

*coffee  
dinner &  
summit*



# Painel LOGÍSTICO

Exportações de Café

Realização:

**Cecafé**

são paulo, BRASIL, maio 2023

# coffee dinner & summit



**Hamilton Almeida Sá Junior**

**Senior Trader e Gerente de  
Logística e Exportação na Volcafé**

Realização:

**Cecafé**

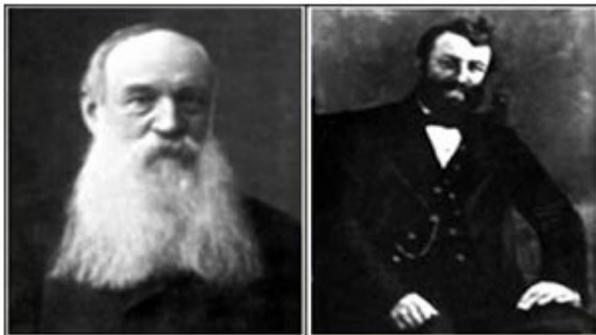
são paulo, BRASIL, maio 2023

# Volcafe Brazil

Volcafe – FOUNDED 1851

has over 170 years of history in the coffee trade bearing testament to our strong values, our reliability, and the trust our clients place in us.

**Company founded:** Salomon and Johann Georg Volkart found Volkart Brothers with offices in Winterthur, Switzerland and Bombay, India



Volcafe Brazil - FOUNDED 1955

## GROWING REGIONS:

- Minas Gerais (south Minas / Cerrado / Zona da Mata),
- Espírito Santo (north and south),
- São Paulo (mogiana),
- Bahia mid/west.

# Where is Volcafe in the Supply chain?



## Source

We pride ourselves on our quality and range, buying from farmers across our origin network.

Volcafe Way agronomists train producers in sustainable farming techniques for long-term prosperity and security.



## Process

Pulping, fermentation, drying, milling, sorting and packing, HSE, quality control and cupping.



## Trade

Supply and demand research. Price risk management via derivatives.



## Ship

Container shipping and logistics.



## Import

Quality labs and cupping. Local storage and distribution.



## Just-in-time distribution

We deliver green coffee in bulk to large roasters or small batches to micro-roasters.

Roasters prepare the beans for consumption at home or in cafes and restaurants. We supply the beans for 80 billion cups a year!

Volcafe in numbers:

**12 million+**

BAGS TRADED EACH YEAR

**250+**

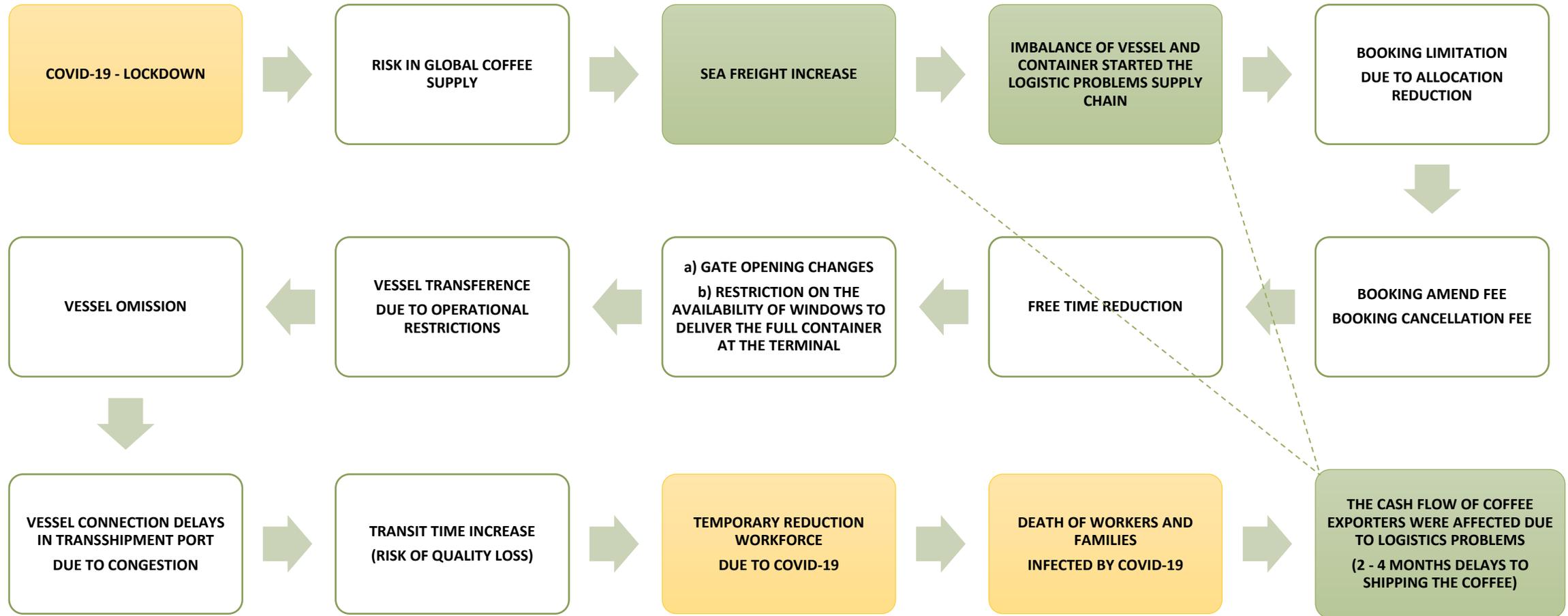
AGRONOMISTS ON THE GROUND

We provide the beans for

**80,000,000,000**

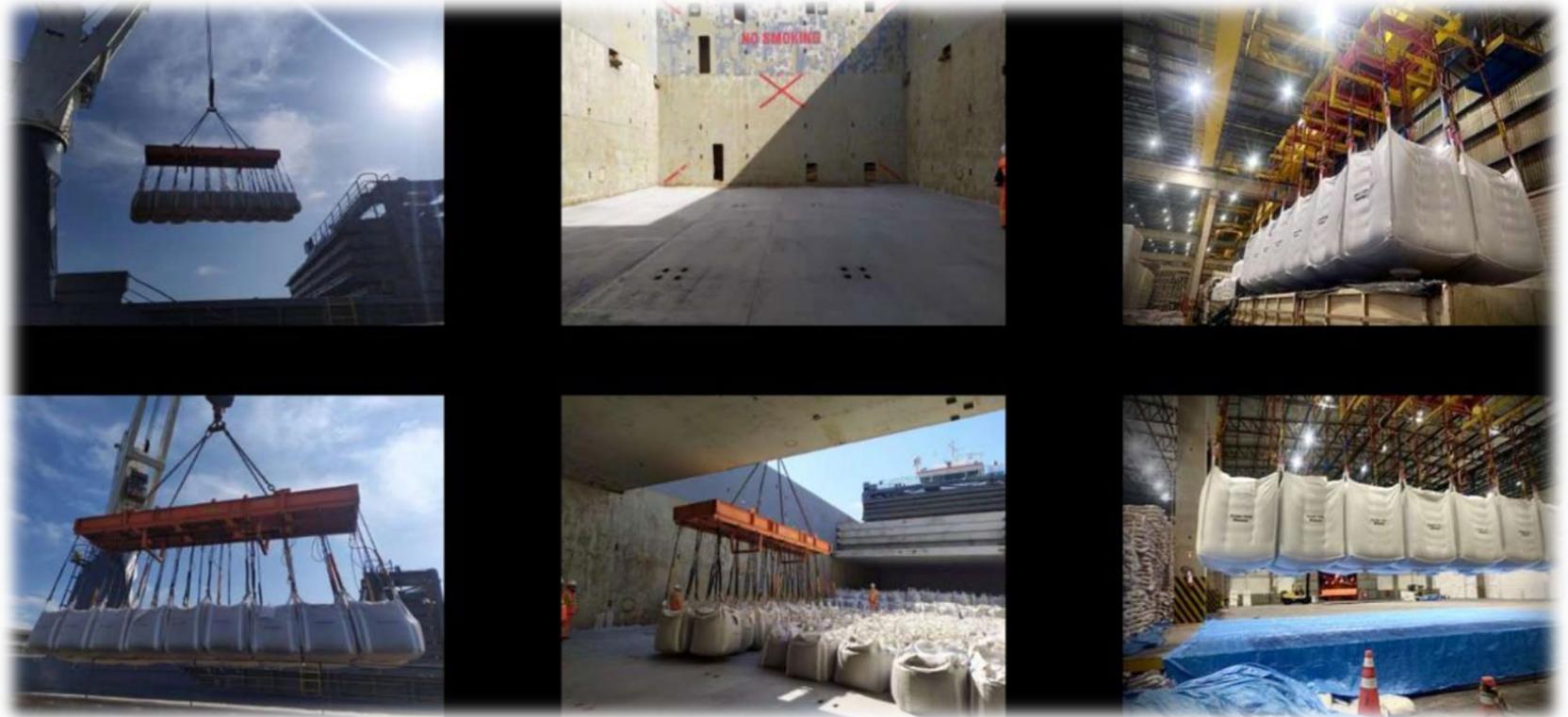
CUPS OF COFFEE EACH YEAR

# Logistics Impacts



# Mitigate the Logistics Impacts

- ✓ Request the booking reservation (based on the opening of vessel) example: at night, weekend, etc.
- ✓ No safety margin to proceed with loading process (collect the empty container / load the coffee / deliver the container at port
- ✓ Repair the container



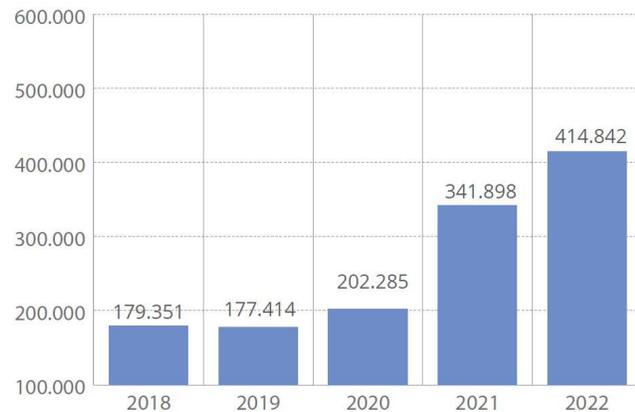
- ✓ Break Bulk Shipments

Source: Unuslog / Commodity Supplies

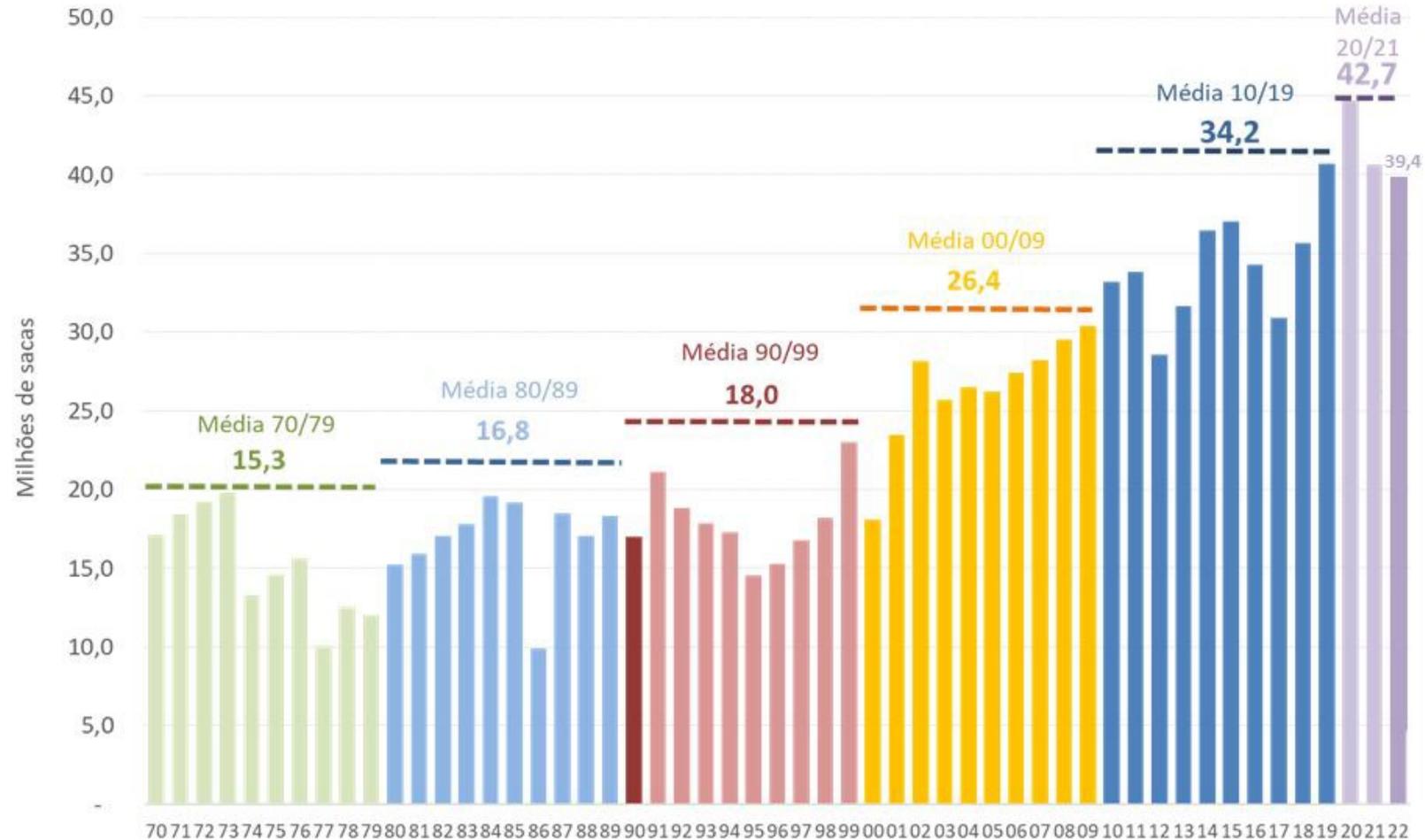
# Future Perspective for the Coffee Sector

- ✓ Coffee Productivity Scale up in the last 5 decades
- ✓ Brazil contributes with 36% of world coffee production
- ✓ Coffee Brazilian export for China raised 39% between 2021/2022

Exportações brasileiras de café  
China



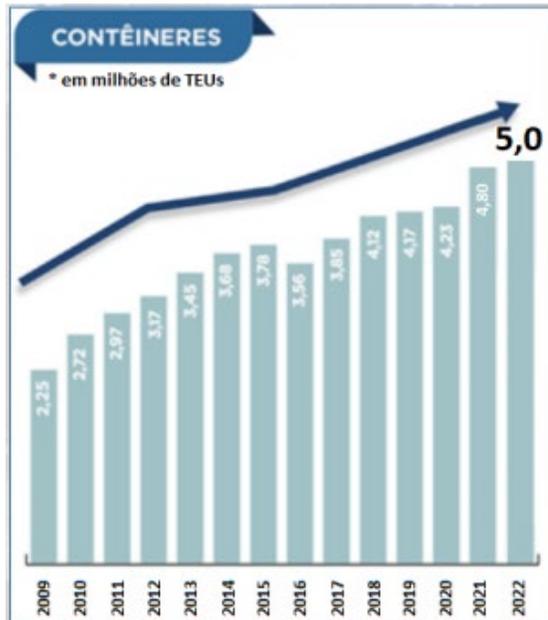
Source: CECAFE



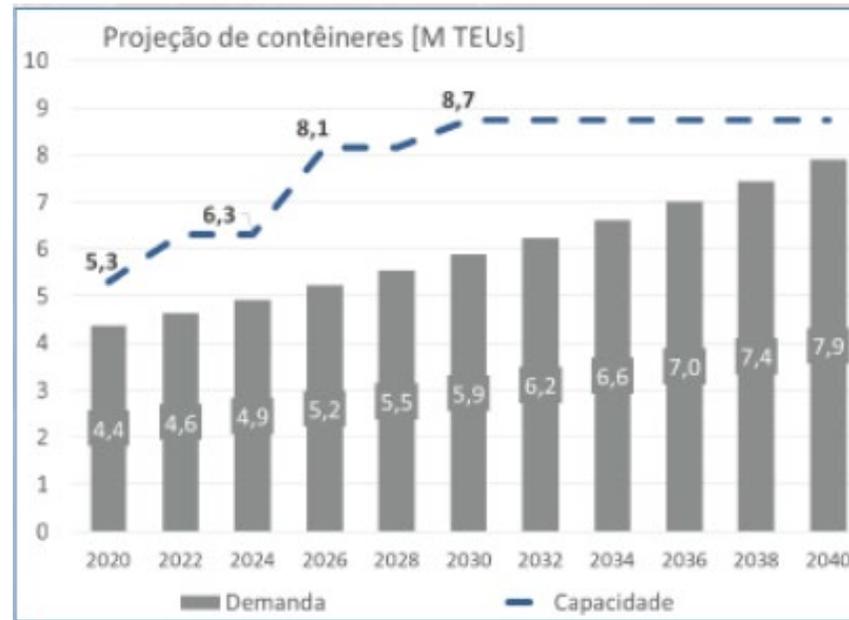
Source: CECAFE

# Infrastructure and Technology

- ✓ Increase in container handling capacity at Santos Port
- ✓ Deepening of the draft of the port of Santos (entrance of larger ships)



✓ Nominal capacity:  
5.3 million TEUs/year



✓ Effectiveness of STS 10,  
will increase capacity by 9  
million TEUs per year

Source: SPA / PMS / COMUS / Eng. MSc. Adilson Luiz Gonçalves

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# Infrastructure and Technology

- ✓ Use of the railway to transport the coffee in container
- ✓ Itutinga-MG x Rio de Janeiro Port (South of Minas)
- ✓ Jundiai-SP x Santos Port (High Mogiana)



Source: VOLCAFE



Source: MRS RI

# Logistic Efficiency



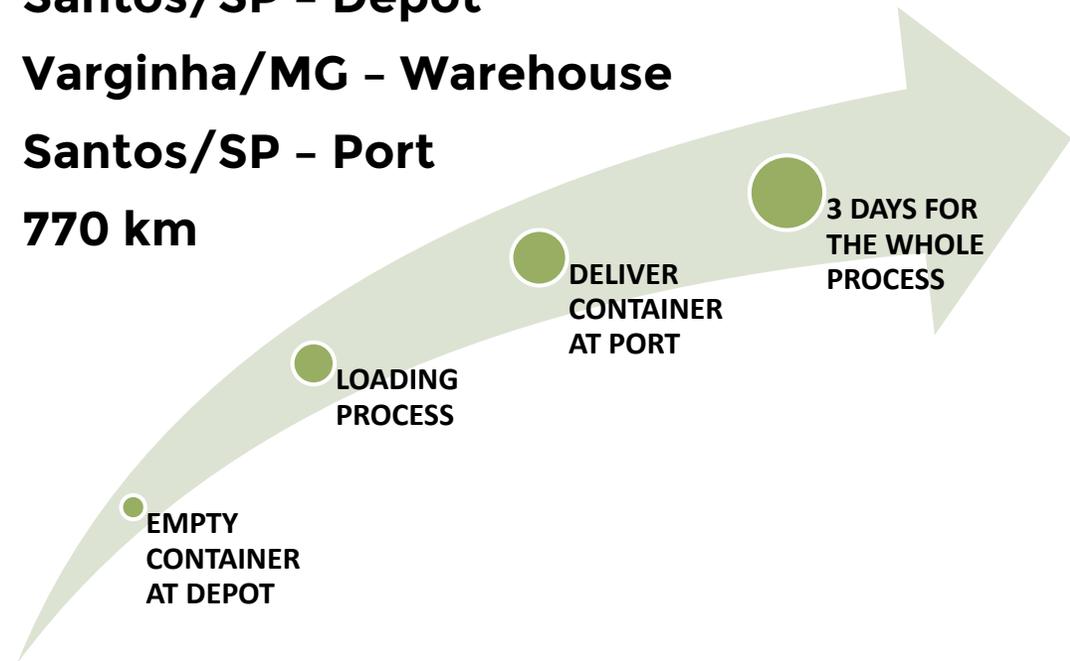
Source: VOLCAFE

**Santos/SP - Depot**

**Varginha/MG - Warehouse**

**Santos/SP - Port**

**770 km**



# Socio-environmental Initiatives

- ✓ Carbon footprint reduction
- ✓ Climate change mitigation
- ✓ Good agricultural practices
- ✓ Regenerative agriculture actions
- ✓ Less use of pesticides (MRLs - maximum residue levels)
- ✓ Food safety and allergens
- ✓ Maturation and continuous improvement of current certs (RAS, Org, 4C, FT)
- ✓ Private sustainability schemes
- ✓ Pests & diseases alternative control (bioinputs, cultural control, physical operations)
- ✓ Gender equality, diversity and no discrimination
- ✓ Farming as a business, living income and family succession
- ✓ Right to childhood and access to education



Source: [www.un.org](http://www.un.org)

# Socio-environmental Initiatives



Quais são as ações fomentadas pelo consórcio?

- ✓ Restauração da vegetação nativa
- ✓ Capacitação e assistência técnica de produtores rurais
- ✓ Captação de recursos financeiros
- ✓ Monitoramento da qualidade da água dos rios

Source: CERRADO DAS ÁGUAS

Resultados do esforço em conjunto



MEMBROS DA PLATAFORMA

NESCAFÉ

EXPOCACER

LAVAZZA

NESPRESSO

cooxupé

中粮国际  
COFCO INTL

VOLCAFE

DATERRA  
SUSTAINABLE COFFEE

NKG Stockler

Região  
8 Cerrado  
Mineiro  
Denominação de Origem

COY  
VIVO

Source: CERRADO DAS ÁGUAS

# Thank you

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