

IPD Coffee producers from Ethiopia



22-23
JUNE
AT WORLD
OF COFFEE
2023

Source high-quality coffee from Ethiopia.

IPD connects you with reliable coffee suppliers.
Get in touch with us!



10 Years IMPORT PROMOTION DESK



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IPD Coffee producers from Ethiopia

IPD arranges direct contact for you!

Ethiopia is the largest coffee producer and exporter in Africa. It is also known as the origin of coffee and home to a large pool of professional and innovative companies. In view of this potential, the German Import Promotion Desk (IPD), your partner for sustainable business contacts, initiated a programme in 2023 specifically targeting the coffee sector in Ethiopia.

The programme's objectives revolve around enhancing the country's coffee exports to Germany and Europe, but also in promoting quality, sustainability and local value addition.

For this, IPD has identified promising coffee producers who offer **ethically-sourced and high-quality coffee**. All companies have been visited and carefully screened by IPD experts beforehand.

We focus on:

- + Product quality, export-readiness, export capacity as well as compliance with international standards and EU-compliant organic certification.
- + In addition, we consider short and **transparent supply chains without intermediaries** in order to meet the due diligence requirements.

The IPD evaluated companies offer coffee in different forms and presentations, such as washed and unwashed coffee beans as well as certified or conventional coffee. With this product range, the producers are able to serve different market segments and product applications and respond flexibly to customer requirements.

During the World of Coffee 2023 fair in Athens, IPD will introduce you to four **carefully evaluated Ethiopian coffee exporters**.

We will put you in direct contact with these suppliers and can arrange exclusive virtual meetings for you.

On the following pages you will find detailed information about the high-quality offer of the IPD screened exporters.

Our tip: Find the companies whose products are interesting to you and get in touch with us. We will visit the fair on 22 and 23 June.

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

IPD is an initiative of the Federation of German Wholesale, Foreign Trade and Services (BGA) and sequa, the development organization and partner of German business. We are funded by the Federal Ministry for Economic Cooperation and Development (BMZ).

In line with our development policy objective, we aim to increase exports from partner countries, promote innovation and higher value creation in order to contribute towards sustainable economic development in partner countries.

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

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WE CONNECT YOU WITH
RELIABLE COFFEE SUPPLIERS.
MEET US AT WORLD OF COFFEE
IN ATHENS 22–23 JUNE 2023.
GET IN TOUCH WITH US!

Ethiopia – the birthplace of wild Arabica coffee

Coffee culture in Ethiopia has a long tradition. The legend says that in the 9th century the goat herder Kaldi discovered coffee plants in Kaffa Region, Ethiopia. He witnessed that his goats became more energetic and did not want to sleep at night after eating the coffee cherries. Kaldi reported his observations to the abbot of the local monastery, who made a drink from the cherries: Coffee was born.

Ethiopia is considered the birthplace of coffee and many experts say that it is the only place where coffee grew natively. This is also reflected in the origin of the word “coffee”. In the local language, the word for coffee is *bunn* or *buna*. So coffee was sometimes referred to as *Kaffa bunn*, or coffee from Kaffa. For this reason, some believe that the term “coffee bean” is an anglicization of “Kaffa bunn”.

Today, coffee is one of Ethiopia's most important exportable products and plays a major role within rural communities. Ethiopia's coffee production ranks 5th in the world market (2020) and it is the **largest coffee producer in Africa**.

The main destinations of coffee exports from Ethiopia are Germany, United States, Saudi Arabia, Japan, and South Korea (2021).

Ethiopian coffee is known worldwide for its **vibrant fruity and flowery characteristics**, full-flavored, down-to-earth, and full-bodied coffee beans. Decisive factors in providing high-quality coffee beans are, for example, the plants' genetics, taste, appearance, and aromas. This is made possible by certain climatic conditions, soil characteristics and of course the coffee farmer's broad knowledge acquired over decades of coffee production.



Ethiopia is still the center of origin and genetic diversity of wild *Coffea arabica*. Around 90 percent of the coffee drunk worldwide is Arabica coffee. Scientists estimate that in Kaffa centuries of mostly undisturbed evolution have produced around **5,000 varieties of coffee**. Coffee plants are a part of the delicately balanced forest ecosystem in Kaffa and are used by the local inhabitants.

For generations, the communities in this region have passed down the secrets of how best to preserve the Kafa plants and harvest their fruits. 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 is the Djimma region, where wild coffee is harvested. From here comes the coffee *Djimmah*, which is characterised by a **pleasant aroma, light and fine acidity**. A must for every coffee lover.

These coffee products provide unique taste experiences and are **offered by the selected IPD producers**, mostly in organic quality.

Get more information about the coffee offer of the IPD producers on the following pages.



DH Family



DH Family (previously known as Yidnekachew Dabessa Chalchissa) was established in 2008. The core business of the company is the production, processing and direct export of high quality washed and unwashed Arabica coffee. The company owns a 150 hectares 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 is owned by DH Family and based on the farm. The founder of the company is Mesfin Dabessa Chalchissa. He is a son of a coffee farmer qualified in agriculture and has vast experience in coffee production & marketing. Currently the company has more than 300 employees working on the farm, processing and export markets. DH Family is also engaging outgrowers in the regions to produce highest quality coffee.

The company focuses on the traceability of its coffee as well as the impact on the environment. Hence, DH Family is certified organic for 7 years. 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 / 108t
- + Limmu washed coffee / 60t
- + Anaerobic coffee / on request

CERTIFICATIONS

- + ORGANIC (EU, NOP)

SOURCE OF RAW MATERIAL

- + Own coffee farm in Oromia region, Jimma, Limmu, Wolensu



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Akaki Kality Sub city, district 05
Office number 214/15
Awrora Hotel Piazza
Addis Ababa,
Ethiopia
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FARM

Oromia region,
Jimma, Limmu, Wolensu
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ETHIOPIA

Diamond Enterprise



Diamond Enterprise was founded in 1999. The farm is surrounded by the Kaffa Biosphere Reserve in southwest Ethiopia, which is known to be the birthplace of wild Arabica coffee.

The farm produces highest quality coffee in mostly microplots. At the farm, the owner focuses on different improved processing ways such as anaerobic, honey or naturally sundried. Also, a traceability system for the coffee is in place and complies with the international standard.



As professional coffee growers, Diamond Enterprise is aware that the yield they get from their land and the seeds they care about, depend on how much the company is willing to give. Therefore, the company has made it a primary mission to constantly do their best to protect the environment and the individuals who work there, while producing the highest quality products.

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 / 7 t
- + Honey processed Kaffa Forest Coffee (microplots)
- + Anaerobic processed Kaffa Forest Coffee (microplots)

SOURCE OF RAW MATERIAL

- + Sourced from the own farm and outgrowers

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ETHIOPIA

Hussein Ambo Dubie Coffee Plantation



Hussein Ambo Dubie Coffee Plantation was established in 2010 in Oromia, West Arsi Zone, Nansabo District on 90 hectares of land. The farm is working with around 300 smallholder outgrowers on additional 605 hectares. The outgrowers receive trainings on best agricultural practices such as coffee harvesting and processing as well as marketing trainings, to ensure the highest quality. The outgrowers and the farm are organic certified.



The farm owns a wet coffee processing station as well as a dry coffee hulling machine and two separate warehouses. In order to secure highest quality, the farm also owns vehicles to transport the coffee to the final warehouse in Addis Ababa.

Hussein Ambo Dubie Coffee Plantation exports raw coffee products as the Arsi-Nansabo coffee brand and won several competitions in Ethiopia such as the "Ethiopian Cup of Excellence" 2021/2022 competition. The outstanding performances of the owner Dr. Hussein Ambo Dubie was awarded by the Ethiopian president in 2022. He received the award for best leadership performance. He has an outstanding role within the coffee sector.

PRODUCTS & QUANTITIES PER YEAR

- + Arsi-Nansabo washed speciality coffee / 115.2t
- + Arsi-Nansabo natural sun-dried speciality coffee / 38.4t

CERTIFICATIONS

- + ORGANIC (EU)

SOURCE OF RAW MATERIAL

- + Own cultivation



ADDRESS

Nansabo High Land
Specialty Coffee
Addis Fruit & Vegetable
Market Center
Salite Mehret Rd,
Addis Ababa
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Tega & Tula Speciality Coffee Farm



Tega & Tula is one of the leading coffee producers and exporters of various, distinctive specialty coffees in Ethiopia. They operate 1,140 hectares of farming and processing land (i.e. 3 coffee farms & 4 washing stations). Tega & Tula exports the finest organic coffee beans and processes them in its own state-of-the-art cleaning facility, ensuring its traceability from farm to cup. They invest in the building of climate-smart and sustainable coffee farming practices. The farms are surrounded by the UNESCO protected forests of Kaffa and Sheka. Tega & Tula also pays premium wages to their farm employees and private outgrowers. The company has been recognised as the leading commercial farm exporting the highest volume for the past 5 years. Their coffees are certified by RAINFOREST ALLIANCE (RA) & ORGANIC (USDA, EU, JAS).

PRODUCTS & QUANTITIES PER YEAR

- + Ethiopian specialty green coffees (Arabica – Kaffa, Limu, Gesha, Guji, Sidamo, Anderacha) / 1,500t
- + Cascara / 40t
- + Anaerobic coffees / 70t

CERTIFICATIONS

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

SOURCE OF RAW MATERIAL

- + Own farm, seeding nurseries and processing facilities

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