2019 INTER-AFRICAN COFFEE ORGANISATION ANNUAL MEETINGS
7TH AFRICAN COFFEE SYMPOSIUM
NAIROBI - KENYA
COFFEE PROCESSORS AND ENTREPRENEURIAL INITIATIVE TO TAKE ADVANTAGE OF THE AFCTA.

WHAT ARE THE MAJOR CHALLENGES AND OPPORTUNITIES?

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Chairman AFCA
CURRENT POSITION:

1. EXPORTERS SELL THE GREEN COFFEE TO THE SECOND HAND MARKET WHO IN TURN SEND THIS COFFEE TO THE AFRICAN CONSUMING COUNTRIES

2. WE SELL THE GREEN COFFEE TO THE ROASTERS WHO ADD VALUE AND RE-EXPORT TO THE AFRICAN COUNTRIES (PRODUCING AND CONSUMING), IN FORM OF R&G OR INSTANT COFFEE

WITH COMING INTO EFFECT OF AFCTA WE LOOK FORWARD FOR A SLOW COLLAPSE OF THIS TRIANGULAR TRADE.
INITIATIVES:

1. ALREADY SELLING TO THESE MARKETS eg Sudan, South Africa, Morocco

2. NEW INVESTMENTS IN VALUE ADDITION( for both R&G AND INSTANT )

3. NEW PARTNERSHIPS
CHALLENGES:

1. INSUFFICIENT DATA IN BOTH THE PRODUCING AND CONSUMING COUNTRIES

2. VERY STRINGENT INCOTERMS

3. DELAYED PAYMENTS

4. STRINGENT IN COUNTRIES QUALITY STANDARDS

5. UNDER DEVELOPED PACKAGING INDUSTRY

6. LOW LEVELS OF INVESTMENTS IN VALUE ADDITION

7. POOR ROAD, RAIL, WATER AND AIR TRANSPORT INFRASTRUCTURE

8. TAX AND NON TAX BARRIERS

9. POLITICAL INSTABILITY

10. INCONSISTENCE IN FINANCIAL POLICIES
OPPORTUNITIES:

1. HIGH POPULATION GROWTH - MARKET AVAILABILITY

2. NEW POLITICAL GOOD WILL — AFCTA

3. NEW APPRECIATION OF “BABA” - BUILD AFRICA BUY AFRICAN

4. SUB-SAHARAN AFRICA PRODUCES SOME OF THE FINEST COFFEE BEANS
HOW TO BENEFIT OUT OF AFCTA:

1. HARMONIZATION OF COFFEE STANDARDS IN AFRICA

2. DIGITALIZATION OF THE CUSTOMS PROCESSES

3. STRENGTHEN THE RELIABLE DATA EXCHANGE

4. MAKING AVAILABLE AFFORDABLE COFFEE FINANCE

5. EXCHANGE OF SKILLS AND ENHANCE CAPACITY IN THE CONTINENT
THANK YOU