

Date: November 2008

COMPARABLE FIGURES EFTA MEMBERS
2005 – 2007
FOR PUBLICATION

1. SOME EXPLANATIONS

WITH "FINANCIAL YEAR IS MEANT":

2005: financial year ending in the period from July 1, 2005 up to June 30, 2006

2006: financial year ending in the period from July 1, 2006 up to June 30, 2007

2007: financial year ending in the period from July 1, 2007 up to June 30, 2008

LAST FINANCIAL YEAR ENDING PER:

Claro Fair Trade	June 30
CTM Altromercato	June 30
EZA	June 30
Fair Trade Original	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)

EFTA member	2005 Euro	2006 Euro	2007 Euro
Claro	11,783,000	12,439,445	14,396,144
CTM	42,500,000	43,000,000	45,000,000
EZA	13,400,000	14,674,000	14,822,134
FTO	19,500,000	20,000,000?	23,500,000
Gepa	51,946,000	56,226,000	63,633,000
Ideas	3,452,616	3,506,869	3.841.223
IO	7,106,191	8,633,042	9,028,053
MdM-O	3,521,155	3,927,844	4,100,693
OFT	13,790,000	15,078,270	16,948,816
SoM	12,000,000	12,900,000	12,000,000
Tc	38,920,000	39,000,000	44,250,000
Total	217,918,962	229,385,470	251,520,063

3. TOTAL TURNOVER, EXCLUDING VAT

EFTA member	2005 Euro	2006 Euro	2007 Euro
Claro	12,974,000	14,785,321	16,908,296
CTM	29,910,000	30,449,000	33,000,000
EZA	10,781,728	11,887,574	12,673,246
FTO	17,925,840	18,290,000	17,263,634
Gepa	44,971,000	48,904,000	52,487,000
Ideas	2,337,416	2,720,992	3,064,381
IO	6,801,155	7,503,843	7,819,149
MdM-O	5,388,756	5,307,844	5,997,731
OFT	17,192,614	18,753,884	20,546,067
SoM	8,627,804	8,645,000	8,882,000
Tc	24,690,000	24,642,000	30,955,000

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

4. FINANCIAL RESULT, ACCORDING TO ACCOUNTANTS REPORT

Before taxes

EFTA member	2005 Euro	2006 Euro	2007 Euro
Claro	74,275	10,288,48	38,739
CTM	1,610,000	-/- 74,000	800,000
EZA	110,806	300,299	89,896
FTO	-/- 917,180	-/- 2,750,000	836,770
Gepa	1,708,000	176,000	- 883,000
Ideas	27,597	22,687	14,176
IO	98,000	61,770	- 80,370
MdM-O	44,665	-/- 719,115	27,940
OFT	608,367	777,870,49	- 304,440
SoM	279,775	-/- 500,000	- 780,000
Tc	1,032,000	-/- 66,000	211,000

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

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

5. NUMBER OF FULLTIME PAID EMPLOYEES

Org.	2005	2006	2007
Claro	29	31	31
CTM	89	85	89
EZA	44	45	45
FTO	79	99	69
Gepa	132	140	149
Ideas	21	27	34
IO	33	43	56
MdM-O	67	62	62
OFT	47	43	47
SoM	31	31	33
Tc	115	127	117

TOTAL	729	733	732
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* = excludes Fair Trade Assistance

** = excludes Traidcraft Exchange

*** = excludes Oxfam-Wereldwinkels vzw

6. PERCENTAGES PER PRODUCT GROUP

Percentages per product group 2005

	Claro	CTM	EZA	FTO	Gepa	Ideas	IO	MdMO	OFT	SoM	Tc
Coffee	6	11,7	33,4	37	45,2		14	47,15	22	18,6	10
Food O	79	57	38,4	35	47,75	65*	25		78	57	60
Fresh fr	-	3,7	-	-	-	-	-	-	-	-	-
Handi	10	21,5	28,2	24	7,05	34	58	52,85	-	23,2	15
Literatu	-	0,8	-	-	-	1	-		-	-	0,4
Other	5	1	-	4	-	-	3	-	-	0,8	15
Cosmet *	-	4,3	-	-	-	-	-	-	-	-	-
* food includes coffee	* cosmetics included in non-food										

Percentages per product group 2006

	Claro	CTM	EZA	FTO	Gepa	Ideas	IO	MdMO	OFT	SoM	Tc
Coffee	6	13,8	33	34	46	7	21		21	12,6	10
Food O	75,6	56,3	38	39	48	45	22	54,2	79	62,5	66
Fresh fr	11,6	-	-	-	-	-	-	-	-	-	-
Handi	1,5	23,2	29	24	6	36	48	45,8		23	14
Literatu	0,2	0,8	-	-	-	3	2			0,5	-
Other	5,1	1,5	-	2	-	7	4			0,1	10
Cosmet	-	4,4	-	-	-	2	1			1,3	-

Percentages per product group 2007

	Claro	CTM	EZA	FTO	Gepa	Ideas	IO	MdMO	OFT	SoM	Tc
Coffee	5.5	14.0	34.0	34.0	45.0	12.0	21.3	51.8	21.0	18.0	7.0
Food O	78.0	59.5	20.0	44.0	50.0	56.0	25.6		79.0	58.0	71.5
Fresh fr											
Handi	10.8	21.4	28.0	21.0	5.0	27.0	46.1	48.2*		22.3	15.0
Literatu	0.2	0.5					1.9			0.2	0.5
Other	5.0	0.5	18.0**	1.0		4.0	1.2				6.0
Cosmet	0.5	4.1				1.0	4.0			1.5	

*MdMO: includes cosmetics **EZA: chocolate

7. PERCENTAGE OF TOTAL SALES TO

(rough estimations or percentages from accounts)

2005

EFTA member	Superm	Instit	Tradit markets	EFTA members	Other FTOs	Others
Claro	1	1	42	32	20	4
CTM	13	6	66	10	1	4
EZA	23,3	7,8	54,0	4,4	-	10,5
FTO	1	30	56	6	2	4
Gepa	22,56	10,57	49,36	9,14	-	8,36
Ideas	-	2,32	28,53	1,99	67,15	-
IO	12,5	1,8	66,3		0,2	19,2
MdMO	-	16,19	65,34	18,47	-	-
OFT	14	6	53	17	10	-
SoM	0,4	4	29	1,1	0,3	15,2
Tc	27	-	71,5	1,5	-	-

2006

EFTA member	Superm	Instit	Tradit markets	EFTA members	Other FTOs	Others
Claro	1	1	38	31	25	4
CTM	12	4	66	11	2	5
EZA	24	7	43	5	-	21
FTO	7	25	55	7	6	-
Gepa	27	10	44	-	-	7
Ideas	0,5	6	91,5	2	-	-
IO	17	4	77	-	-	2
MdMO	-	4,4	81	1,4	7,2	6
OFT	14	6	53	17	10	-
SoM	0,4	4	78	1	0,4	16,2
Tc	33	-	65	1,5	-	-

2007

EFTA member	Superm	Instit	Tradit markets	EFTA members	Other FTOs	Others
Claro	1.0	2.0	36.0	29.0	30.0	2.0
CTM	12.2	5.0	60.5	8.2	2.0	12.1
EZA	26.0	8.0	51.0	5.0		10.0
FTO	13.0	23.0	46.0	3.0	10.0	5.0
Gepa	28.0	11.0	40.0	11.0		10.0
Ideas		1.0	93.0	1.0		5.0
IO	19.7	2.6	60.3			17.4
MdMO		4.1	81.6	0.3	3.6	10.4
OFT	14.0	7.0	52.0	16.0		11.0
SoM		6.7	91.5	1.7		0.1
Tc	40.0		58.5	1.5		