

# NOMAD COFFEE TRANSPARENCY REPORT 2021

| Origin               | Quantity | Producer                     | Price | Notes                  | Price   |
|----------------------|----------|------------------------------|-------|------------------------|---------|
| Aquiaries            | 6900     | Juan Felipe Restrepo         | 84,5  | Since 2017, every year | \$2,95  |
| Aquiaries            | 75       |                              | 84,5  | Costa Rica             | \$3,50  |
| Vinhal Cafés         | 60       |                              | 87    | First time             | \$6,50  |
| Artesanais           | 45       | Omar Arango                  | 87,5  | First time             | \$7,50  |
| Quinta dos Quimaraes | 60       |                              | 86    | First time             | \$4,00  |
| Hacienda La Florida  | 600      | Diego Samuel Bermúdez        | 88,5  | Since 2020, every year | \$2,95  |
| Florida              | 15       | Juan Carlos Velez            | 87    |                        | \$11,00 |
| Chambakú             | 15       | Albeiro de Jesús Ramírez     | 86,5  | Ecuador                | \$3,60  |
|                      | 7000     | Oscar Restrepo               | 88,5  |                        | \$3,68  |
|                      | 700      | Elías & Shady Bayter         | 87    |                        | \$8,72  |
|                      | 700      |                              | 88    |                        | \$8,72  |
|                      | 700      | Small producers              | 88,5  | Since 2019, every year | \$10,22 |
| San Luis             | 700      | Felino Sánchez Bustamante    | 83    | Since 2018, every year | \$2,45  |
|                      | 140      | Faustino y Sara              | 84,5  | Every year             | \$3,30  |
|                      | 560      | Cooperativa JUMARP           | 87    | First time             | \$2,00  |
| El Paraiso           | 385      | Cecilia Wanjiku              | 87,75 | First time             | \$2,10  |
| Montes de Tamá       | 72       |                              | 87,5  |                        | \$2,10  |
|                      | 280      |                              | 87,5  |                        | \$3,50  |
|                      | 24       | Importer / The Coffee Forest | 89    | First time             | \$3,50  |
|                      | 24       | Small producers              | 88,5  | First time             | \$8,95  |
|                      | 24       | Importer / Makicuna          | 88,5  | First time             | \$7,71  |
| El Vergel            | 24       |                              | 88    | First time             | \$3,63  |
| Gahahe               |          | Importer / OPCE              | 88    | Since 2019, every year | \$15,88 |
| Mancaraco            | 552      |                              | 89    | First time             | \$12,70 |
| La Mandarina         | 6900     |                              | 88    | Since 2019, every year | \$19,05 |
| Gracias a Dios       | 660      |                              | 88    | Burundi                | \$3,00  |
| F                    | 840      | Pola                         | 87,5  | Peru                   | \$2,80  |
|                      | 60       |                              | 86,5  | First time             | \$2,80  |
|                      |          | Small producers              | 86,5  | First time             | \$3,28  |
| Bombe                |          | Importer / The Coffee Forest | 86    | First time             | \$2,45  |
| Genji Challa         |          | Exporter / Alex Araujo       | 84    | Kenya                  | \$2,45  |
| Egata Beshu          |          | Exporter / Alex Araujo       | 88    | 2019                   | \$4,44  |
|                      |          |                              | 87    | First time             | \$3,99  |
|                      |          | Small producers              | 87    | First time             | \$3,04  |
|                      |          | Importer / The Coffee Forest | 88    | First time             | \$3,99  |
|                      |          | Exporter / Alex Araujo       | 88    | 2019 & 2021            | \$3,53  |
|                      |          | Exporter / Alex Araujo       | 87    |                        | \$3,85  |
|                      |          |                              | 87    |                        | \$3,20  |

The goal of NOMAD COFFEE is to promote transparency in the world of specialty coffee. This is the second year that we have done this report and the first year where all the FOB prices for all coffees we have purchased in 2021 are transparent.

This year, we have added two new sections, “People” and “Finances”, in which we share interesting facts about NOMAD as a team and as a company.

**The report has raised some questions that have made us question ourselves, and we are very happy about that. We know we still have a lot of work to do but we celebrate the achievements we have made by making this an annual practice within NOMAD.**



# PEOPLE



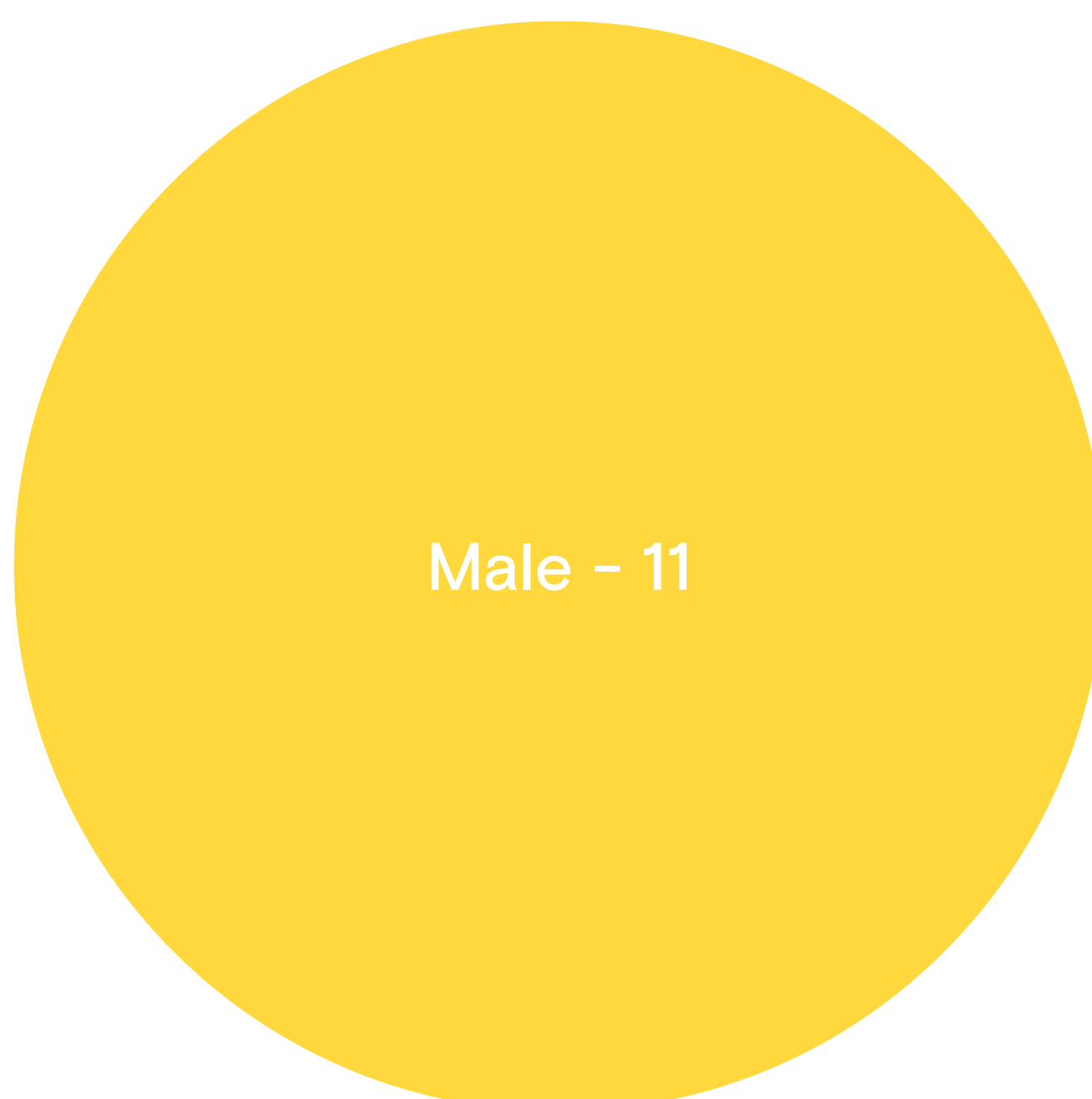
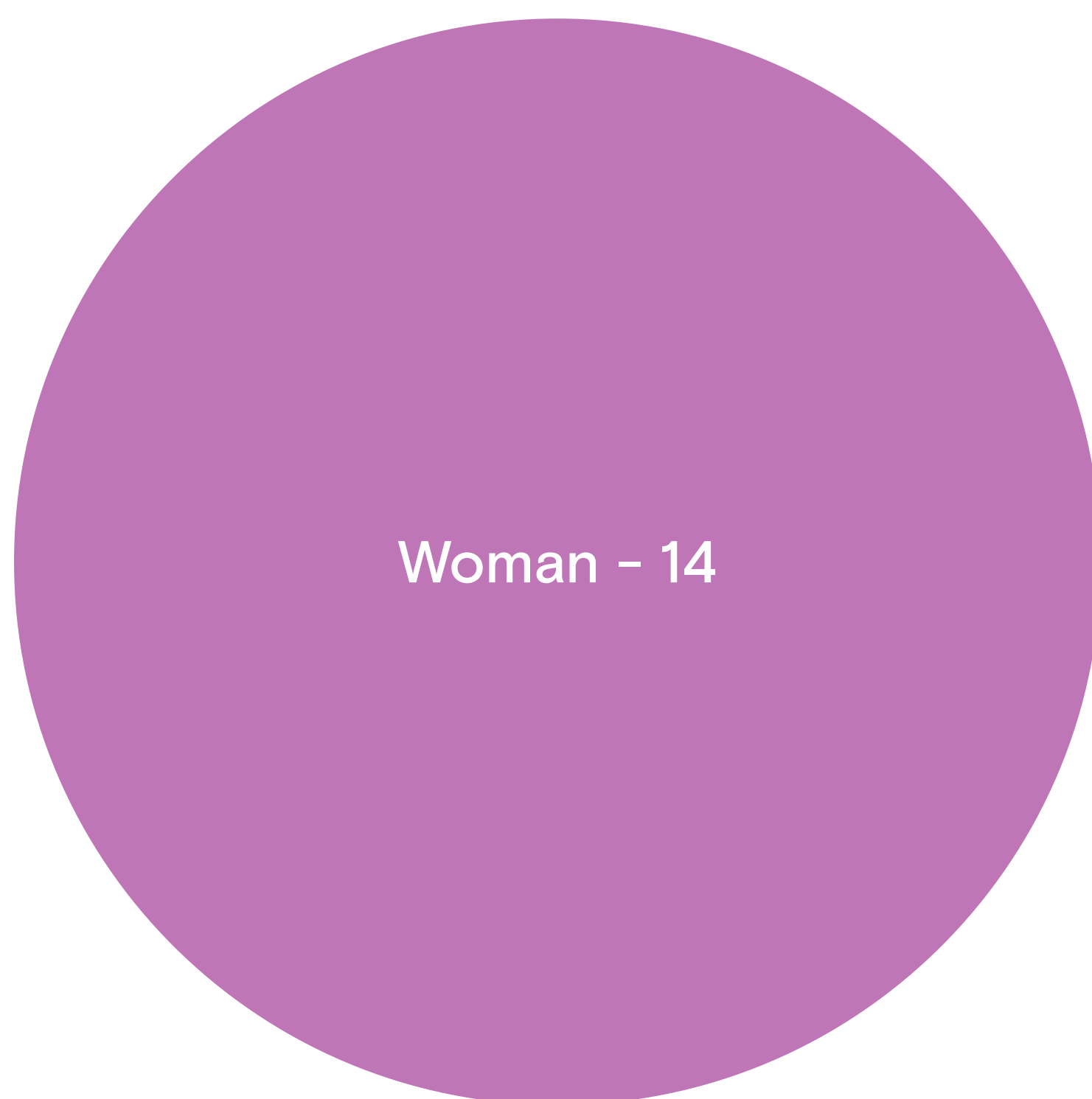


## People

**Who works at NOMAD? From the size of the workforce to the diversity of age, gender, and roles in the team. Being transparent about who makes up our team helps us move forward and improve diversity, equity and inclusion within our company.**

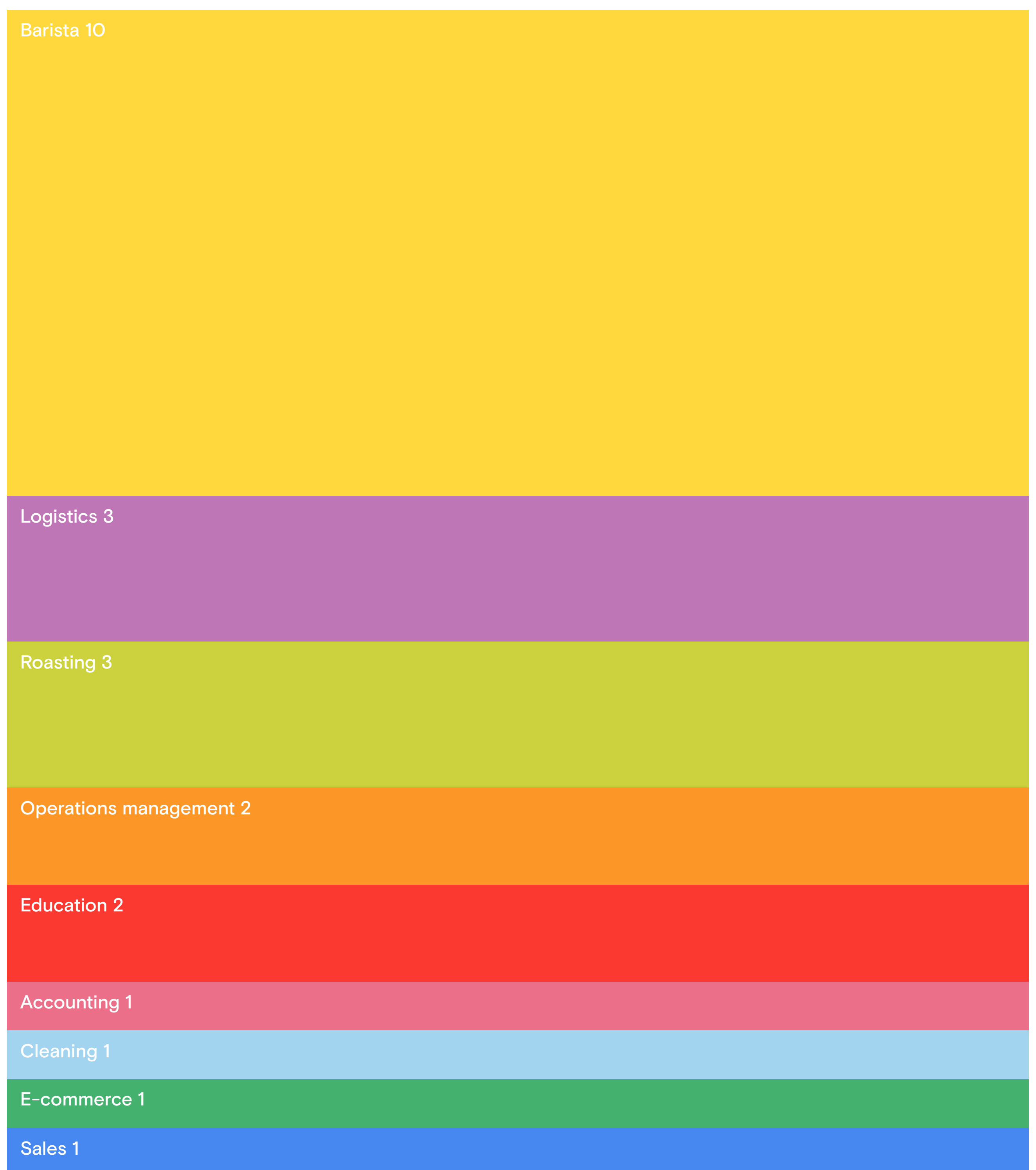
## Worker demographics

Age 18 - 45



# Role of Staff

24 Workers





# FINANCES

NOMAD

NOMAD

NOMAD

Some juicy sweeties, acidic fruitiness and clean round chocolate coffee in here. Season after season we source the freshest coffees and roast it to what we think is its best. From farmers and pickers to our own hands and now yours to your customers, such a way to end this journey. Brew responsibly. Drink well.

ONA  
PINB11

NOMADCOFFEES

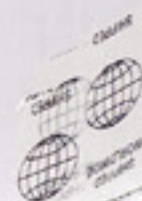


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CELSA

NOMADCOFFEES



NOMAD

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STED-IN-BAR  
MA ROAST

NOMADCOFFEES





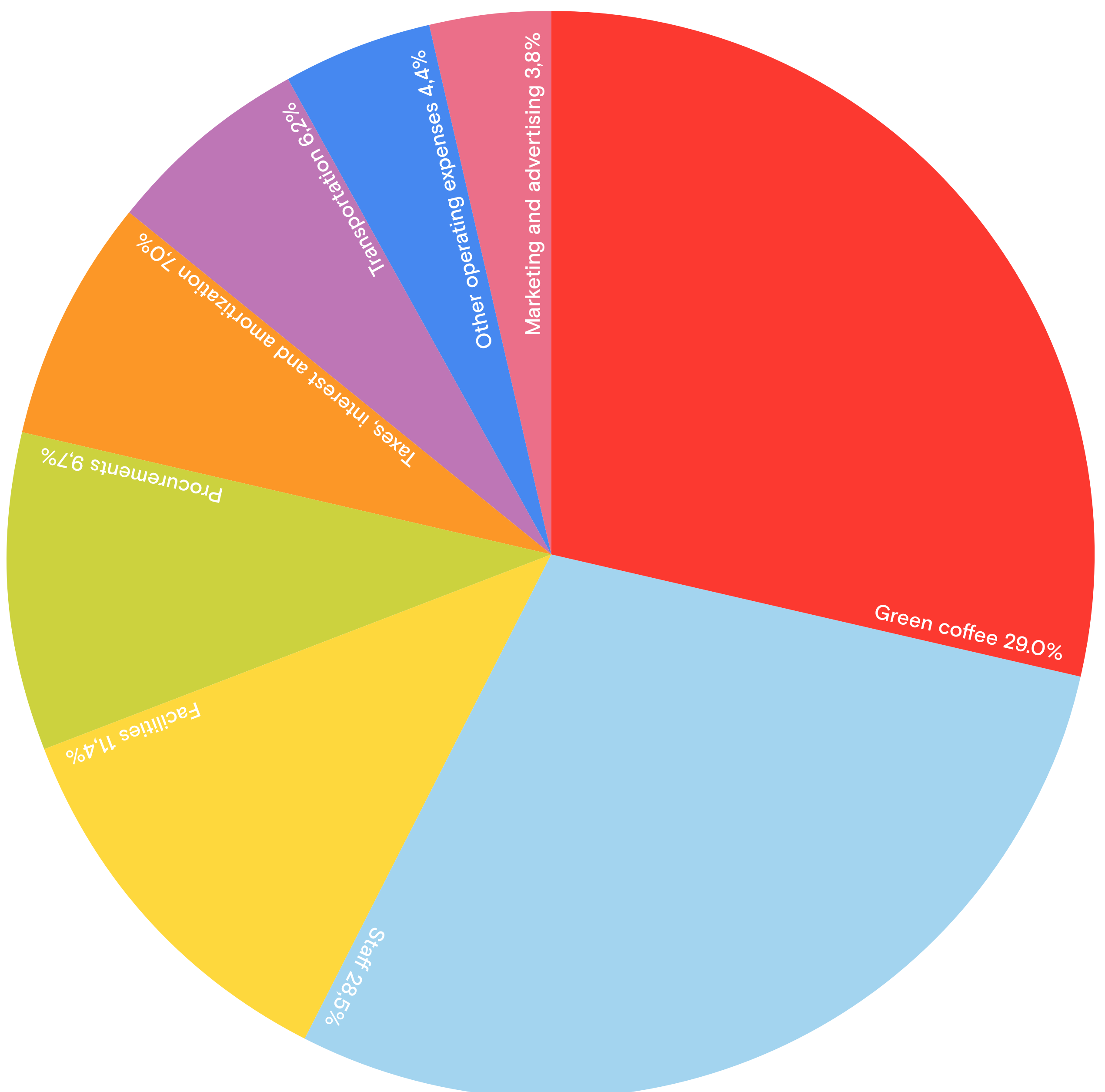
## Finances

**Where does NOMAD's budget go?**

**In this section you can see the percentage of expenditure that represents, for example, green coffee or staff in our company.**



# Expenditure Structure 2021





# COFFEE





## Coffee

In this section you will find:

A summary of all coffee lots we've acquired in 2021.

A comparison of FOB prices paid to NOMAD in 2020 and 2021 and the average payment price published in "The Specialty Coffee Transaction Guide".

We have included a complete table of information on the coffees purchased in 2021 at the end of this report. You will also find the glossary of terms necessary to understand the table.

**Total countries**

11

**Total lots**

43

**Percentage of transparent  
lots in relation to the total  
volume of coffee**

100%

**Total kg**

40667

**Average cup score**

86,80



The “Specialty Coffee Transaction Guide” (SCTG) is a project in which data has been compiled from more than 100 companies that buy coffee and have published their contracts in order to carry out a study on market prices outside of the C-Market system. Here is a link to the [post we wrote about the C-Market.](#)

With the help of this guide, we can find the average price paid for specialty coffee. At NOMAD we look at this market reference to know if we are paying a fair price to coffee producers. In the comparison, you can see the prices that NOMAD paid in 2020, in 2021 and the average payment of the “SCTG” guide differentiated by quality range.

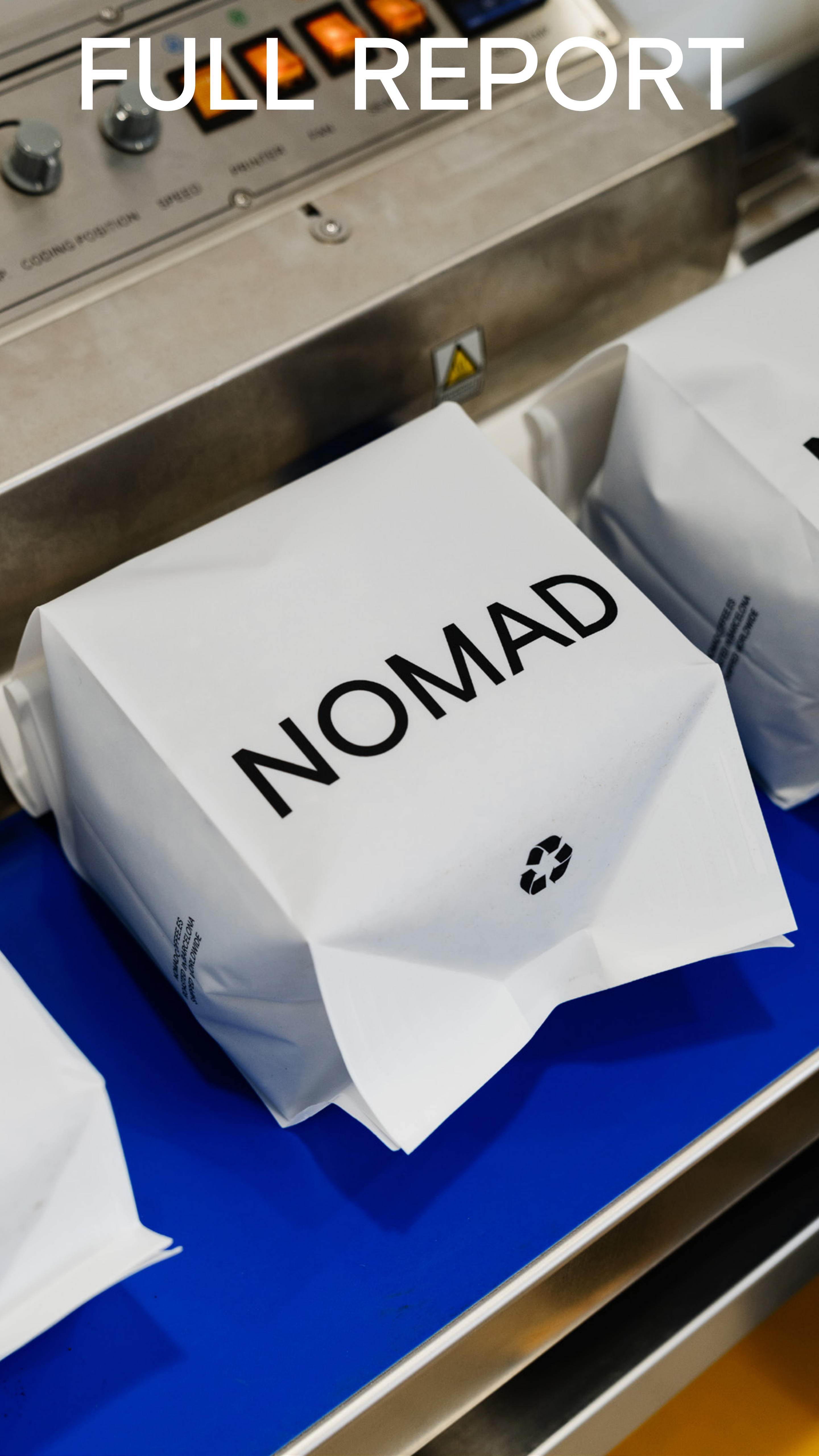
## Comparative Between Nomad FOB Prices in 2020 & 2021 & The Average Price (Median) In The Specialty Coffee Market Between 2018 And 2021 (SCTG)

|                               | NOMAD (2020)* | Specialty Coffee Transaction Guide (2018 - 2021) | NOMAD (2021) |
|-------------------------------|---------------|--|--------------|
| Average \$/lb from 82 to 83,9 | \$1,57        | \$1,90   | \$2,05       |
| Average \$/lb from 84 to 84,9 | \$3,13        | \$2,35   | \$2,45       |
| Average \$/lb from 85 to 85,9 | \$2,50        | \$2,81   | \$3,02       |
| Average \$/lb from 86 to 87,9 | \$3,22        | \$3,50   | \$3,65       |
| Average \$/lb 88+             | \$6,82        | \$5,30   | \$9,65       |

\*Keep in mind that in 2020 we didn't have all the FOB prices. So this average is not 100% real.



# FULL REPORT



**NOMAD**



NOMAD'S PAPER IS  
MADE FROM RECYCLED  
PAPER WORLDWIDE

NOMAD'S PAPER IS  
MADE FROM RECYCLED  
PAPER WORLDWIDE

CODING POSITION

SPEED

HEATER

ON









## Farm / Co-Operative / Washing Station

The coffee can come from different hands from the time it is picked until it reaches us:

- **Farms:** It can be from a farm at the origin where the owners of that farm are responsible for collecting, processing and selling their coffee to an exporter or directly to a roaster. The coffee producer is large enough and has sufficient means to carry out the entire process. It is a common practice in Central and South American countries.
- **Co-Operative:** Coffee can come from a cooperative, where small farmers come together to create a lot large enough to pay off export costs. This cooperative is responsible for processing and exporting its coffee. This form is very common in Central and South American countries.
- **Washing Station:** It can come from a washing station where small producers bring their coffee cherry and the washing station is in charge of processing and exporting it. This is the most common way of operating in African countries.

## Name

Here you will be able to know the name of the farm, the name of the cooperative lot or the name of the washing station.

## Producer

Here you will be able to know the name of the producer, the cooperative or if it is a washing station that is a group of several producers.

## Type Of Purchase

There are different ways in which we can buy a coffee:

- **Direct trade:** We negotiate the price and pay the producer directly. Nomad works as an importer and the producer works as an exporter. There are no middlemen.
- **Exporter:** We buy the coffee from an exporter at the origin. We negotiate and pay the price to the exporter who is in charge of carrying out the appropriate operations to take the coffee to Europe. This means that we usually deal with the producer but we use the exporter to be able to receive the coffee in Barcelona.



- **Importer:** We buy the coffee from an importer who is in charge of choosing and bringing the coffees to Europe. The price is normally not negotiable and is set by the importer. The payment of the coffee is to the importer. This does not mean that we do not know and do not have contact with the coffee producer of the lot.

Thanks to the world of specialty coffee, transparency is taking on a very important role. This means that both exporters and importers share with us the FOB price, which is the most common price to talk about the purchase/sale of coffee for export/import.

## Variety / Process

**Within the Arabica species, there are dozens of sub-varieties of coffee. Here we communicate what variety is each batch. In some cases, it is a mix of different varieties.**

At NOMAD we do not make blends from different origins or batches, but we do buy batches that can be blends of different varieties since the coffee producer may not have enough coffee from a single variety to make an exportable batch.

**We also mention the coffee process. If it is washed, honey or natural or if it also carries some anaerobic fermentation.**



## Cup Score

Here we mention the score that we have given it internally. The score is established by Brazilian tasting where we evaluate fragrance, aroma, flavour, aftertaste, acidity, body and balance. The score is in a range of 0 to 100 points between all these factors and to be considered a specialty coffee it must be above 80 points.

## \$/LB FOB

FOB stands for “Free On Board”, the price of a coffee placed in the container at the origin. This means that it includes the price paid to the producer (including transport and threshing costs at origin), as well as the commission that the exporter charges the importers who take control of the coffee when it is loaded onto the ship at the port of origin. It does not cover shipping, insurance or transportation costs, customs and ground freight incurred upon arrival at the port of destination.

It is not the price paid to the producer, but it is a great indicator of the cost of the coffee at origin.

**THANK YOU!**

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