

To: EFTA Managers, PPC Food, PPC Handicrafts, Monitoring Group, Producer Development Group  
Date: December 20, 2005

## **COMPARABLE FIGURES EFTA MEMBERS 2000 - 2004** **FOR PUBLICATION**

### **1. SOME EXPLANATIONS**

#### **WITH "FINANCIAL YEAR IS MEANT":**

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  
2003: financial year ending in the period from July 1, 2003 up to June 30, 2004  
2004: financial year ending in the period from July 1, 2004 up to June 30, 2005

#### **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 Oxfam	January 31
Oxfam Fairtrade cvba	December 31
Solidar'Monde	June 30
Traidcraft	March 31

### **2. TOTAL RETAIL VALUE OF ALL GOODS SOLD**

(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>2000 Euro</b>	<b>2001 Euro</b>	<b>2002 Euro</b>	<b>2003 Euro</b>	<b>2004 Euro</b>
Claro	8,559,250	8,985,920	9,093,782	7,697,100	8,253,000
CTM	17,560,000	29,700,000	44,000,000	46,000,000	41,000,000
EZA	7,009,429	9,137,084	9,345,188	11,270,000	11,901,000
FTO	18,310,000	18,732,000	20,200,000	22,291,000	22,492,000
Gepa	37,016,000	39,418,000	42,171,000	42,478,000	45,346,000
Ideas	1,385,278	1,298,338	1,310,560	1,669,960	2,323,200
IO	2,464,600	2,829,893	3,577,425	5,240,519	6,447,858
Mdm-O	2,959,155	3,299,873	3,359,589	3,617,397	3,446,198
Oxfam UK	9,268,000				
OFT	7,223,000	8,105,560	10,350,000	13,000,000	12,972,144
SoM	5,132,665	6,033,000	7,986,000	10,380,883	11,700,000
Tc	19,000,000	20,000,000	21,000,000	26,458,000	30,150,000
<b>TOTAL</b>	<b>135,887,377</b>	<b>147,539,668</b>	<b>172,393,544</b>	<b>190,102,859</b>	<b>196,031,400</b>



### **3. TOTAL TURNOVER, EXCLUDING VAT**

<b>EFTA member</b>	<b>2000 Euro</b>	<b>2001 Euro</b>	<b>2002 Euro</b>	<b>2003 Euro</b>	<b>2004 Euro</b>
Claro FT	8,724,044	9,796,000	10,324,234	11,398,850	11,537,000
CTM	12,550,000	21,200,000	32,339,000	34,287,326	29,636,000
EZA	5,116,883	6,609,348	7,547,700	9,104,546	9,521,000
Fair Trade	17,118,000	17,448,000	19,090,000	20,456,448	20,665,439
Gepa	30,989,000	33,459,000	35,780,000	36,803,000	39,662,000
Ideas	997,762	943,330	1,090,749	1,124,713	1,736,695
IO	2,255,100	2,492,948	3,321,134	4,460,393	5,715,635
OmdM	2,959,155	3,299,873	3,359,589	3,617,397	3,446,198
Oxfam UK	10,146,100				
Oxfam FT	8,230,000	9,377,469	12,156,000	13,787,440	15,525,992
Solidar'M	3,763,511	4,502,585	5,984,245	7,723,895	8,540,000
Traidcraft	13,598,000	16,468,000	17,233,000	20,634,000	23,280,000

Note: total turnover CTM Agrofair (non EFTA member): E 4,695,000.

### **4. FINANCIAL RESULT, ACCORDING TO ACCOUNTANTS REPORT**

<b>EFTA member</b>	<b>2001 Euro</b>	<b>2002 Euro</b>	<b>2003 Euro</b>	<b>2004 Euro</b>
Claro FT	2,988	32,392	- 20,000	660
CTM	700,000	1,271,901	1,179,816	1,150,000
EZA	300,000	15,421	141,728	425,951
FTO	-/- 259,000	-/- 17,000	622,575	297,524
Gepa	-/- 99,000	5,000	970,000	1,790,000
Ideas	25,711	10,411	31,615	29,027
IO	13,011	10,030	14,143	21,840
OMdM	3,802	160,000	?	- 702,975*
OFT	244,718	321,000	443,829	497,290
SoM	91,323	256,639	581,254	868,000
Tc	189,000	459,000	518,000	795,000

\* Remark OmdM: this loss is due to new structure for accounts. If same system of last year would be applied, the result would be: + 31,772.

Note: Financial result for CTM Agrofair: E 215,574.

## **5. NUMBER OF FULLTIME PAID EMPLOYEES**

<b>EFTA member</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
Claro FT	24	24	26	27	28
CTM	46	55	75	78	90
EZA	25	25	30	37	42
FTO	86	85	79*	75	81
Gepa	91	97	111	123	131
Ideas	8	9	9	13	14
IO	23	24	29	37	44
OMdM	53	53	55	55	58
Oxfam FT	40	43	36***	33***	41***
Oxfam UK	104				
Solidar'M	15	16	19	25	26
Traidcraft	75	79	84	90	105
<b>TOTAL</b>	<b>590</b>	<b>510</b>	<b>553</b>	<b>593</b>	<b>660</b>

\* = excludes Fair Trade Assistance

\*\* = excludes Traidcraft Exchange

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

## **6. PERCENTAGES PER PRODUCT GROUP**

### **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	-	12		12,5
Food O	75,66	57	37	27,1	49,33	60	23,8	47	88	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

### **Percentages per product group 2003**

	Claro	CTM	EZA	FTO	Gepa	Ideas	IO	OMdM	OFT	SoM	Tc
Coffee	9	12	33	35	45	70	16	10	12	70	12
Food O	75	71	37	32	44		28	40	88		59
Handi	11	15	29	29	11?	28	52	50		28	16
Literatu		2		4		2	4				1
Other	5		1							2	12

Note: CTM percentage for other food can be split up in: Other food packed: 41 %, other food fresh fruits: 30 %

### Percentages per product group 2004

	Claro	CTM	EZA	FTO	Gepa	Ideas	IO	OMdM	OFT	SoM	Tc
Coffee	7	14	33	33	43,76		12,5	10	11	17	10
Food O	80	53	39	32	48,57	63 *	24,5	47	87	56	61
Fresh fr		12						43			
Handi	8	17	28	31	7,67	35	59		0	27	15
Literatu		1				2	3		2		1
Other	5	1,5		4 *			1				13
Cosmet		1,5									

\* FTO: includes literature

\* Ideas: includes coffee

### 7. PERCENTAGE OF TOTAL SALES TO

(rough estimations or percentages from your accounts)

EFTA member	Superm 2001	Super m 2002	Inst. 2001	Inst. 2002	Trad. 2001	Trad. 2002
Claro FT**	5,6	6,00	1,3	1,00	57,1	62
CTM	30	43	15	1	55	56
EZA	10	14	8	5	82	68
FTO	1	1	19	22	65*	77
Gepa	16,14	16,47	13,52	12,95	65,95	64,65
Ideas	20,89	1	2,7	2	76,41	97
ITM-O	9,78	8,61			90,22	91,39
MdM-O		-	-	-	100	100
OFT	9	15	1	5	90	80
SoM	-		24	26	76	74
Tc	27	28	-	-	73	72

FTO\*: including Fair Trade shops, Fair Trade Belgium, excl. ATOs

Claro: no supermarkets but to small chains

Claro gave percentage for sales to sales channels excluding ATOs. Percentage of sales to ATOs is 31 %.

<b>EFTA member</b>	<b>Supermarkets 2003</b>	<b>Institutions 2003</b>	<b>Traditional markets 2003</b>
Claro FT**	13	1	56
CTM	43	1	56
EZA	15	8	75
FTO	1	23	76
Gepa	16	11	56
Ideas	1	4	95
IO	11	-	89
OmdM	11		55
OFT	24	7	69
SoM	1	27	72
Tc	24	-	76

<b>EFTA member</b>	<b>Superm 2004</b>	<b>Instit 2004</b>	<b>Tradit markets 2004</b>	<b>EFTA members 2004</b>	<b>Other FTOs 2004</b>	<b>Others 2004</b>
Claro FT**	1 %	2 %	53 %	30 %	13 %	1 %
CTM	21 %	5 %	63 %	7,4 %	0,6 %	3 %
EZA	20 %	4 %	43 %	0,5 %		32,5 %
FTO	1 %	23 %	55 %	8 %	6 %	7 %
Gepa	17,72 %	10,42 %	53,38 %	10,16	3,51 %	4,81 %
Ideas		2 %	83 %	1,5 %		13,5 %
IO	10 %		90 %			
OmdM			100 %			
OFT	14 %	5 %	52 %	14 %		15 %
SoM	1 %	30 %	68 %	1 %		
Tc	24 %		87,5 %	1,5 %		