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International

# Coffee exporters project earnings to hit Shs20 trillion by 2030

## Markets. |

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The Uganda Coffee Producers Association (UCPA), an umbrella organization that promotes coffee export, has projected that Uganda's coffee export earnings could reach Shs20 trillion by 2030, up from the current Shs9 trillion.

The association attributes this to improved farming practices, stronger international branding of Ugandan coffee, and enhanced marketing strategies.

This projection comes at a time when Uganda has recorded significant growth in coffee exports. Between De-

cember 2024 and December 2025, the country earned \$2.4b (approximately Shs9.2 trillion) from exporting 8.7 million 60-kg bags of coffee.

This represents a 77.33 percent increase in value compared to the previous year, reaffirming coffee as one of Uganda's top foreign exchange earners.

Export volumes also rose sharply, with the 8.7 million bags marking a 48.49 percent increase.

In November 2025 alone, Uganda earned \$185.99m from coffee exports.

Data from the Ministry of Agriculture shows that this growth was driven by increased production in the central and eastern regions, as well as ris-

ing global prices, partly due to supply challenges in Vietnam. Leading exporters include Ideal Quality Commodities, Olam Uganda, and Touton Uganda.

UCPA Chairperson Ian Clarke said that enhancing value addition and ensuring compliance with the EU Deforestation Regulation will be critical to sustaining export growth.

"Key stakeholders in the coffee value chain should prioritize strategies such as rehabilitating old farms, adopting climate-resilient farming practices, and upgrading post-harvest infrastructure to improve exports," he said, adding that ongoing programmes seek to upgrade old coffee trees across 400,000

smallholder farms, with a focus on improving yields through better pruning, weeding, and fertilizer application, potentially doubling production per tree.

He also highlighted the importance of expanding coffee growing into new areas, particularly in mid-northern Uganda, and promoting drought-resistant varieties developed by the national Coffee Research Institute.

Coffee stakeholders are increasingly shifting from exporting raw (green) beans to processed coffee, such as soluble and roasted products, to capture higher value in international markets.

Investment in roasting and packaging is also being encouraged to tap in-

to premium coffee segments. Efforts are also being made to improve quality through training farmers in proper drying and handling, and registering farms through geospatial monitoring systems to meet EU's requirements.

British High Commissioner to Uganda Lisa Chesney reaffirmed UK's support for Uganda's coffee sector, noting: "Coffee is one of Uganda's most important exports, and the UK is proud to support Uganda's ambition to move further up the value chain, by increasing exports of high-quality, high-value products and building strong, commercially sustainable links with international markets".