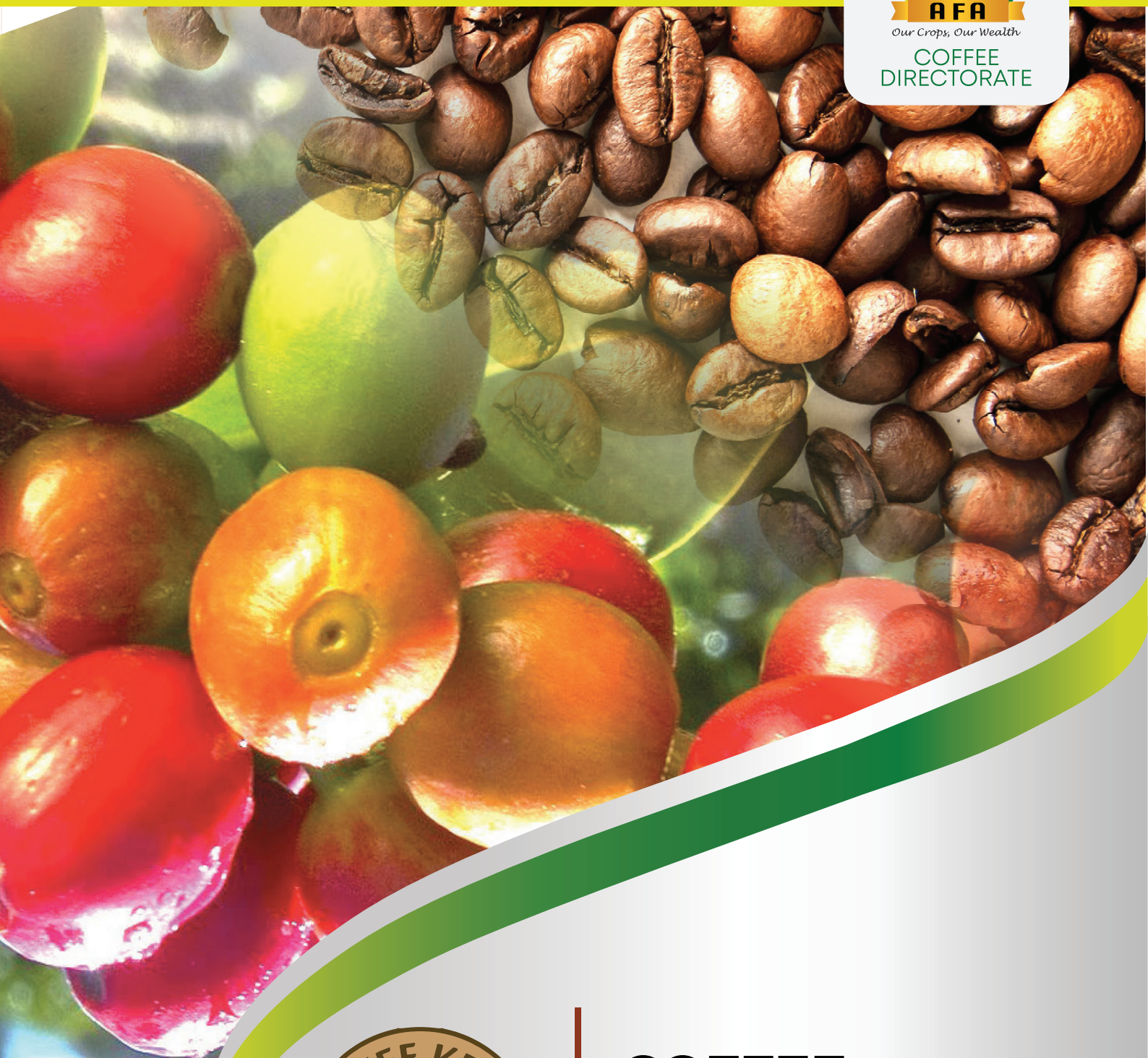
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COFFEE DIRECTORATE



COFFEE KENYA
SO RICH SO KENYAN

COFFEE YEAR BOOK 2024/2025



KENYA COFFEE YEAR BOOK 2024/2025

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COFFEE YEAR SUMMARY 2023/2024 & 2024/2025

Index	2023/2024	2024/2025
GDP contributions	0.30%	0.30%
Area (ha)	National (113,500)	National (117,164)
	Estates (28,552)	Estates (29,713)
	Societies (84,950)	Societies (89,451)
Production (MT)	National (49,501.22)	National (50,598)
	Estates (14,558.64)	Estates (14,654)
	Societies (34,942.58)	Societies (35,944)
Yield (Kg/ha) *	National (452.48)	National (449.34)
	Estates (575.44)	Estates (519.60)
	Societies (415.49)	Societies (439.10)
Total value of production (US dollars/KES)	229.55 Million (31.31 Billion)	352.02 Million (45.76 Billion)
Estimated Cost of Production Per Ha		
Total Export volume (MT)-GBE	49,199.09	50,675.07
Total Export value (Million US Dollars)	293	343.99
Total Export value (Billion KES)	39.95	43.89
Total No Bags Exported in (60 Kgs)	819,985	844,584
Export average price per 60 Kgs bag (US Dollars)	357.18	407.35
Top 5 export destinations (60-Kgs Bag)	Belgium (118,305 Bags) – 17%	USA (180,735 Bags) – 21%
	USA (113,178 Bags) – 16%	Belgium (138,875 Bags) – 16%
	Germany (80,378 Bags) – 11%	Germany (105,876 Bags) – 13%
	Korea, (57,464 Bags) – 8%	Korea, (50,410 Bags) – 6%
	Sweden (54,756 Bags) – 8%	Canada (41,167 Bags) – 5%
Total Import weight in Kg and bags	1,770,257.99	1,099,084.30
Total import value in US Dollars	9,568,546.75	9,385,234.03
National average cherry payout rate 2020/21 (KES/Kg)- Weighted	81.05	114.17
Highest cherry rate in KES/Kg	Nyeri County, (Njuriga FCS, Gakoe Factory) - 130	Nyeri County, (Njuriga FCS, Gakoe Factory) - 170
Nairobi Coffee Exchange weight and bags bought	41,616,589 (676,903)	40,430,646 / 656,853
Nairobi Coffee Exchange value in US dollars	189,285,383.02	275,312,152.00
Nairobi Coffee Exchange average price (US$ per 50 Kgs bag)	227.42	340.47
Direct Sales weight in Kg and 60 kg bags	6,583.42 (109,724)	6,649.26 (110,821)
Direct Sales value in Million US Dollars	40.26	52.93
Direct Sales average price in US$ per 50 Kgs bag	305.78	398.02
Weighted National average price/50 Kgs bag (Auction +Direct Sales) in US Dollars	238.12	348.6
Ratio of Estate: Smallholder production	29:71	29:71
Number of active co-operatives/factories	682/1176	682/1176
Number of active estates	2764	2765

DEFINITION OF TERMS

Agent: a registered person who may be appointed by a grower for the purposes of facilitating overseas direct sales with regard to logistics.

Auction: The system under which clean coffee is offered for sale at a coffee exchange

Broker: a person cleared by the Exchange and licensed by the Capital Markets Authority, who may be appointed by a grower or an association of growers, in accordance with the Regulations, to sell their coffee on their behalf through the Exchange.

Buyer: an incorporated company licensed by the Authority to buy clean coffee at the exchange for export, local sale or value addition, or to import clean coffee for secondary processing in Kenya.

Clean coffee: coffee bean or dried seed of the coffee plant separated from non-food tissues of the coffee fruit where the silver skin is reduced to the maximum possible extent

Coffee: means the plant botanically known as *coffea species* (L.) and includes the fruit, whether on the plant or detached therefrom, the seed in form of either buni, parchment coffee, clean coffee, roasted beans or ground coffee

Direct sale: a contractual arrangement between a grower (a co-operative society, society, union, grower-miller, estate or an association of coffee growers) and an overseas buyer or local roaster for the sale of own clean coffee based on mutually accepted terms and conditions enforceable in law

Estates: an area of land or group of parcels of land under coffee not being less than five acres in size in aggregate or land under coffee which has an average annual production of not less than twenty thousand kilograms of cherry over a period of three years

Grower: means any person who cultivates coffee in Kenya and may for purposes of licensing, include; co-operative societies, unions, associations and estates

Miller: a person licensed by the respective county government to conduct the business of coffee milling.

Roaster: a person licensed by the respective county government to buy clean coffee under the Regulations for value addition for local sale.

Warehouseman: a person who possesses skills for the management of a licensed warehouse and is licensed by the Agriculture and Food Authority.

List of Abbreviations

Abbreviation/Acronym	Definition
AFA	Agriculture and Food Authority
CAN	Calcium, Ammonium and Nitrate
CBD	Coffee Berry Disease
CLR	Coffee Leaf Rust
CRI	Coffee Research Institute
EU	European Union
EUDR	European Union Deforestation Regulations
GBE	Green Bean Equivalent
Ha	Hectares
I-CIP	ICO Composite Indicator Price
ICO	International Coffee Organization
KALRO	Kenya Agricultural and Livestock Research Organization
KENTRADE	Kenya Trade Network Agency
KES	Kenya Shillings
KPHC	Kenya Population and Housing Census
Kgs	Kilogram(s)
MT	Metric Tonnes
NCE	Nairobi Coffee Exchange
NPK	Nitrogen, Phosphorus and Potassium
USA	United States of America
USD	United States Dollar

FOREWORD

Agriculture and Food Authority (AFA) - Coffee Directorate is mandated to develop, promote, and regulate Kenya's coffee industry. According to the Crops (Coffee) (General) Regulations, 2019, Article 4 (2) (e), the Directorate is responsible for collecting, collating, maintaining a database and disseminating information about the coffee industry. Each year, AFA – Coffee Directorate publishes the Year Book to disseminate information across the entire value chain.

This publication serves as a valuable resource for all stakeholders in the coffee industry, highlighting the Directorate's efforts in consulting and engaging with various industry players to enrich the industry's database and foster data driven decision making for the government as well as the industry stakeholders.

We extend our gratitude to the National Government, County Governments, Kenya Agriculture and Livestock Research Organization - Coffee Research Institute (CRI), Kenyan universities, Nairobi Coffee Exchange (NCE), Kenya Trade Network Agency (KenTrade), Capital Markets Authority, growers, millers, brokers, buyers, coffee agents, warehousemen, roasters and all other players in the coffee value chain for their invaluable support during the data collection, collation and validation processes. Their contributions have significantly enhanced the quality and content of this annual publication.

On behalf of the Agriculture and Food Authority, I would like to express my appreciation to AFA staff and all stakeholders who made this publication possible. We hope that readers will find this Year Book highly informative.

Callistus Kundu
Ag. Director General – Agriculture and Food Authority

FOREWORD



ACKNOWLEDGEMENTS

I would like to extend my heartfelt thanks to all the coffee value chain players for their unwavering support and cooperation during the data collection for the Coffee Year Book 2024/2025. I also wish to acknowledge the invaluable role played by the Director General - Agriculture and Food Authority in making this publication possible.

Additionally, I recognize the critical contributions of all Coffee Directorate technical staff during the data collection exercise and validation workshop, which were instrumental in the successful publication of this yearbook. My sincere gratitude goes to the Assistant Director- Market Research and Product Development Department, Ms. Florence Jelagat, for coordinating the collection, analysis, and compilation of the coffee value chain data. Special thanks to the Directorate's Statistician, Mr. Calvin Baraka, for his work in analyzing the data and compiling the report and to the Technical and Advisory department, especially the regional staff, for collecting and collating the production data.

We wish to convey sincere gratitude to our partners: The Coffee Research Institute for providing production cost data and seed and seedling data, The Nairobi Coffee Exchange for providing the auction statistics, the State Department for Agriculture for contributing to the data validation. Not forgetting the editorial team comprising of the three technical departments of the Directorate, whose efforts have been invaluable. I hope this publication will serve as a vital resource to foster data-driven decision-making in the coffee sub-sector.

Felix Mutwiri
Director, Coffee Directorate



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EXECUTIVE SUMMARY

Coffee year 2024/2025 (October 2024 – September 2025) recorded strong overall sector performance, characterized by production growth, significantly higher auction and direct sales prices and a notable increase in export earnings, supported by a historically favorable global price environment.

National clean coffee production increased by 2.20% from 49,501 metric tonnes (MT) in 2023/2024 to 50,598 MT in 2024/2025. The cooperative sector contributed 35,944 MT (71.04% of total production), while estates contributed 14,654 MT (29.03%). Kirinyaga was the leading producing county with 8,999 MT (17.77% share), followed by Kiambu (8,274 MT, 16.34%) and Nyeri (6,701 MT, 13.23%). Production growth was attributed to improved farm-level productivity, the distribution of government-subsidized fertilizers and increased cultivation of coffee in recent years across both traditional and non-traditional coffee growing counties.

Area under coffee increased by 3.23% to 117,164 hectares nationally. The cooperative sector accounted for 89,451 Ha (75.07%) and estates for 29,713 Ha (24.93%).

The price at the auction increased despite a slight decline in traded volumes. Total bags sold at auction declined by 3.0% to 656,853 bags while total weight reduced by 2.8% to 40.43 million kg. However, the average auction price increased by 49.71% from USD 227.42 to USD 340.47 per 50-kg bag, driving total auction value up 45.40% to USD 275.31 million. The price increases were mainly influenced by globally tight arabica supply, which drove ICO Composite Indicator Prices to historical highs; peaking at USD 357.83 per 50-kg bag in September 2025.



Direct sales volumes recorded a marginal increase of 1.00% to 6,649 MT, while direct sales value increased by 31.47% to USD 52.93 million, with an average price of USD 398.02 per 50 Kg. The highest Direct Sales Price for the 2024/2025 season was recorded at the ACT Direct Sales Auction au USD 3,000 per 50 Kg bag. The combined average price across both marketing channels rose by 46.41% to USD 348.60 per 50-kg bag.

Total coffee export volumes grew by 3.00% to 50,675 MT. Export earnings increased by 17.45% to USD 343.99 million (KES 43.89 billion), reinforcing the sub-sector's position as a key foreign exchange earner The United States emerged as the single largest export destination in 2024/2025 with a 21.40% share (USD 71.51 million), while Belgium (16.44%), Germany (12.53%), Korea (5.97%), and Canada (4.87%) completed the top five destinations. Domestic coffee consumption grew by 12.00% to 2,309 MT, representing a positive trend in local market development, though it remains a small proportion of total production. The sector continues to be served by 682 active cooperative societies operating 1,176 factories, and 2,765 active estates, spread across 33 coffee-growing counties.

KENYA'S EUDR PREPARATION LANDSCAPE

Background & Purpose

The EU Deforestation Regulation (EUDR) requires that coffee sold in the EU be produced on land free of deforestation after 31 December 2020 and be fully traceable to the plot of production through verifiable geolocation data. Kenya exports about 55% of its coffee to the EU, 122,699 MT worth USD 695.7 million (KES 114.09 billion) over five years making compliance essential to protect this market. Coffee contributes roughly 0.3% of GDP and supports about 5 million livelihoods across 33 counties, including 800,000+ smallholders in 682 cooperatives (70% of output) and 2,765 estates (30%). To comply, the Ministry of Agriculture and Livestock Development, through AFA and a multi-agency team (KFS, KSA, DRSRS, KALRO, KNBS, Ministry of Cooperatives and the 33 county governments), fast-tracked a national geo-mapping of all coffee farms on Cabinet Secretary direction.

The Exercise

Using complete enumeration, teams targeted 594,857 active farmers across 33 counties over 15 working days in two phases (September–October 2025). 4,372 enumerators and supervisors, backed by 132 technical officers (a GIS specialist, coffee expert, statistician and ICT officer per county), captured farmer biodata and GPS farm coordinates using Kobo mobile tools, with an automated control rejecting points with positional error above 5 metres. Data streamed daily to Kenya Space Agency servers for cleaning and validation and the DRSRS GIS Lab.

Key Findings

- 554,028 farmers geo-mapped — a 93.14% national completion rate
- 21 counties met or exceeded targets (some above 100%, indicating newly registered and rehabilitated farms).
- Technical screening flagged 432 geo-points (~0.1%) intersecting or near gazetted forest boundaries in 18 counties: ~65% lie along boundaries (likely spatial misalignment), ~30% in legally excised areas, and under 4% within forest without coffee. Baringo, Nandi and Kericho account for most.

Risk Assessment & Conclusion

The flagged points are precautionary risk-screening flags, not evidence of deforestation. Combined with high mapping coverage, a strong cooperative-based traceability system, and Kenya's EU "low-risk" country classification, the deforestation risk in Kenya's coffee sector is assessed as low and manageable. Data cleaning, boundary reconciliation and ground verification are ongoing to finalise the dataset.

Challenges observed

Limited farmer awareness of EUDR requirements, poor rural network connectivity, adverse weather and terrain, and tight timelines and resources.

Way Forward

- Complete the digitization, data cleaning and validation processes.
- Development of the National Coffee Information System (NCIS).
- Establish a sustainable mechanism for continuous data collection and updates.

GLOBAL COFFEE MARKET TRENDS 2024/2025



1. GLOBAL COFFEE MARKET TRENDS 2024/2025

This section draws on data compiled from International Coffee Organization (ICO) Monthly Coffee Market Reports for coffee year 2024/2025, supplemented by USDA FAS Coffee Annual Reports. Unless stated otherwise, all global production and trade volumes are in million 60-kg bags.

1.1 INTRODUCTION

Coffee year 2024/25 was shaped by tight arabica supply and historically high prices: a weather-affected Brazilian harvest, partly offset by recovering output in Asia, kept the global market tight while the ICO Composite Indicator Price (I-CIP) reached record levels.

1.2 GLOBAL PRODUCTION

Global production in 2024/25 is estimated at roughly 174–175 million 60-kg bags, down from about 178 million in 2023/24 (ICO estimates), as a weather-affected Brazilian arabica crop outweighed recovering Robusta output in Vietnam and Indonesia and continued growth in Colombia and parts of Africa.

Table 1: Global Production Overview — Coffee Year 2024/25 (estimated)

Country / Region	Production (M bags)	vs. 2023/24	Type
Brazil	~48–50	weather-reduced (–14% est.)	Arabica / Robusta
Vietnam	~29.19	Recovery	Robusta
Colombia	~14.87	+16.5%	Arabica
Indonesia	~11.27	Strong recovery	Robusta
Ethiopia	~9.91	+0.5 M bags	Arabica
Uganda	~7.05	Record exports	Robusta / Arabica
Honduras	~5.14	Lowest since 2013/14	Arabica
Kenya	0.84	Stable growth	Arabica
Global Total (est.)	~174–175	vs 178M in 2023/24	—

Sources: ICO Monthly Market Reports 2024/25; USDA FAS Coffee Annual Reports. All figures in million 60-kg bags.

South America

Global production in 2024/25 is estimated at roughly 174–175 million 60-kg bags, down from about 178 million in 2023/24 (ICO estimates), as a weather-affected Brazilian arabica crop outweighed recovering Robusta output in Vietnam and Indonesia and continued growth in Colombia and parts of Africa.

Asia and Oceania

Asia and Oceania recovered strongly from the weather-hit 2023/24 season. Vietnam produced an estimated 29.19 million bags (exports up about 7% to 26.86 million) and Indonesia about 11.27 million (exports up sharply to 9.77 million). Regional exports reached roughly 44.45 million bags, close to a third of global green-bean exports.

Africa

Africa was the strongest-performing region, with production estimated to have risen about 7.6% to 22.78 million bags and exports at a record of roughly 19.69 million (up about 18.6% from 16.6 million in 2023/24), led by Ethiopia and Uganda. Kenya is expected to raise its production and export performance by at least 15% over the next two seasons.

Table 2: Africa Production & Export Performance — 2024/25

Country	Production (M bags)	Exports (M bags)	Export Change YoY	Coffee Type
Ethiopia	~9.91	7.37	+27.3%	Arabica
Uganda	~7.05	8.26 (record)	+29.6%	Robusta / Arabica
Tanzania	~1.0	~0.9	Modest growth	Arabica / Robusta
Kenya	0.84	0.72	+12% (value)	Arabica
DRC	~0.5	~0.4	Growing	Robusta / Arabica
Rwanda	~0.4–0.5	~0.4	Stable	Arabica
Africa Total	**~22.78**	**19.69**	**+18.6%**	**Mixed**

1.3 GLOBAL EXPORTS AND TRADE FLOWS

Global green-bean exports in 2024/25 totalled an estimated 121.26 million bags, a marginal decline of about 0.8% from the record 2023/24 level.

Table 3: Global Exports by Region — Coffee Year 2024/25

Region	2024/25 (M bags)	2023/24 (M bags)	Change	Share
South America	~57.5 (est.)	~67.2 (record)	–14.5%	~42.5%
Asia & Oceania	44.45	40.73	+9.1%	~32.0%
Africa	19.69	16.6	+18.6%	~14.0%
Mexico & Central America	~17.0	~16.4	~+3.5%	~11.5%
GLOBAL TOTAL	**121.26**	**~122.3**	**–0.8%**	**100.00%**

South America's share of global exports eased to about 42.5% (from 48.4%) as Brazilian shipments fell, while Asia and Oceania rose to roughly 32% and Africa reached a record.

1.4 GLOBAL IMPORTS AND CONSUMPTION

South America's share of global exports eased to about 42.5% (from 48.4%) as Brazilian shipments fell, while Asia and Oceania rose to roughly 32% and Africa reached a record. Demand has increasingly outpaced supply in off-cycle years; an estimated cumulative deficit of about 17.91 million bags over 2021/22–2023/24 has helped keep prices firm.

Table 4: Global Coffee Consumption by Region — 2024/25

Region	Consumption (M bags)	Global Share	Trend
Europe	53.7	30.3%	Stable / Recovery
Asia & Oceania	45.7	25.8%	Fastest growth
North America	30.9	17.5%	Steady growth
Producing Countries (domestic)	~46.7	~26.4%	Growing (esp. Brazil& Ethiopia)
Global Total	**~177**	**100.00%**	**+2.25% YoY**

Europe remains the largest consuming region (an estimated 53.7 million bags, about 30%), with sourcing increasingly shaped by the EU Deforestation Regulation (EUDR). Asia and Oceania (around 45.7 million bags, about 26%) are the fastest-growing, led by China.

1.5 GLOBAL PRICE TRENDS — ICO COMPOSITE INDICATOR PRICE

The ICO Composite Indicator Price (I-CIP) remained at historically high levels throughout the year, driven by tight arabica supply, compounded by structural market deficits accumulated across the preceding three years.

Table 5: ICO Composite Indicator Price (I-CIP) — Key Data Points 2024/25

Period	I-CIP (US-D/50-kg bag)	Notes
Oct-24	~287–298 (est.)	Coffee year 2024/25 opens at elevated levels
Jan-25	341.85	Record monthly high at the time (later surpassed in September 2025)
Mar-25	~320–331 (est.)	Partial easing as market adjusts
Aug-25	327.44	+14.6% from July; renewed upward momentum
Sept-25	357.83	+9.3% from August; I-CIP range USD 328–398 per 50-kg bag
Nov-25	379.11	Intra-month high; prices easing thereafter
Dec-25	335.86	–7.8% from November; market anticipating 2026/27 Brazil on-year

1.6 KENYA IN THE GLOBAL CONTEXT

Kenya's performance in coffee year 2024/25 highlights both the global price dynamics and the structural dynamics of its Arabica-heavy production base. Production stood at approximately 0.84 million bags (50,598 MT) commanding influence in specialty and premium commercial markets due to the exceptional cup quality of Kenyan SL28, SL34, Ruiru 11, and Batian varietals.

Among African producers, Kenya is positioned as a high-value and quality producer. While Uganda (7.05M bags) and Ethiopia (9.91M bags) far exceed Kenya in volume, Kenya consistently achieves among the highest per-bag prices for its coffee on the international market. The average auction price of USD 340.47 per 50-kg bag in 2024/25, up 49.71% from the prior year while the average Direct Sale price was USD 398.02 per 50 Kg bag. The highest price per bag recorded was in Direct Sales at USD 3,000 per 50 Kg bag (*USD 60/Kg*).

1.7 KENYA'S EXPORT PERFORMANCE IN GLOBAL CONTEXT

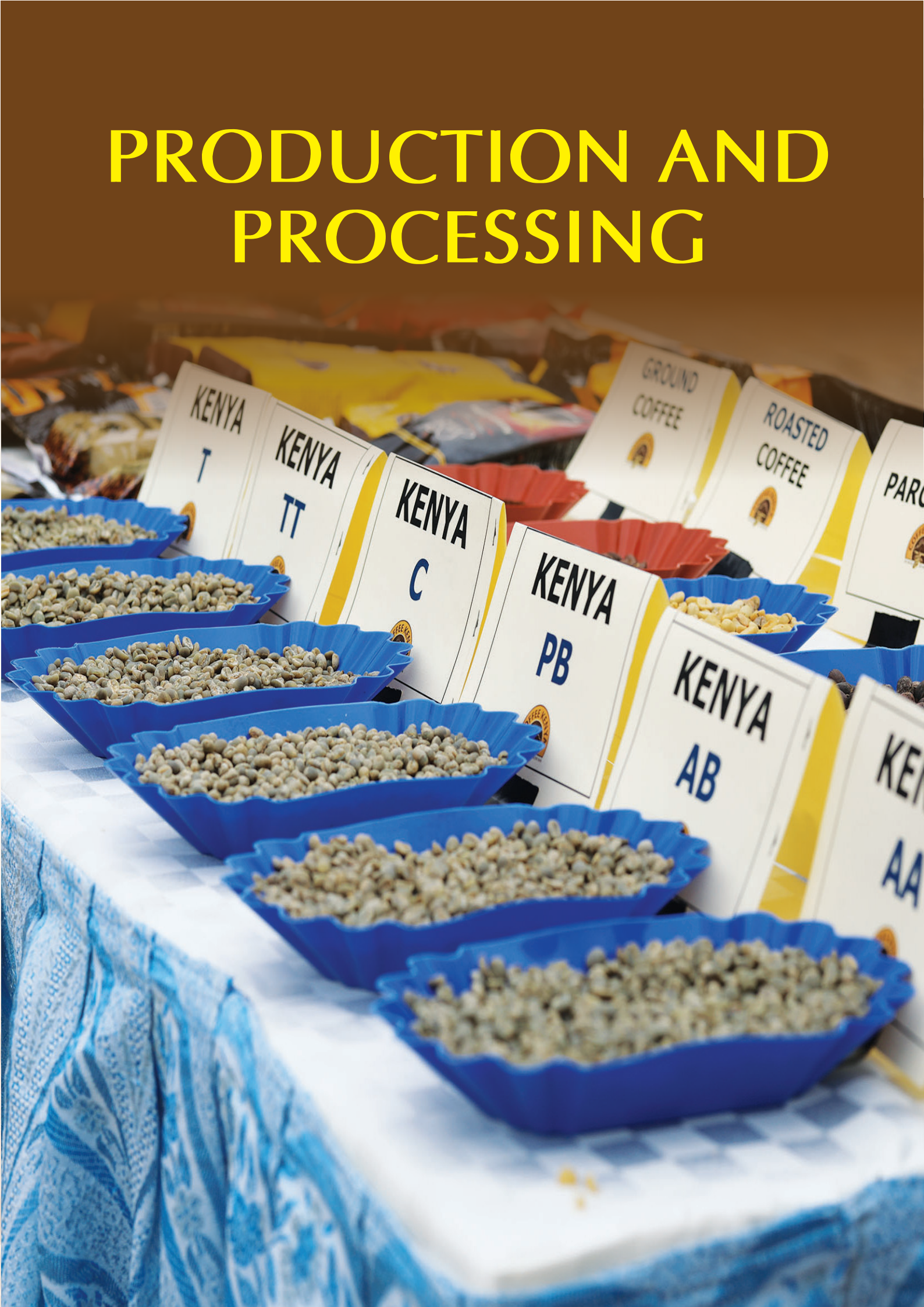
Kenya's coffee export earnings rose to KES 43.89 billion (USD 343.99 million) in 2024/25, representing a 17.45% increase despite export volumes growing by only 3.00%, highlighting the impact of stronger global arabica prices. The United States became Kenya's largest export destination by value, importing 10,844 MT worth USD 71.51 million, driven by strong demand from the specialty coffee market. Belgium remained a key strategic market and EU distribution hub, while France recorded significant growth, reflecting expanding demand for Kenyan specialty coffees.

Europe accounted for 53.44% of Kenya's coffee export volume, making compliance with evolving EU regulations, particularly the EUDR, strategically important. Kenya's established traceability systems and regulatory framework position the sector well to meet these requirements.

For 2025/26, Kenya projects coffee production to increase by approximately 26% to 63,836 MT (1.06 million bags), with exports expected to reach 1.0 million bags, supported by high coffee prices, maturing coffee trees, and continued government interventions.



PRODUCTION AND PROCESSING



2. PRODUCTION AND PROCESSING

Coffee production in Kenya is undertaken under two main categories of cooperatives and estates. In cooperatives comprising smallholder farmers, coffee is aggregated into three forms namely; cherry, buni, and parchment. Smallholder farmers deliver their coffee to factories, where they are compensated based on the amount and net value of the coffee sold. Cherry payment rates are specific to smallholder farmers and do not apply to estate farmers.

2.1 GROWERS DISTRIBUTION BY COUNTY (COOPERATIVES AND ESTATES) – 2023/2024

During the coffee year under review, 682 cooperatives and 1,176 factories while the number of active estates was 2,765. Table 6 shows the distribution of growers across the counties during the year under review.

Table 6: Number of Estates, Cooperatives and Factories per County

No.	County	2024/2025		
		Estates	Cooperatives	Factories
1	Baringo	48	31	31
2	Bomet	10	15	15
3	Bungoma	63	46	46
4	Busia	8	6	6
5	Elgeyo Marakwet	42	10	10
6	Embu	62	24	57
7	Homa Bay	3	8	8
8	Kajiado	5	0	0
9	Kakamega	14	6	6
10	Kericho	170	121	134
11	Kiambu	832	21	64
12	Kirinyaga	72	15	76
13	Kisii	73	23	61
14	Kisumu	11	3	3
15	Laikipia	6	1	1
16	Machakos	124	26	42
17	Makueni	13	4	12
18	Meru	61	50	125
19	Migori	8	8	8
20	Murang'a	82	58	142
21	Nairobi	3	0	0

No.	County	2024/2025		
		Estates	Cooperatives	Factories
22	Nakuru	86	7	8
23	Nandi	146	81	84
24	Narok	1	2	2
25	Nyamira	41	10	21
26	Nyeri	62	24	103
27	Siaya	0	1	1
28	Taita Taveta	1	1	1
29	Tharaka Nithi	51	30	58
30	Trans Nzoia	408	35	35
31	Uasin Gishu	237	6	6
32	Vihiga	2	4	5
33	West Pokot	19	5	5
34	Nyandarua	1		
Total		**2,765**	**682**	**1,176**

2.2 SEED AND SEEDLING DISTRIBUTION 2023/2024 - By Coffee Research Institute

Seed and seedling distribution by Coffee Research Institute (CRI) for the 2024/2025 coffee year amounted to a total of 3,411 Kgs of seed and 730,552 seedlings. In terms of coffee seed, Batian took the share at 55% followed by SL 34 at 20% while R11 was the least supplied at 4%. For the coffee seedlings, Improved varieties to the highest share at 78.64%, with 50.63% and 28.01% for Batian and R11 respectively. The combined seedling distribution for traditional varieties (SL28, SL34 and K7) was 21.35%, as highlighted in Table 7gs) % Distribution Seedlings % Distribution

Table 7: Seed and Seedling Distribution by CRI

No	Variety	Seed (Kgs)	% Distribution	Seedlings	% Distribution
1	Batian	1,822	55.00%	369,880	50.63%
2	Ruiru 11	150	4.00%	204,627	28.01%
3	SL28	552	16.00%	156,045	21.36%
4	SL34	707	20.00%		
5	K7	180	5.00%		
Total		**3, 411**	**100.00%**	**730,552**	**100.00%**

Source 1: Coffee Research Institute (CRI)

2.3 SEEDS AND SEEDLINGS DISTRIBUTION BY COUNTY – IMPROVED VARIETIES



Table 8 highlights the seeds and seedlings distributed by the Coffee Research Institute (CRI) per county of the improved coffee varieties, namely; Batian and Ruiru 11. The highest percentage of seeds were distributed to Nandi County accounting for 28.8% of the total volume. The bulk of the seeds were distributed in the West of Rift with the top 5 counties being Nandi, Kericho, Uasin Gishu, Trans Nzoia and Baringo, amounting to 72.2% of the total seeds distributed by CRI in the 2024/2025 coffee season.

Table 8: Seed Distribution by County – Batian & Ruiru 11

No	County	Batian		Ruiru 11		TOTAL SEED (KGS)	% SHARE
		Batian Kgs	% Share	Ruiru 11 Kgs	% Share		
1	Nandi	563	30.97%	5	3.33%	568	28.86%
2	Kericho	283	15.57%	23	15.33%	306	15.55%
3	Uasin Gishu	225	12.38%	0	0.00%	225	11.43%
4	Trans Nzoia	132	7.26%	27	18.00%	159	8.08%
5	Baringo	150	8.25%	2	1.33%	152	7.72%
6	Elgeyo Marakwet	149	8.20%	0	0.00%	149	7.57%
7	Bungoma	78	4.29%	11	7.33%	89	4.52%
8	Kiambu	45	2.48%	38	25.33%	83	4.22%
9	Meru	50	2.75%	19	12.67%	69	3.51%
10	West Pokot	44	2.42%	1	0.67%	45	2.29%
11	Kisii	20	1.10%	3	2.00%	23	1.17%
12	Bomet	20	1.10%	1	0.67%	21	1.07%
13	Nakuru	16	0.88%	0	0.00%	16	0.81%
14	Nyamira	8	0.44%	5	3.33%	13	0.66%
15	Kisumu	9	0.50%	2	1.33%	11	0.56%
16	Laikipia	4	0.22%	0	0.00%	4	0.20%
17	Muranga	4	0.22%	1	0.67%	5	0.25%
18	Nyeri	2	0.11%	2	1.33%	4	0.20%
19	Embu	2	0.11%	1	0.67%	3	0.15%
20	Tharaka Nithi	2	0.11%	1	0.67%	3	0.15%
21	Homa Bay	2	0.11%	0	0.00%	2	0.10%
22	Migori	0	0.00%	2	1.33%	2	0.10%
23	Nairobi	0	0.00%	2	1.33%	2	0.10%
24	Kirinyaga	9	0.50%	4	2.67%	13	0.66%
25	Machakos	1	0.06%	0	0.00%	1	0.05%
Total		**1,818**	**100.00%**	**150**	**100.00%**	**1,968**	**100.00%**

The large volume of seeds distributed to the West of Rift is well aligned with the rapid expansion of coffee farming in the region. The current government focus also include the expansion of Robusta coffee production in the low altitude counties in a bid to boost coffee production volumes and increased foreign exchange earning

2.4 THE GROSS MARGIN AND COST OF PRODUCTION

Table 9 below shows the cost of production at 3 management levels. The farmer producing at 10 Kgs per tree is at high management level, while the farmer producing at 5 kg is at an average management level and at 2 Kgs per tree is at low management level.

Table 9: Gross margins and cost of production Analysis

Parameters	Improved Varieties				Traditional varieties		
	Ruiru11		Batian		SL28, SL34, K7		
Farmer category	High Mgt	Medium	High	Medium	High	Medium	Low
Yield Cherry by tree (kg/ tree)	10	5	10	5	10	5	2
Trees/acre	1,000	1,000	770	770	540	540	540
Yield Cherry (kg/acre)	10,000	5,000	7,700	3,850	5,400	2,700	1,080
Average auction price USD/ 50 Kg bag	348.60	348.60	348.60	348.60	348.60	348.60	348.60
Gross Revenue per Kg in KES	122.23	122.23	122.23	122.23	122.23	122.23	122.23
COOP Costs (20%)	24.45	24.45	24.45	24.45	24.45	24.45	24.45
Cherry price KES/kg	97.78	97.78	97.78	97.78	97.78	97.78	97.78
Gross Revenue (KES/acre)	977,840	488,920	752,937	376,468	528,034	264,017	105,607
Variable Costs							
Fertilizer	65,350	43,567	50,320	33,547	35,289	17,645	7,058
Fertilizer Application	5,400	5,400	4,158	4,158	2,916	2,916	2,916
Weed control	13,500	13,500	13,500	13,500	13,500	13,500	13,500
Fungicide	0	0	0	0	39,469	19,734	7,894
Fungicide Application	0	0	0	0	14,400	7,200	3,600
Pesticide	6,600	3,300	5,082	2,541	3,564	1,782	713
Pesticide Application	3,333	3,333	2,338	2,338	1,800	1,800	0
Canopy Management	69,150	69,150	53,245	53,245	37,341	22,194	6,075
Harvesting	95,833	47,917	73,792	36,896	51,750	25,875	10,350
Transport	10,000	5,000	7,700	3,850	3,850	2,700	1,080
Production Cost (KES/ acre)	269,166	191,167	210,135	150,075	203,879	115,346	53,185
Management cost	13,458	9,558	10,507	7,504	10,194	5,767	2,659
Total Cost	**282,624**	**200,725**	**220,642**	**157,579**	**214,073**	**121,113**	**55,845**
Gross Marin (KES/acre)	695,216	288,195	532,295	218,890	313,961	142,904	49,762
Cost/ Kg (KES)	28	40	29	41	40	45	52
Price per Kg in KES	98	98	98	98	98	98	98
Gross margin KES/per Kg	70	58	69	57	58	53	46

The costs of production at high management levels for Ruiru 11 and Batian were approximately KES 28 and 29 while the costs for farmers at the medium level production were KES 40 and KES 41 respectively. The cost of production for traditional varieties for high management level was KES 40 and KES 41 for medium management farmers. The average cost of processing and other cooperative operational costs in the 3 levels were KES 24.45 per Kg. A management cost of 5% of the total revenues was charged as the opportunity cost to the farm since the farmer would have engaged in other farm or off farm activities and received a payment for the same.

The gross margin per acre for Ruiru 11 at the high management level was KES 695,216 and KES 532,295 for Batian. The medium management level gross margins were KES 288,195 for Ruiru 11 and KES 218,890 for Batian respectively. The gross margin per acre at the high management level for traditional varieties was KES 313,96 and KES 142,904 and KES 49,762 for medium management and the low management level respectively.

The gross margin for the traditional varieties (SL 28, SL 34 and K7) was lower compared to the improved varieties and cost of production was higher, and this was attributed to the increasing cost of fungicides. Since these varieties are susceptible to Coffee Berry Disease (CBD) and Coffee Leaf Rust (CLR), the farmers have to keep on spraying against these two diseases.

The cost of inputs especially fertilizer in 2024/25 was low compared to the previous years, a 50 Kg bag of NPK was costing at KES 4,750 from KES 6,500 in 2022/23 and CAN KES 3,600 from KES 5,600 due to the Government subsidy program that offered farmers fertilizer at a discounted price.

During the period under review, coffee farmers enjoyed a drastic increase in coffee prices due to input subsidies and government coffee reforms. Coffee prices increased from an average of KES 67 in June 2023/24 to KES 98 per kg of cherry in June 2024/25, therefore increasing profitability of coffee by KES 31 per kg.

2.5 AREA UNDER COFFEE - 2024/25

The total area under coffee rose from 113,501 Ha in 2023/2024 to 117,164.40 Ha in 2024/2025 translating to an increase of 3.23 percent (3,663 Ha). The area under smallholder farmers expanded from 84,950 Ha in 2023/2024 to the current 89,451 Ha. The total area under estates also increased from 28,552 Ha in 2023/2024 to 29,713 Ha in 2024/2025. Table 10 illustrates how the area planted with coffee was distributed based on the grower type and county.

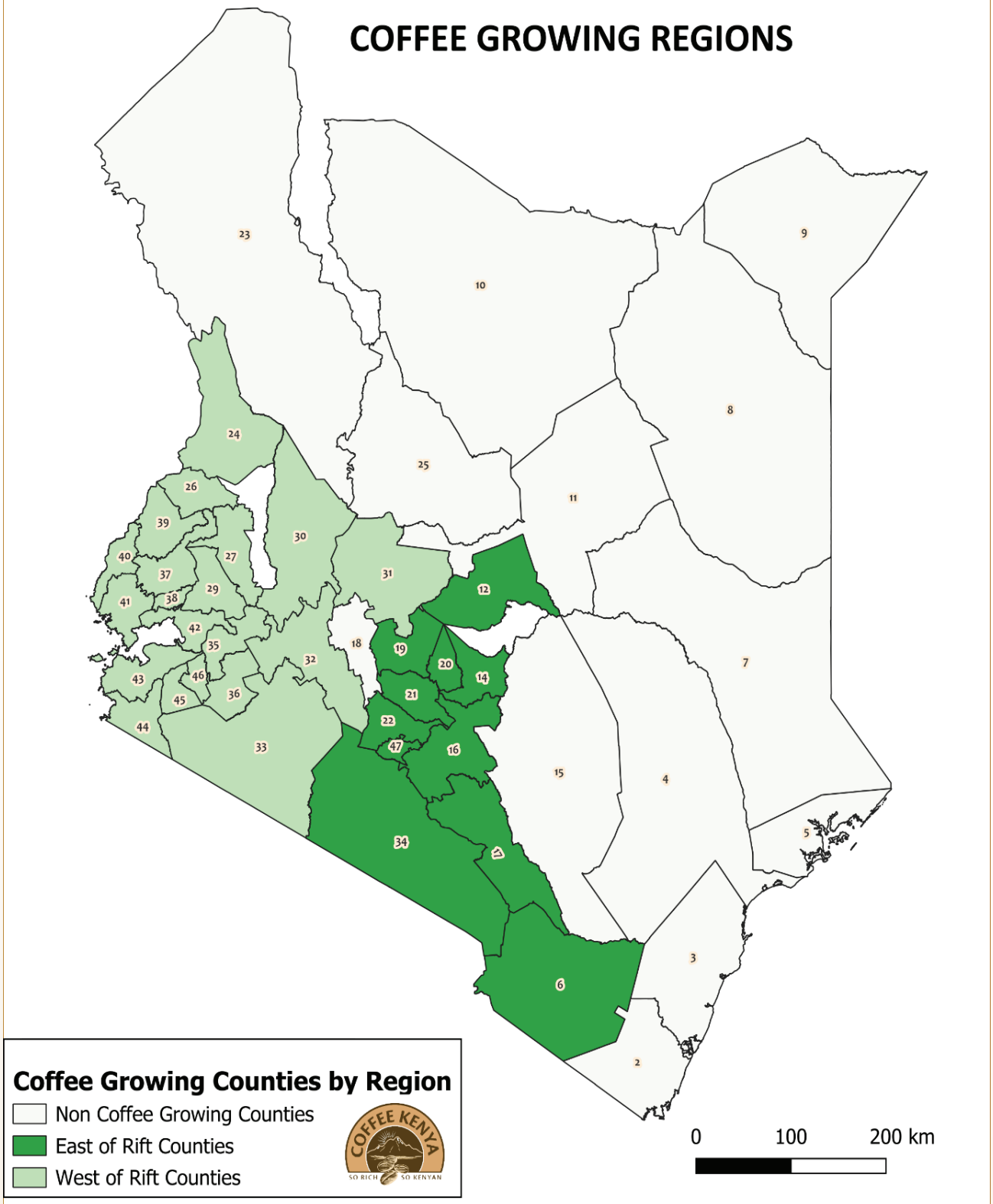


Table 10: Area under coffee 2024/2025

No.	County	Estate (Ha)	Cooperatives (Ha)	Total	% Share
1	Kiambu	9,473.00	8,273.00	17,746.00	15.15%
2	Kirinyaga	1,814.00	8,742.00	10,556.00	9.01%
3	Nyeri	1,190.00	8,907.00	10,097.00	8.62%
4	Murang'a	936	8,390.00	9,326.00	7.96%
5	Meru	1,194.00	8,050.00	9,244.00	7.89%
6	Bungoma	1,404.00	7,271.00	8,675.00	7.40%
7	Machakos	1,773.00	6,325.00	8,098.00	6.91%
8	Embu	486	6,780.00	7,266.00	6.20%
9	Kericho	1,036.00	4,822.00	5,858.00	5.00%
10	Kisii	850	3,800.00	4,650.00	3.97%
11	Tharaka Nithi	345	3,566.00	3,911.00	3.34%
12	Baringo	298.8	3,200.00	3,498.80	2.99%
13	Nandi	628	2,800.00	3,428.00	2.93%
14	Trans Nzoia	2,427.00	490	2,917.00	2.49%
15	Nyamira	820	1,930.00	2,750.00	2.35%
16	Nakuru	1,543.00	607	2,150.00	1.84%
17	Makueni	35	1,806.00	1,841.00	1.57%
18	Migori	38	835	873	0.75%
19	Uasin Gishu	530	313	843	0.72%
20	Laikipia	100	455.4	555.4	0.47%
21	Homa Bay	32	428	460	0.39%
22	Kakamega	46	374	420	0.36%
23	Narok	89	288	377	0.32%
24	Bomet	49.6	318.6	368.2	0.31%
25	Kisumu	193	61	254	0.22%
26	Elgeyo Marakwet	107	147	254	0.22%
27	Busia	14	223	237	0.20%
28	West Pokot	50	181	231	0.20%
29	Nairobi	184	0	184	0.16%
30	Siaya	5	42	47	0.04%
31	Vihiga	5	16	21	0.02%
32	Kajiado	17	0	17	0.01%
33	Taita Taveta	5	5	10	0.01%
34[1]	Nyandarua	1	0	1	0.00%
Total		**29,713.40**	**89,451.00**	**117,164.40**	**100.00%**

Figure 1 below highlights the coffee growing regions in Kenya split into the East and West of Rift. Coffee growing regions in Kenya are categorized into 33 coffee growing counties as at 2024/2025 with the addition of Nyandarua in the coming coffee year.

1 Nyandarua is a new coffee growing county with new acreage



COUNTY KEY																			
1	Mombasa	7	Garissa	13	Tharaka-Nithi	19	Nyeri	25	Samburu	31	Laikipia	37	Kakamega	43	Homa Bay
2	Kwale	8	Wajir	14	Embu	20	Kirinyaga	26	Trans-Nzoia	32	Nakuru	38	Vihiga	44	Migori
3	Kilifi	9	Mandera	15	Kitui	21	Murang'a	27	Uasin Gishu	33	Narok	39	Bungoma	45	Kisii
4	Tana River	10	Marsabit	16	Machakos	22	Kiambu	28	Elgeyo-Marakwet	34	Kajiado	40	Busia	46	Nyamira
5	Lamu	11	Isiolo	17	Makueni	23	Turkana	29	Nandi	35	Kericho	41	Siaya	47	Nairobi
6	Taita–Taveta	12	Meru	18	Nyandarua	24	West Pokot	30	Baringo	36	Bomet	42	Kisumu		

Figure 1: Coffee Growing Regions - East and West of Rift

2.6 CHERRY, BUNI AND PARCHMENT PRODUCTION AND PAYMENT RATES

Production and Payment Rates

The average payment rate for cherry during the year 2024/2025 coffee year was KES 114.17 by excluding non-cherry producing counties, for Buni was KES 231.03 and for parchment was KES 422.10 as shown in Table11.

Table 11:Average Payment Rates - Cherry, Mbuni and Parchment 2024/2025

Coffee Year	Average Payment Rates		
	Cherry	Buni	Parchment
2023/2024	81.05	191.03	362.1
2024/2025	114.17	231.03	422.1
% Change YoY	**+40.86%**	**+20.94%**	**+16.57%**

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In comparison to the 2022/2023 coffee year, cherry and parchment recorded increases of 40.86% and 16.57% from KES 81.05 and 362.10 respectively while the average rate from buni increased by 20.94% from KES 191.03.

Table 12 presents cherry, mbuni and parchment production alongside the corresponding cherry net pay and the average rate per kilogram by county. Smallholders delivered a total of 172.01 million kilograms of cherry during the 2024/2025 coffee year, attracting a total cherry net pay of KES 19.64 billion at a weighted national average of KES 114.17 per kilogram. Kirinyaga led all counties with 45.85 million kilograms of cherry (KES 6.13 billion in net pay), followed by Nyeri with 34.28 million kilograms (KES 4.38 billion); together the two counties accounted for 46.6% of national cherry deliveries. The top five counties, Kirinyaga, Nyeri, Kericho, Murang'a and Embu contributed 73.3% of total cherry production. Kirinyaga and Nyeri also recorded the highest average rates among major producers, at KES 133.79 and KES 127.89 per kilogram respectively.



Table 12: Cherry, Parchment and Mbuni Production by County

No	County	Cherry Production (Kgs)	Cherry Net Pay (Ksh)	Mbuni Production (Kgs)	Parchment Production (Kgs)	Average Cherry, Mbuni and Parchment Rate[2]
1	Kirinyaga	45,852,448.10	6,134,411,885.92	1,629,603.10	0.00	133.79
2	Nyeri	34,279,228.25	4,384,123,862.50	1,371,734.90	0.00	127.89
3	Kericho	19,092,200.31	1,900,991,949.56	287,888.28	0.00	99.57
4	Murang'a	14,769,475.63	1,462,675,398.85	499,904.20	0.00	99.03
5	Embu	12,131,957.20	1,316,638,316.75	300,391.95	0.00	108.53
6	Kiambu	10,563,065.10	1,100,960,303.45	605,152.44	0.00	104.23
7	Meru	9,485,283.34	1,099,900,948.92	282,784.20	0.00	115.96
8	Bungoma	7,733,670.00	574,251,875.60	96,446.00	11,161.00	74.25
9	Nandi	4,708,986.72	464,206,954.03	127,801.65	4,021.00	98.58
10	Machakos	3,935,232.46	382,242,243.30	70,227.83	0.00	97.13
11	Nyamira	2,084,948.00	152,636,745.04	131,388.30	0.00	73.21
12	Migori	1,850,060.00	140,286,048.00	6,498.00	0.00	75.83
13	Nakuru	1,733,682.00	178,956,319.65	39,543.10	5,925.00	103.22
14	Kisii	1,168,930.00	77,133,453.62	169,303.00	0.00	65.99
15	Tharaka Nithi	772,797.30	81,294,797.80	49,483.76	0.00	105.20
16	Makueni	615,297.50	79,505,179.31	23,820.50	0.00	129.21
17	Trans Nzoia	436,336.00	39,350,234.93	7,032.00	67,837.00	90.18
18	Homa Bay	264,109.00	18,092,952.50	21,670.50	0.00	68.51
19	Baringo	199,920.00	18,921,100.70	52,853.00	172,733.00	94.64
20	West Pokot	185,495.00	17,110,058.80	2,223.00	7,168.00	92.24
21	Kisumu	55,960.00	5,173,580.80	1,537.05	0.00	92.45
22	Elgeyo Marakwet	55,642.00	6,621,398.00	3,140.00	127,525.00	119.00
23	Kakamega	36,000.00	3,600,000.00	6,195.00	7,487.00	100.00
24	Laikipia	0.00	0.00	6,159.00	2,970.00	600.00 (P)
25	Busia	0.00	0.00	59,760.00	0.00	120.00 (R)
26	Vihiga	0.00	0.00	45.00	639,000.00	70.59 (P)
27	Uasin Gishu	0.00	0.00	0.00	100,895.00	746.63 (P)
28	Bomet	0.00	0.00	38,999.50	29,027.52	356.57 (P)
29	Narok	0.00	0.00	1,770.00	1,232.00	445.00 (P)
30	Siaya	0.00	0.00	0.00	0.00	0.00
31	Taita Taveta	0.00	0.00	0.00	0.00	0.00
32	Kajiado	0.00	0.00	0.00	0.00	0.00
33	Nairobi	0.00	0.00	0.00	0.00	0.00
Total		**172,010,723.91**	**19,639,085,608.00**	**5,893,355.26**	**1,176,981.52**	**114.17**

Mbuni deliveries totalled 5.89 million kilograms and were concentrated in Kirinyaga, Nyeri and Kiambu, while parchment deliveries were limited (1.18 million kilograms) and concentrated mostly in West of Rift counties such as Vihiga, Baringo, Elgeyo Marakwet, Uasin Gishu and Trans Nzoia.

Table 12 highlights the highest cherry, parchment and mbuni rates paid at county and society level. The highest cherry rate in the 2024/2025 coffee year was KES 170.00 per kilogram, paid by Njuriga (Gakoe) society in

2 This note refers - Table 12: *Cherry, Parchment and Mbuni Production by County*
i. Siaya, Taita Taveta. Kajiado and Nairobi have no active societies
ii. The rates indicated (P) – Parchment and (R) – Robusta while the rest represent Chery Rates

Nyeri, followed by Karithathi (Kabingara) in Kirinyaga at KES 149.05 and Kibugu FCS (Kathakwa) in Embu at KES 148.40. These top society rates sit well above the national weighted-average cherry rate of KES 114.17 per kilogram.

Table 13: Highest Cherry Rates by County and Society and Highest Cherry Mbuni and Parchment Rates by County

NO	COUNTY	SOCIETY (HIGHEST CHERRY/ PARCHMENT)	HIGHEST CHERRY RATES (KES/KG)	HIGHEST PARCHMENT RATES (KES/KG)	HIGHEST MBUNI RATES (KES/KG)
1	Nyeri	Njuriga (Gakoe)	170.00		662.71
2	Kirinyaga	Karithathi (Kabingara)	149.05		569.5
3	Embu	Kibugu Fcs (Kathakwa)	148.40		403.25
4	Makueni	Kikima Fcs (Utangwa)	141		378
5	Homa Bay	Sori Fcs	139		300
6	Kiambu	Thirirka (Ndundu)	136.36		600
7	Meru	Kiangua (Mutonga)	135.50		700.00
8	Kericho	Songonyet Fcs	135.00		345.00
9	Machakos	Kambusu Fcs (Kaukiswa)	134		480.5
10	Nandi	Oasis Koiyet Fcs	127.00	690.00	350.00
11	Tharaka Nithi	Mutindwa Fcs (Muttindwa)	126		360
12	Murang'a	Kanjahi Fcs (Kanjahi)	125		350
13	Baringo	Tugen Hills	122.00	690	338
14	Elgeyo Marakwet	Kormut Fcs	119.00	900.00	490.00
15	Kisumu	Kamsa Fcs	117		258
16	Nakuru	Ndemu Gcs	116.00	650	313.38
17	Nyamira	Kemera	112		319.85
18	Kisii	Nyamarambe (Orencho)	109.02		259.7
19	Migori	Siabai	105		305
20	Trans Nzoia	Wanakibabi/Mongoywet Fcs	100.05	600.00	410.00
21	Kakamega	Mumonyonzoo Fcs	100	320	372
22	Vihiga	Bunyore Fcs (P)	95	200	537
23	West Pokot	Pokot Fcs/Naari Fcs	92.24	375.00	227.00
24	Bungoma	Chwele Fcs	90		
25	Uasin Gishu	Kapseret Fcs (P)		817.00	
26	Bomet	Masare Fcs (P)		635	342.00
27	Narok	Narok South Baraka		230	600
28	Laikipia	Ngarua Fcs		163	445.00
29	Busia	Busia Robusta Fcs (R.)			
30	Siaya				
31	Taita Taveta				
32	Kajiado				
33	Nairobi				
Overall Highest Cherry, Parchment and Mbuni Rates			**170.00**	**900.00**	**700.00**

Note: (P) represents Parchment while (R) represents Robusta

The highest parchment rate was KES 900.00 per kilogram, recorded by Kormut FCS in Elgeyo Marakwet, while the highest mbuni rate was KES 700.00 per kilogram, paid by Kiangua (Mutonga) in Meru. Parchment and mbuni rates are quoted per kilogram of partially processed coffee rather than fresh cherry.


CLEAN COFFEE
PRODUCTION

3. CLEAN COFFEE PRODUCTION

National clean coffee production increased by 22% in 2024/2025, rising from 49,501 MT in 2023/2024 to 50,598 MT. Figure 2 below shows the production trend over the last 10 years.

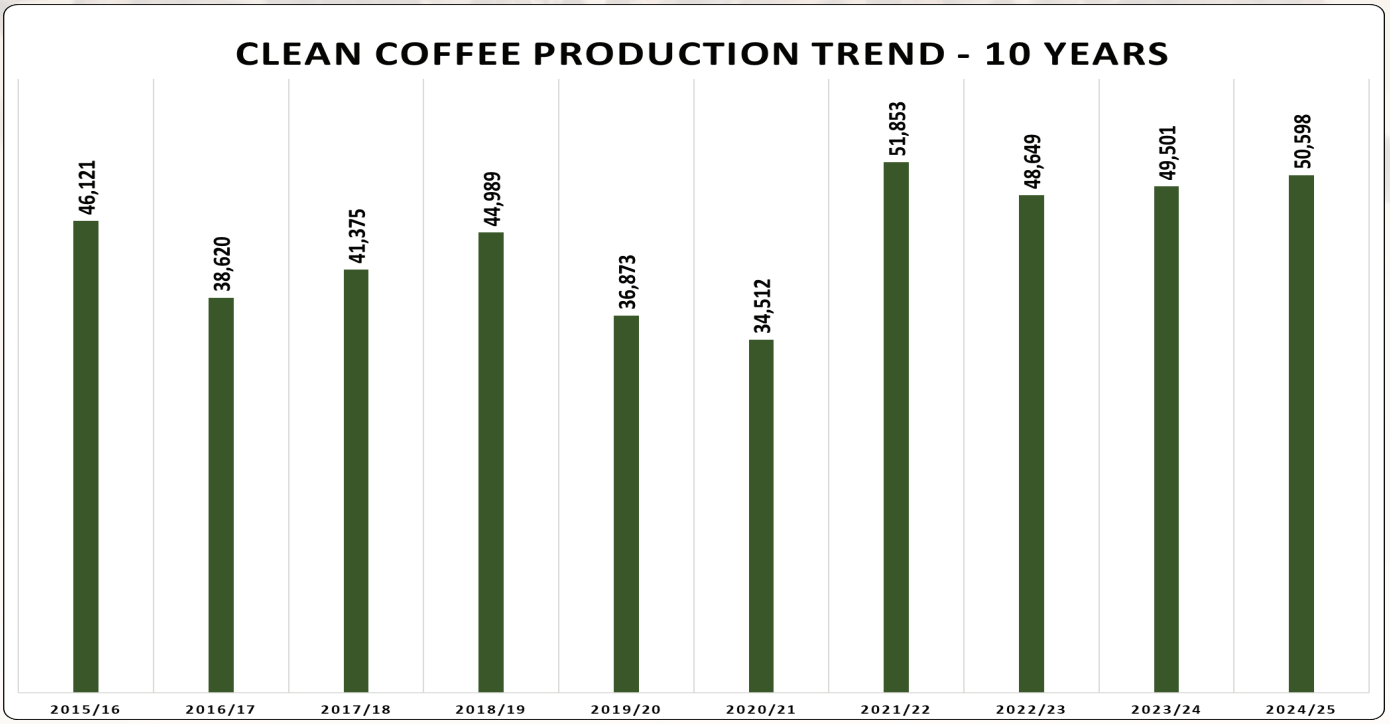


Figure 2: Clean Coffee Production - 10 Year Trend

In the 2024.2025 season, of the total production, 99.9% was Arabica coffee while 0.1% was Robusta coffee as shown on Table 13 below

Table 14: Clean Coffee Production by Coffee Variety

Variety	Volume (Kgs)	% Share
Arabica Production	50,642,349	99.990%
Robusta Production	5,306	0.010%
Total	**50,597,705**	**100.000%**

Production in the cooperative sector increased by 3.07% from 34,875 MT to 35,944 MT, while estate production registered a 0.19% increase from 14,626 MT to 14,654 MT.

Table 15: Clean Coffee Production by Region (East and West of Rift)

Region/Grower Category	Estate (Kgs)		Cooperatives (Kgs)		Total (Kgs)	
	2023/2024	2024/2025	2023/2024	2024/2025	2023/2024	2024/2025
East of Rift	10,655	10,648	25,508	25,011	36,163	35,659
West of Rift	3,971	4,006	9,367	10,933	13,338	14,939
Total	14,626	14,654	34,875	35,944	49,501	50,598
Percentage	29.55%	29.03%	70.45%	70.97%	100.00%	100.00%

The East of Rift zone continues to dominate national production, contributing approximately 71% of total output while the West of Rift zone contributes the remaining 29%.

Table 16: Clean Coffee Production by County — 2024/2025

No	Region	County	Estate (MT)	Cooperatives (MT)	Total (MT)	% Share
1	East of Rift	Kirinyaga	758	8,241	8,999	17.79%
2	East of Rift	Kiambu	6,338	1,886	8,224	16.25%
3	East of Rift	Nyeri	876	5,825	6,701	13.24%
4	West of Rift	Kericho	657	4,603	5,260	10.40%
5	East of Rift	Murang'a	944	4,216	5,160	10.20%
6	West of Rift	Bungoma	174	2,294	2,468	4.88%
7	West of Rift	Nandi	352	1,979	2,331	4.61%
8	East of Rift	Meru	298	2,010	2,308	4.56%
9	East of Rift	Embu	467	1,661	2,128	4.21%
10	East of Rift	Machakos	325	966	1,291	2.55%
11	West of Rift	Kisii	666	620	1,286	2.54%
12	West of Rift	Trans Nzoia	956	204	1,160	2.29%
13	West of Rift	Nakuru	598	201	799	1.58%
14	East of Rift	Tharaka Nithi	565	194	759	1.50%
15	West of Rift	Nyamira	234	448	682	1.35%
16	West of Rift	Baringo	54	172	226	0.45%
17	West of Rift	Uasin Gishu	123	47	170	0.34%
18	West of Rift	Elgeyo Marakwet	43	56	99	0.20%
19	West of Rift	Narok	86	7	93	0.18%
20	West of Rift	Kisumu	6	69	75	0.15%
21	East of Rift	Makueni	52	12	64	0.13%
22	West of Rift	Migori	4	57	61	0.12%
23	West of Rift	West Pokot	9	47	56	0.11%
24	West of Rift	Bomet	26	23	49	0.10%
25	West of Rift	Busia	4	39	43	0.08%
26	West of Rift	Kakamega	6	35	41	0.08%
27	West of Rift	Homa Bay	2	17	19	0.04%
28	East of Rift	Nairobi	14	0	14	0.03%
29	West of Rift	Laikipia	4	9	13	0.03%
30	East of Rift	Kajiado	11	0	11	0.02%
31	West of Rift	Vihiga	2	4	6	0.01%
32	West of Rift	Siaya	0	2	2	0.00%
33	East of Rift	Taita Taveta	0	0	0	0.00%
Total			**14,654**	**35,944**	**50,598**	**100.00%**

Kirinyaga County led all counties with 8,999 MT, representing a 17.77% share of national production. Its strong performance is underpinned by the county's fertile volcanic soils, reliable rainfall patterns, and a well-organized smallholder cooperative system. Kiambu (8,224 MT, 16.34%) ranked second driven primarily by its significant estate sector while Nyeri (6,701 MT, 13.23%), Kericho (5,260 MT, 10.39%), and Murang'a (5,160 MT, 10.19%) completed the top five, collectively contributing 67.92% of national production.

3.1 PRODUCTION, AREA AND YIELD TREND (2020/21 – 2024/25)

Figure 2 presents the five-year trend in area, production, and average yield by grower category. Coffee production declined sharply in 2019/2020 and 2020/2021 before recovering strongly in 2021/2022 on the back of improved prices, fertilizer support and better seasonal conditions. Production has stabilized at levels above 49,000 MT since 2023/2024.

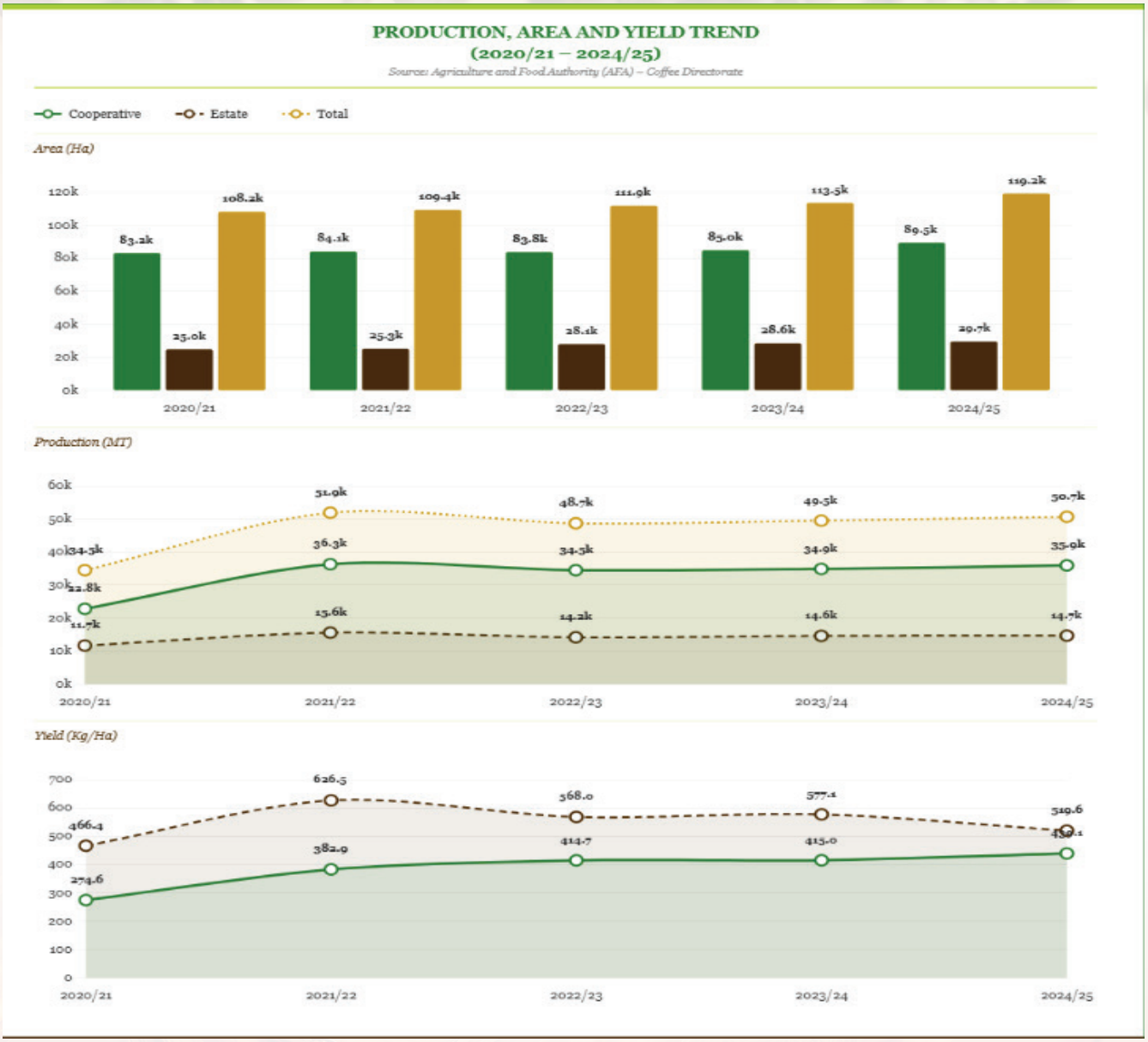


Figure 3: 5-Year Production, Area and Yield Trend

Note: Yield is calculated as current year production divided by acreage three years prior.

National average yield per hectare remained broadly stable at 449 Kg/Ha in 2024/2025, slightly below the 452 Kg/Ha recorded in the prior year. Cooperative sector yields improved by 4.31% to 439 Kg/Ha, while estate yields decreased by 9.90% to 520 Kg/Ha though estate yields remain significantly higher on a per-hectare basis, reflecting the intensive management practices employed in privately managed farms.

3.2 MILLER PERFORMANCE 2024/2025

In the period under review, a total of 35 mills were active. New Kenya Planters Cooperative Union Mills (Dandora, Sagana, Meru and Tala) had a combined milling share of 26.83% while Kofinaf had a milling share of 17.31%. Combined, the top5 mills had a milling share of 63%.

Table 17: Miller Performance 2024/2025

No	Miller	Volume (Kgs)	% Share
Arabica Production			
1	Kofinaf Coffee Mill	8,767.50	17.311%
2	NKPCU Sagana	6,254.23	12.349%
3	Kirinyaga Union County Coffee Mill	5,936.51	11.721%
4	Intercontinental Coffee Mill	5,927.85	11.704%
5	NKPCU Dandora	5,039.95	9.951%
6	Kipkelion Union Coffee Mill	2,928.84	5.783%
7	NKPCU Meru	2,183.21	4.311%
8	Heartland Coffee Mill	1,932.58	3.816%
9	Thika Coffee Mills	1,706.44	3.369%
10	Othaya Coffee Mill	1,283.60	2.534%
11	Embu County Coffee Mill	1,215.59	2.400%
12	Meru Union Coffee Mill	1,104.99	2.182%
13	Umoja Specialty Coffee Mill	928.76	1.834%
14	Mount Elgon Union Coffee Mill	692.74	1.368%
15	Lower Eastern Coffee Mill	685.17	1.353%
16	Gusii Union Coffee Mill	604.82	1.194%
17	Sasini Coffee Mill (Grower Miller)	444.18	0.877%
18	Gikanda FCS (Grower Miller)	432.36	0.854%
19	Endebees Coffee Mill	412.08	0.814%
20	Komothai Coffee Mill	376.62	0.744%
21	Endmore Coffee Mill	151.70	0.300%
22	Hema Coffee Mill	300.00	0.592%
23	Tharaka Nithi Coffee Mill	250.00	0.494%
24	Gatatha Farmers Company Limited (Grower Miller)	226.60	0.447%
25	Baringo Cha Coffee Mill	192.41	0.380%
26	Tharaka Nithi County Coffee Mill	167.79	0.331%
27	Nandi Coffee Mill	132.90	0.262%
28	NKPCU Tala	108.75	0.215%
29	Great Rift Coffee Mill	85.00	0.168%
30	Rumukia Coffee Mill (Grower Miller)	68.14	0.135%
31	Nyeri Hill (Grower Miller)	46.10	0.091%
32	Maguta Estate (Grower Miller)	5.00	0.010%
Total Arabica Production		**50,592.40**	**99.990%**
Robusta Production			
33	Mount Elgon Union Coffee Mill	1.81	0.004%
34	Busia Robusta	3.50	0.007%
Total Robusta Production		**5.31**	**0.010%**
Total Production		**50,697.71**	**100.00%**

3.3 CROP FORECAST – 2025/2026

The crop forecast for the 2025/2026 coffee season projects total national production at 63,836 MT, representing an increase of 13,238 MT from the 2024/2025 production level of 50,598 MT. This is a projected growth of approximately 26.2%, indicating anticipated recovery and expansion in coffee production across several major producing counties.

Cooperative societies are expected to remain the dominant production channel, contributing 46,992 MT, equivalent to approximately 73.6% of the total forecast production, while estate farms are projected to contribute 16,844MT or 26.4%.

Table 18: Crop Forecast - 2025/2026

No	County	Estates (MT)	Cooperatives (MT)	Total (MT)	% Share
1	Kirinyaga	695	7,803	8,498	13.31%
2	Kiambu	5,731	1,920	7,651	11.99%
3	Nyeri	932	6,202	7,134	11.18%
4	Murang'a	950	4,220	5,170	8.10%
5	Kericho	900	3,700	4,600	7.21%
6	Kisii	300	3,500	3,800	5.95%
7	Nyamira	150	3,000	3,150	4.93%
8	Bungoma	187	2,621	2,808	4.40%
9	Meru	350	2,430	2,780	4.35%
10	Embu	350	2,150	2,500	3.92%
11	Migori	200	2,000	2,200	3.45%
12	Nandi	500	1,500	2,000	3.13%
13	Uasin Gishu	1,700	150	1,850	2.90%
14	Machakos	338	1,010	1,348	2.11%
15	Homa Bay	100	1,200	1,300	2.04%
16	Trans Nzoia	1,300	300	1,600	2.51%
17	Narok	200	1,000	1,200	1.88%
18	Kisumu	150	800	950	1.49%
19	Tharaka Nithi	697	240	937	1.47%
20	Nakuru	700	250	950	1.49%
21	Siaya	100	600	700	1.10%
22	Baringo	50	200	250	0.39%
23	Elgeyo-Marakwet	50	100	150	0.23%
24	Makueni	52	12	64	0.10%
25	West Pokot	2	50	52	0.08%
26	Busia	3	44	47	0.07%
27	Kakamega	7	40	47	0.07%
28	Bomet	25	20	45	0.07%
29	Nairobi	0	19	19	0.03%
30	Kajiado	17	0	17	0.03%
31	Laikipia	5	7	12	0.02%
32	Vihiga	2	4	6	0.01%
33	Taita Taveta	1	0	1	0.00%
TOTAL		**16,844**	**46,992**	**63,836**	**100.00%**

KENYA COFFEE QUALITY



4. KENYA COFFEE QUALITY

4.1 INTRODUCTION

Kenyan coffee remains globally distinguished for its exceptional cup quality, characterised by a bright, wine-like acidity and distinctive blackcurrant and citrus notes. Grown at high altitudes (1,400–2,000 m) in volcanic soils, predominantly from the Arabica varieties SL-28 and SL-34, Kenyan coffee is largely wet-processed and graded through a rigorous size-based system, with AA as the top grade. Smallholder cooperatives continue to play a central role in sustaining these quality standards. This year's quality report covers the overall quality trends of Kenyan coffee, direct online sales and trade fairs such as the African Coffee Trade Fair (ACT), and competitions including the Kenya National Barista Championship and the Taste of Harvest.

4.2 QUALITY PERFORMANCE, FY 2024/2025

The 2024/2025 financial year recorded an overall improvement in the quality of Kenyan coffee traded through the Nairobi Coffee Exchange (NCE). Although auction volumes declined slightly compared to the previous year, enhanced quality, particularly in premium grades, contributed to higher auction prices and increased earnings. Physical and sensory evaluations conducted by the Coffee Directorate showed strong performance among premium coffees, supported by improved processing practices, selective harvesting and better quality management at farm and factory levels.

Table 19: Key Coffee Quality Highlights

Indicator	FY 2024/2025 Performance
Overall Quality Trend	Improved quality profile
Total Auction Volumes	Slight decline from previous year
Premium Grade Performance	Strong growth in AA and AB grades
Average Cup Score	4+ to 5+
Auction Earnings	Approximately KSh 35.6 Billion
Market Demand	Strong demand for specialty-quality coffees

4.2.1 Key Grade Trends

Premium grades continued to dominate the market, reflecting improved quality standards across the value chain.

Table 20:Major Grade Trends

Grade	Performance Trend
AA	Increased to approximately 25% of auction volumes from 19% in FY 2023/2024
AB	Became the most traded grade, accounting for 37% of sales
PB (Peaberry)	Maintained stable market share
C & MH	Declined as a proportion of total sales
NH & NL (Natural Coffees)	Emerging category attracting favourable auction prices

The growth in premium grades highlights improvements in processing practices, selective picking, and quality-focused production.

4.2.2 Physical Quality Characteristics of Green Beans

Most green coffee samples exhibited:

i. Good bean density and desirable screen sizes, particularly in AA, AB and PB grades.
ii. Acceptable moisture content ranging between 10–12%.
iii. Clean bean appearance with bright green to bluish coloration in superior lots.
iv. Reduced incidence of primary defects compared to previous seasons.

The main quality challenges noted were:

Table 21: Main Quality Challenges

Factor	Impact on Quality
Rainfall during drying	Inconsistent drying
Fermentation control	Variable cup quality
Storage practices	Increased defects and flavour deterioration
Delayed deliveries	Quality deterioration before analysis

4.2.3 Cup Score Performance by Quality Range

The cupping results spanned a broad quality spectrum, from exceptional specialty profiles to commercial-grade cups. Table 21 below breaks down

Table 22: Cup Score Categories and Characteristics

Cup Score Range	Quality Level	Key Characteristics	Market Impact
3- to 4++	High Quality	Bright acidity, complex flavours, good body, long aftertaste	Premium prices and strong buyer demand
4+ to 4	Upper-Medium Quality	Balanced acidity, sweetness, good clarity	Strong commercial performance
4-	Medium Quality	Moderate acidity, acceptable body, mild processing defects	Meets commercial standards
5+ to 5-	Lower Quality	Flat cup profile, reduced sweetness, earthy or sour notes	Lower auction prices

The majority of premium AA, AB and PB coffees fell within the high and upper-medium quality categories, reinforcing Kenya's reputation in specialty coffee markets.

4.2.4 Seasonal Variations

Quality analysis revealed clear variations in green bean quality across the season. The early season (July–September 2024) recorded a higher incidence of under-dried beans and variable cup scores owing to rushed drying and storage pressures.

Table 23: Seasonal Variances

Period	Quality Characteristics
July – September 2024	Higher occurrence of under-dried beans and inconsistent cup scores
October 2024 – February 2025	Best overall quality performance with highest concentration of premium cup scores
March – June 2025	Decline in cup vibrancy due to storage-related defects and moisture reabsorption

4.2.5 Average Cup Score and Auction Signals

Based on cumulative laboratory cupping data across all grades analysed during the financial year, the average cup score of green coffee beans was estimated at approximately 4+ to 5+, reflecting generally good overall quality, with a strong concentration of coffees performing above the commercial threshold and a substantial proportion meeting specialty-grade expectation. Although 673,844 bags were traded during the year — slightly lower than the 693,610 bags of the previous season — the value of sales grew significantly, reflecting the better prices achieved for quality grades. In conclusion, during the 2024/2025 coffee year Kenya sustained its reputation as a producer of high-quality Arabica coffee: premium grades, especially AA and AB, increased significantly, reflecting improved farm husbandry and processing standards. Despite lower production volumes, stronger quality attracted better prices and lifted auction earnings, with Kenyan coffee remaining highly sought after internationally for its bright acidity, rich body and distinctive flavour profile.

4.3 COFFEE COMPETITIONS 2024/2025

4.3.1 African Coffee Trade Fair (ACT), February 2025

The African Coffee Trade Fair (ACT) is a unique event focused on connecting Kenyan coffee growers directly with overseas buyers to undertake direct sales of Kenya's top specialty coffees and to build long-term business relationships. JIJ Corporation Co. Ltd (Korea) in collaboration with Agriculture and Food Authority – Coffee Directorate, called for coffee samples from all coffee-growing regions of Kenya and pre-qualified the top lots by cupping and ranking. The competition attracted 150 samples, which were analysed by six Q-Graders using the SCA method; the best 30 micro-lots were selected and offered for cupping by overseas buyers from Japan, Korea, China and Taiwan. The Cup of Excellence average score awarded by the buyers was 84.00. The top 30 lots and the prices achieved are presented below.



Table 24: African Coffee Trade Fair (ACT) 2025 — top 30 lots and prices achieved.

Lot No	County	Grade	Avg. Score	Cup of Excellence Score	Price/kg (USD)	Price/50-kg bag (USD)
25ACT001	Kirinyaga	Natural	85.72	85.75	60.00	3,000.00
25ACT002	Trans Nzoia	AA Natural Organic Honey	83.96	84.00	48.00	2,400.00
25ACT003	Kiambu	AA	84.52	84.50	43.00	2,150.00
25ACT004	Kiambu	AA	84.89	85.00	36.00	1,800.00
25ACT005	Nyeri	NH	85.79	85.75	31.00	1,550.00
25ACT006	Trans Nzoia	AA FW-RR1 organic	84.70	84.75	31.00	1,550.00
25ACT007	Kiambu	AB	86.40	86.50	21.00	1,050.00
25ACT008	Kiambu	AA	84.31	84.25	21.00	1,050.00
25ACT009	Trans Nzoia	AA Natural unfermented	84.11	84.00	18.25	912.50
25ACT010	Kiambu	AB	85.02	85.00	16.00	800.00
25ACT011	Nyeri	AA	84.90	85.00	16.00	800.00
25ACT012	Kirinyaga	AA	84.68	84.75	15.00	750.00
25ACT013	Kirinyaga	Black Honey	81.14	81.25	15.00	750.00
25ACT014	Kirinyaga	Yellow Honey	84.59	84.50	14.00	700.00
25ACT015	Kirinyaga	Anaerobic	83.85	83.75	13.00	650.00
25ACT016	Kirinyaga	Red Honey	84.50	84.50	11.75	587.50
25ACT017	Nyeri	NH-CM	83.40	83.50	11.25	562.50
25ACT018	Kirinyaga	AA	84.09	84.00	10.50	525.00
25ACT019	Kirinyaga	AA	84.02	84.00	10.00	500.00
25ACT020	Kirinyaga	AA	84.02	84.00	9.75	487.50
25ACT021	Nyeri	AB	82.53	82.50	9.75	487.50
25ACT022	Nyeri	AB	82.53	82.50	9.50	475.00
25ACT023	Murang'a	AB	84.17	84.25	9.25	462.50
25ACT024	Kiambu	AA	83.98	84.00	9.25	462.50
25ACT025	Kericho	AB	83.57	83.50	9.25	462.50
25ACT026	Kiambu	AA	83.04	83.00	9.25	462.50
25ACT027	Kiambu	AB	82.57	82.50	9.25	462.50
25ACT028	Nandi	NH	82.56	82.50	9.25	462.50
25ACT029	Kiambu	AA	83.98	84.00	9.00	450.00
25ACT030	Kirinyaga	AA	82.92	83.00	9.00	450.00
Averages			**84**	**84**	**18.14**	**907.08**

4.3.2 Kenya National Barista Championship

The Kenya National Barista Championship 2024/25 was the 21st Edition of the Barista Championship professional coffee makers. This competition is the Olympic Games for master coffee makers or 'baristas' in the coffee Industry including coffee shops, Hotels and restaurants. The winner **Mr.Felix Ouma** of Fair Chain Kenya represented Kenya during the World Barista Competitions in Milan, Italy in October,2025.



4.3.3 Taste Of Harvest Competitions 2026

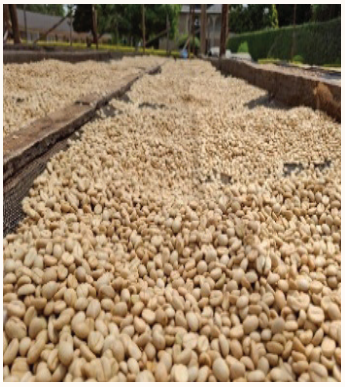
In 2026, Kenya participated in the **African Taste of Harvest**, African Fine Coffees Association's flagship quality competition. A total of 150 samples were evaluated using the Specialty Coffee Association (SCA) protocol by an experienced panel of judges. Entries were presented across four processing categories: Washed, Natural, Honey, and Experimental. The competition highlighted Kenya's growing diversity and innovation in post-harvest processing.

Category Winners – Taste of Harvest Kenya 2026

i. **Natural Process:** Gachiku Estate – 84.69





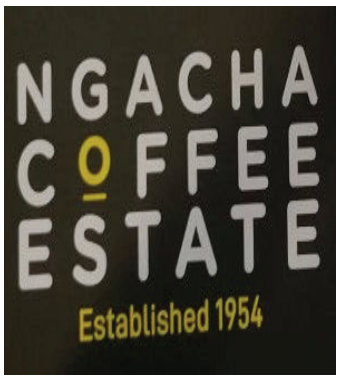


Nestled on the lush slopes of Mt. Kenya, Gachiku Estate began with a dream. In 1969, Peter Arthur Murimi purchased 10 acres of land in Kiaragana village and planted over 4,200 SL28 and SL34 coffee trees. Through the decades, his dedication, stewardship, and love for the land cultivated a thriving estate, rooted in heritage and family tradition. Today, our family continues this legacy, handpicking each cherry and nurturing each crop with the same care and respect for both nature and craft. We believe each cup of our coffee carries the flavor of our land and the passion of generations.

ii. **Honey Process:** Ngacha Coffee Estate – *84.41*

Ngacha Coffee Estate is a family-owned coffee farm located in Kirinyaga County, Kenya. Established in 1954, the estate planted its first coffee bushes in 1958 and is currently

managed by the founder's second generation, led by Martin Mwangi Muriuki. The estate spans approximately 11 acres and is home to about 4,600 coffee trees.







The Estate is committed to excellence in coffee production and processing, employing meticulous and closely monitored post-harvest practices to ensure exceptional quality. A dedicated on-farm coffee laboratory supports quality control, continuous improvement, and research into innovative processing methods.

Ngacha Coffee Estate aspires to be both a centre of excellence and an educational destination, supporting the diversification of Kenya's coffee processing methods and tourism offerings. The estate also promotes greater domestic coffee consumption by educating current and potential consumers about coffee production and processing. As a true "Farm-to-the-World" coffee estate, Ngacha oversees every stage of the value chain, ensuring that only the highest-quality limited gourmet coffees reach the market.

iii. **Experimental Process:** Mt. Elgon Slopes Coffee Estate – *84.91*







Inspired by regenerative agricultural practices, scientific research, and the application of natural sciences, the estate is dedicated to producing some of the finest Kenyan coffees. Located on the fertile slopes of Mount Elgon in Lwandanyi Ward, Sirisia Sub-County, Bungoma County, the estate sits at an elevation of 1,800–2,200 metres above sea level and benefits from deep, nutrient-

rich volcanic soils that provide ideal conditions for coffee cultivation.

Our vision is to become a globally recognized resource and research centre for specialty coffee production and processing, driving innovation, adding value to the coffee sector, and showcasing the finest Kenyan coffees to the world.

To achieve an exceptional cup profile, we focus on producing high-quality coffee cherries through professional agronomic management, continuous research, and rigorous experimentation aimed at improving both cultivation and processing practices.

iv. **Washed Process:** EAAGADS – Tatu Estate – 86.39





Eaagads Estate is a coffee farm in Ngoingwa, Thika West Sub-County, Kiambu County, an area renowned for some of Kenya's earliest coffee farms. Owned by Eaagads Company Limited, a company listed on the Nairobi Securities Exchange, the estate was originally established by Catholic missionaries and later managed by colonial settlers.

The farm underwent restructuring in the 1950s, resulting in its coffee plantations being divided into two sections. Today, Tatu Coffee Estates holds a 61.7% stake in the estate.

Eaagads produces approximately 350 metric tonnes of clean coffee annually, with 60% harvested during the main season (November–December) and 40% during the fly crop season (May–June). In addition to traditional washed coffees, the estate also produces specialty natural, anaerobic, and culture-fermented coffees.



4.4 COFFEE MILLING CODES ISSUED BY THE COFFEE DIRECTORATE

During the year, the Coffee Directorate issued identification codes to coffee mills for traceability purposes. The codes are listed below.

Table 25: Coffee mill identification codes issued by the Coffee Directorate

NO	MILL	CODE	NO	MILL	CODE
1	A.I.R HARRIES & SONS LTD	AH	17	KIRINYAGA COUNTY COOP UNION	KN
2	ARBERDARES COFFEE MILL	AM	18	KOFINAF	KF
3	BARAGWI FARMERS COOP SOCIETY	BR	19	KPCU	KP
4	BARINGO-CHA	BM	20	LOWER EASTERN	LE
5	BUNGOMA COUNTY CO-OPERATIVE UNION	BU	21	MARA COFFEE	MM
6	ENDMORE COFFEE MILL	ED	22	MBUMI	MB
7	EMBU COUNTY COFFEE COOP SOCIETY	EC	23	MERU COUNTY MILLERS COOP UNION	MU
8	ENDEBESS COFFEE ESTATE	EM	24	MT. ELGON COFFEE	MG
9	GATATHA FCS	GT	25	MURANGA FARMERS COOP-ERATIVE UNION	MF
10	GIKANDA FARMERS	GK	26	NANDI COFFEE COOPERA-TIVE UNION MILL	NC
11	GREAT RIFT COFFEE	GR	27	OTHAYA	TY
12	GUSII COFFEE FARMERS COOPERATIVE	GS	28	RUMUKIA FARMERS COOP-ERATIVE UNION	RF
13	HEMA COFFEE MILLERS	HM	29	SASINI	SS
14	INTERCONTINENTAL COF-FEE MILL	IM	30	THARAKA-NITHI	TN
15	KENYA COOPERATIVE COF-FEE MILLERS	KC	31	THIKA	TK
16	KIPKELION MILL	KK	32	UMOJA SPECIALTY	US

4.5 COFFEE TRAINING SCHOOLS IN KENYA

A growing network of coffee training institutions supports skills development across the value chain. These include:

Table 26: Coffee Training Schools

No.	Coffee Training Institution	No.	Coffee Training Institution
1	Dedan Kimathi University	16	Boma International Hospitality College
2	Utalii College	17	VBIT School of Coffee and Agri-business
3	Lion Hills Coffee School	18	Frontlearn Institute
4	Utake Coffee	19	Stalvin Training College
5	Baristapro	20	Antonov Coffee Lab School
6	Roast and Barista College	21	Barista Hub School of Coffee
7	Kenya Coffee School	22	Howam Coffee School
8	Jowam Coffee Training	23	Barista Lab Centre
9	Nairobi School of Coffee	24	Hansenmyles Training Institute
10	Arobisca Training Centre	25	Brewvana Barista School
11	Nairobi Bar School	26	Iconic Barista Training
12	Barista Hospitality and Commercial College	27	Nakuru Barista
13	Kenyan Barista	28	Poshmac Meru College
14	Barista Planet Academy	29	World Class Barista and Mixology College
15	Barista Ace Training Centre		

4.6 COFFEE TRENDS IN KENYA AND THE AFRICAN MARKET

Kenya's coffee industry continues to evolve in step with changing consumer preferences, sustainability concerns and technological advances. A specialty coffee boom has driven greater demand for the highest-quality, carefully processed beans, with Kenyan coffee prized for its bright acidity, fruity notes and intense aroma. Sustainability is increasingly central, as farmers adopt organic methods, reduce chemical use and pursue fair-trade practices. Direct trade and traceability models are gaining popularity, allowing growers to connect directly with roasters and consumers and fostering transparency in the supply chain. Innovation in processing — natural, honey and anaerobic fermentation — is expanding the range of flavour profiles, while the rise of specialty cafés and coffee tourism is deepening domestic coffee culture and creating new income streams for producing communities. Finally, the adoption of digital tools and online platforms is connecting farmers with buyers, providing real-time market information and supporting more transparent transactions. Together, these trends are redefining Kenya's role as a coffee powerhouse, with a sustained focus on quality, traceability and ethical practice.

MARKET STRUCTURE AND TRENDS



5. MARKET STRUCTURE AND TRENDS

Kenya's coffee marketing system operates through two legally recognized channels: the Nairobi Coffee Exchange (NCE) auction and the Direct Sales system. Both channels are regulated by the Agriculture and Food Authority under the Crops (Coffee) General Regulations, 2019 and Capital Markets Authority,2020.

The Nairobi Coffee Exchange (NCE) Auction

The NCE is Kenya's licensed coffee commodity exchange, established to provide a transparent, competitive price discovery mechanism for Kenyan coffee. Coffee is sold at the NCE through licensed brokers who market lots on behalf of cooperatives and estates. Licensed buyers — roasters, exporters, and trading companies — bid competitively for offered lots. The NCE has historically been the primary marketing channel, accounting for approximately 86% of marketed coffee volumes in 2024/2025.

Direct Sales

The Direct Sales mechanism allows qualifying growers and licensed exporters to negotiate and conclude sales directly with international buyers outside the auction. Direct sales provide flexibility in pricing and relationship-building with key end markets and are particularly favored by large estates and cooperative societies with strong international buyer relationships. In 2024/2025, direct sales accounted for approximately 14% of marketed volumes.

Licensed Operators

The sector is served by 21 licensed coffee brokers operating at the NCE, 249 licensed buyers purchasing at auction and a total of 18 Coffee Agents undertaking direct sales logistics on behalf of growers.

5.1 DIRECT SALES PERFORMANCE 2024/2025

Direct sales during the 2024/2025 coffee year totaled 110,821.02 bags (60 kg equivalent), translating to 6,649,261.01 kg with a combined value of USD 52.93 million at an overall average price of USD 398.02 per 50-kg bag.

The main coffee grades dominated the channel, accounting for 96.02% of total volume (106,414.44 bags). Within this category, AB was the most traded grade at 46,806.13 bags (42.24% share) valued at USD 21.88 million, followed by AA at 31,263.29 bags (28.21%) valued at USD 18.43 million. Grade C contributed 14.22% of volume, while PB, T, TT and E together accounted for the remaining 11.36%. Notably, AA and E recorded the highest average prices at USD 491.20 and USD 495.31 per 50-kg bag respectively, well above the overall direct sales average.



Table 27: Direct Sales Performance by Grade 2024/2025

Grade Classification	Grade	Bags Sold (60 Kg)	Weight Sold (Kg)	Total Value (USD)	Average Price (USD/50 Kg)	% Share
Main Coffee Grades	AA	31,263.29	1,875,797.20	18,427,761.51	491.20	28.21%
	AB	46,806.13	2,808,367.77	21,875,012.18	389.46	42.24%
	C	15,756.35	945,381.07	5,100,550.28	269.76	14.22%
	E	819.23	49,153.53	486,927.67	495.31	0.74%
	PB	7,719.61	463,176.39	3,703,774.31	399.82	6.97%
	T	2,850.11	171,006.34	722,053.45	211.12	2.57%
	TT	1,199.73	71,984.09	349,488.50	242.75	1.08%
Main Coffee Grades Sub-Total		**106,414.44**	**6,384,866.39**	**50,665,567.91**	**396.76**	**96.02%**
Miscellaneous Coffee	HE	44.80	2,687.77	12,000.47	223.24	0.04%
	UG	74.54	4,472.59	38,911.34	435.00	0.07%
	UG1	369.46	22,167.54	163,450.90	368.67	0.33%
	UG2	38.99	2,339.26	5,532.01	118.24	0.04%
Miscellaneous Coffee Grades Sub-Total		**527.79**	**31,667.16**	**219,894.71**	**347.20**	**0.48%**
Unwashed Coffee	MH	189.57	11,374.20	50,152.25	220.47	0.17%
	ML	45.72	2,743.22	9,898.65	180.42	0.04%
	NH	3,447.68	206,860.94	1,916,434.01	463.22	3.11%
	NL	195.82	11,749.11	68,829.74	292.91	0.18%
Unwashed Coffee Grades Sub-Total		**3,878.79**	**232,727.46**	**2,045,314.65**	**439.42**	**3.50%**
Grand Total		**110,821.02**	**6,649,261.01**	**52,930,777.26**	**398.02**	**100.00%**

Miscellaneous coffee grades accounted for a marginal 0.48% of direct sales volume (527.79 bags), with UG1 being the most significant grade in the category at 369.46 bags and an average price of USD 368.67 per 50-kg bag. Unwashed coffee grades contributed 3.50% of volume (3,878.79 bags) but generated USD 2.05 million in value, driven primarily by grade NH, which accounted for 3,447.68 bags at an average price of USD 463.22 per 50-kg bag. The remaining unwashed grades (MH, ML, and NL) collectively represented just 0.39% of total direct sales volume, reflecting the limited role of lower-grade and unwashed coffees in the direct sales channel compared to the auction system.

5.2 AUCTION PERFORMANCE 2024/2025

The Nairobi Coffee Exchange (NCE) auction continued to serve as the primary marketing channel for Kenyan coffee in 2024/2025, handling approximately 85.94% of total marketed volumes. The year was characterized by a strong upward price performance that more than offset a modest decline in traded volumes.

5.2.1 OVERALL AUCTION SUMMARY

Table 28: Auction Performance Summary 2023/2024 and 2024/2025

Coffee Year	2023/2024	2024/2025	% Change
Full Bags Sold	676,903	656,853	–3.0%
Weight Sold	41,616,589	40,430,646	–2.8%
Min Price (USD/50 Kg)	50	40	–20.0%
Max Price (USD/50 Kg)	650	530	–18.5%
Avg Price (USD/50 Kg)	227.42	340.47	+49.7%
Value (USD)	189,285,383.02	275,312,151.64	+45.4%

The total volume traded at auction declined by 3.0% to 656,853 bags (40.43 million kg). Despite this contraction, the average auction price surged by 49.71% from USD 227.42 to USD 340.47 per 50-kg bag, driving total auction value up 45.40% to USD 275.31 million. The minimum price declined 20% to USD 40 per 50-kg bag, while the maximum price fell 18.5% to USD 530, indicating that the price range narrowed at the extremes even as the overall level rose substantially. The extraordinary price performance was underpinned by the historically tight global arabica supply environment resulting from a weather-reduced Brazilian arabica harvest.

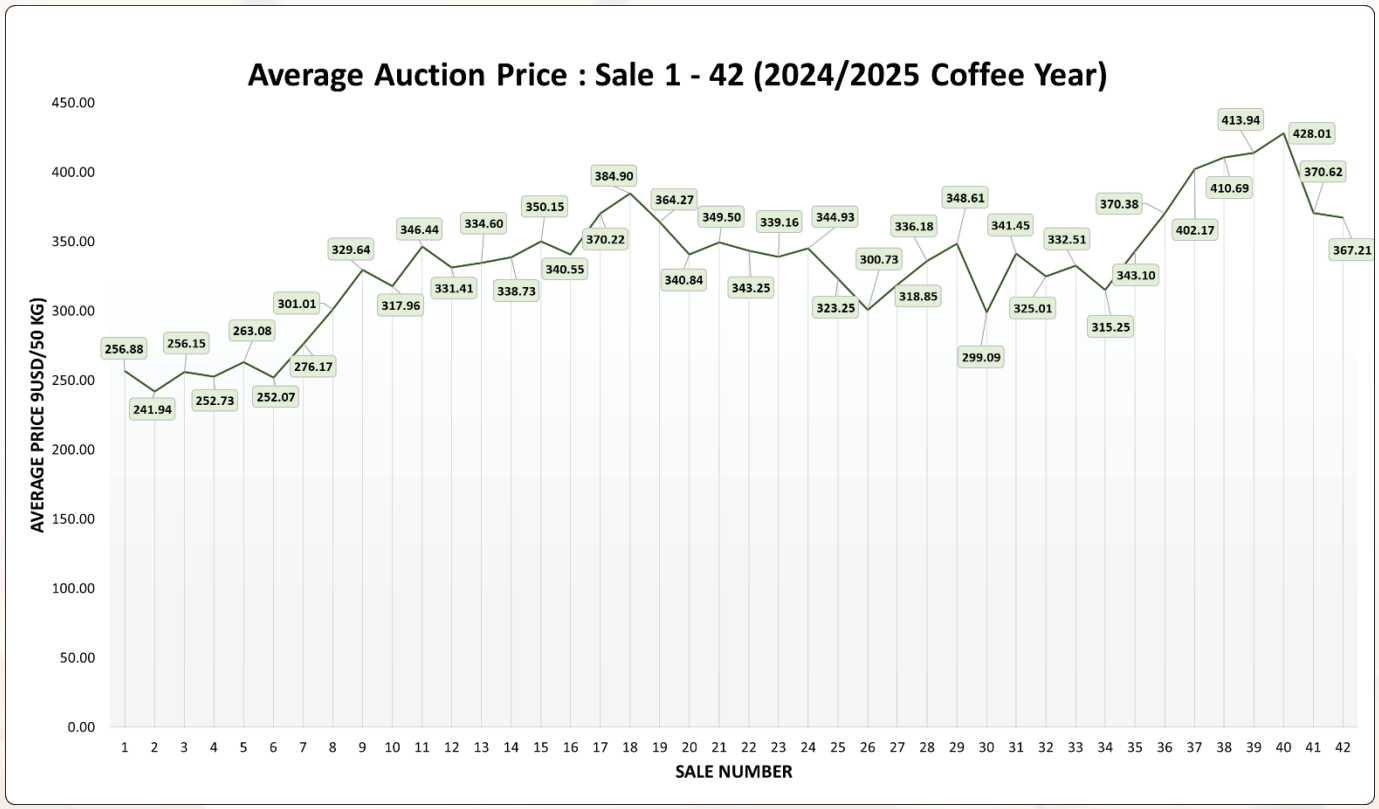


Figure 4: Sale 1-42 Auction Averages (2024/2025)

5.2.2 MONTHLY AUCTION PERFORMANCE

In 2024/2025, auction prices remained on a strong upward trajectory throughout the year, with average prices rising from USD 254.05 per 50-kg bag in October to USD 396.77 in September. Market activity peaked between January and March 2025, with February recording the highest monthly volume (158,477 bags) and value (USD 57.93 million). Volumes declined sharply in May before recovering in the second half of the season.

Table 29: Monthly Auction Performance - 2023/2024 & 2024/2025

Month	Bags Sold (50-Kgs)	Weight Sold (Kgs)	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Value (USD)	Average Price (USD/50Kg)
2023/2024						
Oct-23	22,936	1,418,684	62	342	5,655,951.68	199.34
Nov-23	27,274	1,677,096	85	337	6,176,628.74	184.15
Dec-23	49,526	3,035,088	72	550	11,584,989.68	190.85
Jan-24	74,476	4,552,501	67	470	19,493,137.84	214.09
Feb-24	78,579	4,821,266	59	600	24,548,918.56	254.59
Mar-24	75,266	4,627,034	70	650	22,913,580.74	247.61
Apr-24	112,087	6,878,663	107	500	34,231,874.30	248.83
May-24	56,296	3,462,376	80	480	13,760,742.98	198.72
Jun-24	73,418	4,521,878	50	540	19,565,750.92	216.35
Jul-24	15,113	939,892	73	326	3,785,883.54	201.4
Aug-24	49,156	3,033,546	70	392	14,556,012.48	239.92
Sept-24	42,776	2,648,565	68	400	13,011,911.56	245.64
Total	**676,903**	**41,616,589**	**50**	**650**	**189,285,383.02**	**227.42**
2024/2025						
Oct-24	61,761	3,088,047	40	475	15,690,196.44	254.05
Nov-24	50,808	2,540,405	90	396	14,817,847.44	291.64
Dec-24	66,294	3,314,703	56	440	22,027,927.54	332.28
Jan-25	113,346	5,667,276	85	450	38,733,968.56	341.73
Feb-25	158,477	7,923,837	116	470	57,931,579.32	365.55
Mar-25	128,711	6,435,553	79	521	44,349,528.82	344.57
Apr-25	63,526	3,176,280	100	471	20,241,498.84	318.64
May-25	8,401	420,047	113	501	2,928,648.88	348.61
Jul-25	32,562	1,628,111	121	401	10,556,908.68	324.21
Aug-25	43,816	2,190,795	112	491	15,930,358.00	363.57
Sept-25	80,912	4,045,592	107	530	32,103,689.12	396.77
Total	**808,613**	**40,430,646**	**40**	**530**	**275,312,152**	**340.47**

** There was no auction in June 2025 as the exchange was on recess.*

Compared to 2023/2024, performance was primarily price-driven, with average prices increasing across all months. The highest year-on-year price gains were observed in December (+74.10%), January (+59.63%), and September (+61.52%). In terms of volumes, the highest activity was concentrated in the early part of the season, particularly in January (+52.18%) and February (+101.67%). The sharp volume decline in May largely reflects the planned auction recess rather than underlying supply constraints.

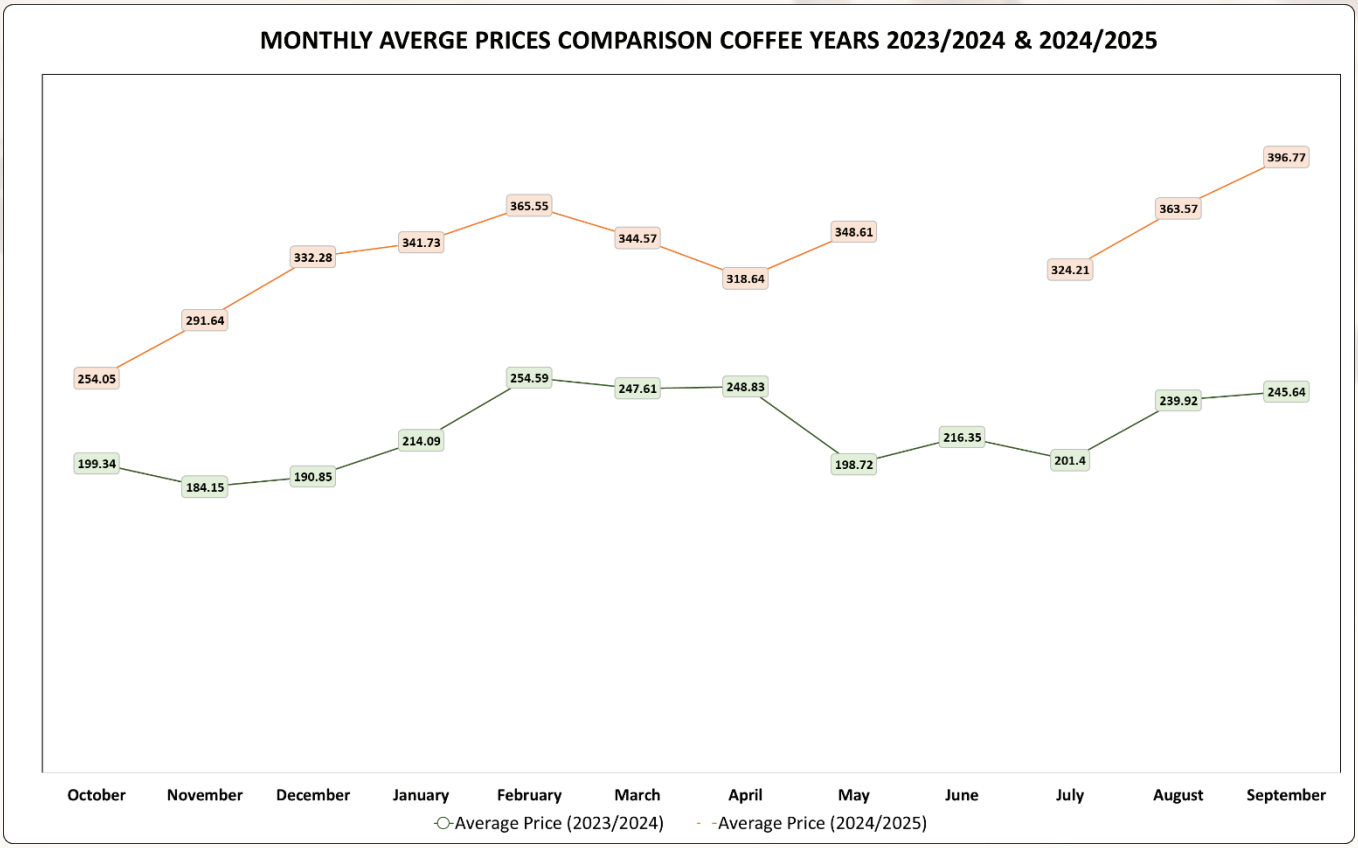


Figure 5: Monthly Auction Averages - 2023/2024 and 2024/2025

5.2.3 AUCTION PERFORMANCE BY GRADE

The 2024/2025 auction profile was concentrated in the main coffee grades, which accounted for 82.68% of total volume. AB grade dominated with 36.77% of volume (243,654 bags), followed by AA at 21.77% (143,354 bags). Together, AA and AB contributed 58.54% of volume and the largest share of value; USD 171.92 million (62.46%). AA recorded the highest average price at USD 370.56 per 50-kg bag, followed by AB at USD 358.91.



Table 30: Auction Performance by Grade - 2024/2025

Coffee Grade Categories	Grades	Full Bags Sold	Weight Sold	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Avg Price (USD/50 Kg)	Value (USD)	% Share (Vol)
Main Coffee Grades	AA	143,354	8,799,945	156	530	370.56	65,217,283.08	21.77%
	AB	243,654	14,864,571	88	486	358.91	106,700,446.32	36.77%
	C	87,172	5,413,752	128	450	346.69	37,537,423.22	13.39%
	E	2,373	151,102	193	444	319.03	964,111.16	0.37%
	PB	33,897	2,139,571	100	470	352.17	15,069,913.00	5.29%
	T	19,305	1,216,887	40	417	272.24	6,625,798.62	3.01%
	TT	13,319	843,567	136	439	322.49	5,440,899.86	2.09%
Main Coffee Grades Sub-Total		**543,074**	**33,429,395**	**40**	**530**	**355.31**	**237,555,875.26**	**82.68%**
Miscellaneous Coffee	HE	3,090	195,896	79	392	273.54	1,071,698.74	0.48%
	SB	2,208	125,768	56	355	187.00	470,380.06	0.31%
	UG	666	43,351	129	450	291.46	252,702.62	0.11%
	UG1	26,514	1,637,902	134	423	316.42	10,365,443.92	4.05%
	UG2	12,931	812,018	82	406	248.13	4,029,747.20	2.01%
	UG3	279	17,608	79	342	204.70	72,088.24	0.04%
Miscellaneous Coffee Sub-Total		**45,688**	**2,832,543**	**56**	**450**	**287.06**	**16,262,060.78**	**7.01%**
Unwashed Coffee	MH	52,841	3,217,789	110	413	268.64	17,288,515.02	7.96%
	ML	13,151	820,204	100	368	212.44	3,484,861.56	2.03%
	NH	1,636	100,797	176	521	284.02	572,569.04	0.25%
	NL	442	28,575	82	462	249.57	142,628.88	0.07%
	RH	19	1,194	206	239	210.15	5,018.28	0.00%
	RL	2	149	209	209	209.00	622.82	0.00%
Unwashed Coffee Sub-Totals		**68,091**	**4,168,708.00**	**82**	**521**	**257.80**	**21,494,215.60**	**10.31%**
Totals		**656,853**	**40,430,646**	**40**	**530**	**340.47**	**275,312,151.64**	**100.00%**

Miscellaneous grades (HE, SB, UG, UG1, UG2, UG3) accounted for 7.01% of volume and 5.91% of value, with UG1 the most significant at 4.05% of volume. Unwashed (Mbuni) grades contributed 10.31% of volume, led by MH (7.96%), but at lower average prices MH at USD 268.64 per 50-kg bag compared to the national average of USD 340.47.

5.2.4 BROKER PERFORMANCE 2024/2025

Fifteen licensed coffee brokers marketed coffee on behalf of growers at the NCE during the 2024/2025 coffee year. The brokerage market remains highly concentrated, with the top three brokers handling approximately 64.78% of total volumes.

Table 31: Auction Broker Performance 2024/2025

Broker	Full Bags Sold	Weight Sold	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Avg Price (USD/50 Kg)	Value (USD)	% Share (Vol)
Alliance Berries Limited	241,910	14,829,937	85	529	345.45	102,460,755.00	36.68%
Kirinyaga Slopes Coffee Brokerage Co. Ltd	94,781	5,784,262	100	526	353.70	40,918,356.30	14.31%
New Kenya Planters Co-operative Union PLC	89,601	5,574,552	40	509	333.01	37,127,693.32	13.79%
KCCE Marketing Agency Ltd	56,484	3,485,224	79	530	343.97	23,976,089.14	8.62%
Minnesota Coffee marketers Limited	46,884	2,892,703	100	512	331.82	19,197,132.76	7.15%
Kipkelion Broker Company Ltd	41,492	2,567,367	59	511	323.82	16,627,376.42	6.35%
Meru County Coffee Marketing Agency Limited	21,101	1,300,971	110	506	329.43	8,571,649.90	3.22%
Coffee Estate Bourgeoisie Brokers Limited	18,752	1,163,857	116	523	341.99	7,960,438.80	2.88%
United Eastern Kenya Coffee Marketing Co. Ltd	13,581	837,328	120	517	326.46	5,467,094.60	2.07%
Kenya Coffee Marketing Agency Ltd	9,824	601,453	154	472	318.70	3,833,637.42	1.49%
Murang'a County Coffee Dealers Co. Ltd	8,223	509,278	79	485	337.21	3,434,708.92	1.26%
Mt. Elgon Coffee Marketing Agency	7,482	463,630	122	463	320.22	2,969,280.00	1.15%
Kiambu Coffee Marketing Limited	4,517	281,082	128	481	323.41	1,818,078.86	0.70%
Baringo Kawa Brokerage Company Ltd	1,427	89,084	156	414	340.41	606,493.80	0.22%
Bungoma Union Marketing Agency	794	49,918	215	442	343.93	343,366.40	0.12%
Totals	**656,853**	**40,430,646**	**40**	**530**	**340.47**	**275,312,151.64**	**100.00%**

Alliance Berries Limited dominated the brokerage market with 241,910 bags (36.68% market share), generating USD 102.46 million in value. Kirinyaga Slopes Coffee Brokerage Co. Ltd (94,781 bags, 14.31%) and NKPCU PLC (89,601 bags, 13.79%) completed the top three. All fifteen brokers recorded average prices above USD 300 per 50-kg bag, reflecting the strong underlying market prices across the season.

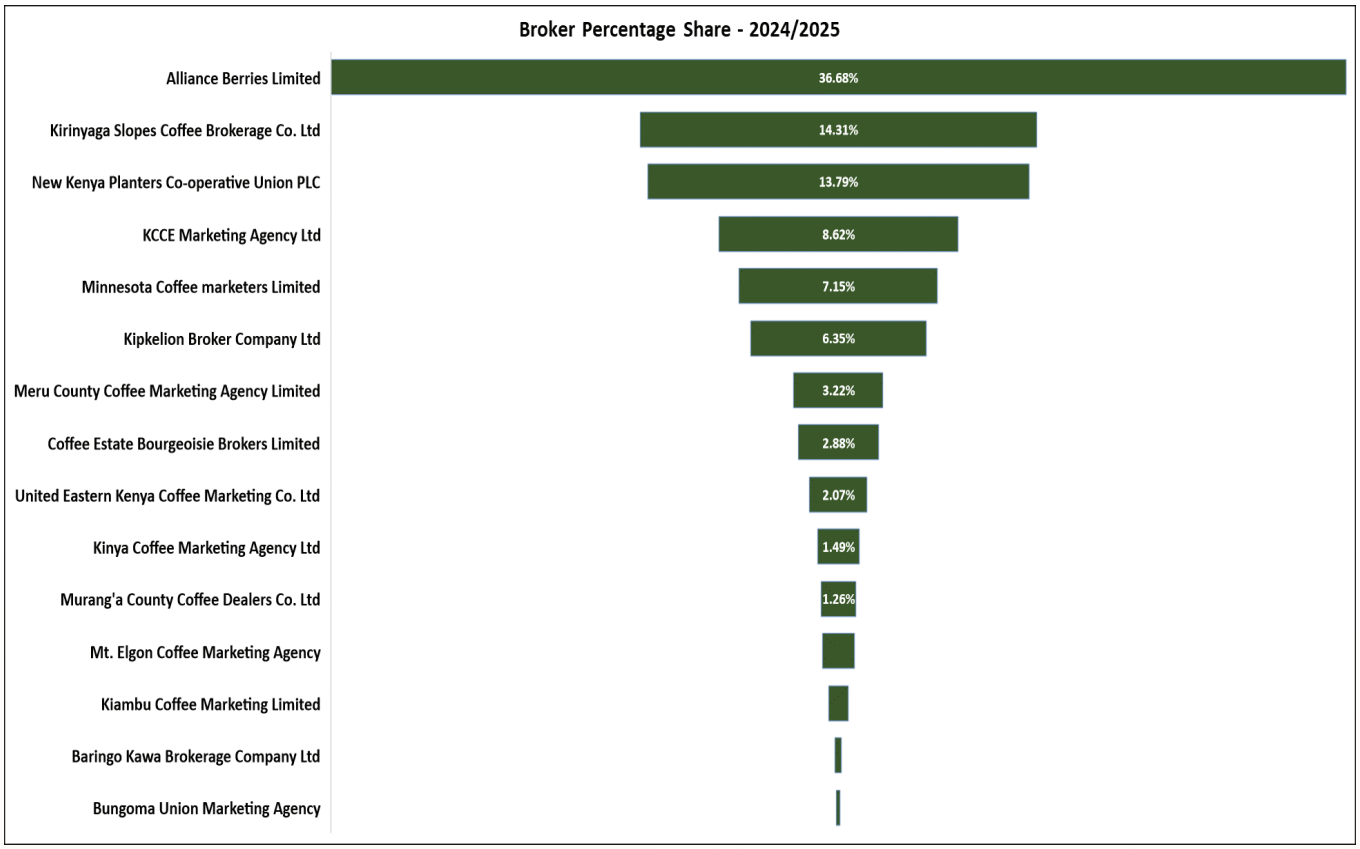


Figure 6: Broker Percentage Shares - 2024/2025

5.2.5 BUYER PERFORMANCE 2024/2025

A total of 56 licensed buyers participated in NCE auctions during 2024/2025. The top 20 buyers by volume are presented in Table 22. The top six buyers together accounted for approximately 87.07% of the total volumes.

Table 32: Buyer Auction performance 2024/2025 (Top 20)

No	Buyer	Bags Bought	Weight Bought (Kgs)	Value (USD)	Avg Price Offered (USD/50 Kg)	% Share (Vol)
1	Ibero (K) Ltd.	179,110	11,063,772	72,633,270.16	328.25	27.37%
2	C. Dorman Ltd.	114,920	7,013,069	52,440,952.50	373.88	17.35%
3	Louis Dreyfus Company (K) Ltd.	95,580	5,903,486	36,441,786.28	308.65	14.60%
4	Taylor Winch Ltd.	74,878	4,612,797	32,331,085.30	350.45	11.41%
5	Kenyacof Limited	60,306	3,701,025	27,292,086.36	368.71	9.15%
6	Sasini (K) Limited	50,094	3,070,129	20,968,349.82	341.49	7.59%
7	Sondhi Trading Co. Ltd.	17,644	1,101,023	7,615,293.44	345.83	2.72%
8	Star Coffee Ltd.	9,203	564,985	3,930,316.46	347.82	1.40%
9	Mumbi Coffee Merchants Ltd	7,458	457,301	3,506,650.84	383.41	1.13%
10	Diamond Coffee Co. Ltd.	7,074	434,696	3,121,517.90	359.05	1.08%

No	Buyer	Bags Bought	Weight Bought (Kgs)	Value (USD)	Avg Price Offered (USD/50 Kg)	% Share (Vol)
11	Rosie Vam Dyke Company Ltd	7,676	475,922	2,850,480.82	299.47	1.18%
12	Africoff Trading Co. Ltd.	6,066	372,866	2,164,925.32	290.31	0.92%
13	Jowam Coffee Traders Ltd	4,843	297,579	2,012,398.26	338.13	0.74%
14	Global Mark Foods Limited	6,258	387,573	1,761,477.54	227.24	0.96%
15	Josra Coffee Co. Ltd.	2,882	176,482	1,298,611.08	367.92	0.44%
16	Rockbern Coffee Group Limited	2,304	142,784	1,037,185.26	363.20	0.35%
17	Jabali The Coffee Company	2,154	135,784	851,857.54	313.68	0.34%
18	Javans Coffee Limited	2,054	126,434	678,875.40	268.47	0.31%
19	Sanaark Investment Ltd	1,367	83,502	350,194.56	209.69	0.21%
20	Kyandu Trading Company	679	41,649	298,119.76	357.90	0.10%
21	Others (36)	4,282	266,456	1,716,622.16	322.12	0.66%
Total		**656,832**	**40,429,314**	**275,302,057**	**340.47**	**100.00%**

Ibero (K) Ltd. led all buyers with 179,110 bags (27.37% share) valued at USD 72.63 million. C. Dorman Ltd. ranked second with 114,920 bags (17.35%) and the highest average price among the top buyers at USD 373.88 per 50-kg bag. Louis Dreyfus Company (K) Ltd., Taylor Winch Ltd., and Kenyacof Limited completed the top five.

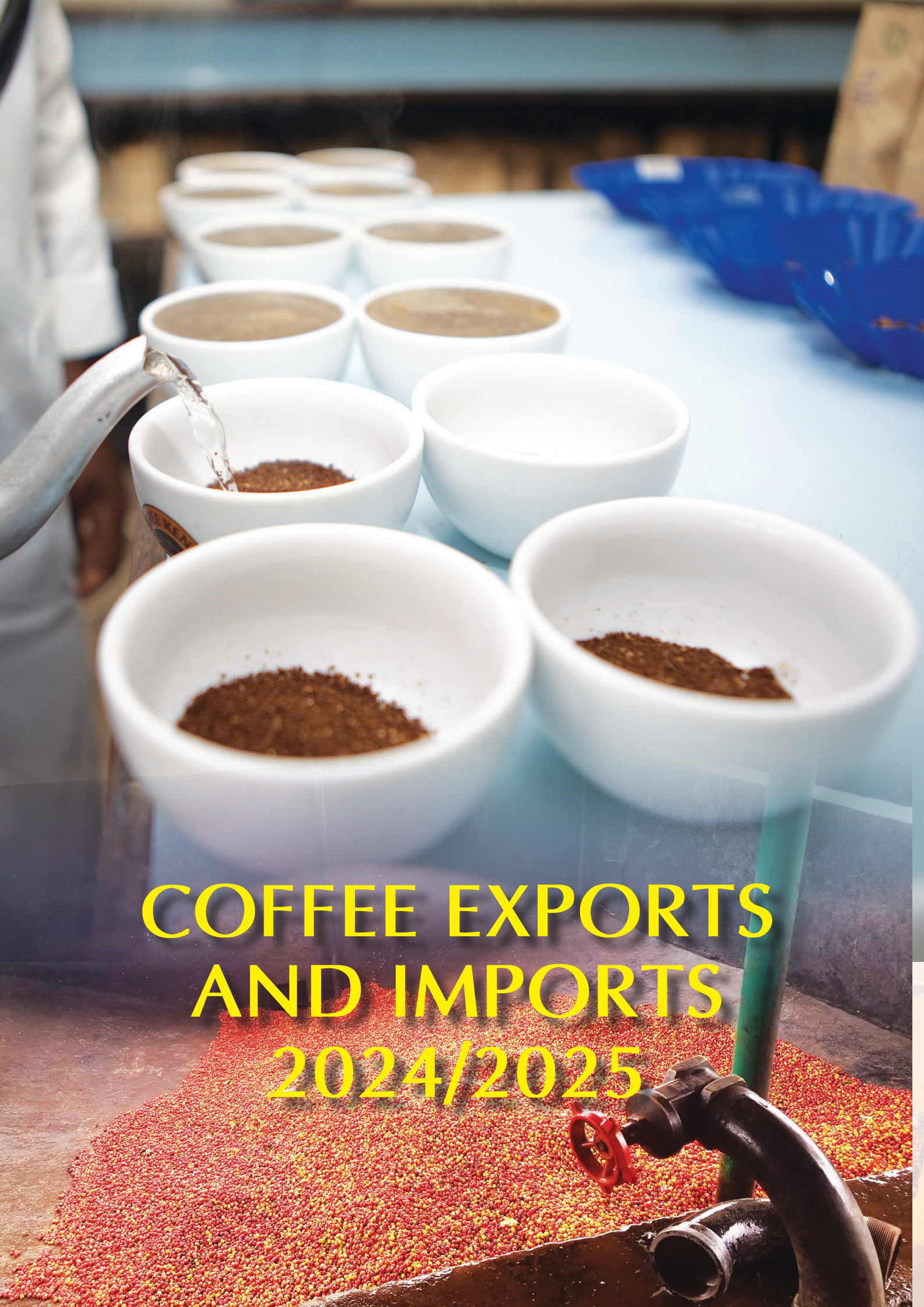
5.2.6 COMBINED AUCTION AND DIRECT SALES PERFORMANCE (10-YEAR TREND)

Total marketed volumes through the combined auction and direct sales channels stood at 47,080 MT in 2024/25, compared to 48,200 MT in 2023/24, a 2.32% decrease. This modest volume contraction was more than offset by the 43.00% increase in total value, which rose from USD 229.55 million to USD 328.24 million.



Table 33: Summary of Direct Sales and Auction 2015/2016 - 2024/2025

Year	Weight (MT)		Value ($) Million		Average Price (USD/ 50 Kg		Total		
	Auction	Direct Sales	Auction	Direct Sales	Auction	Direct Sales	Weight (MT)	Value (USD) Million	Auction + Direct Sales Average Price
2015/16	38,376.00	7,544.00	148.93	41.05	194.04	272.07	45,919.00	189.98	206.86
2016/17	34,091.00	6,756.00	159.2	43.74	233.5	323.71	40,846.00	202.94	248.42
2017/18	35,676.00	7,962.00	145.22	44.98	203.53	282.46	43,638.00	190.2	217.93
2018/19	35,605.00	10,283.00	109.56	47.95	153.86	233.16	45,888.00	157.52	171.63
2019/20	24,531.00	13,521.00	92.76	68.28	189.06	252.48	38,052.00	161.04	211.60
2020/21	25,126.00	10,444.00	141.24	68.24	281.07	326.69	35,570.00	209.48	294.46
2021/22	38,790.00	11,841.00	227.33	84.55	293.03	357.04	50,631.00	311.88	308.00
2022/23	32,652.00	10,764.00	127.86	58.92	195.79	259.73	43,416.00	186.78	210.00
2023/24	41,617.00	6,583.00	189.29	40.26	227.42	305.78	48,200.00	229.55	238.12
2024/25	40,430.65	6,649.26	275.31	52.93	340.47	398.02	47,079.90	328.24	348.60



COFFEE EXPORTS AND IMPORTS 2024/2025

6. COFFEE EXPORTS AND IMPORTS 2024/2025

Kenya's coffee export performance in 2024/2025 was marked by both volume growth and substantially higher earnings, driven by the favorable global price environment. Total export volumes grew by 3.00% from 49,199 MT in 2023/2024 to 50,675 MT, while export earnings increased by 17.45% to USD 343.99 million (KES 43.89 billion).

6.1 EXPORT VOLUME AND EARNINGS TREND (10 YEARS)

Export volumes over the 10-year review period show moderate fluctuation, increasing from 44,343 MT in 2015/16 to 50,675 MT in 2024/2025 cumulative growth of 14.28%. Export earnings have grown far more substantially over the same period, rising from USD 205.67 million to USD 343.99 million (67.26% increase) reflecting significantly improved unit prices over the decade.

Table 34: Summary of Coffee Exports Earnings in USD and KES - 10 Years

Coffee Year	Export Earnings (Million USD)	Year on Year Variance (%) (USD)	Export Earnings (KES Billion)	Year on Year Variance (%) (KES)
2015/16	205.67	-8%	20.89	-1%
2016/17	227.83	11%	23.47	12%
2017/18	229.51	1%	23.31	-1%
2018/19	213.22	-7%	21.68	-7%
2019/20	209.82	-2%	22.02	2%
2020/21	292.26	39%	27.07	23%
2021/22	298.56	2%	34.37	27%
2022/23	251.86	-16%	34.07	-1%
2023/24	292.88	16%	39.95	17%
2024/25	343.99	17%	43.89	10%

In KES terms, export earnings increased by 9.86% from KES 39.95 billion to KES 43.89 billion reflecting a slight appreciation of the Kenya Shilling against the US Dollar during the year. The cumulative KES earnings growth from 2015/16 to 2024/25 stands at 110.10%, significantly higher than the USD growth rate, driven largely by Kenya Shilling depreciation over the period.

6.2 EXPORT DESTINATIONS

In 2024/2025, the top 10 export destinations accounted for 74.93% of total export value, up from 70.40% in 2023/2024, indicating an increase in market concentration among Kenya's most significant buyers. The United States emerged as the single largest destination by both volume and value, surpassing Belgium which had held the top position in recent years.

Table 35: Coffee Export Destinations — 2023/2024 and 2024/2025

No	Export Destination	2023/2024				2024/2025*			
		Weight (MT)	Value (Million USD)	Value (Billion KES)	% Share	Weight (MT)	Value (Million USD)	Value (Billion KES)	% Share
1	United States	7,917.13	48.96	6.68	16.09%	10,844.08	71.51	9.12	21.40%
2	Belgium	8,275.79	53.51	7.42	16.82%	8,332.47	59.75	7.62	16.44%
3	Germany	5,622.67	32.33	4.40	11.43%	6,347.18	39.74	5.07	12.53%
4	Korea, Republic Of	4,019.75	23.86	3.22	8.17%	3,024.59	19.39	2.47	5.97%
5	Canada	2,295.39	6.56	0.90	4.67%	2,470.05	16.00	2.04	4.87%
6	Sweden	3,830.34	20.91	2.83	7.79%	1,627.10	10.73	1.37	3.21%
7	Netherlands	1,473.43	7.81	1.08	2.99%	1,597.00	11.07	1.41	3.15%
8	Japan	803.59	6.05	0.76	1.63%	1,330.69	10.32	1.32	2.63%
9	France	254.00	1.17	0.16	0.52%	1,203.77	8.63	1.10	2.38%
10	Poland	144.10	0.88	0.12	0.29%	1,191.46	11.69	1.49	2.35%
Sub Total (Top 10)		**34,636.20**	**202.03**	**27.57**	**70.40%**	**37,968.39**	**258.82**	**33.02**	**74.93%**
Others		14,562.89	90.85	12.39	29.60%	12,706.68	85.17	10.87	25.07%
Total		**49,199.09**	**292.88**	**39.95**	**100.00%**	**50,675.07**	**343.99**	**43.89**	**100.00%**

The United States recorded a 36.96% increase in volume (from 7,917 to 10,844 MT) and a 46.07% increase in value (from USD 48.96 million to USD 71.51 million), raising its market share to 21.40%. This reflects the strength of US specialty coffee roaster demand for premium Kenyan coffee. Belgium maintained stable performance with marginal volume growth of 0.69% and value growth of 11.66%, consolidating its role as a key EU redistribution hub.

Germany grew steadily with a 12.88% increase in volume and 22.96% in value. Canada and Japan both recorded strong increases, while France registered a remarkable near-five-fold volume surge (from 254 MT to 1,204 MT) — the largest proportional gain among the top 10 destinations. In contrast, Korea (–24.76% volume) and Sweden (–57.52% volume) recorded significant declines.

6.3 MARKET EXPANSION

In the 2024/2025 coffee year, a total of 13 markets that were not importers in the previous coffee year imported coffee from Kenya while a total of 10 markets did not import in the year under review as shown on Figure 6.





Figure 7: Gained Markets and Markets with Reduced Activity - 2024/2025

6.4 REGIONAL OVERVIEW AND YEAR-ON-YEAR COMPARISON

Kenya's coffee exports reached 61 destinations across 7 regions in 2024/2025. Table 15 presents a regional comparison of export volumes, values, average prices, and market shares between 2023/2024 and 2024/2025.

Table 36: Coffee Exports by Region — 2023/2024 and 2024/2025 Comparison

Region	2023 / 2024				2024 / 2025				YoY Change	
	Vol (MT)	Val ($M)	Avg $/60kg	Share %	Vol (MT)	Val ($M)	Avg $/60kg	Share %	Vol %	Val %
Europe	27,363.06	168.35	369.15	55.62%	27,080.10	189.74	420.39	53.44%	1%	12.7%
North America	10,212.52	55.52	326.2	20.76%	13,356.13	87.84	394.61	26.36%	30.8%	58.2%
Asia	8,675.34	52.42	362.57	17.63%	8,073.33	52.65	391.32	15.93%	6.9%	0.4%
Oceania	1,775.16	10.47	353.99	3.61%	984.4	6.7	408.36	1.94%	44.5%	36%
Africa	664.33	3.28	295.97	1.35%	681.22	3.97	350.07	1.34%	2.5%	21%
Eurasia	505.49	2.81	333.75	1.03%	473.27	2.88	365.08	0.93%	6.4%	2.5%
South America	3.19	0.02	466.82	0.01%	26.62	0.2	455.68	0.05%	734.5%	900%
Total	**49,199.09**	**292.88**	**357.18**	**100.00%**	**50,675.07**	**343.99**	**407.29**	**100.00%**	3.0%	17.5%

6.5 KEY REGIONAL OBSERVATIONS

Europe remained Kenya's largest export region by value, accounting for 53.44% of total export volume (27,080 MT) and generating USD 189.74 million. While volume was broadly flat year-on-year (–1.03%), value increased by 12.71% and average price rose from USD 369.15 to USD 420.39 per 60-kg bag mainly driven by the European specialty market demand and the global price uplift. Belgium, Germany, France, Norway, and Poland all recorded strong value growth.

North America was the standout growth region in 2024/2025, with volume surging 30.78% to 13,356 MT and value growing 58.22% to USD 87.84 million — the largest absolute value increase of any region. The United States drove this expansion, recording a 36.96% increase in volume and a 46.07% rise in value, cementing its position as Kenya's single largest export destination with a 21.40% share. Canada also grew, while the Dominican Republic appeared as a new destination in the 2024/2025 data.

Asia recorded a modest volume decline of 6.96% to 8,073 MT, but value remained broadly stable at USD 52.65 million (+0.44%). The region's share of export volume declined from 17.63% to 15.93%. Korea recorded the largest volume decline within the region (–24.76%), partially offset by growth in Japan (+65.59%) and China (+16.80%). Average prices across Asian markets improved significantly, rising from USD 362.57 to USD 391.32 per 60-kg bag.

Oceania saw a volume decline of 44.53% to 984 MT in 2024/2025, with value falling from USD 10.47 million to USD 6.70 million (–36.01%). This decline was primarily in Australia, which saw a significant reduction in purchased volumes. New Zealand appeared separately in the 2024/2025 data, contributing 101.57 MT (USD 0.67 million).

Africa recorded a marginal volume increase of 2.54% to 681 MT, with value growing 21.04% to USD 3.97 million. Average prices improved from USD 295.97 to USD 350.07 per 60-kg bag (+18.27%). South Africa remained the largest African market, complemented by Algeria, Morocco, and intra-regional flows to Kenya itself (domestic re-export). Sudan, Somalia, DRC, Nigeria, and Ghana represent smaller but growing intra-African trade relationships.

Eurasia (Russia and Turkey) recorded a volume decline of 6.38% to 473 MT and a marginal value increase to USD 2.88 million (+2.49%). Average prices in the region improved from USD 333.75 to USD 365.08 per 60-kg bag (+9.38%).

South America recorded a dramatic increase from 3.19 MT to 26.62 MT, driven by exports to Venezuela. While volumes remain very small, the growth reflects expanding reach of Kenyan coffee into new markets. Average prices in the region stood at USD 455.68 per 60-kg bag in 2024/2025.



Table 37: Coffee Export Destinations - 2024/2025

Destination	Volume (MT)	Value (Million USD)	Avg Price (USD/60Kg)	% Share
Europe				
Belgium	8,332.47	59.75	430.26	16.44%
Germany	6,347.18	39.74	376.07	12.53%
Sweden	1,627.10	10.73	396.17	3.21%
Netherlands	1,597.00	11.07	416.21	3.15%
France	1,203.77	8.63	430.84	2.38%
Poland	1,191.46	11.69	589.25	2.35%
Finland	1,171.13	8.25	423.36	2.31%
United Kingdom	1,140.54	8.28	435.53	2.25%
Norway	1,036.84	8.95	518.42	2.05%
Italy	903.97	5.08	337.53	1.78%
Romania	797.05	5.64	424.78	1.57%
Denmark	621.30	4.16	401.81	1.23%
Latvia	256.69	1.80	421.59	0.51%
Greece	255.19	1.60	376.15	0.50%
Spain	251.64	1.97	470.68	0.50%
Israel	245.22	1.82	446.14	0.48%
Estonia	142.55	1.03	433.68	0.28%
Portugal	91.64	0.54	352.85	0.18%
Ireland	56.65	0.50	529.97	0.11%
Lithuania	20.36	0.12	346.26	0.04%
Austria	20.36	0.09	252.38	0.04%
Switzerland	4.39	0.03	420.49	0.01%
Czech Republic	0.88	0.01	746.22	0.00%
Hungary	9.93	0.10	589.09	0.02%
Europe Sub-Total	**27,080.10**	**189.74**	**420.39**	**53.44%**
North America				
United States	10,844.08	71.51	396.19	21.40%
Canada	2,470.05	16.00	389.07	4.87%
Dominican Republic	42.00	0.33	472.89	0.08%
North America Sub-Total	**13,356.13**	**87.84**	**394.61**	**26.36%**
Asia				
Korea, Republic Of	3,024.59	19.39	384.70	5.97%
Japan	1,330.69	10.32	465.71	2.63%
China	1,045.43	7.96	456.97	2.06%
India	824.04	3.42	249.07	1.63%
Jordan	535.21	3.11	348.87	1.06%
Taiwan	251.65	1.78	424.99	0.50%

Destination	Volume (MT)	Value (Million USD)	Avg Price (US-D/60Kg)	% Share
Singapore	144.74	0.69	284.98	0.29%
Malaysia	131.64	0.95	432.60	0.26%
Iran	107.55	0.53	297.33	0.21%
Vietnam	107.13	0.56	312.37	0.21%
Saudi Arabia	105.40	0.91	516.37	0.21%
Thailand	32.91	0.26	469.62	0.06%
United Arab Emirates	50.27	0.39	461.51	0.10%
Syrian Arab Republic	56.00	0.13	142.93	0.11%
Hong Kong	41.14	0.24	353.89	0.08%
Oman	33.62	0.16	288.14	0.07%
Kuwait	3.56	0.04	657.70	0.01%
Lebanon	2.55	0.02	384.21	0.01%
Mongolia	0.00	0.00	113.21	0.00%
Asia Sub-Total	**8,073.33**	**52.65**	**391.32**	**15.93%**
Oceania				
Australia	882.83	6.03	409.73	1.74%
New Zealand	101.57	0.67	397.98	0.20%
Oceania Sub-Total	**984.40**	**6.70**	**408.36**	**1.94%**
Africa				
South Africa	283.60	1.44	304.73	0.56%
Algeria	212.13	1.19	337.06	0.42%
Kenya	86.44	0.69	481.31	0.17%
Morocco	40.73	0.23	341.14	0.08%
Sudan	16.83	0.11	400.95	0.03%
Somalia	15.51	0.14	549.16	0.03%
DRC	4.54	0.05	726.57	0.01%
Egypt	20.36	0.11	312.72	0.04%
Nigeria	0.83	0.00	229.84	0.00%
Ghana	0.25	0.00	668.64	0.00%
Africa Sub-Total	**681.22**	**3.97**	**350.07**	**1.34%**
Eurasia				
Russian Federation	248.62	1.69	408.16	0.49%
Turkey	224.65	1.19	317.33	0.44%
Eurasia Sub-Total	**473.27**	**2.88**	**365.08**	**0.93%**
South America				
Venezuela	26.62	0.20	456.77	0.05%
South America Sub-Total	**26.62**	**0.20**	**455.68**	**0.05%**
GRAND TOTAL	**50,675.07**	**343.99**	**407.29**	**100.00%**

6.6 COFFEE EXPORTS BY FORM

During the 2024/2025 coffee year, total coffee exports amounted to 50,675,065.02 GBE with a corresponding export value of USD 343,987,791.42. The export portfolio remained heavily concentrated in coffee not roasted or decaffeinated, which recorded 49,371,354.50 kgs valued at USD 333,735,100.12. This category accounted for the vast majority of both export volume and earnings, confirming that Kenya's coffee exports continue to be driven predominantly by green coffee.

Table 38: Coffee Exports by Form

HS CODE DESCRIPTION	Volumes (Kgs)	Value (USD)
COFFEE NOT ROASTED OR DECAFFEINATED.	49,371,354.50	333,735,100.12
COFFEE ROASTED, NOT DECAFFEINATED.	1,033,258.11	8,664,406.27
DECAFFEINATED COFFEE, NOT ROASTED.	208,743.01	1,278,173.50
OTHER; COFFEE ROASTED.	50,165.53	210,679.72
EXTRACTS, ESSENCES AND CONCENTRATES OF COFFEE.	5,756.60	59,845.58
COFFEE ROASTED, DECAFFEINATED.	5,332.86	30,650.50
PREPARATIONS WITH A BASIS OF EXTRACTS, ESSENCES OR CONCENTRATES OF COFFEE, TEA OR MATE OR WITH A BASIS OF COFFEE.	454.40	8,935.74
Total	**50,675,065.02**	**343,987,791.42**

Exports of coffee roasted, not decaffeinated amounted to 1,033,258.11 KGS valued at USD 8,664,406.27, making it the second-largest export category, although still significantly smaller than unroasted coffee. Decaffeinated coffee, not roasted contributed 208,743.01 KGS worth USD 1,278,173.50, while other roasted coffee accounted for 50,165.53 KGS valued at USD 210,679.72.

The more processed product categories registered minimal performance during the year. Extracts, essences and concentrates of coffee totaled 5,756.60 KGS valued at USD 59,845.58, while coffee roasted, decaffeinated recorded 5,332.86 KGS worth USD 30,650.50. Preparations based on coffee extracts, essences or concentrates were negligible, with exports of 454.40 KGS valued at USD 8,935.74.

6.7 COFFEE IMPORTS 2024/2025

The top four origins for imports accounted for 77.76% of total volume. The Republic of Uganda was the largest source at 30.86%, followed by Rwanda at 17.74%, Lao PDR at 16.24% and Tanzania at 12.92%. Brazil and India contributed 6.99% and 5.94% respectively, while the Democratic Republic of Congo accounted for 4.31%. Ethiopia and Guatemala contributed 1.77% and 1.73% respectively. Portugal and Italy accounted for 0.79% and 0.44%.

All remaining countries each contributed less than 0.11% of total imports.



Table 39: Coffee Import Origins

No	Origin Country	Volume (MT)	Value (Million USD)	% Share
1	Uganda	339,169.00	2,219,946.65	30.86%
2	Rwanda	194,940.00	1,394,620.76	17.74%
3	Lao PDR	178,500.00	1,513,561.24	16.24%
4	Tanzania	142,020.00	492,047.80	12.92%
5	Brazil	76,800.00	521,686.16	6.99%
6	India	65,300.00	2,439,064.28	5.94%
7	Democratic Republic of Congo	47,400.00	307,352.40	4.31%
8	Ethiopia	19,474.00	41,502.86	1.77%
9	Guatemala	18,975.00	136,452.93	1.73%
10	Portugal	8,712.00	190,868.71	0.79%
11	Italy	4,800.40	48,399.56	0.44%
12	Canada	1,230.00	17,755.04	0.11%
13	South Africa	792	53,121.11	0.07%
14	Germany	361.9	4,231.44	0.03%
15	Denmark	360	2,276.44	0.03%
16	Netherlands	250	2,346.65	0.02%
Total		**1,099,084.30**	**9,385,234.03**	**100%**

Annexes

Annex 1: Auction Performance Per Sale 2024/2025

Sale No	Bags Sold	Weight Sold (Kgs)	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Value (USD)	Avg Price (USD/50 Kg)	% Share (Vol)
1	11,434	686,030	79	400	3,524,488.36	256.88	1.70%
2	10,962	657,723	40	474	3,182,562.16	241.94	1.63%
3	8,926	535,520	134	316	2,743,474.18	256.15	1.32%
4	9,694	581,614	88	326	2,939,829.02	252.73	1.44%
5	10,453	627,160	116	332	3,299,842.72	263.08	1.55%
6	9,051	543,113	110	337	2,738,104.14	252.07	1.34%
7	11,981	718,816	130	381	3,970,333.82	276.17	1.78%
8	9,296	557,820	150	351	3,358,238.26	301.01	1.38%
9	12,013	720,656	90	396	4,751,171.22	329.64	1.78%
10	16,523	991,367	56	421	6,304,265.56	317.96	2.45%
11	17,975	1,078,525	82	440	7,472,841.40	346.44	2.67%
12	20,747	1,244,811	82	426	8,250,820.58	331.41	3.08%
13	14,477	868,552	85	408	5,812,307.82	334.60	2.15%
14	29,829	1,789,762	130	412	12,124,778.20	338.73	4.43%
15	26,284	1,577,098	141	450	11,044,430.16	350.15	3.90%
16	23,865	1,431,864	116	444	9,752,452.38	340.55	3.54%
17	32,338	1,940,229	143	446	14,366,060.26	370.22	4.80%
18	33,592	2,015,654	140	470	15,516,317.72	384.90	4.99%
19	35,575	2,134,573	132	443	15,551,236.40	364.27	5.28%
20	30,555	1,833,381	116	446	12,497,964.94	340.84	4.53%
21	32,929	1,975,698	148	450	13,810,143.02	349.50	4.89%
22	27,798	1,667,922	102	459	11,450,270.88	343.25	4.13%
23	24,740	1,484,393	79	521	10,069,036.80	339.16	3.67%
24	21,793	1,307,540	151	462	9,020,078.12	344.93	3.23%
25	21,780	1,306,826	108	443	8,448,735.92	323.25	3.23%
26	13,262	795,671	156	426	4,785,662.10	300.73	1.97%
27	10,220	613,212	100	471	3,910,428.70	318.85	1.52%
28	7,676	460,571	129	466	3,096,672.12	336.18	1.14%
29	6,999	420,047	113	501	2,928,648.88	348.61	1.04%
30	7,486	449,183	121	363	2,686,897.76	299.09	1.11%
31	5,733	343,898	193	401	2,348,450.50	341.45	0.85%
32	3,511	210,666	181	395	1,369,378.46	325.01	0.52%
33	10,407	624,364	182	390	4,152,181.96	332.51	1.54%
34	5,467	328,031	112	386	2,068,238.10	315.25	0.81%
35	10,000	599,953	194	419	4,116,905.20	343.10	1.48%
36	10,803	648,183	120	434	4,801,475.58	370.38	1.60%
37	10,243	614,628	131	491	4,943,739.12	402.17	1.52%
38	14,710	882,510	107	502	7,248,831.36	410.69	2.18%
39	12,782	766,901	120	514	6,348,980.94	413.94	1.90%
40	11,711	702,679	195	530	6,015,069.32	428.01	1.74%
41	13,063	783,730	129	529	5,809,277.08	370.62	1.94%
42	15,162	909,772	181	485	6,681,530.42	367.21	2.25%
Totals	**673,845**	**40,430,646**	**40**	**530**	**275,312,151.64**	**340.47**	**100.00%**

Annex 2: Broker Performance by Grade 2024/2025

Broker	Grade	Bags Bought	Weight Bought (Kgs)	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Avg Price (USD/50 Kg)	Value (USD)	% Share (Vol)
Alliance Berries Limited	AA	56,377	3,448,613	210	529	377.84	26,060,590.12	36.68%
	AB	92,816	5,647,592	169	475	362.02	40,890,666.68	
	C	31,494	1,947,999	128	446	347.89	13,553,864.34	
	E	1,030	64,780	207	401	315.29	408,483.90	
	HE	809	50,623	150	357	274.86	278,281.24	
	MH	18,912	1,145,988	138	374	271.97	6,233,528.34	
	ML	4,710	290,064	102	344	207.31	1,202,653.94	
	NH	112	6,961	195	521	395.68	55,087.20	
	NL	156	9,578	148	462	313.35	60,024.94	
	PB	12,211	768,841	179	470	353.79	5,440,124.24	
	SB	248	15,041	135	223	177.50	53,394.80	
	T	6,343	397,327	108	417	276.37	2,196,199.66	
	TT	3,659	228,204	146	439	319.67	1,458,997.08	
	UG	212	13,802	189	450	292.82	80,830.32	
	UG1	8,484	522,163	152	410	310.17	3,239,203.40	
	UG2	4,213	264,734	92	378	229.76	1,216,489.86	
	UG3	124	7,627	85	342	211.98	32,334.94	
Alliance Berries Limited Sub-Total		**241,910**	**14,829,937**	**85**	**529**	**345.45**	**102,460,755.00**	
Baringo Kawa Brokerage Company Ltd	AA	216	13,454	246	414	373.79	100,579.96	0.22%
	AB	547	33,485	308	407	373.87	250,381.42	
	C	208	12,897	305	383	352.28	90,866.24	
	MH	191	11,787	224	299	278.38	65,624.20	
	ML	56	3,510	175	263	240.34	16,872.02	
	PB	62	4,101	247	377	345.58	28,344.52	
	SB	3	246	175	251	227.83	1,120.92	
	T	43	2,861	156	303	244.19	13,972.28	
	TT	25	1,790	172	369	301.01	10,776.16	
	UG	26	1,746	200	300	269.93	9,425.88	
	UG1	48	3,073	210	345	293.29	18,025.90	
	UG2	2	134	180	195	188.17	504.30	
Baringo Kawa Brokerage Compa-ny Ltd Sub-Total		**1,427**	**89,084**	**156**	**414**	**340.41**	**606,493.80**	

Broker	Grade	Bags Bought	Weight Bought (Kgs)	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Avg Price (USD/50 Kg)	Value (USD)	% Share (Vol)
Bungoma Union Marketing Agency	AA	183	11,420	340	442	369.05	84,291.80	0.12%
	AB	273	17,174	215	423	355.16	121,990.38	
	C	64	4,009	258	392	347.93	27,897.32	
	HE	16	974	246	276	263.13	5,125.68	
	MH	92	5,740	300	320	311.05	35,709.02	
	ML	9	538	226	226	226.00	2,431.76	
	NH	3	183	296	296	296.00	1,083.36	
	PB	80	5,057	322	395	364.11	36,826.26	
	SB	5	306	217	217	217.00	1,328.04	
	T	9	640	227	349	304.86	3,902.18	
	TT	10	646	322	364	342.74	4,428.20	
	UG	9	595	323	392	352.92	4,199.74	
	UG1	35	2,244	215	311	271.08	12,165.90	
	UG2	6	392	217	295	253.41	1,986.76	
Bungoma Union Marketing Agency Sub-Total		**794**	**49,918**	**215**	**442**	**343.93**	**343,366.40**	
Coffee Estate Bourgeoi-sie Brokers Limited	AA	2,903	180,045	156	523	375.82	1,353,303.54	2.88%
	AB	7,157	438,776	201	475	361.93	3,176,093.84	
	C	3,623	224,905	192	435	338.47	1,522,453.04	
	E	46	3,129	246	444	350.33	21,923.44	
	HE	94	5,964	138	375	276.18	32,942.36	
	MH	1,279	77,707	142	403	286.99	446,019.16	
	ML	219	15,955	116	317	207.66	66,262.98	
	NH	27	1,791	196	334	256.56	9,189.98	
	NL	4	293	179	241	214.13	1,254.78	
	PB	999	62,659	148	454	351.77	440,826.48	
	SB	38	2,134	183	291	223.34	9,532.08	
	T	1,105	70,308	116	395	251.96	354,297.36	
	TT	472	31,032	144	419	323.45	200,745.38	
	UG	48	3,148	271	392	300.25	18,903.94	
	UG1	493	30,615	134	419	347.66	212,872.98	
	UG2	241	15,119	136	382	307.06	92,847.96	
	UG3	4	277	175	175	175.00	969.50	
Coffee Estate Bourgeoi-sie Brokers Limited Sub-Total		**18,752**	**1,163,857**	**116**	**523**	**341.99**	**7,960,438.80**	

Broker	Grade	Bags Bought	Weight Bought (Kgs)	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Avg Price (USD/50 Kg)	Value (USD)	% Share (Vol)
KCCE Marketing Agency Ltd	AA	13,712	839,606	207	530	374.74	6,292,598.80	8.62%
	AB	21,439	1,309,883	188	473	356.88	9,349,514.28	
	C	6,282	390,989	163	440	340.18	2,660,120.04	
	E	106	6,830	233	412	353.62	48,305.08	
	HE	398	25,409	79	392	277.74	141,140.30	
	MH	4,025	245,803	117	329	274.53	1,349,614.80	
	ML	936	59,103	100	306	228.95	270,627.40	
	NH	183	11,221	177	430	272.26	61,101.14	
	NL	19	1,341	163	358	250.02	6,705.44	
	PB	3,447	219,257	158	455	355.81	1,560,275.58	
	SB	42	2,714	181	262	216.74	11,764.70	
	T	1,110	71,054	110	408	271.49	385,814.02	
	TT	852	54,892	164	415	319.59	350,862.46	
	UG	65	4,305	201	369	261.78	22,539.06	
	UG1	2,789	173,539	169	423	326.51	1,133,238.50	
	UG2	1,006	64,465	114	398	240.67	310,300.42	
	UG3	73	4,813	157	335	224.05	21,567.12	
KCCE Marketing Agency Ltd Sub-Total		**56,484**	**3,485,224**	**79**	**530**	**343.97**	**23,976,089.14**	
Kiambu Coffee Marketing Limited	AA	795	49,561	199	481	360.18	357,020.12	0.70%
	AB	1,560	95,808	191	409	354.99	680,219.32	
	C	614	38,687	190	389	341.77	264,437.90	
	E	5	417	288	352	316.39	2,638.72	
	MH	686	42,030	182	354	255.15	214,475.14	
	ML	129	8,419	145	223	186.89	31,468.98	
	PB	189	11,927	249	405	352.51	84,086.72	
	T	133	8,421	144	269	210.63	35,475.12	
	TT	100	6,407	172	372	307.38	39,387.56	
	UG1	233	14,606	190	382	312.22	91,206.04	
	UG2	73	4,799	128	250	184.03	17,663.24	
Kiambu Coffee Marketing Limited Sub-Total		**4,517**	**281,082**	**128**	**481**	**323.41**	**1,818,078.86**	

Broker	Grade	Bags Bought	Weight Bought (Kgs)	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Avg Price (USD/50 Kg)	Value (USD)	% Share (Vol)
Kenya Coffee Marketing Agency Ltd	AA	1,252	76,723	310	472	358.17	549,598.24	1.49%
	AB	3,389	207,502	260	436	343.44	1,425,278.76	
	C	1,029	63,067	284	408	338.23	426,622.56	
	MH	2,499	152,894	205	389	280.90	858,956.12	
	ML	303	18,519	154	242	195.68	72,477.54	
	NL	17	1,079	171	171	171.00	3,690.18	
	PB	523	31,999	305	410	342.63	219,276.62	
	T	211	13,018	200	345	264.59	68,888.26	
	TT	156	9,663	217	370	312.55	60,403.90	
	UG	23	1,473	291	361	321.60	9,474.46	
	UG1	282	17,165	270	357	306.90	105,360.44	
	UG2	140	8,351	160	314	201.24	33,610.34	
Kenya Coffee Marketing Agency Ltd Sub-Total		**9,824**	**601,453**	**154**	**472**	**318.70**	**3,833,637.42**	
Kipkelion Broker Company Ltd	AA	10,042	618,336	219	511	331.47	4,099,231.14	6.35%
	AB	14,785	906,346	200	451	337.74	6,122,187.84	
	C	5,599	347,928	196	437	356.37	2,479,845.78	
	E	86	5,455	229	354	280.82	30,637.98	
	HE	291	18,883	108	360	232.74	87,894.72	
	MH	1,942	119,441	171	394	267.82	639,762.28	
	ML	1,024	63,764	152	368	227.63	290,297.40	
	NH	27	1,833	176	366	239.71	8,787.70	
	NL	13	918	218	330	258.08	4,738.42	
	PB	1,882	119,718	210	441	328.69	786,992.80	
	SB	914	54,537	59	355	191.97	209,386.58	
	T	1,440	91,047	164	407	320.85	584,243.78	
	TT	1,189	76,172	170	420	308.07	469,333.76	
	UG	1	60	129	129	129.00	154.80	
	UG1	1,424	89,701	168	414	304.76	546,747.88	
	UG2	833	53,228	127	406	250.93	267,133.56	
Kipkelion Broker Compa-ny Ltd Sub-Total		**41,492**	**2,567,367**	**59**	**511**	**323.82**	**16,627,376.42**	

Broker	Grade	Bags Bought	Weight Bought (Kgs)	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Avg Price (USD/50 Kg)	Value (USD)	% Share (Vol)
Kirinyaga Slopes Coffee Brokerage Co. Ltd	AA	21,562	1,313,015	215	526	390.19	10,246,454.24	14.31%
	AB	34,326	2,082,761	223	468	374.81	15,612,771.94	
	C	9,751	601,990	214	428	356.08	4,287,073.06	
	E	583	36,898	223	394	328.84	242,673.78	
	HE	999	63,164	181	365	293.81	371,158.32	
	MH	5,847	353,880	206	349	281.72	1,993,910.26	
	ML	2,439	148,867	173	275	225.67	671,892.94	
	PB	6,117	380,503	214	450	365.56	2,781,939.82	
	SB	888	46,338	100	319	178.44	165,367.46	
	T	3,028	188,460	153	413	279.45	1,053,321.14	
	TT	2,006	125,642	200	390	339.70	853,608.96	
	UG	72	4,659	208	409	321.14	29,924.28	
	UG1	3,385	206,848	211	423	320.16	1,324,477.42	
	UG2	3,778	231,237	169	383	277.59	1,283,782.68	
Kirinyaga Slopes Coffee Brokerage Co. Ltd Sub-Total		**94,781**	**5,784,262**	**100**	**526**	**353.70**	**40,918,356.30**	
Meru County Coffee Marketing Agency Limited	AA	2,724	171,891	225	506	346.17	1,190,078.38	3.22%
	AB	8,495	518,526	240	440	353.35	3,664,446.60	
	C	4,557	282,145	220	425	342.42	1,932,213.62	
	E	12	879	233	354	301.94	5,308.06	
	MH	2,180	132,613	110	264	209.55	555,777.30	
	ML	204	12,860	151	224	180.09	46,318.46	
	PB	619	39,117	216	425	329.67	257,915.54	
	T	694	42,723	173	390	293.51	250,795.82	
	TT	1,035	64,402	182	424	341.78	440,223.56	
	UG	2	177	188	207	200.56	709.98	
	UG1	482	29,386	181	404	326.18	191,703.44	
	UG2	97	6,252	182	380	289.18	36,159.14	
Meru County Coffee Marketing Agency Limited Sub-Total		**21,101**	**1,300,971**	**110**	**506**	**329.43**	**8,571,649.90**	

Broker	Grade	Bags Bought	Weight Bought (Kgs)	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Avg Price (USD/50 Kg)	Value (USD)	% Share (Vol)
Minnesota Coffee Marketers Limited	AA	10,065	617,783	216	512	360.42	4,453,222.58	7.15%
	AB	15,830	968,600	210	466	353.11	6,840,493.02	
	C	6,400	397,928	135	437	343.95	2,737,351.62	
	E	149	9,640	193	400	328.40	63,315.30	
	HE	345	22,028	175	350	251.66	110,870.90	
	MH	4,359	266,244	190	377	266.52	1,419,187.38	
	ML	960	60,019	136	306	205.49	246,661.24	
	NH	122	7,602	273	390	346.81	52,728.34	
	NL	22	1,470	194	248	224.66	6,605.12	
	PB	3,038	190,117	210	447	346.24	1,316,525.56	
	SB	3	194	120	120	120.00	465.60	
	T	2,399	150,207	125	411	255.79	768,421.36	
	TT	1,257	79,153	150	439	315.99	500,224.50	
	UG	170	11,038	170	383	296.07	65,359.62	
	UG1	1,211	75,416	145	413	303.56	457,859.34	
	UG2	500	31,854	100	366	227.43	144,893.44	
	UG3	54	3,410	152	200	189.85	12,947.84	
Minnesota Coffee Marketers Limited Sub-Total		**46,884**	**2,892,703**	**100**	**512**	**331.82**	**19,197,132.76**	
Mt. Elgon Coffee Marketing Agency	AA	1,648	102,007	200	463	331.75	676,809.88	1.15%
	AB	3,034	186,026	255	429	332.67	1,237,691.90	
	C	710	44,622	225	424	319.72	285,330.08	
	HE	79	5,105	208	291	240.76	24,581.88	
	MH	255	15,669	227	312	285.60	89,501.98	
	ML	57	3,625	192	289	249.36	18,078.76	
	NL	3	180	188	188	188.00	676.80	
	PB	428	27,157	240	409	325.82	176,967.86	
	RH	19	1,194	206	239	210.15	5,018.28	
	RL	2	149	209	209	209.00	622.82	
	T	169	10,798	188	395	266.11	57,468.24	
	TT	408	25,566	230	391	306.36	156,649.42	
	UG1	513	31,712	203	388	310.28	196,792.24	
	UG2	157	9,820	122	319	219.40	43,089.86	
Mt. Elgon Coffee Marketing Agency Sub-Total		**7,482**	**463,630**	**122**	**463**	**320.22**	**2,969,280.00**	

Broker	Grade	Bags Bought	Weight Bought (Kgs)	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Avg Price (USD/50 Kg)	Value (USD)	% Share (Vol)
Murang'a County Coffee Dealers Co. Ltd	AA	1,868	114,780	241	485	365.58	839,223.80	1.26%
	AB	2,687	163,699	250	412	356.95	1,168,645.52	
	C	717	45,844	210	415	352.84	323,507.38	
	MH	861	52,634	116	369	249.70	262,850.20	
	ML	125	8,141	159	295	204.68	33,326.22	
	NH	5	302	208	349	263.56	1,591.90	
	PB	591	38,239	209	421	350.68	268,189.30	
	T	86	5,542	166	380	297.40	32,964.08	
	TT	105	6,737	224	407	338.15	45,561.88	
	UG1	999	61,644	171	407	328.57	405,090.32	
	UG2	163	10,854	154	351	235.58	51,138.82	
	UG3	16	862	79	172	151.94	2,619.50	
Murang'a County Coffee Dealers Co. Ltd Sub-Total		**8,223**	**509,278**	**79**	**485**	**337.21**	**3,434,708.92**	
New Kenya Planters Co-operative Union PLC	AA	17,659	1,097,637	180	509	360.88	7,922,289.26	13.79%
	AB	32,809	2,013,830	88	486	352.72	14,206,370.42	
	C	14,266	895,305	136	450	341.82	6,120,651.94	
	E	331	21,364	202	409	307.47	131,376.76	
	HE	27	1,763	188	334	250.40	8,829.18	
	MH	7,965	488,725	170	395	261.56	2,556,585.56	
	ML	1,387	90,244	113	316	202.71	365,870.86	
	NH	870	53,549	178	394	256.55	274,756.48	
	NL	208	13,716	82	325	214.83	58,933.20	
	PB	3,177	206,369	100	466	349.09	1,440,814.82	
	SB	22	1,520	56	280	200.25	6,087.52	
	T	2,084	135,459	40	400	236.09	639,599.60	
	TT	1,881	122,744	136	415	318.44	781,730.10	
	UG	9	557	345	345	345.00	3,843.30	
	UG1	5,392	333,994	140	410	321.15	2,145,254.44	
	UG2	1,506	97,157	82	365	238.30	463,050.54	
	UG3	8	619	101	154	133.23	1,649.34	
New Kenya Planters Co-operative Union PLC Sub-Total		**89,601**	**5,574,552**	**40**	**509**	**333.01**	**37,127,693.32**	

Broker	Grade	Bags Bought	Weight Bought (Kgs)	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Avg Price (USD/50 Kg)	Value (USD)	% Share (Vol)
United Eastern Kenya Coffee Marketing Co. Ltd	AA	2,348	145,074	201	517	341.89	991,991.22	2.07%
	AB	4,507	274,563	207	448	355.78	1,953,694.40	
	C	1,858	115,437	169	429	357.42	825,188.30	
	E	25	1,710	210	379	276.26	9,448.14	
	HE	32	1,983	249	296	274.18	10,874.16	
	MH	1,748	106,634	157	413	265.87	567,013.28	
	ML	593	36,576	135	321	204.53	149,621.06	
	NH	287	17,355	221	350	311.85	108,242.94	
	PB	534	34,510	195	439	334.41	230,806.88	
	SB	45	2,738	173	241	217.90	11,932.36	
	T	451	29,022	120	413	310.86	180,435.72	
	TT	164	10,517	215	405	323.13	67,966.94	
	UG	29	1,791	172	237	204.84	7,337.24	
	UG1	744	45,796	200	415	311.65	285,445.68	
	UG2	216	13,622	125	352	246.28	67,096.28	
United Eastern Kenya Coffee Marketing Co. Ltd Sub-Total		**13,581**	**837,328**	**120**	**517**	**326.46**	**5,467,094.60**	
Total		**656,853**	**40,430,646**	**40**	**530**	**340.47**	**275,312,151.64**	**100.00%**

Annex 3: Auction Performance by Grade and Month - 2024/2025

Month	Grade	Bags Sold	Weight Sold (Kgs)	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Value (USD)	% Share (Vol)
October 2024	AA	11,073	685,486	180	475	3,852,146.96	7.64%
	AB	19,013	1,164,053	88	440	6,195,740.76	
	C	5,865	368,724	163	320	1,838,318.54	
	E	53	3,538	193	245	16,661.02	
	HE	236	15,363	79	233	60,372.50	
	MH	4,144	253,686	116	227	1,015,520.96	
	ML	439	28,395	113	190	96,912.08	
	NH	534	32,524	177	229	139,202.42	
	NL	68	4,507	162	192	16,369.06	
	PB	2,292	148,510	158	455	770,320.44	
	SB	65	3,821	69	187	12,573.54	
	T	1,658	105,304	40	244	411,935.78	
	TT	1,477	94,370	164	269	451,619.30	
	UG	84	5,495	172	400	24,848.12	
	UG1	1,997	124,409	171	268	598,621.64	
	UG2	765	49,011	128	257	186,029.62	
	UG3	12	851	101	209	3,003.70	
October 2024 Sub-Total		**49,775**	**3,088,047**	**40**	**475**	**15,690,196.44**	
November 2024	AA	13,017	797,266	199	396	5,181,297.18	6.28%
	AB	14,273	874,408	191	381	5,268,709.42	
	C	3,432	216,818	181	327	1,199,152.36	
	E	254	16,846	202	316	90,137.88	
	HE	121	8,152	108	279	34,208.46	
	MH	2,548	156,657	110	249	667,583.60	
	ML	541	34,722	145	236	123,286.68	
	NH	138	8,569	176	250	40,294.42	
	NL	27	1,785	173	226	7,428.40	
	PB	2,104	135,784	214	373	819,662.74	
	SB	65	3,951	90	179	12,913.08	
	T	1,053	67,177	158	290	290,922.00	
	TT	947	61,452	146	316	322,878.72	
	UG	27	1,819	189	276	8,401.86	
	UG1	1,811	112,506	183	316	581,305.94	
	UG2	658	42,189	130	285	168,539.90	
	UG3	5	304	185	185	1,124.80	
November 2024 Total		**41,021**	**2,540,405**	**90**	**396**	**14,817,847.44**	

Month	Grade	Bags Sold	Weight Sold (Kgs)	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Value (USD)	% Share (Vol)
December 2024	AA	19,242	1,174,416	200	440	8,698,786.86	8.20%
	AB	19,439	1,188,994	161	392	8,022,580.62	
	C	3,847	244,930	135	347	1,513,305.48	
	E	449	28,979	227	344	175,846.10	
	HE	231	15,038	116	305	71,924.64	
	MH	1,975	120,894	117	276	561,288.08	
	ML	524	33,386	100	209	120,089.68	
	NH	50	3,139	196	259	13,972.88	
	NL	9	588	82	179	1,575.92	
	PB	3,163	201,422	100	401	1,337,416.16	
	SB	150	9,272	56	193	26,102.36	
	T	942	60,066	110	307	250,646.34	
	TT	1,102	71,450	136	345	414,262.44	
	UG	25	1,673	170	271	7,103.46	
	UG1	1,770	110,459	145	335	617,716.70	
	UG2	768	49,489	82	319	193,884.70	
	UG3	7	508	122	154	1,425.12	
December 2024 Total		**53,693**	**3,314,703**	**56**	**440**	**22,027,927.54**	
January 2025	AA	29,647	1,808,218	210	444	13,261,196.36	14.02%
	AB	41,852	2,543,131	169	407	17,612,906.20	
	C	8,214	513,033	183	347	3,250,108.78	
	E	566	35,361	235	339	209,765.92	
	HE	285	18,254	121	304	95,034.10	
	MH	1,577	96,741	142	292	475,970.94	
	ML	350	21,412	116	200	70,565.62	
	NH	59	3,695	195	350	23,117.40	
	NL	7	448	148	148	1,326.08	
	PB	4,674	293,638	171	387	1,975,227.04	
	SB	152	8,985	131	181	29,077.70	
	T	1,357	85,574	125	317	375,355.06	
	TT	1,287	80,933	167	340	484,559.94	
	UG	26	1,698	271	450	12,968.70	
	UG1	1,894	117,080	158	345	695,226.86	
	UG2	612	38,202	123	300	159,358.10	
	UG3	13	873	85	157	2,203.76	
January 2025 Total		**92,572**	**5,667,276**	**85**	**450**	**38,733,968.56**	

Month	Grade	Bags Sold	Weight Sold (Kgs)	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Value (USD)	% Share (Vol)
February 2025	AA	34,183	2,087,464	156	470	16,216,699.74	19.60%
	AB	57,577	3,496,466	170	448	26,294,275.08	
	C	14,533	896,529	156	422	6,379,144.26	
	E	306	19,111	279	379	130,263.66	
	HE	700	43,463	138	357	239,795.54	
	MH	3,648	222,005	195	330	1,200,150.38	
	ML	904	55,794	143	283	236,428.52	
	NH	57	3,581	242	380	24,376.34	
	PB	8,069	499,657	148	417	3,642,371.42	
	RH	17	1,044	206	206	4,301.28	
	RL	2	149	209	209	622.82	
	SB	103	6,341	148	223	24,326.68	
	T	2,473	152,799	116	369	817,592.14	
	TT	2,164	134,109	144	393	928,072.66	
	UG	43	2,788	188	331	13,223.40	
	UG1	3,611	221,297	134	383	1,421,067.74	
	UG2	1,301	80,599	138	351	356,329.30	
	UG3	10	641	198	198	2,538.36	
February 2025 Total		**129,701**	**7,923,837**	**116**	**470**	**57,931,579.32**	
March 2025	AA	20,139	1,234,831	210	492	9,720,140.06	15.92%
	AB	34,588	2,107,832	178	468	16,058,317.66	
	C	11,085	688,744	176	393	4,838,177.68	
	E	294	18,405	207	376	129,981.62	
	HE	588	36,548	150	362	213,347.40	
	MH	15,977	970,200	190	316	5,166,333.96	
	ML	3,688	227,515	102	289	927,306.84	
	NH	148	9,141	220	521	63,202.78	
	NL	57	3,702	171	462	20,409.34	
	PB	5,289	330,864	179	440	2,453,901.72	
	RH	2	150	239	239	717.00	
	SB	321	17,823	146	262	62,908.76	
	T	2,421	149,924	120	350	706,600.08	
	TT	1,674	104,519	178	385	725,260.06	
	UG	30	1,970	229	368	12,512.62	
	UG1	6,000	366,964	178	384	2,459,885.78	
	UG2	2,661	163,937	127	351	781,946.92	
	UG3	41	2,484	79	196	8,578.54	
March 2025 Total		**105,003**	**6,435,553**	**79**	**521**	**44,349,528.82**	

Month	Grade	Bags Sold	Weight Sold (Kgs)	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Value (USD)	% Share (Vol)
April 2025	AA	4,934	307,269	230	471	2,452,211.96	7.86%
	AB	7,140	440,306	181	445	3,362,828.04	
	C	3,976	250,611	200	419	1,824,826.82	
	E	297	18,691	299	397	139,339.00	
	HE	497	31,105	200	365	184,373.08	
	MH	16,975	1,028,301	190	323	5,884,803.62	
	ML	5,060	313,222	129	269	1,417,814.60	
	NH	185	11,424	271	323	70,099.60	
	NL	79	5,254	164	277	24,106.66	
	PB	3,083	195,221	241	423	1,490,542.72	
	SB	659	35,397	100	236	119,577.46	
	T	1,799	112,429	108	380	602,292.22	
	TT	1,553	97,545	229	397	703,768.86	
	UG	209	13,376	200	394	84,324.80	
	UG1	3,450	213,311	140	410	1,393,337.00	
	UG2	1,537	97,600	115	391	465,505.04	
	UG3	81	5,218	183	243	21,747.36	
April 2025 Sub-Total		**51,514**	**3,176,280**	**100**	**471**	**20,241,498.84**	
May 2025	AA	507	32,508	301	501	276,257.02	1.04%
	AB	975	60,845	380	486	538,886.52	
	C	446	28,801	128	440	226,622.70	
	E	80	5,252	339	412	41,724.96	
	HE	96	6,143	205	392	40,752.94	
	MH	2,076	127,634	244	344	808,458.56	
	ML	693	44,525	191	287	225,471.52	
	NH	85	5,293	327	430	36,334.62	
	NL	23	1,604	224	271	8,510.54	
	PB	488	31,212	337	453	263,653.74	
	SB	68	4,066	199	276	17,991.76	
	T	280	18,405	178	408	104,420.08	
	TT	140	9,433	246	420	73,622.38	
	UG	66	4,471	236	408	28,729.14	
	UG1	337	21,372	203	414	146,462.44	
	UG2	280	18,054	113	345	88,639.74	
	UG3	7	429	204	263	2,110.22	
May 2025 Total		**6,647**	**420,047**	**113**	**501**	**2,928,648.88**	

Month	Grade	Bags Sold	Weight Sold (Kgs)	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Value (USD)	% Share (Vol)
July 2025	AA	3,370	210,419	215	401	1,483,174.30	4.03%
	AB	10,935	668,113	262	384	4,549,278.60	
	C	5,388	332,836	167	368	2,159,483.02	
	E	62	4,082	273	315	24,201.04	
	HE	39	2,570	230	296	13,582.20	
	MH	1,285	79,140	224	314	442,580.34	
	ML	340	21,747	121	243	85,756.08	
	NH	45	2,847	200	290	13,421.56	
	NL	10	648	220	251	3,065.82	
	PB	1,081	67,538	261	358	450,647.96	
	SB	120	7,052	173	280	28,713.18	
	T	966	60,917	177	334	331,112.52	
	TT	722	45,584	242	339	278,259.98	
	UG	90	5,649	204	318	30,230.70	
	UG1	1,109	68,584	196	329	403,792.54	
	UG2	785	49,070	154	318	253,691.34	
	UG3	21	1,315	225	225	5,917.50	
July 2025 Total		**26,368**	**1,628,111**	**121**	**401**	**10,556,908.68**	
August 2025	AA	2,762	175,290	302	491	1,421,269.94	5.42%
	AB	13,682	839,291	289	441	6,363,693.18	
	C	10,390	641,540	245	427	4,664,500.76	
	HE	70	4,495	256	351	26,807.44	
	MH	1,104	68,224	197	389	429,272.32	
	ML	211	13,451	142	316	59,595.76	
	NH	225	13,799	259	380	96,420.72	
	NL	113	6,940	120	368	38,207.12	
	PB	1,171	75,416	303	430	555,667.86	
	SB	208	12,389	131	323	51,954.86	
	T	1,998	127,038	183	387	819,833.64	
	TT	872	55,559	258	417	393,026.02	
	UG	10	704	293	323	4,334.04	
	UG1	1,408	87,939	190	397	608,417.86	
	UG2	1,055	67,049	112	368	388,763.04	
	UG3	27	1,671	197	342	8,593.44	
August 2025 Total		**35,306**	**2,190,795**	**112**	**491**	**15,930,358.00**	

Month	Grade	Bags Sold	Weight Sold (Kgs)	Min Price (USD/50 Kg)	Max Price (USD/50 Kg)	Value (USD)	% Share (Vol)
September 2025	AA	4,480	286,778	250	530	2,654,102.70	
	AB	24,180	1,481,132	248	475	12,433,230.24	
	C	19,996	1,231,186	220	450	9,643,782.82	
	E	12	837	344	444	6,189.96	
	HE	227	14,765	209	378	91,500.44	
	MH	1,532	94,307	240	413	636,552.26	
	ML	401	26,035	162	368	121,634.18	
	NH	110	6,785	334	394	52,126.30	
	NL	49	3,099	232	365	21,629.94	
	PB	2,483	160,309	289	470	1,310,501.20	
	SB	297	16,671	107	355	84,240.68	**10.01%**
	T	4,358	277,254	182	417	1,915,088.76	
	TT	1,381	88,613	227	439	665,569.50	
	UG	56	3,708	129	411	26,025.78	
	UG1	3,127	193,981	197	423	1,439,609.42	
	UG2	2,509	156,818	148	406	987,059.50	
	UG3	55	3,314	171	335	14,845.44	
September 2025 Total		**65,253**	**4,045,592**	**107**	**530**	**32,103,689.12**	
Grand Total		**656,853**	**40,430,646**	**40**	**530**	**275,312,151.64**	**100.00%**



Annex 4: Export destinations by Volume and Value - 2024/2025

No	Destination Country	Volume (Kgs)	Value (USD)
1	United States	10,844,083.36	71,511,962.47
2	Belgium	8,332,471.36	59,747,823.25
3	Germany	6,347,176.97	39,740,677.97
4	Korea, Republic Of	3,024,585.87	19,389,677.82
5	Canada	2,470,047.20	15,999,391.67
6	Sweden	1,627,102.75	10,730,153.84
7	Netherlands	1,597,003.90	11,065,980.69
8	Japan	1,330,686.39	10,317,879.42
9	France	1,203,766.57	8,627,277.89
10	Poland	1,191,460.87	11,686,227.89
11	Finland	1,171,127.01	8,250,132.01
12	United Kingdom	1,140,536.82	8,278,167.99
13	China	1,045,429.51	7,958,664.73
14	Norway	1,036,841.04	8,950,266.92
15	Italy	903,973.08	5,080,959.53
16	Australia	882,833.21	6,025,963.77
17	India	824,042.29	3,416,785.37
18	Romania	797,048.68	5,638,670.35
19	Denmark	621,304.16	4,158,470.61
20	Jordan	535,205.35	3,109,821.05
21	South Africa	283,595.20	1,437,233.87
22	Latvia	256,688.56	1,803,794.48
23	Greece	255,193.04	1,596,288.72
24	Taiwan	251,645.16	1,777,244.41
25	Spain	251,639.85	1,974,279.22
26	Russian Federation	248,616.99	1,693,334.81
27	Israel	245,222.90	1,819,554.45
28	Turkey	224,651.48	1,186,319.52
29	Algeria	212,130.54	1,191,650.99
30	Singapore	144,736.67	686,136.28
31	Estonia	142,551.72	1,028,968.49
32	Malaysia	131,637.61	948,908.63
33	Iran	107,550.18	532,668.18

No	Destination Country	Volume (Kgs)	Value (USD)
34	Vietnam	107,131.35	556,629.13
35	Saudi Arabia	105,395.79	905,286.38
36	New Zealand	101,568.10	673,883.82
37	Portugal	91,640.39	536,395.14
38	Kenya	86,436.16	692,792.19
39	Ireland	56,646.18	498,907.85
40	Syrian Arab Republic	56,002.46	133,183.69
41	United Arab Emirates	50,269.63	385,319.85
42	Dominican Republic	42,001.85	330,524.63
43	Hong Kong	41,142.72	242,267.22
44	Morocco	40,729.06	231,342.49
45	Oman	33,622.69	161,416.12
46	Thailand	32,910.46	256,894.73
47	Venezuela	26,616.02	202,138.37
48	Austria	20,364.53	85,625.01
49	Egypt	20,364.53	106,353.23
50	Lithuania	20,364.53	117,685.95
51	Sudan	16,829.88	112,378.64
52	Somalia	15,507.10	141,854.92
53	Hungary	9,928.77	97,625.30
54	Democratic Republic of Congo	4,543.84	54,955.22
55	Switzerland	4,390.04	30,736.17
56	Kuwait	3,563.79	39,023.61
57	Lebanon	2,545.57	16,287.15
58	Czech Republic	882.46	10,966.47
59	Nigeria	827.31	3,167.09
60	Ghana	252.44	2,811.73
61	Mongolia	1.06	2.02
Total		**50,675,065.02**	**343,987,791.42**

Mills Issued Codes by Coffee Directorate

NO	MILL	CODE	NO	Mill	CODE
1	A.I.R HARRIES & SONS LTD	AH	17	KIRINYAGA COUNTY COOP UNION	KN
2	ARBERDARES COFFEE MILL	AM	18	KOFINAF	KF
3	BARAGWI FARMERS COOP SOCIETY	BR	19	KPCU	KP
4	BARINGO-CHA	BM	20	LOWER EASTERN	LE
5	BUNGOMA COUNTY CO-OPERATIVE UNION		21	MARA COFFEE	MM
6	ENDMORE COFFEE MILL		22	MBUMI	MB
7	EMBU COUNTY COFFEE COOP SOCIETY	EC	23	MERU COUNTY MILLERS COOP UNION	MU
8	ENDEBESS COFFEE ESTATE	EM	24	MT. ELGON COFFEE	MG
9	GATATHA FCS	GT	25	MURANGA FARMERS COOPERA-TIVE UNION	
10	GIKANDA FARMERS	GK	26	NANDI COFFEE COOPERATIVE UNION MILL	NC
11	GREAT RIFT COFFEE	GR	27	OTHAYA	TY
12	GUSII COFFEE FARMERS COOPERATIVE	GS	28	RUMUKIA FARMERS COOPERA-TIVE UNION	RF
13	HEMA COFFEE MILLERS	HM	29	SASINI	SS
14	INTERCONTINENTAL COF-FEE MILL	IM	30	THARAKA-NITHI	TN
15	KENYA COOPERATIVE COF-FEE MILLERS	KC	31	THIKA	TK
16	KIPKELION MILL	KK	32	UMOJA SPECIALTY	US

Annex 5: Coffee Training Schools in Kenya

1. Dedan Kimathi University
2. Utalii College
3. Lion Hills Coffee School
4. Utake Coffee
5. Baristapro
6. Roast and Barista College
7. Kenya Coffee School
8. Jowam Coffee Training
9. Nairobi School of Coffee
10. Arobisca Training Centre
11. Nairobi Bar School
12. Barista Hospitality and Commercial College
13. Kenyan Barista
14. Barista Planet Academy
15. Barista Ace TRaining Centre
16. Boma International Hospitality College
17. VBIT School of Coffee and Agribusiness
18. Frontlearn Institute
19. Stalvin Training College
20. ANTONOV Coffee Lab School
21. Barista Hub school of Coffee
22. Jowam Coffee school
23. Barista Lab Centre
24. Hansenmyles Training Institute
25. Brewvana Barista School
26. Iconic Barista Training
27. Nakuru Barista
28. Poshmac Meru College
29. World Class Barista and Mixology college

Annex 6: Licensed Millers, Brokers, Agents and Warehousemen

No.	Miller (Commercial and Grower	Brokers	Coffee Agents	Warehousemen (Commercial and Private)
1	KOFINAF COFFEE MILL	AHADI COFFEE LIMITED	AFROKOFFEEX TRADING	AFRICAN COFFEE ROASTERS (Private)
2	NKPCU SAGANA	ALLIANCE BERRIES LIMITED	AGRIWYSE CONSULTANTS COMPANY LIMITED	AFRICOFF TRADING CO LTD (Private)
3	KIRINYAGA UNION COUNTY COFFEE MILL	BARINGO KAWA BROKERAGE COMPANY LIMITED	CLOUD COFFEE CARE LIMITED	AGL KENYA LIMITED (Commercial)
4	INTERCONTINENTAL COFFEE MILL	BUNGOMA UNION MARKETING AGENCY LIMITED	COFFEE ESTATES BOURGEOISIE BROKERS AGENCY LIMITED	C DORMAN SEZ LTD (Private)
5	NKPCU DANDORA	CAFFORA COFFEE COMPANY LIMITED	DILLENSEGER LIMITED,	DIAMOND COFFEE CO. LTD (Private)
6	KIPKELION UNION COFFEE MILL	COFFEE ESTATES BOURGEOSIE BROKERS AGENCY LIMITED	ELIALI COFFEE ESTATES LIMITED	ENDEBESS COFFEE ESTATE (Private)
7	NKPCU MERU	EMBU COFFEE FARMERS MARKETING AGENCY LIMITED	ICEBERG MOVERS ENTERPRISES LIMITED	JABALI THE COFFEE COMPANY (Private)
8	HEARTLAND COFFEE MILL	KCCE MARKETING AGENCY LIMITED	JANCOTA LIMITED	KENYA CO-OPERATIVE COFFEE EXPORTERS LIMITED
9	THIKA COFFEE MILLS	KIAMBU COFFEE MARKETING COMPANY	KAMAVINDI COFFEE LAB LIMITED	KENYACOF LIMITED (Private)
10	OTHAYA COFFEE MILL	KENYA COFFEE MARKETING AGENCY LIMITED	KENYA CO-OPERATIVE COFFEE EXPORTERS LIMITED	KYANDU TRADING COMPANY LTD (Private)
11	EMBU COUNTY COFFEE MILL	KIPKELION BROKERAGE COMPANY LIMITED	KIANDA INTERNATIONAL LIMITED	LOUIS DREYFUS COMPANY KENYA LIMITED (Private)
12	MERU UNION COFFEE MILL	KIRINYAGA SLOPES COFFEE BROKERAGE COMPANY LIMITED	KIJANI ORIGINS COFFEE LIMITED	MAXA AFRICA LOGISTICS LIMITED (Commercial)
13	UMOJA SPECIALTY COFFEE MILL	MERU COUNTY COFFEE MARKETING AGENCY LIMITED	MAXA AFRICA LOGISTICS LIMITED	MITCHELLCOTTS FREIGHT KENYA LIMITED (Commercial)
14	MOUNT ELGON UNION COFFEE MILL	MERU SOUTH COFFEE MARKETING COMPANY LIMITED	OAKLANDS COFFEE MARKETING LIMITED	SONDHI TRADING LIMITED (Private)
15	LOWER EASTERN COFFEE MILL	MINNESOTA COFFEE MARKETERS LIMITED	ORIGIN CONNECT SERVICES	SUNNY FIELDS LIMITED (Commercial)
16	GUSII UNION COFFEE MILL	MT. ELGON COFFEE MARKETING AGENCY	SMAGS HOLDINGS LTD	TAYLOR WINCH COFFEE LIMITED (Private)
17	SASINI COFFEE MILL (GROWER MILLER)	MURAN'GA COUNTY COFFEE DEALERS COMPANY LIMITED	TORCH COFFEE LTD	UNITED (EA) WAREHOUSES LTD (Commercial)

No.	Miller (Commercial and Grower	Brokers	Coffee Agents	Warehousemen (Commercial and Private)
18	GIKANDA FCS (GROWER MILLER)	NANDI COFFEE CO-OPERATIVE UNION COFFEE BROKERS LIMITED	WESTWEY COMPANY LIMITED	
19	ENDEBEES COFFEE MILL	NEW KENYA PLANTERS CO-OPERATIVE UNION PLC		
20	KOMOTHAI COFFEE MILL	UNITED EASTERN KENYA COFFEE MARKETING AGENCY		
21	ENDMORE COFFEE MILL	WARENG COFFEE MARKETING AGENCY LIMITED		
22	HEMA COFFEE MILL			
23	THARAKA NITHI COFFEE MILL			
24	GATATHA FARMERS COMPANY LIMITED (GROWER MILLER)			
25	BARINGO CHA COFFEE MILL			
26	THARAKA NITHI COUNTY COFFEE MILL			
27	NANDI COFFEE MILL			
28	NKPCU TALA			
29	GREAT RIFT COFFEE MILL			
30	RUMUKIA COFFEE MILL (GROWER MILLER)			
31	ABERDARE COFFEE MILL			
32	NYERI HILL (GROWER MILLER)			
33	MAGUTA ESTATE (GROWER MILLER)			
34	BUSIA ROBUSTA			

Annex 7: Licensed Buyers 2024/2025

No	Buyer	No.	Buyer	No.	Buyer	No.	Buyer	No.	Buyer	No.	Buyer
1	ABSHASH INVESTMENTS LIMITED	43	C DORMAN SEZ LTD	85	FIRST CUP COFFEE LTD	127	KANCHE INTER NATIONAL LTD	169	NYAKACH HORTI-CULTURE COMPA-NY LIMITED	211	SINDISWA (K) LIMITED
2	ADIA AFRIKA CLASSICS	44	CAFE AMKA LIM-ITED	86	FLOMO ENTERPRIS-ES LTD	128	KENYA NUT COMPANY LTD	170	NZOIA CORPORA-TION EPZ LTD	212	SOLEO COMMODITIES LTD
3	ADOBAS LTD	45	CAFECO TRADING LIMITED	87	FREKOM COFFEE LIMITED	129	KENYACOF LIM-ITED	171	OLEMERA LIMITED	213	SONDHI TRADING LIMITED
4	ADOZAL LTD	46	CANAF AGENTS LIMITED	88	FRESH MARVELS LTD	130	KEVMARY LIM-ITED	172	OVER A DRINK LTD	214	SONGONYET GLOB-AL COFFEE ESTATES LIMITED
5	AFRICAN COF-FEE ROASTERS	47	CANIA HOLDINGS LIMITED	89	FULL CIRCLE EQUI-TIES LIMITED	131	KIMANI COFFEE EXPERTS LIMITED	173	OZONE ETHICAL AGTEC LIMITED	215	SONUMONU INTER-NATIONAL LIMITED
6	AFRICOFF TRADING CO LTD	48	CAPITAL RE-SOURCE AFRICA LTD	90	GEO-LINKED KEN-YAN COFFEE COM-PANY LIMITED	132	KIMSON COFFEE SOLUTIONS LTD	174	PALOET COFFEE LTD	216	SPRING VALLEY COF-FEE ROASTERS LIMIT-ED
7	AGMOND COF-FEE LIMITED	49	CATERESS MILL-ING LIMITED	91	GLAMOUR FOODS LTD	133	KIRENGE FARM LTD	175	PAZOORI LIMITED	217	STAR COFFEE (K) LTD.
8	ALMASI COFFEE LIMITED	50	CHANIA CHIC COMPANY LIM-ITED	92	GLOBAL MARK FOODS LIMITED	134	KISSAPRICA LIM-ITED	176	PECLEX ENTERPRIS-ES LIMITED	218	STEP SOLUTIONS LIMITED
9	ALVIMA GLOB-AL INVESTMENT LTD	51	COFFEE BEE PRO-CESSORS LIMITED	93	GOLDEN STAR CAFFE LIMITED	135	KOLO FOODS LIMITED	177	PEFLA LIMITED	219	STREAM COFFEE
10	AMIRA KAHA-WA LIMITED	52	COFFEE EXPORT-ERS KENYA LTD	94	GOLDROCK INTER-NATIONAL ENT CO. (K) LTD	136	KYANDU TRAD-ING COMPANY LTD	178	PENIEL IMPORT EXPORT LIMITED	220	SUMSERON COFFEE AND TEA LIMITED
11	AMISAM GEN-ERAL TRADING LIMITED	53	COFFEE HUNTER AFRICA LTD	95	GRACY SOLUTIONS LIMITED	137	LE ALVIN ENTER-PRISES LTD	179	PHONE HOME LTD	221	SUNNY FIELDS LIM-ITED

No	Buyer	No.	Buyer	No.	Buyer	No.	Buyer	No.	Buyer	No.	Buyer
12	ANFAC COFFEE HOUSE LIMITED	54	COFFEE SELECT KENYA LIMITED	96	GRAVEN VENTURES (K) LIMITED	138	LIBAMBA COFFEE LIMITED	180	PRIMACAFE AGENCY LIMITED	222	SUPER GIBS LTD
13	ANTOCY AVO LIMITED	55	COFFEE WORLD INVESTMENT LIMITED	97	GREENGLOBE EXPORTERS	139	LIBRO EAST AFRICA LIMITED	181	PRIOLVIC ENTERPRISES LIMITED	223	SUPERIA PRODUCTS INTERNATIONAL LTD
14	ANTONOV COFFEE LAB LTD	56	COFYSTEAD HARVEST LIMITED	98	HAKI ORIGINS LTD	140	LINECHERRY LTD	182	PRISTINE KOMO-IGI	224	SWAFI FOODS LTD
15	APEXE SQUARE GLOBAL LIMITED	57	COLVITE INVESTMENT LIMITED	99	HAKY COFFEE LIMITED	141	LIWANI COFFEE ESTATE LTD	183	PROSPECTS INTERNATIONAL LIMITED	225	TAI FRESH LTD
16	AQUILA FARM LTD	58	COMO FRESH PRODUCE LIMITED	100	HANGOL TRADING LIMITED	142	LOGIPI WATERS LTD	184	PURITY AND RADEK DISTRIBUTORS LIMITED	226	TAMAYU AFRICA LIMITED
17	ARBAB COFFEE LIMITED	59	CONNECT COFFEE COMPANY LTD	101	HAYAN ENTERPRISE LIMITED	143	LOUIS DREYFUS COMPANY KENYA LIMITED	185	QAHWA AFRIK LIMITED	227	TAWI COFFEE CO
18	ATAY TRADING COMPANY LTD	60	CORONET TREASURE LIMITED	102	HEARTH COFFEE LIMITED	144	LUNUID INVESTMENT	186	RAFIKI KENYA COFFEE LIMITED	228	TAYLOR WINCH COFFEE LIMITED
19	ATLANTIC BRIDGE COMMODITY LIMITED	61	CREAMER QUENCH LIMITED	103	HELA COFFEE LIMITED	145	MAGUTA ESTATE COFFEE AND TEA COMPANY LIMITED	187	RAHMA PREMIUM LTD	229	TEA & COFFEE CONNECTION LIMITED
20	AURICARE INTERNATIONAL LIMITED	62	CRITICAL ELEMENTS CORP LIMITED	104	HIGHPEAK COFFEE LIMITED	146	MAHARE COFFEE ROASTERS AND TRADERS LIMITED	188	RED BERRY COFFEE CO. LTD.	230	TEN BEAN COFFEE COMPANY LTD
21	AUTHENTIC AGRICULTURAL PRODUCTS AFRICA LTD.	63	CROWD FARM AFRICA LTD	105	HIKURI COFFEE ROASTERS LIMITED	147	MAOMBI LIMITED	189	RELIEFLINE KENYA LIMITED	231	TERRANI MOKKA LTD.
22	AVENCREST LIMITED	64	DAVIWA COFFEE FARM LIMITED	106	HIPHONIC COMPANY LIMITED	148	MBANYA GOLD LIMITED	190	REMBO EXPORT (KENYA) LIMITED	232	TEST INTERNATINAL COFFEE LTD
23	AVOCAT FRESH LIMITED	65	DELAFARM TRADING COMPANY LTD	107	HIVIEW INTERNATIONAL CO. LTD.	149	MBATURE TRADERS LIMITED	191	RIANDEL INTERNATIONAL SUPPLIES LTD	233	THE BLEND AFRICA LIMITED

No	Buyer	No.	Buyer	No.	Buyer	No.	Buyer	No.	Buyer	No.	Buyer
24	AVOMAC LIMITED	66	DELANEX VENTURES KENYA LIMITED	108	HOT AND FRESH COFFEE LTD	150	MBOONI AGRO-PRODUCE VENTURES LIMITED	192	RIVERHUT GOURMET COFFEE SUPREME LIMITED	234	THE VELVET BEAN
25	BALBANS GROUP INVESTMENTS LIMITED	67	DIAMOND COFFEE CO. LTD	109	HS LOGISTICS HUB LIMITED	151	MIYON HOLDINGS LTD	193	ROCKBERN COFFEE GROUP LTD	235	THEKA GENERAL MARCHANTS LIMITED
26	BAOBAB COFFEE LTD	68	DI-VERSATILE INTERNATIONAL LTD	110	HYPERTECH TRADING LIMITED	152	MOFARM GROUP OF COMPANIES LIMITED	194	ROKAND ENTERPRISES LTD	236	TICK CLOCKWISE KENYA LIMITED
27	BARAKA NETCOMS LIMITED	69	DORMANS COFFEE LIMITED	111	IBERO KENYA LTD	153	MOKAL COFFEE LTD.	195	ROSIE VAM DYKE CO LTD	237	TIGOY INTERNATIONAL CONNECT LIMITED
28	BEAMS AGRI EXPORTS LIMITED	70	EAGLE CROWN COFFEE	112	IHARA COFFEE	154	MON-EYE COMPANY LIMITED	196	RUMANI AGENCIES LIMITED	238	TIKOFFI LIMITED
29	BEAN BLISS LTD	71	ELITE ROAST VENTURES	113	ITURA COFFEE LIMITED	155	MUMBI COFFEE MERCHANTS LTD	197	RUWAWA FARM LIMITED	239	TIMAGET COMMODITIES LTD
30	BEAN VERIFIED	72	ELOGISTICS LTD	114	JABMARDA ENTERPRISES LIMITED	156	MWEZI NOIR EAST AFRICA LIMITEDD	198	SABROSA FOODS INVESTMENT LTD	240	TRESKO BUSINESS SOLUTIONS
31	BEANIAM IN AFRICA TRADING GROUPS LIMITED	73	ELORA NATURALS	115	JASWINDER AND BINA INTERNATIONAL LIMITED	157	NAIROBI JAVA HOUSE LIMITED	199	SACRED MILL KENYA LTD	241	TRIFUSION HOLDINGS LIMITED
32	BEKAS SYSTEMS LIMITED	74	EMPREUS INVESTMENT LIMITED	116	JAVANS COFFEE LIMITED	158	NATURE FLOW EXPORT LIMITED	200	SAIMON COFFEE HOUSE LIMITED	242	TRIPPLE M COFFEE ENTERPRISES LIMITED

No	Buyer	No.	Buyer	No.	Buyer	No.	Buyer	No.	Buyer	No.	Buyer
33	BEST BEANS KENYA LIMITED	75	ENFEED FOODS LIMITED	117	JEMMAN COFFEE & MINING CO. LIMITED	159	NATURE'S BOUNTY EXPORT CO. LIMITED	201	SAIPEI FOODS LIMITED	243	TULIZO AGRIBUSINESS COMPANY LIMITED
34	BETATEA ENTERPRISES LTD	76	EURO FRESH EXOTICS	118	JOSRA COFFEE COMPANY LTD	160	NATURE'S HEALTH LTD	202	SANAARK INVESTMENT LTD	244	TWO ROCKS COFFEE LTD
35	BETCO COFFEE COMPANY LTD	77	EXCELLENCE IN MOTION LIMITED	119	JOTIM COFFEE	161	NILGAI AFRICA GROUP LTD	203	SANICA LIMITED	245	UBUNTU BREWS LTD
36	BLACK BIRD GLOBAL LIMITED	78	FABJAM EXPORTERS & TRANSPORTERS LIMITED	120	JOWAM COFFEE TRADERS COMPANY LIMITED	162	NIMMO GLOBAL CONSULTING	204	SASINI (K) LIMITED	246	UGIMA FOUNDATION
37	BLOSSOM FLAIR	79	FAINA ENTERPRISES LTD	121	JUJEYS J&N LIMITED	163	NINTH AVENUE LIMITED	205	SAVANNAH BEAN EXPORTERS LTD	247	UNDERWOOD QUEST LTD
38	BLUE SCOPE SHIPPING AND LOGISTICS(K) LTD.	80	FAIR TRADE ENTERPRISES LIMITED	122	KAFE KOKO LIMITED	164	NOUVELLE BLOOMS LTD	206	SERENI TEA EPZ LIMITED	248	URBAN HORTIPRO LIMITED
39	BROOK COMMODITIES LIMITED	81	FAIRCHAIN KENYA EPZ LTD	123	KAHAWA BUNI ENTERPRISE	165	NOVA GARDENS LTD	207	SHASHI MERCHANTS LIMITED	249	UTAKE COFFEE
40	BUTECO LIMITED	82	FINO LIMITED	124	KAHVE COFFEE LIMITED	166	NUMAVUNO LIMITED	208	SHIROWELL LTD.		
41	WANYUTU TRADING COMPANY	83	WAZIRI COFFEE & TEA LIMITED	125	WISDOM KENYAN COFFEE	167	ZINKEN HOLDINGS LIMITED	209	VIVID COMMODITIES EAST AFRICA LIMITED		
42	WAYLITE ENTERPRISES LIMITED	84	WELLYARD LTD	126	ZELANI COFFEE COMPANY LTD	168	VIROVIL (K) CO.LIMITED	210	VIKESSUPPLIES		

AFA

Our Crops, Our Wealth

COFFEE DIRECTORATE

COFFEE KENYA

SO RICH SO KENYAN

COFFEE YEAR BOOK 2024/2025

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