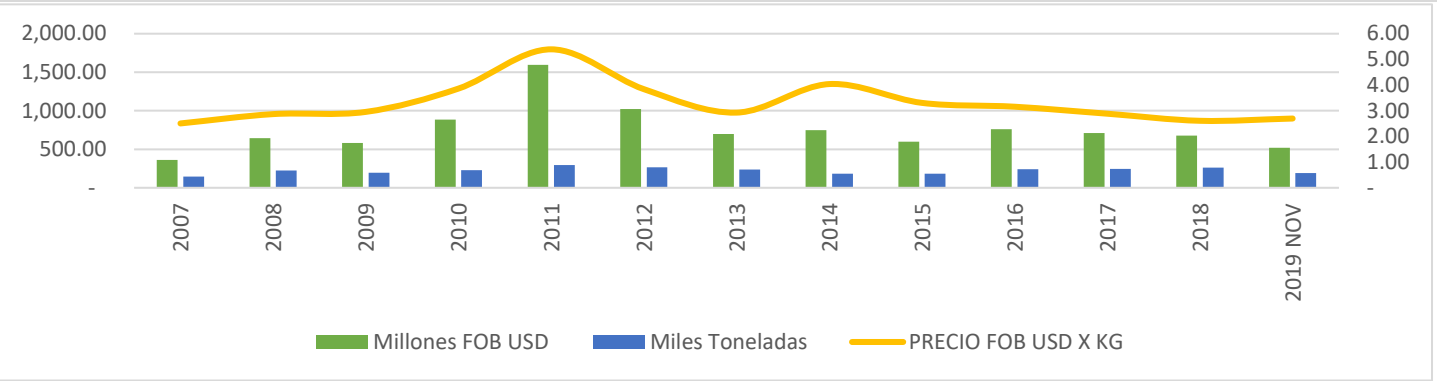


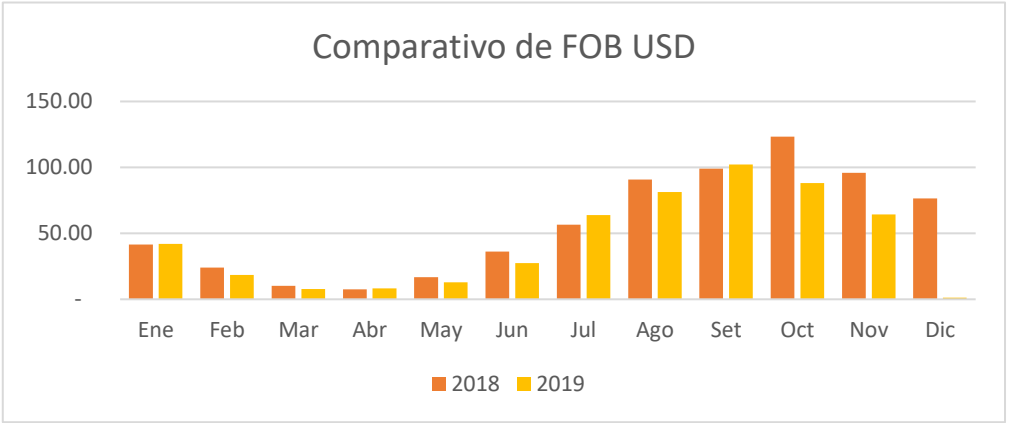
1. Evolución de indicadores anuales

Valores	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019 NOV
Millones FOB USD	363.10	643.45	582.86	887.11	1,593.72	1,021.95	698.69	746.90	598.47	759.58	709.24	678.33	518.02
Miles Toneladas	144.92	224.26	197.19	229.63	295.58	266.11	238.70	184.93	181.01	240.61	245.88	260.02	192.07
PRECIO FOB USD X KG	2.51	2.87	2.96	3.86	5.39	3.84	2.93	4.04	3.31	3.16	2.88	2.61	2.70
CANTIDAD DE MERCADOS	40	42	45	49	42	45	41	44	42	49	45	50	51
CANTIDAD DE EMPRESAS	77	95	108	111	117	132	126	144	151	163	167	187	194



2. Evolución de indicadores mensuales

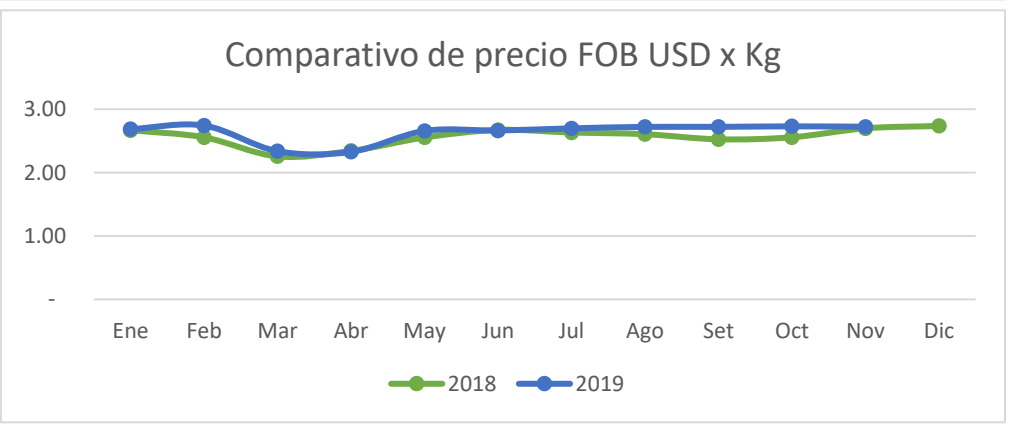
Millones FOB USD		
Mes	2018	2019
Ene	41.46	42.12
Feb	24.13	18.56
Mar	10.15	7.77
Abr	7.42	8.16
May	16.66	12.97
Jun	36.24	27.37
Jul	56.60	63.96
Ago	90.70	81.29
Set	99.03	102.15
Oct	123.43	88.15
Nov	95.93	64.31
Dic	76.57	1.22
Total	678.33	518.02



Miles de TN		
Mes	2018	2019
Ene	15.54	15.68
Feb	9.44	6.77
Mar	4.50	3.32
Abr	3.17	3.51
May	6.52	4.88
Jun	13.56	10.27
Jul	21.49	23.70
Ago	34.80	29.87
Set	39.21	37.53
Oct	48.26	32.29
Nov	35.54	23.61
Dic	27.98	0.65
Total	260.02	192.07



PRECIO FOB USD X KG		
Mes	2018	2019
Ene	2.67	2.69
Feb	2.56	2.74
Mar	2.26	2.34
Abr	2.34	2.33
May	2.55	2.66
Jun	2.67	2.66
Jul	2.63	2.70
Ago	2.61	2.72
Set	2.53	2.72
Oct	2.56	2.73
Nov	2.70	2.72
Dic	2.74	
Total	2.61	2.70



3. Mercados de destino

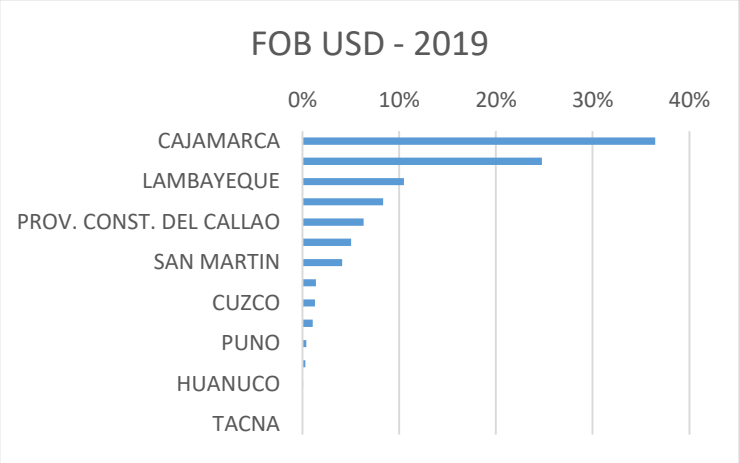
MERCADO	MILLONES DE FOB USD					MILES DE TONELADAS			PRECIO FOB USD X KG			TENDENCIA
	2017	2018	2019	Part.% 18	Var. % 18/17	2017	2018	2019	2017	2018	2019	
Total	709.24	678.33	518.02	100%	-24%	245.88	260.02	192.07	2.88	2.61	2.70	
UNITED STATES	182.14	180.69	147.43	27%	-18%	58.86	63.54	51.17	3.09	2.84	2.88	
GERMANY	167.54	154.46	118.58	23%	-23%	54.46	57.50	42.91	3.08	2.69	2.76	
BELGIUM	71.21	78.77	49.65	12%	-37%	22.54	29.01	18.00	3.16	2.72	2.76	
SWEDEN	44.72	40.20	30.00	6%	-25%	14.13	14.26	10.79	3.16	2.82	2.78	
COLOMBIA	18.54	32.16	13.90	5%	-57%	16.25	23.25	10.07	1.14	1.38	1.38	
CANADA	37.39	34.27	26.63	5%	-22%	11.38	11.69	9.14	3.28	2.93	2.91	
ITALY	27.35	22.37	17.16	3%	-23%	10.23	8.90	6.90	2.67	2.51	2.49	
FRANCE	12.75	17.57	17.72	3%	1%	4.07	6.90	6.76	3.14	2.55	2.62	
KOREA, REPUBLIC OF	30.40	17.10	15.17	3%	-11%	10.56	7.32	6.45	2.88	2.34	2.35	
UNITED KINGDOM	22.43	26.72	18.39	4%	-31%	6.86	9.09	6.01	3.27	2.94	3.06	
NETHERLANDS	17.70	13.21	14.36	2%	9%	5.70	4.81	4.82	3.10	2.75	2.98	
JAPAN	9.69	13.54	10.97	2%	-19%	3.05	4.94	4.17	3.18	2.74	2.63	
GREECE	6.46	4.84	4.24	1%	-12%	2.23	2.00	1.74	2.90	2.42	2.44	
SPAIN	6.34	3.89	4.19	1%	8%	2.89	1.62	1.69	2.19	2.39	2.48	
DOMINICAN REPUBLIC	13.04	8.43	2.68	1%	-68%	5.16	4.29	1.67	2.53	1.96	1.60	
AUSTRALIA	5.91	5.95	4.53	1%	-24%	1.70	1.70	1.51	3.47	3.50	2.99	
RUSSIAN FEDERATION	4.08	2.48	3.46	0%	40%	1.40	0.99	1.35	2.91	2.50	2.56	
MEXICO	9.72	3.67	3.10	1%	-16%	5.44	1.59	1.33	1.78	2.32	2.33	
IRELAND	2.00	1.85	2.28	0%	23%	0.61	0.59	0.74	3.30	3.15	3.08	
NORWAY	1.78	2.16	2.19	0%	1%	0.51	0.63	0.64	3.45	3.46	3.43	
NEW ZEALAND	1.97	2.62	2.24	0%	-14%	0.48	0.70	0.59	4.13	3.76	3.81	
DENMARK	3.43	2.82	1.44	0%	-49%	1.33	1.23	0.59	2.58	2.29	2.45	
PORTUGAL	0.87	0.54	0.86	0%	59%	0.31	0.22	0.37	2.83	2.51	2.35	
CHILE	0.83	0.86	0.86	0%	0%	0.30	0.30	0.32	2.80	2.82	2.66	
ISRAEL	0.83	0.31	0.76	0%	145%	0.27	0.12	0.29	3.06	2.69	2.68	
POLAND	1.56	0.20	0.68	0%	238%	0.55	0.07	0.28	2.85	3.03	2.39	
SWITZERLAND	0.60	0.51	0.56	0%	8%	0.20	0.17	0.19	3.05	3.03	2.92	
ECUADOR	0.24	0.20	0.26	0%	30%	0.22	0.13	0.18	1.13	1.61	1.46	
MALAYSIA	0.90	1.03	0.40	0%	-61%	0.66	0.63	0.17	1.37	1.63	2.35	
PANAMA	0.58	1.25	0.45	0%	-64%	0.19	0.59	0.17	3.04	2.13	2.62	
OTROS	6.26	3.65	2.89	1%	-21%	3.35	1.25	1.05	1.87	2.93	2.75	

4. Empresas exportadoras

EMPRESA	MILLONES DE FOB USD					MILES DE TONELADAS			TENDENCIA
	2017	2018	2019	Part.% 18	Var. % 18/17	2017	2018	2019	
Total	709.24	678.33	518.02	100%	-4%	245.88	260.02	192.07	
PERALES HUANCARUNA S.A.C.	121.43	122.57	74.86	18%	1%	43.68	49.94	29.37	
OLAM AGRO PERU S.A.C.	94.33	82.82	57.28	12%	-12%	33.49	33.48	22.12	
COMPADIA INTERNACIONAL DEL CAFE SOCIEDAD ANONIMA	58.17	55.71	37.33	8%	-4%	21.10	22.11	14.61	
PROCESADORA DEL SUR S.A.	60.39	50.87	42.12	7%	-16%	18.70	17.48	14.79	
COOPERATIVA DE SERVICIOS MULTIPLES CENFROCAFE PI	30.18	37.28	26.27	5%	24%	10.14	13.03	9.15	
COMERCIO & CIA S.A	31.97	29.82	4.41	4%	-7%	10.67	11.78	1.87	
H.V.C.EXPORTACIONES SAC	31.09	27.29	25.98	4%	-12%	11.36	10.19	9.59	
LOUIS DREYFUS COMPANY PERU S.R.L.	17.45	16.61	13.23	2%	-5%	6.42	6.98	5.75	
COOPERATIVA DE SERVICIOS MULTIPLES SOL&CAFE LTD/	14.03	12.34	10.30	2%	-12%	3.63	3.59	2.96	
COOPERATIVA AGRARIA NORANDINO LTDA.-COOP.NOR/	18.42	11.98	13.05	2%	-35%	4.97	3.42	4.27	
PRONATUR S.A.C	7.88	11.62	12.22	2%	47%	2.65	4.05	3.88	
CAFETALERA AMAZONICA S.A.C.	33.53	10.25	1.12	2%	-69%	11.28	3.34	0.34	
EXPORTADORA ROMEX S.A.	14.25	9.17	10.37	1%	-36%	5.09	3.80	4.37	
COOPERATIVA AGRARIA CAFETALERA ALTO MAYO	6.29	8.80	9.84	1%	40%	1.95	3.25	3.54	
EXPORT IMPORT AYLEN E.I.R.L.	5.71	7.87	3.79	1%	38%	6.14	6.21	2.89	
KAFFEE PERU G1 SOCIEDAD ANONIMA CERRADA	2.48	6.90	2.97	1%	179%	0.83	2.64	1.30	
NEGRISA S.A.C.	7.07	6.75	6.84	1%	-5%	2.29	2.59	2.64	
CAFE MONTEVERDE EIRL	5.06	6.74	6.22	1%	33%	1.37	2.16	1.92	
MULTINEGOCIOS R&R E.I.R.L	0.79	6.65	2.92	1%	746%	0.87	5.25	2.20	
RAINFOREST TRADING S.A.C.	2.30	6.29	6.34	1%	173%	0.68	1.95	2.04	
COOPERATIVA AGRARIA ECOLOGICA CAFETALERA DE LO	5.64	6.04	4.93	1%	7%	1.61	1.92	1.52	
COOPERATIVA AGRARIA CAFETALERA "LA PROSPERIDAD	6.30	6.02	5.52	1%	-4%	1.91	1.90	1.74	
FINCA CHURUPAMPA PERU S.A.C.	3.92	4.86	3.84	1%	24%	1.14	1.45	1.09	
COOPERATIVA AGRARIA CAFETALERA ACPC PICHANAKI	4.34	4.34	3.74	1%	0%	1.24	1.46	1.16	
COOPERATIVA AGRARIA RODRIGUEZ DE MENDOZA	4.08	4.34	4.86	1%	6%	1.29	1.33	1.41	
COOPERATIVA AGRARIA DE SERVICIOS MULTIPLES SELVA	4.13	4.05	3.26	1%	-2%	1.17	1.33	1.05	
EXPOIMP BEVIPERU EIRL	2.23	4.01	1.26	1%	79%	2.42	4.05	0.91	
COOPERATIVA AGROECOLÓGICA INDUSTRIAL JUAN SANT	3.89	3.86	4.45	1%	-1%	1.17	1.34	1.79	
COOPERATIVA AGRARIA CAFETALERA SOSTENIBLE VALLE	4.67	3.80	3.38	1%	-19%	1.35	1.22	1.03	
COFFEE GREEN S.R.L.	4.96	3.57	2.24	1%	-28%	3.33	2.01	1.52	
OTRAS	102.25	105.09	113.08	15%	3%	31.93	34.76	39.23	

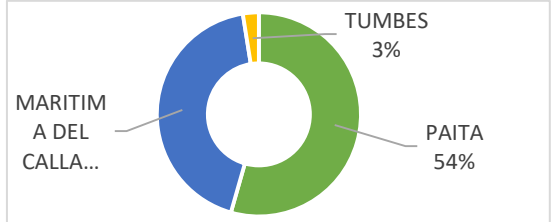
5. Departamentos

Departamentos	Var.% 18/17	Var.% 18/12	Par.%18	Par.%19
CAJAMARCA	30%	10%	37%	36%
LIMA	-16%	-1%	24%	25%
LAMBAYEQUE	-11%	-7%	12%	11%
JUNIN	-21%	-10%	6%	8%
PROV. CONST. DEL CALLAO	27%	-10%	9%	6%
AMAZONAS	2%	77%	5%	5%
SAN MARTIN	-51%	-21%	2%	4%
PIURA	-57%	58%	2%	1%
CUZCO	-19%	-19%	1%	1%
PASCO	-15%	64%	1%	1%
PUNO	-26%	65%	0%	0%
APURIMAC	-8%	103%	0%	0%
HUANUCO	33%	-20%	0%	0%
AREQUIPA	-100%	2059%	0%	0%
TACNA	494%	82%	0%	0%



6. Aduanas

Aduanas	MILLONES DE FOB USD				MILES DE TONELADAS		
	2017	2018	2019	PART.%	2017	2018	2019
Total	709.2	678.3	518.0	100%	245.9	260.0	192.1
PAITA	368.7	368.2	281.9	54%	124.1	135.9	103.5
MARITIMA DEL CALLAO	322.4	282.5	223.0	43%	105.7	103.2	79.0
TUMBES	18.0	27.5	13.1	3%	16.0	20.9	9.6
AEREA Y POSTAL EX-IAAC	0.1	0.1	0.1	0%	0.0	0.0	0.0
TACNA	0.0	-	0.0	0%	0.0	-	0.0



7. Estimaciones (proyecciones)

Optimista

Millones FOB USD			Est.	Var. %
Mes	2018	2019		
Ene	41.46	42.12		2%
Feb	24.13	18.56		-23%
Mar	10.15	7.77		-23%
Abr	7.42	8.16		10%
May	16.66	12.97		-22%
Jun	36.24	27.37		-24%
Jul	56.60	63.96		13%
Ago	90.70	81.29		-10%
Set	99.03	102.15		3%
Oct	123.43	88.15		-29%
Nov*	95.93	86.00	86	-10%
Dic*	76.57	69.00	69	-10%
Total	678.33	607.48		-10%

Pesimista

Millones FOB USD			Est.	Var. %
Mes	2018	2019		
Ene	41.46	42.12		2%
Feb	24.13	18.56		-23%
Mar	10.15	7.77		-23%
Abr	7.42	8.16		10%
May	16.66	12.97		-22%
Jun	36.24	27.37		-24%
Jul	56.60	63.96		13%
Ago	90.70	81.29		-10%
Set	99.03	102.15		3%
Oct	123.43	88.15		-29%
Nov	95.93	64.30		-33%
Dic*	76.57	67.00	67	-12%
Total	678.33	583.78		-14%

*datos proyectados