

Federal Ministry for Economic Cooperation and Development



Saturday, 28 June 2025, 11:30 pm

Partners in Transformation Import Promotion Desk







Geneva, 26-28 June 2025

# **IPD at World of Coffee 2025**

IPD connects you with reliable coffee producers from Colombia, Ecuador, Ethiopia, Peru, Rwanda, and Tanzania. Visit the IPD Booth 1429!





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### Import Promotion Desk (IPD)

Embark on a journey through the world's best coffee-growing regions!

At the World of Coffee 2025, the Import Promotion Desk (IPD) invites you to discover exceptional coffees from **Peru**, **Colombia**, **Ecuador**, **Ethiopia and Tanzania** – each with its own flavour and history.

Get to know reliable coffee suppliers from these countries – direct and transparent!

We connect you with pre-screened producers of speciality coffee and open up new supply sources for you.

#### IPD supports your international sourcing!

All the companies we present to you at the World of Coffee have gone through a complex screening process. We continuously identify potential suppliers in our partner countries. The IPD experts visit each company on site and carefully select them according to strict IPD criteria. We take into account factors such as product quality, export capability, export capacity and fulfilment of international standards and certifications. We focus on short and transparent supply chains without intermediaries.

Only those companies that meet our requirements are accepted into the IPD programme. Once selected, the companies are provided with intensive preparation and support for entering the European market.

Take advantage of IPD's quality-driven matchmaking service to meet new reliable business partners and expand your product portfolio.

At the **World of Coffee 2025** we will introduce you to 17 evaluated coffee suppliers from 6 partner countries.

Check out the high-quality coffee offer of our partners for yourself. **Visit us at booth 1429 and join our cupping sessions!** 

Can't make it to the trade fair? No problem! We are happy to arrange individual meetings with our producers – flexible and convenient.

#### Get in touch with us!

On the following pages you can find detailed information about the IPD companies and their offer.

#### About IPD

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

### IPD team



Charlotte Braquet IPD Expert Sourcing + Markets (Egypt, Madagascar, Peru) Phone: + 49 228 909 0081 83 braquet@importpromotiondesk.de



María Paula Gómez Salamanca IPD Expert Sourcing + Markets (Colombia, Ecuador, South Africa) Phone: + 49 30 590 099 567 gomez@importpromotiondesk.de





Verena Adler External IPD Consultant Mobile: + 49 176 617 177 63 adler@importpromotiondesk.de



Diana Maria Ayala Gomez External IPD Consultant Phone: + 34 682 68 01 89 ayalagomez@importpromotiondesk.de



Nicole Schauer IPD Expert Sourcing + Markets (Ethiopia, Ghana, Tanzania) Phone: + 49 228 909 0081 320 schauer@importpromotiondesk.de



Maurits de Koning External IPD Consultant Mobile: + 31 636 020 739 dekoning@importpromotiondesk.de

### Avoid waiting times at the trade fair.

Arrange your appointment with IPD companies that interest you!

Register here!

### **Coffee varieties from around the world**

Find out more about the coffee range from the IPD partner countries

#### PERU

Peru is a major producer of high-quality speciality coffees and is one of the largest exporters of **Arabica coffee**. The coffee is grown by smallholder farmers at altitudes of between 1,200 and 2,200 metres. Typical coffee varieties are **Caturra, Typica, Bourbon, Paca and Gesha**. Peruvian speciality coffee is characterised by a bright, fruity acidity with notes of citrus fruits (lemon, orange) and tropical fruits (pineapple). There are also floral undertones (jasmine, camomile), natural sweetness (sugar cane, honey, caramel) as well as nutty (almond, hazelnut) and chocolate flavours. Peru is a pioneer in the production of organic coffee in order to meet the increasing global demand for chemical-free products. Many coffees can be traced back to the specific farm or plot, allowing transparency and a direct link to the producers.

#### **COLOMBIA**

Colombia is known worldwide for its high quality coffees and the coffee cultivation is characterised by small farmers. The country is also one of the venues for the renowned "Cup of Excellence" competition, which aims to identify the highest quality coffees. Typical varieties are **Typica, Bourbon, Caturra and Castillo.** The coffee grows at altitudes between 1,200 and 2,000 metres, mainly in the Huila, Antioquia and Nariño regions. The coffees from Colombia have flavours of chocolate, nuts, herbs as well as fruit and citrus notes. The main processing method is washing, which contributes to the clarity of flavour. Sustainable cultivation and fair trade practices support the producers.

#### ECUADOR

Ecuador is experiencing a revitalisation of its coffee industry with a focus on quality rather than quantity. Cultivation mainly takes place in small, family-run businesses that focus on sustainable practices.

Due to the diversity of its terroirs, Ecuador is one of the few countries in the world that grows 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 to 2,300 metres above sea level, 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. The dedication of smallholder 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. Legend has it that a goatherd discovered wild coffee plants in the Ethiopian region of Kaffa in the 9<sup>th</sup> century. After his goats had eaten the coffee cherries, they were active and stayed awake longer at night. The abbot of the local monastery made a drink from the cherries and coffee was born. To this day, Ethiopia is the centre of origin and genetic diversity of the **wild Coffea arabica**. The Kaffa region is home to an estimated 5,000 coffee varieties.

For generations, the communities in Kaffa have passed on the secret how best to preserve the plants. For example, the beans are harvested exclusively by hand after careful selection, and they dried naturally in the sun. Wellknown varieties are **heirloom varieties**. The coffee is grown at altitudes of 1,500 to 2,300 metres, mainly in the Sidamo, Yirgacheffe and Harrar regions. Most of the coffee is grown by smallholder farmers and in traditional forest gardens. Ethiopian coffees are often fruity and floral with a lively acidity.

#### TANZANIA

Tanzania is known worldwide for its high-quality speciality coffee. Tanzanian coffee grows at altitudes between 1,000 and 2,200 metres and is mainly cultivated by small farmers. The best-known varieties are **Bourbon and SL28**, although smaller quantities of **Robusta** are also cultivated at lower altitudes.

The **Tanzania peaberry**, a bean with concentrated flavours that is valued as a speciality on the world market, is particularly popular. The taste of Tanzanian coffee is characterised by a lively, bright acidity with citrus notes (orange, lemon, grapefruit) and fruity aromas (berries, tropical fruits, stone fruits). A vinous, juicy character as well as a natural sweetness (sugar cane, honey) and a medium to full body round off the profile. Fair trade certification and direct marketing enable farmers to obtain better prices, while sustainable cultivation methods protect the environment and promote social stability.

We connect you with reliable coffee producers from these countries! More information about the IPD suppliers on the following pages.





# A Coffee Family

#### Booth 1429



#### Address

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

#### Contact

Mr. Andres Jaramillo Founder Phone: + 57 312 695 03 12 sales@acoffee.co

#### Matchmaking contact

For more information please contact: Maurits de Koning External IPD Consultant Mobile: + 31 636 020 739 dekoning@importpromotiondesk.de







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. For decades, they have built 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 shipments from 1 pound to 1 container in qualities from championship nano lots to growers blends in bigger volumes. Farming dreams, farming development.

#### Products & quantities per year

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

#### **Cupping profile**

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

#### Certifications

ORGANIC EU

#### Source of raw material

• Farms in five Colombian regions

#### Altitude

• 1,500 - 2,180 masl

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### APU Booth 1429



APU preserves 40% of its land as natural forest, reflecting its dedication to biodiversity and sustainable practices.

The name "APU" means "leader" or "cacique", highlighting the company's commitment to principles rooted in the traditions and values of indigenous communities. APU's coffee is cultivated by the owners themselves, using knowledge passed down form their parents and grandparents under principles of socio-environmental responsibility.

#### Products & quantities per year

- Caturra / 60 t
- Geisha / 3t
- Pink Bourbon / 19 t
- Typica Natural / 8t

#### **Cupping profile**

- · Caturra: Caramel, red fruity, chocolate, balanced
- · Geisha: Jasmin, tangerine
- · Pink Bourbon: Cinamon, sweet, mango, vanilla
- Typica Natural: Wine panela, red fruits, blueberry, raspberry, honey-sweet cherry

#### Source of raw material

- Own cultivation
- Small-scale farmers

#### ∆ltitude

- 1,800 2,000 masl



Coffee Farm Teruel huila El carmelo farm Colombia

#### Office

Cra 6 No 32 - 45 Neiva Huila Colombia www.apucafe.com

#### Contact

Ms. Catalina Castillo CEO / Export Manager Phone: + 57 317 854 89 74 catalina.castillo@apucafe.com

Colombia

Mr. Miquel Llanos CEO / Export Manager Phone: + 57 318 477 87 81 miguel.llanos@apucafe.com

#### Matchmaking contact

For more information please contact: Maurits de Koning External IPD Consultant Mobile: + 31 636 020 739 dekoning@importpromotiondesk.de



# urhania Urbania Cafe

Booth 1429







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.



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

Contact

Mr. Ricardo Restrepo Founder Phone: + 57 300 554 88 55 rrestrepo@urbaniacafe.com

#### Matchmaking contact

For more information please contact: Maurits de Koning External IPD Consultant Mobile: + 31 636 020 739 dekoning@importpromotiondesk.de

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

#### Products & quantities per vear

- Castillo 83+ / 240 t
- Castillo organic 83+ 🖉 / 80 t
- Caturra chiroso 86+ / 20 t
- Pink Bourbon 87+ / 10 t
- Geisha 87+ / 1t

#### **Cupping profile**

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

#### Certifications

- B Corp
- ORGANIC EU

#### Source of raw material

Small-scale farmers

#### Altitude

 Depending on grower (working with 300 farmers in differnt regions)



### **Chorora Farm**

#### Booth 1429



#### Address

Chorora Farm Specialty Coffee Barrio Chorora Sozoranga, Loja Ecuador www.instagram.com/chorora\_farm

#### Contact

Mr. Pablo Jiménez Sales & Commercial Relations Phone: + 593 993 999 747 tostadoracomuna@gmail.com

#### Matchmaking contact

For more information please contact: Maurits de Koning External IPD Consultant Mobile: + 31 636 020 739 dekoning@importpromotiondesk.de







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 sorrounded 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 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

#### Certifications

• GLOBALG.A.P.

#### Source of raw material

- Own cultivation
- 70 producers from the Loja region

#### Altitude

• 1,300 - 1,500 masl



### Finca La Marquesa

#### Booth 1429







Finca La Marquesa is a family-owned specialty coffee farm founded by Ximena León and her husband Hubert. As third-generation coffee producers, they focus on organic and responsible fertilization, collaborating with local farmers.

In recent years, they have experimented with fermentation processes for varieties like Bourbon Sidra, Typica Mejorado, and Geisha. Located in southern Ecuador, in the heart of Loja's coffee region, the farm also operates its own export facility, offering services to the local community.

#### Products & quantities per year

- Sidra / 20 t
- Typica Mejorado / 30 t
- Geisha / 4 t

#### **Cupping profile**

- Sidra: Yogurt, tropical, peach
- Typica: Peach, panela, floral
- Geisha: Floral, lemon verbena, orange, honey

#### Certifications

• GLOBALG.A.P.

#### Source of raw material

- Own cultivation
- Small-scale farmers

#### Altitude

• 1,700-1,900 masl



#### Address

Finca La Marquesa San Pedro Vilcabamba Barrio Amala Street km 5 City Loja San Pedro Ecuador www.lamarquesaecuador.com

#### Contact

Mr. Hubert Ontaneda Sales Manager Phone: + 593 996 697 523 heontaneda@gmail.com

#### Matchmaking contact

For more information please contact: Maurits de Koning External IPD Consultant Mobile: + 31 636 020 739 dekoning@importpromotiondesk.de



# Afrovalley

#### Booth 1429



Address

Afrovalley Consultancy PLC 209 MH Business Building Lemi Kura Addis Ababa Ethiopia www.afrovalley.io info@afrovalley.io

#### Contact

Ms. Kume Chibsa Founder and CEO Phone: + 25 190 252 43 17 kume.chibsa@afrovalley.io

#### Matchmaking contact

For more information please contact: Diana Maria Ayala Gomez External IPD Consultant Phone: + 34 682 68 01 89 ayalagomez@importpromotiondesk.de







In the heart of Ethiopia, Afrovalley 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.

Afrovalley's technology platform also provides EUDR compliance services, ensuring that Ethiopian farmers are well-equipped to meet European market requirements while maintaining sustainable and ethical practices.

#### Products & quantities per year

• Washed and unwashed Arabica coffee / 1,000 t

#### **Cupping profile**

 Fruity, winy, rue, spicy, chocolate

#### Source of raw material

• Small-scale farmers

#### Altitude

• 1,700 - 2,100 masl





Booth 1429



#### Address

DH Family PLC Akaki Kality Sub city, district 05 Office number 3-14A Delta Complex Building Addis Ababa Ethiopia www.dhfamcoffee.com info@dhfamcoffee.com

#### Farm

Oromia region, Jimma, Limmu, Wolensu Ethiopia

#### Contact

Mr. Mesfin Dabessa Chalchissa Founder and Managing Director Phone: + 25 193 017 62 01 mesfin@dhfamcoffee.com

#### Matchmaking contact

For more information please contact: Diana Maria Ayala Gomez External IPD Consultant Phone: + 34 682 68 01 89 ayalagomez@importpromotiondesk.de







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, both located on the farm. The founder of the company, Mesfin Dabessa Chalchissa, is the son of a coffee farmer, qualified in agriculture, with vast experience in coffee production & marketing. The company currently employs over 300 people across the farm, processing operations, and export markets. DH Family also works with outgrowers in the regions to produce the highest quality coffee.

The company emphasizes the traceability of its coffee. The implementation of the EUDR Regulation has already begun, and geo-locations are available. Their main goal is to deliver specialty coffee of the highest quality to the global market. DH Family was 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

#### Certifications

ORGANIC (EU, NOP)

#### Source of raw material

- Own cultivation
- 72 Farmers

#### Altitude

1,800 – 2,200 masl



### **Diamond Enterprise**

#### Booth 1429



#### Address

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

#### Farm

Southwest Ethiopia – Kaffa, Bonga

#### Contact

Ms. Dehab Mesfin General Manager Phone: + 25 193 001 45 02 dehabcf@gmail.com

#### Matchmaking contact

For more information please contact: Diana Maria Ayala Gomez External IPD Consultant Phone: + 34 682 68 01 89 ayalagomez@importpromotiondesk.de





Founded in 1999, Diamond Enterprise is a women-led company dedicated to producing exceptional coffee from the heart of Southwest Ethiopia, within the Kafa Biosphere Reserve – recognized as the birthplace of wild Arabica coffee.

The 330-hectare single-estate farm specializes in cultivating high-quality coffee, primarily grown in carefully managed microplots and employ diverse and meticulous processing methods, including anaerobic fermentation, honey processing, and natural sun-drying. To maintain the highest standards, a traceability system is implemented that meets international requirements.

Diamond Enterprise is committed to women's empowerment, both at the grassroots level and in broader society. They believe in fostering a sustainable future through responsible agricultural practices and environmental stewardship. The farm is situated within a UNESCO-registered biosphere, and each product reflects their deep love for humanity – an expression of the care, passion, and excellence they strive to bring into the lives of their customers.

#### Products & quantities per year

- Natural Kaffa Forest coffee / 90 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
- Small-scale farmers

#### Altitude

• 1,728 - 1,877 masl



### FairChain Coffee Agro Processing

#### supported by GIZ Booth 1429







FairChain Coffee Agro Processing is an Ethiopian company committed to revolutionizing the coffee industry through sustainable production and fair value distribution.

Founded with the mission to retain 50% of the coffee's value within Ethiopia, the company empowers local farmers and communities by investing in local processing, packaging and export. FairChain prioritizes ethical sourcing, environmental sustainability and economic empowerment. By implementing organic agroforestry practices and ensuring fair wages, the company offers high-quality, traceable coffee while promoting a more equitable global coffee economy.

#### Products & quantities per year

- Single-Origin specialty coffee / 25 t
- Blended coffee / 50 t
- Commercial grades and roasts (light, medium, and dark roast options) / 8t
- Limited edition and microlot coffee / 5t

#### **Cupping profile**

 Floral, fruity (citrus & berry), wine-like, milk chocolate, balanced acidity and full body

#### Certifications

• RAINFOREST ALLIANCE (in process)

#### Source of raw material

- Own cultivation
- Small-scale farmers

#### Altitude

• 1,100 - 2,000 masl



#### Address

FairChain Coffee Agro Processing Plc. Bole, Wereda 04 Addis Ababa Ethiopia info@fairchain.org www.fairchain.org

#### Contact

Mr. Bineyam Sileshi Manager Phone: + 251 910 688 394 bineyam@fairchain.org

#### Matchmaking contact

For more information please contact: Verena Adler External IPD Consultant Mobile: + 49 176 617 177 63 adler@importpromotiondesk.de



### Haider Abamecha Coffee Export

#### Booth 1429



Ø Product available in organic quality

∆ddress Haider Abamecha Coffee Export-HACE

#### Main Office

Oromia Region Jimma City, Jimma woreda, Hermata Merkato Kehele

#### Export Office

Nefas Silk Lafto Sub-Ciity Woreda 01, Foziana Building 1st Floor Office No C1 Addis Ababa Ethiopia habamecha@gmail.com info@haidercoffeeexport.com www.haidercoffeeexport.com

#### Contact

Mr. Abduljebar Shafi Export Manager Phone: + 251 912 605 824 abduljebarshafi@gmail.com

#### Matchmaking contact

For more information please contact: Diana Maria Ayala Gomez External IPD Consultant Phone: + 34 682 68 01 89 ayalagomez@importpromotiondesk.de

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Haider Abamecha Coffee Export (HACE) is a sole proprietorship established in 2009. The company has been supplying coffee to the domestic market since 2005. However, HACE has since expanded its operations to include coffee growing and exporting, broadening its business scope.

Currently, HACE owns a total of 832 hectares of certified coffee plantations, located in the southwestern region of Ethiopia at an altitude ranging from 1,900 to 2,065 meters above sea level. This prime location is known for producing high-quality coffee beans. From nursery development to the management of mother trees, they employ highly trained agricultural experts who ensure that best agricultural practices are followed throughout the entire process, including post-harvest handling. Their coffee is renowned for its exceptional cup quality, with a distinct flavor profile, aroma, and taste that sets it apart in the market.

#### Products & quantities per vear

- Arabica coffee Ø / 300 t
- Arabica coffee (RFA certified) / 400 t
- Arabica coffee (CAFÉ practices) / 200 t

#### **Cupping profile**

- · Winey with floral highlights of jasmine and wild honev
- Underlying notes of brown spices, delicate herbs, and a hint of rue add complexity
- · Citrus-driven, lemony sparkle balanced with hints of pear and subtle fruit sweetness

Certifications

- ORGANIC (EU, NOP)
- RAINFOREST ALLIANCE
- CAFÉ PRACTICES

#### Source of raw material

Own cultivation

#### Altitude

1,900 – 2,065 masl





Booth 1429







Siz Agro is an esteemed Ethiopian company dedicated to the cultivation and export of specialty coffee. The operations are rooted in the fertile regions of Sidama, Southern Ethiopia and Oromia, areas celebrated for their unparalleled coffee-growing potential.

Siz Agro takes immense pride in their meticulously grown coffee beans, which are nurtured under optimal conditions to ensure the highest quality. From cherry picking to processing and export, every step of the production is managed with the utmost care and precision to deliver exceptional coffee profiles to customers worldwide. As Siz Agro continues to expand their reach, the company remains committed to sustainable practices and the preservation of the rich coffee heritage of Ethiopia.

#### Products & quantities per year

• Arabica coffee / 1,600 t

#### **Cupping profile**

• Fruity, hazelnut, milk chocolate, citrus, spices, floral, green apple

#### Certifications

- ORGANIC (EU, NOP both in process)
- RAINFOREST ALLIANCE

#### Source of raw material

- Own cultivation
- Small-scale farmers

#### Altitude

• 1,700 - 2,300 masl



Address

Siz Agro Plc. Sub City Kirkos Woreda 02 House Number 172/403 Addis Ababa Ethiopia info@sizagro.com www.sizagro.com

#### Contact

Mr. Yeshak (Isaac) G. Tesfay Managing Director Phone: + 25 191 123 374 4 yeshak@sizagro.com

#### Matchmaking contact

For more information please contact: Verena Adler External IPD Consultant Mobile: + 49 176 617 177 63 adler@importpromotiondesk.de



### **Tega & Tula Coffee Estates**

Booth 1429



Ø Product available in organic quality







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 (within the UNESCO-registered Kaffa Biosphere), Anderacha (within the UNESCO-registered Sheka Biosphere), Gesha, and Guji.

It offers a one-stop shop supply of thoughtfully curated 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, Yirgacheffe, Sidamo, West and Arsi Nensebo. This ensures comprehensive value chain oversight and block-level traceability. Committed to sustainable and climate-smart farming, the estate protects the sustainability of its coffee trees and local community. Innovations like implementation of water-saving wet mills, solar drying panels and digital mapping highlighting their eco-friendly practices. The estate also invests in the community's sustainable well-being, actively supporting developmental projects such as the construction of schools, healthcare centers and infrastructures like roads and water supply.

#### Products & quantities per year

- Washed, natural sundried and wild forest Arabica coffee (Kaffa, Limu, Gesha, Guji, Sidamo, Anderacha, West Arsi) Ø / 1,600 t
- Cascara 🖉 / 40 t
- Anaerobic coffee 🖉 / 70 t

#### **Cupping profile**

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

#### Certifications

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

#### Source of raw material

• Own cultivation

#### Altitude

1,695 – 2,350 masl



#### Address

Tega & Tula Coffee Estates Bole Sub city Evergrande building 1st floor Edna mall street Addis Ababa Ethiopia www.tegatula.com

#### Contact

Mr. Ahadu Woubshet Founder and CEO Phone: + 25 191 151 13 52 ahadu@tegatula.com

#### Matchmaking contact

For more information please contact: Diana Maria Ayala Gomez External IPD Consultant Phone: + 34 682 68 01 89 ayalagomez@importpromotiondesk.de



# Amazon's Cup

Booth 2240



Ø Product available in organic quality



Amazon's Cup 145 Rio Chunchuca Street, Pueblo Libre Sector Jaen Peru info@amazonscupsac.com www.amazonscupsac.com

#### Contact

Ms. Marcia Lozada Commercial Manager Phone: + 51 949 991 858 comercial@amazonscupsac.com

#### Matchmaking contact

For more information please contact: Diana Maria Ayala Gomez External IPD Consultant Phone: + 34 682 68 01 89 ayalagomez@importpromotiondesk.de







Amazon's Cup, founded in 2012, specialises in exporting high-quality coffee with a unique cupping profile. With a team of 13 employees, the company works closely with local producers in the Amazon region to ensure traceability and sustainability in every batch. It exports to the U.S. and Europe under FOB terms, ensuring efficiency and fair trade. Its commitment to excellence and authenticity sets it apart in the global coffee market.

#### Products & quantities per year

- Specialty coffee beans (Caturra, Bourbon) / 160 t
- Specialty coffee beans (Bourbon, Catuai blends) Ø / 120 t

#### **Cupping profile**

 Pineapple, banana, cherry, raisins, vanilla, tamarind, strawberry, melon, sugarcane, grapefruit, apple, molasses, orange, chocolate, blueberries, caramel

#### Certifications

- ORGANIC EU
- RAINFOREST ALLIANCE
- FAIRTRADE (in process)

#### Source of raw material

Coffee producers from the
Amazonas and Cajamarca regions

#### Altitude

• 1,600-2,000 masl



### Perunor

Booth 2240







Perunor is a Peruvian exporter of specialty and certified coffee, established in 1998. The company works closely with smallholder cooperatives and associations, while also cultivating micro lots on its own farm, Finca Miraflores, located in the northeastern Amazon region of Peru. Roasters and importers seeking reliable sourcing from origin find in Perunor a partner that delivers quality, traceability, and purpose, through traceable sourcing, rigorous quality control at every step, international certifications, and smooth logistics for clients in the U.S., Europe, Canada, and Asia.

#### Products & quantities per year

- Specialty coffee (Caturra, Typica, Pache, Catuai, Catimor)\* Ø / 854 t (\*213 t)
- Microlots (Geisha, Java, Typica, Bourbon, SL-28) / 25 t

#### **Cupping profile**

- Amazonas: Red fruits, chocolate, molasses, brown sugar, caramel, floral notes, sweet acid, lime, creamy body
- Cajamarca: Chocolate, floral notes, citrus fruits, lemon, cinnamon
- Chanchamayo: Dark chocolate, citric acidity, almonds, lime

#### Certifications

- ORGANIC EU
- FAIRTRADE
- RAINFOREST ALLIANCE

#### Source of raw material

- Smallholder cooperatives and associations from Cajamarca, Amazonas, Junin and San Martin
- Own cultivation at Finca Miraflores (Amazonas)

#### Altitude

- Certified specialty coffee / 1,200-2,000 masl
- Conventional coffee / 1,400-1,800 masl
- Microlots / 1,800 2,000 masl

### $\ensuremath{\varnothing}$ Product available in organic quality



Address Perunor Av. La encalada 1217, office 301-B. Santiago de surco Lima Peru info@perunor.com www.perunor.com

#### Contact

Mr. Manuel Rojas General Manager Phone: + 51 994 657 535 mrojas@perunor.com

#### Matchmaking contact

For more information please contact: Diana Maria Ayala Gomez External IPD Consultant Phone: + 34 682 68 01 89 ayalagomez@importpromotiondesk.de



### **Nova Coffee**

#### supported by GIZ Booth 1429







Nova Coffee was founded in 2015 in Gicumbi-Bukure, Rwanda. Its coffee thrives at 1,800–2,200 meters altitude, leveraging rich volcanic soil and ideal climate for exceptional coffee. Rwanda's smallholder farmers produce high-quality, traceable beans with unique complexity. Nova Coffee works with 2,880 farmers, ensuring fair prices and sustainability.

Specialising in anaerobic, natural, and fully washed processing, it guarantees consistency and flavour. With a childcare programme, expert packaging, and efficient global transport, Nova Coffee delivers premium, ethical coffee with real impact.

#### Products & quantities per year

- Arabica natural coffee / 18 t
- Fully washed coffee / 115 t
- Anaerobic coffee / 12 t
- Honey coffee / 3.6t

#### **Cupping profile**

 Well balanced, clean body, winey acidity, with a sweet finish and notes of fruit, figs and lemon

#### Certifications

- FAIRTRADE
- RAINFOREST ALLIANCE (in process)

#### Source of raw material

- Own cultivation
- · Small-scale farmers

#### Altitude

• 1,800-2,200 masl



#### Address Nova Coffee LTD. Kk530 st., Gikondo P.O. Box: 2880 Kigali City Rwanda info@novacoffeerwanda.com www.novacoffeerwanda.com

#### Contact

Ms. Etienne Ndabirishye Purchase Team Phone: + 250 787 558 473 ruvugwahero@gmail.com

#### Matchmaking contact

For more information please contact: Verena Adler External IPD Consultant Mobile: + 49 176 617 177 63 adler@importpromotiondesk.de



### **Ngila Coffee Estate**

#### Booth 1423



Address Ngila Coffee Estate Ltd. P.O. Box: 221 Ganako ward near FAME hospital Karatu Tanzania www.ngila.com

Contact

Ms. Vera Stücker CEO Phone: + 49 171 170 08 44 office@ngila.com

#### Matchmaking contact

For more information please contact: Diana Maria Ayala Gomez External IPD Consultant Phone: + 34 682 68 01 89 ayalagomez@importpromotiondesk.de







Ngila Estate is located on the slopes of the famous Ngorongoro Crater, 3° south of the equator. The farm has been growing coffee for over 100 years. Some of the coffee trees are still from the first settlers who moved into this area. About 80 hectares are reserved for wild animals, allowing them to follow their traditional trails, such as visiting the elephant cave to fetch minerals or accessing water from the river located in the middle of the farm.

Together with their team, they produce their famous coffees in an environmentally friendly way, with a lot of passion and incredible craftsmanship. Ngila has been RFA certified since 2010. The meticulous processes in cultivation and production ensure the distinct flavors of their specialty coffee lots.

### Products & quantities per year

• Arabica coffee / 70-100 t

#### **Cupping profile**

 Plums, dried fruits, notes of soft stone fruits, orange red grapes with a juicy creamy body, medium citric acidity and aftertaste

#### Certifications

RAINFOREST ALLIANCE

#### Source of raw material

• Own cultivation

#### Altitude

• 1,550 - 1,650 masl



# YYTZ Agro-Processing

#### Booth 1429



#### Address

YYTZ Agro-Processing Co. Ltd. 34D & E Amaan Industrial Park EPZ Zanzibar Tanzania info@yytzagro.com www.yytzagro.com

#### Contact

Mr. Fahad Awadh Chief Coffee Officer Phone: + 255 759 154 475 fahad@yytz.co

#### Matchmaking contact

For more information please contact: Diana Maria Ayala Gomez External IPD Consultant Phone: + 34 682 68 01 89 ayalagomez@importpromotiondesk.de







YYTZ Agro-Processing is an inclusive value chain company working with smallholder farmers and women's groups in Tanzania. They help them add value to their own coffee production and pay them fair prices. The company ensures that more value reaches the rural communities where these products are grown.

In addition, YYTZ uses blockchain technology to ensure full traceability of the products. YYTZ has established washing stations in Mt. Meru and provides coffee farmers with training on good agricultural practices. A Q Grader is in-house to verify the highest quality of coffee before export. YYTZ currently exports products to Saudi Arabia, Sweden, the USA, South Africa, Zambia, and Kenya.

Their coffee is sourced from the volcanic soils of Mt. Meru and Mt. Kilimanjaro in Northern Tanzania. Cupping notes for specialty coffee from this region include jasmine, berries, and lime.

#### Products & quantities per year

- Specialty arabica coffee / up to 60 t
- Non-specialty arabica coffee / up to 120 t

#### Cupping profile

 Notes of jasmine, berries and lime and clean, sweet finish with bright citrus acidity

#### Certifications

• FSSC 22000 (in process)

#### Source of raw material

- Small-scale farmers
- Cooperatives

#### Altitude

• 1,600 masl

#### contents







Partners in Transformation Import Promotion Desk

# **IPD takes you to Ethiopia**

Buying mission for Arabica specialty coffee 20 - 25 October 2025

### Get to know your new suppliers on site.

#### Your benefits

- On-site visits to 5 to 7 reliable suppliers of 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 customized B2B meetings - tailored to your needs and product interest

#### Our services

Regular participation fee of 850 € per person (single room) includes:

- 6 overnight stays with breakfast
- Organisation of all company visits and the entire logistics in Ethiopia
- Accompanying of the mission by IPD experts
- Preselection and preparation of the companies in Ethiopia



Interested? Register here without obligation!

### Take advantage of this unique opportunity to contact with pre-selected suppliers in Ethiopia!

### Floorplan





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Do you want to benefit from our matchmaking service?

**Register here!** 

We will inform you regularly about our current events in the natural ingredients sector!

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### Import Promotion Desk (IPD)

#### **Project Office Bonn**

c/o sequa gGmbH Alexanderstraße 10 D-53111 Bonn Germany Phone: + 49 228 909 0081 0 info@importpromotiondesk.de www.importpromotiondesk.de