



## EXPLORE BRAZIL

### A SNAPSHOT OF BRAZIL

- » **Population:**  
210.87 million
- » **GDP per Capita:**  
US\$11,125
- » **Exports and Imports (% of GDP):**  
27,6%
- » **Coffee as a % of National Exports:**  
Around 3,5% or 6,4% of all agricultural products
- » **Type of Coffee Produced:**  
Arabica & Robusta
- » **Harvesting Year:**  
Arabica: June to July  
Robusta: March to April
- » **Method of Processing:**  
Natural/Pulped Natural/Fully Washed
- » **Coffee Exports 2017 (60kg bags):**  
30.8 million

**Source:** Trading Economics, CECAFE

### DID YOU KNOW?

- » The port of Santos is the largest in Latin America and is responsible for approximately 84% of total coffee exports in Brazil. **Source:** CECAFE
- » Brazil is the world's second largest consumer of coffee, after the United States. **Source:** CECAFE

### FROM BRAZIL TO THE WORLD

Brazil began producing coffee in 1727 when the first seeds were brought into the country. Since then, Brazil has grown into the largest coffee producing country in the world, accounting for approximately one-third of the total global production. Brazilian production has traditionally focused on Arabica, however, a significant growth in Conillon (Robusta) has turned the country into the second largest global producer of that coffee type as well. The diverse landscape and technically advanced producers ensure that the country will continue to be the lifeline of the coffee industry for years to come.

### PRODUCTION

The coffee plantations for Arabica production are mainly located in the southeastern states of Minas Gerais, São Paulo and Paraná where the environment and climate provide ideal growing conditions. Minas Gerais, alone, accounts for about half of the country's production. Robusta is primarily grown in the northeastern state of Espírito Santo where about 80% of the coffee grown is Robusta, followed by the northwestern state of Rondônia and south of Bahia state, which produce 100% Robusta. Brazilian coffee growing has traditionally followed a cycle of significant biennial swings, with an "on" year of large production followed by an "off" year of low output for Arabica. However, this biennial coffee cycle, or the "on" and "off"

cycles, has been decreased with the adoption of new technologies. The country suffered from two droughts that affected the Arabica production in 2014 - 2015 and Robusta production in 2015 - 2016. This led to some volatility in international prices due to concerns about possible shortages. Arabica production recovered from the 2014 episode extremely well by having an outstanding production in the 16/17 crop. On the other hand, Robusta is expected to recover this year, assuming that no new weather issues arise. In the long run, Brazil will continue to not only be the largest coffee producer in the world, but also the leader in improving production, research, and technology.





# SUCAFINA IN BRAZIL

Sucafina's history in Brazil dates back to 2004. However, the operation really began to expand in 2014 once our local entity, named Sucafina Brasil, moved to Varginha, Minas Gerais. The region is considered the heart of Arabica Coffee producers and is a strategic location to originate coffee of all types and qualities.

Since the beginning of 2016, Sucafina Brasil has worked to expand not only its large presence in Rio Minas coffee, but also expanded into all commercial grades and Conillon. The role of our operations is to source the highest quality of Brazilian coffee through a traceable supply chain and to be world-class in processing & logistics. In total, we expect the operations to export approximately 500,000 bags and are confident that this quantity will grow in the years to come. Our focus is to increase the amount of direct sourcing and risk management services provided to farmers and cooperatives, across the main Arabica & Conillon regions.

In 2017, the brand-new offices in Santos/SP and Vitória/ES expanded Sucafina's presence in the national coffee market, which increased trading capabilities. We also formed a joint venture with a 100-year-old farm called Cia Agropecuária Monte Alegre, managing over 7 million coffee trees.

In 2018, Sucafina acquired a warehouse and a mill located in South of Minas Gerais, which made the Company capable of being in every step of the supply chain.



**SUCAFINA**  
BRASIL

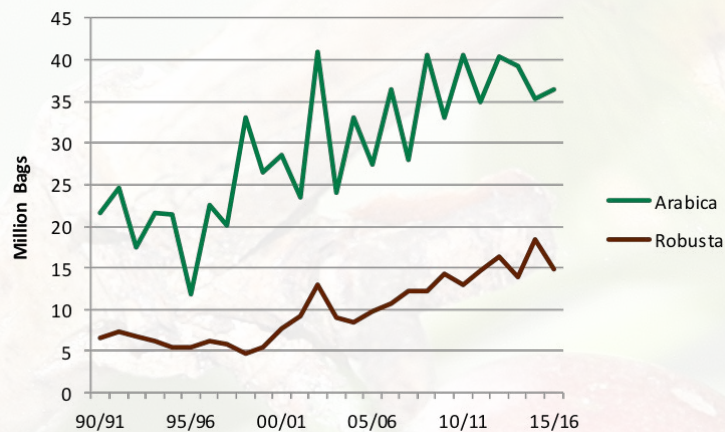
[www.sucafina.com](http://www.sucafina.com)

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## CUP PROFILE

Coffee has specific peculiarities in terms of taste, body, acidity, and sweetness, depending on the location of production. It is known for its clear, sweet, medium-bodied, low-acid qualities. Notes of nutty, caramel and chocolate are normally easy to perceive when cupping/tasting.

## GREEN COFFEE PRODUCTION IN BRAZIL



## PROCESSING

In Brazil, natural and pulped natural are the main coffee processing methods, however, naturally processed coffee is still the dominant method. The fully washed coffee processing method can also be found in Brazil, but it's done in very small amounts compared to the size of the country's production.

## SUSTAINABILITY

Sucafina Brasil is currently UTZ/Rainforest and 4C certified. The company works closely with a network of farmers to understand their cost of production and to help them lock in profit margins for multiple crops. Additionally, Sucafina Brasil has worked with Coocafe and Nestlé to build the "Creating Shared Value" program. From 2016 to 2018, we had and will continue on jointly providing farmers with management & GAP training programs. The farmers' children will also participate in educational environmental projects, such as planting trees near rivers and slopes.

## YOUR CONTACTS



Managing Director of Sucafina Brasil since January 2017, Diego Inagaki Bellotti has been working on setting up the new office in Santos, recruiting people as well as developing the group 1 coffees. He has been working very closely with the best producers of the main coffee areas in the country

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Managing Director since early 2015, Lucio David de Carvalho has been instrumental in steering the Strategy of Arabica Rio coffee and Conillons by contributing to increase Sucafina Brasil's market share and helping it become one of the biggest players in Brazil.

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