Inputs by the Common Fund for Commodities on the Financing for Development to convene a Fourth International Conference on Financing for Development, 2024-2025

15 October 2024

BACKGROUND

The Common Fund for Commodities (CFC) enhances socioeconomic development by supporting commodity producers through a value chain approach, identifying opportunities and addressing challenges from production to consumption. Aligned with the goals of the Financing for Development (FfD) framework and the Addis Ababa Action Agenda, CFC focuses on promoting value addition, agricultural transformation, and inclusive development. With 101 member states, CFC is expected to work under the provision of the Integrated Program of Commodities (IPC)[1], where global North was expected to support the efforts of global South to help, among others, bringing income of the smallholders good enough to alleviate them from poverty.

The purpose of this submission is to seek FfD's support to revisit the provisions of IPC and other related developments that were spearheaded by UNCTAD in mid-seventies and eighties to stem the growing decline of smallholder's income at the farm gate level. This decline is also prominent in products and services like textiles, manufacturing of appliances in the global South.

As an example, from the textiles and garments industries which generates 2.5tn USD per year, it should be possible to provide a living income for everyone in the value chain. It takes the average CEO of a fashion business just 28 minutes to amass the amount a Bangladeshi garment worker earns on average in a year[2], that's why we need to turn to boardrooms in London, Paris, Rome and New York for solutions first to, what we call, humanizing the value chains[3].

At a time when poverty is crawling back, instead of receding, there is a large section of smallholders4 who are fighting to make ends meet. As a result of the rapid and extensive opening of domestic agricultural markets to a "free trade" regime, smallholders face higher production and marketing costs and are less able to access financial services.

Academic and civil society research into global value chains (GVCs) shows that producers commonly earn less than 10%, and in many cases less than 5%, of the final sale prices of the food and beverage products they help to produce (Fitter and Kaplinksy 2001; Daviron and Ponte 2005; Agrifood Atlas 2017; IPES-

[1] The Integrated Program for Commodities (IPC) was a significant initiative launched by the United Nations Conference on Trade and Development (UNCTAD) in the 1970s. Its primary aim was to stabilize and improve the economic conditions for developing countries that were heavily reliant on commodity exports.https://documents.worldbank.org/en/publication/documents-reports/documentdetail/731741468331138858/integrated-program-for-commodities (accessed on 14 October 2024),

[2] https://tansyhoskins.org/bangladesh/ (accessed on 14 October 2024)

[3] Annual Report 2023 III | Common Fund for Commodities (common-fund.org) (accessed on October 15, 2024).

[4] https://www.sciencedirect.com/science/article/pii/S0305750X2100067X?dgcid=coauthor (accessed on 14 October 2024) (This puts the estimated number of 3 billion smallholders @ 600 million households at five per household.)

Food 2017; True Price 2017; Morales-de la Cruz 2019). Their share of value has fallen dramatically in recent decades, in some cases as low as one percent of the final price5, representing an acceleration of a worrying long-term trend depriving smallholders of their rightful income. In 2018, research commissioned by Oxfam found that the average income share received by producers/smallholders of 12 different commodity products in 12 different countries in the global South declined by 26% between 1998 and 2015 (Oxfam International 2018).

The price gap between farm gate and the final price that consumers pay is perhaps the holy grail where poverty is kept safely hidden in this globalized free market world. Take the case of a cup of coffee that you just sipped for a price of British Pound 2.50 (2019)6, only one penny goes back to the farmer according to Financial Times London. The President of Uganda recently highlighted the astronomical discrepancy between the coffee producing global South and the coffee importing global North. Out of 460 billion USD coffee market, 52 plus coffee producing receives only 25 billion USD while global North receives 435 billion USD simply by importing and re-exporting.

This body of research shows that African coffee is now re-exported from Europe at an average mark-up of over 300%, compared to just over 50% in the 1970s and 1980s[7]. A 2017 report into the overall agri-food industry, the Agrifood Atlas, reported that cocoa farmers in 1980 received a 16% share of the final sale price (Agrifood Atlas 2017). This is considerably higher than the 6.6% calculated for 2015 (VOICE Network 2015) and indicates that, similarly to coffee, mark-ups at the cocoa processing and manufacturing stages have increased dramatically at the expense of cocoa producing smallholders farmers.

CFC urges FfD to work out a global financial infrastructure where **concessional and de-risked finance** shall be the modus operandi to alleviate billions of smallholders from poverty. With targeted infusion of funding for the smallholders, as opposed to preferred plantations agriculture operated mostly by the multinationals, in the global South.

Countries in the Global North apply VAT[8] and import duties on commodities from the Global South, generating substantial revenue. However, the benefits of these revenues do not extend back to the smallholders of these commodities in a meaningful way. CFC would like to propose the establishment of a **Global South Development Fund**, with initial contributions from EU and some other countries from the global North and emerging donor countries in the South. This fund is meant to ensuring that part of the wealth generated by these taxes is used to foster sustainable development in the Global South.

[5] 5 https://www.ft.com/content/44bd6a8e-83a5-11e9-9935-ad75bb96c849 (accessed on 14 October 2024)

[6] https://www.ft.com/content/44bd6a8e-83a5-11e9-9935-ad75bb96c849 (accessed on 14 October 2024)

[7] https://doi.org/10.1080/03056244.2020.1842186 (accessed on 14 October 2024)

[8] For example, within the European Union the VAT is levied at the standard rate, which can range from **17% to 27%**. This VAT applies when the goods are sold to consumers in Europe.

This fund could also be used to prepare the smallholders for the benefits and challenges of AI and other emerging technologies. This fund may help fund the "humanizing value chain", that CFC wishes to implement at the earliest.

CFC, therefore, urges the Global North to establish a framework in which a portion (e.g., 5-10%) of the VAT and import duties collected by countries in the Global North on commodities from the Global South, particularly Africa, is directed to a development fund for LDCs, LLDCs and SIDs and other deserving countries.

CFC wishes to spearhead with strategic framework that will help raise awareness so that generations of consumers demand a solution with a traceable value chain that removes lot of preexisting opacity and unfairness. This will initiate a process, where brands and consumers will act together, for a sustainable supply chain that meets the need of both the producers and consumers of commodities.

I. A GLOBAL FINANCING FRAMEWORK (INCLUDING CROSS-CUTTING ISSUES)

CFC emphasizes the urgent need for a global financing framework to address the alarming stagnation in progress toward the Sustainable Development Goals (SDGs), especially given how far we still are from the 2030 deadline. Currently, only 17 percent of SDG targets are on track, while over a third have stalled or regressed[9]. Since 2019, 23 million more people have been pushed into extreme poverty, and over 100 million more are suffering from hunger[10].

CFC supports Brazil's G20 initiative for a global alliance against hunger and poverty, emphasizing innovative financing solutions to address the challenges. This call aligns with the Addis Ababa Action Agenda, which prioritizes resource mobilization to close critical gaps in sustainable development, especially for commodity-dependent developing countries.

CFC's contributions are closely linked to the SDG framework, with a clear focus on SDG 1 (No Poverty) and SDG 2 (Zero Hunger). Through its loan-based interventions, CFC has directly impacted around 410,000 smallholder farmers, many of whom live below the poverty line of USD 2.15 per day, as defined by the World Bank. In 2020 alone, 59,000 beneficiaries experienced an income increase of up to USD 677 annually, which not only helps alleviate poverty but also strengthens food security for the most vulnerable populations.

In line with SDG 13 (Climate Action), CFC is committed to fostering climate resilience within commodity value chains. By investing in sustainable agricultural practices and projects that promote low-carbon development pathways, CFC enables smallholder communities to adapt to changing climate conditions.

Furthermore, CFC's investments also contribute to SDG 5 (Gender Equality) by promoting women empowerment in its projects. Female beneficiaries account for up to 80% in some cases, benefiting from

[9] Sustainable Development Goals Report, 2024 (accessed on 14 October 2024)
[10] Ibid.

training, employment, and market access opportunities, which helps reduce inequalities and foster inclusive growth.

II. ACTION AREAS

a. DOMESTIC PUBLIC RESOURCES

Closing the SDG financing gap requires a fairer distribution of value across the commodity chain, achieved through progressive taxation on the wealthiest actors. The Global North, through multinational corporations and free markets, reaps disproportionate benefits from commodity trade. In line with G20 initiative, CFC specifically supports a minimum 2% tax on the wealth of billionaires, particularly those whose fortunes largely stem from the Global South. The world's 3,000 billionaires should contribute at least 2% of their fast-growing wealth, potentially raising £250 billion annually for the global fight against poverty, inequality, and climate change[11]. This 2% tax could generate $200-$250 billion globally[12]. Brazil, as the chair of the G20 group of leading developed and developing countries, has placed this billionaire tax on the agenda during finance ministers' meetings.

The disparities in wealth distribution are evident in the operations of major corporations like Apple, which generates an estimated profit of $319 per phone—at least 20 times the production cost[13]. Such practices, along with those of manufacturing partners like Foxconn, have drawn justified criticism for excessive overtime, hazardous working conditions, and wages that 64% of workers claim do not cover their basic needs[14].

The Global North's undue benefits from commodity trade are further illustrated by the European Union's Common Agricultural Policy (CAP), which provides €42 billion in annual subsidies[15], allowing EU farmers to undersell African producers. For instance, in West Africa, EU milk powder is sold at prices up to 40% cheaper than local milk, stifling local farmers and discouraging investment in self-sufficiency[16]. The graph

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11 Zucman, 2024, "A blueprint for a coordinated minimum effective taxation standard for ultra-high-net-worth individuals". Commissioned by G20 Brazilian Presidency (accessed on 14 October 2024)

12 Ibid.

13 Eisenbrey, 2012, Apple's iPhone profits dwarf its labor costs, Economic Policy Institute (Accessed 8 October 2024) (accessed on 14 October 2024)

14 Ibid.

15 Magassy, 'The EU Is Fueling Hunger in Africa', *Project Syndicate*, 2020 (Accessed 30 September 20234)

16 Ibid.

shows a jaw dropping number of profits by the multinationals.

Increase in profits in 2020 and 2021 for the five largest agricultural traders

In USD million
Ø=Average

Trader	Ø 2015-2019 Profit	Profit 2020	Increase vs. Ø	Profit 2021	Increase vs. Ø
Cargill	2,776[1]	4,930[2]	78%	6,680[3]	141%
COFCO	322	1,377	327%	1,498	364%
ADM	1,658	1,772	7%	2,709	63%
Bunge	137	1,145	738%	2,078	1,421%
LDC	284	382	35%	697	146%

Additionally, if 2% of the VAT collected on Peruvian avocado imports were refunded, approximately €361,713 could be sent back to Peru[17]. In the Netherlands, where the VAT rate for agricultural products is 9%, the government collected around €18 million in VAT on Peruvian avocado imports. While returning just 2% of this tax may seem modest, this figure reflects VAT from only one product from the Netherlands.

<u>b. DOMESTIC AND INTERNATIONAL PRIVATE BUSINESS AND FINANCE</u>

Public-private synergy offers a promising path forward for development financing. CFC recognizes that synergetic public-private development financing models are essential for addressing the needs of commodity-dependent economies. To this end, CFC has developed the Agricultural Commodity Transformation (ACT) Fund, a $100 million impact investment fund aimed at supporting small and medium-sized enterprises (SMEs) in developing countries. First announced in 2023, the ACT Fund focuses on enhancing smallholder livelihoods, promoting biodiversity, and driving climate action. The fund includes a $20 million first-loss capital contribution from CFC to de-risk investments, making the fund more attractive to private sector investors. This approach allows CFC to mobilize additional private capital while ensuring a strong development focus.

Additionally, the ACT Fund establishes a $10 million Technical Assistance Facility to support SMEs in building sustainable, low-carbon supply chains. The goal is to generate $290 million in added income for over one million beneficiaries, thereby making a substantial contribution to poverty reduction, economic resilience, and climate sustainability in commodity-dependent regions.

[17] Assumed all avocado's consumed is from Peru and remaining tons exported to other countries; For the calculation, see appendix 1.

c. INTERNATIONAL DEVELOPMENT COOPERATION

CFC's 30+ years of experience in operations shows that the most effective interventions are often those that respond directly to the unique needs of a specific niche in the commodity sector, identified by the stakeholders themselves. The Integrated Programme for Commodities (IPC), established more than 40 years ago, provided many of those instruments we still use today. Regrettably, we lost track of IPC and its objectives as we brought to a level of financial state where it could hardly meet 4 to 5 per cent of its demand.

One way of bringing back the provisions of IPC to make the Common Fund for Commodities (CFC) and International Commodity Bodies (ICBs) works together with implementation of high-quality projects as it did from 1989 to 2011 in the CFC. During that time, CFC received about 7/8 million USD per year from the donor member states as voluntary contributions which was, sadly, stopped from 2011 in the name of reforming CFC.

This essentially pushed CFC to a state of comatose where it could neither live a life that smallholders expect, not give it up altogether as demand for CFC services has increased to a level that could be termed as overwhelming. With one to two million USD ticket size, CFC remains the only UN affiliated International Financial organization to serve this three billion plus smallholders.

d. INTERNATIONAL TRADE AS AN ENGINE FOR DEVELOPMENT

CFC emphasizes the importance of improving smallholders' presence in international markets, ensuring they benefit not only as producers but also through enhanced participation in the value chain.

A striking example of this challenge is the fact that Africa produces 74% of the world's cocoa beans, yet more than a third of these beans are processed outside of the continent, primarily in Europe[18]. This demonstrates the missed opportunities for value-added processing in producing countries, which could otherwise retain more economic value locally and contribute to economic diversification and job creation. By enabling smallholders to directly access international markets, they can secure fairer prices for their products and reduce reliance on raw material exports, thus contributing to economic diversification.

e. DEBT AND DEBT SUSTAINABILITY

Small and medium-sized enterprises (SMEs), particularly those owned or led by women, face obstacles not just in accessing new credit, but in managing their existing debt obligations sustainably. While large commodity exporters can tap into international financial markets more easily due to high revenues, many SMEs struggle with debt sustainability, making it difficult for them to grow.

Women-owned businesses, which represent 41% of the global agricultural workforce (70% in regions like South Asia and 60% in sub-Saharan Africa)[19], often face greater barriers to finance but also demonstrate

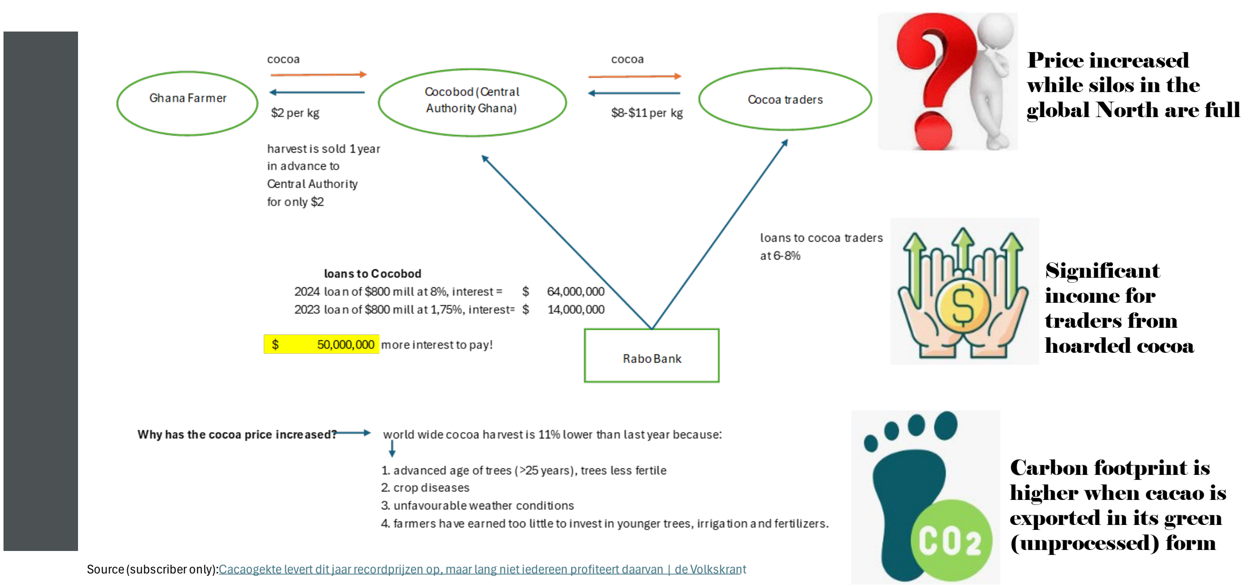
[18] Swiss Platform for Sustainable Cocoa, 2024

[19] FAO. 2011; ILO, 2018

better repayment rates than men, due to more conservative investments and lower moral hazard risks. This makes them ideal candidates for sustainable financing solutions.

One successful example of debt management through sustainable investment is Shalem Investments Ltd. in Kenya, which received a CFC loan to establish a fortified food processing plant. This allowed Shalem to diversify its income streams, providing greater financial stability and helping it manage its debt more sustainably. Between 2017 and 2021, the project expanded from supporting 22,300 farmers to 40,900 farmers, with 72% of the beneficiaries being women.

The irony of what is increasingly called as "hunger profiteering", future markets are robbing the smallholders in the global South even before they sow their seeds for the harvest. Ghana's financial situation was so dire that in November 2023 the West African nation had to borrow money from cocoa traders—their own customers—to pay farmers on time. As you would see from the following graph, although cocoa prices are at a record high, poor Ghana is missing the fun. Now they will have to pay much higher interest rate. Ghana was compelled to swallow a loan of 800 million USD at a record interest rate of 8%. In comparison, the rate was 1.75% the previous year.



f. ADDRESSING SYSTEMIC ISSUES

CFC promotes horizontal and vertical diversification within commodity sectors, enabling countries to reduce their vulnerability to price shocks and strengthen their resilience against global market fluctuations. Through targeted investments and support for sustainable agricultural practices, CFC helps smallholder farmers and SMEs develop alternative sources of income and improve market access, contributing to long-term economic stability.

An example of vertical integration in the commodity sector is Natural Extracts Industries (NEI), a for-profit social enterprise in Tanzania that produces, processes, and exports green vanilla. Since 2011, NEI has created a vertically integrated vanilla supply chain by directly sourcing from 5,000 smallholder farmers. With CFC's support through a USD 500,000 working capital loan, NEI has been able to continue providing direct market access to its farmers despite global price declines in vanilla. NEI's team of agronomists offers training on good agricultural practices throughout the vanilla production cycle, from planting vines to harvesting, ensuring a sustainable and traceable supply chain. To date, NEI has planted over 500,000 vines and uses mobile-based technologies to trace vanilla quality and origin at the farmer level, benefiting over 5,000 farmers through its inclusive sourcing model.

g. SCIENCE, TECHNOLOGY, INNOVATION, AND CAPACITY BUILDING

CFC advocates for increased use of technology and innovation to improve value chain efficiency, sustainability, and transparency, particularly in commodity-dependent countries. One project exemplifying this approach is Enimiro, an organically certified exporter of vanilla, coffee, and dried fruits from Uganda. Founded in 2019, Enimiro has implemented a digital traceability and monitoring software that allows end consumers to track products from farm-to-fork, ensuring compliance with social responsibility standards. By sourcing raw materials directly from over 1,100 smallholder farmers in five regions of Uganda, Enimiro ensures transparency and boosts farmers' incomes.

CFC manages two significant facilities: the Africa Agriculture Trade and Investment Fund (AATIF) Technical Assistance Facility and the Moringa Investment Fund Agroforestry Technical Assistance Facility (ATAF), with projects spanning Latin America and Africa. As of now, 127 AATIF TA projects have been approved across 17 countries in Africa, with a total of €8.3 million pledged to support 38 agribusinesses and financial institutions. Through these efforts, the CFC helps to build capacity at the country level by providing farmers with access to training, supporting research and development, and enabling sustainable commercial initiatives.

Similarly, the ATAF focuses on increasing the resilience of farmers and landscapes in Latin America and Sub-Saharan Africa. With €2 million pledged, 10 investees have received support, and 18 projects have been approved across 10 countries. These initiatives create an enabling environment for agribusinesses, helping to improve sustainability and productivity while strengthening local institutions' capacity to manage resources effectively.

III. Emerging Issues

CFC recognizes the following emerging issues that should be addressed at FfD 4:

1. **European Union Deforestation Regulation (EUDR)**

CFC urges the FfD to prioritize and support initiatives that help smallholder farmers adapt to the European Union's Deforestation Regulation (EUDR). EUDR imposes stringent traceability requirements on commodities imported into the EU, aims to combat deforestation but places significant administrative and compliance burdens on smallholders. This puts smallholders at risk of exclusion from global supply chains, which would exacerbate economic challenges in LDCs and LLDCs, further deepening their vulnerability.

To address these concerns, in January 2024, the CFC partnered with UNCTAD to launch a study exploring the potential impact and unintended consequences of the EUDR. The study will analyze the regulation's market-related, social, and environmental impacts, assess financial risks and opportunities, and evaluate the compliance costs for producers in commodity-dependent countries. Special focus will be given to LDCs and LLDCs, ensuring that the most vulnerable nations receive the necessary support to navigate the complexities of the new regulation. The CFC has supported this initiative with a grant contribution of USD 170,000.

An example of a company already addressing traceability issues is Meridia, a SaaS (Software as a Service) provider operating in Ghana and Côte d'Ivoire financed by the CFC. Meridia works with over 1,100 smallholder farmers and serves 13 global food and beverage companies, including Unilever, Cargill, and Mondelez. With more than 100,000 land parcels mapped, 10,000 farmers receiving legal land documentation, and registered over 50,000 shade trees registered in Ghana, Ivory Coast, and Indonesia. This type of innovation helps smallholder farmers comply with new global regulations.

2. **LLDCs or Absolute Sixteens**

CFC recognizes the unique challenges faced by Landlocked Developing Countries (LLDCs), particularly the Absolute Sixteen[20], which require targeted interventions to enhance their economic resilience. To address these challenges effectively, CFC urges FfD to draft a comprehensive commodity strategy in supporting these countries to address the unique challenges faced by these LLDCs[21]. In drafting a comprehensive commodity strategy, the FfD could focus on enhancing agricultural productivity, improving digital infrastructure, and fostering economic diversification to improve resilience in these countries.

3. **Humanizing Value Chain**

CFC urges the Financing for Development (FfD) process to partner with CFC in promoting and piloting our "Humanizing Value Chain" concept, which leverages blockchain technology and digital tools to connect consumers directly with smallholder farmers. This initiative aims to ensure transparency and fair compensation by shortening the value chain and reducing intermediaries. For example, if consumers contributed just one cent more per cup of coffee, it could generate USD 30 million daily for the world's 25

[20] Sixteen countries, 13 from Africa and 3 from Asia, which are both LDC and LLDC at the same time should be a zone of ultra focus to make their commodities work for them. Graph shows the depth of poverty and other abysmal numbers like use of fertilizers, HDI index etc. CFC would seek UN DESA's support for a strategic framework for making use of their commodities under the provision of African Continental Free Trade Area (AfCFTA) and South Asian Association for Regional Cooperation (SAARC) and ASEAN.

[21] See appendix 2.

million coffee farming households, significantly boosting their incomes and lifting many above the poverty line[22].

By encouraging innovation and the adoption of technology, CFC seeks to empower smallholders to receive a larger share of the value they create. This model would foster a more equitable global commodity system, addressing income disparities and enhancing economic resilience in vulnerable communities.

IV. Data, Monitoring, and Follow-up

CFC recommends that FfD 4 to fund CFC so that a significant research wing could be developed within the CFC so that commodity value chains could be analyzed with real time data collected from CFC's rigorous due diligence regime. CFC would like to build up a reservoir of actionable commodity propositions to be shared with the rest. CFC's endeavor to develop its current practice of side events on "global best practices" into a global competition for the best ideas.

V. Overarching Reflections

With 34 years of experience supporting commodity producers, CFC has demonstrated the critical role that SMEs play in advancing the SDGs. By focusing on value chain development, impact investing, and resilience-building, CFC has developed a proven model for international financing that drives inclusive growth. Over the years, CFC has supported projects with a total cost of USD 1.02 billion, benefiting approximately 446,000 smallholders in 104 countries, including 35 LDCs.

President Clinton's famed phrase, "It's the economy, stupid," can be adapted to highlight the overlooked role of commodities in global inequality: "It's the commodities, stupid." The wealth generated by developing countries natural resources is siphoned off without adequately benefiting the people who live on the land that produces them. Until the world recognizes the immense developmental potential embedded in the commodities, and reimagines the distribution of wealth generated by them, poverty will remain entrenched, hidden in plain sight within the resource-rich soils of the Global South.

It is time to rethink global trade, ensuring that the benefits of South's abundant resources are reinvested into the continent, turning commodities from a source of poverty into a vehicle for prosperity.

Word count: 3996 without annex.

[22] See appendix 3.

APPENDIX

APPENDIX 1. Analysis of Avocado Turnover and VAT in the Netherlands

Avocado Imports in the Netherlands

- Total Imports: 257,000 tonnes
- Peru's Share: 111,000 tonnes (43.2%)
- NL Population: 17.7 million people
- Per Capita Consumption: 2.25 kg per person
    - Estimated Total Consumption:
        - 17.7 million × 2.25 kg = 39.825 million kg or 39,825 tonnes[23]

Total Value of Avocados Sold (Turnover):

- Average Price: €5.5/kg
    - Gross Turnover:
        - 39.825 million kg × €5.5/kg = €291.0375 million

VAT Collected on Avocado Consumption:

- VAT Rate: 9% (included in the price)
    - VAT amount per kg:
        - €5.5 $\times \frac{9}{109}$ = €0.45
    - Total VAT Collected:
        - 39.825 million kg × €0.45 = €18.0857 million

Price excluding VAT:

- Price per kg (Excl. VAT):

    - €5.5 / kg - €0.45 / kg = €5.05 / kg

- Turnover excluding VAT:

    - 39.825 million kg × €5.05 / kg = €200.9518 million

If 2% Returned to Peru:

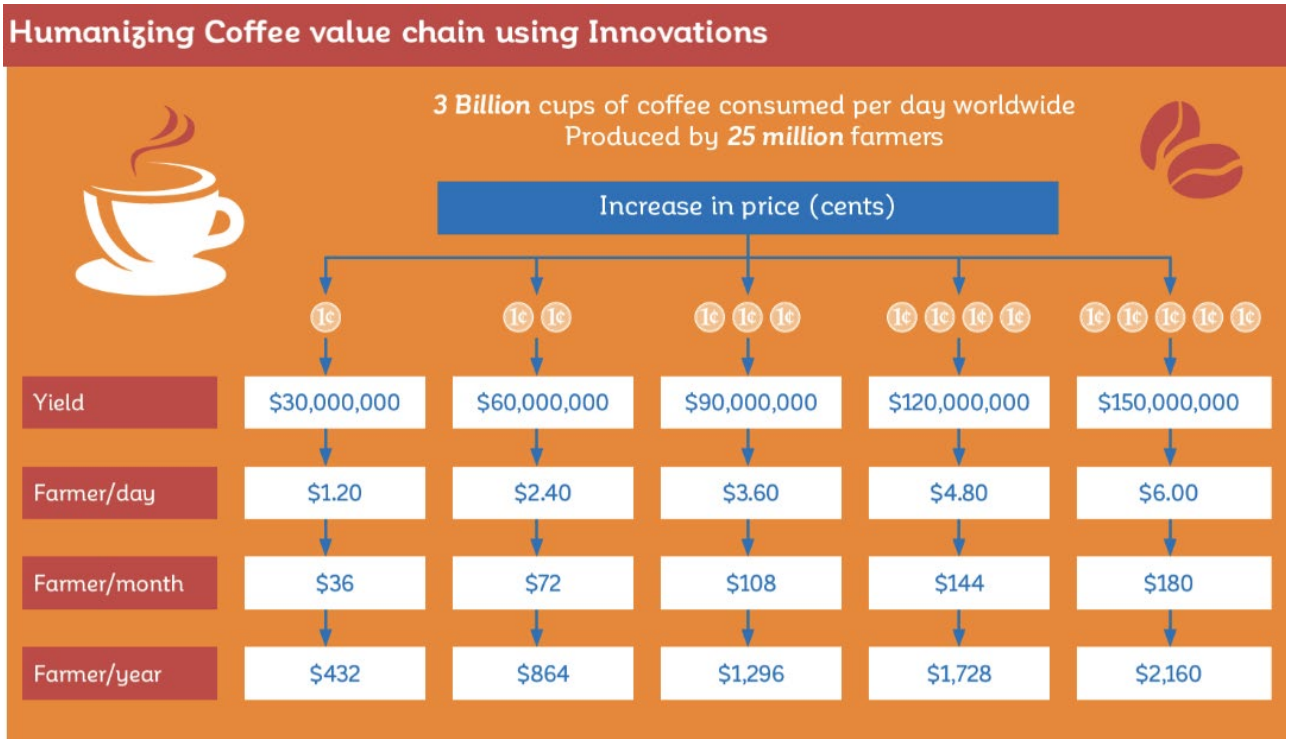
- 2% Return to Peru:
    - €18.0857 million × 2% = €0.361 million
    - €361,713 returned to Peru

[23] Assumed all avocado's consumed is from Peru and remaining tonnes exported to other countries

APPENDIX 2. The Absolute Sixteen

Country	Poverty Rate (latest available)	Human Development Index (HDI) 2022	HDI change from 2021	Life expectancy at birth	Fertilizer use per hectare of cropland, 2021	Digital Adoption Index (2016)
World	8.9% 2023	0.739	+0.004	72 years		
Afghanistan	54% 2016	0.462	-0.011	59.6 years	5.03 kg/ha	0.343
Burkina Faso	41.4% 2018	0.438	-0.007	59.8 years	10.77 kg/ha	0.236
Burundi	64.9% 2013	0.420	+0.001	62 years	14.96 kg/ha	0.261
Central African Republic	68.8% 2021	0.387	0.000	54.5 years	0.23 kg/ha	0.147
Chad	42.3% 2018	0.394	+0.001	53 years	2.23 kg/ha	0.229
Ethiopia	23.5% 2015	0.492	+0.003	65.6 years	36.91 kg/ha	0.269
Lao PDR	18.3% 2018	0.620	+0.005	69 years	46.00 kg/ha	0.260
Lesotho	49.7% 2017	0.521	-0.001	63 years	14.63 kg/ha	0.292
Malawi	50.7% 2019	0.508	-0.001	62.9 years	92.13 kg/ha	0.259
Mali	45.3% 2023	0.410	+0.002	59.4 years	28.12 kg/ha	0.292
Nepal	20.3% 2022	0.601	+0.010	70.5 years	88.92 kg/ha	0.365
Niger	40.8% 2018	0.394	+0.005	62.1 years	0.58 kg/ha	0.160
Rwanda	38.2% 2016	0.548	+0.009	67.1 years	19.97 kg/ha	0.428
South Sudan	82.3% 2016	0.381	0.000	55.6 years	0.02 kg/ha	
Uganda	20.3% 2019	0.550	+0.005	63.6 years	1.85 kg/ha	0.340
Zambia	54.4% 2015	0.569	+0.004	61.8 years	63.25 kg/ha	0.344
Average Absolute Sixteen	**44.70%**	**0.481**	**+0.002**	**61.84 years**	**26.6 kg/ha**	**0.282**

APPENDIX 3. Humanizing Value Chain


Humanizing Coffee value chain using Innovations
3 Billion cups of coffee consumed per day worldwide
Produced by 25 million farmers
Increase in price (cents)
1¢
Yield
$30,000,000
$60,000,000
$90,000,000
$120,000,000
$150,000,000
Farmer/day
$1.20
$2.40
$3.60
$4.80
$6.00
Farmer/month
$36
$72
$108
$144
$180
Farmer/year
$432
$864
$1,296
$1,728
$2,160