

NOMAD COFFEE TRANSPARENCY REPORT 2022



After a long time of work, we are glad to share with you our 2022 Transparency Report.

This is our third year publishing it and the second one in which we have 100 % of FOB prices for all the coffee we have bought so that we can show you the prices NOMAD pays for every coffee we have had on the menu.

This year we have included the “farmgate” price (the price producers REALLY earn for their coffee) for as many of our coffees as it is possible. It is difficult information to obtain, but it is one of the challenges and goals we are working on to get 100 % transparency.

In 2022 we have started to apply for the B Corp certification, a big challenge that will make us ask ourselves a lot of questions and improve in many areas of the company, such as sustainability, environmental and social impact inside and outside of NOMAD.

If you have any questions or suggestions, do not hesitate to contact info@nomadcoffee.es

Thank you for trusting NOMAD.

ACHIEVEMENTS AND GOALS



→ Achievement 2022: The pledge.

An important achievement for NOMAD is the entry into this “common code for transparency reporting in green coffee buying”. It was our first step to becoming more transparent. It made us question the way we buy green coffee and who we buy it from. Thanks to this movement, more members of the specialty coffee chain are being more transparent about how much they pay producers.

→ Achievement 2022: Specialty coffee transaction guide.

We are data donors in this transparency guide which shows reference prices on the market outside the aggressive and unstable price of the C-market (coffee stock market price).

Comparing prices of specialty coffee and prices from this market does not make much sense because our price is always higher. We believe that it is necessary to compare the prices paid in the specialty coffee market only. You can check the comparison in the full report.

→ Goal 2023: from FOB to Farmgate prices. One of our ongoing projects is that in addition to making the FOB price transparent (the price we pay for coffee including export costs), we want to show you the “farmgate” price.

The “farmgate” is the price that the producer receives within the FOB price. This data is more difficult to obtain, but thanks to the new wave of exporters and importers, with more sustainable and transparent thinking, we are beginning to be able to achieve it.

PEOPLE

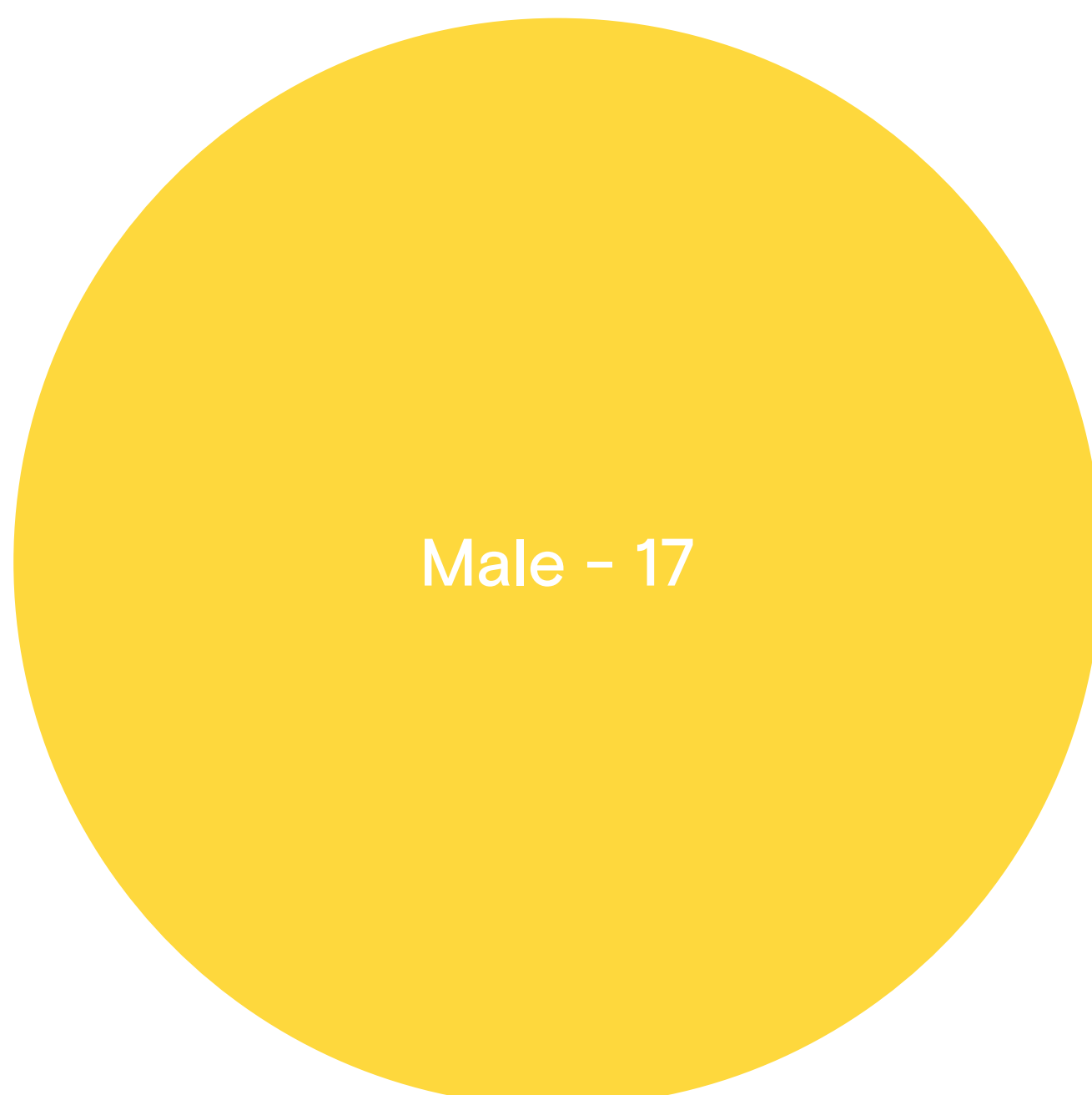
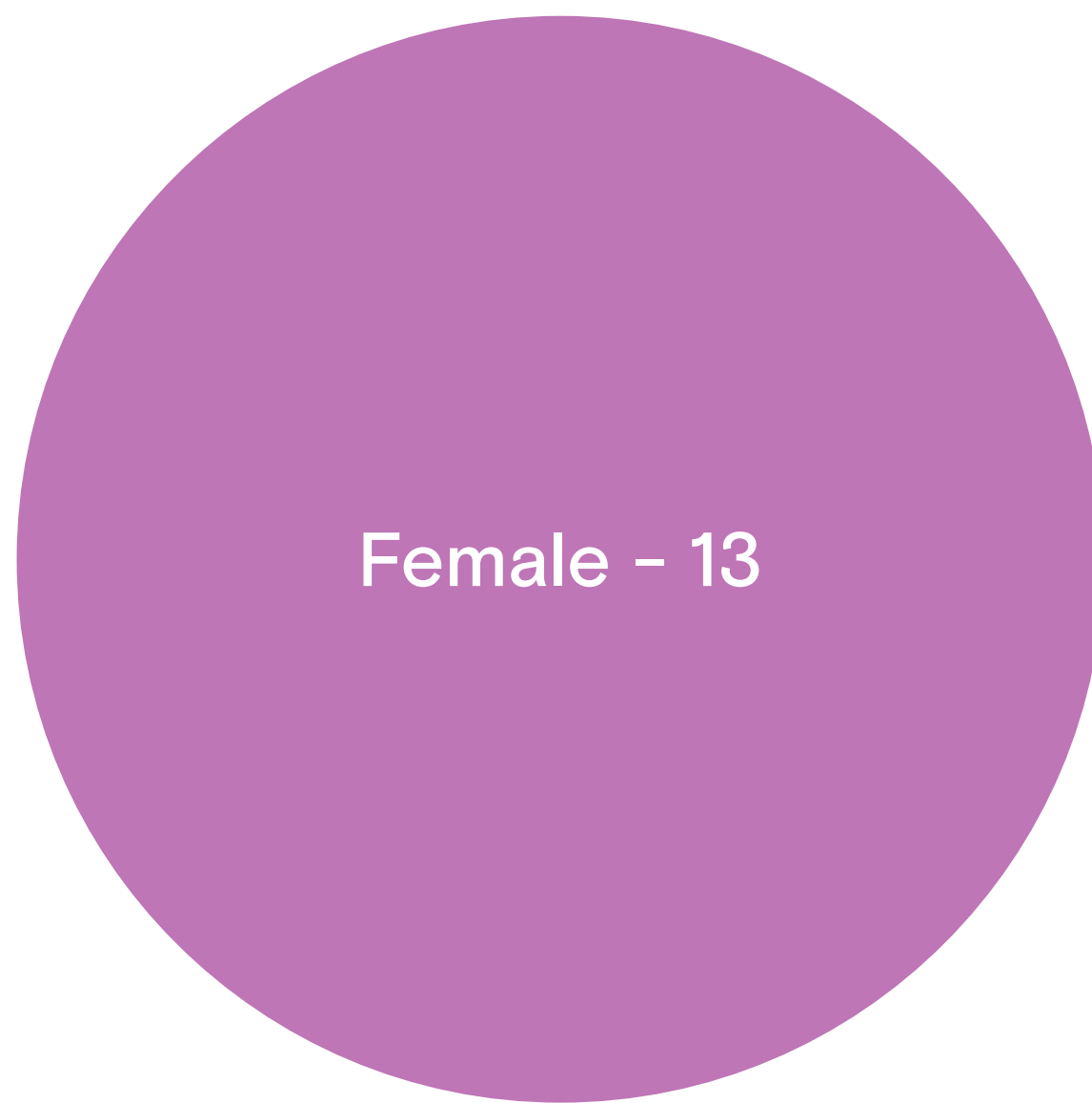


People

Who works at NOMAD? In this section, we will introduce you from the workforce's size to the team's diversity and functions.

Worker demographics

Age 20 - 48



Role of Staff

31 Workers



FINANCES



Finances

Where does NOMAD's budget go? Here you can see what percentage of our budget is spent on, for example, green coffee or staff.

Expenditure Structure 2022



COFFEE



Total countries
13

Total lots
65

**Percentage of transparent
lots in relation to the total
volume of coffee**
100%

Total kg
62176

Average cup score
87

Percentage of purchase by origin

COUNTRY	TOTAL LOTS	TOTAL KG	% OF TOTAL
BRAZIL	6	5160	8,30
BURUNDI	4	3660	5,89
CHINA	1	900	1,45
COLOMBIA	21	15927	25,62
COSTA RICA	8	6060	9,75
ECUADOR	3	96	0,15
EL SALVADOR	3	11040	17,76
ETHIOPIA	3	3660	5,89
GUATEMALA	4	4984	8,02
KENYA	4	2670	4,29
MYANMAR	1	900	1,45
PERU	2	3519	5,66
RWANDA	4	3600	5,79

Summary

This summary, where you can see the amount of coffee we buy and the average quality score in 2020, 2021 and 2022, is very important for NOMAD.

It tells us that even though we have increased production by almost 53 % compared to 2021, we have also increased the quality of our coffees.

YEAR	TOTAL COUNTRIES	TOTAL LOTS	% OF TRANSPARENT COFFEES IN RELATION TOTOTAL VOLUME OF COFFEE	TOTAL KG	AVERAGE CUP SCORE
2022	13	65	100%	62176	87
2021	11	43	100%	40667	86,8
2020	13	32	84,38%	30944	86,6

This confirms that our values, including quality, have been respected. It was not easy to keep quality in such difficult years for producing countries (climate change, fertilizer prices, etc.) and because of logistical problems (delays and saturation of shipping companies), but we still managed to do it and we are really happy about it.

The average paid for all lots we have bought in 2022 has been \$4.13/lb, while the average C-market price for coffee in 2022 was \$2.14/lb.

	Average C-Market Coffee Price 2022	Average Nomad Price 2022
\$/lb	\$2,14	\$4,13

In 2022 the stock market price of coffee went up a lot due to different factors, but we still paid 93 % more compared to the C-market price.

It's easy to compare yourself with the price paid for coffee on the stock market when you work with specialty coffee. That's why at NOMAD we like to make this comparison with the “Specialty Coffee Transaction Guide”, where you can compare your prices with the average price paid for coffee in our sector. In the table above, you can see our prices compared to the average price paid in 2021 and 2022.

Comparative Between Nomad FOB Prices in 2021 & 2022 & The Average Price (Median) In The Specialty Coffee Market Between 2021 And 2022 (SCTG)

	NOMAD (2021)	Specialty Coffee Transaction Guide (2021 - 2022)	NOMAD (2022)
Average \$/lb from 82 to 83,9	\$2,05	\$2,80	\$2,65
Average \$/lb from 84 to 84,9	\$2,45	\$3,13	\$2,93
Average \$/lb from 85 to 85,9	\$3,02	\$3,50	\$3,09
Average \$/lb from 86 to 87,9	\$3,65	\$4,21	\$4,13
Average \$/lb 88+	\$9,65	\$5,98	\$11,79

We paid more for the same quality of coffee in 2022 than in 2021 and we are very close to the average paid in our sector. Where we stand out is on the average we pay for lots with 88 points or more. Those are our “Limited Edition” lots, and because they are such exceptional and high-quality lots, we pay much higher prices.

FULL REPORT

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Full Report

Finally, here is the link to the [full report](#) where you can see all the detailed information of all the lots we have purchased in 2022.

COUNTRY	FARM / CO-OPERATIVE / WASHING STATION	NAME	PRODUCER	YRS. BUYING TO THE PRODUCER / WASHING STATION	KG BOUGHT	\$/LB FOB	EXPORTER / IMPORTER	FARM GATE \$/LB OR €/KG	SCA SCORE	CERTIFICATION
Brazil	Farm	Tropical Fruit	Rafael Vinhal	2	480	\$3,21	Al grano	\$3,01	86,75	
	Farm	Honey Propolis	Rafael Vinhal	2	600	\$4,13	Al grano	\$3,87	87	
	Farm	Cocada	Rafael Vinhal	2	600	\$3,9	Al grano	\$3,65	87	
	Farm	Turmeric Lemon	Rafael Vinhal	2	120	\$3,67	Al grano	\$3,44	86,25	
	Farm	Floral Lemongrass	Rafael Vinhal	2	60	\$4,59	Al grano	\$4,3	87	
	Co-Operative	Productores Brejetuba	Small Producers	1	3300	\$2,53	Coffee quest	€4,44	84,5	
Burundi	Washing Station	Gahahe	Small Producers	6	1500	\$3	Sucafina	800 BIF/KG of cherry*	87,5	4C, RFA/UTZ Certified
	Washing Station	Yandaro	Small Producers	1	840	\$3	Sucafina	800 BIF/KG of cherry*	87,5	4C, RFA/UTZ Certified
	Washing Station	Nemba 2021/22	Small Producers	2	420	\$3	Sucafina	800 BIF/KG of cherry*	87	4C, RFA/UTZ Certified
	Washing Station	Nemba 2022/23	Small Producers	3	900	\$3,69	Sucafina	800 BIF/KG of cherry*	87,25	4C, RFA/UTZ Certified
China	Washing Station	Kaku	Mr Li	1	900	\$3,07	Indochina		85,75	
Colombia	Farm	Chambakú Natural	Juan Felipe Restrepo	3	700	\$3,5	Opce		87	
	Farm	Chambakú Lavado	Juan Felipe Restrepo	3	7000	\$2,7	Opce		85	
	Farm	Chambakú Natural Citronella	Juan Felipe Restrepo	3	350	\$3,5	Opce		87	
	Farm	Decaf Chambakú Natural	Juan Felipe Restrepo	4	700	\$2,7	Opce		83	
	Farm	Decaf Chambakú Washed	Juan Felipe Restrepo	4	1190	\$2,6	Opce		83	
	Farm	Jardines Del Edén	Felipe Arcila	1	48	\$12,47	Cofinet	\$12,02	88	
	Farm	Passion Fruit	Maracay	1	24	\$10,18	Cofinet	\$9,73	87	
	Farm	Orange	Maracay	1	24	\$10,18	Cofinet	\$9,73	87	
	Farm	Montes Tatamá - Cima	Juan Carlos Velez	4	490	\$4,72	Aramo inversiones	\$4	86,75	
	Farm	Montes Tatamá - Microorganisms	Juan Carlos Velez	4	490	\$4,72	Aramo inversiones	\$4	86	
	Farm	Montes Tatamá - Sudan Rume	Juan Carlos Velez	4	24	\$13,8	Aramo inversiones	\$13,61	88	
	Farm	Bellavista	Carmen Cecilia Montoya	1	240	\$4,5	Aramo inversiones	\$3,81	87,25	
	Farm	Finca San Luis - Typica Kenya	Omar Arango	5	455	\$3,85	Opce		86,5	Organic
	Farm	Omar Arango - Typica Kenya	Omar Arango	5	1120	\$3,85	Opce		86,75	Organic
	Farm	Lord Voldemort - Pink Bourbon	Deiro Garcia	1	1050	\$4,89	La torre		87	
	Farm	Lord Voldemort - Wush Wush	Deiro Garcia	1	35	\$13,7	La torre		88	
	Farm	Pink Lazo	Wilder Lasso	1	280	\$11,11	Forest		88,5	
	Farm	Los Jazmines	Jose Lizardo Alba	1	105	\$6,4	Coffee quest	€10,99	89	
	Farm	Villa Betulia - Pepper	Luis Calderon	1	100	\$5,81	Kwc		86,5	
	Farm	Brian Marin	Brian Marin	1	1190	\$3,5	Opce		86,75	
Farm	Granja Paraiso 92 - Peach	Wilton Benitez	1	312	\$9,23	Fantine	\$7,5	88,25		
Costa Rica	Farm	Entre Rios	Diego Robelo	6	5520	\$3,33	Aquiaries - NOMAD	\$3,2	84,5	Rainforest Alliance
	Farm	Ca Natural Anaerobic	Diego Robelo	6	300	\$7,13	Aquiaries - NOMAD	\$7	88	Rainforest Alliance
	Farm	Ca Yeast Cultured 72h	Diego Robelo	6	15	\$7,63	Aquiaries - NOMAD	\$7,5	86,5	Rainforest Alliance
	Farm	Ca Thermic	Diego Robelo	6	60	\$7,88	Aquiaries - NOMAD	\$7,75	87,25	Rainforest Alliance
	Farm	Ca Molasses	Diego Robelo	6	120	\$7,88	Aquiaries - NOMAD	\$7,75	87,5	Rainforest Alliance
	Farm	Ca Red Honey	Diego Robelo	6	15	\$4,13	Aquiaries - NOMAD	\$4	86,25	Rainforest Alliance
	Farm	Ca Natural	Diego Robelo	6	15	\$4,13	Aquiaries - NOMAD	\$4	86,75	Rainforest Alliance
	Farm	Ca Washed	Diego Robelo	6	15	\$4,13	Aquiaries - NOMAD	\$4	86,25	Rainforest Alliance

COUNTRY	FARM / CO-OPERATIVE / WASHING STATION	NAME	PRODUCER	YRS. BUYING TO THE PRODUCER / WASHING STATION	KG BOUGHT	\$/LB FOB	EXPORTER / IMPORTER	FARM GATE \$/LB OR €/KG	SCA SCORE	CERTIFICATION
Ecuador	Farm	Hacienda La Florida - Catucaí	Fabrizio Coronel	2	44	\$12,5	Makicuna	\$12,05	88	
	Farm	Hacienda La Florida - Typica Mejorado	Fabrizio Coronel	2	25	\$20,5	Makicuna	\$20	87	
	Farm	Hacienda La Florida - Sidra	Fabrizio Coronel	2	27	\$20,5	Makicuna	\$20	88	
El Salvador	Farm	Las Brisas - Honey	Carlos Pola	2	6900	\$3	Al grano - NOMAD	\$3	85,75	
	Farm	Las Brisas - Pacamara	Carlos Pola	2	690	\$4,59	Al grano - NOMAD	\$4,59	86,25	
	Farm	Las Brisas - Paraneima	Carlos Pola	2	690	\$4,1	Al grano - NOMAD	\$4,1	87,25	
	Farm	Las Brisas - Honey - Extra Order	Carlos Pola	2	2760	\$3,1	Sucafina	\$2,57	85,75	
Ethiopia	Washing Station	Bombe - Natural	Small Producers	3	1800	\$3,81	Coffee quest	60 Birr/kg*	87,75	
	Washing Station	Bombe - Washed	Small Producers	3	1800	\$3,58	Coffee quest	60 Birr/kg*	87,75	
	Washing Station	Chelbessa - Washed	Small Producers	1	60	\$3,1	Sucafina		86,75	
Guatemala	Farm	La Nueva Montaña	A. Gonzalez & E. A. Samayoa	1	420	\$4,53	Primavera	\$4,08	85,5	
	Farm	Los Pablos	Ramon Pablo Chalez	1	700	\$3,81	Primavera	\$3,36	85,75	
	Co-Operative	Primavera Family	Small Producers	3	3450	\$2,44	Primavera	\$2,09	85,5	
	Farm	Santa Isabel	Familia Hernández	1	414	\$4,15	Al grano	\$4,42	86,5	
Kenya	Washing Station	Faith Estate AA	Cecilia Wanjiku	4	1500	\$5,54	Sucafina	\$3,63	87,75	
	Washing Station	Faith Estate AB	Cecilia Wanjiku	4	600	\$5,09	Sucafina	\$3,18	87,25	
	Washing Station	Faith Estate PB	Cecilia Wanjiku	4	180	\$5,09	Sucafina	\$3,18	87,25	
	Washing Station	Kahunyo AA	Small Producers	1	390	\$4,98	Sucafina	\$3,87	88	
Myanmar	Washing Station	The Lady - Red Honey	51 Women Producers	1	900	\$3,5	Indochina		86,5	
Perú	Co-Operative	Monobamba	Small Producers	2	1725	\$2,74	Cultivar	14 SOL/KG	86	
	Co-Operative	Churupallana	Small Producers	2	1794	\$3,26	Cultivar	18,50 SOL/KG	85,5	
Rwanda	Washing Station	Bugoyi - Anaerobic Fermentation	Small Producers	1	300	\$5,66	Al grano	\$3,93	87,5	
	Various Washing Stations	Inzovu	Small Producers	1	1800	\$2,5	Falcon		86,5	
	Washing Station	Gasharu - Intego	Small Producers	2	900	\$4,52	Al grano	\$4,5	87,5	
	Washing Station	Gasharu - Ireme	Small Producers	2	600	\$4,52	Al grano	\$4,5	87,75	

Name

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

Country

Country from which this coffee comes.

Farm / Co-Operative / Washing Station

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

- **Farm:** It can be from a farm in origin where the owners of that farm are in charge of 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:** The coffee may come from a cooperative, where small farms come together to create a batch large enough to cover export costs. This cooperative is in charge of processing and exporting its coffee. This form is very common in the countries of Central and South America.

- **Washing Station:** It can come from a washing station where small producers bring their coffee in cherries and the washing station is in charge of processing and exporting it. This is the most common way of operating in African countries.

Producer

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

Years buying to the producer / Washing Station

How many years have we bought coffee from this farm, cooperative or washing station?

Kg Bought

Amount of coffee that we have purchased from this batch in kilograms.

FOB USD/LB

FOB means “Free On Board”, the price of a coffee placed in the container at its origin. This means that it includes the price paid to the producer (including transportation and threshing costs at origin), as well as the commission that the exporter charges importers who take control of the coffee when it is loaded onto the ship at the port of origin. It does not cover the costs of shipping, insurance or transportation, customs and ground freight incurred upon arrival at the port of destination. No es el precio que se le paga al productor/a pero es un gran indicador del coste en origen de los cafés.

Exporter – Importer

Name of the exporter or importer from whom we purchased this lot. In the lots with the name NOMAD, it was a direct deal purchase.

Farm Gate USD/LB

“Direct price paid to the coffee producer or to the washing station.

*In the case of the lots from Burundi and Ethiopia, the data is the payment made to

the small producers who deliver the cherry to the washing stations, where once they receive it, they are in charge of processing, selecting and preparing it for export.”

SCA Score

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

Certification

Here we mention if the lot has some type of certification such as Organic or Rainforest alliance.

THANK YOU!

THANK YOU!