

To: EFTA Managers
Date: December 2002

COMPARABLE FIGURES EFTA MEMBERS 1996 - 2001

Updated and/or corrected by all EFTA members.

Below you find the latest update of figures from EFTA members.

With "financial year" is meant:

1996: financial year ending in the period from July 1, 1996 up to June 30, 1997

1997: financial year ending in the period from July 1, 1997 up to June 30, 1998

1998: financial year ending in the period from July 1, 1998 up to June 30, 1999

1999: financial year ending in the period from July 1, 1999 up to June 30, 2000

2000: financial year ending in the period from July 1, 2000 up to June 30, 2001

2001: financial year ending in the period from July 1, 2001 up to June 30, 2002

Last financial year ending per:

Claro	June 30
CTM	June 30
EZA	June 30
Fair Trade Organisatie	December 31
Gepa	March 31
IDEAS	December 31
Intermón Oxfam	June 30
Magasins du Monde	January 31
Oxfam Fair Trade	April 30
Oxfam Wereldwinkels	December 31
Solidar'Monde	June 30
Traidcraft	March 31

Total retail value of all goods sold in last financial year

(Retail value of a product is the price paid by the final consumer less the Value Added Tax)

(Figures for publication)

EFTA member	1996 Euro	1997 Euro	1998 Euro	1999 Euro	2000 Euro	2001 Euro
Claro	5,973,113	7,067,199	9,161,000	8,742,710	8,559,250	8,985,920
CTM	9,079,349	9,787,240	11,950,000	13,427,879	17,560,000	29,700,000
EZA	6,700,000	6,540,625	6,664,590	6,786,197	7,009,429	9,137,084
Fair Trade	15,987,000	16,154,000	17,621,818	17,015,000	18,310,000	18,732,000
Gepa	31,799,356	32,635,000	35,569,000	35,279,000	37,016,000	39,418,000
Ideas	671,130	818,181	952,679	968,998	1,385,278	1,298,338
ITM-Oxfam	964,520	1,263,617	1,751,950	2,196,000	2,464,600	2,829,893
Mdm-Oxfam	1,852,748	2,155,986	2,678,352	2,743,342	2,959,155	3,299,873
Oxfam UK	11,692,164	9,562,820	9,234,700	9,643,000	9,268,000	
Oxfam WW	5,098,885	5,561,018	6,162,500	6,197,000	7,223,000	8,105,560
Solidar'M	3,867,000	4,844,735	4,661,498	4,341,284	5,132,665	6,033,000
Traidcraft	12,600,000	13,500,000	14,500,000	17,000,000	19,000,000	20,000,000
TOTAL	106,285,265	109,890,421	120,908,087	124,340,410	135,887,377	147,539,668

Financial result in last financial year according to accountants report

EFTA member	2001 Euro
Claro	2,988
CTM	700,000
EZA	300,000
FTO	-/- 259,000
Gepa	-/- 99,000
Ideas	25,711
ITM-O	13,011
MdM	3,802
OFT	
OWW	244,718
SoM	91,323
Tc	189,000

Total turnover as per last annual accounts

EFTA member	1996 Euro	1997 Euro	1998 Euro	1999 Euro	2000 Euro	2001 Euro
Claro	5,973,113	8,087,670	8,062,000	7,901,046	8,724,044	9,796,000
CTM	5,982,205	7,116,135	8,367,000	9,399,515	12,550,000	21,200,000
EZA	4,900,000	5,007,955	4,979,517	4,953,924	5,116,883	6,609,348
Fair Trade	14,559,000	15,811,200	16,819,000	15,832,000	17,118,000	17,448,000
Gepa	28,551,737	26,782,000	29,854,000	29,781,000	30,989,000	33,459,000
Ideas	655,804	723,545	711,863	603,954	997,762	943,330
ITM Oxfam	930,724	1,239,521	1,571,647	1,968,095	2,255,100	2,492,948
MdM Oxfam	1,852,748	2,155,986	2,369,689	2,743,342	2,959,155	3,299,873
Oxfam UK	19,401,080	9,562,820	10,352,600	10,700,400	10,146,100	
Oxfam WW	5,302,004	6,695,629	6,734,040	7,040,000	8,230,000	9,377,469
Solidar'M	2,663,596	3,286,010	3,227,762	3,106,935	3,763,511	4,502,585
Traidcraft	8,800,000	10,080,000	11,600,000	12,318,000	13,598,000	16,468,000

Number of fulltime paid employees

EFTA member	1996 Euro	1997 Euro	1998 Euro	1999 Euro	2000 Euro	2001 Euro
Claro	15	28	27	25	24	24
CTM	25	36	40	42	46	55
EZA	31	29	27	25	25	25
FTO	93	79*	84*	83	86	85
Gepa	114	85	84	90	91	97
Ideas	7	7	7	8	8	9
ITM Oxfam	17	17	19	21	23	24
MdM Oxfam	24	39	51	57	53	53
Oxfam WW	27	32	34	35	40	43
Oxfam UK	63	101	102	104	104	
Solidar'M	13	19	17	15	15	16
Traidcraft	86	70**	72**	77	75	79

TOTAL	515	542	564	582	590	510
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* = excludes Fair Trade Assistance

** = excludes Traidcraft Exchange

Percentages per product group 2001

	Claro	CTM	EZA	FTO	Gepa	Ideas	ITMO	MdM	OxUK	OWW	SoM	Tc
Coffee	8,9	18	36	37,5	43	70*	9	45*		22	66*	13,5
Food O	74,7	62	40	27	44		19			77,5		52
Handi	11,0	18	24	32	13	24	60	49			32	17
Literatu	0	1,5		3,5		6	4	6				0,5
Other	12,2						8			0,5	2	17

This percentage for food includes coffee as well.