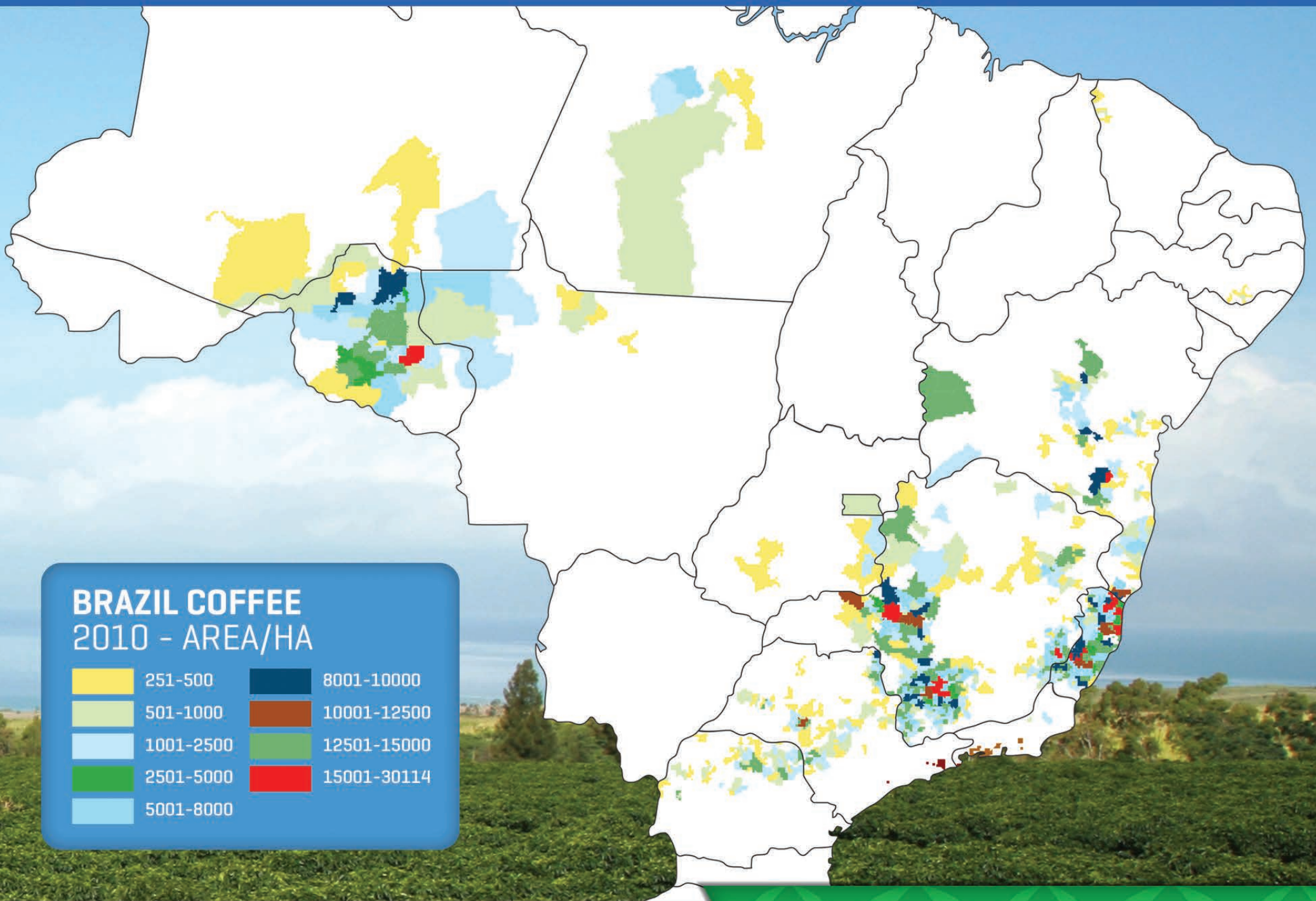




cooxupé

UMA COOPERATIVA DE **SUCCESSO**  
A SUCCESS COOPERATIVE



**MUNICIPALITIES  
COFFEE PRODUCERS IN BRAZIL**



CERRADO

SOUTH / SOUTHWEST  
AND NORTHEAST OF  
MINAS GERAIS OF  
SÃO PAULO.

CORES  
 UA's

Business Units  
28

Cooperative  
11.568

Counties of Practice  
224

# COOPERATIVES AND MUNICIPALITIES



1932

Founded by 24 farmers.

1957

Expertise in coffee.

1977

Company Brasil Novo S / A,  
in the municipality of Monte Santo de Minas - MG

1979

Incorporation of the Cooperative Rio Cabo  
Verde Ltda [Corcavel, the city of Cabo Verde - MG]

1982

Merger of Agricultural Cooperative Joint  
Caconde in the Municipality of Caconde - SP]

1987

Merger of Cooperative ranchers Vale do Rio  
Pardo [Caferp], in São José do Rio Pardo - SP.

1990

Incorporation of the Cooperative Agricultural Mount  
Carmel Ltda [Copermc], Municipality of Monte Carmelo - MG.



# HISTORY



ALFENAS



ALPINÓPOLIS



ARAGUARI



AREADO



BOTELHOS



CABO VERDE



CAMPOS ALTO



CACONDE



CAMPESTRE



CAMPOS GERAIS



CARMO DO RIO CLARO



CONCEIÇÃO DA APARECIDA



COROMANDEL



PATROCÍNIO



GUARANÉSIA



GUAXUPÉ



MONTE CARMELO



MONTE BELO



MUZAMBINHO



MONTE SANTO DE MINAS



PIUMHI



NOVA REZENDE



RIO PARANAÍBA



SANTO ANTÔNIO DO AMPARO



SÃO JOSÉ DO RIO PARDO



SÃO PEDRO DA UNIÃO



SERRA DO SALITRE



SANTOS

BUSINESS  
UNITS: 28



INDUSTRIAL COMPLEX JAPY

INDUSTRIAL COMPLEX JAPY  
BUILT BY COOPERATING



3 STORES

18.000 m<sup>2</sup>

INDUSTRIAL COMPLEX JAPY  
BUILT BY COOPERATING



RECEIPT

35.000  
BUSHELS/DAY [60KG BAGS]



## RECEIPT AND DISPATCH JAPY



INDUSTRIAL COMPLEX JAPY  
BUILT BY COOPERATING



11 TABLES  
DENSIMÉTRICAS

UP TO  
600 BAGS/H  
[SACAS 60Kg BAGS]

INDUSTRIAL COMPLEX JAPY  
BUILT BY COOPERATING



5 TABLES  
PHOTOCHROMIC

CAPACITY TO  
480 BAGS/H  
[60Kg BAGS]



# INDUSTRIAL COMPLEX JAPY





**DOWNLOAD BAG IN UNIT**



**BULK UNLOADING THE UNIT**

COOXUPÉ MATRIX:  
PREPARATION: 10.000/DAY  
LEAGUE: 15.000/DAY



COOXUPÉ JAPY:  
PREPARATION: 10.000/DAY  
LEAGUE: 15.000/DAY

MONTE CARMELO:  
PREPARATION: 3.000/DAY  
LEAGUE: 3.000/DAY



**PRODUCTION CAPACITY**  
COOXUPÉ IN PREPARATION AND ALLOY



AGO

BOARD

COUNCIL TAX

CEO

EXECUTIVE VICE PRESIDENT

MANAGING DIRECTOR

COMMUNICATION AND MARKETING

INFRASTRUCTURE

ASSOXUPÉ

INTERNAL AUDIT

SUPERINTENDENT COMMERCIAL MARKET INTERNAL / EXTERNAL

SUPERINTENDENT CONTROLLER AND INFORMATION TECHNOLOGY

DEVELOPMENT COOPERATIVE SUPERINTENDENCY

SUPERINTENDENCE OFFINANCE AND DEVELOPMENT PEOPLE

# ORGANOGRAM COOXUPÉ





**PNE**  
Carrier  
Special  
Needs

88



**Women**

417



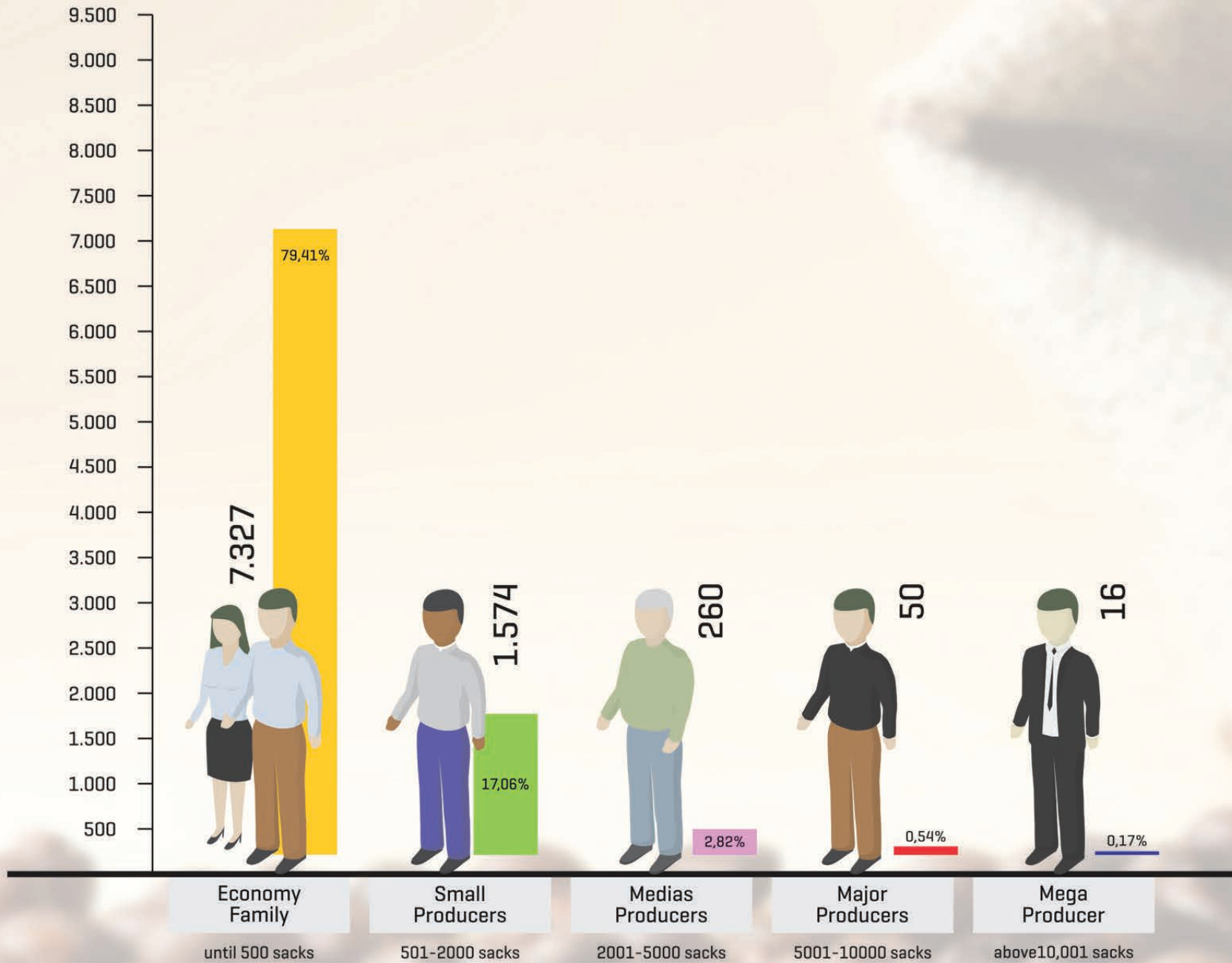
**Men**

1486

Basic education	549
School	786
Higher Education	481
Specialized/MBA	87

**INDICATORS EMPLOYEES**





## PROFILE OF COOPERATIVE

TEAM OF AGRONOMISTS  
AGRICULTURAL AND VETERINARY  
TECHNICIANS, RESPONSIBLE FOR  
ASSISTING THE COOPERATIVE FREE  
160 EMPLOYEES.

**TECHNICAL  
DEVELOPMENT**



EVENT HELD FOR MEMBERS AND THEIR FAMILIES.  
COOPERATED WITH TECHNICAL CONFERENCES  
WIFE AND FAMILY: QUALITY AND LIFE  
CHILDREN: ENTERTAINMENT WITH THE MESSAGE AS THE ENVIRONMENT  
PUBLIC IN 2012: **12.300**



**UNIT DEMONSTRATION**

2012

WORK FORCE TRAINING FOR MEMBERS  
AND THEIR STAFF IN 247 COURSES.

PARTICIPANTS: **2.942**



**AGREEMENT SENNAR/COOXUPÉ**

COOPERATIVE PURCHASING ALL MATERIALS  
NEEDED FOR THE VIABILITY OF THE NEXT  
HARVEST. PURCHASES FUNDED COOXUPÉ.  
COOPERATIVE METIN: **7.113**  
BILLING: **U\$ 186.000,000**



**COFFEE WITH PROFIT**



# FEMAGRI

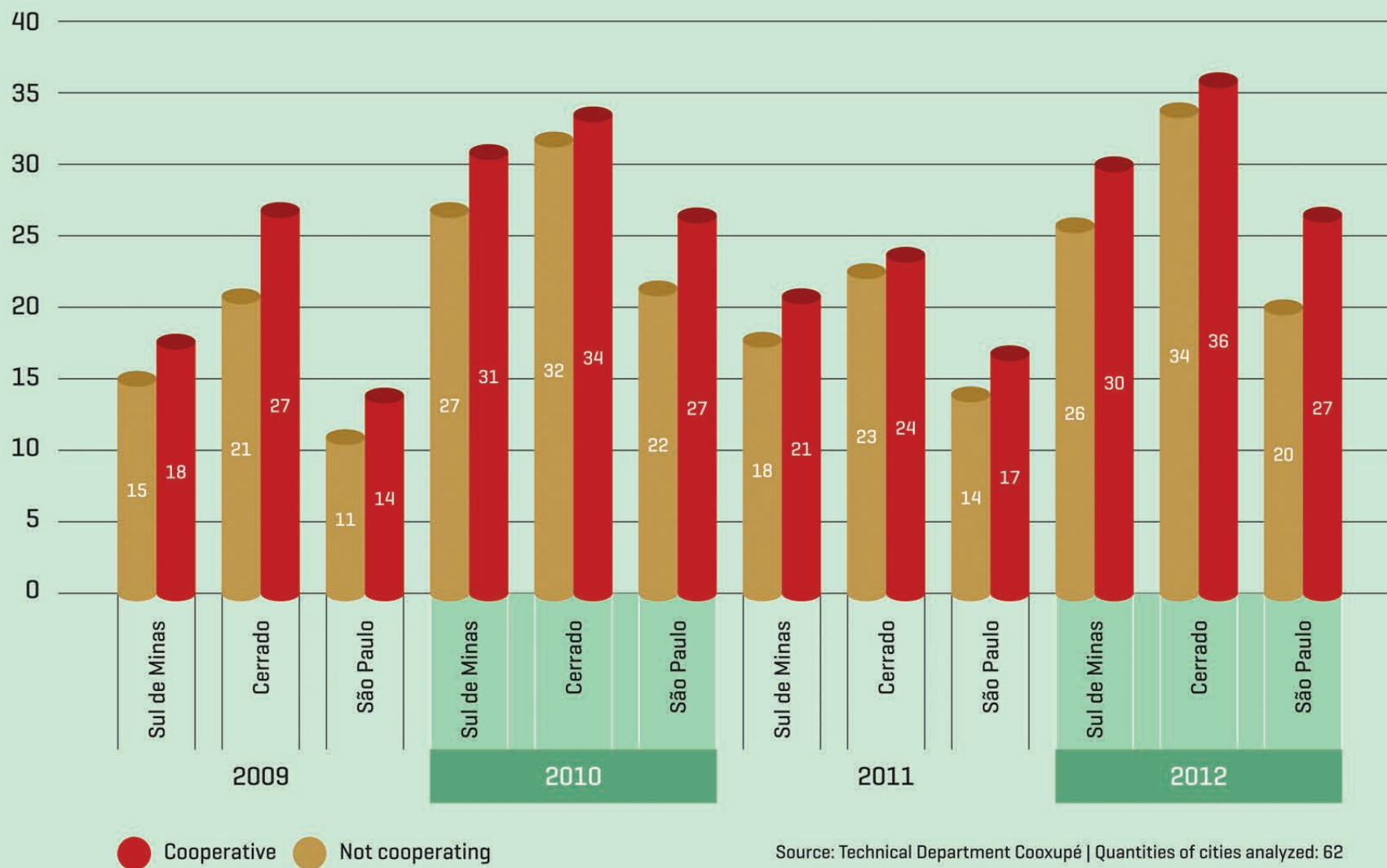
OFFERS NEW TECHNOLOGIES  
FOR THE PRODUCTION OF COFFEE

ATTENDANCE:  
20.939 VISITORS  
EXHIBITORS: 117  
REVENUE:  
U\$ 39.400.000,00  
YEAR: 2012

Year	Technical Assistance in the Field	Cooperative and family events	Technical Assistance Center	Total participants
2006	13.356	8.320	7.100	28.776
2007	17.486	6.944	9.205	33.635
2008	23.199	15.189	14.085	52.473
2009	24.007	23.032	16.744	63.783
2010	24.345	25.572	15.506	65.423
2011	25.826	24.738	18.576	69.141
<b>2012</b>	<b>26.345</b>	<b>26.950</b>	<b>16.290</b>	<b>69.585</b>

## PARTICIPATION IN EVENTS TECHNICAL DEVELOPMENT





## PRODUCTIVITY SACKS/HA MUNICIPALITY AND COOPERATED





Cooperative southern Minas

2.515.459

Cooperative Cerrado Mineiro

1.413.334

Cooperative Paulista

265.024

Third

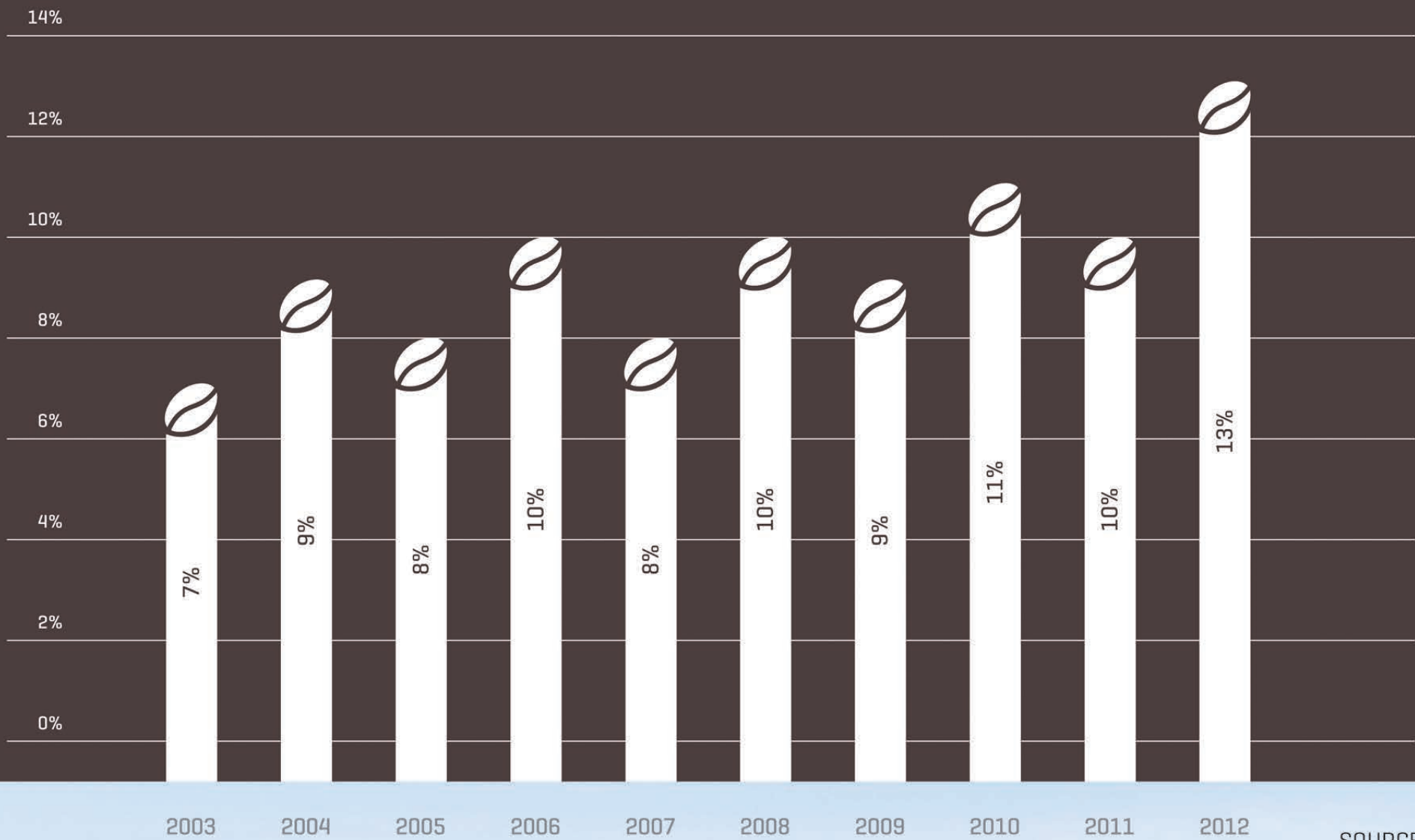
853.974

**Total**

**5.047.792**

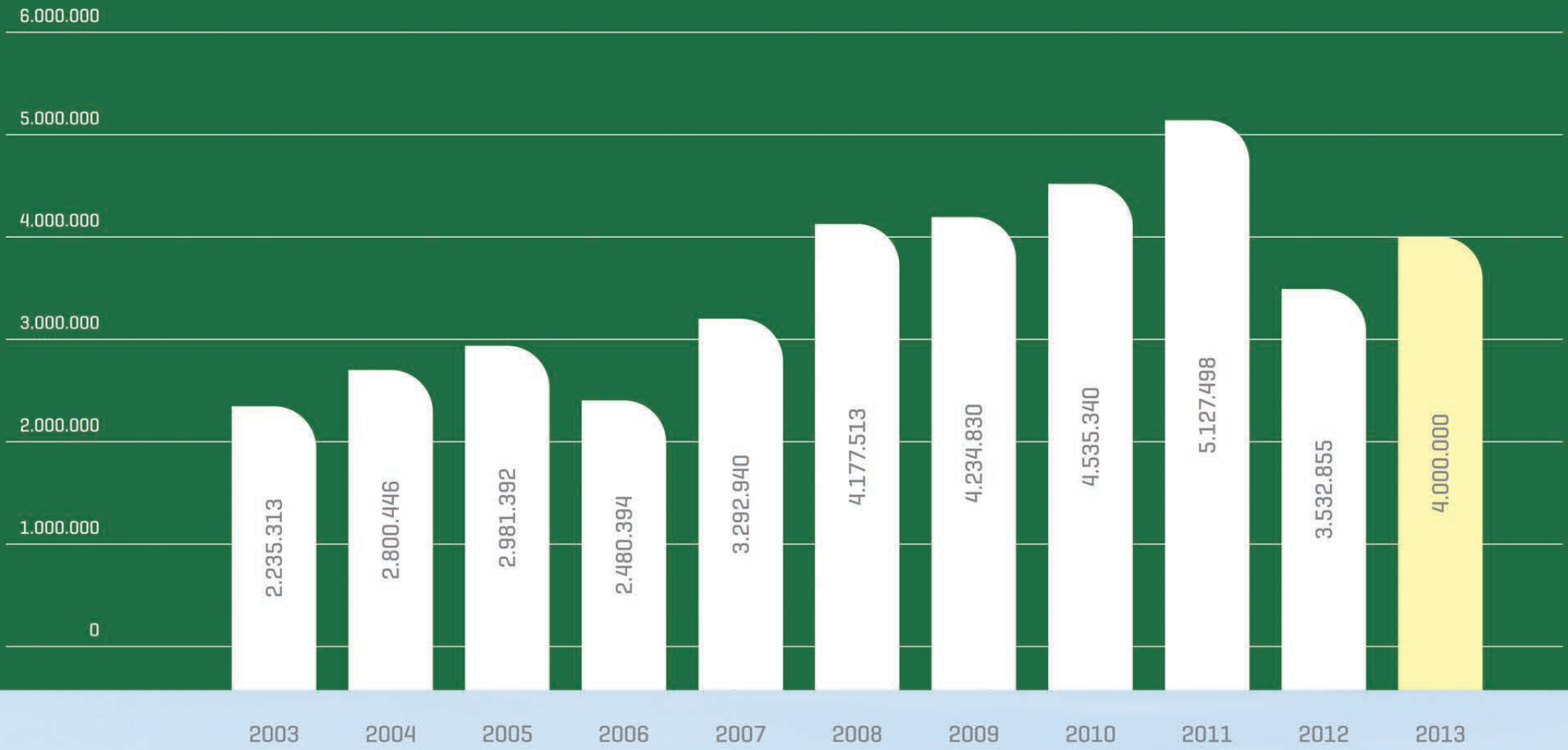
31/12/12

RECEIPT OF ARABICA COFFEE



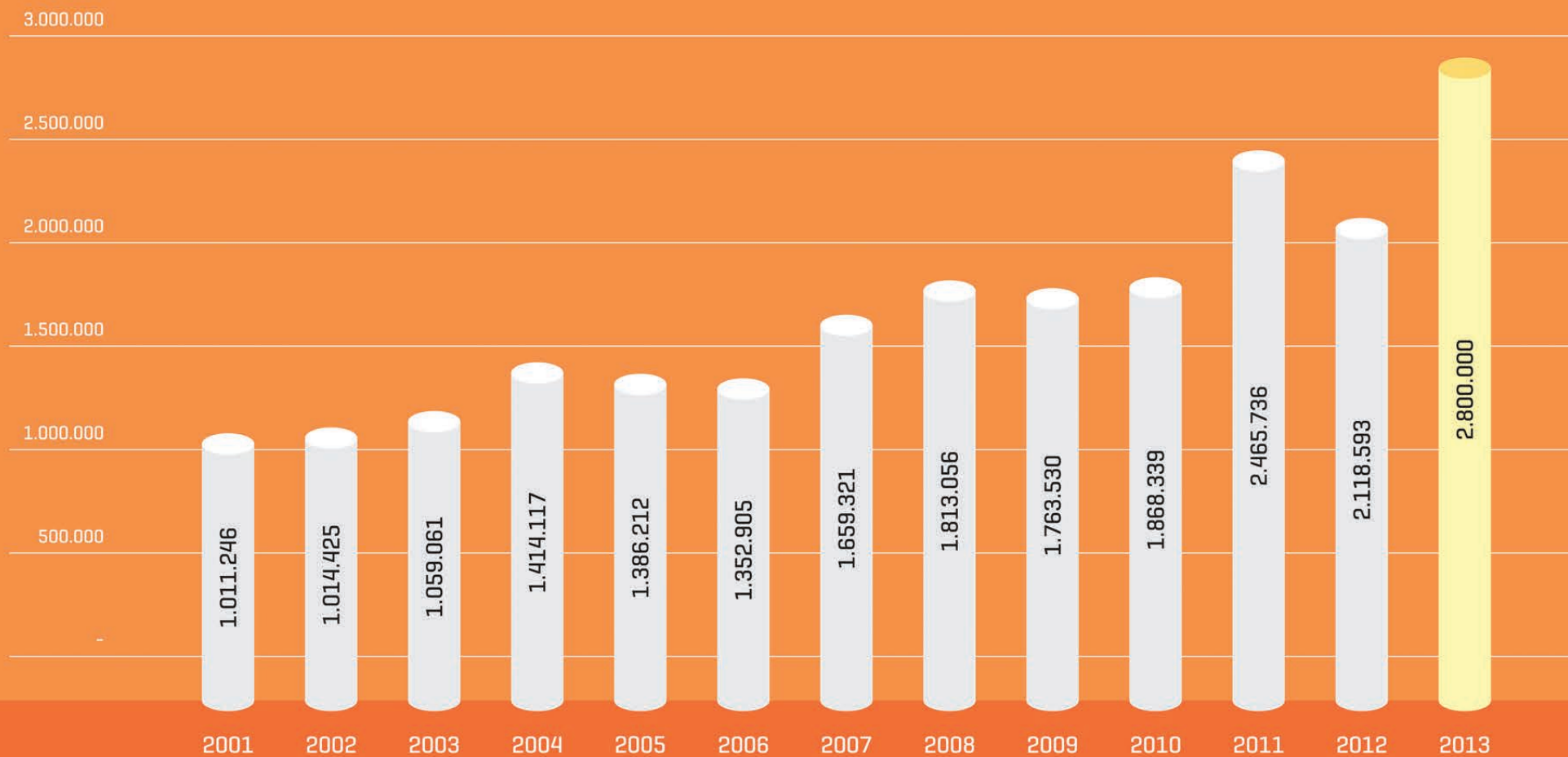
SOURCE: CONAB  
31/12/12

## PARTICIPATION COOXUPÉ SAFRA NATIONAL



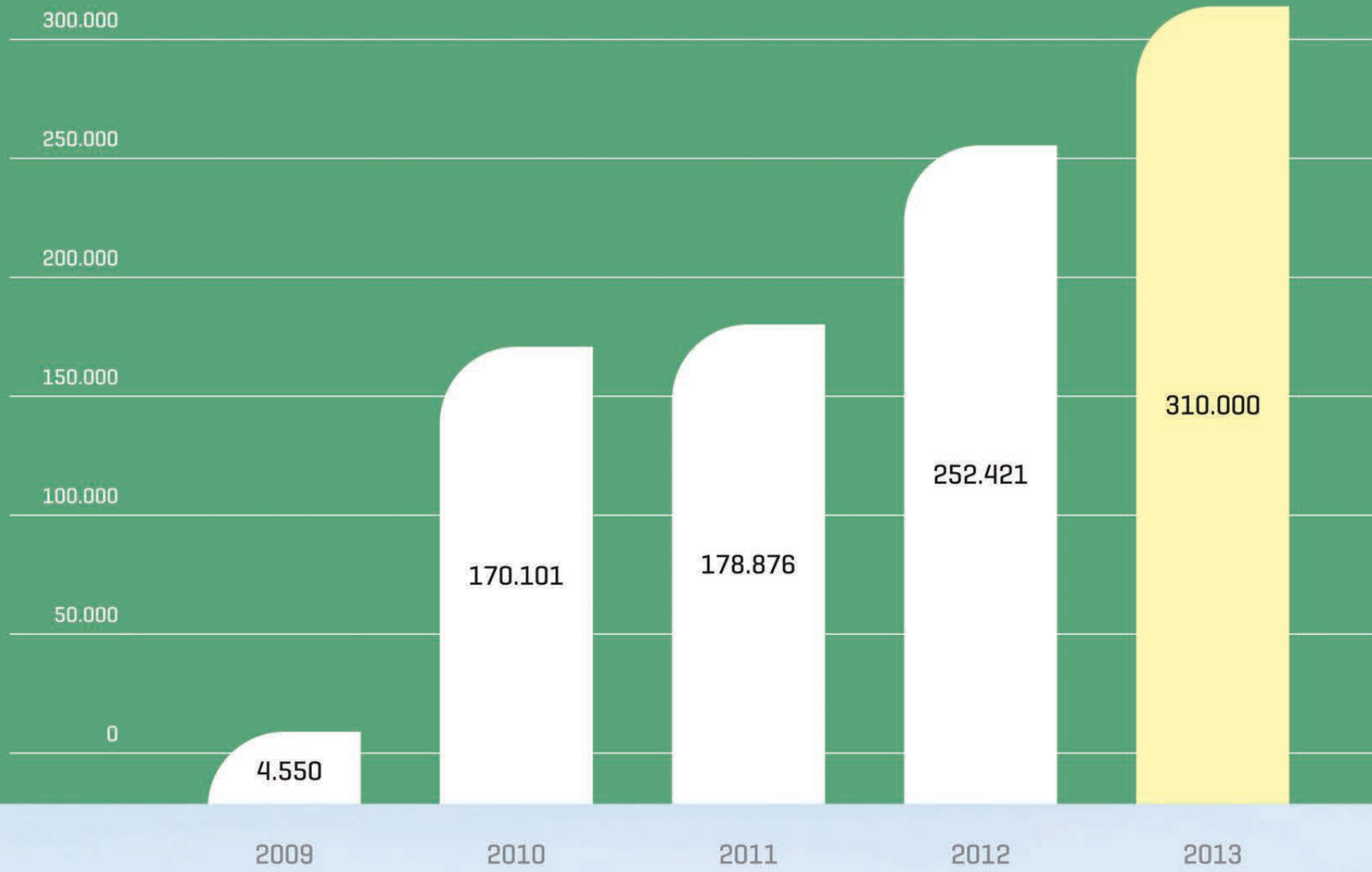
## OUTPUTS COFFEE [60Kg BAGS]



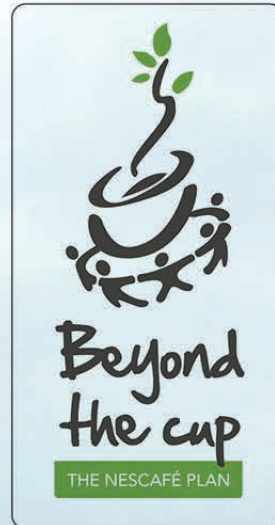


31/12/12

**EXPORTS COOXUPÉ**  
[60Kg BAGS]



**EXPORTS SMC [60Kg BAGS]**



**CERTIFICATIONS AND  
VERIFICATIONS**



## DNV BUSINESS ASSURANCE MANAGEMENT SYSTEM CERTIFICATE

Certificate No. 121715-2012-AQ-BRA-RvA

*This is to certify that*

### COOPERATIVA REGIONAL DE CAFEICULTORES EM GUAXUPE LTDA

*Addresses*

Rua Manoel Joaquim Magalhães Gomes, 400, Guaxupé, MG, Brazil  
Rua Frei Gaspar, 24/26, 5º Andar, Santos, SP, Brazil  
Rodovia MG 190, Km 03, s/nº, Monte Carmelo, MG, Brazil  
Rodovia BR 146, 100 - Japy - Guaxupé, MG, Brazil

*has been found to conform to the Management System Standard:*

**ISO 9001:2008**

*This Certificate is valid for the following product or service ranges:*

**RECEIVING, WAREHOUSING, CLASSIFICATION, PURCHASE, PROCESSING, SALE  
AND SHIPMENT OF GREEN COFFEE BEANS**

**RECEBIMENTO, ARMAZENAMENTO, CLASSIFICAÇÃO, COMPRA,  
PROCESSAMENTO, VENDA E EMBARQUE DE CAFÉ CRU**

*Initial Certification Date:*  
02 September 1998

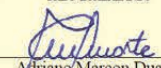
*Place and Date:*  
São Paulo, 06 September 2012

*This Certificate is Valid Until:*  
24 October 2015

*The audit has been performed under the  
supervision of:*  
Ricardo Zucas  
*Lead Auditor*



*for the Accredited Unit:*  
DET NORSKE VERITAS CERTIFICATION B.V.,  
THE NETHERLANDS

  
Adriano Marcon Duarte  
*Operations Manager*

Lack of fulfilment of conditions as set out in the Certification Agreement may render this Certificate invalid.

ACCREDITED UNIT DET NORSKE VERITAS CERTIFICATION B.V., ZWOLSEWEG 1, 3994 LB, BARENDRICHT, THE NETHERLANDS, TEL. +31 (0) 10 2922600 - WWW.DNVBA.COM

ISO 9001:2008



489° BIGGEST OF LATIN AMERICA IN 2011



358° BIGGEST OF LATIN AMERICA IN 2012

**AMÉRICA ECONOMIA**  
MAGAZINE RANKING



COOXUPÉ WON THE 16th PRIZE ANDEF[NATIONAL ASSOCIATION OF PLANT PROTECTION], WITH PROJECT LEARNING "COOL" IN THE CATEGORIES OF SOCIAL RESPONSIBILITY.



**PRIZE ANDEF**

# THANK YOU

**Carlos Alberto Paulino da Costa**  
secretariasdiretoria@cooxupe.com.br

