ORIGIN

HANDBOOK

SUCAFINA

“I was absolutely convinced that Sucafina needed a **sustainability strategy** tailored to the needs of all our key stakeholders, a strategy that could guide our investments and be embedded into every part of our business and the work of every employee.”

Nicolas A. Tamari, CEO of Sucafina





SUCAFINA

AFRICA
05

BURUNDI
07 Arabica

DRC
08 Arabica
09 Robusta

ETHIOPIA
10 Arabica

IVORY COAST
11 Robusta

KENYA
12 Arabica

RWANDA
13 Arabica

TANZANIA
14 Arabica
15 Robusta

UGANDA
16 Arabica
17 Robusta

ASIA PACIFIC
19

CHINA
21 Arabica

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INDONESIA
24 Arabica
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PAPUA NEW GUINEA
27 Arabica

TIMOR LESTE
28 Arabica

VIETNAM
29 Arabica
30 Robusta

SOUTH AMERICA
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BRAZIL
33 Arabica
34 Robusta

COLOMBIA
35 Arabica

PERU
37 Arabica

CENTRAL AMERICA
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COSTA RICA
41 Arabica

EL SALVADOR
42 Arabica

GUATEMALA
43 Arabica

HONDURAS
44 Arabica

MEXICO
45 Arabica

NICARAGUA
46 Arabica

PANAMA
47 Arabica



ORIGIN
HANDBOOK

*Please note that throughout this handbook, average annual production figures are based on a four year average.

PRODUCTION	ARABICA	ROBUSTA
BURUNDI	●	
DRC	●	●
ETHIOPIA	●	
IVORY COAST		●
KENYA	●	
RWANDA	●	
TANZANIA	●	●
UGANDA	●	●

AFRICA

SUCAFINA



PAGE	COUNTRY OF ORIGIN	GROWING ALTITUDE (masl)
07	BURUNDI	1,600 - 2,150
08	DRC	1,000 - 2,200
10	ETHIOPIA	1,100 - 2,300
11	IVORY COAST	300 - 1,000
12	KENYA	1,100 - 2,300
13	RWANDA	1,000 - 2,100
14	TANZANIA	700 - 1,800
16	UGANDA	700 - 2,300

BURUNDI

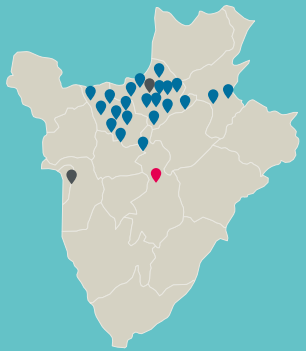
PLACE IN WORLD PRODUCTION
#24

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS
225,000

ARABICA CROP YEAR
APR 1-MAR 31

ARABICA HARVEST
MAR-JUL





Dry Mill
Wet Mill
Office

ARABICA

KEY GROWING REGIONS

Kayanza
Gitega
Ngozi
Muyinga

STANDARD PROCESSING

Fully Washed
Semi Washed
Natural
Honey

COMMON VARIETIES

Bourbon
French Mission Bourbon
Mibirizi
Jackson

TYPICAL BAG SIZE

60kg

MAIN SHIPMENT PORTS

Dar Es Salaam

QUALITY	DESCRIPTION
FW15+	Fully Washed, Scr 15+
SW15+	Semi Washed, Scr 15+
13/14	Scr 13/14
TT	Fully Washed, Scr 15+, 30% Secondary Defects
Triage	>Scr 12, brisures, low grades

PLACE IN WORLD PRODUCTION

#23

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

149,500

ARABICA CROP YEAR

JUL 1-JUN 30

ARABICA HARVEST

APR-JUL





DRC DEMOCRATIC REPUBLIC OF THE CONGO

ARABICA

KEY GROWING REGIONS

Oriental Province
South Kivu
North Kivu

STANDARD PROCESSING

Fully Washed
Semi Washed
Natural (small amounts)

COMMON VARIETIES

Bourbon

TYPICAL BAG SIZE

60kg

MAIN SHIPMENT PORTS

Mombasa, Dar Es Salaam

QUALITY	DESCRIPTION
Kivu 3 (K3)	Green to Blueish, Flawless. 54% Scr 17, 20% Scr 16. No primary defects
Kivu 4 (K4)	Greenish to Yellowish. 54% Scr 17, 20% Scr 16. No primary defects. Some broken, immature and insect damage beans
Kivu 5 (K5)	Grey-Green to Green-Brownish. 44% Scr 17, 20% Scr 16. Free from very defective beans. Some broken, foxy, discoloration, insect-damage
Kivu 6 (K6)	Dull, Heterogeneous. Numerous defective beans

DRC
DEMOCRATIC REPUBLIC OF THE CONGO

ROBUSTA

KEY GROWING REGIONS

Isiro
Ubangi
Uele
Kivu
Kasai
Bas-Congo

COMMON VARIETIES

C. canephora var. pierre
C. canephora var. quillouensis

STANDARD PROCESSING

Natural

TYPICAL BAG SIZE

60kg

MAIN SHIPMENT PORTS

Mombasa, Dar Es Salaam

QUALITY	SCREEN
HTM/NM (Hors Type Marchand/ Natural Moyen)	Yellow to Brownish, Heterogeneous 30% to 45% Scr 17, 40% to 50% Scr 16, & remainder Scr 15 5% insect damage, 1.1% crushed, 1.3% foreign matter Some defective beans

ROBUSTA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS
21,300

ROBUSTA CROP YEAR
JUL 1-JUN 30

ROBUSTA HARVEST
SEP-NOV





PLACE IN WORLD PRODUCTION

#5

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

7,862 ,500

ARABICA CROP YEAR

OCT 1-SEP 30

ARABICA HARVEST

Low Elevations

OCT-DEC

High Elevations

NOV-JAN





ETHIOPIA

ARABICA

KEY GROWING REGIONS

Gedio: Yirgacheffe, Gedeb

Guji: Guji, Hambela Wamena, Uraga, Odo Shakiso

Hararghe: Harar

Jimma: Djimmah, Limu, Gera

Illubabor: Illubabor/Djimmah B

Kaffa: Keffa, Bebeka, Teppi

Sidama: Sidamo, West Arsi

Wollega: Lekempti

STANDARD PROCESSING

Fully Washed

Natural

TYPICAL BAG SIZE

60kg

30kg

COMMON VARIETIES

Mixed Heirloom

JARC* 74110, 74112, 74165

MAIN SHIPMENT PORTS

Djibouti

QUALITY	DESCRIPTION
1	0-4 Defects per 350g
2	5-12 Defects per 350g
3	13-25 Defects per 350g
4	26-45 Defects per 350g
5	46-86 Defects per 350g
UG	Low Grade per 350g

IVORY COAST

PLACE IN WORLD PRODUCTION
#14

ROBUSTA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS
1,044,000

ROBUSTA CROP YEAR
OCT 1-SEP 30

ROBUSTA HARVEST
DEC-JAN





ROBUSTA

KEY GROWING REGIONS

Daloa
Duekoue
Man
Danané

STANDARD PROCESSING

Natural

TYPICAL BAG SIZE

60kg

MAIN SHIPMENT PORTS

Abidjan

SIZE	SCREEN
0	Scr 18, Defect<90 per 400g
1	Scr 16, Defect<90 per 360g
2	Scr 14 Defect<90 per 300g
3	Scr 12 Defect<90 per 230g
4	Scr 10 Defect<90 per 180g

PLACE IN WORLD PRODUCTION

#16

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

817,500

ARABICA CROP YEAR

OCT 1-SEP 30

ARABICA HARVEST

Early

MAY-JUL

Late

OCT-DEC

KENYA

ARABICA

QUALITY	DESCRIPTION
Top	Highest score given to Kenyan coffee, SCA86+
Plus	A couple of points above FAQ, no primary & <10 secondary defects
FAQ	Fair Average Quality; clean, acidic, blackcurrant & fruit flavor; no primary & <12 secondary defects
Grinder	Max 200 defects, clean cup
Mbuni Heavy	Natural processed Arabica cherries rejected at the wet mill



KEY GROWING REGIONS

Central Kenya: Nyeri, Muranga, Kirinyaga & Kiambu

Eastern Kenya: Meru, Tharaka Nithi, Embu & Machakos

Western Kenya: Bungoma & Kakamega

Rift Valley: Nakuru, Kericho, Trans Nzoia, Uasin Gishu & Baringo

Nyanza Region: Kisii & Nyamira

Coast: Taita Taveta

SIZE GRADE	DESCRIPTION
AA	18+
AB	15+
C	14+
PB	13+
Grinder	10+

COMMON VARIETIES

SL-28

SL-34

French Mission Bourbon

Ruiru 11

Batian

K7

Blue Mountain

STANDARD PROCESSING

Fully Washed

Natural/Mbuni

TYPICAL BAG SIZE

60kg

30kg

MAIN SHIPMENT PORTS

Mombasa

RWANDA

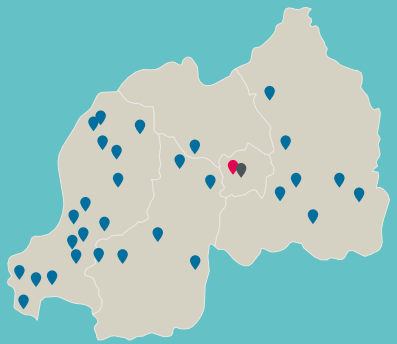
PLACE IN WORLD PRODUCTION
#22

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS
332,500

ARABICA CROP YEAR
APR 1-MAR 31

ARABICA HARVEST
MAR-JUN





ARABICA

KEY GROWING REGIONS

Nyamasheke
Rusizi
Kamonyi
Rutsiro
Kirehe

STANDARD PROCESSING

Fully Washed
Semi Washed
Natural
Honey
Pulped Anaerobic

COMMON VARIETIES

Bourbon
French Mission Bourbon
Caturra
Catuai
Mibirizi
RAB C15

TYPICAL BAG SIZE

60kg
30kg
Bulk Liner
1 Ton Big Bags

MAIN SHIPMENT PORTS

Dar Es Salaam, Mombasa

QUALITY	DESCRIPTION
FW	<8 defects per 350g, SCA 83+, range of aroma & flavor profiles, generally sold 95% Scr 15+; Preperation to client needs
Ordinaire	Semi Washed & home processed by farmers, Scr 13+
Grinder	Scr 13+ low grades
Triage	Scr 12 and below low grades

PLACE IN WORLD PRODUCTION

#15

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

573,750

ARABICA CROP YEAR

JUL 1-JUN 30

ARABICA HARVEST

North

JUN-OCT

South

MAY-SEP



TANZANIA

QUALITY	DESCRIPTION
Plus or CPU	FAQ with <15 defects; fully washed in central processing unti (CPU)
FAQ	Home-washed or CPU; <20 defects
Amex, Minus or South	FAQ with <25 defects, chance of an off cup or two
Grinder	Light beans from main grades
Hard Arabica FAQ	Natural Arabica, Scr 14+, defects<8%

ARABICA

KEY GROWING REGIONS

Kilimanjaro
Arusha
Karatu/Ngorongoro
Tarime
Kigoma
Kagera
Ruvuma
Mbeya/Mbozi

COMMON VARIETIES

Arusha
Bourbon
Blue Mountain
Kent

STANDARD PROCESSING

Fully Washed
Semi Washed
Natural

TYPICAL BAG SIZE

60kg
30kg

MAIN SHIPMENT PORTS

Dar Es Salaam

SIZE	SCREEN
AA	17+
AB	15 - 16
C	14
PB	Slot 10 & 11



TANZANIA

ROBUSTA

KEY GROWING REGIONS

Kagera

Key Districts:

Bukoba, Karagwe, Muleba & Ngara

COMMON VARIETIES

KR1-10

Elite

Clones

MAIN SHIPMENT PORTS

Dar Es Salaam

STANDARD PROCESSING

Natural

TYPICAL BAG SIZE

60kg

1 Ton Big Bags

Bulk Liner

QUALITY/SIZE	SCREEN
Extra	18
SUP	16
FAQ	14
UG	12

ROBUSTA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

304,000

ROBUSTA CROP YEAR

JUL 1-JUN 30

ROBUSTA HARVEST

Main

MAY-AUG

Fly

DEC-FEB





Dry Mill

Office

PLACE IN WORLD PRODUCTION

#7

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

960,000

ARABICA CROP YEAR

OCT 1-SEP 30

ARABICA HARVEST

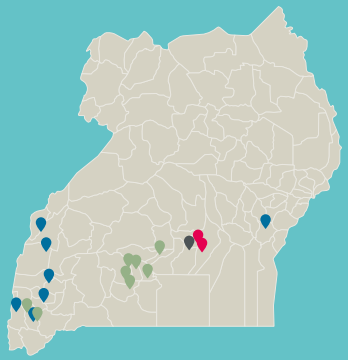
Main

OCT-DEC

Fly

MAR-MAY





- Dry Mill
- Wet Mill
- Office
- Hulling Station

UGANDA

ARABICA

KEY GROWING REGIONS

Bugisu (Mt. Elgon)
Western Uganda
West Nile

COMMON VARIETIES

Kent, Typica
SL-14, SL-28

MAIN SHIPMENT PORTS

Mombasa

STANDARD PROCESSING

Fully Washed
Semi Washed
Natural
Honey

TYPICAL BAG SIZE

60kg
1 Ton Big Bags
Bulk Liner

SIZE	SCREEN
A+	16/17+
A	16
AB	15/16
B	15
CPB	12/13/14

QUALITY	DESCRIPTION
DRUGAR	Natural process: West and Southwestern region, defects 12-90 by count
WUGAR	Washed process: All Arabica producing regions; defects: 12-60 by count
Bugisu/ Mt. Elgon	Washed Eastern Uganda (Mt. Elgon sub-region); defects: 8-40 by count

UGANDA

ROBUSTA

KEY GROWING REGIONS

Lake Victoria Basin
Western Uganda

STANDARD PROCESSING

Natural

COMMON VARIETIES

KR1-10
Elite
Clones

TYPICAL BAG SIZE

60kg
1 Ton Big Bags
Bulk Liner

MAIN SHIPMENT PORTS

Mombasa

SIZE / QUALITY	DESCRIPTION
Main Grades	<15%, <12%, <7% defects by weight for Scr 12, 15, 17 & 18 respectively, extraneous matter up to 0.1%
BHP 1599	Sound bean tolerance up to 15%, extraneous matter up to 2%, no stones, metals or dust
BHP 1199	Sound bean tolerance up to 10%, extraneous matter up to 2%, no stones or metals

ROBUSTA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

5,379,300

ROBUSTA CROP YEAR

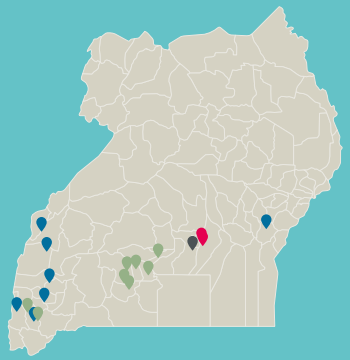
OCT 1-SEP 30

ROBUSTA HARVEST

Masaka & Western Regions
MAY-AUG

Central & Eastern Regions
NOV-FEB





- Dry Mill
- Wet Mill
- Office
- Hulling Station



“Our presence and relationships in all the major coffee producing and consuming countries enable us to bring **lasting and positive change** to the industry as a whole.”

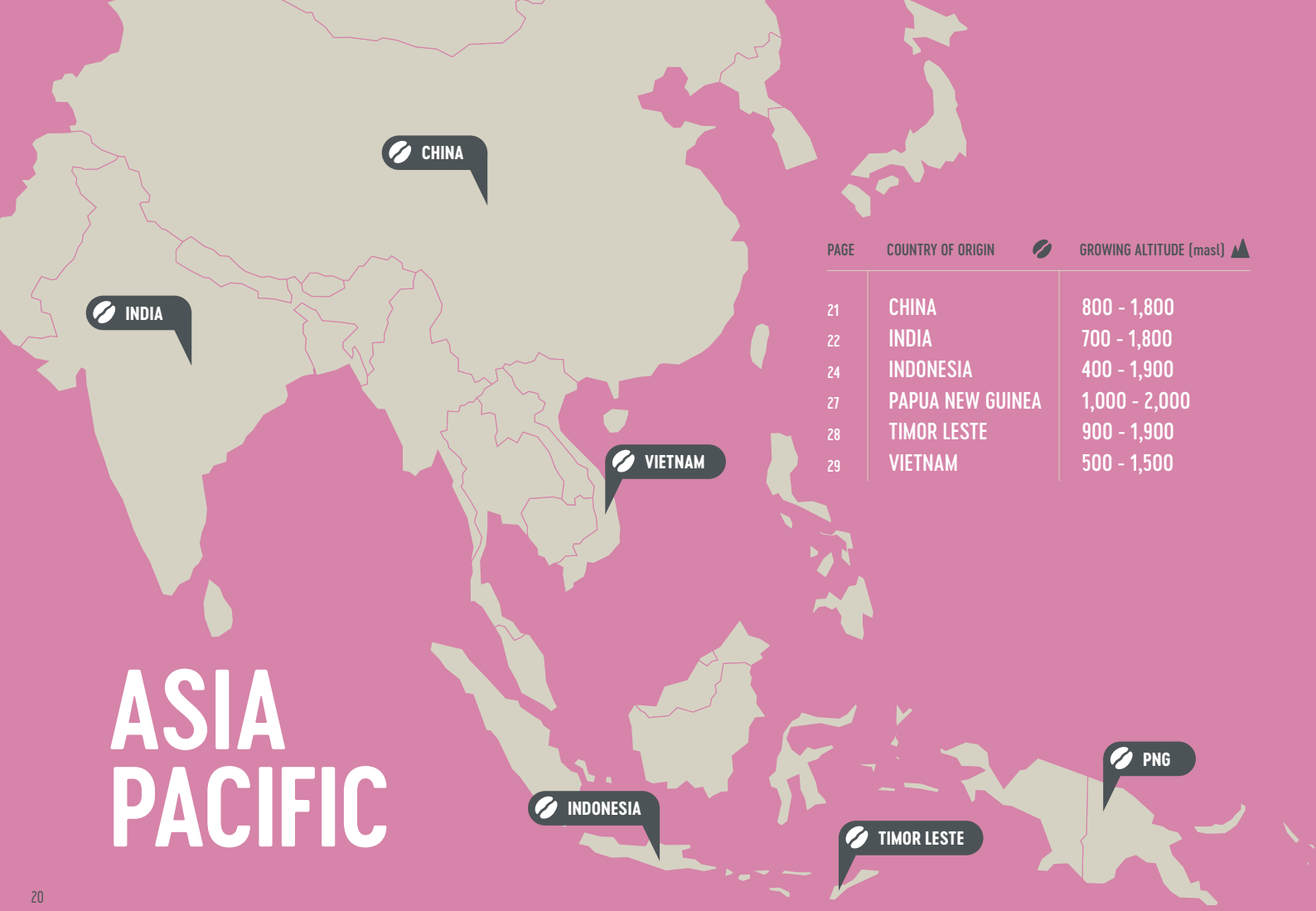
“Our size and the diversity of our offerings allow us to work with growers on the entirety of their production. We can help find a place for every coffee, ensuring whole farm sustainability.”

PRODUCTION	ARABICA	ROBUSTA
CHINA	●	●
INDIA	●	●
INDONESIA	●	●
PNG	●	●
TIMOR LESTE	●	●
VIETNAM	●	●

ASIA PACIFIC

SUCAFINA





ASIA PACIFIC

PAGE	COUNTRY OF ORIGIN	GROWING ALTITUDE (masl)
21	CHINA	800 - 1,800
22	INDIA	700 - 1,800
24	INDONESIA	400 - 1,900
27	PAPUA NEW GUINEA	1,000 - 2,000
28	TIMOR LESTE	900 - 1,900
29	VIETNAM	500 - 1,500

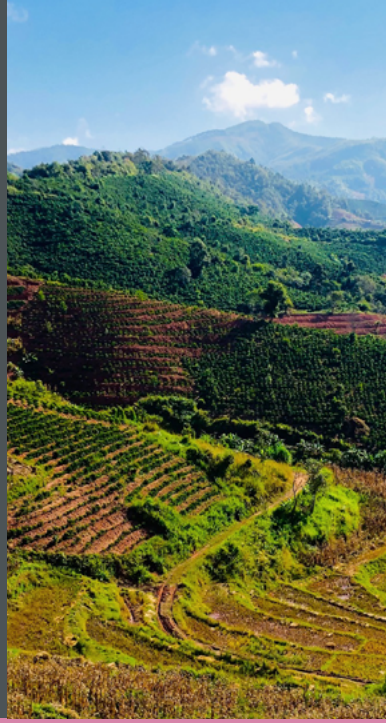
CHINA

PLACE IN WORLD PRODUCTION
#16

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS
936,300

ARABICA CROP YEAR
OCT 1-SEP 30

ARABICA HARVEST
OCT-MAR





ARABICA

KEY GROWING REGIONS

Yunnan

STANDARD PROCESSING

Fully Washed

COMMON VARIETIES

Catimor
Typica
Caturra
SL34

TYPICAL BAG SIZE

60kg
1 Ton Big Bags

MAIN SHIPMENT PORTS

Huangpu

As there are no official export standards, the following are the standards that Sucafina applies:

QUALITY	DESCRIPTION
Kong Que	Clean, uniform, sweet,chocolate, dark fruits; 0 primary & <20 secondary defects per 300gm; Scr 15+
High Grown (HG)	Balanced, sweet, chocolate, fruity; 0 primary & <20 secondary defects per 300gm; Scr 15+
G1	Mild, some sweetness, nutty; 0 primary & <40 secondary defects; Scr 15+
G2	Potential off cup; <20 primary & <50 secondary per 300g
G3	400-600 defects per 300g

PLACE IN WORLD PRODUCTION

#6

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

1,402,500

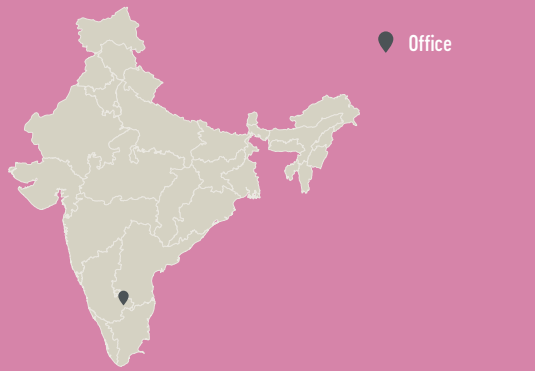
ARABICA CROP YEAR

OCT 1-SEP 30

ARABICA HARVEST

NOV-JAN





INDIA

ARABICA

KEY GROWING REGIONS

Karnataka: Kodagu/Coorg, Chikmagalur & Hassan Districts

Tamil Nadu: Yercaud,Palani Hills, Valparai

Andhra Pradesh: Araku Valley

STANDARD PROCESSING

Washed

Natural

TYPICAL BAG SIZE

60kg

COMMON VARIETIES

Catimor

Kent

S795

Caturra

MAIN SHIPMENT PORTS

Mangalore, Cochin

SIZE	SCREEN
AAA	19
AA	18
A	17
B	15
C	14
PB	12
Bits	<12

QUALITY	DESCRIPTION
Plantation	Washed Arabica
Arabica Cherry	Natural Arabica
Monsooned Malabar	Natural, Monsooned Arabica

INDIA

ROBUSTA

KEY GROWING REGIONS

Kerala: Wayanad, Idukki & Palghat Districts

Karnataka: Kodagu/Coorg, Chikmagalur & Hassan Districts

COMMON VARIETIES

S274

CXR

Dwarf

Old Peredinia

STANDARD PROCESSING

Natural

Washed

TYPICAL BAG SIZE

60kg Jute

50 kg Woven Poly

1 Ton Big Bags

Bulk Liner

MAIN SHIPMENT PORTS

Mangalore

Cochin

QUALITY	DESCRIPTION*
Kapi Royal	Washed Robusta (Scr 17/18)
Parchment	Washed Robusta (Scr ≤16)
Cherry	Natural Process Robusta
Monsooned	Natural, Monsooned Robusta

*Prep/Max Defect to be decided on case-by-case basis

ROBUSTA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

5,601,500

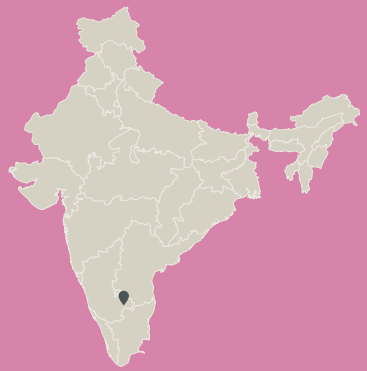
ROBUSTA CROP YEAR

OCT 1-SEP 30

ROBUSTA HARVEST

DEC-MAR





PLACE IN WORLD PRODUCTION

#4

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

1,050,000

ARABICA CROP YEAR

APR 1-MAR 31





INDONESIA

ARABICA

KEY GROWING REGIONS

Aceh
North Sumatra
Kerinci
East Java
West Java
Sulawesi
Flores
Papua
Bali

COMMON VARIETIES

TimTim (Timor hybrid)
Sigararutang, Andungsari
Ateng
P88 (Catimors)
USDA
Abysinnia
Linie S-795
Borbor
Typica

STANDARD PROCESSING

Wet Hulled 'Giling Basah'
Fully Washed

TYPICAL BAG SIZE

60kg

INDONESIA

ARABICA

ARABICA HARVEST

Sumatra:
- (Main) October-December & March-May
- (Fly) Year round

Java: April-August

Bali: April-July

Flores: May-September

Sulawesi: May-November

Papua: May-October

MAIN SHIPMENT PORTS

Belawan

Surabaya

Jakarta

GRADE	DESCRIPTION*
1	12-25 defects per 300g
2	26-44 defects per 300g
3	45-80 defects per 300g
4	81-150 defects per 300g
5	151-224 defects per 300g
6	225-300 defects per 300g

* Wet-Hulled: Broken/chipped/cut are not counted as defects for wet hulled process

Sucafina has established washing stations, a dry mill, offices, quality labs and sustainability programs in Indonesia that are staffed by an experienced team who manage our activities across this vast and diverse island nation.

We partner with farmers, cooperatives, collectors, mills and exporters from many producing islands including Sulawesi, Flores, Bali, Java and Sumatra.

We work to identify the best producers across Indonesia and support their ability to improve quality, increase capacity and access the market.



INDONESIA

ROBUSTA

KEY GROWING REGIONS

South Sumatra
Lampung
Bengkulu
Jambi
East Java
Central Java
Flores
East Nusa Tenggara

STANDARD PROCESSING

Natural

TYPICAL BAG SIZE

60kg
20 Ton Bulk

MAIN SHIPMENT PORTS

Lampung

COMMON VARIETIES

Tugusari
BP308
SA436

SIZE	SCREEN
Large	>16
Medium	14-15

QUALITY	DESCRIPTION
1	<11 defects per 300g
2	<25 defects per 300g
3	<45 defects per 300g
4	60 – 80 defects per 300g
5	120 – 150 defects per 300g
6	25% - 65% triage

ROBUSTA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS
9,012,500

ROBUSTA CROP YEAR
JUL 1-JUN 30

ROBUSTA HARVEST
Lowland
APR-JUL
Highland
JUN-SEPT





PAPUA NEW GUINEA

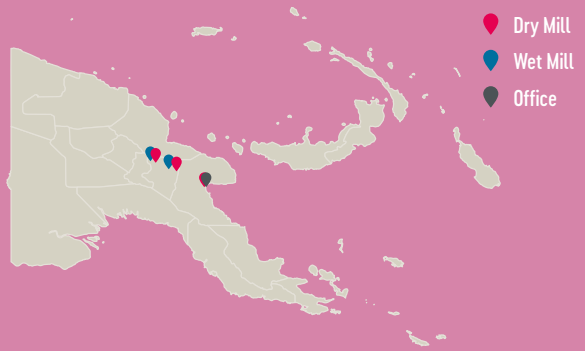
PLACE IN WORLD PRODUCTION
#18

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS
711,300

ARABICA CROP YEAR
APR 1-MAR 31

ARABICA HARVEST
Main
MAY-SEP
Fly
JAN-FEB

QUALITY	DESCRIPTION
A	Full, reasonably balanced, uniform, clean cup; well pronounced body and acidity; Rich and distinct fragrance and aroma. <10 defects per Kg
B	Regular, uniform clean cup; Medium to high acidity and pronounced body; Rich fragrance and aroma. <30 defects per kg
Y	May lack some uniformity in the cup; Good acidity and body; Some fruitiness/wineyness; Good fragrance and aroma. <70 defects per kg
Y2	Irregular cup profile; Fair acidity and body; No foul or foreign flavour. <150 defects per kg
Y3	Triage



ARABICA

KEY GROWING REGIONS

Western Highlands
Eastern Highlands
Morobe
Simbu

STANDARD PROCESSING

Washed

TYPICAL BAG SIZE

60kg
30kg

COMMON VARIETIES

Arusha
Blue Mountain
Typica
Bourbon

MAIN SHIPMENT PORTS

Lae

PLACE IN WORLD PRODUCTION

#28

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

320,500

ARABICA CROP YEAR

APR 1-MAR 31

ARABICA HARVEST

MAY-SEP





TIMOR LESTE

ARABICA

KEY GROWING REGIONS

Ermera
Ainora
Aileu
Same

COMMON VARIETIES

Catimor
Typica
Timor Hybrid

STANDARD PROCESSING

Wet Hulled
Centrally Washed
Home Washed

TYPICAL BAG SIZE

60kg

MAIN SHIPMENT PORTS

Dili

SIZE	SCREEN
Large	>16
Medium	14-15

QUALITY	DESCRIPTION
A Grade	≤5 defects per 300g
B Grade	≤15 defects per 300g
Y Grade	≤30 defects per 300g

VIETNAM

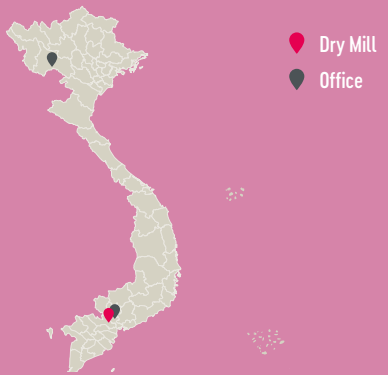
PLACE IN WORLD PRODUCTION
#2

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS
1,055,300

ARABICA CROP YEAR
APR 1-MAR 31

ARABICA HARVEST
Central Highlands
NOV-JAN
North Vietnam
OCT-JAN





ARABICA

KEY GROWING REGIONS

Central Highlands: Lam Dong
North Vietnam: Son La, Dien Bien

COMMON VARIETIES

Catimor
Typica
Bourbon

STANDARD PROCESSING

Natural
Washed

TYPICAL BAG SIZE

60kg
1 Ton Big Bag
Bulk Liner

MAIN SHIPMENT PORTS

Ho Chi Minh/Vung Tau
Hai Phong

QUALITY	DESCRIPTION
Washed G1 18	Scr 18, 0.1% foreign matter, 0.1% black, 1.5% broken, 12.5% moisture
Washed G1 16	Scr 16, 0.1% foreign matter, 0.1% black, 1.5% broken, 12.5% moisture
Washed GR2	Scr 14, 0.1% foreign matter, 0.1% black, 2% broken, 12.5% moisture

VIETNAM

ROBUSTA

KEY GROWING REGIONS

Central Highlands

STANDARD PROCESSING

Natural

MAIN SHIPMENT PORTS

Ho Chi Minh, Nha Trang,
Hai Phong

TYPICAL BAG SIZE

60kg
1 Ton Big Bag
Bulk Liner

SIZE	SCREEN
G1	18
G1	16
G2	13

QUALITY	DESCRIPTION
Normal	2%(5% for G2) Black & Broken, 0.5% (1% for G2) foreign matter
Super Clean	1% Black & Broken, 0.1% foreign matter
Wet Polished	1% Black & Broken, 0.1% foreign matter
G3	<Scr 13, 3%-5% foreign matter, 25% black beans

ROBUSTA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

26,604,500

ROBUSTA CROP YEAR

OCT 1-SEP 30

ROBUSTA HARVEST

OCT-FEB





Dry Mill
Wet Mill
Office

PRODUCTION	ARABICA	ROBUSTA
BRAZIL	●	●
COLOMBIA	●	●
PERU	●	●

SOUTH AMERICA



SUCAFINA

SOUTH AMERICA



PAGE	COUNTRY OF ORIGIN	GROWING ALTITUDE (masl)
33	BRAZIL	700 - 1,200
35	COLOMBIA	1,200 - 2,200
37	PERU	1,000 - 2,300

BRAZIL

PLACE IN WORLD PRODUCTION
#1

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS
41,044,800

ARABICA CROP YEAR
APR 1-MAR 31

ARABICA HARVEST
APR-SEP





ARABICA

KEY GROWING REGIONS

Sul de Minas
Cerrado
São Paulo
Matas de Minas

COMMON VARIETIES

Catuaí Amarelo
Catuaí Vermelho
Mundo Novo
Catucaí
Topázio
Bourbon

ARABICA HARVEST

Sul de Minas: Apr-Sep
Cerrado: May-Sep
São Paulo: Apr-Sep
Matas de Minas: Apr-Sep

STANDARD PROCESSING

Natural
Pulped Natural/Semi Washed

TYPICAL BAG SIZE

60kg

SIZE	SCREEN
LTGB	17-18
MTGB	13-16

QUALITY	DESCRIPTION
NY 2	6 defects per 300g
NY 2/3	9 defects per 300g
NY 3/4	21 defects per 300g
NY 4/5	45 defects per 300g
Grinder	300 - 450 defects per 300g
Low Grades	450 – 800 defect per 300g

BRAZIL

ROBUSTA

KEY GROWING REGIONS

Espirito Santo
Bahia
Rondonia

COMMON VARIETIES

Incaper8142
Emcapa8141
P50
Emcapa8131
Marilândia8143
P66

ROBUSTA HARVEST

Espirito Santo: Mar-Aug
Rondonia: Mar-Jul

STANDARD PROCESSING

Natural
Pulped Natural

TYPICAL BAG SIZE

60kg

MAIN SHIPMENT PORTS

Vitoria (RO); Santos, Rio de Janeiro, Salvador (AR)

SIZE & QUALITY	DESCRIPTION
NY 3/4	Scr 16+, 60 defects per 300g
NY 4/5	Scr 14+, 100 defects per 300g
NY 5/6	Scr 13+, 150 defects per 300g
NY 6/7	Scr 12+, 300 defects per 300g
Low Grades	450-800 defects per 300g

ROBUSTA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

23,855,000

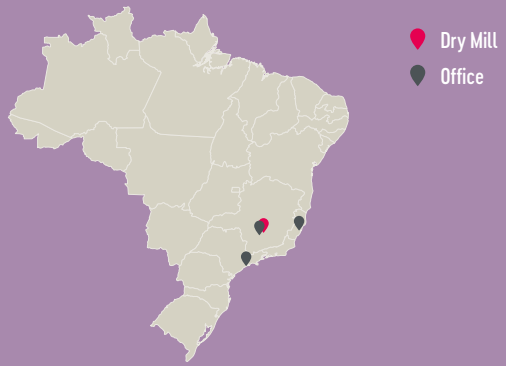
ROBUSTA CROP YEAR

APR 1-MAR 31

ROBUSTA HARVEST

MAR-AUG





PLACE IN WORLD PRODUCTION

#3

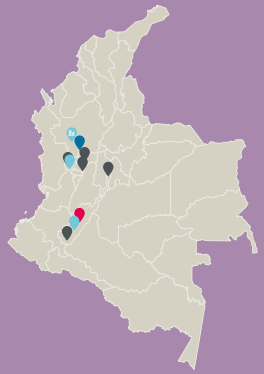
ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

12,200,000

ARABICA CROP YEAR

OCT 1-SEP 30





Dry Mill
Wet Mill
Office
Purchasing Point

COLOMBIA

ARABICA

KEY GROWING REGIONS

Huila
Antioquia
Tolima
Cauca
Eje Cafetero – Caldas
Risaralda & Quindío
Valle del Cauca
Santander
Nariño

COMMON VARIETIES

Colombia
Castillo
Caturra
Bourbon
Typica

MAIN SHIPMENT PORTS

Buenaventura, Cartagena, Santa Marta

STANDARD PROCESSING

Fully Washed
Experimental (co-ferment, etc)

TYPICAL BAG SIZE

70kg

HARVEST PERIOD

Region	Main	Mitaca
Huila	Oct-Jan	Apr-Jul
Antioquia	Oct-Jan	Apr-Jul
Tolima	Apr-Jul	Oct-Dec
Cauca	Apr-Jul	Oct-Dec
Eje Cafetero	Sep-Dec	Apr-Jul
Valle del Cauca	Sep-Dec	Apr-Jul
Santander	Nov-Feb	May-Jun
Nariño	Jul	Oct-Dec

COLOMBIA

ARABICA

QUALITY	DESCRIPTION
Supremo Screen 17/18	Scr 17/18+ with tolerance 5% detained in Scr 14; Clean Cup, Defects ≤ 24 per 500g
Excelso EP 10	Scr 15+ with a total tolerance 10% (maximum 5% detained in 12 & 5% detained in Scr 14); Clean Cup, Defects ≤ 24 per 500g
Excelso EP 5	Scr 15+ with tolerance = 5% detained in Scr 12; Clean Cup, Defects ≤ 24 per 500g
U.G.Q. "Usual Good Quality"	Scr 14+ with tolerance 5% detained in 12; 50% ≥ 15; Clean Cup, Defects ≤ 24 per 500g
Product of Colombia	Clean Cup, Quality over defects is established b/t exporter and customer

In addition to grades, various levels of 'prep' are available that are defined by allowable defects within each grade.

NORM (PRIMARY/SECONDARY)	
12/60	Most common for commercial qualities.
8/35	Common in high commercial/microlots. Prep for Sucafina Specialty Brands (Bochica & Huitaca).
0/15	Common for microlot qualities.

Since 2017, Sucafina Colombia has built a vast network of partners throughout the country, working with actors throughout the supply chain, from independent producers to associations, cooperatives and exporters. With strong sourcing relationships as a focus, we are strengthening coffee supply chains and meeting the needs of the growing coffee market.

As part of our continuing commitment, we collaborate with our producing partners on a myriad of sustainability projects that support the communities in our supply chain and beyond. These projects lay the groundwork for future success and help to create a more sustainable and ethical coffee sector.



PLACE IN WORLD PRODUCTION

#10

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

3,041,300

ARABICA CROP YEAR

APR 1-MAR 31

ARABICA HARVEST

APR-OCT





PERU

ARABICA

KEY GROWING REGIONS

Junin
Cajamarca
San Martin
Cusco
Huanuco
Pasco
Amazonas

MAIN SHIPMENT PORTS

Callao
Paita

COMMON VARIETIES

Catimor
Caturra
Tipica
Bourbon

STANDARD PROCESSING

Fully Washed

TYPICAL BAG SIZE

69kg

Country Specfic Grading Arabica:

QUALITY	DESCRIPTION
Grade 1	max 15 defects*, min 50% >Scr 15, max 5% <Scr 14, superior cup, fresh crop, humidity 10-12%
Grade 2	max 23 defects*, min 50% >Scr 15, max 5% <Scr 14, clean cup, new crop, humidity 10-12.5%
Grade 3	max 30 defects*, min 50% >Scr 15, max 5% <Scr 14, new + old crop, cup can be slightly off, humidity 10-12.5%
Grade 4	max 35 defects*, min 50% >Scr 15, max 5% <Scr 14,100 % naturals or 100% washed old crop, humidity 13%
	(* per 300gr)

“We are fully committed to the **highest ethical standards** across our partner supply chains and within our own company. We strive to be transparent and equitable in all our relationships with both suppliers and clients.



Equally, we are committed to supplying a **safe, equitable and nurturing** workplace for all our employees, and we expect the same of our clients.”

PRODUCTION	ARABICA	ROBUSTA*
COSTA RICA	●	
EL SALVADOR	●	
GUATEMALA	●	
HONDURAS	●	
MEXICO	●	
NICARAGUA	●	
PANAMA	●	

*while some Central American Countries do produce Robusta, the majority of consumption is internal & thus has been omitted from this version.

CENTRAL AMERICA

SUCAFINA

CENTRAL AMERICA



PAGE	COUNTRY OF ORIGIN	GROWING ALTITUDE (masl)
41	COSTA RICA	700 - 1,900
42	EL SALVADOR	400 - 1,600
43	GUATEMALA	700 - 1,800
44	HONDURAS	700 - 1,500
45	MEXICO	600 - 1,800
46	NICARAGUA	600 - 1,500
47	PANAMA	800 - 1,600

PLACE IN WORLD PRODUCTION
#13

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS
1,295,000

ARABICA CROP YEAR
OCT 1-SEP 30

ARABICA HARVEST
SEP-APR





COSTA RICA

ARABICA

KEY GROWING REGIONS

Los Santos
Valle Occidental
Valle Central
Tarrazu
Turrialba
Brunca

COMMON VARIETIES

Catimor
Caturra
Catuai

MAIN SHIPMENT PORTS

Puerto Limon, Puerto Caldera

STANDARD PROCESSING

Fully Washed
Honey
Natural

TYPICAL BAG SIZE

69kg

QUALITY	DESCRIPTION
European Prep	max 8 defects per 300 gr
American Prep	max 23 defects per 300 gr

Country Specfic Grading Arabica:

CLASSIFICATION	ALTITUDE
SHB (Strictly Hard Bean)	1,100+ masl
HB (Hard Bean)	700 to 1,100 masl

PLACE IN WORLD PRODUCTION

#18

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

643,800

ARABICA CROP YEAR

OCT 1-SEP 30

ARABICA HARVEST

OCT-MAR





EL SALVADOR

ARABICA

KEY GROWING REGIONS

Balsamo
Ilamatepec
Alotepec
Tecapa-Chinameca

COMMON VARIETIES

Bourbon
Pacas
Pacamara
Catuaí

MAIN SHIPMENT PORTS

Acajutla

STANDARD PROCESSING

Fully Washed
Natural
Honey

TYPICAL BAG SIZE

69kg

QUALITY	DESCRIPTION
European Prep	max 8 defects per 300 gr, Scr 15 up
American Prep	max 23 defects per 300 gr, Scr 13 up

Country Specfic Grading Arabica:

CLASSIFICATION	ALTITUDE
SHG (Strictly High Grown)	1,200+ masl
HG (High Grown)	900 to 1,200 masl

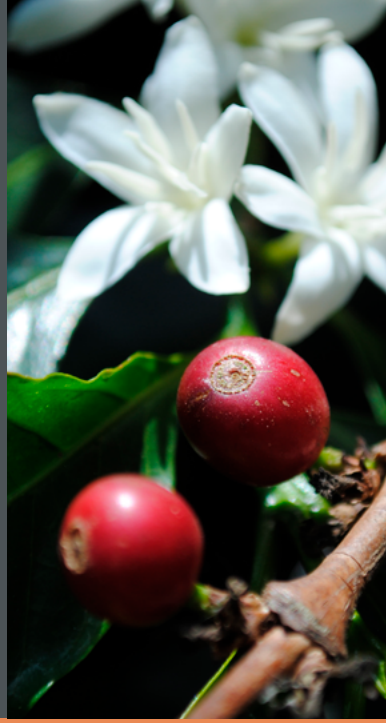
GUATEMALA

PLACE IN WORLD PRODUCTION
#11

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS
3,523,000

ARABICA CROP YEAR
OCT 1-SEP 30

ARABICA HARVEST
SEP-MAR





ARABICA

KEY GROWING REGIONS

Huehuetenango
Nuevo Oriente
Atitlan
Antigua
Acatenango
Fraijanes
San Marcos

COMMON VARIETIES

Caturra
Catimor
Maragogype
Pache
Bourbon

MAIN SHIPMENT PORTS

Santo Tomas de Castilla (Atlantic),
Puerto Barrios (Atlantic),
Puerto Quetzal (Pacific)

STANDARD PROCESSING

Fully Washed
Natural
Honey

TYPICAL BAG SIZE

69kg

QUALITY	DESCRIPTION
European Prep	max 8 defects per 300 gr
American Prep	max 23 defects per 300 gr

Country Specfic Grading Arabica:

CLASSIFICATION	ALTITUDE
SHB (Strictly Hard Bean)	1,250+ masl
HB (Hard Bean)	1,050 to 1,250 masl
Extra Prime Washed	900 to 1,050 masl
Prime Washed	700 to 900 masl

PLACE IN WORLD PRODUCTION

#8

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

5,228,800

ARABICA CROP YEAR

OCT 1-SEP 30

ARABICA HARVEST

NOV-MAR





HONDURAS

ARABICA

KEY GROWING REGIONS

Comayagua
Copan
Santa Bárbara
Lempira
El Paraiso
Ocotepeque

STANDARD PROCESSING

Fully Washed
Natural
Honey

TYPICAL BAG SIZE

69kg

COMMON VARIETIES

Catimor
Sarchimor
Caturra
Bourbon

MAIN SHIPMENT PORTS

Puerto Cortés

QUALITY	DESCRIPTION
European Prep	max 8 defects per 300 gr
American Prep	max 23 defects per 300 gr

Country Specfic Grading Arabica:

CLASSIFICATION	ALTITUDE
SHG (Strictly High Grown)	1,100+ masl
HG (High Grown)	700 to 1,100 masl

PLACE IN WORLD PRODUCTION

#9

ARABICA & ROBUSTA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

3,072,800

ARABICA CROP YEAR

OCT 1-SEP 30

ARABICA HARVEST

OCT-MAR





MEXICO

ARABICA

KEY GROWING REGIONS

Chiapas
Huatusco (Veracruz)
Oaxaca
Puebla

COMMON VARIETIES

Typica
Bourbon
Catuai
Costa Rica 95

MAIN SHIPMENT PORTS

Veracruz (Atlantic),
Nuevo Laredo (Tamaulipas)

STANDARD PROCESSING

Fully Washed

TYPICAL BAG SIZE

69kg

QUALITY	DESCRIPTION
European Prep	max 15 defects per 300 gr
American Prep	max 23 defects per 300 gr

Country Specfic Grading Arabica:

CLASSIFICATION	ALTITUDE
SHG (Strictly High Grown)	1200+ masl
HG (High Grown)	900-1200 masl
Extra Prime Washed	700-900 masl
Prime Washed	500-700 masl

PLACE IN WORLD PRODUCTION

#12

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS

1,868,800

ARABICA CROP YEAR

OCT 1-SEP 30

ARABICA HARVEST

OCT-MAR





NICARAGUA

ARABICA

KEY GROWING REGIONS

Jinotega
Matagalpa
Nueva Segovia
Madriz

COMMON VARIETIES

Catimor
Sarchimor
Caturra
Bourbon
Pacas

MAIN SHIPMENT PORTS

Puerto Corinto

STANDARD PROCESSING

Fully Washed

TYPICAL BAG SIZE

69kg

QUALITY	DESCRIPTION
European Prep	max 8 defects per 300 gr
American Prep	max 23 defects per 300 gr

Country Specfic Grading Arabica:

CLASSIFICATION	ALTITUDE
SHG (Strictly High Grown)	1,100+ masl

PANAMA

PLACE IN WORLD PRODUCTION
#27

ARABICA AVERAGE PRODUCTION PER YEAR IN 60KG BAGS
150,000

ARABICA CROP YEAR
OCT 1-SEP 30

ARABICA HARVEST
NOV-MAR





ARABICA

KEY GROWING REGIONS

Boquete
Volcán
Chiriquí

STANDARD PROCESSING

Fully Washed
Natural
Honey

COMMON VARIETIES

Typica
Caturra
Bourbon
Geisha

TYPICAL BAG SIZE

60kg

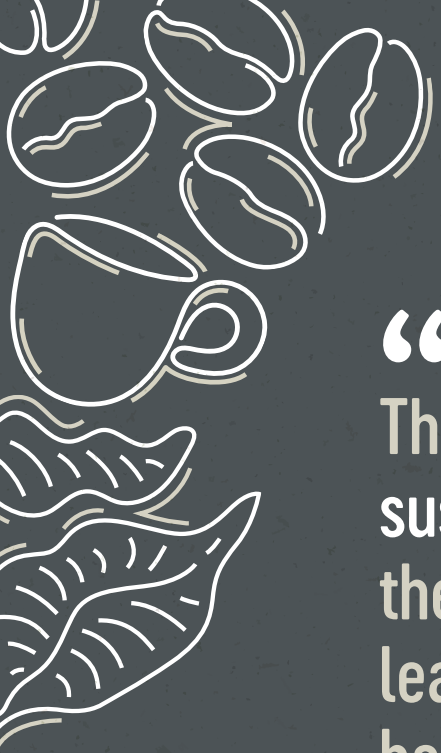
MAIN SHIPMENT PORTS

Cristóbal, Balboa

QUALITY	DESCRIPTION
European Prep	max 8 defects per 300 gr
American Prep	max 23 defects per 300 gr

Country Specfic Grading Arabica:

CLASSIFICATION	ALTITUDE
SHG (Strictly High Grown)	1,100+ masl



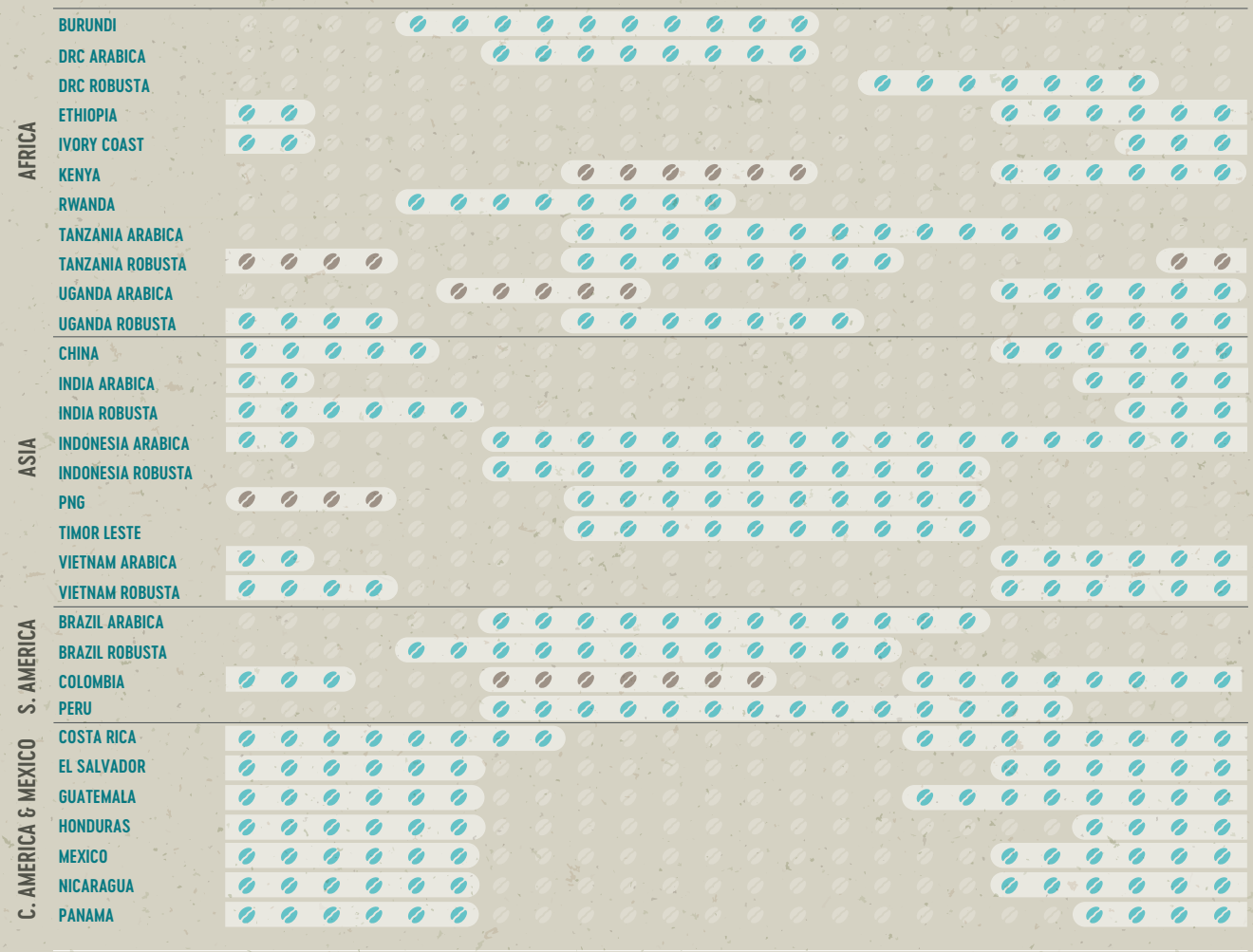
“The release of our 2030 sustainability strategy was just the start. Since then, we’ve learned a great deal and worked hard to deliver projects that are having real impact on the lives and livelihoods of more than 200,000 farmers.”

“We translate the strategy into an action plan by defining main goals, actions and KPIs for each of our three core pillars: Caring for People, Investing in Farmers and Protecting Our Planet.”

APPENDIX

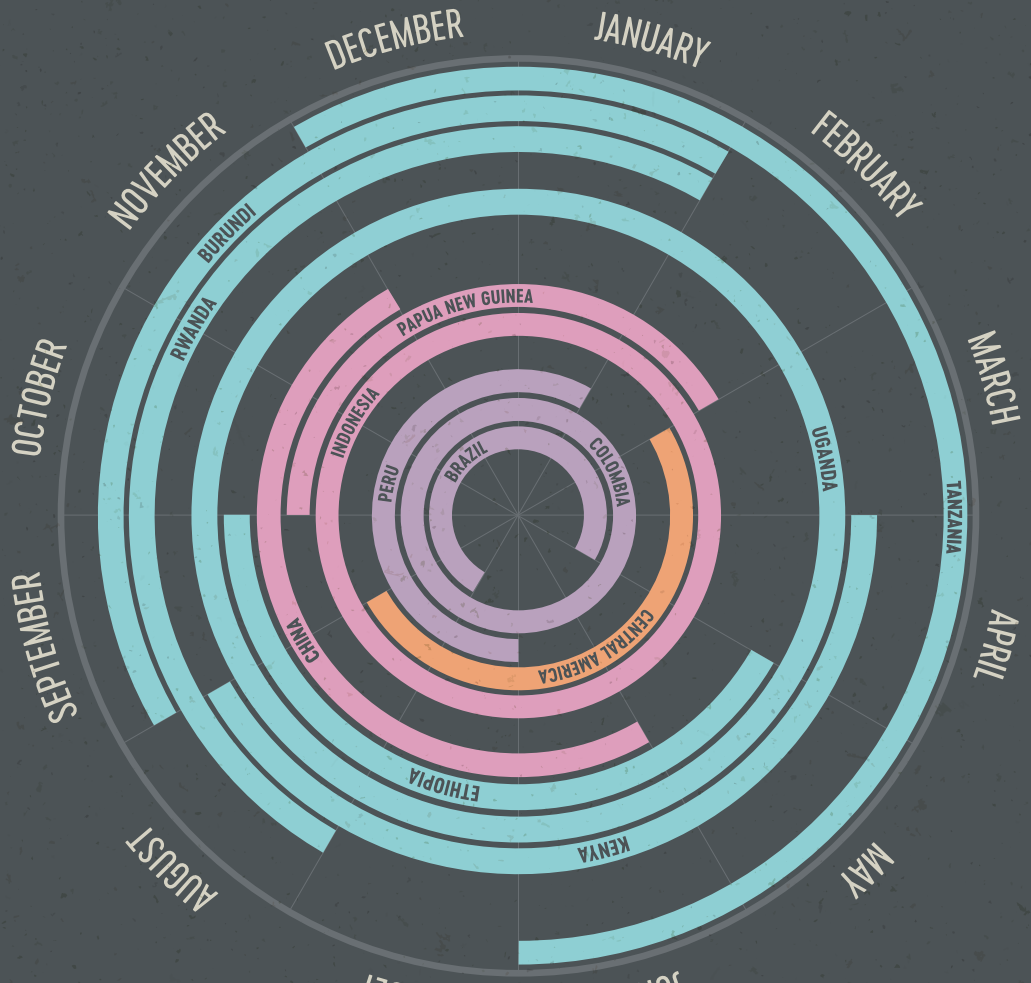
SUCAFINA

COFFEE HARVEST CALENDAR



SUCAFINA

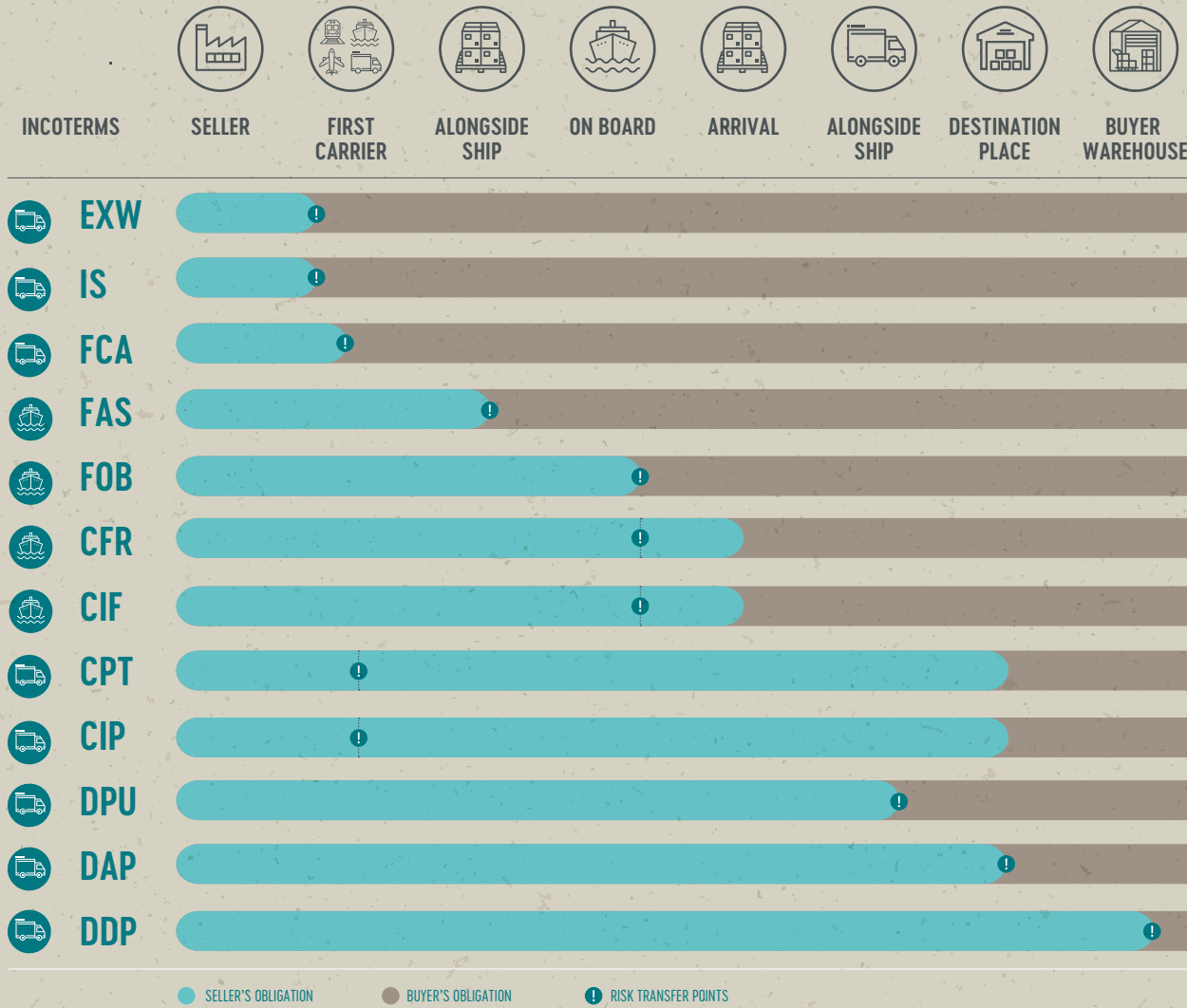
SPECIALTY ARRIVALS EMEA*



SUCAFINA

*Calendar should be used as an indication only. Real arrivals are subject to change year-on-year.

INCOTERMS 2022 (origin perspective)



SUCAFINA

INCOTERMS 2022 (destination terms)

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TRANSPORT OBLIGATIONS, RISKS & COSTS

Blue indicates seller's **Aqua** indicates buyer's **Orange** indicates mixed or shared

RULES FOR ANY MODE OR MODES OF TRANSPORT

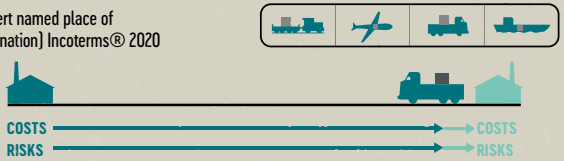
EXW Ex Works

(Insert named place of delivery) Incoterms® 2020



DDP Delivered Duty Paid

(Insert named place of destination) Incoterms® 2020



CPT Carriage Paid To

(Insert named place of destination) Incoterms® 2020



FCA Free Carrier

(Insert named place of delivery) Incoterms® 2020



RULES FOR SEA AND INLAND WATERWAY TRANSPORT

FOB Free on Board

(Insert named port of loading) Incoterms® 2020



FROM FRUIT TO 'GREEN BEAN'



Fermentation is a biological process whereby microbes consume compounds and produce by-products.



Washing removes the remaining mucilage after pulping from the parchment layer.



Drying utilizes heat to lower the moisture content of the coffee seed to around 10-12%.



Hulling is defined as the step of removing all remaining layers from the coffee.



Grading occurs after hulling once the coffee is dried to a stable point. Density, color, size and shape are all aspects that are used to create different grades or standards.

Please keep in mind this is a quick overview. If you'd like more detail on any of the information found in this book visit sucafina.com

GLOSSARY OF PROCESSES

Washed	Sometimes referred to as 'Fully Washed', this is when a cherry is pulped, fermented, washed clean and then dried.
Semi Washed	When a cherry is pulped, mucilage removed (without full fermentation process), washed and then dried.
Natural	Sometimes referred to as 'Unwashed', this is when the entire coffee fruit remains intact and is dried to a stable moisture content. Once the coffee is dried, these cherry pods are hulled and graded.
Pulped Natural	After pulping, coffee is mechanically demucilated (partial or whole) then dried.
Honey	After pulping, coffee is dried with mucilage intact.
Wet Hulled	Popular in Indonesia, this process can be the same as washed, semi-washed, pulped natural/honey, or natural; the difference is the hulling happens prior to the completion of drying.



SUCAFINA



SUCAFINA

Here to help

We help roasters find the right coffee, macrolot to microlot.
Wherever you are, we are local to you.

- NORTH AMERICA
- EUROPE
- MIDDLE EAST
- AFRICA
- ASIA PACIFIC

Learn more at sucafina.com

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