



GET COFFEE FROM GROWERS

Promotion and Market Development Committee

122ND SESSION INTERNATIONAL COFFEE COUNCIL
LONDON, 19.09.2018



A solid green silhouette of the continent of South America, including the northern part of Central America and the Caribbean islands.

Where does my
coffee go to?

A solid green silhouette of the European continent, including the British Isles, Scandinavia, and the Mediterranean region.

Where does my coffee
come from?

A large, solid green circle that serves as a background for the word 'COMPANY'.

COMPANY

FOUNDERS



Christian Burri
CPO

M.Sc. in Physics, ETHZ



Gilles Bruner
CCO

*M.A. in International Relations,
Q-Grader*



Raphael Studer
CEO

Ph.D. in Economics, UZH

EMPLOYEES

Operations & Accounting

Development & Design

Coffee Sourcing & Sales

BOARD

PASCAL MATHIS

Founder of
GetYourGuide

ADRIAAN NÜHN

Former
Chairman Sara
Lee DE

DAVID ROSENBERG

Founder and
former CEO of UTZ
Certified

MARIO FONTANA

Former CFO HP,
Chairman
Swissquote

FABIO MAGAGNA

Serial entrepreneur,
Google



2015

Startup Chile,
Startup Brasil,
Best IT & Tech
Award SCAE



2016

Scale-up:
microlots
to FCL



2017

Official Fairtrade
Partner



2018

Buying
roasters from
13 countries
Official Partner
Salvadorian
Coffee Council

A large, solid green circle is centered on the page. Inside the circle, the word 'INNOVATION' is written in a bold, white, uppercase, sans-serif font.

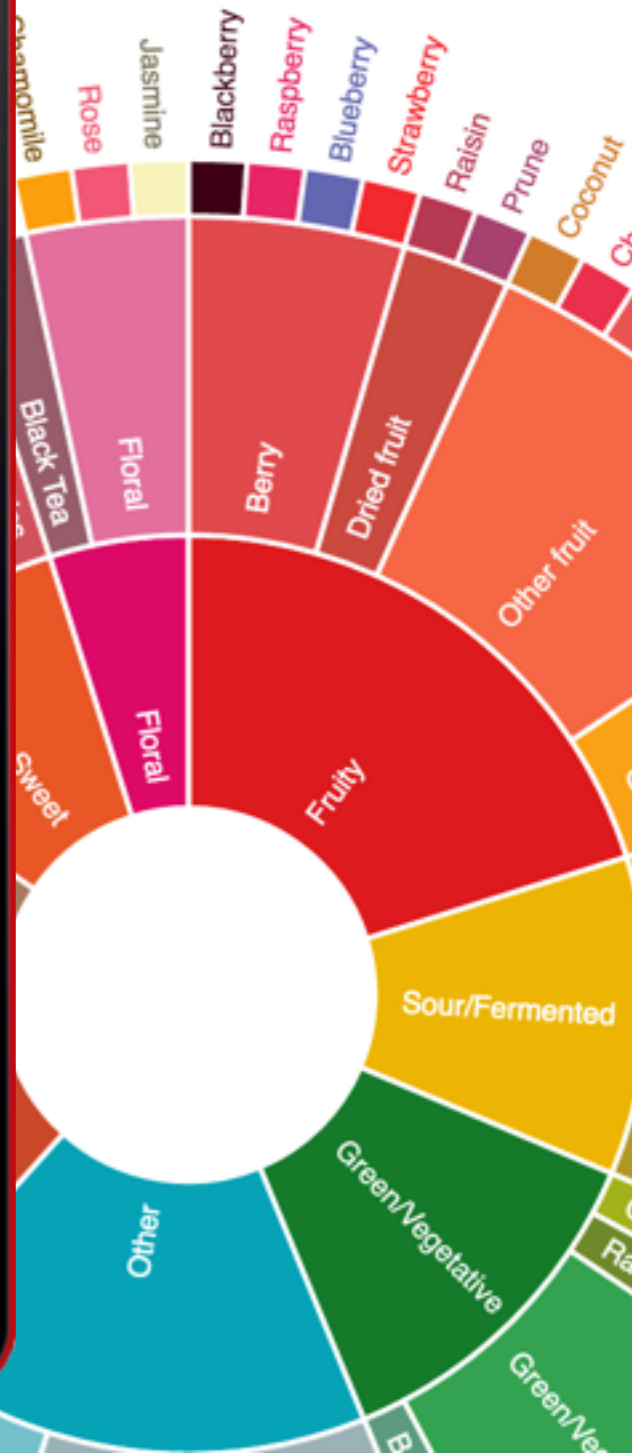
INNOVATION



THE ENTIRE CHAIN INNOVATES



GET COFFEE FROM GROWERS



HOW ROASTERS BUY COFFEE




GET COFFEE FROM GROWERS



CANDEGA 49.86 KMS
ESTELA 77.35 KMS
LA RICA 26.00 KMS
EL BIJAGUAL 9.00 KMS

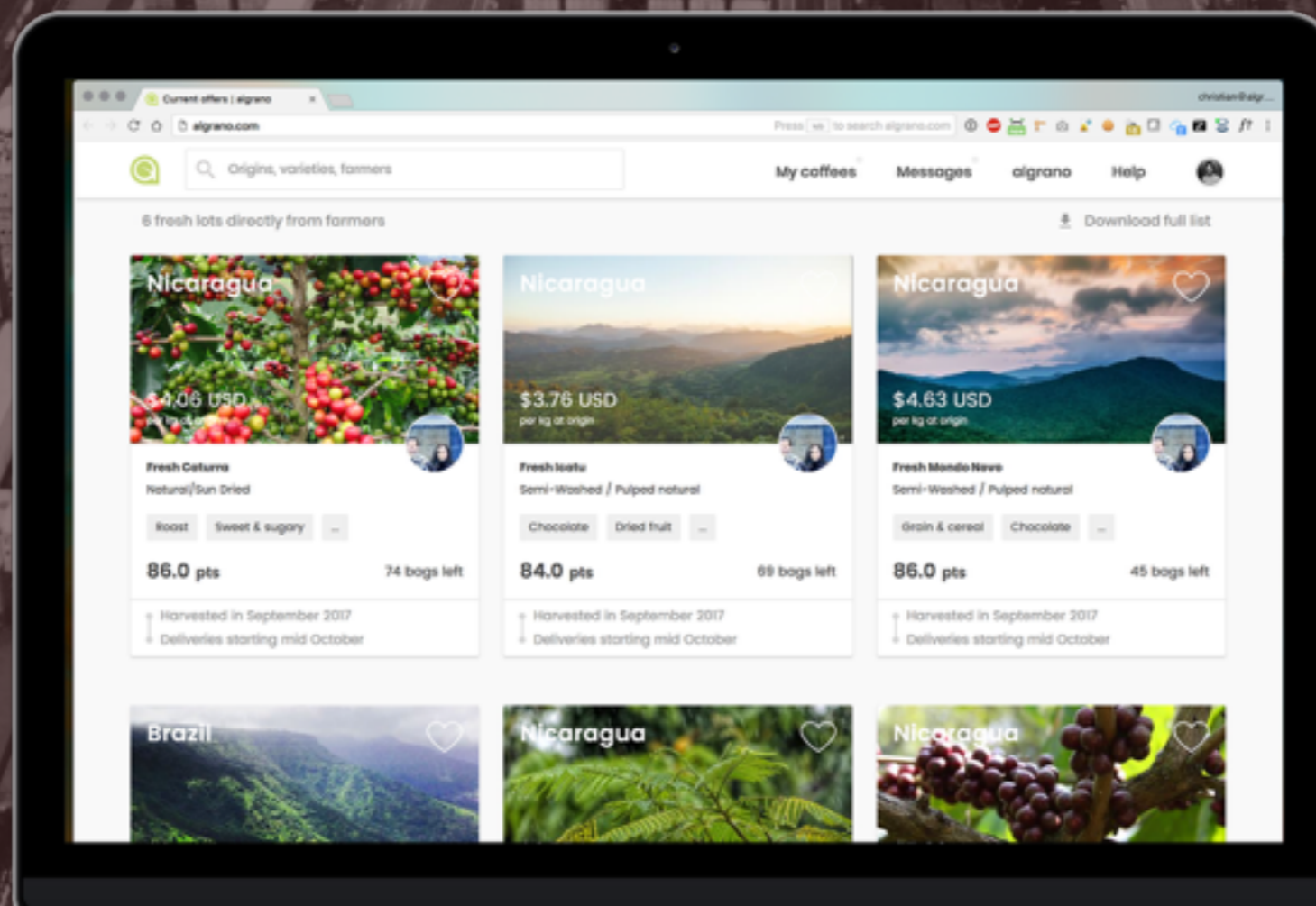
BIENVENIDOS A SAN SEBASTIAN DE

1908-2008 CUMPLIENDO CIENTO AÑOS DE SER MUNICIPIO
ADMINISTRACION PROFESOR NOEL FERRAN MORENO TALAVERA ALTURA MAXIMA 5.40 MTS CONCEJO MUNICIPAL YALI

3G Nueva Cobertura 3G 
movistar



ALGRANO IS THE KEY ONLINE TECHNOLOGY TO ENABLE TRANSPARENT SELLING AND BUYING OF GREEN COFFEE ACROSS CONTINENTS.



MISSION



GET COFFEE FROM GROWERS



GROWER

**CONNECTING
ENTREPRENEURS**

ROASTER

A large, solid green circle that serves as a background for the word 'Impact'.

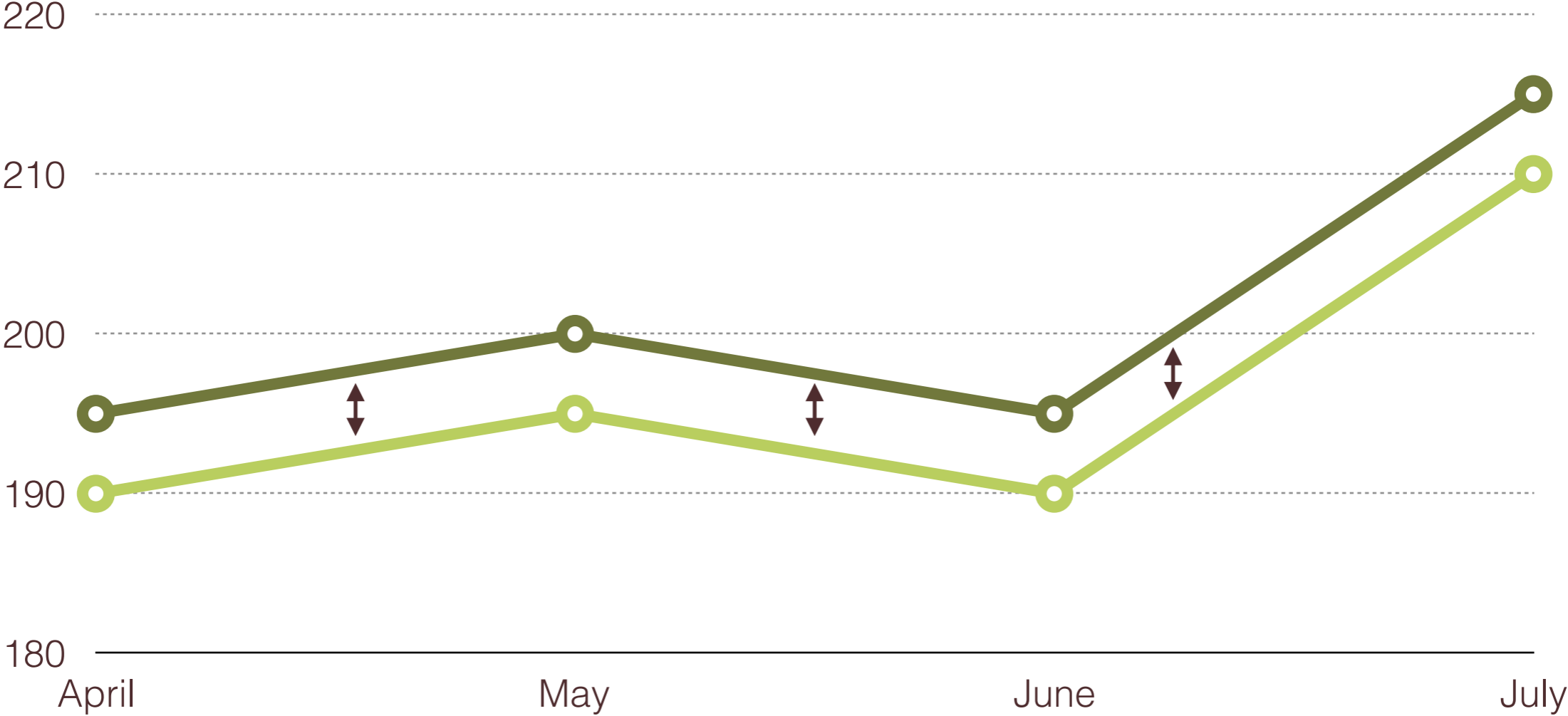
Impact

1. Efficient and streamlined knowledge transfer from buying markets: be in direct contact to exchange on qualities
2. Full two-way transparency on prices: both roaster and grower understand costs in the chain

HIGHER PRICES GO DOWN THE CHAIN: ALGRANO = SERVICE PROVIDER:



○ Final price ○ Farmprice



↕ algrano service fee

A large, solid green circle that serves as a background for the website URL.

www.algrano.com

ONLINE



GET COFFEE FROM GROWERS

The screenshot shows the algrano website interface. At the top, there is a browser window with the URL 'algrano.com' and a search bar containing the text 'Origins, varieties, farmers'. Navigation links for 'My coffees', 'Messages', 'algrano', and 'Help' are visible. The main content area features a map of Central and South America with numerous coffee farm locations marked by icons. On the left side of the map, two coffee farm profiles are displayed:

- La Dueña** ★
Juan Ramon Di...
📍 Nicaragua
- La Isabela**
Claudio Salazar...
📍 Costa Rica

Sítio Cantinho Do Céu

Coffee grower Brazil

[Message](#)[Follow](#)[Newsfeed](#)[Information](#)[Pictures](#)

About



Valdinei Fim

Description

O sítio cantinho do céu está localizado nas montanhas de Castelo ES onde nossa família descêndentes de Itálios se instalaram a procura de produzir o seu alimento para a família. Com o passar dos anos foi na caféicultura que vimos uma grande fonte de rendas produzindo um bom café neles encontramos uma fonte de rendas e sustentabilidade.

Farm info

Farm size	23 Ha
Employees count	0-5
Foundation year	1920

Coffee production

Harvest period May December

Altitude range 700m - 800m

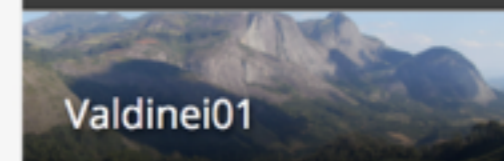
Amount of coffee trees 16

Average annual production 150 Bags of 60kg

Arabica varieties [Catuai Vermelho](#) [Catuai Amarelo](#) [Icatu](#)

Team

1 Previous offers



Valdinei01

Sweet & sugary, Citrus, Stone fruit

Catuai Vermelho, Catuai Amarelo

Cupping score of 86.5

Honduras



COMSA SPECIALITY - FT (HN-1)

Farms **COMSA**

Item 69kg bags green coffee

Price at origin (FOB) **\$4.27 USD / kg**

Quantity 275 bags available

275x 69 kg bags

Certification premium

Organic (+ \$0.66 USD / kg)

Freight & Import

- Consolidated shipping to Bremen, Germany - Arrival date: mid September 2017
- Individual shipping - Earliest arrival date: beginning of September 2017

Warehouse

Berthold Vollers GmbH, Bremen, Germany

Storage & last mile

- I take care of the coffee once delivered to the warehouse
- I want the total order to be delivered to my business
- I want to have the coffee stored in the warehouse of delivery (Berthold Vollers GmbH) and order partial releases

COMSA SPECIALITY - FT (HN-1)

\$0.08 USD / kg

How many releases do you plan?

6

What is the minimum amount of bags you will release?

13

When will the last release be?

September, 2018

Payment terms

- I pay the full order by bank transfer within 10 days after placing the order
- I pay within 30 days after the coffee is delivered

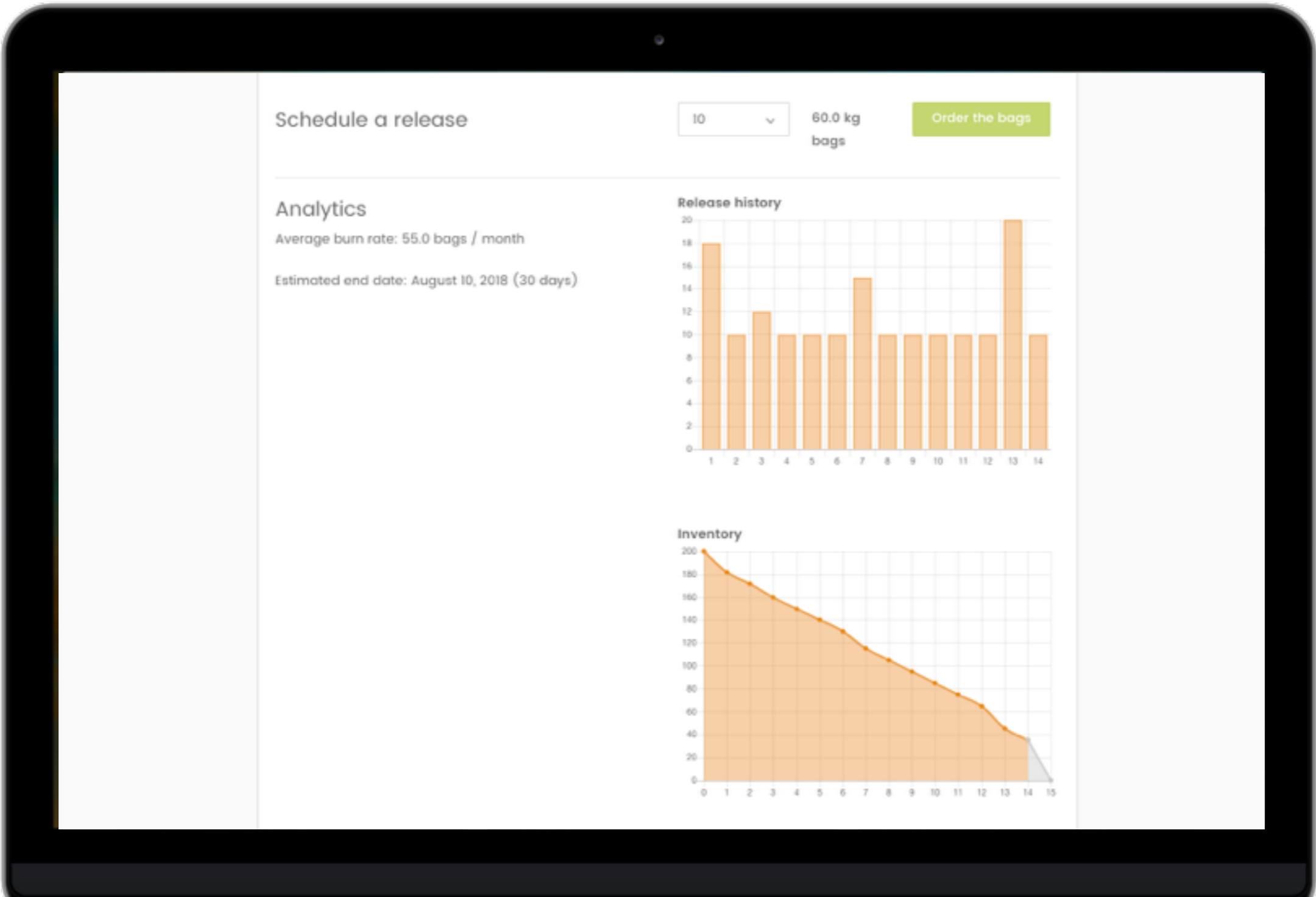
Order recap

Delivery date beginning of September 2017
Delivery to Berthold Vollers GmbH, Bremen, Germany

HN-1	275 x 69 kg bags
Farmer	\$2.29 USD / kg
Organic premium	\$0.66 USD / kg
Exporting	\$1.32 USD / kg
Freight & import	\$0.20 USD / kg
Warehousing	\$0.08 USD / kg
Financing	\$0.20 USD / kg
algrano	\$0.40 USD / kg
Total price per kg	\$5.15 USD / kg

For orders with more than 50 bags, we make personalised offer. We can also provide individual warehousing options. Click on the button and we will contact you.

Contact me



A large, solid green circle that serves as a background for the word 'OPPORTUNITY'.

OPPORTUNITY



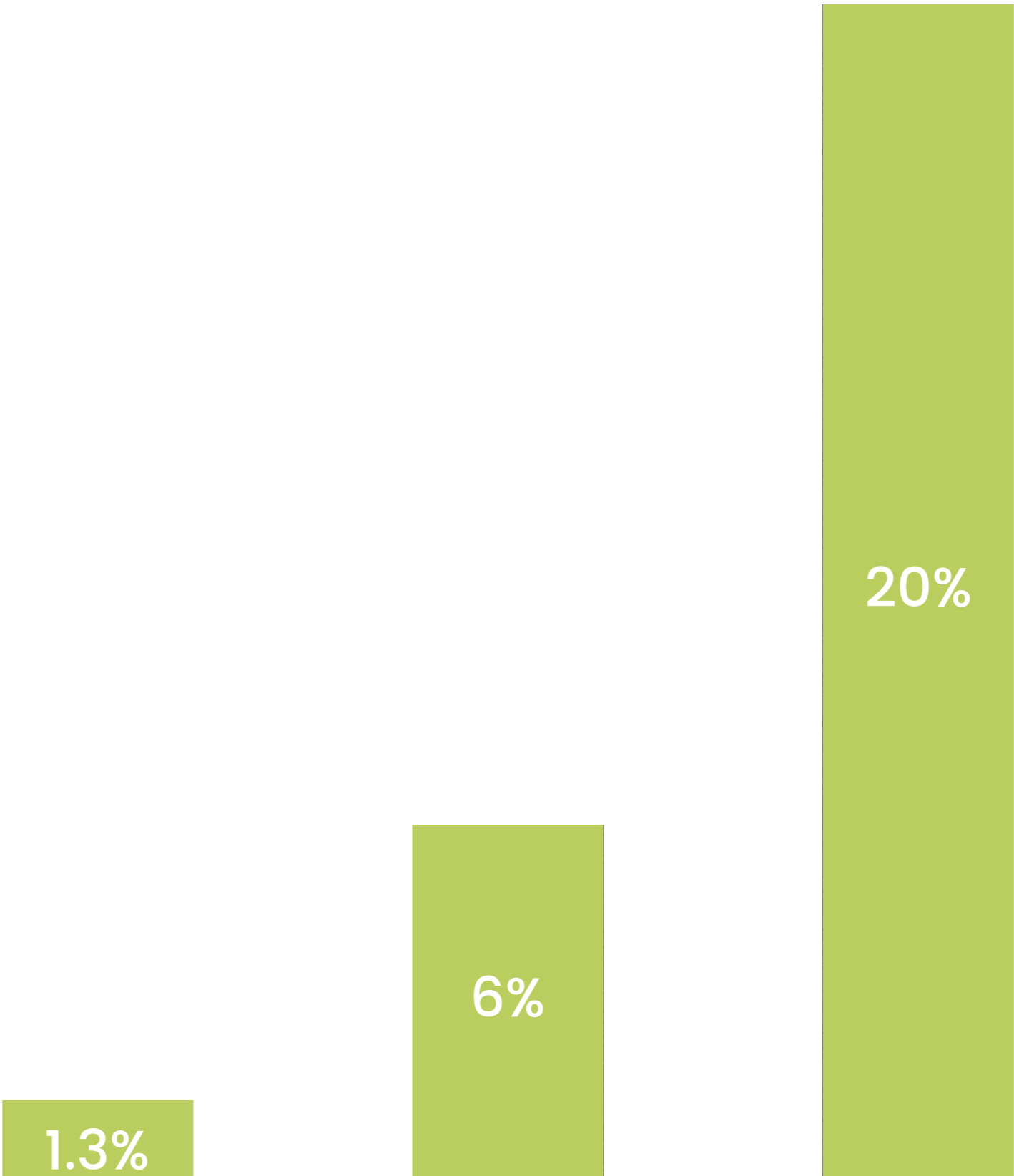


100%
roasted
beans

DON'T MISS THE GROWING MARKETS



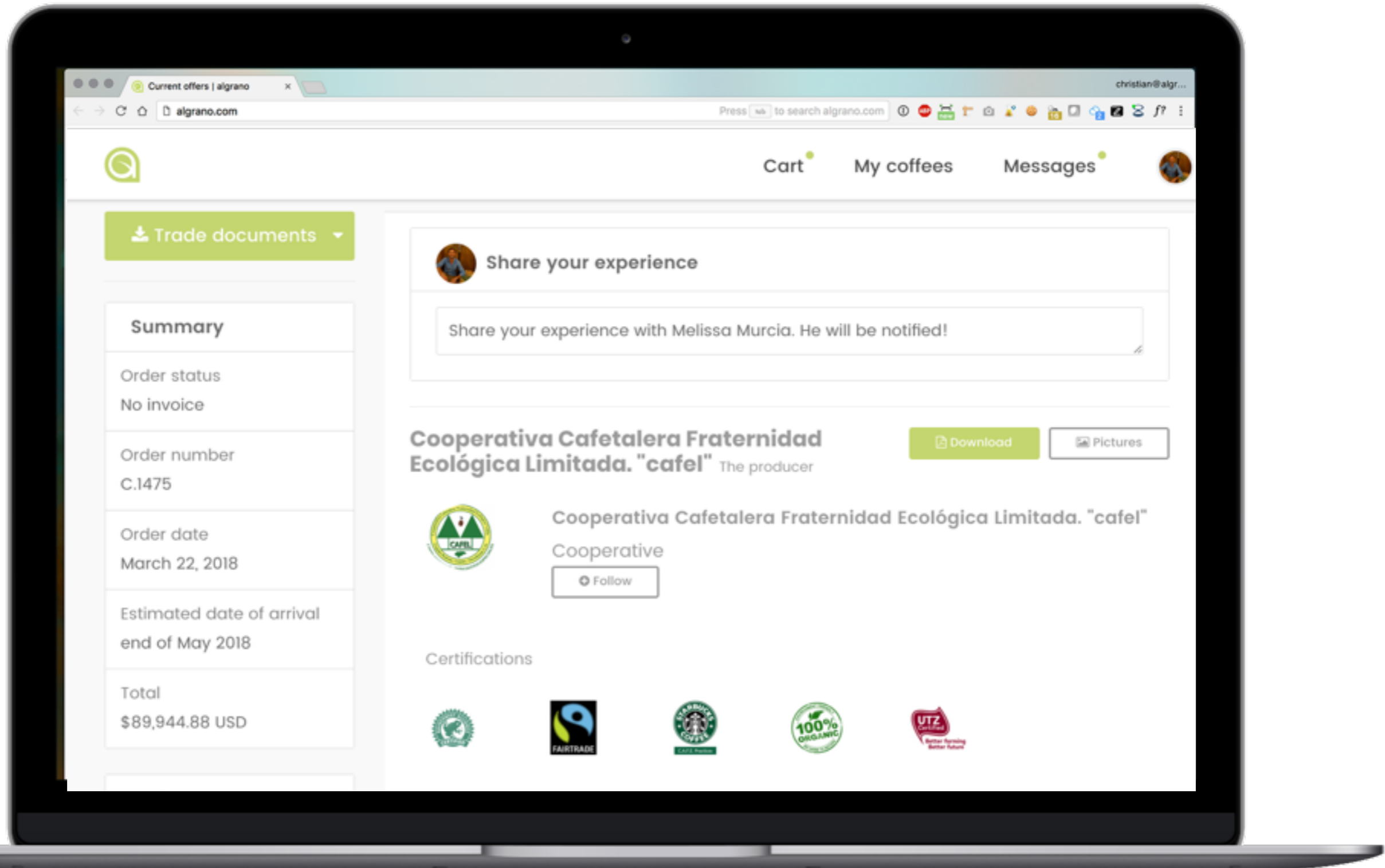
GET COFFEE FROM GROWERS



USE ONLINE CHANNELS



GET COFFEE FROM GROWERS



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CTA



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