



# MANGA

COFFEE CORPORATION

| Market closed on |          | January 11, 2018 |
|------------------|----------|------------------|
| ICE:             | CONTRACT | SETTLE           |
|                  | KCH8     | 122,80           |
|                  | KCK8     | 125,25           |
|                  | KCN8     | 127,60           |
|                  | KCU8     | 130,00           |
|                  | KCZ8     | 133,40           |

| SPREAD: ICE (CTS/LB) |                    |
|----------------------|--------------------|
| -2,45                | March/May          |
| -2,35                | May/July           |
| -2,40                | July/September     |
| -3,40                | September/December |
| -3,35                | December/March     |

| BM&F: | CONTRACT | SETTLE |
|-------|----------|--------|
|       | ICFH8    | 155,10 |
|       | ICFK8    | 152,05 |

| ARBITRAGE: ICE/BM&F (CTS/LB) |             |
|------------------------------|-------------|
| -5,55                        | March/March |
| -10,30                       | May/May     |

| DOL: | CONTRACT                   | SETTLE |
|------|----------------------------|--------|
|      | DOL COM - DOLAR COMMERCIAL | 3,2200 |

### Coffee Market Report

The size of the new coffee crop due to fuel coffee supply for the countries domestic and export markets for the present October 2017 to September 2018 coffee year is not much of an issue for the Indian coffee farmers, who are more concerned over the ability of many farmers to be able to market their new crop coffees with and degree form profit. This new crop and with the Arabica coffee harvest near to completion and the new Robusta coffee harvest in full swing, is coming to the fore against significantly lower reference prices for the international coffee terminal markets as against the same time last year, which will negatively impact upon their new crop prices and income.

This is of course not only an issue for the Indian coffee farmers, but for coffee farmers globally and one must be concerned over longer term global coffee supply, if the prospects for a larger new Brazil coffee crop this year proves to be true and the markets continue within their present price trading range. It must in time have an impact upon individual farmers within many countries, who would be inspired to look to replace coffee trees with alternative and more financially sustainable crops and there are many such options, which are not related to the additional negative influences of speculative and fund dominated futures markets.

There is meanwhile no short-term relief for the global coffee farmers of whom a greater majority in terms of the just completed new crop harvest in Vietnam and the prevailing new crop harvests in India, Mexico, Central America and Colombia, as so far, the Brazil weather reports continue to point towards rising coffee supply for the second half of the year. A factor that presently dominates the speculative and fund sentiment within the terminal markets and likewise, new crop coffee prices. While with the unit prices for coffee lower for most farmers at present and with costs to be recovered, it makes it that much more difficult for producers to finance stocks and to show a degree of price resistance towards the market.

This dismal situation for coffee farmers at present is of course except for such farmers who have the advantage of multi cropping farms and can thus hold back coffee stocks, on the back of their alternative crop sales and profits.

Which is the case for many farmers within Vietnam, India and Brazil, who do have sufficient land and the commercial skills, to have long since taken the insurance of multi cropping their farms and are able to ride the bad years for coffee and look to the future, to take advantage of the boom years that shall surely in terms of supply and demand, come to the fore.

The Certified washed Arabica coffee stocks held against the New York exchange were seen to increase by 1,450 bags yesterday; to register these stocks at 1,998,544 bags. There was meanwhile a larger in number 6,868 bags decline to the number of bags pending grading for this exchange; to register these pending grading stocks at 27,211 bags.

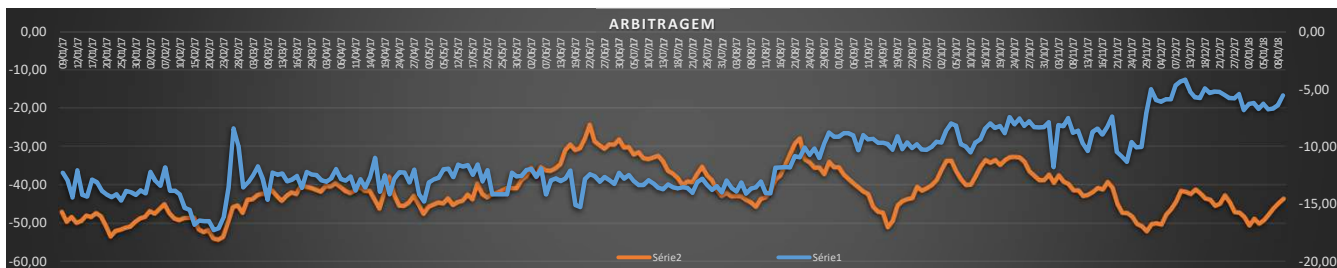
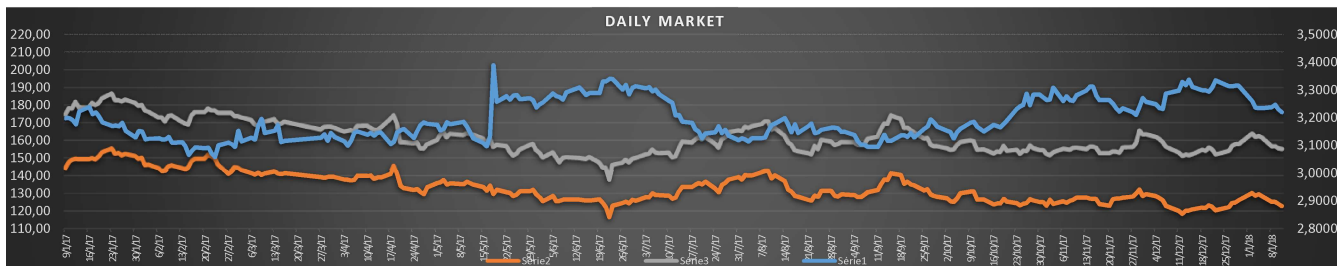
Source: iandmsmith.com

| MARKET | PRICE IDEAS FROM BUYERS                    |            |
|--------|--|------------|
|        | PADRÃO 0 - CEREJA                          | R\$ 490,00 |
|        | PADRÃO 1A - FC CERRADO                     | R\$ 470,00 |
|        | PADRÃO 1B - FC SOUTH OF MINAS              | R\$ 460,00 |
|        | PADRÃO 2 - GOOD CUP DURO                   | R\$ 440,00 |
|        | PADRÃO 3 - GOOD CUP 2 RIADAS               | R\$ 430,00 |
|        | PADRÃO 4 - DURO RIADO RIO (7/2/1)          | R\$ 425,00 |
|        | PADRÃO 5 - RIO                             | R\$ 410,00 |
|        | PADRÃO 6A - CONSUMO 600 DEF DURO           | R\$ 415,00 |
|        | PADRÃO 6B - CONSUMO 600 DEF DURO RIADO RIO | R\$ 395,00 |

Note: Standard qualities considering 25% of screen 17/18 and 20% of leakage (maximum of 0,5% of impurity), except quality 6A and 6B.

| FOB:       | QUALITY - CONSIDERING THE STRING  | JANUARY/JULY |
|------------|-----------------------------------|--------------|
| NET SELLER | NY 2/3 17/18 FC CERRADO           | 13           |
|            | NY 2/3 15/16 FC CERRADO           | 10           |
|            | NY 2/3 14/16 FC CERRADO           | 7            |
|            | NY 2/3 17/18 FC SOUTH OF MINAS    | 10           |
|            | NY 2/3 14/16 FC SOUTH OF MINAS    | 4            |
|            | NY 2/3 17/18 GOOD CUP             | 4            |
|            | NY 3/4 14/16 GOOD CUP             | -2           |
|            | NY 2/3 17/18 GOOD CUP 2 RIOY CUPS | 2            |
|            | NY 3/4 14/16 GOOD CUP 2 RIOY CUPS | -4           |
|            | NY 5/6 13UP 300 DEF COB GRINDERS  | -3           |
|            | NY 5/6 12UP 350 DEF COB GRINDERS  | -7           |
|            | NY 3 17/18 RM (US\$ / 50 KGS)     | 132          |
|            | NY 4 15/16 RM (US\$ / 50 KGS)     | 129          |
|            | NY 4 14/16 RM (US\$ / 50 KGS)     | 125          |

Obs: Fob ideas (Simple exercise).



| COLABORADORES                 | ASSUNTOS                          | SKYPE                       | TELEFONE FIXO                     | CEL. / WHATSAPP    | CEL. ADICIONAL     |
|-------------------------------|-----------------------------------|-----------------------------|-----------------------------------|--------------------|--------------------|
| ALBERT MIRANDA PAIVA          | COMERCIAL                         | -                           | +55 35 3015 5500/+55 35 3214 4379 | +55 35 9 8722 3861 | -                  |
| CRISTIANE DAMASCENO           | ADMINISTRATIVO                    | mcc.fiscal                  | +55 35 3015 5500/+55 35 3214 4379 | +55 35 9 8810 5347 | -                  |
| ERICKSEN SOUZA                | TRAFFIC/QUALIDADE                 | ericksen_wcs@hotmail.com    | +55 35 3015 5500/+55 35 3214 4379 | +55 35 9 9199 4980 | -                  |
| JOSÉ ANTONIO DOS SANTOS MANGA | DIRETOR/QUALIDADE/COMERCIAL       | mangajpao                   | +55 35 3015 5500/+55 35 3214 4379 | +55 35 9 8433 3280 | +55 35 9 8879 9169 |
| KELLY APARECIDA FERREIRA      | CERTIFICAÇÕES                     | kelly-ferreira1             | +55 35 3015 5500/+55 35 3214 4379 | +55 35 9 8817 3837 | -                  |
| LEONARDO SOARES               | DIRETOR/ADMINISTRATIVO/FINANCEIRO | iss_82                      | +55 35 3015 5500/+55 35 3214 4379 | +55 35 9 8893 9033 | +55 35 9 8722 3328 |
| LILIAN G. TRIGOLO             | TORRADO E MOIDO/PROJETOS          | lilianmunizguimaraes.mg     | +55 35 3015 5500/+55 35 3214 4379 | +55 35 9 9922 0775 | -                  |
| MARCOS EDUARDO CLAUDINO       | COMERCIAL                         | marcos.claudino_mangacoffee | +55 35 3015 5500/+55 35 3214 4379 | +55 35 9 8898 8100 | +55 35 9 8879 9171 |
| PATRICIA TOMAZ DE ASSIS       | ASSISTENTE ADM/FINANCEIRO         | mcc_adrielle                | +55 35 3015 5500/+55 35 3214 4379 | +55 35 9 9237 6798 | +55 35 9 9813 7640 |
| RODRIGO BARBALAT              | COMERCIAL/TRADING                 | barbalat                    | +55 35 3015 5500/+55 35 3214 4379 | +55 11 9 5060 7799 | +55 35 9 8879 8581 |
| SANDRA GOMES                  | CLASSIFICAÇÃO                     | sandra.gomes.mangacoffee    | +55 35 3015 5500/+55 35 3214 4379 | +55 35 9 8834 5601 | +55 35 9 8705 7164 |
| WALLAFE VITOR TAVARES         | CLASSIFICAÇÃO/EMBARCADOR          | wallafe.vit@live.com        | +55 35 3015 5500/+55 35 3214 4379 | +55 35 9 8722 3328 | +55 35 9 9215 0026 |