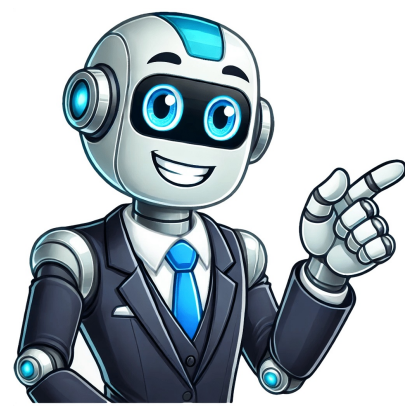


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Discover the top 10 beef producers in South America, from Brazil's giants to Uruguay's quality-focused ranches. Explore now!Coffee culture in the Philippines has been growing rapidly in recent years, with a plethora of coffee shops and cfs catering to the diverse tastes of the Filipino market. In this report, we will delve into the top 10 coffee shops and cfs in the Philippines by market share. We will explore their financial data, industry insights, and what sets them apart from the competition.1. Starbucks Coffee CompanyMarket Share:Starbucks Coffee Company is a dominant player in the Philippine coffee market, with a significant market share. The company operates numerous branches across the country, offering a wide range of coffee beverages and pastries to its customers.Financial Data:Starbucks has reported strong financial performance in the Philippines, with steady revenue growth year over year. The company's premium pricing strategy has helped it maintain a competitive edge in the market.Industry Insights:Starbucks success in the Philippines can be attributed to its strong brand image, high-quality products, and efficient customer service. The company's focus on creating a welcoming and comfortable environment for its customers has also contributed to its popularity.2. Coffee Bean & Tea LeafMarket Share:Coffee Bean & Tea Leaf is another major player in the Philippine coffee market, known for its specialty coffees and teas. The company has a significant market share and operates multiple outlets across the country.Financial Data:Coffee Bean & Tea Leaf has reported steady revenue growth in the Philippines, with a loyal customer base that appreciates its high-quality beverages and cozy atmosphere. The company's focus on innovation and new product offerings has helped it stay competitive in the market.Industry Insights:Coffee Bean & Tea Leaf's success in the Philippines can be attributed to its focus on quality, innovation, and customer service. The company's commitment to sourcing the best coffee beans and tea leaves from around the world has resonated with Filipino consumers.3. Figaro Coffee CompanyMarket Share:Figaro Coffee Company is a popular homegrown coffee chain in the Philippines, known for its cozy ambiance and delicious coffee blends. The company has a loyal customer base and a significant market share in the country.Financial Data:Figaro Coffee Company has reported steady revenue growth in the Philippines, with a focus on expanding its presence in key cities and towns. The company's commitment to sustainability and ethical sourcing has also resonated with its customers.4. Bos CoffeeMarket Share:Bos Coffee is a homegrown coffee chain in the Philippines, known for its strong advocacy of Philippine coffee beans. The company has a significant market share in the country and operates multiple outlets across key cities.Financial Data:Bos Coffee has reported steady revenue growth in the Philippines, with a focus on promoting local coffee farmers and sustainable practices. The company's commitment to showcasing the best of Philippine coffee has resonated with consumers.Industry Insights:Bos Coffee's success in the Philippines can be attributed to its unique selling proposition of promoting local coffee beans and supporting Filipino farmers. The company's cozy ambiance, friendly staff, and delicious coffee offerings have also contributed to its popularity among consumers.5. Gloria Jeans CoffeesMarket Share:Gloria Jeans Coffees is an international coffee chain with a strong presence in the Philippines. The company offers a wide range of coffee blends and specialty beverages to cater to the diverse tastes of Filipino consumers.Financial Data:Gloria Jeans Coffees has reported steady revenue growth in the Philippines, with a focus on expanding its presence in key locations and shopping centers. The company's commitment to quality and innovation has helped it stay competitive in the market.Industry Insights:Gloria Jeans Coffees success in the Philippines can be attributed to its diverse menu offerings, high-quality products, and efficient customer service. The company's focus on creating a relaxing and inviting atmosphere for its customers has also contributed to its popularity.6. Seattles Best CoffeeMarket Share:Seattles Best Coffee is a well-known coffee chain in the Philippines, offering a variety of coffee blends and pastries to its customers. The company has a significant market share and operates multiple outlets across the country.Financial Data:Seattles Best Coffee has reported steady revenue growth in the Philippines, with a focus on expanding its presence in key cities and towns. The company's commitment to quality and innovation has helped it maintain a loyal customer base.Industry Insights:Seattles Best Coffee's success in the Philippines can be attributed to its premium coffee offerings, cozy atmosphere, and efficient customer service. The company's focus on creating a sophisticated and luxurious coffee experience for its customers has also contributed to its popularity.7. Tim HortonsMarket Share:Tim Hortons is a Canadian coffee chain with a growing presence in the Philippines, known for its signature coffee blends and delicious pastries. The company has a niche market share and operates multiple outlets in key cities.Financial Data:Tim Hortons has reported steady revenue growth in the Philippines, with a focus on expanding its menu offerings and digital presence. The company's commitment to innovation and new product launches has helped it stay competitive in the market.Industry Insights:Dunkin Donuts success in the Philippines can be attributed to its diverse menu offerings, affordable prices, and efficient service. The company's focus on creating a fun and vibrant atmosphere for its customers has also contributed to its popularity.8. UCC ClockworkMarket Share:UCC Clockwork is a premium coffee chain in the Philippines, known for its high-quality coffee blends and artisanal pastries. The company has a niche market share and operates multiple outlets in key cities.Financial Data:UCC Clockwork has reported strong revenue growth in the Philippines, with a focus on expanding its presence in upscale locations and malls. The company's commitment to quality and craftsmanship has helped it maintain a loyal customer base.Industry Insights:UCC Clockworks success in the Philippines can be attributed to its premium coffee offerings, elegant ambiance, and personalized service. The company's focus on creating a sophisticated and luxurious coffee experience for its customers has also contributed to its popularity.9. Tim HortonsMarket Share:Tim Hortons is a Canadian coffee chain with a growing presence in the Philippines, known for its signature coffee blends and delicious pastries. The company has a niche market share and operates multiple outlets in key cities.Financial Data:Tim Hortons has reported steady revenue growth in the Philippines, with a focus on expanding its menu offerings and digital presence. 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The company's commitment to quality and sustainability has helped it build a loyal customer base.Industry Insights:The Coffee Beanery's success in the Philippines can be attributed to its unique coffee offerings, cozy atmosphere, and personalized service. The company's focus on creating a warm and inviting space for its customers has also contributed to its popularity.Overall, the coffee shop and caf industry in the Philippines is vibrant and competitive, with a diverse range of players catering to the varied tastes of Filipino consumers. Each of the top 10 coffee shops and cfs mentioned in this report has its own unique selling proposition and strengths that set them apart in the market. As the industry continues to evolve, it will be interesting to see how these brands innovate and adapt to changing consumer preferences and trends.Coffee statistics in the Philippines have revolutionized the beverage industry much like fintech did to the financial sector, morphing it into a multi-billion peso stronghold that experiences incredible year-on-year growth.Projections indicate that the coffee sector, which includes the cultivation, production, and coffee shop businesses, may surpass PHP 200 billion by the end of this decade. How big is the coffee market in the Philippines?As of 2023, the Philippine coffee market is valued at USD 1.62 billion, with a projected CAGR of 5.9% from 2023 to 2028.What percentage of Filipinos drink coffee?About 90% of Filipino adults consume coffee daily. Coffee drinking is embedded in Filipino culture, often enjoyed during breakfast or social gatherings.What type of coffee do Filipinos consume the most?Instant coffee remains the most popular type, capturing nearly 90% of market share. Convenience and affordability are key reasons behind its widespread use.How much coffee does the Philippines consume annually?The Philippines consumes more than 100,000 metric tons of coffee annually. Local production cannot meet demand, so over 70% of coffee is imported.Is the Philippines a coffee-producing country?Yes. The Philippines produces four varieties of coffee: Arabica, Robusta, Excelsa, and Liberica. Despite this, local production accounts for only 30% of national consumption.What is the main challenge in the Philippine coffee industry?The biggest challenge is low productivity on farms. Factors include aging farmers, limited access to modern equipment, and strong foreign brand competition.How do MSMEs perform in the coffee manufacturing sector?MSMEs in the coffee manufacturing reported performance better than target in return on assets (ROA), profit margin, sales growth, and market share. However, they operate under high competitive pressure.What factors affect coffee MSME performance?Based on Porter's Five Forces framework, key factors are:Competitive rivalry: Very highBargaining power of suppliers and buyers: HighThreat of new entrants and substitutes: HighThese forces significantly affect MSMEs' financial performance.What is the forecast for the coffee industry in the Philippines?The government aims to achieve 100% self-sufficiency by 2040. Current efforts focus on improving local production through training, mechanization, and investment partnerships.Are there opportunities in the Philippine coffee market?Yes. Growth areas include:Specialty coffee shopsReady-to-drink (RTD) productsSustainable sourcingLocal bean promotionRising coffee consumption and urbanization create more room for innovation and entrepreneurship.Coffee Industry Philippines StatisticsThe Philippines is the 14th largest coffee producer in the world, contributing significantly to the global coffee industry. (Source: The Philippine Coffee Industry Roadmap 2021-2025)The coffee industry in the Philippines is expected to grow at a CAGR of 3.5% from 2021 to 2025. (Source: The Philippine Coffee Industry Roadmap 2021-2025)The Philippines coffee industry is dominated by four primary species: Arabica, Robusta, Excelsa, and Liberica. (Source: The Philippine Coffee Industry Roadmap 2017-2022)Robusta accounts for 69% of the total coffee production in the country. (Source: The Philippine Coffee Industry Roadmap 2021-2025)The Philippine coffee industry predominantly comprises smallholder farmers, with 95% of farms measuring less than 5 hectares. (Source: The Philippine Coffee Industry Roadmap 2017-2022)The country's coffee industry faces a significant gap between production and consumption, with a deficit of 37,000 MT in 2017. (Source: The Philippine Coffee Industry Roadmap 2017-2022)The Philippines government has developed the Philippine Coffee Industry Roadmap 2017-2022 to boost the sectors growth. (Source: The Philippine Coffee Industry Roadmap 2017-2022)The coffee industry in the Philippines is characterized by very high competitive rivalry. (Source: Industry Characteristics and Performance of Philippine Coffee Manufacturing Firms: MSMEs Perspective)The threat of potential entrants in the Philippine coffee industry is high, indicating that new companies can quickly enter the market. (Source: Industry Characteristics and Performance of Philippine Coffee Manufacturing Firms: MSMEs Perspective)For the first quarter of 2023, the production of coffee (green coffee beans) in the Philippines was estimated at 9.42 thousand metric tons, marking a 1.3 percent increase from the same quarter of 2022. (Source: Philippine Statistics Authority)Robusta remains the country's most-produced type of coffee, accounting for 73.5 percent of the total production during the first quarter of 2023. (Source: Philippine Statistics Authority)SOCCSKSARGEN is the highest producer of coffee in the Philippines, contributing 33.4 percent of the country's total coffee production for the first quarter of 2023. (Source: Philippine Statistics Authority)Revenue in the Coffee market in the Philippines is expected to grow annually by 8.22% (CAGR 2023-2028). (Source: Statista Market Forecast)The volume in the Coffee market is expected to amount to 183.10m kg by 2028. (Source: Statista Market Forecast)The average volume per person in the Coffee market is expected to amount to 1.25kg in 2023. (Source: Statista Market Forecast)The revenue in the coffee segment is projected to reach US\$4,439m in 2023. (Source: Statista)The market is expected to grow annually by 12.1% (CAGR 2023-2025). (Source: Statista)In relation to total population figures, per-person revenues of US\$40.63 will be generated in 2023. (Source: Statista)The average per capita consumption stands at 2.4 kg in 2023. (Source: Statista)Arabica coffee, which shared 24.2% of total production, increased by 2.0%. (Source: Philippine Statistics Authority)Production of Excelsa coffee, which accounted for 5.8% of the total output, rose by 1.1%. (Source: Philippine Statistics Authority)However, Liberica coffee, which contributed 0.3% to the total production, declined by 1.6%. (Source: Philippine Statistics Authority)The Philippines instant coffee market is estimated to grow at a CAGR of 12.29% to reach a market size of US\$4,422.197 million in 2028 from US\$1,964.402 million in 2021. (Source: Philippines Instant Coffee Market Size: Industry Report, 2023 2028)Filipinos are projected to spend an average of \$44 per person on instant coffee in 2022. (Source: Coffee Affection)Filipinos are expected to consume 3.78 kilograms of coffee per person per annum. (Source: Coffee Affection)Before the Covid pandemic, Filipinos consumed 3.4 kilograms of coffee per person per annum. (Source: Coffee Affection)The Philippines is the second-largest consumer of coffee in Asia. (Source: Coffee Affection)90% of households in the Philippines have coffee in their cupboards. (Source: Coffee Affection)93% of households buy some coffee every week. (Source: Coffee Affection)Coffee Shop Philippines StatisticsThe number of coffee shops in the Philippines has been growing steadily, with a 3% increase in outlets in 2017. (Source: The Philippine Coffee Industry Roadmap 2017-2022)The coffee shop industry in the Philippines is characterized by high competitive rivalry, with a large number of international and local players. (Source: Industry Characteristics and Performance of Philippine Coffee Manufacturing Firms: MSMEs Perspective)The coffee shop industry in the Philippines has seen a significant increase in the number of local coffee shops, contributing to the industry's overall growth. (Source: Coffee Shops in the Philippines: Statistics)Coffee retail brands such as UCC, Starbucks, and Coffee Bean & Tea Leaf have established a strong presence nationwide, providing further incentives for the industry to develop. (Source: Philippines Instant Coffee Market Size: Industry Report, 2023 2028)Starbucks is, by far, the biggest coffee shop chain in the Philippines. (Source: Coffee Affection)The average cost of a cup of coffee in a coffee shop in the Philippines is \$3.02. (Source: Coffee Affection)The Philippines has seen a significant increase in coffee shops, with a growth rate of 12.7% in 2021. This growth is attributed to the increasing coffee culture in the country and the expansion of international coffee chains like Starbucks and The Coffee Bean & Tea Leaf. Coffee Shops in the Philippines StatisticsCoffee Drinkers Philippines StatisticsApproximately 90% of Filipino adults consume coffee regularly. (Source: The Philippine Coffee Industry Roadmap)The average age of coffee drinkers in the Philippines is 24-35 years old. (Source: The Philippine Coffee Industry Roadmap 2017-2022)Approximately 60% of coffee drinkers in the Philippines prefer instant coffee due to its convenience and affordability. 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International chains such as Starbucks have spread across Manila as well as smaller local cafes which continue to gain a strong presence across the country. All in a bid to tap into the countries expanding coffee industry. Tourism potential in coffee plantations Many coffee experts have spoken out about the possibility for coffee farmers to welcome tourists to their estates. Ecotourism already draws a significant flow of international guests to the country. Its up to farmers to take advantage of the industry by making their plantations more tourist friendly. Catering plantations to the needs of tourists will provide alternative revenue sources to many farmers. This will address the issue of having a limited income, which many farmers are now facing. The coffee industry employees approximately 200,000 Filipinos. Opening the plantations up to tourism will have a flow-on effect in providing many other employment opportunities in the local communities. Coffee tourism also has the potential to strengthen local economies. As tourists enter a community, many other related businesses will see revenue growth. Kapeng Tagalog: Arabica coffee in the Philippines Arabica coffee is the most consumed coffee in the world. Though only 5% of the coffee produced in the Philippines is the high-grade Arabica coffee. Although the coffee is known as Arabica, in the Philippines it is often referred to as Kapeng Tagalog. Arabica is mostly grown in high altitude areas. So, you will find it in provinces such as Benguet, Sagada, Ifugao and Mt. Matutum. With the different locations comes a signature taste to the coffee. For example, coffee from the infamous Cordillera region has an acidic, sweet taste. Whereas, the coffee from Mindanao has a bittersweet flavour with a floral aroma. Robusta: Back to basics Most of the coffee grown in the Philippines is the Robusta variety. The crop is easy to maintain and produces a higher yield than Arabica. 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Coffee tourism also has the potential to strengthen local economies. As tourists enter a community, many other related businesses will see revenue growth. Kapeng Tagalog: Arabica coffee in the Philippines Arabica coffee is the most consumed coffee in the world. Though only 5% of the coffee produced in the Philippines is the high-grade Arabica coffee. Although the coffee is known as Arabica, in the Philippines it is often referred to as Kapeng Tagalog. Arabica is mostly grown in high altitude areas. So, you will find it in provinces such as Benguet, Sagada, Ifugao and Mt. Matutum. With the different locations comes a signature taste to the coffee. For example, coffee from the infamous Cordillera region has an acidic, sweet taste. Whereas, the coffee from Mindanao has a bittersweet flavour with a floral aroma. Robusta: Back to basics Most of the coffee grown in the Philippines is the Robusta variety. The crop is easy to maintain and produces a higher yield than Arabica. 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