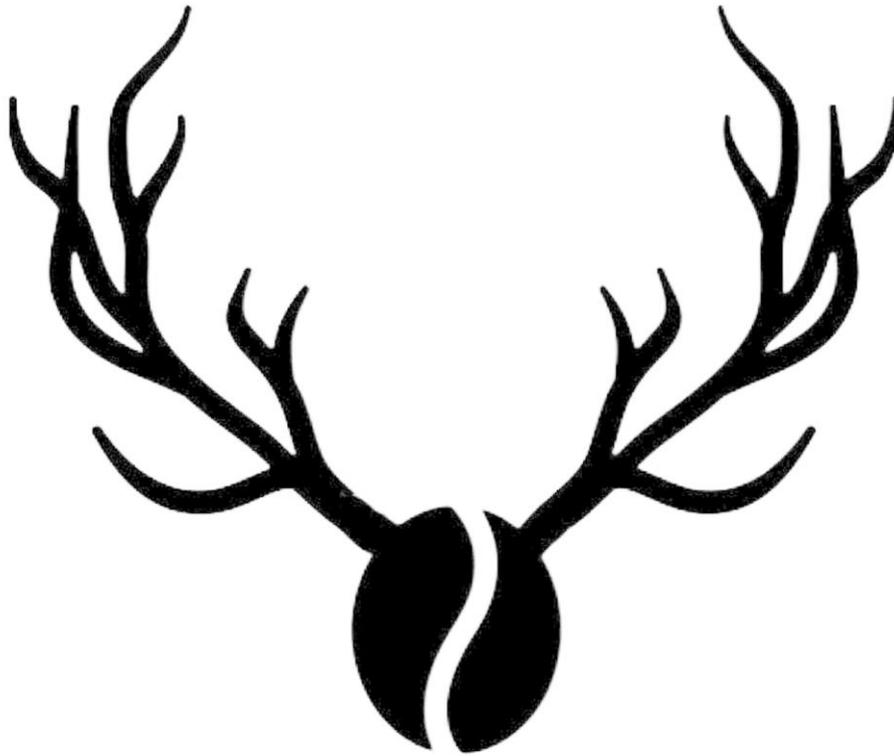


COMPANY PROFILE



MAHEMBE COFFEE LTD

www.mahembecoffee.com

Rwanda-Nyamasheke-western province

0788310321-0788310295

COMPANY

Mahembe Coffee Ltd is privately owned company that is run by Justin Musabyimana and his family. The founder began taking care of his 11,600-tree coffee plantation after returning to his home after the 1994 genocide. In 2008 he decided to process his own cherries instead of selling to neighboring washing stations. The success led to the desire to scale up operations and paved way for the construction of a larger washing station. In their first year of full production, the company's coffee took 4th place in the Rwandan Cup of Excellence competition. To cover for the growing needs by their buyers, Mahembe also started buying coffee from neighboring farmers and currently sources additional coffee from over 600 farmers to complement the little sourced from their small farm. ∪ The company has continued to produce good quality coffee and volumes have increased. Mahembe coffee uses an 2500 Kg/hour Penagos Eco-Pulper. Fermentation tanks and grading channels follow the pulper, and all drying is done on raised beds. Their washing station and farm are located at 1900 meters above sea level. The company has 6 permanent employees and the range of 60-80 seasonal employees.

Mahembe also owns a small guest house at their premises. Visitors (mostly buyers) can spend nights they're during their visits, engage with farmers and sample out the company's coffee.

Our Coffee Beans “

Very fruit-forward with hints of lime, peach, raspberries and raisins. Complex, layered, elegant and long finish. Well balanced botanicals in the finish giving it some extra layers. Clean, transparent and very structured. Smooth mouthfeel, big, sweet and well balanced . Sweet and very soft and lingering. Good brightness and texture, very fruit driven.

OUR MISSION: Mahembe Coffee Limited mission is to process and export green coffee bean in Wide world Countries.

OUR VISION: Mahembe Coffee Ltd’ s vision is to be a role model in qualified and quantified green coffee processing and export at national, regional and international level. Considering; Fair and transparent relationship with producers who develop sustainable agricultural practices, bearing in mind social and environmental aspects. Establishing agile and dynamic systems that coordinates technology and professionalism of our team therefore ensuring that our approach is proactive, responsible and our services versatile. Continuous search for specialty quality coffees through farmer recruitment and support. Contribution to the development of value chain.

KEYS TO SUCCESS

Mahembe coffee limited keys to success include the following:

Establishing and maintaining working relationships and contractual agreements with roasters of coffee as well as local buyers of coffee.

Increasing our profit margin with the use of improved technology in the new facility.

Effectively communicating, to current and potential customers, our position as a differentiated provider of high-quality Arabica beans

Company ownership

MAHEMBE Coffee Ltd is a small medium sized entity registered in 2010 as a private company owned by MUSABYIMANA Justin specializing in coffee business with a strategic business location of Nyamasheke district, Mahembe sector in western province

The founder – A background

Mahembe is a privately owned washing station, owned by Justin Musabyimana who also grows his own coffee. Justin grew up in the local area and, after moving away for some time, decided to come back home and invest in the community by building a wet mill on his father's coffee plantation. ∪ He has an 8-hectare farm of his own, and buys cherries from the surrounding smallholders. This area is not as well known for quality coffees as some other parts of Rwanda, but has great altitudes and an increasing number of farmers growing coffee at the higher altitudes. We have found this coffee to be unique, with differences from other coffees in Rwanda in general, and with great potential. Justin's organized operations, plus the work he is doing on the ground to improve quality, gives great results in the cup. ∪ Justin's love for coffee made him win many accolades. And he has previously come 2nd in Cup of Excellence. There is a lot of uniqueness about Justin's farm- the feeling of community and working together is very strong. Justin trains the surrounding farmers and gives them strict guidelines on how to produce the perfect coffee cherry. Even right now, very early in the season, the coffee cherries are of very homogenous, high quality. ∪ Justin's philosophy is not to grow his production too fast and rather to keep pushing quality with the existing group of farmers he works with.

Sourcing

Mahembe sources all its coffee from smallholder cooperatives located in their zone. This is done in strict compliance with the government's zoning program.

- The volume of cherry sourced from farmers increased in 2019 but we experienced a drop in 2020 due to the effects of Covid-19. The main cooperative that Mahembe Coffee sources from has an office but no administrative set up to enable them borrow directly or manage their affairs independently.
- Cooperative management
 - ∪ The cooperative has a structure with a board of Directors composed with 1 President, Vice President, Secretary and accountant with 3 Advisers (1 women and 3 man),
 - ∪ The Cooperative organizes a General Assembly regularly (once per quarter) and the Board of Director's conduct regular meeting for regular activity for the cooperative,
 - ∪ Members are organized in 12 groups (5 in Nyagatare Cell, 6 in Kagarama Cell and 1 in Gisoke Cell) and each one has a local committee represented by a President, a Secretary, an Auditor and a Lead farmer).
 - ∪ The role of the group is ensuring quality of the coffee; disseminate good agriculture practice and collection of cherries during the coffee season.

SOCIAL IMPACT

Every fiscal year, the company contributes by paying around 100-200 MUSA (mutuelle de santé) for vulnerable families. Mahembe plans to increase this contribution in 2021.

2. To all new infants starting to study in Mahembe primary school, the company buy school uniform every year. This will also be increased in the coming years so as to reach more families.
3. Manure produced at our farm is given to the farmers for free to boost their production.
4. We provide a ready premium market for coffee grown by smallholder farmers in Mahembe Zone. This coffee is sold to international buyers directly and indirectly (through Export Agents in Rwanda).