



Year 2007

Efico S.a.

***Extract of our Corporate Presentation
Used for each company presentation in 2007***



***You can learn a trade,
but you have to
experience passion***

***UN Global Compact Chapter of
the Corporate Presentation***



Efico S.a.

Trading company with a strong family tradition

Particularities and specificities:

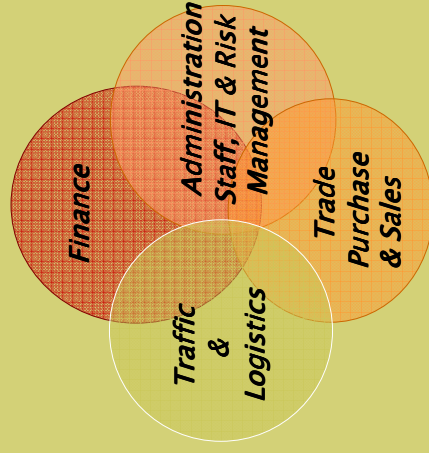
- **History:** 4 generations of expertise, respect for a given word since 1926
- **Nowadays:** both Michel Germanès and Patrick F. Installé manage the company since 1999
- **Philosophy:** endeavours to build stable and long term relationships between coffee roasters, coffee and cocoa producers/exporters and suppliers of services
- **Situation:** Belongs to the European top ten companies in the coffee trading business



Efico nv

Trading company with a strong family tradition

Efico organisation



Team work between
four departments
30 staff members

Management organisation:

Management Board:

Chairman: Professor Herman Daems,

Honorary Chairman: Pierre J. Installé

Members of the board: Emiel J. Aldeweireldt, Martine De Roeck,

Michel Germanès, Patrick F. Installé, Philippe Van gestel

Management Committee:

Finance

Olivier Dandois

General Secretary

Traffic & Logistics

Marc Beernaert

Traffic & Logistic department

Administration & Risk Management

Patrick F. Installé

Managing Director

Trade: Purchase & Sales

Michel Germanès

Managing Director

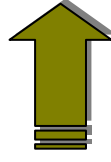
Efico nv

Trading company with a strong family tradition

Activities of our local representative office in:

Addis Abeba, Ethiopia

- presence in Africa
- the cradle of coffee
- tracing coffee in the region
- focused solely on the Ethiopian coffee market
- set up pre-financing needs
- follow up transport arrangements
- standing by if necessary
- general support for local suppliers for example during the audits or certification programs



Reliable contact with the origin and
permanent contact for our traders





Efico S.a.

Profile and added value

Various strategies implemented:

- **Purchase strategy:**
 - maintain purchasing power of physical commodities
 - in partnership with reliable suppliers
- **Sales strategy:**
 - to maintain our-self as a preferred and reliable supplier for more than 350 European customers
- **Quality strategy:**
 - coffee is much more than just a commodity
- **Corporate Social Responsibility**
 - UN Global Compact
 - Efico Foundation
 - Efico Fund

Certificate Cup tasting First place



Represent Belgium At the World Cup of the 18 may 2007





First certificate
Valid from 2003 to 2006



Second certificate
Valid from 2006 to 2009



Efico S.a.

Responsible entrepreneurship

Iso Certification:

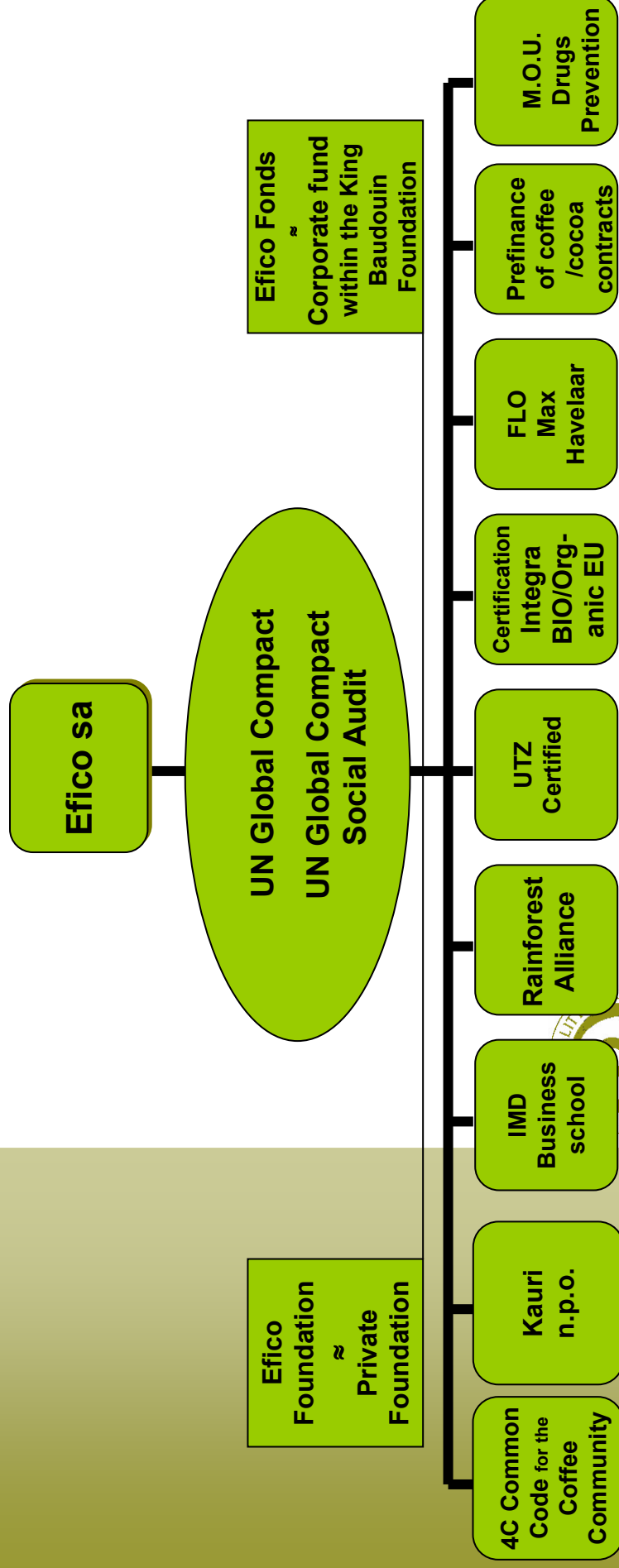
- Since 2003, the quality management system is certified by the Lloyd's Quality Register Iso 9001/2000
Efico is the first coffee trader in Europe and the only one in Belgium to have this certification
- The Iso certification has several implications on :
 - the management procedures
import, export, warehousing and the distribution of green coffee and cocoa
 - the corporate social responsibility of the company
 - subscription in 2003 to the UN Global Compact
 - development of audit procedures
 - the traceability process
guarantee of the supply chain



Efico S.a.

Responsible entrepreneurship

Corporate Citizenship in picture:

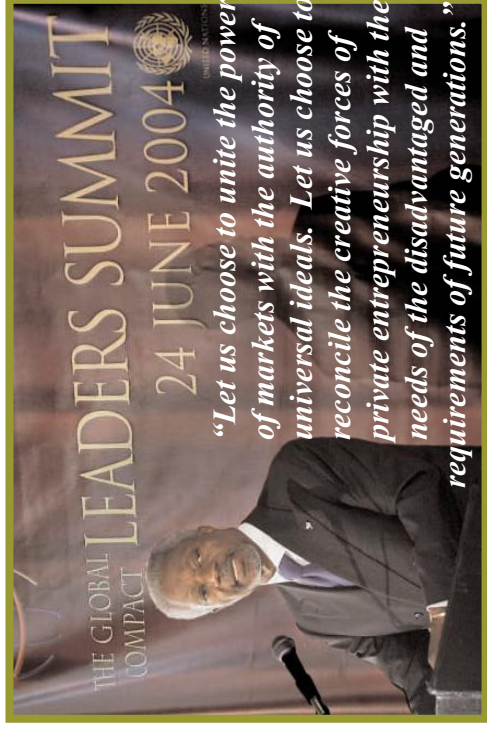


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Responsible entrepreneurship

Statement of Kofi Annan:

“The corporate Citizenship in the world Economy”:



Nieuwe Secretaris-Generaal
van de Verenigde Naties

Statement of Ban Ki-Moon: during the United Nations Global Compact Leaders Summit (5/07/07)



« Through several groundbreaking reports, you have made it abundantly clear that market leadership and sustainability leadership go hand-in-hand. This will help us build the supportive measures needed to create more sustainable markets. And it will ultimately help improve the lives of many people around the world. »

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Responsible entrepreneurship

First coffee trading company subscribing to the UN Global Compact:

basic and elementary rules of conduct regarding human rights, labour conditions, environmental protection and anticorruption

10 Principles (see attachment)

- Universal Declaration of Human Rights
- The International Labour Organisation's Declaration on Fundamental Principles and Rights at Work
- Rio Declaration on Environment and Development
- UN Anticorruption Convention



3.000 participants in 100 countries
25 participants in Belgium



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Responsible entrepreneurship

Corporate social responsibility strategy:

The sustainable development principles are efficiently integrated in the activities of the company

The Secretary-General challenged business leaders to join an international initiative, the Global Compact, that would bring companies together with UN agencies, to support de principles in the areas of human rights, labour, environment and anti-corruption.



A sustainable en more righteous world economy

Various implications:

- *within our organisation*
- *for our suppliers (see audit)*
- *during all our external contacts*
- *cornerstone of or own corporate citizenship model*
- *Efico Foundation, supporting an initiative which requires participation in a « multistakeholder » approach.*



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Responsible entrepreneurship

UN Global Compact Audit:

Exclusive!

- Independent audit
- Own development by Efico S.a.
- In partnership with Mayacert - an independent and recognised monitoring and certification organisation
Mayacert is accredited with regulation ISO 65/EN45011 and its technical standard is equivalent to the European regulation No. 2092/91. Mayacert is supervised by the European control organisation Verein Zur Begutachtung Von Prüfstellen (VBP). In addition, Mayacert has been recognised by the international organic certification organisations BCS-OKO Garantie and Naturland
- Our suppliers are also subject to the audit

2004 - Finca El Platanillo & SU Beneficio - Guatemala
2005 - Finca Candelaria - Costa Rica
2006 - Inaginsa - Honduras
2007 - Hacienda Santa Anita - Costa Rica



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Responsible entrepreneurship

4C
Common Code
for the Coffee
Community



Kauri
n.p.o.



IMD
Business
School



Efico is founding member of the Association and is part of the Technical Committee.

The 4C lays groundwork for mainstream sustainable coffee. The 4c is the product of four years of intense multi-stakeholders dialogue, field work and concept testing with a vast network of interested parties and experts. The 4C is based on a Code of Conduct comprising basic social, environmental and economic practices in coffee production, processing and trading.

A think-tank regrouping members of companies and NGO's, constructing decent economic, social, and cultural relationships between north and south.

“Forum For Corporate Sustainability Management”

CSM is IMD's corporate sustainability initiative.

CSM combines research with direct application and shared learning experience among project members in order to improve the effectiveness of sustainability management in all corporate functions.

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Responsible entrepreneurship

**Rainforest
Alliance**



*A leading American NGO aiming to protect the ecosystems as well as the social conditions of the people who depend on them by transforming land-use and business practices and consumer behaviour
Issues a certificate (independent guarantee).*

**UTZ
Certified**



A worldwide certification program for responsible coffee production and sourcing. Offers assurance of social and environmental quality in the coffee production. Key words of the program are professionalism and traceability.

**Integra
Certification
BIO/Organic
EU**



Integra issues an authorisation to import coffee referring to the biological method of production. Issues a new certificate for each supply (independent guarantee).



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Responsible entrepreneurship

**Max
Havelaar**



Max Havelaar supports disadvantaged small farmers and labourers in the developing countries since 35 years. FLO (Fair Trade Labeling Organisation) is the NGO in charge of the certification.

**Prefinance
of coffee/
cocoa
contracts**

Support tailored to the request of our suppliers, is implemented with our own means and management.

**M.O.U.
Drugs
Prevention**

A unique Antwerp pilot project, this Memorandum Of Understanding settles the partnership between the customs authorities and the coffee trading companies with the purpose of combating Drug and Precursors trafficking. Currently being used by the authorities.



SAI – Sustainable Agriculture Initiative. Efico was member of the coffee working group from may 2001 till September 2007. An initiative created by the food industry to support and develop sustainable agricultural practices, and to communicate them.



Sustainability



Efico Foundation

Particularities:

Concept: the establishment of the Efico Foundation is a logic step in a long tradition of entrepreneurship.

Sustainability: this way our commitment to sustainability receives a permanent & independent structure, based on a strong model.

Philosophy: the ideal vector for developing dynamic public-private partnerships to serve sustainability.

Situation: favors the employment and quality of life of thousands of active people in the sustainable production of coffee or cocoa.



Since its existence, Efico Foundation supports 16 “multistakeholder” projects amounting to **± € 785,500.**

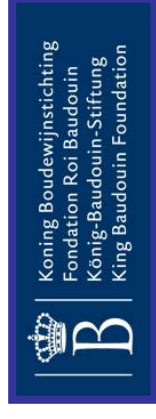
Sustainability

Private Foundation



Efico Foundation

- *Private foundation, established in 2003*
- *For the promotion of sustainable development in coffee & cacao producing countries*
- *Apolitical, philosophically en ideologically neutral*
- *Financial means are generated by*
 - *sales of labelled Efico Foundation coffee*
(minimum € 0.25/kg of green coffee)
 - *Efico s.a. transfers at least € 50.000 annually*
(and supports all the operational costs)
 - *private and/or public donations*



Efico Fund

- *Corporate fund within the King Baudouin Foundation*
- *manages, finances and selects projects on the basis of pre-determined criteria, through an independent jury of experts*
- *100% of financial means goes directly to development projects*



A unique and strong model with 100% guarantee of transparency and 100% of money allocation to projects

Sustainability

Sustainable Goals

Projects, results



Efico Foundation

Projects, results and implementation

Types of projects supporting sustainability in the coffee and cocoa producing countries:

1. Certification programs
 - As well as the opportunities followed by certification
2. Verification program
 - Pilot project: test of a Global sustainability model, the 4C, (Common Code for the Coffee Community) in Colombia
3. Empowerment / development projects
 - Education projects (scholarships) or co-financing of the Spanish translation of "Coffee - An Exporter's Guide"
 - Financial emancipation (micro credits)
4. Projects submitted by NGO's or local associations supporting sustainable production of coffee and cocoa

More information on www.eficofoundation.org





coffee for people, people for coffee

Worldwide presence of the Efico Foundation projects:



Attachment 1

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Responsible entrepreneurship UN Global Compact: 10 principles

Human rights:

Principle 1: Businesses are asked to support and respect the protection of international human rights within their sphere of influence; and **Principle 2:** make sure their own corporations are not complicit in human rights abuses.

Labour Standards:

Principle 3: Business are asked to uphold the freedom of association and the effective recognition of the right to collective bargaining; **Principle 4:** the elimination of all forms of forced and compulsory labour; **Principle 5:** the effective abolition of child labour; and **Principle 6:** the elimination of discrimination in respect of employment and occupation.



Attachment 1
(continued)

Efico S.a.
Responsible entrepreneurship
UN Global Compact: 10 principles

Environment:

Principle 7: Business are asked to support a precautionary approach to environmental challenges;

Principle 8: undertake initiatives to promote greater environmental responsibility; and

Principle 9: encourage the development and diffusion of environmental friendly technologies.

Anti Corruption:

Principle 10: Business should work against corruption in all its forms, including extortion and bribery.



THE GLOBAL
COMPACT