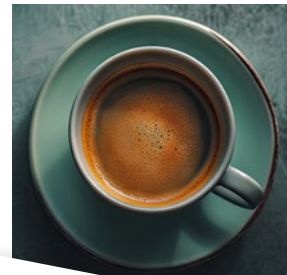
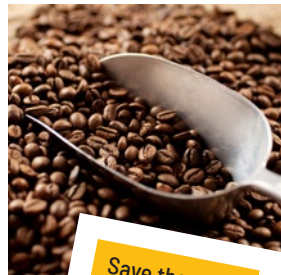




Federal Ministry
for Economic Cooperation
and Development



Partners in
Transformation
Import Promotion Desk



Copenhagen, 27–29 June 2024, Hall E, Booth EF-015

IPD at World of Coffee 2024

IPD connects you with reliable coffee producers
from Colombia, Ecuador, Ethiopia, and Indonesia.

Save the date!

Cupping sessions:

27 June 2024, 11:30, **Hall D, Cupping Room 1**
29 June 2024, 14:30, **Hall D, Cupping Room 2**



WORLD OF COFFEE
COPENHAGEN
JUNE 27–28 2024



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Import Promotion Desk (IPD)

Your partner for sustainable business contacts

If you are an importer looking for reliable exporters of Arabica specialty coffee and want to open up new supply sources, then Import Promotion Desk (IPD), the initiative for import promotion, will support you.

On your behalf, we undertake the international sourcing of reliable trade partners in selected partner countries.

We identify highly promising producers for you who are able to reliably meet the demand on the European market. We prepare the suppliers thoroughly for the EU market: considering factors such as product quality, exportability, export capacity, and compliance with international standards and certifications.

We introduce you to carefully evaluated companies at trade fairs in Europe or during virtual b2b events. Thanks to our preparation, you will meet business partners who know what is important to European importers.

At World of Coffee 2024 we introduce you to reliable suppliers from **Colombia, Ecuador, Ethiopia, and Indonesia**. We establish direct contact to these new companies and organise b2b meetings for you.

Our mediation is neutral, quality-conscious and free of charge.

Get in touch with us!

IPD is an initiative of the Federation of German Wholesale, Foreign Trade and Services (BGA) and sequa, the development organisation and partner of German business. IPD is funded by the Federal Ministry for Economic Cooperation and Development (BMZ) and part of the "Partners in Transformation – Business & Development Network", into which the BMZ programmes for economic actors are organised.

More information about IPD and our individual services at www.importpromotiondesk.de





**Partners in
Transformation**
Import Promotion Desk

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Matchmaking team at World of Coffee 2024



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Make an appointment!

Discover the unique diversity of our partner countries!

At World of Coffee 2024, IPD presents reliable coffee producers from Colombia, Ecuador, Ethiopia, and Indonesia.

COLOMBIA

Colombia has a very large number of exporters of **green coffee** and coffee production in Colombia is distinguished by smallholder production.

The producers are spread out over the 17 coffee departments within Colombia. In 2022 the Colombian coffee exports to Europe reached **124,000 tonnes**.

In terms of specialty coffee, Colombia is one of the countries, among other 13 producing companies who hosts the annual “Cup of Excellence”, a competition that aims at identifying the highest quality coffees produced.

Most coffee in Colombia grows between 1,200 and 1,800 masl, but in some regions it surpasses altitudes of 2,000 masl. Common varieties cultivated by smallholders are **Typica, Bourbon, Caturra, and Castillo**, but a big assortment of varieties is also available.

The country has an established image and brand for **high-quality coffees**. Colombian coffee is known for its chocolate, nuts, herbs, fruit and citrus notes. Its main processing technique is washed processing.

ECUADOR

Coffee cultivation in Ecuador began in the 1860s in the province of Manabi and remains one of the country's most important exports.

Historically, Ecuador has produced coffee for mass consumption, but in recent years there has been a growing trend towards family-run and small coffee farms. The coffee industry is experiencing a revival, with a focus on quality over quantity, supported by **sustainable practices**. Due to the diversity of its terroirs, Ecuador is one of the few countries in the world to produce both Arabica and Robusta coffee. In the south of the country, the Typica, Typica Mejorada, Caturra, Sidra and Bourbon varieties are grown at altitudes of 1,700–2,300 masl, mainly in the mountainous Loja, Amazonian Zamora, and coastal El Oro areas.

Recently, an increasing number of coffee producers are focusing on micro-lots, and small-scale farmers are becoming more important.

Processing methods vary, but generally include **washed, natural and honey processing**, each of which imparts different flavours and characteristics to the coffee. The dedication of small-holder farmers to sustainable and artisanal practices ensures that Ecuadorian coffee continues to be a **hidden gem** in the world of specialty coffee.

ETHIOPIA

Ethiopia is considered the birthplace of coffee. The legend says that a goat herder discovered wild coffee plants in the **Ethiopian region of Kaffa** in the 9th century. After his goats had eaten the coffee cherries, they were more active and stayed awake longer at night. The abbot of the local monastery then made a drink from the cherries and **coffee was born**. Until today, Ethiopia is still the center of origin and genetic diversity of wild *Coffea arabica*.

Scientists estimate that in Kaffa, centuries of mostly undisturbed evolution have produced around **5,000 varieties of coffee**.

For generations, the communities in Kaffa have passed down the secrets of how best to preserve the plants. For instance, harvesting is exclusively done by hand after a careful selection of the raw beans, and drying takes place naturally in the sun.

Another well-known coffee-growing region in Ethiopia is the Djimma region, where wild coffee is harvested. This where the **Djimma coffee** comes from, which is characterised by a pleasant aroma, light and fine acidity – a must for every coffee lover.

INDONESIA

Indonesia has a long and rich history of coffee cultivation dating back to the 17th century. In recent years, the Indonesian coffee market has increasingly focused on specialty coffee, promoting sustainable cultivation methods and **direct trade relations** between farmers and roasters.

Gayo Arabica coffee is a highly valued, typical flavor coffee from Sumatra, Indonesia. Its fine aroma and lack of bitter taste have become the characteristics of the Gayo Arabica coffee product.

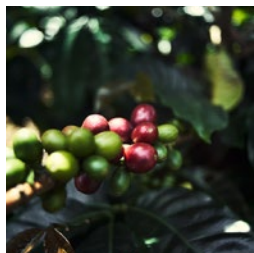
Coffee connoisseurs appreciate the distinctive characteristics of Gayo Arabica coffee, particularly its light earthy notes balanced with full body and a smooth aftertaste, mild acidity, a combination of spice and sweetness, and some elegant fruit notes.

Find out more about the IPD coffee producers on the following pages!





A Coffee Family



A Coffee Family is dedicated to producing and exporting unique, traceable, and sustainable coffees from five regions of Colombia. They meticulously monitor the environmental conditions to ensure optimal growth for their coffee plants. Management plans are tailored for each farm to demonstrate their potential while nurturing the environment. A Coffee Family focuses on having agroforestry practices and puts a strong effort on soil conservation and soil microbiology.

Their history stretches back more than 80 years to the highlands of Colombia. Over the decades, they have cultivated a large family of coffee growers who share their values and vision, truly embodying what they call a “Coffee Family”. To complement their commitment to quality and sustainability, they offer packaging solutions that are both functional and customizable. Their coffee is available in 35 kg and 70 kg bags, as well as in 24 kg vacuum packs, allowing flexibility and preserving the coffee’s distinctive qualities.

Products & quantities per year

- Geishas, Wush-Wush, Pink Bourbons, Chiroso, Bourbons, Caturra Castillo Colombia
- Growers blends / 346 t
- Microlots / 80 t
- Exotics / 36 t

Cupping profile

- Floral, berries, red fruits, yellow fruits, caramel, chocolate, vanilla, tropical

Certifications

- ORGANIC EU

Source of raw material

- Source from farms in five Colombian regions

Altitude

- 1,500 – 2,180 masl



Colombia

Address

A Coffee Family
Finca Marmato
Armenia, Quindio
Colombia
www.acoffee.co
www.instagram.com/acoffeeco/?locale=en-TH

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sales@acoffee.co

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Colombia



InConexus is a specialty coffee exporter working with farms across Colombia and committed to bringing high-quality and sustainably produced coffee to the market. Their mission is to foster mutual benefits between the corporate sector and socially-oriented organizations across several areas, including green businesses, direct trade under fair conditions, inclusive partnerships, and corporate social responsibility. By striving to create shared value, InConexus embodies this identity through persistent initiation of projects aimed at addressing the challenges faced by their partner growers.

With extensive experience in international trade and market access within the agro-business sector, InConexus also emphasizes community empowerment. Its coverage extends to regions including Tolima, Nariño, Huila, Cauca, Sierra Nevada, and Cesar.

Products & quantities per year

- Caturra, Pink Bourbon, Geisha, SL-28, Java, Typica, Chiroso, Colombia, Wush Wush, Castillo ☑
- Around 70 containers

Cupping profile

- Floral, citrus, caramel, creamy, juicy, malt, fruity, jasmine, sweet, chocolate, fresh, nutty, honey

Altitude

- 700 - 2,250 masl

Certifications

- ORGANIC EU
- FAIRTRADE
- RAINFOREST
- BIRDFRIENDLY
- JAS

Source of raw material

- Partnership with around 10,000 coffee growers

Address

InConexus SAS
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Bogotá
111211
Colombia
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dekoning@importpromotiondesk.de



Urbania Cafe

☑ Product available in organic quality



Colombia



Urbania Cafe is a Colombian company founded in 2015 and based in Medellin. It specializes in single-origin, fully traceable specialty coffees with a high social and environmental impact. The company's commitment to sustainability is reflected in its involvement in high-impact projects that align with the United Nations Sustainable Development Goals (SDGs), namely SDG 10 (reducing inequalities), SDG 12 (responsible consumption and production) and SDG 15 (life on land). Urbania Cafe's initiatives include crop substitution, support for victims of violence, water conservation, reforestation and the protection of local wildlife such as jaguars and Andean bears.

For customers in Europe, Urbania Cafe simplifies the purchasing process, accommodating orders from a single bag to a full container.

Address

Urbania Cafe
Calle 14 # 30-100
Medellin
Colombia
www.urbaniacafe.com
www.instagram.com/urbaniacafe/?hl=en

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dekoning@importpromotiondesk.de



Products & quantities

- Castillo 83+ (availability:
1 Full 20 ft container per month)
- Castillo organic 83+ ☑ (availability:
1 Full 20 ft container per trimester)
- Caturra chiroso 86+ (availability:
1/2 20 ft container per semester)
- Pink Bourbon 87+ (availability:
1/4 20 ft container per semester)
- Geisha 87+ (availability: 1,000 kg per year)

Certifications

- B Corp

Source of raw material

- 300+ farmers

Altitude

- Depending on grower
(working with 300 farmers
in different regions)

Cupping profile

- Floral, fruity, fresh, chocolate,
caramel, honey, nutty





Véntola Coffee



Véntola offers exclusive coffees with total traceability, driven by constant innovation. With over 13 years of industry experience, Véntola aims at being a strategic partner to its clients, committing to creating a diverse, consistent and market-driven portfolio. As Colombian coffee growers, producers, processors and exporters of unique and authentic specialty coffees, they excel at co-creating and developing flavours that exceed customers' market expectations. Working with producers in different regions, Véntola also offers technical assistance and access to markets to small producers.

With a repertoire of over 18 different coffee varieties grown and harvested throughout the country, Véntola manages every aspect of the process, from wet and dry milling to laboratory testing, storage and export logistics. This meticulous approach ensures rigorous quality control and full traceability of each batch from harvest to shipment. Véntola promises to experience a journey with every sip of their coffee.

Products & quantities per year

- Specialty green coffee beans (Caturra, Pink bourbon, Geisha, SL-28, Java, Ombligón, Tabi, Typica, Chirosó, Colombia, Wush Wush and Castillo, amongst others) / 240 t

Cupping profile

- Red, yellow, tropical, floral, herbal, winy, funky, full, bright, delicate, intense

Certifications

- FAIRTRADE
- RAINFOREST ALLIANCE
- 4C

Source of raw material

- Own cultivation in Antioquia, Colombia and 25 producers in other coffee regions (Huila, Narino and Santander)

Altitude

- 1,900 – 2,300 masl



Colombia

Address

Véntola Coffee
Cra 45A # 60-39
Itagüí - Antioquia
Colombia
www.ventola.coffee
www.instagram.com/ventolacoffee/?hl=en

Contact

Ms. Maria del Mar De Zubiria
Commercial Manager
Phone: + 57 313 744 43 73
mariadelmar@ventola.coffee

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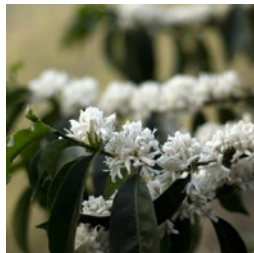
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Cafe Agrogora

☑ Product available in organic quality



Ecuador



Café Agrogora is a third-generation family-owned company, renowned as specialty coffee producers and exporters from Ecuador. The company operates farms primarily located in the Galapagos Islands. Additionally, Agrogora oversees reception centers throughout the country in key coffee-growing regions.

With extensive experience in managing large transactions and maintaining stringent quality control standards, they have left an indelible mark on the local industry. They achieved a significant milestone as the first specialty coffee to be featured at Starbucks Reserve in 2010. Moreover, their Galapagos coffee was prominently showcased in Nespresso's Exclusive Explorations Series.

Café Agrogoras' influence extends globally, with a presence in over 15 countries, showcasing their commitment to sharing their exceptional coffee with enthusiasts worldwide.

Products & quantities per year

- Galapagos coffee ☑ / 150 t
- Andes Mountain coffee ☑ / 500 t
- Typica Mejorada coffee ☑ / 25 t
- Sidra coffee ☑ / 5 t

Cupping profile

- Chocolate, chamomile, nutty, sweet, floral, pistachio, brown sugar, green tea, fresh, fruity, peach, strawberry

Certifications

- ORGANIC EU

Source of raw material

- Own cultivation & reception centers across coffee growing regions

Altitude

- Andes Mountain coffee: 1,200 masl
- Typica Mejorada coffee: 1,500 masl
- Sidra coffee: 1,500-1,600 masl

Address

Agrogora LTDA
San Cristobal
Galapagos Islands
Duran, Guayas
Ecuador
www.agrogora.com.ec
info@agrogora.com.ec

Contact

Mr. Wilson Gonzales Ramos
Executive President
Phone: + 593 998 802 606
wilson_gonzalezr@hotmail.com

IPD contact

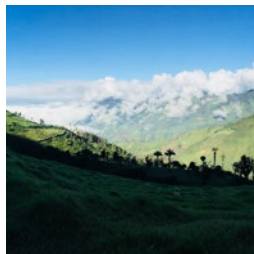
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dekoning@importpromotiondesk.de



Cafe Lugmapata



Ecuador



Lugmapata is a family-owned coffee farm established in 2012 with the mission of producing exceptional coffee renowned worldwide, while also fostering the growth of the local community in the picturesque town of Pallatanga. Situated at elevations ranging from 1,700 to 2,000 meters above sea level, their 15-hectare property is dedicated to cultivating specialty coffee beans.

Lugmapata places great emphasis on both harvesting and post-harvesting processes, recognizing their pivotal role in ensuring top-notch quality alongside the inherent attributes of the coffee varieties they grow. Their commitment to excellence has been recognized through various accolades, including triumphs in esteemed competitions such as the local 'Ecuadorian Taza Dorada' for quality and the prestigious 'Cup of Excellence-Ecuador'.

Lugmapata is also actively engaged in community development initiatives. Over the past three years, they have initiated a project to encourage their neighbours to cultivate specialty coffee. Through collaborative efforts with small farmers, they have propagated their finest varieties, enabling the community to collectively meet the standards required to access international markets.

Products & quantities per year

- Sidra / 3 t
- Typica Mejorada / 3 t
- L1 / 3 t

Cupping profile

- Clean, floral, fruity, exotic

Source of raw material

- Own crops in Pallatanga, Chimborazo, Ecuador and 7 other small-holder farmers in the region

Altitude

- 1,700 – 2,000 masl

Address

Lugmapata S.A.
Calle Fray Antonio Rodrigues
Quito
Ecuador
www.instagram.com/lugmapata?igsh=ZmVlZmxkc3M1MHFx

Contact

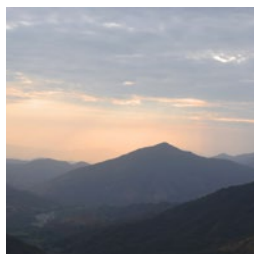
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Chorora Farm



In 2011, Chorora Farm initiated the cultivation of 10 specialty coffee varietals, aiming to assess their performance, disease resistance, production, and cup grades. With great results and having obtained prizes that certify excellence in cup quality, the company shares their best practices with the 50 small producers of the Sozoranga coffee association.

The region where Café Chorora Farm grows is surrounded by five natural reserves. Together with the association, they're forging long-term relationships focused on growth through research, production, and post-production processes. They aim to ensure stable, environmentally respectful production, fair prices, and rural community development.

Chorora Farm works with anaerobic and acid lactic fermentation.

Products & quantities per year

- Specialty green coffee (Sidra, Typica Mejorada, Pink Bourbon, Red Bourbon, Geisha, Lupe María) / 18 t

Cupping profile

- Floral, yellow fruits, red fruits, aromatics, citrus, sweet, mint, botanical

Altitude

- 1,300 – 1,500 masl

Certifications

- GLOBALG.A.P.

Source of raw material

- Own crops and 70 producers from the Loja region



Ecuador

Address

Chorora Farm Specialty Coffee
Barrio Chorora
Sozoranga, Loja
Ecuador
www.instagram.com/cafe_olinkavelez

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In the heart of Ethiopia, an organization has taken root, serving as a pivotal platform in the Ethiopian coffee market. The founder Kume Chibsa is an astute leader with over fourteen years track records and significant achievements in social impact initiatives as well as corporate IT transformation.

Afrovalley bridges the gap between Ethiopian farmers and international markets, forging direct connections that ensure quality and traceability from seed to cup. Their mission is clear: to empower farmers with a suite of hands-on services, from quality assurance and commercial management to logistics management, tailored to meet the demands of discerning buyers worldwide.

Additionally, they work as a communication channel between buyers and farmers, offering transparency, traceability, and assurance to achieve contractual agreements.

Products & quantities per year

- Washed and unwashed
Arabica coffee / 200 t

Source of raw material

- Outgrowers

Cupping profile

- Fruity, winy, rue,
spicy, chocolate

Altitude

- 1,700 – 2,100 masl



Ethiopia

Address

Afrovalley Consultancy PLC
104 Mercy Plaza, Yeka
Addis Ababa
Ethiopia
www.afrovalley.io
info@afrovalley.io

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Founder and CEO
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kume.chibsa@afrovalley.io

IPD contact

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ayalagomez@importpromotiondesk.de



DH Family

☑ Product available in organic quality



Ethiopia



DH Family (previously known as Yidnekachew Dabessa Chalchissa) was established in 2008. Its core business is the production, processing and direct export of high quality washed and unwashed Arabica coffee. The company owns a 150-hectare coffee farm in the western part of Ethiopia, Oromia region, Jimma zone, in Limmu Kossa district.

A coffee processing facility and a coffee washing station are owned by DH Family and based on the farm. The founder of the company – Mesfin Dabessa Chalchissa – is the son of a coffee farmer qualified in agriculture and has vast experience in coffee production & marketing. The company currently employs over 300 people working in the farm, processing and export markets. DH Family is also engaging outgrowers in the regions to produce the highest quality coffee.

The company focuses on the traceability of its coffee. The implementation of the EUDR Regulation has started and geo locations are available. Their main goal is to deliver specialty coffee in the highest quality to the global market. DH Family is also winner of the “Good Food Award” in 2018, in the USA.

Products & quantities per year

- Sundried natural coffee ☑ / 180 t
- Limmu washed coffee ☑ / 90 t
- Anaerobic coffee / on request

Cupping profile

- Floral, citrus, chocolate, sweet, rich, long finish

Altitude

- 1,800 – 2,200 masl

Certifications

- ORGANIC (EU, NOP)

Source of raw material

- Own cultivation
- 72 outgrowers

Address

DH Family PLC
Akaki Kaliti Sub city, district 05
Office number 214/15
Awrora Hotel Plaza
Addis Ababa
Ethiopia
www.dhfamcoffee.com
info@dhfamcoffee.com

Farm

Oromia region,
Jimma, Limmu, Wolensu
Ethiopia

Contact

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Founder and Managing Director
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mesfin@dhfamcoffee.com

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Diamond Enterprise



Ethiopia



Diamond Enterprise is a women-led company founded in 1999. The farm is in southwest Ethiopia, surrounded by the Kafa Biosphere Reserve, which is recognized as the birthplace of wild Arabica coffee.

The farm produces the highest quality coffee, mainly grown in microplots. The owner and team at the farm put their efforts into various processing methods such as anaerobic, honey, and natural sun-dried. Additionally, a traceability system for the coffee is in place, which complies with international standards.

Additionally, this estate is committed to promoting women's empowerment at the grassroots level and in society, while also striving for sustainability and environmental protection. On their farm, they have complementary projects with fresh honey and tea.

Diamond Enterprise products are an expression of the love for humanity and an embodiment of what they desire to see in your life.

Products & quantities per year

- Natural Kaffa Forest coffee / 70 t
- Honey processed
Kaffa Forest coffee (microplots)
- Anaerobic processed
Kaffa Forest coffee (microplots)

Cupping profile

- Honey: Chocolate, caramel, honey, plum, raspberry
- Anaerobic: Wine, dark chocolate, grape fruit, plum, spicy

Certifications

- FSSC 22000 (in process)

Source of raw material

- Own cultivation
- Outgrowers

Altitude

- 1,728 – 1,877 masl

Address

Diamond Enterprise PLC
Dahab Specialty Farm
Bole sub-city, Gerji Area Bawa
Center#307
Addis Ababa
Ethiopia
info@dehabcoffee.com
www.dehabcoffee.com

Farm

Southwest Ethiopia –
Kaffa, Bonga

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Tega & Tula Coffee Estates

☑ Product available in organic quality



Ethiopia

Address

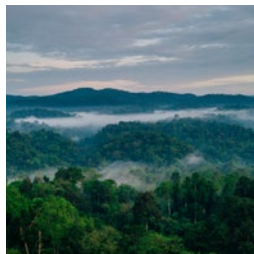
Tega & Tula Coffee Estates
Bole Sub city
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Ethiopia
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Tega & Tula Coffee Estate was established by acquiring the Tega & Tula. The estate has grown to include over 1,140 hectares of farmland across Kaffa, Anderacha (within the UNESCO-registered Sheka Biosphere), Gesha, and Guji.

It offers a selection of Ethiopia's finest coffee varieties, cultivated on Organic and Rainforest Alliance-certified farms, and processed at eco-friendly washing stations in Guji Hambela, West Arsi Nensebo, and Sidamo Chire. This ensures comprehensive value chain oversight and block-level traceability. Committed to sustainable and climate-smart farming, the estate protects the well-being of its coffee trees and local community. Innovations like solar drying panels mark their eco-friendly practices. The estate also invests in the community's sustainable well-being, actively supporting developmental projects such as building schools, healthcare centers, and infrastructure. Celebrating Ethiopian coffee culture, Tega & Tula is a leading producer, processor, and exporter of high-grade Arabica coffee, with each bean reflecting tradition, sustainability, and uniqueness.

Products & quantities per year

- Washed, Natural sundried and wild forest Arabica coffee (Kaffa, Limu, Gesha, Guji, Sidamo, Anderacha, West Arsi) ☑ / 1,500 t
- Cascara ☑ / 40 t
- Anaerobic coffees ☑ / 70 t

Cupping profile

- Fruity, mango, apricot, peach, raspberry, strawberry, chocolate, caramel, spicy, jasmine, cardamom, honey, floral, lemon citrus, sweet tart, creamy

Certifications

- ORGANIC (EU, NOP, JAS)
- RAINFOREST ALLIANCE (RA)

Source of raw material

- Own cultivation

Altitude

- 1,695 – 2,350 masl



Arinagata Cooperative

☑ Product available in organic quality



Indonesia

Address

Arinagata Cooperative
Gudang Kopi H. Rasyid
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IPD contact

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Arinagata Cooperative is a producer and exporter of Gayo Arabica coffee, specializing in organic coffee. The cooperative has 1,470 carefully selected coffee farmers working on 1,449.8 hectares of coffee plantations, spread across 25 villages in the Aceh Tengah district of Aceh Province, Indonesia. Established in 2006, the cooperative has an average production capacity of 52 containers per year.

Arinagata's premium and specialty wet-hulled coffees are produced in direct collaboration with village collectors and processors to ensure that the drying, storage, and lot integrity remain intact from the farmer to the customer. This approach guarantees cleaner, more stable, and more traceable regional lots.

Products & quantities per year

- Gayo Arabica coffee ☑ / 950 t

Cupping profile

- White grape, vanilla, floral, chocolate, brown sugar

Altitude

- 1,200 – 1,800 masl

Certifications

- ORGANIC (EU, NOP, US)

Source of raw material

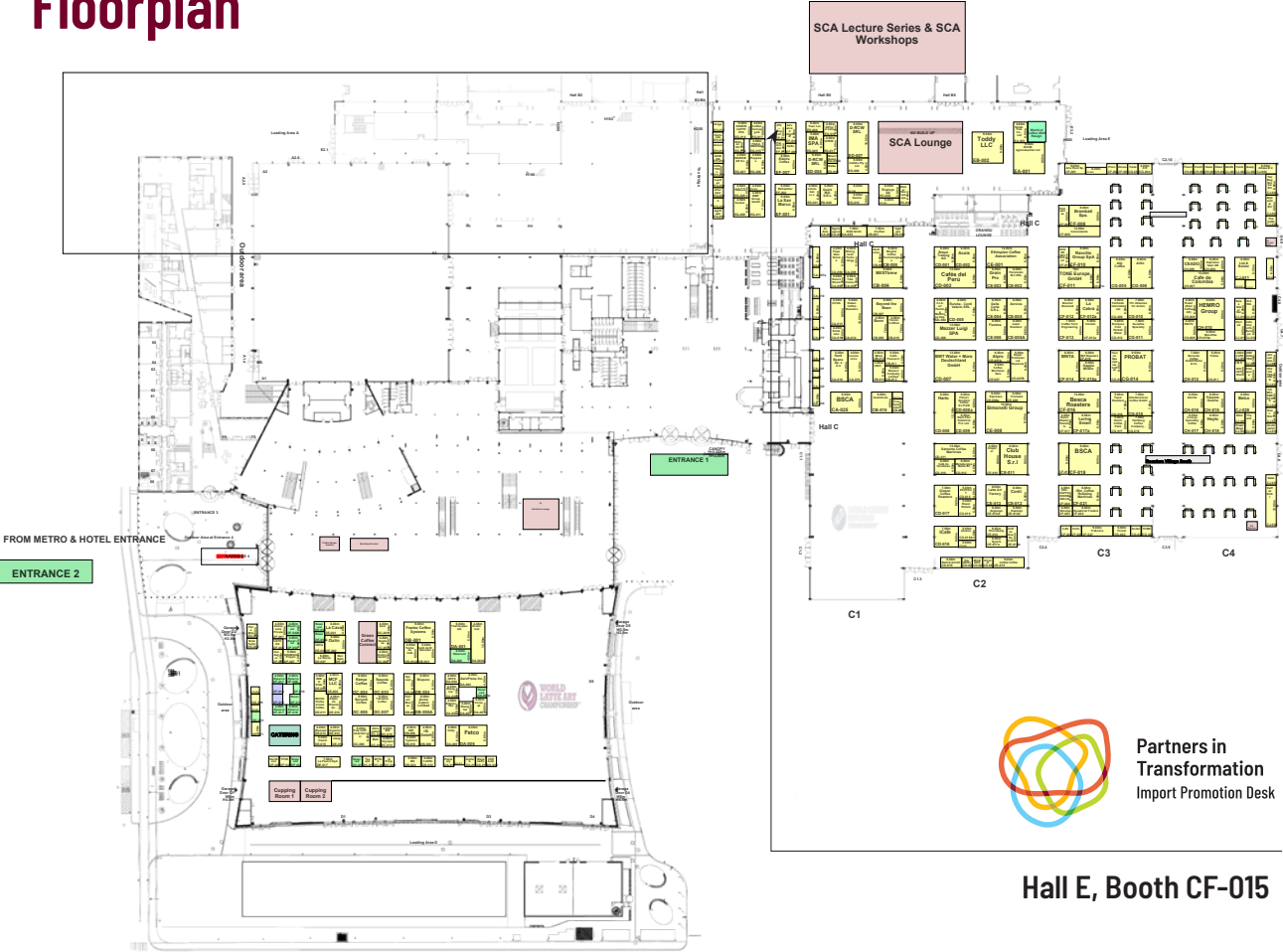
- Coffee farms at Aceh Tengah, Sumatra Island, Indonesia

Notes

This image shows a single sheet of white paper with horizontal blue or grey ruling lines. The lines are evenly spaced and run across the width of the page. There are approximately 20 lines visible. The paper has a slight shadow on its right side, suggesting it's resting on a surface.



Floorplan



Partners in
Transformation
Import Promotion Desk

Hall E, Booth CF-015



Partners in
Transformation
Import Promotion Desk

30 September - 5 October 2024

IPD Buying mission to Ethiopia

Check out the production conditions of Ethiopian producers on site.

Get to know the people behind the products

- On-site visits to 5 to 7 reliable suppliers of coffee beans and Arabica specialty coffee in Ethiopia accompanied by IPD sourcing experts.
- First-hand information about the entire value chain: from cultivation and production to logistics and export.
- Exclusively arranged company visits and customised B2B meetings – tailored to your needs and product interest

IPD Services

- The entire logistics will be organized by the IPD team.
- Company visits will be arranged by our IPD sourcing experts.
- Participation fee of EUR 850 per person.

**Register here
until 1 August 2024**





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We will inform you regularly about our
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