Introduction

This report presents the scope and scale of the Rainforest Alliance 2017 and UTZ coffee certification programs in calendar year 2021, as part of our commitment to transparency.

The report focuses on key indicators related to:

• **Market uptake**: sales of Rainforest Alliance 2017 Certified and UTZ certified coffee;
• **Program reach**: estimated Rainforest Alliance 2017 Certified and UTZ certified coffee production, farmers, premiums being paid and multi-certification.

It considers farm certificate holders with an active license/certificate valid as of 31 December 2021, as well as those who have registered for the Rainforest Alliance Certification Program based on the 2020 Sustainable Agriculture Standard. When necessary, we confirmed re-certification or registration status in the new certification program with Certification Bodies.

Please note: While the ongoing transition to the new certification program, including the rollout of the new standard and the traceability system, as well as the situation on the ground in light of Covid-19 have posed challenges for our data gathering, the data in this report is strongly representative and accurate for our UTZ and Rainforest Alliance 2017 programs. The data is gathered from our traceability platforms, MultiTrace for UTZ, and Marketplace for the Rainforest Alliance.
Summary

In 2021, the estimated certified production volume for the UTZ certification program remained stable, while the same indicator in the Rainforest Alliance 2017 program grew by 10%, resulting in overall growth in estimated production for the combined UTZ-Rainforest Alliance program.

Other reach indicators followed a similar trend: there was an increase in the number of farmers and certified areas, and a decrease in the numbers of certificate holders for the UTZ certification program, while the Rainforest Alliance program reported increases for the same indicators.

For market uptake, global producer sales for the UTZ certification program experienced a 7% decline, while the same indicator in the Rainforest Alliance (2017) certification program grew by 9%.

This means that the programs’ reach yielded modest growth, while market uptake of the two programs taken together declined by one percent overall compared to 2020.
Geographical program reach

The Rainforest Alliance and UTZ coffee programs reach farmers and workers in 28 countries worldwide.

North America
United States

Latin America
Brazil
Colombia
Costa Rica
Dominican Republic
El Salvador
Guatemala
Honduras
Jamaica
Mexico
Nicaragua
Peru

Africa
Burundi
Côte d’Ivoire
DR Congo
Ethiopia
Kenya
Malawi
Rwanda
Tanzania
Uganda
Zambia

Asia
China
India
Indonesia
Laos
Papua New Guinea
Vietnam

Rainforest Alliance program
UTZ program
Rainforest Alliance and UTZ program
Program reach: Rainforest Alliance and UTZ

1+ Million
Area (hectare)
Combined estimated production area

475+ K
Number of farmers
Combined number of farmers

Combined figures are calculated by subtracting the figures of dual certified producer groups and individual farms from the total of UTZ and Rainforest Alliance.
Coffee Certification Data Report 2021

- Rainforest Alliance program
- UTZ program
Rainforest Alliance
Coffee program
Program reach
The number of countries with Rainforest Alliance Certified coffee producers was 25 in 2021.

Coffee Certification Data Report 2021
Rainforest Alliance program

Geographical program reach

North America
United States

Latin America
Brazil
Colombia
Costa Rica
El Salvador
Guatemala
Honduras
Jamaica
Mexico
Nicaragua
Peru

Africa
Burundi
Ethiopia
Kenya
Malawi
Rwanda
Tanzania
Uganda
Zambia

Asia
China
India
Indonesia
Laos
Papua New Guinea
Vietnam
<table>
<thead>
<tr>
<th>Program reach</th>
<th>Area (hectare)</th>
<th>Number of farmers</th>
<th>Estimated production (MT)</th>
<th>Number of workers (seasonal and permanent)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Relative growth 2020-2021:</td>
<td>+12%</td>
<td>+30%</td>
<td>+10%</td>
<td>+34%</td>
</tr>
<tr>
<td><strong>583,026</strong></td>
<td><strong>296,612</strong></td>
<td><strong>845,947</strong></td>
<td><strong>447,414</strong></td>
<td></td>
</tr>
</tbody>
</table>
In 2021, the estimated certified production area increased by 12%, with increases in Latin America, driven by growth in Brazil, Colombia and Guatemala.

Globally, the number of farmers increased strongly in the program (+30%), with more farmers across all regions, particularly in Africa (+35%), and Latin America (+20%).

In 2021, the estimated certified volume rose by 10% compared to a year before. The increase can be explained partly by producers switching to the 2017 Rainforest Alliance program, in anticipation to registering for the new Rainforest Alliance Certification program.

In 2021, the number of workers in the Rainforest Alliance Program grew by 34%, with a 42% increase in Latin America followed by Asia Pacific with 33%.
Program reach

**Area (ha)**

- **2017**: 411,519
- **2018**: 470,841
- **2019**: 470,611
- **2020**: 519,828
- **2021**: 583,026

Relative growth 2020-2021: +12%

**Number of farmers**

- **2017**: 200,453
- **2018**: 228,271
- **2019**: 194,294
- **2020**: 228,430
- **2021**: 296,612

Relative growth 2020-2021: +30%

**Estimated production (MT)**

- **2017**: 557,911
- **2018**: 655,314
- **2019**: 669,698
- **2020**: 770,295
- **2021**: 845,947

Relative growth 2020-2021: +10%

**Number of workers (seasonal and permanent)**

- **2017**: No data available
- **2018**: 293,090
- **2019**: 334,449
- **2020**: 447,414
- **2021**: No data available

Relative growth 2020-2021: +34%
Global sales
The global sales of Rainforest Alliance certified coffee rose by 9% driven by higher sales in Latin America as well as Africa. Highest growth was seen in Guatemala (+34%), Honduras (38%) and Nicaragua (38%).

‘Global sales’ are all the confirmed volumes sold from a certified producer to the first buyer. Years are calendar years.
In 2021, sales increased steadily by 9%, and across all regions; +31% in Africa; +7% in Asia Pacific; and +8% in Latin America.

In Africa, this growth stemmed particularly from Ethiopia (+152%), due to new conditions on the ground, including a rise in global demand for Ethiopian coffee for blends.

“Global sales” are all the confirmed volumes sold from a certified producer to the first buyer. Years are calendar years.
Global sales per origin

Most Rainforest Alliance Certified coffee was sold from producers in Brazil (38%), Colombia (19%) and Guatemala (9%).

‘Global sales’ are all the confirmed volumes sold from a certified producer to the first buyer. Years are calendar years.
Global sales – Arabica / Robusta

Arabica sales make up 94% of all global coffee sales.

‘Global sales’ are all the confirmed volumes sold from a certified producer to the first buyer. Years are calendar years.
Global sales - split Arabica and Robusta

<table>
<thead>
<tr>
<th>Year</th>
<th>MT Green Coffee Equivalent</th>
<th>Arabica</th>
<th>Robusta</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>274,856</td>
<td>260,227</td>
<td>14,629</td>
</tr>
<tr>
<td>2018</td>
<td>308,134</td>
<td>292,986</td>
<td>15,148</td>
</tr>
<tr>
<td>2019</td>
<td>371,219</td>
<td>348,927</td>
<td>22,292</td>
</tr>
<tr>
<td>2020</td>
<td>379,996</td>
<td>353,371</td>
<td>26,625</td>
</tr>
<tr>
<td>2021</td>
<td>410,881</td>
<td>393,715</td>
<td>17,166</td>
</tr>
</tbody>
</table>

Arabica sales increased steadily by 11%, driven by sales growth in Latin America. Robusta also experienced growth due to higher demand for the variety.

'Global sales' are all the confirmed volumes sold from a certified producer to the first buyer. Years are calendar years.
Globally, the number of Supply Chain Actors increased steadily (+6%), with similar increases across all regions. The region with the biggest increase was Latin America.

‘Supply Chain Actors’ include traders, roasters, brand owners, and retailers.
Estimated Production
The estimated certified volume increased by 10% (75,650 MT) compared to 2020.

Estimated production is based on information from certificates valid on December 31, 2021.
Estimated production – Arabica / Robusta

Estimated Arabica volumes grew steadily at 11%, with increases across all regions, particularly Latin America.

Estimated Robusta volumes grew slightly in Asia and Pacific but dropped in Latin America. Robusta volume dipped slightly in Africa.

Estimated production is based on information from certificates valid on December 31, 2021.
Global estimated production

Certified arabica volume strongly increased in absolute terms in the Rainforest Alliance program in Latin America, and to a lesser extent in Asia and Pacific as well as Africa.

Estimated production is based on information from certificates valid on December 31, 2021.
In 2021, estimated certified volumes grew steadily at 10%, with increases across all regions, particularly Latin America. There were sizable increases in production volume in countries like Brazil (6%), Guatemala (19%) Kenya (88%), that are driven by certificate holders who previously held UTZ certification moving to the Rainforest Alliance program.

Estimated production is based on information from certificates valid on December 31, 2021.
The main producers in 2021 were Brazil, Colombia, and Guatemala, which overtook Ethiopia.

Estimated production per origin

Estimated production is based on information from certificates valid on December 31, 2021.
Globally, the RA program’s market share in production increased by +0.7% from 2020. Market share went up slightly in most countries in Latin America 2021 (except in Nicaragua), as well as in several other origins in Africa and Asia and Pacific.

Rainforest Alliance Certified estimated coffee production vs. estimated regional production (Source ICO).
Supply and Demand ratio
Globally, the S/D ratio remained unchanged at 52% in 2021. However, there are differences across regions: In Africa (24%) and Asia Pacific (41%) sales grew stronger than gains in overall volume, whereas in Latin America, the S/D ratio decreased slightly, from 60% to 58% due to faster gains in certified volume compared with sales from the region.

This is based on confirmed producer sales and estimated production on December 31, 2021. It indicates an estimation, not an absolute number.
The global supply and demand ratio for the Rainforest Alliance coffee program remained stable at 52%.

Latin America still has the highest share of certified sales with 58% of certified production sold as Rainforest Alliance Certified.

Supply – Demand per region

% of estimated Rainforest Alliance Certified production sold as Rainforest Alliance Certified per region in 2021

This is based on confirmed producer sales and estimated production on December 31, 2021. It indicates an estimation trend, not an absolute number.
While globally the supply-demand ratio remained stable for the Rainforest Alliance program, there were regional differences. In Latin America there was a decrease in the ratio since 2020, while Africa and Asia Pacific producers sold a higher percent of their production as certified than in 2020.

This is based on confirmed producer sales and estimated production on December 31, 2021. It indicates an estimation, not an absolute number.
Multi-certification
Multi-certification

20% of the Rainforest Alliance producer groups and individual farms were certified for at least one other standard.

24% UTZ
18% Organic
16% Fairtrade

The combination of Rainforest Alliance and UTZ certification is the most common in all countries except the United States.

Multi-certified represents the number of Rainforest Alliance Certified coffee producer groups and individual farms that were also certified for one or more of the following schemes: UTZ, Organic, Fairtrade and other schemes.
Certification data
**Country** | **2019** | **2020** | **2021**
---|---|---|---
**Global** | 669,698 | 770,295 | 845,947
Brazil | 221,283 | 243,023 | 258,075
Burundi | 1,057 | 1,057 | 1,745
China | 247 | 349 | 273
Colombia | 110,330 | 154,962 | 188,014
Costa Rica | 26,696 | 27,137 | 30,971
El Salvador | 8,144 | 7,179 | 8,267
Ethiopia | 50,698 | 63,058 | 58,844
Guatemala | 43,025 | 57,276 | 68,079
Honduras | 26,090 | 27,332 | 32,719
India | 31,995 | 32,577 | 39,302
Indonesia | 4,793 | 6,176 | 5,411
Jamaica | 42 | 42 | 109
Kenya | 13,658 | 10,049 | 18,878
Laos | 293 | 1,422 | 2,983
Malawi | 550 | 550 | 495
Mexico | 9,601 | 13,289 | 15,378
Nicaragua | 27,279 | 31,649 | 26,951
Papua New Guinea | 631 | 631 | 1,466
Peru | 44,588 | 38,852 | 38,806
Puerto Rico | - | - | 67
Rwanda | 3,733 | 5,590 | 6,418
Sri Lanka | - | 1 | -
Tanzania | 5,441 | 5,664 | 5,511
Uganda | 3,153 | 11,925 | 10,221
USA | 1,139 | 1,139 | 1,154
Viet Nam | 32,933 | 27,060 | 22,089
Zambia | 2,100 | 2,305 | 3,701

**Estimated production (MT)**

**Global** | 393,550 | 403,241 | 438,001
Brazil | 164,480 | 169,066 | 164,592
China | 200 | 1 | 18
Colombia | 70,110 | 79,373 | 82,171
Costa Rica | 16,632 | 20,273 | 21,200
El Salvador | 5,315 | 4,143 | 4,663
Ethiopia | 4,282 | 4,150 | 10,447
Guatemala | 30,847 | 29,487 | 39,533
Honduras | 28,323 | 21,573 | 29,644
India | 3,955 | 4,183 | 4,199
Indonesia | 4,950 | 3,716 | 5,384
Jamaica | 8 | 5 | 3
Kenya | 4,348 | 5,094 | 5,267
Mexico | 5,476 | 9,737 | 12,524
Nicaragua | 13,692 | 14,575 | 20,105
Papua New Guinea | 188 | - | 114
Peru | 16,138 | 11,379 | 12,848
Rwanda | 1,936 | 2,111 | 1,526
Tanzania | 2,155 | 1,424 | 1,752
Uganda | 2,465 | 2,905 | 1,734
USA | - | - | 127
Viet Nam | 17,088 | 18,836 | 19,184
Other* | 962 | 1,210 | 946

**Global sales (MT)**

**Country** | **2019** | **2020** | **2021**
---|---|---|---
**Global** | 194,294 | 228,430 | 296,612
Africa | 146,485 | 171,304 | 230,937
Asia / Pacific | 13,015 | 17,418 | 17,949
Latin America | 34,433 | 39,707 | 47,701
North America | 1 | 1 | 5

**Number of farmers**

**Country** | **2019** | **2020** | **2021**
---|---|---|---
**Global** | 286,461 | 334,449 | 447,414
Africa | 80,379 | 89,805 | 105,890
Asia / Pacific | 36,068 | 44,354 | 59,168
Latin America | 169,822 | 201,100 | 282,124
North America | 192 | 190 | 232

**Number of workers** (permanent & seasonal)

**Country** | **2019** | **2020** | **2021**
---|---|---|---
**Global** | 286,461 | 334,449 | 447,414
Africa | 80,379 | 89,805 | 105,890
Asia / Pacific | 36,068 | 44,354 | 59,168
Latin America | 169,822 | 201,100 | 282,124
North America | 192 | 190 | 232

**Area (Hectare)**

**Country** | **2019** | **2020** | **2021**
---|---|---|---
**Global** | 470,611 | 519,828 | 583,026
Africa | 120,372 | 142,396 | 159,779
Asia / Pacific | 45,114 | 46,841 | 51,928
Latin America | 303,999 | 329,464 | 370,170
North America | 1,126 | 1,126 | 1,149

*Other countries are Burundi, Laos, Malawi, Puerto Rico, and Zambia
UTZ Coffee program
Program reach
Geographical program reach

In 2021, there were 24 countries with coffee producing UTZ certificate holders. This number remained stable from 2020.

Latin America
- Brazil
- Colombia
- Costa Rica
- Dominican Republic
- Guatemala
- Honduras
- Mexico
- Nicaragua
- Peru

Africa
- Burundi
- Côte d'Ivoire
- DR Congo
- Ethiopia
- Kenya
- Rwanda
- Tanzania
- Uganda
- Zambia

Asia
- China
- India
- Indonesia
- Laos
- Papua New Guinea
- Vietnam
## Program reach

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
<th>Relative growth 2020-2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Area (hectare)</td>
<td>826,397</td>
<td>+7%</td>
</tr>
<tr>
<td>Number of farmers</td>
<td>385,003</td>
<td>+18%</td>
</tr>
<tr>
<td>Estimated production (MT)</td>
<td>1,234,867</td>
<td>-0%</td>
</tr>
<tr>
<td>Number of workers (seasonal and permanent)</td>
<td>171,231</td>
<td>-7%</td>
</tr>
</tbody>
</table>
In 2021, certified area increased steadily (+7%) due to strong growth in Africa (+40%), particularly Ethiopia and Uganda. In Asia, India presented some growth because of high demand for UTZ coffee from buyers.

In 2021, the total number of farmers grew steadily, led by growth in Africa (+37%), particularly in Ethiopia and Uganda. In both countries, this growth is partially driven by government policies promoting investment in the sector.

In 2021, estimated coffee volume remained stable. Overall, there was a minor dip compared with 2020 (-0.05%), driven mainly by a decrease in Latin America (-7%).

In 2021, the total number of workers in the program decreased by -7%, in particular due to fewer workers in Latin America (-30%). However, the number of workers grew in Africa (+23%) and to a lesser extent in Asia Pacific (+3%).
Coffee Certification Data Report 2021

UTZ program

Program reach

<table>
<thead>
<tr>
<th>Area (ha)</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>592.977</td>
<td>770.423</td>
<td>720.250</td>
<td>772.882</td>
<td>826.397</td>
</tr>
</tbody>
</table>

Relative growth 2020-2021: +7%

<table>
<thead>
<tr>
<th>Number of farmers</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>226.015</td>
<td>283.487</td>
<td>309.048</td>
<td>326.726</td>
<td>385.003</td>
</tr>
</tbody>
</table>

Relative growth 2020-2021: +18%

<table>
<thead>
<tr>
<th>Estimated production (MT)</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>857.803</td>
<td>1.102.826</td>
<td>1.083.649</td>
<td>1.235.526</td>
<td>1.234.867</td>
</tr>
</tbody>
</table>

Relative growth 2020-2021: -0%

<table>
<thead>
<tr>
<th>Number of workers (seasonal and permanent)</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>255.647</td>
<td>193.158</td>
<td>200.699</td>
<td>183.834</td>
<td>171.231</td>
</tr>
</tbody>
</table>

Relative growth 2020-2021: -7%
Global sales
Globally, overall sales decreased -7%, driven by decreases in Asia Pacific (-16%) as well as in Latin America (-5%).

‘Global sales’ are all the confirmed volumes sold from a certified producer to the first buyer. Years are calendar years.
Globally, overall sales decreased in the UTZ program (-7%) as a result of lower sales from the Asia and Pacific as well as Latin American regions. Conversely, overall sales rose in the RA program (+9%), driven by higher sales in Latin America as well as Africa.

‘Global sales’ are all the confirmed volumes sold from a certified producer to the first buyer. Years are calendar years.
In 2021, Brazil remained ahead when it came to global sales, despite lower availability of coffee due to factors including a major frost. Another factor, that also accounts for the drop in sales in countries like Nicaragua, was a move of certificate holders towards the Rainforest Alliance programs. Vietnam is the second largest producer, although the fall in sales can partly be explained by the effects of Covid-19.

'Global sales' are all the confirmed volumes sold from a certified producer to the first buyer. Years are calendar years.
In 2021, Arabica sales decreased by 7% compared to 2020, driven by decreases in Asia and Pacific (-20%) as well as in Latin America (-6%). Robusta presented an increase of 13%, due to a doubling of estimated Robusta volumes in India, Uganda and Tanzania, among others.

‘Global sales’ are all the confirmed volumes sold from a certified producer to the first buyer. Years are calendar years.
Global sales - Arabica and Robusta

In 2021, the percentage of sales of Arabica compared to Robusta remained unchanged at 79% of total global sales, compared to 2020.

'Mlobal sales' are all the confirmed volumes sold from a certified producer to the first buyer. Years are calendar years.
In 2021, the number of supply chain actors grew by 2%, with the largest increase in Europe (22 new supply chain actors, +7%).

‘Supply Chain Actors’ include various actors, including traders, roasters, and retailers.
In 2021, buyers paid high premiums for Burundi coffee, and often distributed them in cash. In Ethiopia, the increase is likely related to greater demand for Ethiopian coffee, while in Guatemala and Peru the higher premium likely reflects higher market prices. In Indonesia, the sharp drop (-52%) is partially explained by the COVID-19 pandemic weakening the market, and a decrease in the UTZ program’s certified coffee because of the transition to the Rainforest Alliance program.
Estimated Production
Global estimated coffee production

The estimated certified volume remained stable from 2020.

Estimated production is based on information from certificates valid on December 31, 2021 and those under review where a positive certification decision is expected.
The total certified volume of Arabica coffee decreased by 4%, making up 76% of total certified volume.

In the case of Robusta, there was an increase of 4% driven by growth in Asia Pacific and, to a lesser extent, Africa.

Estimated production is based on information from certificates valid on December 31, 2021 and those under review where a positive certification decision is expected.
Globally, there was a decrease in estimated arabica volumes in the UTZ program (-4%), due to a sharp fall in Latin America, that was offset by gains in Africa. On the other hand, certified arabica volumes strongly increased in the Rainforest Alliance program (+11%), thanks to increases in absolute terms in the program through all regions.

Estimated production is based on information from certificates valid on December 31, 2021, and those under review where a positive certification decision is expected.
Globally, estimated coffee volume remained stable. A minor dip compared with 2020 (-0.05%) was driven mainly by Latin America (-7%). This was particularly visible in Nicaragua (-44%) and Brazil (-14%) and can be partly explained by certificate holders switching to the Rainforest Alliance program. Ethiopia presented large growth (+85%), driven mostly by an increase in the number of certificate holders (+56%), and favorable climatic conditions that contributed to a good harvest.

Estimated production is based on information from certificates valid on December 31, 2021, and those under review where a positive certification decision is expected.
The top 3 producing countries remain the same as last year: Brazil (29% of the global production), Vietnam (16%), and Colombia (12%).

Estimated production per origin

<table>
<thead>
<tr>
<th>Country</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brazil</td>
<td>363,297</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Vietnam</td>
<td>206,087</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Colombia</td>
<td>144,902</td>
<td>115,109</td>
<td>91,797</td>
</tr>
<tr>
<td>Honduras</td>
<td>91,797</td>
<td>78,596</td>
<td>78,536</td>
</tr>
<tr>
<td>Peru</td>
<td>51,837</td>
<td>51,837</td>
<td>51,837</td>
</tr>
<tr>
<td>India</td>
<td>34,977</td>
<td>34,977</td>
<td>34,977</td>
</tr>
<tr>
<td>Ethiopia</td>
<td>34,977</td>
<td>34,977</td>
<td>34,977</td>
</tr>
<tr>
<td>Uganda</td>
<td>33,512</td>
<td>33,512</td>
<td>33,512</td>
</tr>
<tr>
<td>Nicaragua</td>
<td>33,512</td>
<td>33,512</td>
<td>33,512</td>
</tr>
<tr>
<td>Guatemala</td>
<td>33,512</td>
<td>33,512</td>
<td>33,512</td>
</tr>
<tr>
<td>Mexico</td>
<td>16,962</td>
<td>16,962</td>
<td>16,962</td>
</tr>
<tr>
<td>China</td>
<td>10,894</td>
<td>10,894</td>
<td>10,894</td>
</tr>
<tr>
<td>Indonesia</td>
<td>9,100</td>
<td>9,100</td>
<td>9,100</td>
</tr>
<tr>
<td>Kenya</td>
<td>5,282</td>
<td>5,282</td>
<td>5,282</td>
</tr>
<tr>
<td>Congo</td>
<td>5,188</td>
<td>5,188</td>
<td>5,188</td>
</tr>
<tr>
<td>Other</td>
<td>33,470</td>
<td>33,470</td>
<td>33,470</td>
</tr>
</tbody>
</table>

Estimated production is based on information from certificates valid on December 31, 2021, and those under review where a positive certification decision is expected.
In 2021, of all coffee produced globally 12% was UTZ certified. On regional level, certified coffee from Latin America had the highest production market share.

Production market share per region

UTZ certified estimated coffee production vs. regional estimated production (Source: ICO).
Supply and Demand ratio
Producers sold on average 53% of their estimated certified volume as UTZ. The share of certified volume sold in relation to certified supply experienced a drop for the first time in a decade.

This is based on confirmed producer sales and estimated production on December 31, 2021. It indicates an estimation, not an absolute number.
Latin America has the highest share of certified sales with 60% of certified production sold as UTZ, followed closely by Asia Pacific with 48%.

### Supply – Demand per region

<table>
<thead>
<tr>
<th>Region</th>
<th>% of estimated UTZ certified production sold as UTZ per region in 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Latin America</td>
<td>60%</td>
</tr>
<tr>
<td>Africa</td>
<td>25%</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>48%</td>
</tr>
</tbody>
</table>

This is based on confirmed producer sales and estimated production on December 31, 2021. It indicates an estimation, not an absolute number.
The supply and demand ratio increased in 2020 in Africa and Asia-Pacific, driven by higher demand for certified coffee. This led to a large increase in available certified volume for coffee in 2021, which accounts for the drop in the S/D ratio in those regions.

In Latin America, a lower volume of certified coffee was produced in the region in 2021, which explains the 2% increase.

This is based on confirmed producer sales and estimated production on December 31, 2021. It indicates an estimation, not an absolute number.
Multi-certification
Multi-certification

54% of the UTZ producer groups and individual farms were certified for at least one other standard.

- 26% Rainforest Alliance
- 15% Fairtrade
- 25% Organic
- 11% 4C

Double certification UTZ-Rainforest Alliance continues to be the most predominant combination in 2021.

Multi-certified represents the number of UTZ coffee producer groups and individual farms that were also certified for one or more of the following schemes: Rainforest Alliance, Fairtrade, Organic, and 4C. Other schemes are excluded from the total Multi-certification figures.
Certification data
### Estimated production (MT)

<table>
<thead>
<tr>
<th>Country</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global</td>
<td>1,083,449</td>
<td>1,235,526</td>
<td>1,234,867</td>
</tr>
<tr>
<td>Brazil</td>
<td>336,815</td>
<td>422,233</td>
<td>363,297</td>
</tr>
<tr>
<td>Burundi</td>
<td>2,464</td>
<td>1,950</td>
<td>2,153</td>
</tr>
<tr>
<td>China</td>
<td>9,917</td>
<td>14,669</td>
<td>10,894</td>
</tr>
<tr>
<td>Colombia</td>
<td>115,178</td>
<td>123,292</td>
<td>144,902</td>
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<tr>
<td>DR Congo</td>
<td>6,297</td>
<td>5,061</td>
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<tr>
<td>Dominican Republic</td>
<td>-</td>
<td>1,135</td>
<td>1,196</td>
</tr>
<tr>
<td>Ethiopia</td>
<td>35,431</td>
<td>28,034</td>
<td>51,837</td>
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<tr>
<td>Guatemala</td>
<td>27,684</td>
<td>36,399</td>
<td>33,512</td>
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<tr>
<td>Honduras</td>
<td>85,577</td>
<td>102,961</td>
<td>115,109</td>
</tr>
<tr>
<td>India</td>
<td>45,632</td>
<td>37,993</td>
<td>78,596</td>
</tr>
<tr>
<td>Indonesia</td>
<td>12,635</td>
<td>11,380</td>
<td>9,100</td>
</tr>
<tr>
<td>Kenya</td>
<td>7,976</td>
<td>5,378</td>
<td>5,282</td>
</tr>
<tr>
<td>Mexico</td>
<td>15,742</td>
<td>18,163</td>
<td>16,962</td>
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<tr>
<td>Nicaragua</td>
<td>46,812</td>
<td>60,977</td>
<td>34,065</td>
</tr>
<tr>
<td>Peru</td>
<td>89,122</td>
<td>92,520</td>
<td>91,797</td>
</tr>
<tr>
<td>Rwanda</td>
<td>3,276</td>
<td>4,978</td>
<td>5,821</td>
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<tr>
<td>Tanzania</td>
<td>3,558</td>
<td>7,618</td>
<td>9,023</td>
</tr>
<tr>
<td>Uganda</td>
<td>21,050</td>
<td>20,167</td>
<td>34,977</td>
</tr>
<tr>
<td>Viet Nam</td>
<td>205,046</td>
<td>217,589</td>
<td>206,087</td>
</tr>
<tr>
<td>Other</td>
<td>13,437</td>
<td>23,029</td>
<td>15,069</td>
</tr>
</tbody>
</table>

*Other countries are Costa Rica, Côte d'Ivoire, Laos, Papua New Guinea, and Zambia

### Global sales (MT)

<table>
<thead>
<tr>
<th>Country</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global</td>
<td>589,522</td>
<td>708,579</td>
<td>658,282</td>
</tr>
<tr>
<td>Brazil</td>
<td>256,321</td>
<td>276,735</td>
<td>255,431</td>
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<tr>
<td>Burundi</td>
<td>2,071</td>
<td>1,822</td>
<td>675</td>
</tr>
<tr>
<td>China</td>
<td>8,100</td>
<td>6,686</td>
<td>3,931</td>
</tr>
<tr>
<td>Colombia</td>
<td>54,992</td>
<td>80,160</td>
<td>92,777</td>
</tr>
<tr>
<td>DR Congo</td>
<td>1,255</td>
<td>3,233</td>
<td>3,526</td>
</tr>
<tr>
<td>Dominican Republic</td>
<td>-</td>
<td>-</td>
<td>399</td>
</tr>
<tr>
<td>Ethiopia</td>
<td>6,537</td>
<td>6,649</td>
<td>7,283</td>
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<tr>
<td>Guatemala</td>
<td>12,694</td>
<td>12,381</td>
<td>10,732</td>
</tr>
<tr>
<td>Honduras</td>
<td>75,350</td>
<td>85,374</td>
<td>79,055</td>
</tr>
<tr>
<td>India</td>
<td>14,774</td>
<td>18,875</td>
<td>22,687</td>
</tr>
<tr>
<td>Indonesia</td>
<td>6,166</td>
<td>4,917</td>
<td>4,706</td>
</tr>
<tr>
<td>Kenya</td>
<td>1,939</td>
<td>3,110</td>
<td>2,767</td>
</tr>
<tr>
<td>Mexico</td>
<td>2,816</td>
<td>3,697</td>
<td>4,333</td>
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<tr>
<td>Nicaragua</td>
<td>22,922</td>
<td>15,793</td>
<td>10,456</td>
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<tr>
<td>Peru</td>
<td>20,388</td>
<td>27,742</td>
<td>24,390</td>
</tr>
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<td>Rwanda</td>
<td>2,000</td>
<td>2,062</td>
<td>1,591</td>
</tr>
<tr>
<td>Tanzania</td>
<td>4,813</td>
<td>8,321</td>
<td>9,916</td>
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<tr>
<td>Uganda</td>
<td>1,093</td>
<td>1,110</td>
<td>2,369</td>
</tr>
<tr>
<td>Viet Nam</td>
<td>90,739</td>
<td>139,173</td>
<td>112,588</td>
</tr>
<tr>
<td>Other</td>
<td>4,552</td>
<td>10,556</td>
<td>8,671</td>
</tr>
</tbody>
</table>

*Other countries are Costa Rica, Côte d'Ivoire, Laos, Papua New Guinea, and Zambia

### Number of farmers

<table>
<thead>
<tr>
<th>Country</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global</td>
<td>309,048</td>
<td>326,726</td>
<td>385,003</td>
</tr>
<tr>
<td>Africa</td>
<td>190,290</td>
<td>181,519</td>
<td>249,126</td>
</tr>
<tr>
<td>Asia / Pacific</td>
<td>54,932</td>
<td>71,763</td>
<td>40,405</td>
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<tr>
<td>Latin America</td>
<td>63,826</td>
<td>73,444</td>
<td>75,272</td>
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</tbody>
</table>

### Number of workers (permanent & seasonal)

<table>
<thead>
<tr>
<th>Country</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global</td>
<td>201,779</td>
<td>183,834</td>
<td>171,231</td>
</tr>
<tr>
<td>Africa</td>
<td>55,864</td>
<td>54,982</td>
<td>67,496</td>
</tr>
<tr>
<td>Asia / Pacific</td>
<td>44,183</td>
<td>42,493</td>
<td>43,582</td>
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<tr>
<td>Latin America</td>
<td>101,732</td>
<td>86,359</td>
<td>60,153</td>
</tr>
</tbody>
</table>

### Area (Hectare)

<table>
<thead>
<tr>
<th>Country</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global</td>
<td>720,250</td>
<td>772,882</td>
<td>826,397</td>
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<tr>
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<td>122,711</td>
<td>141,707</td>
<td>199,096</td>
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<tr>
<td>Asia / Pacific</td>
<td>145,498</td>
<td>136,357</td>
<td>134,832</td>
</tr>
<tr>
<td>Latin America</td>
<td>452,041</td>
<td>494,818</td>
<td>492,469</td>
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</tbody>
</table>