



4 December 2008 • Welcome Speech

Patrick F. Installé • Managing Director

Excellencies, Ambassadors, Members of the diplomatic and consular corps,

Ladies en Gentlemen, Mesdames, Messieurs, Geachte Genodigden,
Dear Friends of our Coffee Community,

Before all, on behalf of all the members of our company, I would once again like to welcome you on **the occasion of EFICO'S 82nd Anniversary.**

Needless to say we all feel very honoured with your presence. We realize that today about **"300 coffee people"** took one day off to share this anniversary with us.

It is a pleasure to welcome so many friends this evening in a quite unusual location for our company's festivity.

Most of you will remember our gatherings which would reunite us about every 5 years within the premises of our old offices and warehouse at the Ijzerlaan, not far from here.

Since our last festivities, now more than 7 years ago, many things have changed.

EFICO moved its offices to a new location within this city and is now physically present on 3 continents (Africa, Europe and Central America) in 6 countries (Belgium, Ethiopia, France, Germany, Guatemala and Switzerland) and encompasses 7 companies and Efico Foundation.

Besides coffee, EFICO is now also trading cocoa beans and products since about 5 years.

Founded in 1926 EFICO today is 82 years old, but even if the traditional values of our company and trade prevail over time. Enthusiasm, creativity and pro active thinking in the fast changing coffee and cocoa trade are more present than ever.

Throughout these 82 years' period the world changed and not at least the coffee production, trade, and industry. Today in a global economy the consolidation of the markets and its principal operators, is continuing in very turbulent economic times.

However we are here to prove one can still operate in this transparent and difficult market in a very professional fashion, while remaining a, what I would call, a "Family structured company". Family inspired for its values, through the more personal approach and the long term view or commitment its shareholders can embrace.

Professionally managed, by the quality of the people it will therefore attract while offering its individuals the possibility to develop themselves professionally and personally.

A strong financial backbone, a thoroughly developed logistics, a passion for physical coffee, an open management structure and the commitment of all our colleagues to a job well done, are making this company quite unique in the European coffee world.

We thoroughly enjoy our role as niche player and we are very much aware that the future will only be assured for those who embrace this philosophy, thus offering service and creating added value to for clients in the roasting industry, but also for our suppliers in the coffee producing countries.

During the last 7 years, since our last gathering, our business environment changed drastically and I will therefore highlight today particular issues that we as a group of companies are working hard on:

- sustainability
- food safety and product traceability
- climate change, waste management and CO₂ related issues.

The biggest change in our trading environment occurred when "sustainability" became a fashionable word.

Sustainability is what today thriving politics, economics and social behaviour is.

I can assure you that sustainability is part of our coffee genes, ever since this company was founded in 1926 long before the "civil and politically correct society" made an issue of it.

The principles of the U.N. Global Compact to which we adhered in 2003, and on which basis suppliers are audited at random are a cornerstone of EFICO's business dealings and policy.

In 4 years time **Efico Foundation** supported and developed 18 multi stakeholder projects with governments, NGO's and development agencies in 8 countries with 10 partners, channelling € 865.000,- to producing countries, contributing actively to **the sustainable development** of coffee and lately also cacao producing families and their environment.

35 coffee roasting companies, retailers with the aid of governmental and institutional donors so far are actively contributing to disseminate a transparent project driven

approach of Efico Foundation towards sustainable development. On behalf of the beneficiaries of these projects I take the opportunity to express their immense gratitude for what could have been achieved in their communities.

Stringent national, European and international food safety and product traceability legislation has substantially changed our business processes and risk management for the green coffee and cocoa beans delivered to the industry.

EFICO is an ISO 9001 certified company for its management processes and is so far the only green coffee and cocoa trader which is ISO 22000 certified for the management of product safety and traceability. This should comfort our partners in the industry and retail sector.

Climate change, waste management and CO₂ related issues are high on the consumer's and political decision makers' agendas around the globe. Our sector is immediately affected by these issues and their challenges.

Coffee growing areas could be ideal reservoirs of CO₂ capitation. They could also be an extra source of revenue for the individual coffee grower who could benefit from monetary incentives generated through the eco services he renders, while growing coffee with a more holistic vision.

We are committed to explore different paths with NGO's, producer organizations and individual producers to develop economically sustainable eco service re-numeration.

Being convinced that "quality" will generate the ultimate consumer demand for a cup of coffee, EFICO understands it to be its duty to deliver such a coffee and service on which the roaster can rely upon to develop and to generate continuous consumer demand.

This qualitative coffee product will not only be determined by price. The future success of a coffee brand will depend on the fulfilment of the consumer's criteria when it reaches its point and moment of purchase.

The challenge for the coffee trade and industry resides in delivering an attractive product in an increasingly individualised and segmented consumer market where "intangible value" gains in importance.

Our investment programme in Zeebrugge for the **construction and development of a dedicated European coffee storage, quality enhancement and distribution facility in a CO₂ neutral environment is a prove of EFICO's commitment** to provide our clients with solutions and answers towards a more demanding consumer and legislator.

To conclude I wish to draw your particular attention to the photographs that are surrounding the venue of this evening.

Art, ladies and gentlemen, in any form will not immediately change the world, but we are convinced that it can at least contribute to a better understanding and appreciation of each other's environment. It can build bridges between cultures that will ultimately generate more respect and better understanding of each other and between us.

Wim Kempenaers is an award winning young Belgian free lance photographer whom we came to know through his work for VOKA – Chamber of commerce and industry - Antwerpen – Waasland.

The quality of his work both in colour and in black and white, the way in which he succeeds in adding an extra dimension to a press photo as well as to a more formal portrait, impresses us.

Wim has a special talent for photographing his subjects in a way that combines profound reality with a thoroughly artistic view.

The pictures surrounding us are a selection of his photography during a one year long journey undertaken on our behalf through producing countries with a very clear artistic liberty. These pictures invite you to share the life and environment of cocoa and coffee producing communities through a selection of countries and regions with which our group of companies and the Efico Foundation are closely related.

The pictures surrounding you form an exhibition which we put at free disposal of any interested party which would be willing or interested to share our tribute to the coffee and cocoa producing communities around the world with whom we share a passion and to whom we are committed to improving the quality of their product and their livelihood.

We bundled a larger selection of "Efico's journey through producing countries" work in two "coffee table formatted" books.

Upon remittance of your badge, marked with a red bullet, to the hostess before returning home later in the evening your personal set will be handed to you. Wim Kempenaers will be delighted to personalise his books with his signature should you wish so.

I would now like to ask Wim Kempenaers with whom we worked hard during the last year and Luc Luwel, director General of Voka – chamber of commerce Antwerpen Waasland, the place where the spark of the project-idea was generated to come forward to symbolically receive the first books of the evening.

Ladies and Gentleman, dear friends I will not take more of your time now and on behalf of all of us at Efico, we wish you a nice and enjoyable evening.

Patrick F. Installé
Managing Director

Certificats of the audit of our coffee suppliers El Salvador in 2008

UN Global Compact Audit • An audit developed by Efico • In partnership with Mayacert • An independent and recognised monitoring and certification organisation

Efico realises at least one UN Global Principles audit a year.

Results of those audits are available for our implicated customers by request.

In 2008, we proceeded to 4 audits; 2 plantations, 1 wet mill and an exporter.

The illustrations hereby are the copies of the certificates.

2 Fincas – Plantations
El Ciprés & Montecarlo



1 Beneficio – wet mill
1 Exporter



Press-Release - 8 May 2008

Launch : SeaBridge Project

Meanwhile further steps are being taken to explore economic incentives for coffee farmers to sell carbon emission rights with their Rainforest Alliance Certified coffees. Efico and the Rainforest Alliance, an international environmental organisation and leader in setting standards for the sustainable management of farms and forests, will develop pilot projects in Guatemala and Colombia to create economic incentives for coffee farmers to keep their forests standing and conserve their valuable resources, for the benefit of the farmers and their communities, the local environment and the climate.

Efico develops "the CO₂-compensated green coffee supply-chain" and invests € 20.300.000,- in the first phase of a new dedicated European green coffee-processing, warehousing and distribution facility in the Belgian port of Zeebrugge.

Emission rights with their Rainforest Alliance Certified coffees and make coffee trading as climate-friendly as possible.

This is an ambitious project to share sustainable added value, focusing on quality improvement and traceability throughout the whole supply-chain of green coffee.

Efico is the forerunner in developing solutions to the legitimate preoccupation of its different stakeholders in coffee producing and consuming countries, while promoting responsible and sustainable business practices.

The Port Authority of Zeebrugge (MBZ) agreed to allow Efico a concession of 10 ha unspoiled and rail-road

Efico considers itself as a service provider to its suppliers in producing countries as well as to its clients active in the coffee roasting industry and cocoa industry mostly located in the European Union.

Efico generated a consolidated annual turnover for fiscal year 2007 of € 100.291.431,-. www.efico.com

Responsible business practices and corporate citizenship are a cornerstone of Efico's company policy and are embodied by the values of the UN Global Compact, which it joined in 2003 as the first coffee trading company www.unglobalcompact.org.

The same year the Efico Foundation was created and in 2005 the Efico Fund within the King Baudouin Foundation to

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Efico aims to operate its head-office and to handle all the green coffee it trades in a CO₂ neutral environment. It will therefore cover the entire roof of its new European coffee-processing, warehousing and distribution centre in Zeebrugge with photovoltaic modules, generating about 900.000 kwh eco-friendly energy per year.

The construction and infrastructure works of this first phase should be terminated during the third quarter of 2009 and are budgeted at € 20.300.000,-.

Later development of the master plan and optimal usage of available land would allow a total of 47.855 m² warehouse space to be constructed, fully covered with photovoltaic modules, and a total warehouse capacity for 968.600 green coffee bags (58.116 MT) or the near equivalent of the total yearly Belgian consumption.

Total on-site investment in building, machinery and photovoltaic infrastructure of the master plan is budgeted at about € 37.605.000,-.

Endeavouring to offset and to compensate carbon emissions/CO₂ generated throughout the coffee-supply chain for the coffees it ships, starting at the port in coffee-exporting countries to the coffee-roasting facility in Europe, Efico will in a second phase generate compensating eco-friendly energy, investing additionally € 15.000.000,- for a minimum of 5 windmills, preferably in the port-zone of Zeebrugge. The 5 windmills will generate about 30.000.000 kwh eco-friendly energy per year, the consumption-equivalent of 6000 families or 25.000 individuals on a yearly basis.

Zeebrugge is a multifaceted port for the handling of a wide range of cargo. From a pure transit port Zeebrugge has evolved into a centre for European distribution. Zeebrugge is there for also easily accessible by road and rail. The port of Zeebrugge offers a guaranteed clean operational environment and plays an important role in several fields, of which the following can be cited:

- Handling, storage and distribution of perishables and other agricultural products
- European hub port for the automotive industry
- Import of Liquefied Natural Gas and energy products
- Intense ro-ro traffic between the Continent, Great Britain, Scandinavia and Southern Europe.

For more information visit: www.zeebruggeport.be/index.asp?taal=6

About the Rainforest Alliance

The Rainforest Alliance is an independent, international nonprofit NGO that works to conserve biodiversity and ensure sustainable livelihoods by transforming land-use practices, business practices and consumer behavior. The Rainforest Alliance pioneered the practice of setting standards and certifying well-managed forests 20 years ago and developed comprehensive principles and standards for sustainable agriculture shortly thereafter. For future information, visit: www.rainforest-alliance.org

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SeaBridge Launch : Press-Release also available on www.efico.com

This year Efico launched an important project for the all coffee community, which strengthen and illustrate the impact of Efico's commitment to sustainability.

This project reinforce partnership with Efico's clients and the coffee producers.

In partnership with Rainforest Alliance and Anacafe, Efico started a pilot-project to provide economic incentives for coffee farmers by selling carbon emission rights, captured in their coffee agro-forestry systems.

This release was send to the most relevant press contacts of Efico and to the clients via the coffee roasters association.

Winner of The Innovation & Design Award:

Efico (Belgium)



Efico has developed the CO₂-compensated green coffee supply chain. The green coffee importer and dealer has a project for a new green coffee, processing, warehousing and distribution depot in the Belgian port of Zeebrugge. It will build five windmills to endeavour to offset the carbon emissions of the transport into Belgium from origin, and then to the roasters' plants. Meanwhile, the roof of its humidity-controlled warehouse and processing plant, which will hold 363,000 bags of coffee, will be covered in photovoltaic modules, to generate 900,000 kwh of eco-friendly energy. This is just the first stage of the development, ending in 2009. With the Rainforest Alliance, Efico will also develop pilot projects in Guatemala and Colombia to create economic incentives for coffee farmers. These will enable growers to maintain their forests and conserve their natural resources.

Information available on:

<http://www.scae.com/about/awards/nominations-2008/>

Press-Cutting . 28 March 2008 ***Gazet van Antwerpen***

ANTWERPEN

Koffiehandelaar ontdekt cocaïne in rugzakken

Rechercheurs van de douane en van de federale politie hebben 110 kilo cocaïne onderschept in een container koffie. De vangst werd vergemakkelijkt door de koffiehandelaar voor wie de lading bestemd was.

De cocaïne kwam met een 20 voetcontainer uit Santa Marta in Colombia. De drugs waren er in rugzakken gestopt en verborgen onder 275 zakken koffie. Maar tijdens het lossen van de container trof de firma Efico de drugs aan. De Antwerpse koffie- en cacaohandelaar Efico voert een sterk ontradingsbeleid naar drugs en verwittigde de douane. Beide partijen ondertekenden hierover drie jaar geleden al een Memorandum of Understanding (MOU). "Efico is trouwens niet het enige bedrijf dat met ons samenwerkt", klinkt het bij de douane. "Koerierbedrijven als DHL en TNT en Bimco, de organisatie van scheepsagenten, ondertekenden ook een MOU."

JVB

Memorandum Of Understanding Drugs Prevention:

A unique Efico's pilot-project:

Memorandum Of Understanding (M.O.U.)
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.

This press-cutting is an illustration of the
impact of the pilot-project
initiated in 2003 by Efico.

This communication demonstrate
the current use of this agreement
between the authorities and the company,
as well as the long-term partnership
commitment of Efico.