

Date: February 2004

## **COMPARABLE FIGURES EFTA MEMBERS 1997 - 2002**

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

2002: financial year ending in the period from July 1, 2002 up to June 30, 2003

### **Last financial year ending per:**

Claro Fair Trade	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 - B	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)

excluding sales to other EFTA members

(Figures for publication)

<b>EFTA member</b>	<b>1997 Euro</b>	<b>1998 Euro</b>	<b>1999 Euro</b>	<b>2000 Euro</b>	<b>2001 Euro</b>	<b>2002 Euro</b>
Claro FT	7,067,199	9,161,000	8,742,710	8,559,250	8,985,920	9,093,782
CTM	9,787,240	11,950,000	13,427,879	17,560,000	29,700,000	44,000,000
EZA	6,540,625	6,664,590	6,786,197	7,009,429	9,137,084	9,345,188
Fair Trade	16,154,000	17,621,818	17,015,000	18,310,000	18,732,000	20,200,000
Gepa	32,635,000	35,569,000	35,279,000	37,016,000	39,418,000	42,171,000
Ideas	818,181	952,679	968,998	1,385,278	1,298,338	1,310,560
ITM-Oxfam	1,263,617	1,751,950	2,196,000	2,464,600	2,829,893	3,577,425
Mdm-Oxfam	2,155,986	2,678,352	2,743,342	2,959,155	3,299,873	3,359,589
Oxfam UK	9,562,820	9,234,700	9,643,000	9,268,000		
Oxfam FT	5,561,018	6,162,500	6,197,000	7,223,000	8,105,560	10,350,000
Solidar'M	4,844,735	4,661,498	4,341,284	5,132,665	6,033,000	7,986,000
Traidcraft	13,500,000	14,500,000	17,000,000	19,000,000	20,000,000	21,000,000
<b>TOTAL</b>	<b>109,890,421</b>	<b>120,908,087</b>	<b>124,340,410</b>	<b>135,887,377</b>	<b>147,539,668</b>	<b>172,393,544</b>

**Financial result in last financial year according to accountants report  
After taxes**

<b>EFTA member</b>	<b>2001 Euro</b>	<b>2002 Euro</b>
Claro FT	2,988	32,392
CTM	700,000	1,271,901
EZA	300,000	15,421
FTO	-/- 259,000	-/- 17,000
Gepa	-/- 99,000	5,000
Ideas	25,711	10,411
ITM-O	13,011	10,030
MdM	3,802	160,000
OFT-B	244,718	321,000
SoM	91,323	256,639
Tc	189,000	459,000

**Total turnover as per last annual accounts, excluding VAT**

<b>EFTA member</b>	<b>1997 Euro</b>	<b>1998 Euro</b>	<b>1999 Euro</b>	<b>2000 Euro</b>	<b>2001 Euro</b>	<b>2002 Euro</b>
Claro FT	8,087,670	8,062,000	7,901,046	8,724,044	9,796,000	10,324,234
CTM	7,116,135	8,367,000	9,399,515	12,550,000	21,200,000	32,339,000
EZA	5,007,955	4,979,517	4,953,924	5,116,883	6,609,348	7,730,872
Fair Trade	15,811,200	16,819,000	15,832,000	17,118,000	17,448,000	19,090,000
Gepa	26,782,000	29,854,000	29,781,000	30,989,000	33,459,000	35,780,000
Ideas	723,545	711,863	603,954	997,762	943,330	1,090,749
ITM Oxfam	1,239,521	1,571,647	1,968,095	2,255,100	2,492,948	3,321,134
MdM Oxfam	2,155,986	2,369,689	2,743,342	2,959,155	3,299,873	3,359,589
Oxfam UK	9,562,820	10,352,600	10,700,400	10,146,100		
Oxfam FT	6,695,629	6,734,040	7,040,000	8,230,000	9,377,469	12,156,000
Solidar'M	3,286,010	3,227,762	3,106,935	3,763,511	4,502,585	5,984,245
Traidcraft	10,080,000	11,600,000	12,318,000	13,598,000	16,468,000	17,233,000

**Number of fulltime paid employees**

<b>EFTA member</b>	<b>1997</b>	<b>1998</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>
Claro FT	28	27	25	24	24	26
CTM	36	40	42	46	55	75
EZA	29	27	25	25	25	40
FTO	79*	84*	83	86	85	79*
Gepa	85	84	90	91	97	111
Ideas	7	7	8	8	9	9
ITM Oxfam	17	19	21	23	24	29
MdM Oxfam	39	51	57	53	53	55
Oxfam FT	32	34	35	40	43	36***
Oxfam UK	101	102	104	104		
Solidar'M	19	17	15	15	16	19
Traidcraft	70**	72**	77	75	79	84
<b>TOTAL</b>	<b>542</b>	<b>564</b>	<b>582</b>	<b>590</b>	<b>510</b>	<b>563</b>

\* = excludes Fair Trade Assistance

\*\* = excludes Traidcraft Exchange

\*\*\* = excludes Oxfam-Wereldwinkels vzw

### Percentages per product group 2001

	Claro	CTM	EZA	FTO	Gepa	Ideas	ITMO	MdM	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	5,4	-	-	-	-	-	8	-	0,5	2	17

### Percentages per product group 2002

	Claro **	CTM	EZA	FTO	Gepa	Ideas	ITMO	MdM	OFT	SoM	Tc
Coffee	8,11	25	37	38,6	41,12	2	12,2	-	25		12,5
Food O	75,66	57	37	27,1	49,33	60	23,8	47	75	69	56
Handi	10,31	15	25	31,1	9,55	23	60,5	52	-	30	17
Literatu	-	1	-	3,2	-	2	3,5	1	-		0,5
Other	5,92	2	1	-	-		-	-	-	1	14

\* This percentage for food includes coffee as well.

\*\* claro fair trade: incl. exportation

Gepa abroad: 4,641