

Date: November 24, 2009

## COMPARABLE FIGURES EFTA MEMBERS 2006 – 2008

### 1. SOME EXPLANATIONS

**WITH “FINANCIAL YEAR IS MEANT”:**

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  
 2008: financial year ending in the period from July 1, 2008 up to June 30, 2009

**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	June 30*°
Solidar'Monde	June 30
Traidcraft	March 31

(\*° = 18 months because of change from December 31 to June 30)

### 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.

EFTA member	2006 Euro	2007 Euro	2008 Euro
Claro	12,439,445	14,396,144	12,330,000
CTM	43,000,000	45,000,000	**47,500,000
EZA	14,674,000	14,822,134	16,921,730
FTO	20,000,000?	23,500,000	23,000,000
Gepa	56,226,000	63,633,000	64,000,000
Ideas	3,506,869	3,841.223	3,110,985
IO	8,633,042	9,028,053	8,339,503
MdM-O	3,927,844	4,100,693	4,285,298
OFT	15,078,270	16,948,816	*°34,000,000
SoM	12,900,000	12,000,000	10,632,000
Tc	39,000,000	44,250,000	32,300,000
<b>Total</b>	<b>229,385,470</b>	<b>251,520,063</b>	<b>256,419,516</b>

\*° = 18 months because of change from December 31 to June 30

\*\* = total turnover of CTM Altrmercato, including fresh fruit, VAT and exports to EFTA members amounts to 90 million Euros.

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

Based on exchange rate per 1-1-2009

<b>EFTA member</b>	<b>2006 Euro</b>	<b>2007 Euro</b>	<b>2008 Euro</b>
Claro	14,785,321	16,908,296	14,427,604
CTM	30,449,000	33,000,000	32,483,787
EZA	11,887,574	12,673,246	13,979,916
FTO	18,290,000	17,263,634	15,291,000
Gepa	48,904,000	52,487,000	53,630,000
Ideas	2,720,992	3,064,381	2,932,736
IO	7,503,843	7,819,149	7,477,546
MdM-O	5,307,844	5,997,731	5,781,345
OFT	18,753,884	20,546,067	*°31,900,000
SoM	8,645,000	8,882,000	8,345,553
Tc	24,642,000	23,200,000	23,882,000

(\*° = 18 months because of change from December 31 to June 30)

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

In 2001, 2002, 2003 after taxes. In 2005, 2006, 2007, 2008: before taxes.

<b>EFTA member</b>	<b>2006 Euro</b>	<b>2007 Euro</b>	<b>2008 Euro</b>
Claro	10,288,48	38,739	77,548
CTM	-/- 74,000	800,000	1,146,491
EZA	300,299	89,896	209,199
FTO	-/- 2,750,000	836,770	1,764,000
Gepa	176,000	- 883,000	53,000
Ideas	22,687	14,176	-/- 52,418
IO	61,770	- 80,370	-/- 306,000
MdM-O	-/- 719,115	27,940	83,447
OFT	777,870,49	- 304,440	*°112,000
SoM	-/- 500,000	- 780,000	-244,230
Tc	-/- 66,000	211,000	75,000

\* 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.

(\*° = 18 months because of change from December 31 to June 30)

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

<b>EFTA member</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>
Claro	31	31	31
CTM	85	89	84
EZA	45	45	48
FTO	99	69	44
Gepa	140	149	160
Ideas	27	34	29
IO	43	56	48
MdM-O	62	62	58
OFT	43	47	57
SoM	31	33	28
Tc	127	117	113
<b>TOTAL</b>	<b>733</b>	<b>732</b>	<b>700</b>

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

### **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

### **Percentages per product group 2008**

	Claro	CTM	EZA	FTO	Gepa	Ideas	IO	MdMO	OFT	SoM	Tc
Coffee	7	11.2	32	20	44	14	24.4	56.8	20	18	7
Food O	79	64.3	38	60	50	60	27.5		80	60	71
Fresh fr											
Handi	9	19.7	29	20	6	25	42.6	39.1		20	16
Literatu	0.1	0.4					2.8				
Other	4.7	1.3				0,5				0.85	6
Cosmet	0.2	3.3	1			0,5	2.8	4.1		1.15	

**7. PERCENTAGE OF TOTAL SALES TO**  
(rough estimations or percentages from your accounts)

**2006**

<b>EFTA member</b>	<b>Superm</b>	<b>Instit</b>	<b>Tradit markets</b>	<b>EFTA members</b>	<b>Other FTOs</b>	<b>Others</b>
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	-	-

**2008**

<b>EFTA member</b>	<b>Superm</b>	<b>Instit</b>	<b>Tradit markets</b>	<b>EFTA members</b>	<b>Other FTOs</b>	<b>Others</b>
Claro	1	2	34	34	26	3
CTM	12.9	6.8	63.3	9.1	0.3	7.5
EZA	26	8	50	8		8 bio shop
FTO	25	7	53	2	10	3
Gepa	26	11	42	10		11
Ideas	1	9	80	0,9	0	9,1
IO	19.1	0.6	79,4	0	0	0.9
MdMO	0	4.81	83.95	0.51	3.01	7.71
OFT	14	10	52	14	2	8
SoM	0	5	83.5	1.5		
Tc	27		72	1		