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**Survey on conversion factors for
roasted, decaffeinated, liquid, soluble
and premixed coffee**

1. The Executive Director presents her compliments and wishes to request that Members, observers and members of the Private Sector Consultative Board (PSCB) provide their expert opinion on the conversion factors used by the Secretariat to convert different forms of coffee (i.e. roasted, decaffeinated, soluble, liquid, and premixed coffee) into their green bean equivalent.
2. Article 2 of the International Coffee Agreement (ICA) 2007 provides that, as soon as possible following the entry into force of the Agreement, and thereafter at three-year intervals, the Council shall review the conversion factors for roasted, decaffeinated, liquid and soluble coffee. Article 2 of the ICA 2022 maintains this requirement and extends its scope to premixed coffee, which was not included in the ICA 2007.
3. [Resolution 476](#), adopted by the International Coffee Council at its 133rd Session in June 2022, requested that the Executive Director update the conversion factors for roasted, decaffeinated, liquid, soluble and premixed coffee and submit them to the International Coffee Council for approval prior to the entry into force of the ICA 2022.
4. The most recent review under the ICA 2007 was conducted in 2019. A survey was undertaken to collect information on conversion factors, and its conclusions were presented at the Statistics Committee meeting in September 2019. As presented in document [SC 96/19](#), the results of the survey indicated that the conversion factors in use should remain in place.
5. To this end, the Executive Director invites you to participate in the survey on conversion factors contained in **Annex I**. The responses will inform the review of the existing conversion factors and the establishment of one or more conversion factors for premixed coffee.
6. Members and observers are also invited to disseminate the survey among representatives of the private sector coffee industry representatives in their respective countries.
7. Responses should preferably be submitted online at <https://www.surveymonkey.com/r/ICO-conv-factors-26> by **5 October 2026**.
8. For any further information or clarification, please contact the ICO statistics team at stats@ico.org.

ICO Survey - Coffee Conversion Factors

Background

In accordance with Article 2 of the International Coffee Agreement (ICA) 2022, the Council shall review the conversion factors for roasted, decaffeinated, liquid and soluble coffee, and establish a conversion factor for premixed coffee as soon as possible after the Agreement enters into force. Additionally, Resolution 476, adopted at the 133rd Session of the International Coffee Council in June 2022, requested that the Executive Director updates and submits, for the Council's approval, the conversion factors for roasted, decaffeinated, liquid, soluble and premixed coffee prior to the entry into force of the ICA 2022.

Conversion factors are technical coefficients used by the ICO Secretariat, and commonly across the coffee industry, to express volumes of coffee in different processed forms - such as roasted, decaffeinated, soluble, liquid and premixed coffee - in terms of their equivalent weight in green coffee beans. This provides a common unit of measurement, enabling data on different forms of coffee to be aggregated and compared consistently. For example, the current ICO conversion factor of 1.19 for roasted coffee means that one kilogram of roasted coffee is recorded as equivalent to 1.19 kilograms of green coffee.

At the 11th meeting of the Working Group for the Entry into Force of the ICA 2022 (WGEF), the ICO Secretariat presented a proposed methodology for reviewing the existing conversion factors and developing a new factor for premixed coffee. The approach included a questionnaire aimed at Members, consultations with the private sector, and bilateral consultations as required, noting that similar methods had been applied in previous reviews. This questionnaire aims to collect expert opinion from relevant stakeholders on conversion factors, which are used by the Secretariat to convert different coffee forms (i.e. roasted, decaffeinated, soluble, liquid, and premixed coffee) into their green bean equivalent. The results of this survey will inform the update of the existing conversion factors and the establishment of factors for premixed coffee.

The ICO Secretariat would like to thank you for contributing your time and expertise to this important review.

1. Which option best identifies you?

- ☐ Government official
- ☐ Coffee institute / authority
- ☐ Coffee roaster
- ☐ Coffee trader
- ☐ Soluble coffee manufacturer
- ☐ Manufacturer of coffee processing equipment
- ☐ Ready-to-drink coffee manufacturer
- ☐ Decaffeinator
- ☐ Other (please specify)

* 2. Please provide us with your contact details.

First name

Last name

* 3. Which email should we use to reach out to you?

Email address

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4. What is the average volume of green beans your company processes/trades in a year?

- ☐ Less than 1,000 tonnes
- ☐ Between 1,000 tonnes and 10,000 tonnes
- ☐ More than 10,000 tonnes

5. From how many origins do you process/trade coffee?

- ☐ Only 1
- ☐ More than 1, less than 5
- ☐ 5 or more, but less than 10
- ☐ 10 or more

6. In how many countries does your company have manufacturing unit(s)/operations?

- ☐ Only 1
- ☐ More than 1, less than 5
- ☐ 5 or more

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7. Based on your records, do you agree with the current conversion factor of 1.05 for **decaffeinated** coffee?

- ☐ Yes
- ☐ No

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8. If no, which conversion factor for **decaffeinated** would you recommend?

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9. Based on your records, do you agree with the current conversion factor of 1.19 for **roasted** coffee?

☐ Yes

☐ No

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10. If no, which conversion factor for **roasted** would you recommend?

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11. Based on your records, do you agree with the current conversion factor of 1.25 for **roasted decaffeinated** coffee?

☐ Yes

☐ No

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12. If no, which conversion factor for **roasted decaffeinated** would you recommend?

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13. Based on your records, do you agree with the current conversion factor of 2.60 for **soluble** coffee?

☐ Yes

☐ No

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14. If no, which conversion factor for **soluble** would you recommend?

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15. Based on your records, do you agree with the current conversion factor of 2.73 for **soluble decaffeinated** coffee?

☐ Yes

☐ No

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16. If no, which conversion factor for **soluble decaffeinated** would you recommend?

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17. Based on your records, what is the average proportion (%) of dried coffee solids (soluble coffee) in **liquid** coffee?

18. Do you agree with the following definition of **premixed** coffee, as described in the International Coffee Agreement (2022): *“mixtures of soluble coffee or roasted and ground coffee with other food ingredients, usually sugar and/or creamer, and possibly some other ingredients.”*?

☐ Yes

☐ No

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19. If you answered "No", please indicate the specific changes you recommend to the current definition of **premixed** coffee "mixtures of soluble coffee or roasted and ground coffee with other food ingredients, usually sugar and/or creamer, and possibly some other ingredients" and/or explain why.

20. Which Harmonized System (HS) code(s) is **premixed** coffee classified under in each country where you have a manufacturing unit? Please provide the code and product description.

21. Based on your records, what is the average proportion (%) of dried coffee solids (soluble coffee) in **premixed** coffee?

22. Could you provide some additional information on how the average proportion is estimated? This additional information could include the regional scope of the estimate, the proportion range, etc.

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23. Would you recommend applying the average proportion (%) of dried coffee solids (soluble coffee) in premixed coffee for ICO's database?

- ☐ Yes
☐ No

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24. If you answered "No", please indicate why you do **not** recommend applying the average proportion (%) of dried coffee solids (soluble coffee) in premixed coffee for ICO's database

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25. Would you like to provide any additional information regarding conversion factors applied in coffee forms not captured in previous questions?