and the Netherlands (6.3 kg). Per capita consumption for Italy and France was 5.6 kg and 5.4 kg, respectively. Importing countries with relatively low average of per capita consumption are the United Kingdom (2.6 kg), Russia (1.2 kg), Ukraine (1 kg) and Turkey (0.4 kg).

6. Average imports by selected importing countries during the period studied were 92.1 million bags, representing 77.9% of total world imports (Annex III). The largest importing countries are the United States of America (23.1 million bags on average), Germany (17 million bags), Italy (7.1 million bags), Japan (7 million) and France (6.5 million). Belgium and Spain import on average 4.3 million bags each, followed by the United Kingdom (3.5 million bags) and Russia (3.1 million bags). Apart from the Netherlands and Poland, which import on average 2.9 and 2.7 million bags respectively, the remaining countries import less than 2 million bags on average.

### **I.2 Origins of imports by selected importing countries**

7. Annex IV shows the top five origins of coffee consumed in the selected importing countries. The percentage shares given in the following analysis reflect the share of these origins in the total imports of the importing country.

8. The top five origins of imports by **Austria**, representing 66.9% of the total imports, included re-exports by Germany (26.6% of total imports) and Italy (5.1%), as well as imports from Brazil (18.8%), Vietnam (10.2%) and Colombia (6.2%).

9. **Belgium** imported an average of 4.3 million bags a year from five main origins including Brazil (19.7%), Vietnam (10.1%), Germany (8.7%), France (7.5%) and Colombia (7.2%). Imports from the three exporting countries accounted for 37% of the total, compared with 16.2% from re-exports by two importing countries (Germany and France).

10. Annual average imports by **Denmark** were slightly over one million bags, of which the top five countries account for 66.9%. Three exporting countries accounted for 43.5% of total imports, while 23.5% were composed of re-exports. The main origins of Denmark's imports were Brazil (30.1%), Sweden (12.3%), Germany (11.2%), Colombia (9.4%) and Vietnam (3.9%).

11. The imports of **Finland** averaged 1.2 million bags a year, its leading suppliers being Brazil (37% of total imports), Colombia (16%), Guatemala (7.2%), Kenya (4.6%) and Honduras (4.3%). All five leading suppliers of Finland were exporting countries, which accounted for 69.1% of its total imports.

12. **France** has a wide basis of import origins since the top five origins represented only 52.7% of total imports, including exporting countries (31.8%) and re-exports from importing countries (20.9%). The three leading exporting countries, Brazil, Vietnam and Colombia, accounted for 16.1%, 10.2% and 5.5% respectively, while the remaining top origins of French imports were Germany (10.7%) and Belgium (10.3%).

13. The top five origins of imports by **Germany** accounted for 60% of total imports and included Brazil (26.5%), Vietnam (13.8%), Colombia (8.4%), Indonesia (6%) and Peru (5.3%). All five main suppliers of Germany were exporting countries.

14. Imports by **Greece** averaged 930,000 bags with the five leading suppliers, namely Brazil (32.6%), Côte d'Ivoire (21.9%), Spain (10.1%), Germany (8.6%) and Italy (6.1%), accounting for 79.2% of total imports.

15. The top five origins of imports by **Italy**, providing on average 65% of its total imports, were all exporting countries: Brazil (30.9%), Vietnam (14.1%), India (10.3%), Indonesia (5.1%) and Cameroon (4.6%).

16. The five leading suppliers of **Japan** were Brazil (28.0% of total imports), Colombia (19.0%), Indonesia (14.8%), Vietnam (8.3%) and Guatemala (6.9%). These five exporting countries represented on average 76.9% of the total imports of Japan.

17. Imports by the **Netherlands** averaged 2.9 million bags a year during the period studied. The five leading origins were Germany (16.3% of total imports), Brazil (15.3%), Belgium (14.6%), Vietnam (7.3%) and Colombia (6.6%).

18. The five main origins of imports by **Norway** accounted for 72.2% of the total, of which 68.6% come from four exporting countries. The five main suppliers were Brazil (36.9%), Colombia (19.4%), Guatemala (8.7%), Switzerland (3.6%) and Mexico (3.6%).

19. **Poland** imported 2.7 million bags a year on average. The top five origins were Germany (22.8% of total imports), Vietnam (20.4%), Indonesia (8.3%), Uganda (5.5%) and Brazil (5.3%).

20. During the period under analysis the annual imports of **Portugal** averaged 855,000 bags and came from five main sources, namely Spain (14.8% of total imports), Brazil (12.6%), Vietnam (9.6%), Uganda (8.5%) and Côte d'Ivoire (7.4%).

21. The five main origins of imports by **Russia** were India (23.3% of total imports), Brazil (16.8%), Germany (13.6%), Vietnam (6.9%) and Indonesia (3.1%). Its average total imports during the period studied were 3.1 million bags.

22. Out of 4.3 million bags imported annually on average by **Spain** during the period, 67.9% originated from five leading suppliers, including Vietnam (27.2%), Brazil (18.3%), Uganda (9.3%), Germany (6.9%) and Colombia (6.3%).

23. **Sweden** imported on average 1.6 million bags a year, of which Brazil accounted for 43.2%, followed by Colombia (17.6%), Peru (7.3%), Kenya (6.4%) and Guatemala (4.3%). The five top origins supplied 78.8% of the country's total imports.

24. **Switzerland** imported 1.6 million bags a year on average during the period 1997 to 2011. The five main suppliers were all coffee producing countries: Brazil (22.7% of total imports), Colombia (11.1%), India (6.4%), Vietnam (5.4%) and Guatemala (5.3%).

25. **Turkey** imported only 425,000 bags a year, 79.5% of which came from five leading suppliers: Brazil (50.9%), Spain (13.8%), Switzerland (6.5%), Germany (4.6%) and Thailand (3.8%).

26. Imports by **Ukraine**, which averaged around 818,000 bags a year, originated mainly from Brazil (22%), Germany (20.8%), India (8.9%), Poland (7.0%) and Russia (6%).

27. The top five origins of imports by the **United Kingdom** were Vietnam (14% of total imports), Germany (13.9), Brazil (11.7%), Colombia (9.6%) and the Netherlands (7.4%). Average annual imports during the period studied amounted to 3.5 million bags.

28. As for the **United States of America**, the largest coffee importing country, the five main suppliers were Brazil (21.2% of the total imports), Colombia (16%), Vietnam (10.9%), Mexico (9.9%) and Guatemala (7.8%). The five leading suppliers are all exporting countries and accounted for 65.7% of total imports of the country.

## II. FORMS OF COFFEE CONSUMPTION

29. After Euromonitor data have been transformed into green bean equivalent, some discrepancies with ICO data on consumption appear (Annex V). In the table, a positive difference means that the ICO figure is higher than the Euromonitor figure and vice versa. The results of the present study should, therefore, be interpreted with caution and regarded merely as an indication of trends in particular forms of coffee consumption. However, the difference between the two sets of data is relatively narrow in most of the countries covered.

30. Annex VI presents the structure of consumption, as shown by the relative shares of roasted coffee and soluble coffee in selected importing countries. In addition, the tables in Annex VI show the use of pods<sup>3</sup> and standard form of roasted coffee for the preparation of coffee beverages.

31. Annual consumption of roasted coffee in **Austria** during the period studied averaged 783,000 bags, while the consumption of soluble coffee averaged 143,000 bags. The share of roasted coffee in total consumption was 84.5%, compared with only 15.5% for soluble coffee. The share of soluble coffee in the total consumption of Austria has increased slightly since 1997, although some minor downward corrections have occurred since 2009. The use of pods is rising rapidly and accounted for 6.2% of total coffee consumption in 2011.

32. Although importing more than four million bags a year, **Belgium** has a net average annual consumption of 1.1 million bags, including 995,000 bags of roasted coffee (89.4% of the total) and only 118,000 bags of soluble coffee (10.6%). The share of soluble coffee in total consumption increased slightly in recent years, from 8.9% in 1997 to 11.8% in 2011. The use of pods in the preparation of coffee consumed at home is already well-established and their share of the market increased substantially from 4.1% in 2004 to 15% in 2011.

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<sup>3</sup> Euromonitor defines coffee pods as portions of fresh ground coffee encapsulated in a container (metal, plastic, paper) which are used in special low pressure single serve machines. Coffee pods can usually be used in only one type of machine. Each coffee pod produces one (sometimes two) portions of coffee, after which the pod is discarded. For purposes of this study, all pods are assumed to be consumed at home.

33. Roasted coffee accounts for 94.3% of total coffee consumption in **Denmark** compared with only 5.7% for soluble coffee. Over the period from 1997 to 2011 the average volume of consumption was 753,000 bags for roasted coffee compared with 45,000 for soluble coffee. It should be noted however, that consumption of soluble coffee has increased significantly, accounting for 9.1% of the total in 2011 compared with 2.8% in 1997. Coffee pods still constitute a very small share of the total market (1% in 2011).

34. Average annual consumption of **Finland** was slightly more than one million bags, including 984,000 bags (96.1%) in the form of roasted coffee and only 40,000 bags (3.9%) of soluble coffee. The share of soluble coffee in total consumption is relatively stable, having dipped below 4% from 2004 to 2010, but recovered slightly in 2011. According to the data available, all coffee prepared at home is in the standard form of roasted coffee and no use of coffee pods is registered.

35. In **France** coffee is mainly consumed in roasted form, which amounted to around 4.6 million bags (85.9%) of a total consumption of 5.4 million bags. Average consumption of soluble coffee was only 760,000 bags over the period studied, accounting for 14.1% of the market. However, the share of soluble coffee has risen in recent years, from 12.2% in 1997 to 14.5% in 2011. The use of coffee pods is widespread and growing rapidly, representing 15.9% of total consumption in 2011 compared to 4.1% in 2004.

36. Average consumption of roasted coffee in **Germany** was 7.3 million bags compared to 1.9 million bags for soluble coffee. Coffee consumption is therefore dominated by the use of roasted coffee, which accounted for 79% of the total. However, the share of soluble coffee in total consumption rose from 13% in 1997 to 25.7% in 2011<sup>4</sup>. For at-home consumption, the use of coffee pods is growing at a rapid rate (37% p.a.) and this segment's share of the total market rose from 0.7% in 2004 to 6.9% in 2011.

37. **Greece** has an average annual coffee consumption of 841,000 bags, including 359,000 bags of roasted coffee (42.6% of the total) and 483,000 bags (57.4%) of soluble coffee. Although soluble coffee was the dominant form during the period, its share of the market has fallen substantially, from 64.9% in 1997 to 49% in 2011, a development that may be linked to the consistent rise of at-home consumption in this country. The use of coffee pods is negligible and accounts for just 0.2% of total consumption.

38. Roasted coffee is by far the preferred form of coffee consumption in **Italy**, accounting for 5.1 million bags annually on average during the period studied, representing

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<sup>4</sup> The share of soluble in the German market reported by Euromonitor is significantly higher than that informed by other sources. The ICO is holding consultations with Euromonitor with regard to the methodology used for data collection in Germany.

a percentage share of 94.1% against 5.9% for soluble coffee. Nevertheless, the share of soluble coffee in total consumption rose from 4.3% in 1997 to 7.9% in 2011. The use of pods for preparing coffee at home is still limited, although increasing at a fast pace, and accounted for only 2.7% of consumption in 2011.

39. Average annual consumption of coffee in **Japan** is around 6.8 million bags, comprising 4.4 million bags of roasted coffee and 2.4 million bags of soluble coffee. Roasted coffee is the most widely consumed form, accounting for 64.4% of the country's consumption compared to 35.6% for soluble coffee. The share of soluble coffee fell from 38.4% in 1997 to 32.6% in 2011. The use of pods is still extremely limited, with a share of only 0.3% in 2011.

40. The average annual coffee consumption of the **Netherlands** was 1.7 million bags, of which roasted coffee accounts for 85.1% compared with 14.9% for soluble coffee. The share of soluble coffee rose between 1997 and 2003, when it reached 17% of total consumption, but subsequently declined to 12.4% in 2011. The share of pods in coffee consumption rose substantially, from 12.9% in 2004 to 21.9% in 2011.

41. Roasted coffee is the dominant form of coffee consumption in **Norway**, accounting for 93.5% of national consumption compared with only 6.5% for soluble coffee. However, the share of roasted coffee has fallen from 96.1% in 1997 to 90.9% in 2011, while use of soluble has increased. The use of coffee pods is still limited and represented only 1% of total consumption in 2011.

42. Average annual consumption of coffee in **Poland** is slightly greater than two million bags. Roasted coffee accounted for 61.2% of national consumption compared with 38.8% for soluble coffee. Consumption of soluble coffee has increased steadily, however, reaching 42% of the total in 2011 compared with 32% in 1997. Coffee pods represented only 0.4% of total consumption in 2011.

43. **Portugal** has an annual consumption of just under 700,000 bags of coffee. Consumption of roasted coffee accounted for 85.3% of total national consumption compared with 14.7% for soluble coffee. However, the share of roasted coffee in total consumption dropped from 89.3% in 1997 to 82.6% in 2011. Meanwhile, the share of coffee pods is growing rapidly, having risen from 0.2% in 2004 to 11.7% in 2011.

44. **Russia** is the most important coffee consuming country among the emerging markets. Average consumption was around three million bags over the period studied. The dominant form of consumption continues to be soluble coffee, which accounts for 86.1% of



consumption, i.e. 2.6 million bags compared to 414,000 bags (13.9%) for roasted coffee. However, the share of roasted coffee increased substantially from 5.9% in 1997 to 19.4% in 2011. The use of coffee pods still represents a negligible proportion of overall consumption.

45. Coffee consumption in **Spain** averaged 3.1 million bags during the period 1997 to 2011. Roasted coffee accounted for 2.5 million bags (82.4%) of national consumption compared with 537,000 bags (17.6%) of soluble coffee. The shares of the two forms of coffee in overall consumption remained broadly unchanged throughout the period studied. Meanwhile, the use of coffee pods is still relatively low, but increased from 0.5% in 2004 to 2.6% in 2011.

46. Roasted coffee is the dominant form consumed in **Sweden**, accounting on average for 94.5% of the total compared with 5.5% for soluble. Annual average consumption was 1.22 million bags, including 1.15 million for roasted coffee and only 67,000 for soluble coffee. Consumption of soluble coffee has risen slightly from 4.9% of national consumption in 1997 to 6% in 2011. Pods accounted for only 0.5% of total coffee consumption in 2011.

47. **Switzerland** has an annual average coffee consumption of 907,000 bags, including 793,000 bags of roasted coffee and 114,000 bags of soluble coffee. Roasted coffee is the dominant form of coffee consumed with a share of 87.4% compared with 12.6% for soluble coffee. The proportion of soluble coffee has been in slow decline throughout the period, falling from 13.7% in 1997 to 11.4% in 2011. Meanwhile, the use of coffee pods has risen significantly, from 2% in 2004 to 8.7% in 2011.

48. **Turkey** has a large population estimated at 72.6 million inhabitants but a low volume of coffee consumption, averaging just 415,000 bags a year. Soluble coffee accounts for 83.9% of national consumption compared with 16.1% for roasted coffee. The share of roasted coffee in national consumption has fallen sharply and is down from 32.5% in 1997 to 8.2% in 2011. No use of pods was registered in the available data.

49. Coffee consumption in **Ukraine** averaged just over 789,000 bags, including 113,000 bags for roasted coffee and 675,000 bags for soluble coffee. Soluble coffee is the dominant form of consumption, accounting for 85.6% of national consumption compared with 14.4% for roasted coffee. The share of soluble coffee increased from 83% in 1997 to 88.2% in 2011. There are no records of use of pods in coffee preparation.

50. The **United Kingdom** has an average consumption of 2.6 million bags, most of which in the form of soluble coffee (79.4% of the total) while the remaining 20.6% is consumed in roasted form. Nevertheless, consumption of roasted coffee recorded positive growth during

the period under consideration as its share in national consumption rose from 15.8% in 1997 to 25.3% in 2011. The use of pods is increasing but accounted for only 1% of total consumption in 2011.

51. The **USA** is by far the world's largest coffee-consuming country among importing countries with annual average consumption of 20.3 million bags. Roasted coffee is the dominant form of coffee consumed and accounted for 18.5 million bags (91.5% of the total) compared with only 1.7 million bags (8.5%) of soluble coffee. The share of soluble coffee in total consumption fell from 12.8% in 1997 to 5.5% in 2011, perhaps as a result of the development of specialty niche markets in which roasted coffee predominates. The use of coffee pods is still limited but rising rapidly, accounting for 1.6% of total consumption in 2011.

### III LOCATION OF COFFEE CONSUMPTION/PURCHASING

52. Using the methodology described above one can determine the volume of coffee consumed both at home and outside the home. **Out-of-home consumption** includes coffee consumed in commercial locations such as restaurants, coffee bars, coffee kiosks, vending machines and other places. Data from Euromonitor further divides out-of-home consumption by chains and other locations. **Coffee chains** are defined as outlets that focus primarily on serving coffee and where coffee is the main item with a large variety of different coffee types and coffee-related products. Such drinks are sold on their own or with pastries, cakes and sandwiches for consumption either on or off the premises. These outlets are currently developing a wider range of food items, such as salads and other light snacks. They usually offer take-away and present a modern environment and designer décor. Chains foodservice operations have a minimum of ten branded outlets. **Other locations** refer to any places different from chains where coffee is also consumed. This section also contains an analysis of the point of purchase of coffee for **at-home consumption**, divided by **store-based retailing**, which comprises discounters, supermarkets, hypermarkets, convenience stores, independent small grocers, forecourt retailers and other grocery retailers, and **non-grocery retailers**, which include vending, home shopping, internet retailing and direct selling operations. Annex VII contains tables relating to locations of consumption and point of purchase in each selected importing country during the period 1997 to 2011.

53. In **Austria**, at-home coffee consumption accounted for 837,000 bags (90.3%) of total consumption during the period 1997 to 2011 compared with 89,000 bags (9.7%) for out-of-home consumption. Out-of-home consumption rose consistently throughout the period, however, from 8% in 1997 to 12.1% in 2011. Only 0.5% of total consumption is made

through chains, compared to 9.2% in other places outside the home. Coffee consumed at home was largely purchased in stores (90.2% of total consumption), although the share of non-grocery retailers, which was non-existent at the beginning of the period, grew to 0.4% in 2011.

54. Around 79.1% of coffee consumption in **Belgium** is at-home consumption, while out-of-home consumption accounts for the remaining 20.9%, i.e. an average of 880,000 bags of coffee is consumed at home compared with 233,000 bags outside the home. The rise in out-of-home consumption recorded during the first years of the period studied was reversed in recent years. Indeed, the share of out-of-home consumption rose from 19.8% in 1997 to 22.8% in 2002 before falling to 18% in 2011. In 2011, chains accounted for 0.3% of total consumption, while other locations outside the home were responsible for 17.8%. On average, 74.2% of all coffee consumed was purchased in stores, while an unusually high proportion of 4.9% was bought in non-grocery outlets.

55. In **Denmark**, at-home and out-of-home consumption averaged 79.8% and 20.2% respectively. The volume of at-home consumption averaged 638,000 bags compared with 161,000 bags for out-of-home consumption. At-home consumption has declined in favour of consumption outside the home, however, from 83.5% in 1997 to 78.3% in 2011. In 2011, coffee chains held a minuscule share of the market, accounting for 0.1% of total consumption compared with 21.6% for other places outside the home. Coffee purchased from stores represents 75.7% of total consumption, compared to the significant share of 4.1% sold in non-grocery outlets.

56. At-home consumption accounts for 88.1% of national consumption in **Finland** compared with 11.9% for consumption out-of-home. In other words, from an annual consumption volume averaging slightly over a million bags, 902,000 bags are consumed at home and 122,000 bags outside the home. The share of at-home consumption fell slightly, from 89.4% in 1997 to 87.9% in 2011. Almost all coffee consumed at home is purchased in stores (which account for 88% of total consumption). Coffee chains do not have a widespread presence in the Finnish market, being responsible for only 0.1% of out-of-home consumption compared to 11.8% for other locations.

57. In **France**, an average of 4.3 million bags was consumed at home during the period studied, representing 79.3% of the total consumption, compared to 1.1 million for out-of-home consumption (20.7%). Out-of-home consumption maintained a steady share of around 21% of the market from 1997 to 2007, but declined in the following years, perhaps as a result of the ongoing economic crisis, to 19.2% in 2011. Chains represent 0.5% of total consumption, while 20.2% is consumed outside the home in other outlets. Coffee purchased in stores accounts for 79.5% of total consumption and purchases from non-grocery outlets are small but growing (1.3% of the total in 2011).

58. On average, consumption at home in **Germany** was 7.8 million bags, representing 84.3% of the total consumption against 1.5 million bags (15.7%) for out-of-home consumption. The relative shares of at-home and out-of-home consumption have remained stable through most of the period under analysis, although figures for 2010 and 2011 show a slight increase in out-of-home consumption. The market share of coffee chains is still small (0.5% of total consumption), while other locations outside the home account for 15.2%. On average, stores are still the predominant point of sale for at-home consumption, but the share of purchases from non-grocery outlets rose from 0.4% to 2.6% from 1997 to 2011.

59. The share of at-home consumption in **Greece** has increased steadily, rising from 57.6% in 1997 to 68.5% in 2011, to the detriment of out-of-home consumption, which fell from 42.4% to 31.5% during the same period. The volume of at-home consumption averaged 526,000 bags, compared with 315,000 bags for out-of-home consumption. A gradual shift to at-home consumption has taken place throughout the period; therefore, this phenomenon does not appear to be directly attributable to the more recent economic turbulence but to have been exacerbated by it, since out-of-home consumption fell sharply in 2010 and 2011. Nevertheless, out-of-home consumption still accounts for a significant share of the total compared with many other importing countries and coffee chains represented 2.7% of out-of-home consumption in 2011. All coffee for at-home consumption is purchased from stores.

60. In **Italy**, coffee consumption at home averaged around four million bags, representing 73.1% of total consumption over the period studied. The average volume of out-of-home consumption was almost 1.5 million bags (26.9%). Out-of-home consumption has been decreasing, falling from 30.3% in 1997 to 23.4% in 2011, while chains represent only 0.6% of total consumption. Almost all coffee consumed at home was purchased in stores.

61. **Japan** is among countries with relatively high levels of out-of-home coffee consumption, which averaged 2.4 million bags, representing 35.2% of the total. Indeed, out-of-home consumption increased from 34.7% in 1997 to 37.1% in 2011. Consumption from coffee chains is among the highest of the selected countries, accounting for 7.2% of total consumption. At-home consumption was 4.4 million bags (64.8%) over the same period, mostly purchased in stores, although non-grocery outlets have consistently maintained a share between 3.2% and 4% throughout the period.

62. In the **Netherlands** at-home consumption averaged 1.3 million bags a year during the period 1997 to 2011; this represents 74.1% of the national total compared with 442,000 bags for out-of-home consumption, which accounted for 25.9%. Out-of-home

consumption in the Netherlands remained steady from 1997 to 2003, but has fallen significantly since then and accounted for only 21.4% of total intake in 2011. The share of coffee chains in total consumption rose sharply from 1997 to 2008, but has remained unchanged at 1.1% in recent years. Purchases from stores account for 73.5% of consumption, while the share of sales by non-grocery outlets has risen over time and reached 5.2% in 2011.

63. At-home coffee consumption in **Norway** accounts for 560,000 bags (77.6% of the total), compared with 161,000 bags (22.4%) for out-of-home consumption. The share of out-of-home consumption registered an increase from 20.9% in 1997 to 24.4% in 2011; however, chains still hold a very small market share (0.2% in 2011). All coffee consumed at home is purchased in stores.

64. The share of at-home coffee consumption in **Poland** averaged 1.9 million bags (94.4% of the total) compared with only 113,000 bags (5.6%) for out-of-home consumption. The share of out-of-home consumption increased, however, from 4.2% in 1997 to 7.1% in 2011. Consumption from coffee chains represents only 0.1% of total consumption, with independent outlets accounting for the remaining 7%. In 2011, almost 90% of coffee consumed was purchased in stores, although the share of sales by non-grocery outlets is increasing and reached 3%.

65. Out-of-home coffee consumption is the dominant form in **Portugal**, accounting for 420,000 bags (60.3%) of national consumption compared with 276,000 bags (39.7%) for at-home consumption. Portugal is thus one of the few coffee-importing countries in which coffee is more widely consumed outside the home. The dominance of out-of-home consumption has declined throughout the period under study, however, falling from 64.7% in 1997 to 53.1% in 2011. Most out-of-home consumption occurs in independent outlets (57.7% of the total), although the share of chains has risen from 0.8% in 1997 to 3.7% in 2011. Almost all coffee consumed at home is purchased in stores, although the share of non-grocery outlets is growing.

66. In **Russia**, coffee is widely consumed at home with an average volume of 2.7 million bags (89.7% of the total) compared to 305,000 bags (10.3%) for out-of-home consumption. However, out-of-home consumption has increased from 5.9% in 1997 to 11.6% in 2011 (of which only 0.2% occurred in coffee chains). Purchases from stores account for 87.3% of total consumption, while the share of non-grocery outlets is rising but still relatively low (1.1% in 2011).

67. At-home coffee consumption is relatively low in **Spain** compared to other importing countries. On average the volume of at-home consumption was 1.7 million bags (55.6% of

the total), compared to 1.4 million bags (44.4%) for out-of-home consumption. In 2011, 2.7% of total consumption was accounted for by chains and 40.6% by other out-of-home consumption outlets. However, after reaching 46.4% in 2008 out-of-home consumption declined thereafter to 43.4% in 2011. Nearly all coffee consumed at home is purchased from stores.

68. In **Sweden**, coffee consumption at home accounts for one million bags, representing 81.9% of the total, compared with 221,000 bags (18.1%) for out-of-home consumption. The share of out-of-home consumption is increasing, however, accounting for 20% in 2011 compared with 15.3% in 1997. Coffee chains are growing in importance but were responsible for only 0.2% of total consumption during the period. Almost all coffee consumed at home is purchased in stores.

69. At-home coffee consumption accounted for 82.1% of the total in **Switzerland** compared with 17.9% for out-of-home consumption. The annual average for the period 1997 to 2011 was 744,000 bags for at-home consumption and 163,000 bags for out-of-home consumption. The share of at-home consumption recorded only small fluctuations, between 80% and 83% of the total, during the period and almost all coffee consumed at home is purchased from stores. In the out-of-home segment, chains have registered strong growth and accounted for 2.5% of total consumption in 2011.

70. In **Turkey** coffee is still predominantly consumed at home, accounting for 67.2% (278,000 bags) of the national total on average during the period studied. No precise trend can be established for the evolution of the relative shares of at-home and out-of-home consumption. However, all coffee consumed at home is purchased from stores, and almost all out-of-home coffee consumption take place in independent locations rather than in coffee chains.

71. In **Ukraine**, at-home coffee consumption accounts for 97.7% of the country's total consumption of 789,000 bags, while out-of-home consumption accounts for 2.3% (18,000 bags) of the total. The share of at-home consumption is the highest for all the importing countries studied. Out-of-home consumption was, therefore, negligible during the period 1997 to 2011. All coffee consumed at home was purchased from stores. The percentage share of coffee consumed in coffee chains is insignificant, the out-of-home segment being dominated by small independent shops.

72. At-home consumption in the **United Kingdom** averaged 1.8 million bags over the period 1997 to 2011, representing 69.3% of the total, while consumption outside the home accounted for the remaining 30.7% during the same period (813,000 bags). After reaching its peak in 2004 (31.9%), the share of out-of-home consumption fell to 28.6% in 2011. The United Kingdom has the highest level of out-of-home consumption through coffee chains,

which accounted for 14.4% of total consumption from 1997 to 2011. There has been a noticeable concentration in out-of-home sales during the period: the share of total consumption sold through chains rose from 6.6% in 1997 to 17.3% in 2011, while sales in other locations fell from 23.4% to 11.3%. Purchases from stores represent a relatively stable share of the market, varying between 64.5% and 68.2% of total consumption.

73. In the **USA** coffee intake at home averaged 16.7 million bags (82.4% of the total) compared with 3.6 million bags (17.6%) for out-of-home consumption. However, out-of-home consumption increased from 16.2% in 1997 to 19.8% in 2008 before declining to 18.4% in 2011. Stores are the main places for purchasing coffee for at-home consumption (81.6% of total consumption). Non-chain outlets remain the main locations for coffee consumption outside the home, representing 14.4% of the total, but the share of coffee chains grew from 2.6% in 1997 to 3.6% in 2011.

## CONCLUSIONS

74. Table 1 presents consolidated data on the shares of different types of coffee for the 21 selected countries. Roasted coffee continues to be the dominant form of coffee consumed in most importing countries, representing 77.4% of total consumption, although significant differences exist among countries. Countries where roasted coffee accounts for more than 90% of total consumption include Finland (96.1%), Sweden (94.5%), Denmark (94.3%), Italy (94.1%), Norway (93.5%) and the USA (91.5%) (Annex VIII-A).

**Table 1: Structure of coffee consumption in selected importing countries**

ALL SELECTED COUNTRIES	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	63 536			50 268	13 268			79.1%	20.9%
1998	64 881			51 577	13 305			79.5%	20.5%
1999	64 914			51 744	13 170			79.7%	20.3%
2000	64 017			50 380	13 637			78.7%	21.3%
2001	66 239			51 571	14 667			77.9%	22.1%
2002	66 787			51 253	15 534			76.7%	23.3%
2003	69 207			52 996	16 211			76.6%	23.4%
2004	71 081	54 094	663	54 757	16 324	76.1%	0.9%	77.0%	23.0%
2005	70 077	52 743	866	53 609	16 468	75.3%	1.2%	76.5%	23.5%
2006	71 398	53 455	1 257	54 712	16 686	74.9%	1.8%	76.6%	23.4%
2007	72 391	53 933	1 615	55 547	16 843	74.5%	2.2%	76.7%	23.3%
2008	72 914	53 939	1 661	55 600	17 315	74.0%	2.3%	76.3%	23.7%
2009	71 583	53 048	1 917	54 965	16 618	74.1%	2.7%	76.8%	23.2%
2010	73 811	54 015	2 467	56 482	17 329	73.2%	3.3%	76.5%	23.5%
2011	73 696	53 791	2 903	56 694	17 003	73.0%	3.9%	76.9%	23.1%
<b>Average</b>	<b>69 102</b>	<b>53 627*</b>	<b>1 669*</b>	<b>53 477</b>	<b>15 625</b>	<b>--</b>	<b>--</b>	<b>77.4%</b>	<b>22.6%</b>

\* Average from 2004 to 2011

In thousand bags

75. Meanwhile, consumption of soluble coffee averaged 15.6 million bags, i.e. 22.6% of the total consumption in the selected countries. The share of soluble coffee in total consumption rose from 20.9% in 1997 to 23.3% in 2002 and has remained relatively stable

since then. Importing countries with significant shares of soluble coffee consumption include Russia (86.1% of total consumption), Ukraine (85.6%), Turkey (83.9%), the United Kingdom (79.4%) and Greece (57.4%) (Annex VIII-B). Soluble coffee also accounts for a relatively significant share of consumption in Poland and Japan, comprising 38.8% and 35.6% of the total respectively. Overall, the share of soluble coffee in total consumption is declining in Greece, Japan, the Netherlands, Russia, Switzerland, the United Kingdom and the USA. Meanwhile, it is growing in Belgium, Denmark, Germany, France, Italy, Norway, Poland, Portugal, Spain, Sweden, Turkey and Ukraine. The share of soluble coffee consumption has also presented an upward trend in Austria although the last three years show a decline.

76. Quite a few countries have recently developed a significant market segment for coffee pods. In 2011, pods accounted for 2.9 million bags of consumption in the 21 selected countries, with a compound annual growth rate of 23.5% since 2004. Data recorded over the period 2004 to 2011 shows an average volume of 525,000 bags of coffee pods for France, 352,000 bags in Germany, 292,000 bags in the Netherland. Coffee pods consumption in the USA and Belgium averaged 128,000 bags and 103,000 bags respectively (Annex VIII-C). From 2004 to 2011 countries that have experienced significant increases of market shares for coffee pods include Austria (from 0.4% to 6.2%), Belgium (4.1% to 15%), France (4.1% to 15.9%), Germany (0.7% to 6.9%), the Netherlands (12.9% to 21.9%), Portugal (0.2% to 11.7%) and Switzerland (2% to 8.7%). In 2011 the smallest shares of coffee pods were in Russia (less than 0.1%), Greece (0.2%), Japan (0.3%), Poland (0.4%) and Sweden (0.5%). According to the available data no consumption of coffee pods occurred in Finland, Turkey and Ukraine. Conclusions regarding use of pods should be treated with caution, since the available data appear to be deficient in some cases, as may be natural for such a new market segment, and may underestimate the total size of this market.

77. Table 2 presents consolidated figures on the shares of different locations of purchase/consumption for the 21 selected countries. Overall, the share of at-home versus out-of-home consumption has remained stable, varying between 77.4% and 78.8% during the period studied. At-home consumption is the dominant mode of consumption in all selected countries, with the exception of Portugal where out-of-home consumption accounts for 60.3% of the total. However, relatively high levels of out-of-home consumption were observed in Spain (44.4%), Greece (37.4%), Japan (35.2%), Turkey (32.8%) and the United Kingdom (30.7%). Over the period studied high annual growth rates in the share of out-of-home consumption were recorded in Russia (5%) followed by Poland (3.9%), Austria (3%), Denmark and Sweden (2% each). In contrast, significant downward trends were observed in Ukraine (-4.2%), Netherlands (-2.2%), and Greece (-2.1%). In addition, downward trends were noted over the last four years in a number of countries, particularly Belgium, Denmark, France, Greece, Italy, Portugal, Ukraine and the United Kingdom. This drop in out-of-home consumption coincides with the period of the economic crisis that broke out in 2008.



**Table 2: Location of coffee consumption in selected importing countries**

ALL SELECTED COUNTRIES	Total	Percentage shares					
		At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	<b>63 536</b>	76.9%	1.1%	78.0%	1.6%	20.4%	22.0%
1998	<b>64 881</b>	77.3%	1.1%	78.4%	1.7%	19.9%	21.6%
1999	<b>64 914</b>	77.5%	1.0%	78.5%	1.8%	19.7%	21.5%
2000	<b>64 017</b>	77.1%	1.1%	78.2%	1.9%	19.9%	21.8%
2001	<b>66 239</b>	77.7%	1.1%	78.8%	2.0%	19.2%	21.2%
2002	<b>66 787</b>	77.3%	1.1%	78.4%	2.2%	19.4%	21.6%
2003	<b>69 207</b>	77.2%	1.2%	78.3%	2.3%	19.4%	21.7%
2004	<b>71 081</b>	77.5%	1.2%	78.7%	2.4%	18.9%	21.3%
2005	<b>70 077</b>	77.0%	1.2%	78.2%	2.7%	19.1%	21.8%
2006	<b>71 398</b>	76.3%	1.3%	77.7%	2.9%	19.5%	22.3%
2007	<b>72 391</b>	76.0%	1.4%	77.4%	3.0%	19.6%	22.6%
2008	<b>72 914</b>	76.3%	1.4%	77.7%	3.1%	19.2%	22.3%
2009	<b>71 583</b>	76.4%	1.5%	77.9%	3.2%	18.9%	22.1%
2010	<b>73 811</b>	76.6%	1.6%	78.2%	3.2%	18.6%	21.8%
2011	<b>73 696</b>	76.9%	1.7%	78.6%	3.1%	18.3%	21.4%
<b>Average</b>	<b>69 102</b>	<b>76.9%</b>	<b>1.3%</b>	<b>78.2%</b>	<b>2.5%</b>	<b>19.3%</b>	<b>21.8%</b>

In thousand bags

78. Stores remain the most important places for purchasing coffee for at-home consumption in almost all importing countries studied, with percentage shares varying from 76 to 77.7% for the 21 countries taken as a whole. Nonetheless, the share of non-grocery outlets, although still relatively small, is growing in a number of countries. This is the case in Belgium (3.2% in 1997 and 6.7% in 2011), Denmark (2.1% and 5.3%), France (0.2% and 1.3%), Germany (0.4% and 2.6%), the Netherlands (3% and 5.2%), Poland (0% and 3%), Switzerland (0.6% and 1.6%) and the United Kingdom (2.1% and 3.1%). In 2011 no purchases of coffee in non-store outlets were registered in Greece, Norway, Turkey and Ukraine, while relatively small shares of non-store purchases were recorded in Spain (0.1%), Finland (0.2%) and Austria (0.4%).

79. For out-of-home consumption, non-chain outlets have a much larger share of the market than chains. However, chains are gaining market share at the expense of other location, having risen from 1.6% of the total in 1997 to 3.1% in 2011, while out-of-home consumption in other outlets fell from 20.4% to 18.3% over the same period. In 2011, relatively high levels of the sales by coffee chains were observed in the United Kingdom (17.3% of total consumption), Japan (8.5%) and the United States of America (3.6%). Apart from Ukraine, where no purchases in chain stores were recorded, countries where chains accounted for very small (less than 0.5%) shares of consumption in 2011 were Poland, Denmark, Finland, Russia, Norway and Belgium.

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## CONSUMPTION IN SELECTED IMPORTING COUNTRIES

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	Average	% share in world total	% share in all importing countries
Austria	1 087	1 105	1 123	875	1 013	926	720	996	772	612	847	908	886	903	1 117	926	0.8	1.1
Belgium	886	1 309	834	1 133	884	1 484	1 579	1 396	1 158	1 537	1 103	650	934	871	934	1 113	0.9	1.3
Denmark	808	854	869	791	868	805	724	849	795	822	794	688	679	847	790	799	0.7	0.9
Finland	939	1 001	979	967	947	970	966	1 034	1 102	1 047	1 057	1 115	1 058	1 080	1 093	1 024	0.9	1.2
France	5 487	5 351	5 578	5 402	5 253	5 526	5 394	4 929	4 787	5 278	5 628	5 152	5 677	5 713	5 960	5 408	4.5	6.2
Germany	9 670	9 976	9 748	8 770	9 059	8 498	9 499	10 445	8 665	9 151	8 627	9 535	8 897	9 292	9 460	9 286	7.8	10.7
Greece	739	668	641	687	548	827	929	871	870	857	1 015	978	974	994	1 023	841	0.7	1.0
Italy	4 913	4 936	4 919	5 149	5 243	5 182	5 507	5 469	5 552	5 593	5 821	5 892	5 806	5 781	5 689	5 430	4.6	6.2
Japan	5 968	6 052	6 273	6 626	6 936	6 875	6 770	7 117	7 128	7 268	7 282	7 065	7 130	7 192	7 015	6 846	5.8	7.9
Netherlands	2 367	1 961	1 471	1 860	1 677	1 574	1 743	1 978	1 927	2 129	2 292	1 324	898	1 347	1 024	1 705	1.4	2.0
Norway	675	702	785	657	710	692	683	709	743	721	771	715	715	746	785	721	0.6	0.8
Poland	1 966	1 965	1 985	2 046	2 222	2 201	2 242	2 281	2 267	1 993	1 554	1 681	2 001	2 156	2 042	2 040	1.7	2.3
Portugal	603	696	737	646	745	720	657	685	656	671	684	654	709	750	834	697	0.6	0.8
Russia	1 857	1 647	1 352	1 863	2 983	3 446	3 582	3 086	3 212	3 263	4 055	3 716	3 131	3 661	3 695	2 970	2.5	3.4
Spain	2 977	2 996	3 324	2 991	2 795	2 833	2 740	2 705	3 007	3 017	3 198	3 485	3 352	3 232	3 149	3 054	2.6	3.5
Sweden	1 241	1 248	1 279	1 173	1 251	1 224	1 178	1 234	1 170	1 315	1 244	1 272	1 133	1 221	1 125	1 221	1.0	1.4
Switzerland	712	811	863	827	816	821	852	722	1 099	932	989	1 149	966	1 012	1 035	907	0.8	1.0
Turkey	236	286	265	287	290	359	367	403	464	497	516	484	521	610	633	415	0.3	0.5
Ukraine	167	126	253	179	228	440	647	739	1 025	968	1 057	1 733	1 460	1 485	1 324	789	0.7	0.9
United Kingdom	2 441	2 588	2 276	2 342	2 215	2 261	2 236	2 458	2 680	3 059	2 824	3 067	3 220	3 134	2 926	2 648	2.2	3.0
USA	17 795	18 604	19 359	18 746	19 554	19 125	20 193	20 973	20 998	20 667	21 033	21 652	21 436	21 783	22 043	20 264	17.0	23.3
<b>Selected countries</b>	<b>63 536</b>	<b>64 881</b>	<b>64 914</b>	<b>64 017</b>	<b>66 239</b>	<b>66 787</b>	<b>69 207</b>	<b>71 081</b>	<b>70 077</b>	<b>71 398</b>	<b>72 391</b>	<b>72 914</b>	<b>71 583</b>	<b>73 811</b>	<b>73 696</b>	<b>69 102</b>	<b>58.1</b>	<b>79.5</b>
<b>All importing countries</b>	<b>76 380</b>	<b>78 037</b>	<b>80 313</b>	<b>79 113</b>	<b>82 002</b>	<b>82 929</b>	<b>84 533</b>	<b>89 106</b>	<b>88 179</b>	<b>90 367</b>	<b>93 161</b>	<b>95 013</b>	<b>92 666</b>	<b>96 114</b>	<b>95 484</b>	<b>86 893</b>	<b>73.0</b>	<b>100.0</b>
<b>World total</b>	<b>100 539</b>	<b>103 018</b>	<b>105 853</b>	<b>105 496</b>	<b>109 801</b>	<b>111 378</b>	<b>113 919</b>	<b>120 005</b>	<b>120 796</b>	<b>124 740</b>	<b>129 337</b>	<b>132 956</b>	<b>132 464</b>	<b>137 154</b>	<b>137 900</b>	<b>119 024</b>	<b>100.0</b>	
<b>% share of selected countries</b>	<b>63.2</b>	<b>63.0</b>	<b>61.3</b>	<b>60.7</b>	<b>60.3</b>	<b>60.0</b>	<b>60.8</b>	<b>59.2</b>	<b>58.0</b>	<b>57.2</b>	<b>56.0</b>	<b>54.8</b>	<b>54.0</b>	<b>53.8</b>	<b>53.4</b>	<b>58.1</b>		

In thousand bags

## ANNEX II

## PER CAPITA CONSUMPTION IN SELECTED IMPORTING COUNTRIES

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	Average
Austria	8.2	8.3	8.4	6.6	7.6	6.9	5.3	7.3	5.6	4.4	6.1	6.5	6.4	6.5	8.0	6.8
Belgium	5.2	7.7	4.9	6.7	5.2	8.7	9.2	8.1	6.7	8.8	6.3	3.7	5.3	4.9	5.2	6.4
Denmark	9.2	9.7	9.8	8.9	9.7	9.0	8.1	9.4	8.8	9.1	8.7	7.6	7.4	9.3	8.7	8.9
Finland	11.0	11.7	11.4	11.2	11.0	11.2	11.1	11.9	12.6	11.9	12.0	12.6	11.9	12.1	12.3	11.7
France	5.6	5.5	5.7	5.5	5.3	5.5	5.4	4.9	4.7	5.2	5.5	5.0	5.5	5.5	5.7	5.4
Germany	7.1	7.3	7.1	6.4	6.6	6.2	6.9	7.6	6.3	6.7	6.3	7.0	6.5	6.8	6.9	6.8
Greece	4.1	3.7	3.5	3.8	3.0	4.5	5.1	4.7	4.7	4.6	5.5	5.3	5.2	5.3	5.5	4.6
Italy	5.2	5.2	5.2	5.4	5.5	5.4	5.7	5.6	5.7	5.7	5.9	5.9	5.8	5.8	5.7	5.6
Japan	2.8	2.9	3.0	3.1	3.3	3.2	3.2	3.4	3.4	3.4	3.4	3.3	3.4	3.4	3.3	3.2
Netherlands	9.1	7.5	5.6	7.0	6.3	5.9	6.5	7.3	7.1	7.8	8.4	4.8	3.2	4.9	3.7	6.3
Norway	9.2	9.5	10.6	8.8	9.4	9.1	9.0	9.2	9.6	9.2	9.8	9.0	8.9	9.2	9.7	9.4
Poland	3.1	3.1	3.1	3.2	3.5	3.4	3.5	3.6	3.6	3.1	2.4	2.6	3.2	3.4	3.2	3.2
Portugal	3.6	4.1	4.3	3.8	4.3	4.2	3.8	3.9	3.7	3.8	3.9	3.7	4.0	4.2	4.7	4.0
Russia	0.8	0.7	0.6	0.8	1.2	1.4	1.5	1.3	1.3	1.4	1.7	1.6	1.3	1.6	1.6	1.2
Spain	4.5	4.5	5.0	4.5	4.1	4.1	3.9	3.8	4.2	4.2	4.4	4.7	4.5	4.3	4.2	4.3
Sweden	8.4	8.5	8.7	7.9	8.4	8.2	7.9	8.2	7.7	8.7	8.2	8.3	7.3	7.9	7.3	8.1
Switzerland	6.0	6.8	7.2	6.9	6.8	6.8	7.0	5.9	8.9	7.5	7.9	9.1	7.7	8.0	8.2	7.4
Turkey	0.2	0.3	0.2	0.3	0.3	0.3	0.3	0.3	0.4	0.4	0.4	0.4	0.4	0.5	0.5	0.4
Ukraine	0.2	0.2	0.3	0.2	0.3	0.6	0.8	0.9	1.3	1.2	1.4	2.3	1.9	2.0	1.7	1.0
United Kingdom	2.5	2.7	2.3	2.4	2.2	2.3	2.2	2.5	2.7	3.0	2.8	3.0	3.1	3.0	2.8	2.6
USA	3.8	4.0	4.1	3.9	4.0	3.9	4.1	4.2	4.2	4.1	4.1	4.2	4.1	4.1	4.2	4.1

In kilogrammes

## IMPORTS BY SELECTED IMPORTING COUNTRIES

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	Average	% share in world total	% share in selected countries
Austria	1 294	1 293	1 500	1 257	1 432	1 447	1 336	1 538	1 577	1 601	1 968	1 901	1 309	1 369	1 452	1 485	1.3	1.6
Belgium	2 544	3 580	3 003	3 491	3 209	3 792	3 818	3 968	4 063	4 605	4 014	6 792	5 916	5 924	5 828	4 303	3.6	4.7
Denmark	949	1 014	1 094	1 022	1 103	1 076	1 002	1 119	993	1 004	995	900	870	1 057	945	1 010	0.9	1.1
Finland	1 186	1 168	1 209	1 063	1 084	1 075	1 105	1 152	1 156	1 168	1 207	1 285	1 243	1 274	1 287	1 177	1.0	1.3
France	6 704	6 576	6 676	6 520	6 753	6 925	6 652	5 940	5 714	6 191	6 420	6 252	6 670	6 717	6 990	6 513	5.5	7.1
Germany	13 905	13 740	14 320	13 895	14 753	15 516	15 727	17 356	16 716	18 543	19 564	19 876	19 416	20 603	20 926	16 990	14.4	18.5
Greece	789	704	733	798	868	897	998	942	931	897	1 081	1 056	1 046	1 061	1 155	930	0.8	1.0
Italy	5 743	5 889	5 943	6 315	6 542	6 523	6 929	7 032	7 269	7 548	8 028	8 172	8 078	8 236	8 362	7 107	6.0	7.7
Japan	5 921	6 027	6 547	6 908	6 996	7 307	6 923	7 254	7 408	7 632	7 086	7 060	7 090	7 407	7 544	7 007	5.9	7.6
Netherlands	2 924	2 862	2 566	2 966	2 794	2 760	3 176	3 159	2 988	3 293	3 531	2 304	2 502	2 583	2 775	2 879	2.4	3.1
Norway	684	707	790	662	716	698	691	716	753	731	780	722	724	759	795	729	0.6	0.8
Poland	2 253	2 293	2 404	2 576	2 719	2 643	2 664	2 687	2 792	2 654	2 264	2 460	3 162	3 279	3 397	2 683	2.3	2.9
Portugal	727	762	817	811	843	838	834	838	831	862	911	885	887	945	1 030	855	0.7	0.9
Russia	2 185	1 732	1 368	1 890	3 008	3 494	3 661	3 195	3 333	3 461	4 318	4 057	3 487	3 991	4 034	3 148	2.7	3.4
Spain	3 777	3 718	3 986	3 768	4 058	4 026	4 136	4 173	4 356	4 538	4 875	4 864	4 811	5 034	4 821	4 329	3.7	4.7
Sweden	1 473	1 440	1 456	1 344	1 432	1 463	1 435	1 495	1 693	1 820	1 770	1 804	1 659	1 727	1 647	1 577	1.3	1.7
Switzerland	971	1 112	1 139	1 171	1 255	1 217	1 322	1 236	1 641	1 503	1 823	1 978	2 101	2 318	2 498	1 552	1.3	1.7
Turkey	253	296	268	292	294	363	372	411	472	509	530	500	534	625	656	425	0.4	0.5
Ukraine	171	136	266	184	233	443	651	744	1 033	989	1 085	1 829	1 541	1 588	1 372	818	0.7	0.9
United Kingdom	2 929	3 142	2 907	3 012	3 062	2 971	3 002	3 329	3 433	4 046	3 781	3 967	4 131	4 302	4 183	3 480	2.9	3.8
USA	20 343	21 030	22 746	23 767	21 415	21 639	22 760	23 184	23 042	23 709	24 219	24 277	23 578	24 378	26 088	23 078	19.5	25.1
<b>Selected countries</b>	<b>77 724</b>	<b>79 220</b>	<b>81 738</b>	<b>83 714</b>	<b>84 568</b>	<b>87 115</b>	<b>89 192</b>	<b>91 469</b>	<b>92 194</b>	<b>97 302</b>	<b>100 249</b>	<b>102 942</b>	<b>100 754</b>	<b>105 177</b>	<b>107 785</b>	<b>92 076</b>	<b>77.9</b>	<b>100.0</b>
<b>World total</b>	<b>94 459</b>	<b>96 162</b>	<b>100 791</b>	<b>104 062</b>	<b>107 067</b>	<b>110 899</b>	<b>112 911</b>	<b>117 814</b>	<b>120 174</b>	<b>125 177</b>	<b>130 608</b>	<b>134 598</b>	<b>133 046</b>	<b>140 319</b>	<b>145 764</b>	<b>118 257</b>	<b>100.0</b>	

In thousand bags

## ANNEX IV

**TOP ORIGINS OF COFFEE FOR SELECTED IMPORTING COUNTRIES**  
(In thousand bags)

Country of origin	Austria															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Germany	144	113	273	316	254	283	286	425	479	489	566	551	541	633	573	395	26.6
Brazil	231	261	403	284	438	420	306	341	257	288	329	250	140	140	102	279	18.8
Vietnam	36	33	71	78	117	131	123	164	257	269	334	359	91	121	98	152	10.2
Colombia	158	215	80	92	126	135	159	102	66	54	70	69	25	16	7	92	6.2
Italy	17	15	20	20	27	29	29	31	38	92	174	113	202	155	162	75	5.1
Selected total	585	637	847	791	962	998	903	1 063	1 097	1 192	1 473	1 343	1 000	1 066	941	993	66.9
Total imports	1 294	1 293	1 500	1 257	1 432	1 447	1 336	1 538	1 577	1 601	1 968	1 901	1 309	1 369	1 452	1 485	100.0

Country of origin	Belgium															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Brazil	381	424	478	489	537	706	687	666	716	780	754	1 634	1 536	1 533	1 363	846	19.7
Vietnam	69	194	142	185	240	353	304	317	268	531	369	1 081	762	839	854	434	10.1
Germany	429	346	240	262	337	317	303	410	410	492	418	394	384	425	454	375	8.7
France	309	372	249	268	222	572	693	609	452	564	167	92	76	87	94	322	7.5
Colombia	181	441	317	375	315	291	300	324	270	322	339	507	305	200	192	312	7.2
Selected total	1 369	1 777	1 426	1 579	1 653	2 240	2 286	2 325	2 116	2 688	2 047	3 708	3 064	3 084	2 957	2 288	53.2
Total imports	2 544	3 580	3 003	3 491	3 209	3 792	3 818	3 968	4 063	4 605	4 014	6 792	5 916	5 924	5 828	4 303	100.0

Country of origin	Denmark															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Brazil	377	357	465	386	423	448	401	417	277	253	228	238	104	96	93	304	30.1
Sweden	0	0	5	8	12	13	17	44	230	242	275	262	237	256	258	124	12.3
Germany	51	27	27	39	80	56	76	89	83	90	94	98	327	405	155	113	11.2
Colombia	166	197	160	112	112	117	114	123	79	75	60	44	23	26	22	95	9.4
Vietnam	6	8	22	30	41	44	52	83	53	50	45	37	34	40	45	39	3.9
Selected total	601	589	679	576	668	678	659	755	722	711	701	679	725	822	573	676	66.9
Total imports	949	1 014	1 094	1 022	1 103	1 076	1 002	1 119	993	1 004	995	900	870	1 057	945	1 010	100.0

Country of origin	Finland															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Brazil	286	344	386	346	426	451	444	476	473	461	466	501	469	496	520	436	37.0
Colombia	215	240	212	116	148	189	191	206	198	238	262	239	113	117	144	188	16.0
Guatemala	119	124	132	142	105	38	62	46	51	76	87	79	79	73	54	84	7.2
Kenya	70	32	49	43	39	42	68	49	51	57	63	59	91	71	37	55	4.6
Honduras	48	44	48	43	36	60	44	64	36	42	34	67	99	51	38	50	4.3
Selected total	738	784	827	689	754	780	810	840	810	873	912	945	851	806	793	814	69.1
Total imports	1 186	1 168	1 209	1 063	1 084	1 075	1 105	1 152	1 156	1 168	1 207	1 285	1 243	1 274	1 287	1 177	100.0

**TOP ORIGINS OF COFFEE FOR SELECTED IMPORTING COUNTRIES (CONTD)**  
(In thousand bags)

Country of origin	France															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Brazil	955	895	1 074	1 002	1 120	1 327	1 262	1 077	1 019	1 065	1 049	918	1 001	932	994	<b>1 046</b>	<b>16.1</b>
Germany	319	371	409	473	494	549	627	687	643	752	879	1 002	985	1 072	1 210	<b>698</b>	<b>10.7</b>
Belgium	0	0	741	718	696	722	773	796	982	807	546	579	955	856	898	<b>671</b>	<b>10.3</b>
Vietnam	494	502	677	700	953	907	930	661	529	592	819	545	669	498	487	<b>664</b>	<b>10.2</b>
Colombia	596	716	547	393	403	337	327	270	226	273	306	321	282	187	150	<b>356</b>	<b>5.5</b>
Selected total	2 364	2 484	3 449	3 285	3 666	3 842	3 919	3 491	3 400	3 490	3 600	3 365	3 891	3 546	3 739	<b>3 435</b>	<b>52.7</b>
Total imports	6 704	6 576	6 676	6 520	6 753	6 925	6 652	5 940	5 714	6 191	6 420	6 252	6 670	6 717	6 990	<b>6 513</b>	<b>100.0</b>

Country of origin	Germany															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Brazil	2 555	2 451	3 610	2 789	3 610	4 673	4 606	4 536	4 423	4 923	5 010	5 360	6 090	6 465	6 375	<b>4 498</b>	<b>26.5</b>
Vietnam	967	1 125	1 105	1 357	1 933	1 795	1 933	2 969	2 549	3 103	3 907	2 863	2 962	3 386	3 301	<b>2 350</b>	<b>13.8</b>
Colombia	2 086	2 323	1 821	1 458	1 659	1 567	1 644	1 436	1 495	1 574	1 522	1 437	631	378	468	<b>1 433</b>	<b>8.4</b>
Indonesia	866	900	752	764	914	945	1 000	1 038	1 405	1 034	791	1 539	1 395	1 095	793	<b>1 015</b>	<b>6.0</b>
Peru	370	439	754	664	753	830	756	916	742	1 247	1 036	1 132	1 219	1 336	1 372	<b>904</b>	<b>5.3</b>
Selected total	6 843	7 237	8 042	7 032	8 869	9 810	9 939	10 895	10 614	11 882	12 266	12 331	12 296	12 660	12 309	<b>10 202</b>	<b>60.0</b>
Total imports	13 905	13 740	14 320	13 895	14 753	15 516	15 727	17 356	16 716	18 543	19 564	19 876	19 416	20 603	20 926	<b>16 990</b>	<b>100.0</b>

Country of origin	Greece															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Brazil	312	216	230	297	355	351	312	339	328	295	328	301	314	288	282	<b>303</b>	<b>32.6</b>
Côte d'Ivoire	237	281	289	250	275	266	170	122	104	190	244	226	183	120	93	<b>203</b>	<b>21.9</b>
Spain	8	11	15	22	16	19	145	149	173	122	129	131	125	173	175	<b>94</b>	<b>10.1</b>
Germany	46	49	62	61	59	73	80	85	109	76	84	83	84	124	125	<b>80</b>	<b>8.6</b>
Italy	24	18	21	23	23	32	48	48	54	59	78	94	105	116	105	<b>57</b>	<b>6.1</b>
Selected total	627	576	617	654	729	741	755	743	768	743	863	835	809	820	780	<b>737</b>	<b>79.2</b>
Total imports	789	704	733	798	868	897	998	942	931	897	1 081	1 056	1 046	1 061	1 155	<b>930</b>	<b>100.0</b>

Country of origin	Italy															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Brazil	1 435	1 454	1 531	1 626	1 778	2 071	2 444	2 356	2 434	2 571	2 642	2 653	2 654	2 670	2 619	<b>2 196</b>	<b>30.9</b>
Vietnam	329	505	704	810	863	907	832	901	981	1 118	1 362	1 323	1 366	1 516	1 552	<b>1 005</b>	<b>14.1</b>
India	418	505	515	574	567	633	698	842	747	896	962	783	738	1 002	1 074	<b>730</b>	<b>10.3</b>
Indonesia	292	258	326	221	246	254	377	369	485	467	326	400	520	453	455	<b>363</b>	<b>5.1</b>
Cameroon	432	335	408	562	635	397	276	336	297	250	250	202	164	185	153	<b>325</b>	<b>4.6</b>
Selected total	2 905	3 056	3 484	3 792	4 088	4 263	4 625	4 804	4 944	5 302	5 542	5 362	5 440	5 826	5 853	<b>4 619</b>	<b>65.0</b>
Total imports	5 743	5 889	5 943	6 315	6 542	6 523	6 929	7 032	7 269	7 548	8 028	8 172	8 078	8 236	8 362	<b>7 107</b>	<b>100.0</b>

## TOP ORIGINS OF COFFEE FOR SELECTED IMPORTING COUNTRIES (CONTD)

(In thousand bags)

Country of origin	Japan															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Brazil	1 507	1 529	1 765	1 744	1 849	1 852	1 954	1 876	2 097	2 216	2 214	1 889	2 119	2 314	2 465	1 959	28.0
Colombia	1 139	1 104	1 134	1 245	1 191	1 507	1 291	1 597	1 638	1 516	1 293	1 483	1 345	1 361	1 118	1 331	19.0
Indonesia	1 130	1 040	1 182	1 186	1 140	982	983	1 032	959	1 069	870	912	922	1 029	1 074	1 034	14.8
Vietnam	267	317	391	422	496	509	375	431	472	524	742	918	975	926	905	578	8.3
Guatemala	282	318	435	469	522	563	455	460	556	463	417	584	558	574	633	486	6.9
Selected total	4 326	4 309	4 907	5 066	5 197	5 414	5 058	5 396	5 722	5 789	5 537	5 786	5 919	6 205	6 195	5 388	76.9
Total imports	5 921	6 027	6 547	6 908	6 996	7 307	6 923	7 254	7 408	7 632	7 086	7 060	7 090	7 407	7 544	7 007	100.0

Country of origin	Netherlands															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Germany	363	403	382	414	431	354	513	462	455	579	555	545	594	528		470	16.3
Brazil	352	289	150	309	542	539	555	568	531	572	712	301	345	416		441	15.3
Belgium	657	546	490	396	162	196	228	211	198	230	337	639	766	809		419	14.6
Vietnam	88	93	116	150	216	176	216	260	278	470	448	130	134	180		211	7.3
Colombia	343	442	250	197	189	158	200	183	165	174	224	89	31	15		190	6.6
Selected total	1 802	1 773	1 388	1 466	1 541	1 424	1 711	1 684	1 628	2 025	2 277	1 704	1 870	1 948		1 731	60.1
Total imports	2 924	2 862	2 566	2 966	2 794	2 760	3 176	3 159	2 988	3 293	3 531	2 304	2 502	2 583	2 775	2 879	100.0

Country of origin	Norway															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Brazil	247	208	298	228	256	287	244	232	269	286	307	272	279	284	336	269	36.9
Colombia	130	168	146	94	141	148	162	179	141	143	175	150	116	109	116	141	19.4
Guatemala	73	79	70	60	70	42	56	51	60	65	70	69	59	73	57	64	8.7
Switzerland	20	20	29	31	28	24	27	23	25	23	28	25	30	31	34	27	3.6
Mexico	54	54	38	33	48	2	5	9	12	11	13	21	37	40	11	26	3.6
Selected total	524	529	582	445	542	503	494	494	507	529	592	538	522	538	554	526	72.2
Total imports	684	707	790	662	716	698	691	716	753	731	780	722	724	759	795	729	100.0

Country of origin	Poland															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Germany	114	128	114	187	254	390	457	539	539	561	677	640	1 167	1 172	2 219	611	22.8
Vietnam	203	292	272	448	661	793	742	781	818	629	386	579	722	709	181	548	20.4
Indonesia	442	384	573	543	398	289	204	133	149	90	68	24	14	14	2	222	8.3
Uganda	240	229	240	141	134	145	191	181	232	101	93	63	82	91	41	147	5.5
Brazil	69	50	46	47	77	93	125	149	201	366	182	126	260	290	55	142	5.3
Selected total	1 069	1 083	1 245	1 366	1 524	1 709	1 719	1 783	1 939	1 747	1 406	1 432	2 245	2 276	2 498	1 669	62.2
Total imports	2 253	2 293	2 404	2 576	2 719	2 643	2 664	2 687	2 792	2 654	2 264	2 460	3 162	3 279	3 397	2 683	100.0



**TOP ORIGINS OF COFFEE FOR SELECTED IMPORTING COUNTRIES (CONTD)**  
(In thousand bags)

Country of origin	Portugal															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Spain	104	146	148	157	215	142	133	110	102	103	89	93	70	133	155	<b>127</b>	<b>14.8</b>
Brazil	110	95	104	98	100	109	123	123	107	115	122	95	98	116	104	<b>108</b>	<b>12.6</b>
Vietnam	33	42	49	57	65	62	60	67	95	85	108	102	120	143	146	<b>82</b>	<b>9.6</b>
Uganda	81	62	77	74	55	71	70	64	59	58	67	81	90	77	107	<b>73</b>	<b>8.5</b>
Côte d'Ivoire	102	107	83	81	60	85	62	64	63	64	63	38	27	36	9	<b>63</b>	<b>7.4</b>
Selected total	431	452	462	467	493	469	448	429	426	425	450	409	405	505	521	<b>453</b>	<b>53.0</b>
Total imports	727	762	817	811	843	838	834	838	831	862	911	885	887	945	1 030	<b>855</b>	<b>100.0</b>

Country of origin	Russia															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
India	626	732	771	1 001	1 003	919	757	753	680	634	708	570	496	643	715	<b>734</b>	<b>23.3</b>
Brazil	323	230	63	74	393	516	417	521	562	578	929	824	768	871	855	<b>528</b>	<b>16.8</b>
Germany	240	224	166	218	542	955	863	497	503	519	625	426	150	232	255	<b>428</b>	<b>13.6</b>
Vietnam	1	0	20	65	102	120	120	67	135	347	394	403	334	538	609	<b>217</b>	<b>6.9</b>
Indonesia	81	137	7	72	78	63	63	27	49	35	34	135	317	154	217	<b>98</b>	<b>3.1</b>
Selected total	1 271	1 323	1 028	1 430	2 118	2 573	2 220	1 865	1 930	2 113	2 691	2 357	2 066	2 439	2 650	<b>2 005</b>	<b>63.7</b>
Total imports	2 185	1 732	1 368	1 890	3 008	3 494	3 661	3 195	3 333	3 461	4 318	4 057	3 487	3 991	4 034	<b>3 148</b>	<b>100.0</b>

Country of origin	Spain															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Vietnam	461	596	563	772	1 107	977	962	1 293	1 429	1 579	1 758	1 551	1 579	1 578	1 432	<b>1 176</b>	<b>27.2</b>
Brazil	539	555	801	591	705	1 014	871	698	762	739	861	1 018	913	957	864	<b>793</b>	<b>18.3</b>
Uganda	788	554	627	409	382	459	499	352	324	228	256	311	297	246	299	<b>402</b>	<b>9.3</b>
Germany	111	112	274	141	166	211	242	254	322	435	384	353	418	521	521	<b>298</b>	<b>6.9</b>
Colombia	300	334	297	266	237	254	280	242	239	293	323	333	241	207	236	<b>272</b>	<b>6.3</b>
Selected total	2 199	2 152	2 563	2 179	2 597	2 916	2 853	2 840	3 075	3 275	3 583	3 566	3 447	3 508	3 352	<b>2 940</b>	<b>67.9</b>
Total imports	3 777	3 718	3 986	3 768	4 058	4 026	4 136	4 173	4 356	4 538	4 875	4 864	4 811	5 034	4 821	<b>4 329</b>	<b>100.0</b>

Country of origin	Sweden															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Brazil	602	531	625	574	614	659	666	710	783	818	768	752	729	739	651	<b>681</b>	<b>43.2</b>
Colombia	380	395	313	236	295	293	285	279	296	316	317	299	209	140	123	<b>278</b>	<b>17.6</b>
Peru	37	59	54	81	103	113	94	97	128	125	147	200	143	162	176	<b>115</b>	<b>7.3</b>
Kenya	98	75	90	90	102	96	85	93	108	105	129	114	126	119	89	<b>101</b>	<b>6.4</b>
Guatemala	160	134	149	129	98	62	57	23	28	32	56	43	18	10	16	<b>68</b>	<b>4.3</b>
Selected total	1 277	1 195	1 231	1 110	1 211	1 223	1 187	1 202	1 342	1 398	1 417	1 410	1 224	1 169	1 055	<b>1 243</b>	<b>78.8</b>
Total imports	1 473	1 440	1 456	1 344	1 432	1 463	1 435	1 495	1 693	1 820	1 770	1 804	1 659	1 727	1 647	<b>1 577</b>	<b>100.0</b>

**TOP ORIGINS OF COFFEE FOR SELECTED IMPORTING COUNTRIES (CONTD)**  
(In thousand bags)

Country of origin	Switzerland															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Brazil	165	172	187	156	215	200	264	313	446	323	513	478	593	597	676	353	22.7
Colombia	77	113	96	114	131	123	117	129	160	189	223	244	263	298	308	172	11.1
India	64	74	73	84	77	71	82	55	96	85	105	115	153	161	193	99	6.4
Vietnam	6	7	18	37	32	54	27	13	91	118	174	170	162	173	187	85	5.4
Guatemala	60	89	88	75	99	68	87	57	81	68	75	84	91	103	115	83	5.3
Selected total	372	456	462	465	554	517	578	567	873	783	1 089	1 090	1 261	1 332	1 479	792	51.0
Total imports	971	1 112	1 139	1 171	1 255	1 217	1 322	1 236	1 641	1 503	1 823	1 978	2 101	2 318	2 498	1 552	100.0

Country of origin	Turkey															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Brazil	130	148	132	146	158	214	203	197	235	251	281	230	287	325	308	216	50.9
Spain	42	51	48	46	51	51	48	62	71	81	69	61	66	77	58	59	13.8
Switzerland	24	39	37	29	29	27	30	35	15	14	13	31	14	21	57	28	6.5
Germany	20	24	26	27	29	20	16	15	22	18	14	15	13	12	20	20	4.6
Thailand	0	0	0	0	0	0	5	32	47	63	58	35	0	0	0	16	3.8
Selected total	216	262	243	247	266	312	302	342	389	426	436	372	380	435	443	338	79.5
Total imports	253	296	268	292	294	363	372	411	472	509	530	500	534	625	656	425	100.0

Country of origin	Ukraine															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Brazil	0	8	2	2	0	100	228	260	306	213	235	400	310	368	261	179	22.0
Germany	0	0	0	0	0	35	61	92	174	231	305	526	393	372	364	170	20.8
India	0	1	5	5	0	39	80	88	123	121	107	170	106	108	133	72	8.9
Poland	0	0	1	3	0	79	58	47	110	110	86	123	94	71	74	57	7.0
Russia	0	0	0	1	0	17	27	33	53	58	63	69	110	162	138	49	6.0
Selected total	0	9	7	11	0	271	454	521	766	733	797	1 287	1 013	1 081	970	528	64.6
Total imports	171	136	266	184	233	443	651	744	1 033	989	1 085	1 829	1 541	1 588	1 372	818	100.0

Country of origin	United Kingdom															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Vietnam	403	557	444	550	588	331	447	661	394	409	550	489	444	460	559	486	14.0
Germany	383	364	402	490	534	530	329	344	416	555	442	472	569	725	703	484	13.9
Brazil	190	183	207	177	245	581	451	498	400	445	539	537	641	510	502	407	11.7
Colombia	276	292	253	245	247	343	306	282	305	375	470	472	348	297	471	332	9.6
Netherlands	175	189	139	140	116	118	155	144	229	556	312	603	488	260	249	258	7.4
Selected total	1 427	1 584	1 444	1 603	1 731	1 904	1 689	1 929	1 745	2 340	2 313	2 573	2 490	2 252	2 485	1 967	56.5
Total imports	2 929	3 142	2 907	3 012	3 062	2 971	3 002	3 329	3 433	4 046	3 781	3 967	4 131	4 302	4 183	3 480	100.0

**TOP ORIGINS OF COFFEE FOR SELECTED IMPORTING COUNTRIES (CONTD)**  
(In thousand bags)

Country of origin	USA															Average	% share in total imports
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011		
Brazil	2 617	2 982	5 121	2 991	3 287	5 308	5 629	4 749	4 802	5 108	5 333	5 360	5 989	6 666	7 347	<b>4 886</b>	<b>21.2</b>
Colombia	3 307	3 566	3 479	3 243	3 334	3 643	3 929	3 772	4 167	3 985	4 119	4 324	3 543	3 153	3 672	<b>3 682</b>	<b>16.0</b>
Vietnam	1 367	1 512	1 253	2 500	2 914	1 899	1 838	2 818	3 102	2 806	3 236	2 398	2 876	3 833	3 386	<b>2 516</b>	<b>10.9</b>
Mexico	3 148	2 735	3 388	3 868	2 226	2 246	1 740	1 789	1 705	1 891	1 837	1 777	2 027	1 789	1 977	<b>2 276</b>	<b>9.9</b>
Guatemala	1 923	1 565	2 150	2 380	2 041	1 627	2 023	1 624	1 753	1 655	1 816	1 902	1 740	1 312	1 582	<b>1 806</b>	<b>7.8</b>
Selected total	12 362	12 360	15 391	14 982	13 803	14 722	15 159	14 751	15 528	15 444	16 342	15 762	16 175	16 754	17 964	<b>15 167</b>	<b>65.7</b>
Total imports	20 343	21 030	22 746	23 767	21 415	21 639	22 760	23 184	23 042	23 709	24 219	24 277	23 578	24 378	26 088	<b>23 078</b>	<b>100.0</b>

## ANNEX V

## DIFFERENCE BETWEEN ICO AND EUROMONITOR CONSUMPTION DATA

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	Average
Austria	-36	-28	-10	-261	-122	-215	-434	-143	-355	-510	-260	-149	-160	-124	101	-180
Belgium	-319	90	-337	-22	-288	352	439	228	-8	352	-87	-525	-224	-277	-247	-58
Denmark	44	59	99	44	67	7	-58	70	32	69	58	-46	-46	128	82	41
Finland	-1	22	-27	16	-41	-4	-29	17	79	11	24	53	-2	1	44	11
France	1 264	1 145	1 360	1 152	1 011	1 311	1 190	744	627	1 064	1 420	932	1 455	1 460	1 630	1 184
Germany	185	443	134	-914	-790	-1 634	-835	47	-1 560	-1 240	-1 888	-1 113	-1 843	-1 480	-1 216	-914
Greece	-62	-139	-171	-128	-278	-6	195	119	105	73	216	169	175	220	284	51
Italy	1 054	1 074	1 043	1 255	1 277	1 158	1 515	1 347	1 343	1 371	1 581	1 654	1 536	1 448	1 334	1 333
Japan	2 089	2 078	2 165	2 505	2 728	2 563	2 388	2 630	2 590	2 717	2 733	2 543	2 694	2 735	2 578	2 516
Netherlands	547	120	-334	95	-176	-354	-209	-150	-249	-17	88	-907	-1 335	-916	-1 252	-337
Norway	20	42	118	-17	21	-4	-31	-17	6	-27	14	-47	-50	-26	8	1
Poland	-226	-258	-299	-303	-146	-284	-295	-269	-339	-710	-1 270	-1 251	-979	-861	-988	-565
Portugal	44	128	158	55	140	103	27	44	2	5	8	8	83	136	225	78
Russia	-681	-973	-655	-215	618	905	922	189	-85	-183	375	-207	-831	-440	-523	-119
Spain	32	-25	234	-180	-402	-365	-319	-289	20	57	269	443	355	351	365	36
Sweden	-142	-127	-127	-206	-141	-128	-232	-279	-317	-195	-261	-223	-366	-295	-398	-229
Switzerland	79	208	237	186	156	159	190	53	422	244	299	464	296	345	364	247
Turkey	48	91	63	87	104	97	30	-25	-117	-381	-510	-654	-714	-723	-793	-227
Ukraine	-289	-346	-227	-328	-309	-150	-36	-113	-145	-233	-168	148	209	195	-67	-124
United Kingdom	-271	-85	-425	-363	-495	-451	-470	-253	-118	218	-61	150	221	58	-221	-171
USA	4 549	3 599	3 402	2 506	2 710	2 631	4 018	3 756	4 271	3 654	4 149	4 794	4 046	3 883	3 201	3 678

In thousand bags

**STRUCTURE OF CONSUMPTION IN SELECTED IMPORTING COUNTRIES**  
(In thousand bags)

Austria	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	1 087			938	149			86.3%	13.7%
1998	1 105			950	154			86.0%	14.0%
1999	1 123			964	159			85.8%	14.2%
2000	875			746	129			85.3%	14.7%
2001	1 013			860	153			84.9%	15.1%
2002	926			785	141			84.7%	15.3%
2003	720			607	112			84.4%	15.6%
2004	996	831	4	835	161	83.4%	0.4%	83.8%	16.2%
2005	772	639	5	644	128	82.8%	0.6%	83.4%	16.6%
2006	612	499	10	509	103	81.5%	1.6%	83.1%	16.9%
2007	847	680	25	705	142	80.3%	3.0%	83.2%	16.8%
2008	908	721	35	756	152	79.4%	3.9%	83.3%	16.7%
2009	886	699	38	737	149	78.9%	4.3%	83.2%	16.8%
2010	903	713	46	759	144	79.0%	5.1%	84.0%	16.0%
2011	1 117	877	69	946	171	78.5%	6.2%	84.7%	15.3%
<b>Average</b>	<b>926</b>	<b>707*</b>	<b>29*</b>	<b>783</b>	<b>143</b>	--	--	<b>84.5%</b>	<b>15.5%</b>

\* Average from 2004-2011

Belgium	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	886			808	79			91.1%	8.9%
1998	1 309			1 195	114			91.3%	8.7%
1999	834			756	79			90.6%	9.4%
2000	1 133			1 021	113			90.1%	9.9%
2001	884			795	90			89.9%	10.1%
2002	1 484			1 326	158			89.3%	10.7%
2003	1 579			1 410	170			89.3%	10.7%
2004	1 396	1 192	57	1 249	148	85.4%	4.1%	89.4%	10.6%
2005	1 158	964	67	1 031	127	83.2%	5.8%	89.0%	11.0%
2006	1 537	1 244	121	1 365	172	80.9%	7.9%	88.8%	11.2%
2007	1 103	864	115	979	124	78.3%	10.5%	88.8%	11.2%
2008	650	497	79	576	74	76.5%	12.1%	88.6%	11.4%
2009	934	704	123	827	107	75.3%	13.2%	88.5%	11.5%
2010	871	645	125	770	101	74.1%	14.3%	88.4%	11.6%
2011	934	685	140	824	110	73.3%	15.0%	88.2%	11.8%
<b>Average</b>	<b>1 113</b>	<b>849*</b>	<b>103*</b>	<b>995</b>	<b>118</b>	--	--	<b>89.4%</b>	<b>10.6%</b>

\* Average from 2004-2011

Denmark	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	808			786	22			97.2%	2.8%
1998	854			828	26			97.0%	3.0%
1999	869			842	27			96.9%	3.1%
2000	791			764	27			96.6%	3.4%
2001	868			839	30			96.6%	3.4%
2002	805			772	33			95.9%	4.1%
2003	724			684	40			94.5%	5.5%
2004	849	796	1	797	52	93.7%	0.1%	93.9%	6.1%
2005	795	738	2	741	54	92.9%	0.3%	93.2%	6.8%
2006	822	757	3	760	62	92.0%	0.4%	92.4%	7.6%
2007	794	732	4	736	58	92.2%	0.5%	92.6%	7.4%
2008	688	632	3	635	53	91.8%	0.5%	92.3%	7.7%
2009	679	621	3	624	54	91.5%	0.5%	92.0%	8.0%
2010	847	768	7	775	72	90.7%	0.8%	91.5%	8.5%
2011	790	710	8	718	72	89.9%	1.0%	90.9%	9.1%
<b>Average</b>	<b>799</b>	<b>719*</b>	<b>4*</b>	<b>753</b>	<b>45</b>	--	--	<b>94.3%</b>	<b>5.7%</b>

\* Average from 2004-2011

**STRUCTURE OF CONSUMPTION IN SELECTED IMPORTING COUNTRIES (CONTD)**  
(In thousand bags)

Finland	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	939			900	39			95.9%	4.1%
1998	1 001			963	39			96.1%	3.9%
1999	979			943	36			96.3%	3.7%
2000	967			927	40			95.8%	4.2%
2001	947			909	39			95.9%	4.1%
2002	970			927	42			95.6%	4.4%
2003	966			924	42			95.7%	4.3%
2004	1 034			999	35			96.6%	3.4%
2005	1 102			1 063	39			96.4%	3.6%
2006	1 047			1 008	39			96.3%	3.7%
2007	1 057			1 016	41			96.1%	3.9%
2008	1 115			1 072	43			96.1%	3.9%
2009	1 058	1 018	0	1 018	40	96.2%	0.0%	96.2%	3.8%
2010	1 080	1 039	0	1 039	41	96.2%	0.0%	96.2%	3.8%
2011	1 093	1 049	0	1 049	44	96.0%	0.0%	96.0%	4.0%
<b>Average</b>	<b>1 024</b>	<b>1 036*</b>		<b>984</b>	<b>40</b>	--	--	<b>96.1%</b>	<b>3.9%</b>

\* Average from 2009-2011

France	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	5 487			4 818	669			87.8%	12.2%
1998	5 351			4 672	678			87.3%	12.7%
1999	5 578			4 845	733			86.9%	13.1%
2000	5 402			4 686	716			86.7%	13.3%
2001	5 253			4 545	708			86.5%	13.5%
2002	5 526			4 754	772			86.0%	14.0%
2003	5 394			4 626	768			85.8%	14.2%
2004	4 929	4 016	202	4 218	711	81.5%	4.1%	85.6%	14.4%
2005	4 787	3 833	246	4 078	709	80.1%	5.1%	85.2%	14.8%
2006	5 278	4 138	361	4 498	779	78.4%	6.8%	85.2%	14.8%
2007	5 628	4 309	482	4 791	837	76.6%	8.6%	85.1%	14.9%
2008	5 152	3 871	512	4 383	769	75.1%	9.9%	85.1%	14.9%
2009	5 677	4 158	672	4 830	847	73.2%	11.8%	85.1%	14.9%
2010	5 713	4 086	782	4 868	845	71.5%	13.7%	85.2%	14.8%
2011	5 960	4 151	947	5 098	862	69.6%	15.9%	85.5%	14.5%
<b>Average</b>	<b>5 408</b>	<b>4 070*</b>	<b>525*</b>	<b>4 647</b>	<b>760</b>	--	--	<b>85.9%</b>	<b>14.1%</b>

\* Average from 2004-2011

Germany	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	9 670			8 411	1 260			87.0%	13.0%
1998	9 976			8 651	1 325			86.7%	13.3%
1999	9 748			8 372	1 376			85.9%	14.1%
2000	8 770			7 436	1 334			84.8%	15.2%
2001	9 059			7 525	1 534			83.1%	16.9%
2002	8 498			6 763	1 735			79.6%	20.4%
2003	9 499			7 367	2 131			77.6%	22.4%
2004	10 445	7 892	72	7 964	2 481	75.6%	0.7%	76.2%	23.8%
2005	8 665	6 388	107	6 494	2 170	73.7%	1.2%	75.0%	25.0%
2006	9 151	6 626	215	6 840	2 311	72.4%	2.3%	74.7%	25.3%
2007	8 627	6 155	311	6 467	2 160	71.3%	3.6%	75.0%	25.0%
2008	9 535	6 713	434	7 147	2 387	70.4%	4.6%	75.0%	25.0%
2009	8 897	6 210	462	6 671	2 226	69.8%	5.2%	75.0%	25.0%
2010	9 292	6 389	563	6 951	2 341	68.8%	6.1%	74.8%	25.2%
2011	9 460	6 375	655	7 030	2 430	67.4%	6.9%	74.3%	25.7%
<b>Average</b>	<b>9 286</b>	<b>6 593*</b>	<b>352*</b>	<b>7 339</b>	<b>1 947</b>	--	--	<b>79.0%</b>	<b>21.0%</b>

\* Average from 2004-2011

**STRUCTURE OF CONSUMPTION IN SELECTED IMPORTING COUNTRIES (CONTD)**  
(In thousand bags)

Greece	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	739			259	480			35.1%	64.9%
1998	668			235	433			35.1%	64.9%
1999	641			226	415			35.3%	64.7%
2000	687			245	442			35.7%	64.3%
2001	548			196	352			35.7%	64.3%
2002	827			300	527			36.3%	63.7%
2003	929			399	529			43.0%	57.0%
2004	871	382	1	382	489	43.8%	0.1%	43.9%	56.1%
2005	870	386	1	386	484	44.3%	0.1%	44.4%	55.6%
2006	857	384	1	384	472	44.8%	0.1%	44.9%	55.1%
2007	1 015	459	1	460	555	45.2%	0.1%	45.3%	54.7%
2008	978	445	1	446	532	45.5%	0.1%	45.6%	54.4%
2009	974	452	1	453	521	46.4%	0.1%	46.5%	53.5%
2010	994	486	2	488	506	48.9%	0.2%	49.1%	50.9%
2011	1 023	519	2	521	501	50.8%	0.2%	51.0%	49.0%
<b>Average</b>	<b>841</b>	<b>439*</b>	<b>1*</b>	<b>359</b>	<b>483</b>	--	--	<b>42.6%</b>	<b>57.4%</b>

\* Average from 2004-2011

Italy	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	4 913			4 701	212			95.7%	4.3%
1998	4 936			4 714	222			95.5%	4.5%
1999	4 919			4 696	222			95.5%	4.5%
2000	5 149			4 906	243			95.3%	4.7%
2001	5 243			4 976	267			94.9%	5.1%
2002	5 182			4 911	271			94.8%	5.2%
2003	5 507			5 209	298			94.6%	5.4%
2004	5 469	5 131	38	5 169	300	93.8%	0.7%	94.5%	5.5%
2005	5 552	5 180	42	5 222	330	93.3%	0.8%	94.1%	5.9%
2006	5 593	5 188	51	5 239	354	92.8%	0.9%	93.7%	6.3%
2007	5 821	5 367	65	5 433	388	92.2%	1.1%	93.3%	6.7%
2008	5 892	5 417	71	5 488	404	91.9%	1.2%	93.1%	6.9%
2009	5 806	5 289	91	5 380	426	91.1%	1.6%	92.7%	7.3%
2010	5 781	5 206	128	5 334	448	90.0%	2.2%	92.3%	7.7%
2011	5 689	5 087	155	5 242	447	89.4%	2.7%	92.1%	7.9%
<b>Average</b>	<b>5 430</b>	<b>5 233*</b>	<b>80*</b>	<b>5 108</b>	<b>322</b>	--	--	<b>94.1%</b>	<b>5.9%</b>

\* Average from 2004-2011

Japan	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	5 968			3 679	2 290			61.6%	38.4%
1998	6 052			3 715	2 337			61.4%	38.6%
1999	6 273			3 825	2 448			61.0%	39.0%
2000	6 626			4 103	2 523			61.9%	38.1%
2001	6 936			4 323	2 612			62.3%	37.7%
2002	6 875			4 325	2 550			62.9%	37.1%
2003	6 770			4 265	2 505			63.0%	37.0%
2004	7 117	4 486	0	4 486	2 631	63.0%	0.0%	63.0%	37.0%
2005	7 128	4 551	2	4 553	2 574	63.9%	0.0%	63.9%	36.1%
2006	7 268	4 754	2	4 757	2 512	65.4%	0.0%	65.4%	34.6%
2007	7 282	4 904	2	4 906	2 376	67.3%	0.0%	67.4%	32.6%
2008	7 065	4 746	6	4 753	2 312	67.2%	0.1%	67.3%	32.7%
2009	7 130	4 810	13	4 823	2 307	67.5%	0.2%	67.6%	32.4%
2010	7 192	4 833	17	4 851	2 341	67.2%	0.2%	67.4%	32.6%
2011	7 015	4 708	21	4 729	2 286	67.1%	0.3%	67.4%	32.6%
<b>Average</b>	<b>6 846</b>	<b>4 724*</b>	<b>8*</b>	<b>4 406</b>	<b>2 440</b>	--	--	<b>64.4%</b>	<b>35.6%</b>

\* Average from 2004-2011

**STRUCTURE OF CONSUMPTION IN SELECTED IMPORTING COUNTRIES (CONTD)**  
(In thousand bags)

Netherlands	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	2 367			2 031	336			85.8%	14.2%
1998	1 961			1 667	294			85.0%	15.0%
1999	1 471			1 247	224			84.8%	15.2%
2000	1 860			1 558	302			83.8%	16.2%
2001	1 677			1 405	272			83.8%	16.2%
2002	1 574			1 313	261			83.4%	16.6%
2003	1 743			1 447	296			83.0%	17.0%
2004	1 978	1 414	256	1 669	309	71.5%	12.9%	84.4%	15.6%
2005	1 927	1 333	306	1 639	288	69.2%	15.9%	85.1%	14.9%
2006	2 129	1 456	358	1 814	315	68.4%	16.8%	85.2%	14.8%
2007	2 292	1 530	439	1 969	323	66.7%	19.1%	85.9%	14.1%
2008	1 324	870	272	1 143	181	65.7%	20.6%	86.3%	13.7%
2009	898	588	190	778	120	65.5%	21.1%	86.6%	13.4%
2010	1 347	884	290	1 174	173	65.6%	21.5%	87.1%	12.9%
2011	1 024	672	225	897	127	65.6%	21.9%	87.6%	12.4%
<b>Average</b>	<b>1 705</b>	<b>1 093*</b>	<b>292*</b>	<b>1 450</b>	<b>255</b>	--	--	<b>85.1%</b>	<b>14.9%</b>

\* Average from 2004-2011

Norway	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	675			649	26			96.1%	3.9%
1998	702			675	28			96.0%	4.0%
1999	785			753	32			96.0%	4.0%
2000	657			630	27			95.9%	4.1%
2001	710			680	30			95.8%	4.2%
2002	692			662	31			95.6%	4.4%
2003	683			636	47			93.2%	6.8%
2004	709			659	50			92.9%	7.1%
2005	743			689	54			92.7%	7.3%
2006	721	664	2	667	55	92.1%	0.3%	92.4%	7.6%
2007	771	706	3	709	62	91.5%	0.4%	92.0%	8.0%
2008	715	650	5	654	60	90.9%	0.6%	91.5%	8.5%
2009	715	647	5	652	63	90.5%	0.7%	91.2%	8.8%
2010	746	672	6	678	67	90.1%	0.8%	91.0%	9.0%
2011	785	706	8	714	71	89.9%	1.0%	90.9%	9.1%
<b>Average</b>	<b>721</b>	<b>674*</b>	<b>5*</b>	<b>674</b>	<b>47</b>	--	--	<b>93.5%</b>	<b>6.5%</b>

\* Average from 2006-2011

Poland	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	1 966			1 337	629			68.0%	32.0%
1998	1 965			1 295	669			65.9%	34.1%
1999	1 985			1 266	719			63.8%	36.2%
2000	2 046			1 266	779			61.9%	38.1%
2001	2 222			1 361	862			61.2%	38.8%
2002	2 201			1 363	838			61.9%	38.1%
2003	2 242			1 378	864			61.5%	38.5%
2004	2 281			1 394	887			61.1%	38.9%
2005	2 267			1 374	894			60.6%	39.4%
2006	1 993			1 196	797			60.0%	40.0%
2007	1 554	920	1	921	634	59.2%	0.1%	59.2%	40.8%
2008	1 681	980	2	982	700	58.3%	0.1%	58.4%	41.6%
2009	2 001	1 159	4	1 163	838	57.9%	0.2%	58.1%	41.9%
2010	2 156	1 248	6	1 254	902	57.9%	0.3%	58.1%	41.9%
2011	2 042	1 176	8	1 184	858	57.6%	0.4%	58.0%	42.0%
<b>Average</b>	<b>2 040</b>	<b>1 097*</b>	<b>4*</b>	<b>1 249</b>	<b>791</b>	--	--	<b>61.2%</b>	<b>38.8%</b>

\* Average from 2007-2011



**STRUCTURE OF CONSUMPTION IN SELECTED IMPORTING COUNTRIES (CONTD)**  
(In thousand bags)

Portugal	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	603			539	64			89.3%	10.7%
1998	696			618	78			88.8%	11.2%
1999	737			649	88			88.1%	11.9%
2000	646			566	81			87.5%	12.5%
2001	745			649	97			87.0%	13.0%
2002	720			622	98			86.4%	13.6%
2003	657			564	93			85.9%	14.1%
2004	685	583	1	584	101	85.0%	0.2%	85.3%	14.7%
2005	656	553	2	555	100	84.3%	0.4%	84.7%	15.3%
2006	671	562	3	565	106	83.7%	0.5%	84.2%	15.8%
2007	684	566	6	572	112	82.8%	0.9%	83.6%	16.4%
2008	654	527	13	541	114	80.6%	2.0%	82.6%	17.4%
2009	709	559	25	584	125	78.8%	3.6%	82.3%	17.7%
2010	750	568	50	618	132	75.7%	6.7%	82.4%	17.6%
2011	834	591	98	689	145	70.9%	11.7%	82.6%	17.4%
<b>Average</b>	<b>697</b>	<b>564*</b>	<b>25*</b>	<b>594</b>	<b>102</b>	--	--	<b>85.3%</b>	<b>14.7%</b>

\* Average from 2004-2011

Russia	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	1 857			109	1 748			5.9%	94.1%
1998	1 647			104	1 543			6.3%	93.7%
1999	1 352			85	1 267			6.3%	93.7%
2000	1 863			142	1 721			7.6%	92.4%
2001	2 983			262	2 721			8.8%	91.2%
2002	3 446			350	3 095			10.2%	89.8%
2003	3 582			427	3 155			11.9%	88.1%
2004	3 086	411	1	412	2 674	13.3%	0.0%	13.3%	86.7%
2005	3 212	452	1	453	2 760	14.1%	0.0%	14.1%	85.9%
2006	3 263	520	1	522	2 741	15.9%	0.0%	16.0%	84.0%
2007	4 055	710	2	711	3 344	17.5%	0.0%	17.5%	82.5%
2008	3 716	679	2	681	3 035	18.3%	0.0%	18.3%	81.7%
2009	3 131	554	1	555	2 576	17.7%	0.0%	17.7%	82.3%
2010	3 661	675	2	676	2 985	18.4%	0.0%	18.5%	81.5%
2011	3 695	716	2	718	2 977	19.4%	0.0%	19.4%	80.6%
<b>Average</b>	<b>2 970</b>	<b>589*</b>	<b>1*</b>	<b>414</b>	<b>2 556</b>	--	--	<b>13.9%</b>	<b>86.1%</b>

\* Average from 2004-2011

Spain	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	2 977			2 499	478			83.9%	16.1%
1998	2 996			2 515	481			83.9%	16.1%
1999	3 324			2 731	593			82.1%	17.9%
2000	2 991			2 447	544			81.8%	18.2%
2001	2 795			2 282	513			81.7%	18.3%
2002	2 833			2 310	523			81.5%	18.5%
2003	2 740			2 247	493			82.0%	18.0%
2004	2 705	2 213	13	2 226	480	81.8%	0.5%	82.3%	17.7%
2005	3 007	2 464	18	2 483	525	81.9%	0.6%	82.6%	17.4%
2006	3 017	2 466	24	2 491	526	81.8%	0.8%	82.6%	17.4%
2007	3 198	2 605	35	2 640	558	81.5%	1.1%	82.6%	17.4%
2008	3 485	2 833	47	2 880	606	81.3%	1.3%	82.6%	17.4%
2009	3 352	2 715	56	2 771	581	81.0%	1.7%	82.7%	17.3%
2010	3 232	2 584	71	2 655	576	80.0%	2.2%	82.2%	17.8%
2011	3 149	2 491	83	2 574	574	79.1%	2.6%	81.8%	18.2%
<b>Average</b>	<b>3 054</b>	<b>2 546*</b>	<b>43*</b>	<b>2 517</b>	<b>537</b>	--	--	<b>82.4%</b>	<b>17.6%</b>

\* Average from 2004-2011

**STRUCTURE OF CONSUMPTION IN SELECTED IMPORTING COUNTRIES (CONTD)**  
(In thousand bags)

Sweden	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	1 241			1 180	61			95.1%	4.9%
1998	1 248			1 183	65			94.8%	5.2%
1999	1 279			1 214	65			94.9%	5.1%
2000	1 173			1 111	62			94.7%	5.3%
2001	1 251			1 186	66			94.8%	5.2%
2002	1 224			1 157	67			94.5%	5.5%
2003	1 178			1 113	65			94.5%	5.5%
2004	1 234			1 167	66			94.6%	5.4%
2005	1 170			1 103	67			94.3%	5.7%
2006	1 315	1 242	0	1 242	73	94.4%	0.0%	94.4%	5.6%
2007	1 244	1 176	0	1 176	69	94.5%	0.0%	94.5%	5.5%
2008	1 272	1 202	0	1 202	71	94.4%	0.0%	94.4%	5.6%
2009	1 133	1 067	1	1 067	65	94.2%	0.1%	94.2%	5.8%
2010	1 221	1 147	3	1 149	72	93.9%	0.2%	94.1%	5.9%
2011	1 125	1 051	6	1 057	68	93.4%	0.5%	94.0%	6.0%
<b>Average</b>	<b>1 221</b>	<b>1 147*</b>	<b>2*</b>	<b>1 154</b>	<b>67</b>	<b>--</b>	<b>--</b>	<b>94.5%</b>	<b>5.5%</b>

\* Average from 2006-2011

Switzerland	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	712			615	98			86.3%	13.7%
1998	811			703	108			86.7%	13.3%
1999	863			749	114			86.8%	13.2%
2000	827			717	110			86.7%	13.3%
2001	816			708	108			86.7%	13.3%
2002	821			714	107			86.9%	13.1%
2003	852			742	110			87.0%	13.0%
2004	722	615	15	630	92	85.2%	2.0%	87.2%	12.8%
2005	1 099	931	29	961	139	84.7%	2.7%	87.4%	12.6%
2006	932	784	32	817	115	84.2%	3.5%	87.6%	12.4%
2007	989	823	46	869	120	83.2%	4.7%	87.9%	12.1%
2008	1 149	948	64	1 012	137	82.5%	5.6%	88.1%	11.9%
2009	966	791	61	851	114	81.9%	6.3%	88.2%	11.8%
2010	1 012	818	76	894	118	80.8%	7.5%	88.4%	11.6%
2011	1 035	827	90	917	118	79.9%	8.7%	88.6%	11.4%
<b>Average</b>	<b>907</b>	<b>817*</b>	<b>52*</b>	<b>793</b>	<b>114</b>	<b>--</b>	<b>--</b>	<b>87.4%</b>	<b>12.6%</b>

\* Average from 2004-2011

Turkey	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	236			77	160			32.5%	67.5%
1998	286			92	194			32.3%	67.7%
1999	265			83	181			31.5%	68.5%
2000	287			94	192			32.9%	67.1%
2001	290			94	196			32.3%	67.7%
2002	359			86	273			23.9%	76.1%
2003	367			72	295			19.7%	80.3%
2004	403	66	0	66	338	16.3%	0.0%	16.3%	83.7%
2005	464	60	0	60	405	12.8%	0.0%	12.8%	87.2%
2006	497	47	0	47	450	9.5%	0.0%	9.5%	90.5%
2007	516	45	0	45	471	8.7%	0.0%	8.7%	91.3%
2008	484	40	0	40	444	8.3%	0.0%	8.3%	91.7%
2009	521	42	0	42	478	8.1%	0.0%	8.1%	91.9%
2010	610	49	0	49	560	8.1%	0.0%	8.1%	91.9%
2011	633	52	0	52	582	8.2%	0.0%	8.2%	91.8%
<b>Average</b>	<b>415</b>	<b>50*</b>		<b>67</b>	<b>348</b>	<b>--</b>	<b>--</b>	<b>16.1%</b>	<b>83.9%</b>

\* Average from 2004-2011

**STRUCTURE OF CONSUMPTION IN SELECTED IMPORTING COUNTRIES (CONTD)**  
(In thousand bags)

Ukraine	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	167			28	139			17.0%	83.0%
1998	126			22	104			17.2%	82.8%
1999	253			43	210			17.1%	82.9%
2000	179			32	147			17.7%	82.3%
2001	228			41	188			17.8%	82.2%
2002	440			77	364			17.4%	82.6%
2003	647			107	540			16.6%	83.4%
2004	739			113	627			15.2%	84.8%
2005	1 025			155	870			15.1%	84.9%
2006	968			152	817			15.7%	84.3%
2007	1 057			173	884			16.3%	83.7%
2008	1 733			208	1 525			12.0%	88.0%
2009	1 460			198	1 262			13.6%	86.4%
2010	1 485	198	0	198	1 287	13.3%	0.0%	13.3%	86.7%
2011	1 324	157	0	157	1 167	11.8%	0.0%	11.8%	88.2%
<b>Average</b>	<b>789</b>	<b>177*</b>		<b>113</b>	<b>675</b>	<b>--</b>	<b>--</b>	<b>14.4%</b>	<b>85.6%</b>

\* Average from 2010-2011

United Kingdom	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	2 441			385	2 056			15.8%	84.2%
1998	2 588			413	2 175			15.9%	84.1%
1999	2 276			369	1 907			16.2%	83.8%
2000	2 342			390	1 952			16.7%	83.3%
2001	2 215			387	1 828			17.5%	82.5%
2002	2 261			412	1 849			18.2%	81.8%
2003	2 236			429	1 807			19.2%	80.8%
2004	2 458	490	3	493	1 965	19.9%	0.1%	20.1%	79.9%
2005	2 680	542	5	547	2 133	20.2%	0.2%	20.4%	79.6%
2006	3 059	646	10	656	2 403	21.1%	0.3%	21.5%	78.5%
2007	2 824	632	14	645	2 178	22.4%	0.5%	22.9%	77.1%
2008	3 067	712	18	729	2 338	23.2%	0.6%	23.8%	76.2%
2009	3 220	765	24	789	2 431	23.8%	0.7%	24.5%	75.5%
2010	3 134	755	27	782	2 352	24.1%	0.9%	24.9%	75.1%
2011	2 926	711	29	740	2 185	24.3%	1.0%	25.3%	74.7%
<b>Average</b>	<b>2 648</b>	<b>656*</b>	<b>16*</b>	<b>544</b>	<b>2 104</b>	<b>--</b>	<b>--</b>	<b>20.6%</b>	<b>79.4%</b>

\* Average from 2004-2011

USA	Total	Volume				Percentage shares			
		Roasted			Soluble	Roasted			Soluble
		Standard	Pods	Subtotal		Standard	Pods	Subtotal	
1997	17 795			15 522	2 274			87.2%	12.8%
1998	18 604			16 366	2 237			88.0%	12.0%
1999	19 359			17 085	2 275			88.3%	11.7%
2000	18 746			16 593	2 153			88.5%	11.5%
2001	19 554			17 552	2 002			89.8%	10.2%
2002	19 125			17 325	1 800			90.6%	9.4%
2003	20 193			18 342	1 851			90.8%	9.2%
2004	20 973	19 246	0	19 246	1 726	91.8%	0.0%	91.8%	8.2%
2005	20 998	19 347	32	19 379	1 619	92.1%	0.2%	92.3%	7.7%
2006	20 667	19 121	62	19 183	1 485	92.5%	0.3%	92.8%	7.2%
2007	21 033	19 563	63	19 626	1 408	93.0%	0.3%	93.3%	6.7%
2008	21 652	20 177	98	20 274	1 378	93.2%	0.5%	93.6%	6.4%
2009	21 436	20 003	146	20 149	1 287	93.3%	0.7%	94.0%	6.0%
2010	21 783	20 253	266	20 519	1 264	93.0%	1.2%	94.2%	5.8%
2011	22 043	20 479	358	20 837	1 206	92.9%	1.6%	94.5%	5.5%
<b>Average</b>	<b>20 264</b>	<b>19 774*</b>	<b>128*</b>	<b>18 533</b>	<b>1 731</b>	<b>--</b>	<b>--</b>	<b>91.5%</b>	<b>8.5%</b>

\* Average from 2004-2011

**LOCATION OF COFFEE CONSUMPTION IN SELECTED IMPORTING COUNTRIES**  
(In thousand bags)

Austria	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	1 087	1 001	0	1 001	3	84	86	92.0%	0.0%	92.0%	0.3%	7.7%	8.0%
1998	1 105	1 015	0	1 015	3	87	90	91.8%	0.0%	91.8%	0.3%	7.9%	8.2%
1999	1 123	1 028	0	1 028	4	92	95	91.5%	0.0%	91.5%	0.3%	8.1%	8.5%
2000	875	799	0	799	3	72	75	91.4%	0.0%	91.4%	0.4%	8.3%	8.6%
2001	1 013	923	0	923	4	85	90	91.1%	0.0%	91.1%	0.4%	8.4%	8.9%
2002	926	843	0	843	4	79	83	91.0%	0.0%	91.0%	0.4%	8.5%	9.0%
2003	720	654	0	654	3	62	65	90.9%	0.0%	90.9%	0.5%	8.6%	9.1%
2004	996	902	0	902	5	88	94	90.6%	0.0%	90.6%	0.5%	8.9%	9.4%
2005	772	697	1	698	4	70	74	90.3%	0.2%	90.4%	0.5%	9.1%	9.6%
2006	612	551	1	552	3	57	60	90.0%	0.2%	90.2%	0.5%	9.3%	9.8%
2007	847	758	2	760	4	82	87	89.5%	0.3%	89.8%	0.5%	9.7%	10.2%
2008	908	805	2	808	5	95	100	88.7%	0.3%	89.0%	0.6%	10.5%	11.0%
2009	886	782	3	785	5	96	101	88.3%	0.4%	88.6%	0.6%	10.8%	11.4%
2010	903	793	3	796	6	101	106	87.9%	0.4%	88.2%	0.6%	11.2%	11.8%
2011	1 117	977	5	982	7	128	135	87.5%	0.4%	87.9%	0.6%	11.5%	12.1%
<b>Average</b>	<b>926</b>	<b>835</b>	<b>1</b>	<b>837</b>	<b>4</b>	<b>85</b>	<b>89</b>	<b>90.2%</b>	<b>0.1%</b>	<b>90.3%</b>	<b>0.5%</b>	<b>9.2%</b>	<b>9.7%</b>

Belgium	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	886	683	28	711	2	174	175	77.0%	3.2%	80.2%	0.2%	19.6%	19.8%
1998	1 309	1 006	44	1 050	2	257	259	76.9%	3.4%	80.2%	0.2%	19.6%	19.8%
1999	834	630	28	659	2	174	176	75.5%	3.4%	78.9%	0.2%	20.9%	21.1%
2000	1 133	840	41	881	2	250	252	74.1%	3.7%	77.8%	0.2%	22.0%	22.2%
2001	884	649	37	686	2	197	199	73.3%	4.2%	77.5%	0.2%	22.3%	22.5%
2002	1 484	1 077	69	1 145	3	336	339	72.5%	4.6%	77.2%	0.2%	22.6%	22.8%
2003	1 579	1 148	78	1 226	4	350	353	72.7%	5.0%	77.6%	0.2%	22.1%	22.4%
2004	1 396	1 020	73	1 093	3	300	303	73.1%	5.2%	78.3%	0.2%	21.5%	21.7%
2005	1 158	847	62	909	2	247	249	73.2%	5.3%	78.5%	0.2%	21.3%	21.5%
2006	1 537	1 132	85	1 218	3	318	320	73.6%	5.5%	79.2%	0.2%	20.7%	20.8%
2007	1 103	817	63	880	2	221	223	74.0%	5.7%	79.8%	0.2%	20.1%	20.2%
2008	650	483	38	521	1	128	129	74.3%	5.9%	80.2%	0.2%	19.7%	19.8%
2009	934	698	57	754	2	178	180	74.8%	6.1%	80.7%	0.2%	19.1%	19.3%
2010	871	651	54	706	2	163	165	74.8%	6.2%	81.1%	0.2%	18.7%	18.9%
2011	934	703	63	766	3	166	169	75.2%	6.7%	82.0%	0.3%	17.8%	18.0%
<b>Average</b>	<b>1 113</b>	<b>826</b>	<b>55</b>	<b>880</b>	<b>2</b>	<b>231</b>	<b>233</b>	<b>74.2%</b>	<b>4.9%</b>	<b>79.1%</b>	<b>0.2%</b>	<b>20.7%</b>	<b>20.9%</b>

## LOCATION OF COFFEE CONSUMPTION IN SELECTED IMPORTING COUNTRIES (CONTD)

(In thousand bags)

Denmark	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	808	658	17	675	0	134	134	81.4%	2.1%	83.5%	0.0%	16.5%	16.5%
1998	854	688	21	710	0	144	144	80.6%	2.5%	83.1%	0.0%	16.9%	16.9%
1999	869	686	25	711	0	158	158	79.0%	2.9%	81.8%	0.0%	18.1%	18.2%
2000	791	617	22	639	0	152	152	78.0%	2.8%	80.8%	0.0%	19.2%	19.2%
2001	868	681	28	709	0	159	159	78.4%	3.3%	81.7%	0.0%	18.3%	18.3%
2002	805	619	33	652	0	152	153	77.0%	4.1%	81.0%	0.0%	18.9%	19.0%
2003	724	548	32	580	0	144	144	75.7%	4.4%	80.1%	0.0%	19.8%	19.9%
2004	849	634	39	673	0	176	176	74.6%	4.6%	79.2%	0.0%	20.7%	20.8%
2005	795	584	38	622	0	172	173	73.5%	4.8%	78.3%	0.0%	21.7%	21.7%
2006	822	598	40	638	1	184	184	72.7%	4.9%	77.6%	0.1%	22.3%	22.4%
2007	794	575	39	614	1	180	181	72.4%	4.9%	77.2%	0.1%	22.7%	22.8%
2008	688	497	35	532	1	155	156	72.1%	5.1%	77.3%	0.1%	22.6%	22.7%
2009	679	493	35	528	1	150	150	72.6%	5.2%	77.8%	0.1%	22.1%	22.2%
2010	847	616	46	662	1	184	185	72.8%	5.4%	78.1%	0.1%	21.8%	21.9%
2011	790	576	42	618	1	171	172	72.9%	5.3%	78.3%	0.1%	21.6%	21.7%
<b>Average</b>	<b>799</b>	<b>605</b>	<b>33</b>	<b>638</b>	<b>0</b>	<b>161</b>	<b>161</b>	<b>75.7%</b>	<b>4.1%</b>	<b>79.8%</b>	<b>0.0%</b>	<b>20.1%</b>	<b>20.2%</b>

Finland	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	939	840	0	840	1	99	99	89.4%	0.0%	89.4%	0.1%	10.5%	10.6%
1998	1 001	884	0	884	1	117	118	88.3%	0.0%	88.3%	0.1%	11.7%	11.7%
1999	979	866	0	866	1	112	113	88.5%	0.0%	88.5%	0.1%	11.4%	11.5%
2000	967	852	0	852	1	114	115	88.1%	0.0%	88.1%	0.1%	11.8%	11.9%
2001	947	833	0	833	1	114	115	87.9%	0.0%	87.9%	0.1%	12.0%	12.1%
2002	970	865	1	866	1	103	104	89.2%	0.1%	89.3%	0.1%	10.6%	10.7%
2003	966	854	1	854	1	111	111	88.4%	0.1%	88.5%	0.1%	11.4%	11.5%
2004	1 034	911	2	912	1	121	122	88.0%	0.2%	88.2%	0.1%	11.7%	11.8%
2005	1 102	968	2	969	1	132	133	87.8%	0.2%	88.0%	0.1%	11.9%	12.0%
2006	1 047	917	2	919	1	127	128	87.6%	0.2%	87.7%	0.1%	12.1%	12.3%
2007	1 057	922	2	924	1	132	133	87.3%	0.2%	87.4%	0.1%	12.4%	12.6%
2008	1 115	973	2	975	1	139	140	87.3%	0.2%	87.4%	0.1%	12.5%	12.6%
2009	1 058	926	2	928	1	129	131	87.5%	0.2%	87.6%	0.1%	12.2%	12.4%
2010	1 080	948	2	950	1	129	131	87.7%	0.2%	87.9%	0.1%	12.0%	12.1%
2011	1 093	959	2	961	1	131	132	87.7%	0.2%	87.9%	0.1%	12.0%	12.1%
<b>Average</b>	<b>1 024</b>	<b>901</b>	<b>1</b>	<b>902</b>	<b>1</b>	<b>121</b>	<b>122</b>	<b>88.0%</b>	<b>0.1%</b>	<b>88.1%</b>	<b>0.1%</b>	<b>11.8%</b>	<b>11.9%</b>

## LOCATION OF COFFEE CONSUMPTION IN SELECTED IMPORTING COUNTRIES (CONTD)

(In thousand bags)

France	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	5 487	4 315	9	4 323	5	1 159	1 164	78.6%	0.2%	78.8%	0.1%	21.1%	21.2%
1998	5 351	4 212	8	4 220	5	1 126	1 131	78.7%	0.2%	78.9%	0.1%	21.0%	21.1%
1999	5 578	4 394	9	4 403	6	1 169	1 175	78.8%	0.2%	78.9%	0.1%	21.0%	21.1%
2000	5 402	4 266	9	4 275	7	1 121	1 128	79.0%	0.2%	79.1%	0.1%	20.7%	20.9%
2001	5 253	4 146	8	4 155	7	1 091	1 098	78.9%	0.2%	79.1%	0.1%	20.8%	20.9%
2002	5 526	4 357	9	4 366	9	1 152	1 160	78.9%	0.2%	79.0%	0.2%	20.8%	21.0%
2003	5 394	4 252	13	4 265	16	1 113	1 129	78.8%	0.2%	79.1%	0.3%	20.6%	20.9%
2004	4 929	3 881	19	3 897	14	1 018	1 032	78.7%	0.4%	79.1%	0.3%	20.7%	20.9%
2005	4 787	3 757	23	3 779	17	991	1 008	78.5%	0.5%	78.9%	0.4%	20.7%	21.1%
2006	5 278	4 137	42	4 179	22	1 078	1 099	78.4%	0.8%	79.2%	0.4%	20.4%	20.8%
2007	5 628	4 404	49	4 453	39	1 136	1 175	78.3%	0.9%	79.1%	0.7%	20.2%	20.9%
2008	5 152	4 048	45	4 093	46	1 013	1 058	78.6%	0.9%	79.5%	0.9%	19.7%	20.5%
2009	5 677	4 481	59	4 541	53	1 083	1 136	78.9%	1.0%	80.0%	0.9%	19.1%	20.0%
2010	5 713	4 521	69	4 589	57	1 066	1 124	79.1%	1.2%	80.3%	1.0%	18.7%	19.7%
2011	5 960	4 737	77	4 814	64	1 082	1 147	79.5%	1.3%	80.8%	1.1%	18.2%	19.2%
<b>Average</b>	<b>5 408</b>	<b>4 260</b>	<b>30</b>	<b>4 290</b>	<b>24</b>	<b>1 093</b>	<b>1 118</b>	<b>78.8%</b>	<b>0.6%</b>	<b>79.3%</b>	<b>0.5%</b>	<b>20.2%</b>	<b>20.7%</b>

Germany	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	9 670	7 915	40	7 955	17	1 698	1 715	81.9%	0.4%	82.3%	0.2%	17.6%	17.7%
1998	9 976	8 187	49	8 228	26	1 722	1 748	82.1%	0.5%	82.5%	0.3%	17.3%	17.5%
1999	9 748	8 020	48	8 068	32	1 648	1 680	82.3%	0.5%	82.8%	0.3%	16.9%	17.2%
2000	8 770	7 248	44	7 292	34	1 444	1 478	82.6%	0.5%	83.1%	0.4%	16.5%	16.9%
2001	9 059	7 521	53	7 574	40	1 445	1 486	83.0%	0.6%	83.6%	0.4%	16.0%	16.4%
2002	8 498	7 104	43	7 155	40	1 303	1 343	83.6%	0.5%	84.2%	0.5%	15.3%	15.8%
2003	9 499	7 995	48	8 044	45	1 410	1 455	84.2%	0.5%	84.7%	0.5%	14.8%	15.3%
2004	10 445	8 811	53	8 864	51	1 530	1 580	84.4%	0.5%	84.9%	0.5%	14.6%	15.1%
2005	8 665	7 305	44	7 349	42	1 273	1 315	84.3%	0.5%	84.8%	0.5%	14.7%	15.2%
2006	9 151	7 746	47	7 793	53	1 305	1 358	84.6%	0.5%	85.2%	0.6%	14.3%	14.8%
2007	8 627	7 274	103	7 377	52	1 197	1 250	84.3%	1.2%	85.5%	0.6%	13.9%	14.5%
2008	9 535	8 016	147	8 163	59	1 312	1 371	84.1%	1.5%	85.6%	0.6%	13.8%	14.4%
2009	8 897	7 448	183	7 631	54	1 211	1 266	83.7%	2.1%	85.8%	0.6%	13.6%	14.2%
2010	9 292	7 721	198	7 919	60	1 312	1 373	83.1%	2.1%	85.2%	0.6%	14.1%	14.8%
2011	9 460	7 758	248	8 006	70	1 384	1 454	82.0%	2.6%	84.6%	0.7%	14.6%	15.4%
<b>Average</b>	<b>9 286</b>	<b>7 738</b>	<b>90</b>	<b>7 828</b>	<b>45</b>	<b>1 413</b>	<b>1 458</b>	<b>83.3%</b>	<b>1.0%</b>	<b>84.3%</b>	<b>0.5%</b>	<b>15.2%</b>	<b>15.7%</b>

## LOCATION OF COFFEE CONSUMPTION IN SELECTED IMPORTING COUNTRIES (CONTD)

(In thousand bags)

Greece	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	739	425	0	425	1	313	314	57.6%	0.0%	57.6%	0.1%	42.4%	42.4%
1998	668	387	0	387	1	280	281	57.9%	0.0%	57.9%	0.1%	42.0%	42.1%
1999	641	372	0	372	1	267	269	58.1%	0.0%	58.1%	0.2%	41.7%	41.9%
2000	687	402	0	402	2	284	286	58.5%	0.0%	58.5%	0.3%	41.2%	41.5%
2001	548	320	0	320	2	226	228	58.4%	0.0%	58.4%	0.4%	41.2%	41.6%
2002	827	484	0	484	5	338	343	58.5%	0.0%	58.5%	0.6%	40.8%	41.5%
2003	929	601	0	601	7	320	328	64.7%	0.0%	64.7%	0.8%	34.5%	35.3%
2004	871	556	0	556	12	303	315	63.9%	0.0%	63.9%	1.4%	34.7%	36.1%
2005	870	553	0	553	17	300	318	63.5%	0.0%	63.5%	2.0%	34.5%	36.5%
2006	857	545	0	545	22	289	311	63.7%	0.0%	63.7%	2.6%	33.8%	36.3%
2007	1 015	647	0	647	29	339	368	63.7%	0.0%	63.7%	2.9%	33.4%	36.3%
2008	978	624	0	624	30	324	354	63.8%	0.0%	63.8%	3.1%	33.1%	36.2%
2009	974	627	0	627	32	314	347	64.4%	0.0%	64.4%	3.3%	32.3%	35.6%
2010	994	653	0	653	31	310	340	65.7%	0.0%	65.7%	3.1%	31.2%	34.3%
2011	1 023	700	0	700	28	294	322	68.5%	0.0%	68.5%	2.7%	28.8%	31.5%
<b>Average</b>	<b>841</b>	<b>526</b>	<b>0</b>	<b>526</b>	<b>15</b>	<b>300</b>	<b>315</b>	<b>62.6%</b>	<b>0.0%</b>	<b>62.6%</b>	<b>1.7%</b>	<b>35.7%</b>	<b>37.4%</b>

Italy	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	4 913	3 373	51	3 424	0	1 489	1 489	68.7%	1.0%	69.7%	0.0%	30.3%	30.3%
1998	4 936	3 436	28	3 464	0	1 472	1 472	69.6%	0.6%	70.2%	0.0%	29.8%	29.8%
1999	4 919	3 447	28	3 475	0	1 444	1 444	70.1%	0.6%	70.6%	0.0%	29.4%	29.4%
2000	5 149	3 623	29	3 652	0	1 497	1 497	70.4%	0.6%	70.9%	0.0%	29.1%	29.1%
2001	5 243	3 716	30	3 746	1	1 495	1 497	70.9%	0.6%	71.4%	0.0%	28.5%	28.6%
2002	5 182	3 688	33	3 721	1	1 460	1 461	71.2%	0.6%	71.8%	0.0%	28.2%	28.2%
2003	5 507	3 909	36	3 945	3	1 559	1 562	71.0%	0.6%	71.6%	0.1%	28.3%	28.4%
2004	5 469	3 937	36	3 972	9	1 488	1 497	72.0%	0.7%	72.6%	0.2%	27.2%	27.4%
2005	5 552	4 033	41	4 074	18	1 460	1 478	72.6%	0.7%	73.4%	0.3%	26.3%	26.6%
2006	5 593	4 085	41	4 127	19	1 447	1 466	73.0%	0.7%	73.8%	0.3%	25.9%	26.2%
2007	5 821	4 283	48	4 331	27	1 463	1 490	73.6%	0.8%	74.4%	0.5%	25.1%	25.6%
2008	5 892	4 377	49	4 425	29	1 436	1 467	74.3%	0.8%	75.1%	0.5%	24.4%	24.9%
2009	5 806	4 351	48	4 399	31	1 376	1 407	74.9%	0.8%	75.8%	0.5%	23.7%	24.2%
2010	5 781	4 364	49	4 413	34	1 336	1 368	75.5%	0.8%	76.3%	0.6%	23.1%	23.7%
2011	5 689	4 302	57	4 358	36	1 295	1 331	75.6%	1.0%	76.6%	0.6%	22.8%	23.4%
<b>Average</b>	<b>5 430</b>	<b>3 928</b>	<b>40</b>	<b>3 968</b>	<b>14</b>	<b>1 448</b>	<b>1 462</b>	<b>72.3%</b>	<b>0.7%</b>	<b>73.1%</b>	<b>0.3%</b>	<b>26.7%</b>	<b>26.9%</b>

## LOCATION OF COFFEE CONSUMPTION IN SELECTED IMPORTING COUNTRIES (CONTD)

(In thousand bags)

Japan	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	5 968	3 673	226	3 899	352	1 717	2 069	61.5%	3.8%	65.3%	5.9%	28.8%	34.7%
1998	6 052	3 762	236	3 998	370	1 684	2 054	62.2%	3.9%	66.1%	6.1%	27.8%	33.9%
1999	6 273	3 947	252	4 198	373	1 701	2 074	62.9%	4.0%	66.9%	6.0%	27.1%	33.1%
2000	6 626	4 160	266	4 425	418	1 782	2 201	62.8%	4.0%	66.8%	6.3%	26.9%	33.2%
2001	6 936	4 373	274	4 647	435	1 854	2 288	63.1%	4.0%	67.0%	6.3%	26.7%	33.0%
2002	6 875	4 321	261	4 582	459	1 834	2 293	62.9%	3.8%	66.6%	6.7%	26.7%	33.4%
2003	6 770	4 214	264	4 478	458	1 833	2 292	62.2%	3.9%	66.1%	6.8%	27.1%	33.9%
2004	7 117	4 412	267	4 679	488	1 950	2 438	62.0%	3.7%	65.7%	6.9%	27.4%	34.3%
2005	7 128	4 370	254	4 624	526	1 978	2 503	61.3%	3.6%	64.9%	7.4%	27.7%	35.1%
2006	7 268	4 379	245	4 624	555	2 089	2 645	60.2%	3.4%	63.6%	7.6%	28.7%	36.4%
2007	7 282	4 283	240	4 523	607	2 152	2 759	58.8%	3.3%	62.1%	8.3%	29.6%	37.9%
2008	7 065	4 204	235	4 439	586	2 040	2 626	59.5%	3.3%	62.8%	8.3%	28.9%	37.2%
2009	7 130	4 285	240	4 525	594	2 012	2 606	60.1%	3.4%	63.5%	8.3%	28.2%	36.5%
2010	7 192	4 291	235	4 527	613	2 053	2 666	59.7%	3.3%	62.9%	8.5%	28.5%	37.1%
2011	7 015	4 185	225	4 410	594	2 011	2 605	59.7%	3.2%	62.9%	8.5%	28.7%	37.1%
<b>Average</b>	<b>6 846</b>	<b>4 191</b>	<b>248</b>	<b>4 439</b>	<b>495</b>	<b>1 913</b>	<b>2 408</b>	<b>61.2%</b>	<b>3.6%</b>	<b>64.8%</b>	<b>7.2%</b>	<b>27.9%</b>	<b>35.2%</b>

Netherlands	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	2 367	1 606	72	1 678	4	684	689	67.9%	3.0%	70.9%	0.2%	28.9%	29.1%
1998	1 961	1 335	63	1 398	3	559	563	68.1%	3.2%	71.3%	0.2%	28.5%	28.7%
1999	1 471	993	49	1 042	3	426	429	67.5%	3.3%	70.8%	0.2%	29.0%	29.2%
2000	1 860	1 245	64	1 309	5	546	551	66.9%	3.4%	70.4%	0.3%	29.4%	29.6%
2001	1 677	1 145	64	1 209	5	463	468	68.3%	3.8%	72.1%	0.3%	27.6%	27.9%
2002	1 574	1 054	63	1 117	6	452	457	67.0%	4.0%	70.9%	0.4%	28.7%	29.1%
2003	1 743	1 177	74	1 251	7	484	491	67.6%	4.2%	71.8%	0.4%	27.8%	28.2%
2004	1 978	1 389	90	1 479	9	490	499	70.2%	4.6%	74.8%	0.5%	24.8%	25.2%
2005	1 927	1 378	86	1 465	11	451	462	71.5%	4.5%	76.0%	0.6%	23.4%	24.0%
2006	2 129	1 535	89	1 624	14	490	504	72.1%	4.2%	76.3%	0.7%	23.0%	23.7%
2007	2 292	1 665	104	1 769	19	504	523	72.6%	4.6%	77.2%	0.8%	22.0%	22.8%
2008	1 324	967	64	1 031	14	278	292	73.1%	4.8%	77.9%	1.1%	21.0%	22.1%
2009	898	659	46	704	10	184	193	73.4%	5.1%	78.5%	1.1%	20.5%	21.5%
2010	1 347	988	70	1 059	15	273	288	73.4%	5.2%	78.6%	1.1%	20.3%	21.4%
2011	1 024	752	53	805	12	208	220	73.5%	5.2%	78.6%	1.1%	20.3%	21.4%
<b>Average</b>	<b>1 705</b>	<b>1 193</b>	<b>70</b>	<b>1 263</b>	<b>9</b>	<b>433</b>	<b>442</b>	<b>70.0%</b>	<b>4.1%</b>	<b>74.1%</b>	<b>0.5%</b>	<b>25.4%</b>	<b>25.9%</b>



## LOCATION OF COFFEE CONSUMPTION IN SELECTED IMPORTING COUNTRIES (CONTD)

(In thousand bags)

Norway	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	675	534	0	534	0	141	141	79.1%	0.0%	79.1%	0.0%	20.8%	20.9%
1998	702	556	0	556	0	146	146	79.2%	0.0%	79.2%	0.0%	20.7%	20.8%
1999	785	622	0	622	0	163	163	79.2%	0.0%	79.2%	0.0%	20.7%	20.8%
2000	657	521	0	521	0	136	136	79.2%	0.0%	79.2%	0.1%	20.7%	20.8%
2001	710	564	0	564	0	146	146	79.4%	0.0%	79.4%	0.1%	20.5%	20.6%
2002	692	549	0	549	0	143	143	79.3%	0.0%	79.3%	0.1%	20.6%	20.7%
2003	683	528	0	528	1	154	155	77.4%	0.0%	77.4%	0.1%	22.6%	22.6%
2004	709	548	0	548	1	160	161	77.3%	0.0%	77.3%	0.1%	22.6%	22.7%
2005	743	574	0	574	1	169	170	77.2%	0.0%	77.2%	0.1%	22.7%	22.8%
2006	721	555	0	555	1	166	166	76.9%	0.0%	76.9%	0.1%	23.0%	23.1%
2007	771	592	0	592	1	179	180	76.7%	0.0%	76.7%	0.1%	23.2%	23.3%
2008	715	546	0	546	1	167	168	76.5%	0.0%	76.5%	0.1%	23.4%	23.5%
2009	715	545	0	545	1	169	170	76.2%	0.0%	76.2%	0.2%	23.6%	23.8%
2010	746	566	0	566	1	179	180	75.9%	0.0%	75.9%	0.2%	23.9%	24.1%
2011	785	593	0	593	2	190	192	75.6%	0.0%	75.6%	0.2%	24.2%	24.4%
<b>Average</b>	<b>721</b>	<b>560</b>	<b>0</b>	<b>560</b>	<b>1</b>	<b>160</b>	<b>161</b>	<b>77.6%</b>	<b>0.0%</b>	<b>77.6%</b>	<b>0.1%</b>	<b>22.3%</b>	<b>22.4%</b>

Poland	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	1 966	1 884	0	1 884	0	82	82	95.8%	0.0%	95.8%	0.0%	4.2%	4.2%
1998	1 965	1 877	0	1 877	0	87	87	95.6%	0.0%	95.6%	0.0%	4.4%	4.4%
1999	1 985	1 892	0	1 892	0	94	94	95.3%	0.0%	95.3%	0.0%	4.7%	4.7%
2000	2 046	1 942	4	1 946	0	99	100	94.9%	0.2%	95.1%	0.0%	4.9%	4.9%
2001	2 222	2 098	8	2 107	0	115	116	94.4%	0.4%	94.8%	0.0%	5.2%	5.2%
2002	2 201	2 077	10	2 087	0	113	114	94.4%	0.5%	94.8%	0.0%	5.1%	5.2%
2003	2 242	2 103	19	2 122	1	119	120	93.8%	0.9%	94.6%	0.0%	5.3%	5.4%
2004	2 281	2 128	24	2 152	1	128	129	93.3%	1.0%	94.3%	0.0%	5.6%	5.7%
2005	2 267	2 103	32	2 136	1	131	132	92.8%	1.4%	94.2%	0.0%	5.8%	5.8%
2006	1 993	1 830	45	1 875	1	117	118	91.8%	2.3%	94.1%	0.0%	5.9%	5.9%
2007	1 554	1 423	37	1 461	1	93	94	91.5%	2.3%	94.0%	0.1%	6.0%	6.0%
2008	1 681	1 536	43	1 578	1	102	103	91.3%	2.5%	93.9%	0.1%	6.1%	6.1%
2009	2 001	1 821	53	1 875	1	124	126	91.0%	2.6%	93.7%	0.1%	6.2%	6.3%
2010	2 156	1 953	60	2 013	2	141	142	90.6%	2.8%	93.4%	0.1%	6.5%	6.6%
2011	2 042	1 836	61	1 897	2	143	145	89.9%	3.0%	92.9%	0.1%	7.0%	7.1%
<b>Average</b>	<b>2 040</b>	<b>1 900</b>	<b>26</b>	<b>1 927</b>	<b>1</b>	<b>113</b>	<b>113</b>	<b>93.1%</b>	<b>1.3%</b>	<b>94.4%</b>	<b>0.0%</b>	<b>5.5%</b>	<b>5.6%</b>

## LOCATION OF COFFEE CONSUMPTION IN SELECTED IMPORTING COUNTRIES (CONTD)

(In thousand bags)

Portugal	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	603	213	0	213	5	385	390	35.3%	0.0%	35.3%	0.8%	63.8%	64.7%
1998	696	253	1	253	7	436	443	36.3%	0.1%	36.4%	1.0%	62.6%	63.6%
1999	737	271	1	271	7	458	465	36.8%	0.1%	36.8%	1.0%	62.2%	63.2%
2000	646	241	0	242	7	397	404	37.3%	0.1%	37.4%	1.1%	61.4%	62.6%
2001	745	281	1	281	12	452	464	37.7%	0.1%	37.7%	1.6%	60.6%	62.3%
2002	720	274	1	275	17	427	445	38.1%	0.1%	38.2%	2.4%	59.4%	61.8%
2003	657	254	1	254	19	384	403	38.6%	0.1%	38.7%	2.8%	58.5%	61.3%
2004	685	269	2	271	21	394	415	39.3%	0.2%	39.5%	3.0%	57.5%	60.5%
2005	656	259	2	261	21	373	394	39.5%	0.4%	39.9%	3.2%	56.9%	60.1%
2006	671	266	3	270	23	379	402	39.7%	0.5%	40.2%	3.4%	56.5%	59.8%
2007	684	269	4	273	24	386	410	39.3%	0.6%	40.0%	3.5%	56.5%	60.0%
2008	654	263	3	266	23	365	388	40.2%	0.5%	40.7%	3.6%	55.8%	59.3%
2009	709	293	3	296	25	388	413	41.3%	0.5%	41.8%	3.6%	54.7%	58.2%
2010	750	324	4	328	29	394	423	43.1%	0.6%	43.7%	3.8%	52.5%	56.3%
2011	834	386	5	391	31	412	442	46.3%	0.7%	46.9%	3.7%	49.4%	53.1%
<b>Average</b>	<b>697</b>	<b>274</b>	<b>2</b>	<b>276</b>	<b>18</b>	<b>402</b>	<b>420</b>	<b>39.4%</b>	<b>0.3%</b>	<b>39.7%</b>	<b>2.6%</b>	<b>57.7%</b>	<b>60.3%</b>

Russia	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	1 857	1 749	0	1 749	1	108	109	94.1%	0.0%	94.1%	0.1%	5.8%	5.9%
1998	1 647	1 539	0	1 539	1	107	109	93.4%	0.0%	93.4%	0.1%	6.5%	6.6%
1999	1 352	1 257	0	1 257	0	94	94	93.0%	0.0%	93.0%	0.0%	7.0%	7.0%
2000	1 863	1 711	0	1 711	0	152	152	91.8%	0.0%	91.8%	0.0%	8.1%	8.2%
2001	2 983	2 718	0	2 718	1	265	265	91.1%	0.0%	91.1%	0.0%	8.9%	8.9%
2002	3 446	3 118	0	3 118	1	327	328	90.5%	0.0%	90.5%	0.0%	9.5%	9.5%
2003	3 582	3 213	0	3 213	2	367	369	89.7%	0.0%	89.7%	0.1%	10.2%	10.3%
2004	3 086	2 759	0	2 759	2	325	328	89.4%	0.0%	89.4%	0.1%	10.5%	10.6%
2005	3 212	2 877	0	2 877	3	333	335	89.6%	0.0%	89.6%	0.1%	10.4%	10.4%
2006	3 263	2 876	23	2 899	3	360	364	88.1%	0.7%	88.9%	0.1%	11.0%	11.1%
2007	4 055	3 548	36	3 584	5	466	471	87.5%	0.9%	88.4%	0.1%	11.5%	11.6%
2008	3 716	3 241	36	3 277	6	432	438	87.2%	1.0%	88.2%	0.2%	11.6%	11.8%
2009	3 131	2 740	33	2 773	5	353	358	87.5%	1.1%	88.6%	0.2%	11.3%	11.4%
2010	3 661	3 206	36	3 242	8	412	419	87.6%	1.0%	88.5%	0.2%	11.2%	11.5%
2011	3 695	3 225	39	3 264	9	422	430	87.3%	1.1%	88.4%	0.2%	11.4%	11.6%
<b>Average</b>	<b>2 970</b>	<b>2 652</b>	<b>14</b>	<b>2 665</b>	<b>3</b>	<b>301</b>	<b>305</b>	<b>89.3%</b>	<b>0.5%</b>	<b>89.7%</b>	<b>0.1%</b>	<b>10.1%</b>	<b>10.3%</b>

## LOCATION OF COFFEE CONSUMPTION IN SELECTED IMPORTING COUNTRIES (CONTD)

(In thousand bags)

Spain	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	2 977	1 688	2	1 690	23	1 264	1 287	56.7%	0.1%	56.8%	0.8%	42.5%	43.2%
1998	2 996	1 696	2	1 698	29	1 270	1 299	56.6%	0.1%	56.7%	1.0%	42.4%	43.3%
1999	3 324	1 870	2	1 872	36	1 414	1 452	56.3%	0.1%	56.3%	1.1%	42.5%	43.7%
2000	2 991	1 678	2	1 680	39	1 272	1 312	56.1%	0.1%	56.1%	1.3%	42.5%	43.9%
2001	2 795	1 592	2	1 593	43	1 159	1 202	56.9%	0.1%	57.0%	1.5%	41.5%	43.0%
2002	2 833	1 630	2	1 632	50	1 151	1 201	57.5%	0.1%	57.6%	1.8%	40.6%	42.4%
2003	2 740	1 513	2	1 515	53	1 173	1 226	55.2%	0.1%	55.3%	1.9%	42.8%	44.7%
2004	2 705	1 473	1	1 475	58	1 173	1 231	54.5%	0.1%	54.5%	2.1%	43.4%	45.5%
2005	3 007	1 646	2	1 647	67	1 293	1 360	54.7%	0.1%	54.8%	2.2%	43.0%	45.2%
2006	3 017	1 654	2	1 655	69	1 292	1 361	54.8%	0.1%	54.9%	2.3%	42.8%	45.1%
2007	3 198	1 756	2	1 757	79	1 361	1 441	54.9%	0.1%	55.0%	2.5%	42.6%	45.0%
2008	3 485	1 867	2	1 869	94	1 523	1 616	53.6%	0.1%	53.6%	2.7%	43.7%	46.4%
2009	3 352	1 809	2	1 813	92	1 447	1 539	54.0%	0.1%	54.1%	2.8%	43.2%	45.9%
2010	3 232	1 795	4	1 799	89	1 344	1 433	55.5%	0.1%	55.7%	2.7%	41.6%	44.3%
2011	3 149	1 782	2	1 784	86	1 279	1 365	56.6%	0.1%	56.6%	2.7%	40.6%	43.4%
<b>Average</b>	<b>3 054</b>	<b>1 697</b>	<b>2</b>	<b>1 698</b>	<b>61</b>	<b>1 294</b>	<b>1 355</b>	<b>55.6%</b>	<b>0.1%</b>	<b>55.6%</b>	<b>2.0%</b>	<b>42.4%</b>	<b>44.4%</b>

Sweden	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	1 241	1 035	17	1 051	0	189	189	83.4%	1.4%	84.7%	0.0%	15.2%	15.3%
1998	1 248	1 030	18	1 048	0	200	200	82.5%	1.4%	84.0%	0.0%	16.0%	16.0%
1999	1 279	1 050	17	1 067	0	211	212	82.1%	1.3%	83.4%	0.0%	16.5%	16.6%
2000	1 173	953	15	968	0	204	205	81.2%	1.3%	82.6%	0.0%	17.4%	17.4%
2001	1 251	1 012	18	1 030	1	221	222	80.9%	1.4%	82.3%	0.1%	17.6%	17.7%
2002	1 224	975	18	993	1	230	231	79.7%	1.5%	81.1%	0.1%	18.8%	18.9%
2003	1 178	945	17	962	1	215	216	80.2%	1.5%	81.7%	0.1%	18.2%	18.3%
2004	1 234	999	18	1 018	2	214	216	81.0%	1.5%	82.5%	0.1%	17.4%	17.5%
2005	1 170	936	18	955	2	213	215	80.0%	1.6%	81.6%	0.2%	18.2%	18.4%
2006	1 315	1 052	20	1 073	3	240	242	80.0%	1.6%	81.6%	0.2%	18.2%	18.4%
2007	1 244	989	20	1 009	3	233	236	79.4%	1.6%	81.1%	0.2%	18.7%	18.9%
2008	1 272	1 005	22	1 026	3	243	246	79.0%	1.7%	80.7%	0.3%	19.1%	19.3%
2009	1 133	894	18	912	4	217	221	78.9%	1.6%	80.5%	0.3%	19.2%	19.5%
2010	1 221	960	22	981	5	235	240	78.6%	1.8%	80.3%	0.4%	19.3%	19.7%
2011	1 125	880	20	900	6	220	225	78.2%	1.8%	80.0%	0.5%	19.5%	20.0%
<b>Average</b>	<b>1 221</b>	<b>981</b>	<b>19</b>	<b>1 000</b>	<b>2</b>	<b>219</b>	<b>221</b>	<b>80.4%</b>	<b>1.5%</b>	<b>81.9%</b>	<b>0.2%</b>	<b>17.9%</b>	<b>18.1%</b>

## LOCATION OF COFFEE CONSUMPTION IN SELECTED IMPORTING COUNTRIES (CONTD)

(In thousand bags)

Switzerland	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	712	567	5	571	0	141	141	79.6%	0.6%	80.2%	0.0%	19.8%	19.8%
1998	811	651	6	656	0	154	154	80.3%	0.7%	81.0%	0.0%	19.0%	19.0%
1999	863	694	6	700	0	162	162	80.4%	0.7%	81.2%	0.0%	18.8%	18.8%
2000	827	668	6	673	0	154	154	80.7%	0.7%	81.4%	0.0%	18.6%	18.6%
2001	816	660	6	666	1	148	150	80.9%	0.7%	81.6%	0.2%	18.2%	18.4%
2002	821	669	6	675	5	141	147	81.5%	0.7%	82.2%	0.6%	17.2%	17.8%
2003	852	696	6	703	6	144	150	81.7%	0.7%	82.4%	0.7%	16.9%	17.6%
2004	722	589	7	596	6	120	126	81.6%	1.0%	82.6%	0.8%	16.6%	17.4%
2005	1 099	896	13	908	12	179	191	81.5%	1.2%	82.6%	1.1%	16.3%	17.4%
2006	932	761	11	772	13	147	160	81.7%	1.2%	82.8%	1.4%	15.8%	17.2%
2007	989	806	12	818	17	154	171	81.5%	1.2%	82.7%	1.7%	15.5%	17.3%
2008	1 149	933	15	949	24	176	201	81.2%	1.3%	82.5%	2.1%	15.4%	17.5%
2009	966	782	14	795	23	148	170	80.9%	1.4%	82.3%	2.3%	15.3%	17.7%
2010	1 012	817	15	832	25	156	180	80.7%	1.5%	82.2%	2.4%	15.4%	17.8%
2011	1 035	834	17	850	26	159	185	80.6%	1.6%	82.2%	2.5%	15.3%	17.8%
<b>Average</b>	<b>907</b>	<b>735</b>	<b>10</b>	<b>744</b>	<b>10</b>	<b>152</b>	<b>163</b>	<b>81.0%</b>	<b>1.1%</b>	<b>82.1%</b>	<b>1.2%</b>	<b>16.8%</b>	<b>17.9%</b>

Turkey	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	236	150	0	150	0	86	86	63.6%	0.0%	63.6%	0.2%	36.2%	36.4%
1998	286	183	0	183	1	103	103	63.8%	0.0%	63.8%	0.2%	36.0%	36.2%
1999	265	170	0	170	1	95	95	64.1%	0.0%	64.1%	0.2%	35.7%	35.9%
2000	287	178	0	178	1	108	109	62.0%	0.0%	62.0%	0.2%	37.7%	38.0%
2001	290	179	0	179	1	111	111	61.6%	0.0%	61.6%	0.3%	38.1%	38.4%
2002	359	248	0	248	1	110	111	69.0%	0.0%	69.0%	0.2%	30.7%	31.0%
2003	367	264	0	264	1	102	103	71.8%	0.0%	71.8%	0.2%	27.9%	28.2%
2004	403	297	0	297	1	105	106	73.6%	0.0%	73.6%	0.2%	26.1%	26.4%
2005	464	338	0	338	1	125	126	72.9%	0.0%	72.9%	0.3%	26.9%	27.1%
2006	497	355	0	355	2	140	142	71.5%	0.0%	71.5%	0.3%	28.1%	28.5%
2007	516	345	0	345	3	168	171	66.8%	0.0%	66.8%	0.5%	32.6%	33.2%
2008	484	318	0	318	3	163	166	65.6%	0.0%	65.6%	0.7%	33.6%	34.4%
2009	521	340	0	340	4	177	181	65.3%	0.0%	65.3%	0.8%	33.9%	34.7%
2010	610	398	0	398	6	206	212	65.2%	0.0%	65.2%	0.9%	33.8%	34.8%
2011	633	415	0	415	7	212	219	65.5%	0.0%	65.5%	1.0%	33.5%	34.5%
<b>Average</b>	<b>415</b>	<b>278</b>	<b>0</b>	<b>278</b>	<b>2</b>	<b>134</b>	<b>136</b>	<b>67.2%</b>	<b>0.0%</b>	<b>67.2%</b>	<b>0.5%</b>	<b>32.3%</b>	<b>32.8%</b>

## LOCATION OF COFFEE CONSUMPTION IN SELECTED IMPORTING COUNTRIES (CONTD)

(In thousand bags)

Ukraine	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	167	162	0	162	0	5	5	96.7%	0.0%	96.7%	0.0%	3.3%	3.3%
1998	126	122	0	122	0	4	4	96.7%	0.0%	96.7%	0.0%	3.3%	3.3%
1999	253	246	0	246	0	6	6	97.5%	0.0%	97.5%	0.0%	2.5%	2.5%
2000	179	174	0	174	0	5	5	97.5%	0.0%	97.5%	0.0%	2.5%	2.5%
2001	228	222	0	222	0	6	6	97.3%	0.0%	97.3%	0.0%	2.7%	2.7%
2002	440	428	0	428	0	12	12	97.2%	0.0%	97.2%	0.0%	2.8%	2.8%
2003	647	630	0	630	0	17	17	97.3%	0.0%	97.3%	0.0%	2.7%	2.7%
2004	739	722	0	722	0	18	18	97.6%	0.0%	97.6%	0.0%	2.4%	2.4%
2005	1 025	1 001	0	1 001	0	23	23	97.7%	0.0%	97.7%	0.0%	2.3%	2.3%
2006	968	942	1	943	0	25	25	97.3%	0.1%	97.4%	0.0%	2.6%	2.6%
2007	1 057	1 025	0	1 026	0	31	31	97.0%	0.0%	97.1%	0.0%	2.9%	2.9%
2008	1 733	1 696	0	1 696	1	36	37	97.9%	0.0%	97.9%	0.0%	2.1%	2.1%
2009	1 460	1 432	0	1 432	1	28	28	98.1%	0.0%	98.1%	0.0%	1.9%	1.9%
2010	1 485	1 457	0	1 457	1	28	29	98.1%	0.0%	98.1%	0.0%	1.9%	1.9%
2011	1 324	1 300	0	1 300	1	23	24	98.2%	0.0%	98.2%	0.0%	1.8%	1.8%
<b>Average</b>	<b>789</b>	<b>771</b>	<b>0</b>	<b>771</b>	<b>0</b>	<b>18</b>	<b>18</b>	<b>97.7%</b>	<b>0.0%</b>	<b>97.7%</b>	<b>0.0%</b>	<b>2.3%</b>	<b>2.3%</b>

United Kingdom	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	2 441	1 658	51	1 709	161	571	731	67.9%	2.1%	70.0%	6.6%	23.4%	30.0%
1998	2 588	1 736	57	1 794	199	596	794	67.1%	2.2%	69.3%	7.7%	23.0%	30.7%
1999	2 276	1 524	55	1 579	188	508	696	67.0%	2.4%	69.4%	8.3%	22.3%	30.6%
2000	2 342	1 555	63	1 618	217	507	725	66.4%	2.7%	69.1%	9.3%	21.7%	30.9%
2001	2 215	1 452	72	1 524	242	449	691	65.6%	3.2%	68.8%	10.9%	20.3%	31.2%
2002	2 261	1 472	77	1 549	285	427	711	65.1%	3.4%	68.5%	12.6%	18.9%	31.5%
2003	2 236	1 446	79	1 525	327	384	711	64.7%	3.5%	68.2%	14.6%	17.2%	31.8%
2004	2 458	1 586	87	1 673	385	401	785	64.5%	3.5%	68.1%	15.7%	16.3%	31.9%
2005	2 680	1 752	92	1 844	443	393	836	65.4%	3.4%	68.8%	16.5%	14.7%	31.2%
2006	3 059	1 994	109	2 103	530	425	956	65.2%	3.6%	68.8%	17.3%	13.9%	31.2%
2007	2 824	1 840	99	1 939	515	370	884	65.2%	3.5%	68.7%	18.2%	13.1%	31.3%
2008	3 067	2 009	108	2 117	570	380	951	65.5%	3.5%	69.0%	18.6%	12.4%	31.0%
2009	3 220	2 137	115	2 250	584	386	970	66.4%	3.6%	69.9%	18.1%	12.0%	30.1%
2010	3 134	2 099	115	2 214	556	364	920	67.0%	3.7%	70.7%	17.7%	11.6%	29.3%
2011	2 926	1 996	92	2 088	507	331	838	68.2%	3.1%	71.4%	17.3%	11.3%	28.6%
<b>Average</b>	<b>2 648</b>	<b>1 750</b>	<b>85</b>	<b>1 835</b>	<b>381</b>	<b>433</b>	<b>813</b>	<b>66.1%</b>	<b>3.2%</b>	<b>69.3%</b>	<b>14.4%</b>	<b>16.3%</b>	<b>30.7%</b>

**LOCATION OF COFFEE CONSUMPTION IN SELECTED IMPORTING COUNTRIES (CONTD)**

(In thousand bags)

USA	Total	Volume						Percentage shares					
		At-home			Out-of-home			At-home			Out-of-home		
		Store	Non-store	Subtotal	Chains	Other	Subtotal	Store	Non-store	Subtotal	Chains	Other	Subtotal
1997	<b>17 795</b>	14 746	164	14 910	459	2 426	2 885	82.9%	0.9%	83.8%	2.6%	13.6%	16.2%
1998	<b>18 604</b>	15 601	158	15 759	461	2 384	2 845	83.9%	0.8%	84.7%	2.5%	12.8%	15.3%
1999	<b>19 359</b>	16 329	148	16 478	487	2 395	2 882	84.3%	0.8%	85.1%	2.5%	12.4%	14.9%
2000	<b>18 746</b>	15 698	127	15 824	505	2 416	2 921	83.7%	0.7%	84.4%	2.7%	12.9%	15.6%
2001	<b>19 554</b>	16 351	132	16 483	537	2 533	3 070	83.6%	0.7%	84.3%	2.7%	13.0%	15.7%
2002	<b>19 125</b>	15 782	111	15 894	565	2 662	3 231	82.5%	0.6%	83.1%	3.0%	13.9%	16.9%
2003	<b>20 193</b>	16 458	133	16 591	634	2 965	3 602	81.5%	0.7%	82.2%	3.1%	14.7%	17.8%
2004	<b>20 973</b>	17 247	139	17 386	635	2 952	3 587	82.2%	0.7%	82.9%	3.0%	14.1%	17.1%
2005	<b>20 998</b>	17 087	155	17 242	672	3 083	3 756	81.4%	0.7%	82.1%	3.2%	14.7%	17.9%
2006	<b>20 667</b>	16 585	151	16 736	708	3 224	3 932	80.2%	0.7%	81.0%	3.4%	15.6%	19.0%
2007	<b>21 033</b>	16 764	169	16 933	738	3 362	4 100	79.7%	0.8%	80.5%	3.5%	16.0%	19.5%
2008	<b>21 652</b>	17 201	174	17 374	774	3 504	4 278	79.4%	0.8%	80.2%	3.6%	16.2%	19.8%
2009	<b>21 436</b>	17 119	173	17 292	754	3 390	4 144	79.9%	0.8%	80.7%	3.5%	15.8%	19.3%
2010	<b>21 783</b>	17 434	212	17 646	786	3 352	4 138	80.0%	1.0%	81.0%	3.6%	15.4%	19.0%
2011	<b>22 043</b>	17 760	234	17 994	790	3 259	4 049	80.6%	1.1%	81.6%	3.6%	14.8%	18.4%
<b>Average</b>	<b>20 264</b>	<b>16 544</b>	<b>159</b>	<b>16 703</b>	<b>634</b>	<b>2 927</b>	<b>3 561</b>	<b>81.6%</b>	<b>0.8%</b>	<b>82.4%</b>	<b>3.1%</b>	<b>14.4%</b>	<b>17.6%</b>

## CONSUMPTION OF ROASTED COFFEE IN SELECTED IMPORTING COUNTRIES

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	Average	% of total consumption
Austria	938	950	964	746	860	785	607	835	644	509	705	756	737	759	946	783	84.5%
Belgium	808	1 195	756	1 021	795	1 326	1 410	1 249	1 031	1 365	979	576	827	770	824	995	89.4%
Denmark	786	828	842	764	839	772	684	797	741	760	736	635	624	775	718	753	94.3%
Finland	900	963	943	927	909	927	924	999	1 063	1 008	1 016	1 072	1 018	1 039	1 049	984	96.1%
France	4 818	4 672	4 845	4 686	4 545	4 754	4 626	4 218	4 078	4 498	4 791	4 383	4 830	4 868	5 098	4 647	85.9%
Germany	8 411	8 651	8 372	7 436	7 525	6 763	7 367	7 964	6 494	6 840	6 467	7 147	6 671	6 951	7 030	7 339	79.0%
Greece	259	235	226	245	196	300	399	382	386	384	460	446	453	488	521	359	42.6%
Italy	4 701	4 714	4 696	4 906	4 976	4 911	5 209	5 169	5 222	5 239	5 433	5 488	5 380	5 334	5 242	5 108	94.1%
Japan	3 679	3 715	3 825	4 103	4 323	4 325	4 265	4 486	4 553	4 757	4 906	4 753	4 823	4 851	4 729	4 406	64.4%
Netherlands	2 031	1 667	1 247	1 558	1 405	1 313	1 447	1 669	1 639	1 814	1 969	1 143	778	1 174	897	1 450	85.1%
Norway	649	675	753	630	680	662	636	659	689	667	709	654	652	678	714	674	93.5%
Poland	1 337	1 295	1 266	1 266	1 361	1 363	1 378	1 394	1 374	1 196	921	982	1 163	1 254	1 184	1 249	61.2%
Portugal	539	618	649	566	649	622	564	584	555	565	572	541	584	618	689	594	85.3%
Russia	109	104	85	142	262	350	427	412	453	522	711	681	555	676	718	414	13.9%
Spain	2 499	2 515	2 731	2 447	2 282	2 310	2 247	2 226	2 483	2 491	2 640	2 880	2 771	2 655	2 574	2 517	82.4%
Sweden	1 180	1 183	1 214	1 111	1 186	1 157	1 113	1 167	1 103	1 242	1 176	1 202	1 067	1 149	1 057	1 154	94.5%
Switzerland	615	703	749	717	708	714	742	630	961	817	869	1 012	851	894	917	793	87.4%
Turkey	77	92	83	94	94	86	72	66	60	47	45	40	42	49	52	67	16.1%
Ukraine	28	22	43	32	41	77	107	113	155	152	173	208	198	198	157	113	14.4%
United Kingdom	385	413	369	390	387	412	429	493	547	656	645	729	789	782	740	544	20.6%
USA	15 522	16 366	17 085	16 593	17 552	17 325	18 342	19 246	19 379	19 183	19 626	20 274	20 149	20 519	20 837	18 533	91.5%
<b>Selected countries subtotal</b>	<b>50 268</b>	<b>51 577</b>	<b>51 744</b>	<b>50 380</b>	<b>51 571</b>	<b>51 253</b>	<b>52 996</b>	<b>54 757</b>	<b>53 609</b>	<b>54 712</b>	<b>55 547</b>	<b>55 600</b>	<b>54 965</b>	<b>56 482</b>	<b>56 694</b>	<b>53 477</b>	<b>77.4%</b>
<b>% of total consumption</b>																	
<b>in selected countries</b>	<b>79.1%</b>	<b>79.5%</b>	<b>79.7%</b>	<b>78.7%</b>	<b>77.9%</b>	<b>76.7%</b>	<b>76.6%</b>	<b>77.0%</b>	<b>76.5%</b>	<b>76.6%</b>	<b>76.7%</b>	<b>76.3%</b>	<b>76.8%</b>	<b>76.5%</b>	<b>76.9%</b>	<b>77.4%</b>	

In thousand bags

## CONSUMPTION OF SOLUBLE COFFEE IN SELECTED IMPORTING COUNTRIES

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	Average	% of total consumption
Austria	149	154	159	129	153	141	112	161	128	103	142	152	149	144	171	143	15.5%
Belgium	79	114	79	113	90	158	170	148	127	172	124	74	107	101	110	118	10.6%
Denmark	22	26	27	27	30	33	40	52	54	62	58	53	54	72	72	45	5.7%
Finland	39	39	36	40	39	42	42	35	39	39	41	43	40	41	44	40	3.9%
France	669	678	733	716	708	772	768	711	709	779	837	769	847	845	862	760	14.1%
Germany	1 260	1 325	1 376	1 334	1 534	1 735	2 131	2 481	2 170	2 311	2 160	2 387	2 226	2 341	2 430	1 947	21.0%
Greece	480	433	415	442	352	527	529	489	484	472	555	532	521	506	501	483	57.4%
Italy	212	222	222	243	267	271	298	300	330	354	388	404	426	448	447	322	5.9%
Japan	2 290	2 337	2 448	2 523	2 612	2 550	2 505	2 631	2 574	2 512	2 376	2 312	2 307	2 341	2 286	2 440	35.6%
Netherlands	336	294	224	302	272	261	296	309	288	315	323	181	120	173	127	255	14.9%
Norway	26	28	32	27	30	31	47	50	54	55	62	60	63	67	71	47	6.5%
Poland	629	669	719	779	862	838	864	887	894	797	634	700	838	902	858	791	38.8%
Portugal	64	78	88	81	97	98	93	101	100	106	112	114	125	132	145	102	14.7%
Russia	1 748	1 543	1 267	1 721	2 721	3 095	3 155	2 674	2 760	2 741	3 344	3 035	2 576	2 985	2 977	2 556	86.1%
Spain	478	481	593	544	513	523	493	480	525	526	558	606	581	576	574	537	17.6%
Sweden	61	65	65	62	66	67	65	66	67	73	69	71	65	72	68	67	5.5%
Switzerland	98	108	114	110	108	107	110	92	139	115	120	137	114	118	118	114	12.6%
Turkey	160	194	181	192	196	273	295	338	405	450	471	444	478	560	582	348	83.9%
Ukraine	139	104	210	147	188	364	540	627	870	817	884	1 525	1 262	1 287	1 167	675	85.6%
United Kingdom	2 056	2 175	1 907	1 952	1 828	1 849	1 807	1 965	2 133	2 403	2 178	2 338	2 431	2 352	2 185	2 104	79.4%
USA	2 274	2 237	2 275	2 153	2 002	1 800	1 851	1 726	1 619	1 485	1 408	1 378	1 287	1 264	1 206	1 731	8.5%
<b>Selected countries subtotal</b>	<b>13 268</b>	<b>13 305</b>	<b>13 170</b>	<b>13 637</b>	<b>14 667</b>	<b>15 534</b>	<b>16 211</b>	<b>16 324</b>	<b>16 468</b>	<b>16 686</b>	<b>16 843</b>	<b>17 315</b>	<b>16 618</b>	<b>17 329</b>	<b>17 003</b>	<b>15 625</b>	<b>22.6%</b>
<b>% of total consumption in selected countries</b>	<b>20.9%</b>	<b>20.5%</b>	<b>20.3%</b>	<b>21.3%</b>	<b>22.1%</b>	<b>23.3%</b>	<b>23.4%</b>	<b>23.0%</b>	<b>23.5%</b>	<b>23.4%</b>	<b>23.3%</b>	<b>23.7%</b>	<b>23.2%</b>	<b>23.5%</b>	<b>23.1%</b>	<b>22.6%</b>	

In thousand bags



## ANNEX VIII-C

## CONSUMPTION OF COFFEE PODS IN SELECTED IMPORTING COUNTRIES

	2004	2005	2006	2007	2008	2009	2010	2011	Average
Austria	4	5	10	25	35	38	46	69	29
Belgium	57	67	121	115	79	123	125	140	103
Denmark	1	2	3	4	3	3	7	8	4
Finland						0	0	0	0
France	202	246	361	482	512	672	782	947	525
Germany	72	107	215	311	434	462	563	655	352
Greece	1	1	1	1	1	1	2	2	1
Italy	38	42	51	65	71	91	128	155	80
Japan	0	2	2	2	6	13	17	21	8
Netherlands	256	306	358	439	272	190	290	225	292
Norway			2	3	5	5	6	8	5
Poland				1	2	4	6	8	4
Portugal	1	2	3	6	13	25	50	98	25
Russia	1	1	1	2	2	1	2	2	1
Spain	13	18	24	35	47	56	71	83	43
Sweden			0	0	0	1	3	6	2
Switzerland	15	29	32	46	64	61	76	90	52
Turkey	0	0	0	0	0	0	0	0	0
Ukraine							0	0	0
United Kingdom	3	5	10	14	18	24	27	29	16
USA	0	32	62	63	98	146	266	358	128
<b>Selected countries subtotal</b>	<b>663</b>	<b>866</b>	<b>1 257</b>	<b>1 615</b>	<b>1 661</b>	<b>1 917</b>	<b>2 467</b>	<b>2 903</b>	<b>1 669</b>
<b>% of total consumption in selected countries</b>	<b>0.9%</b>	<b>1.2%</b>	<b>1.8%</b>	<b>2.2%</b>	<b>2.3%</b>	<b>2.7%</b>	<b>3.3%</b>	<b>3.9%</b>	<b>2.4%</b>

In thousand bags