



# RWANDA

Breakdown of a typical price paid for coffee via RM.  
(USD/kg, all stages converted to green equivalent)

Currency assumptions based on rates as of 01/4/21,  
USD:RWF 992.66, USD:GBP 0.72. All data is based on the 2020  
harvest, using our mean average FOB price. Costs and prices vary  
by region, process and cup quality.

In Rwanda, as in most coffee producing regions in East Africa,  
the farmgate price represents the sale of coffee cherries  
to a central wet mill or washing station. For consistency within  
these graphs we have listed this as a green bean/USD kg  
equivalent amount. Data is based on an average yield of cherry  
to green coffee of 17%

Once the cherry is received, it is sorted and processed at the  
wet mill, which is operated and managed by Muraho Trading Co,  
our export partner in Rwanda. These processing costs cover the  
transformation from cherry to parchment, and mostly represent  
the wages paid to the staff of the station. The staff are almost  
always also coffee producers themselves, who sell their coffee  
to the station alongside working there seasonally.

A portion of the costs per kg, on average \$1.21, goes toward  
investment in community development and assets. Examples  
of these value adds include the distribution of fertilisers and  
pesticides, delivery of seedlings, training in agricultural practices  
and loans to assist families with the payment of school fees.

Total EXW average =  
**8.71**

Total FOB average =  
**6.55**

Farmgate price =  
**2.57**

