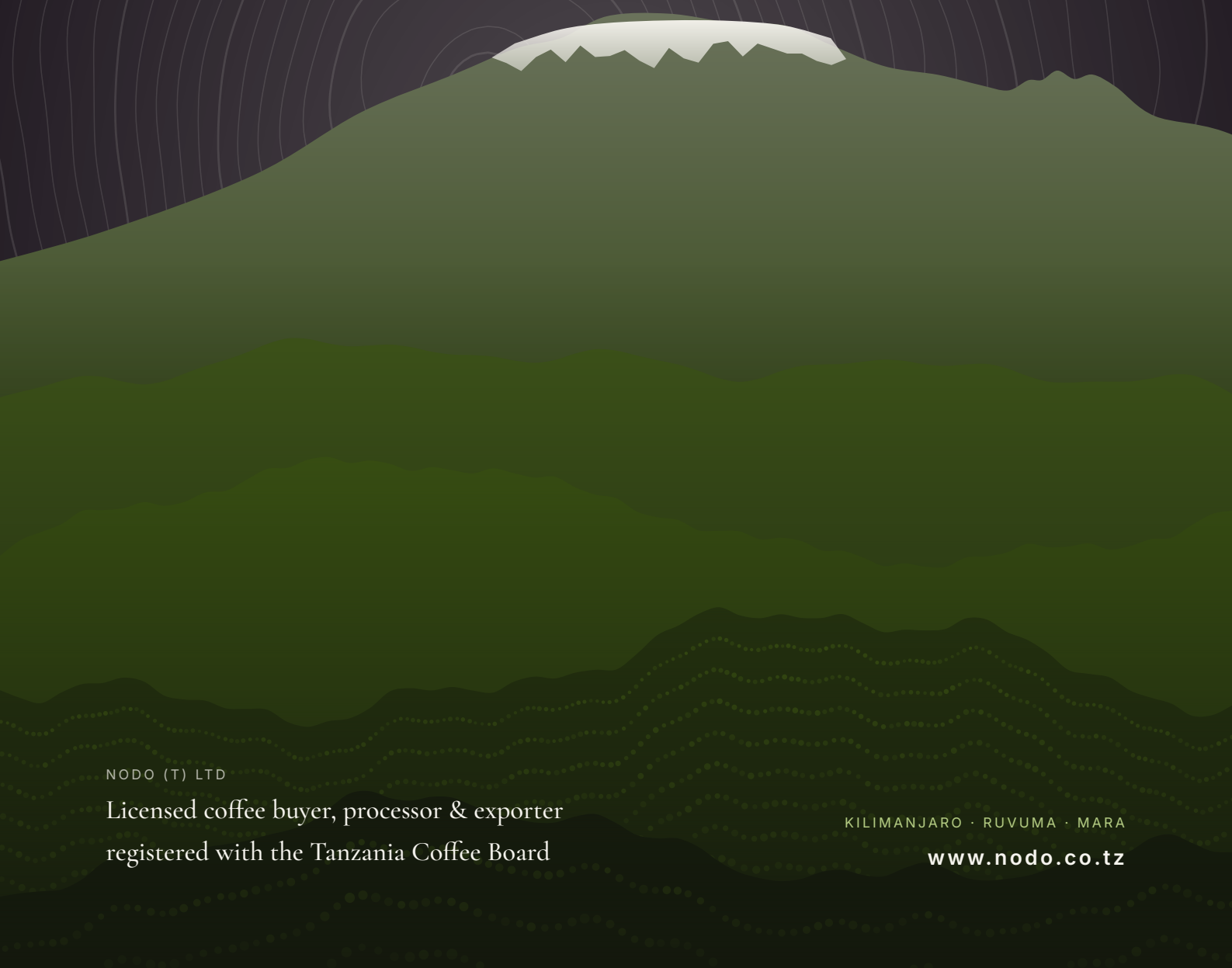
NODO
TANZANIA

COMPANY PROFILE
2026 / 2027

TANZANIAN COFFEE SOURCING, PROCESSING & EXPORT

From Tanzania's finest origins *to the world.*



NODO (T) LTD

Licensed coffee buyer, processor & exporter registered with the Tanzania Coffee Board

KILIMANJARO · RUVUMA · MARA

www.nodo.co.tz



WHO WE ARE

The story behind *every bean.*

Nodo (T) Ltd is a fully licensed Tanzanian coffee buyer, processor and exporter, registered with the Tanzania Coffee Board (TCB).

We connect smallholder cooperatives in Tanzania's Northern and Southern Highlands with coffee buyers around the world.

Nodo specialises in sourcing high-quality Arabica coffee directly from smallholder farmers through registered Agricultural Marketing Cooperative Societies (AMCOS). Licensed to operate at AMCOS level, we buy parchment coffee from our partner cooperatives and prepare it for export, so that every lot carries a clear origin and a documented path from farm to port.

Our operations span two of Tanzania's established coffee-growing areas: **Moshi**, on the slopes of Mount Kilimanjaro in the Northern Highlands, and **Mbinga**, in Ruvuma Region in the Southern Highlands. We are now expanding into the emerging **Mara** region.

We maintain a vertically integrated supply chain, managing farmer financing, processing, quality control and logistics to deliver consistent, traceable coffee to international buyers. Through our strategic partnership with **Tunywe Kahawa Africa Company Ltd**, Tanzanian coffee moves from farm to both international and local markets.

REGISTERED NAME	LICENSED BY	SOURCING	HEAD OFFICE
Nodo (T) Ltd	Tanzania Coffee Board	10 partner AMCOS	Moshi, Kilimanjaro

OUR PURPOSE

Connecting farmers to *global markets.*

MISSION

To source, prepare and export traceable Tanzanian coffee from smallholder farmers through direct AMCOS partnerships and TCB-ratified contracts, offering distinctive selections from the Northern, Southern and emerging Mara regions every season.

VISION

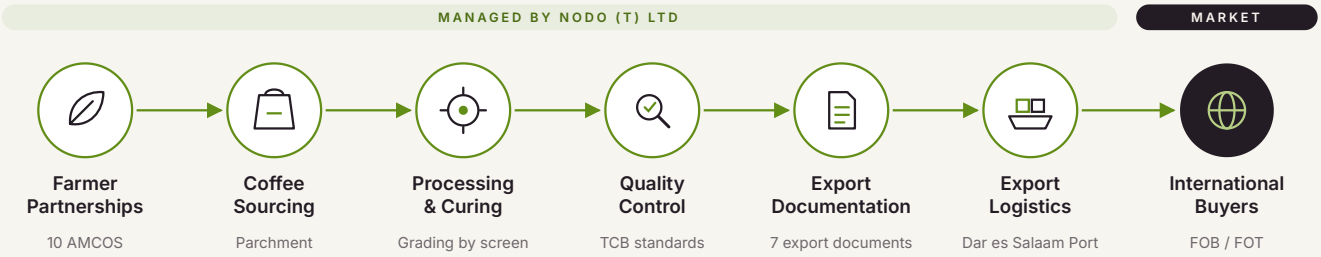
To be the trusted partner at the source for international coffee buyers, recognised for consistent quality, transparency and lasting value for Tanzanian coffee-growing communities.

CORE VALUES

- **Quality first** in every grade we offer
- **Integrity** in pricing, contracts and reporting
- **Sustainability** for land and livelihoods
- **Community empowerment** through cooperatives

Our business model

From cooperative to container: one accountable chain



SOURCING & EXPORT

Nodo (T) Ltd

Focuses on the first stages of the chain: buying parchment coffee from partner AMCOS and preparing it for the international export market.

ROASTING & DISTRIBUTION

Tunywe Kahawa Africa Company Ltd

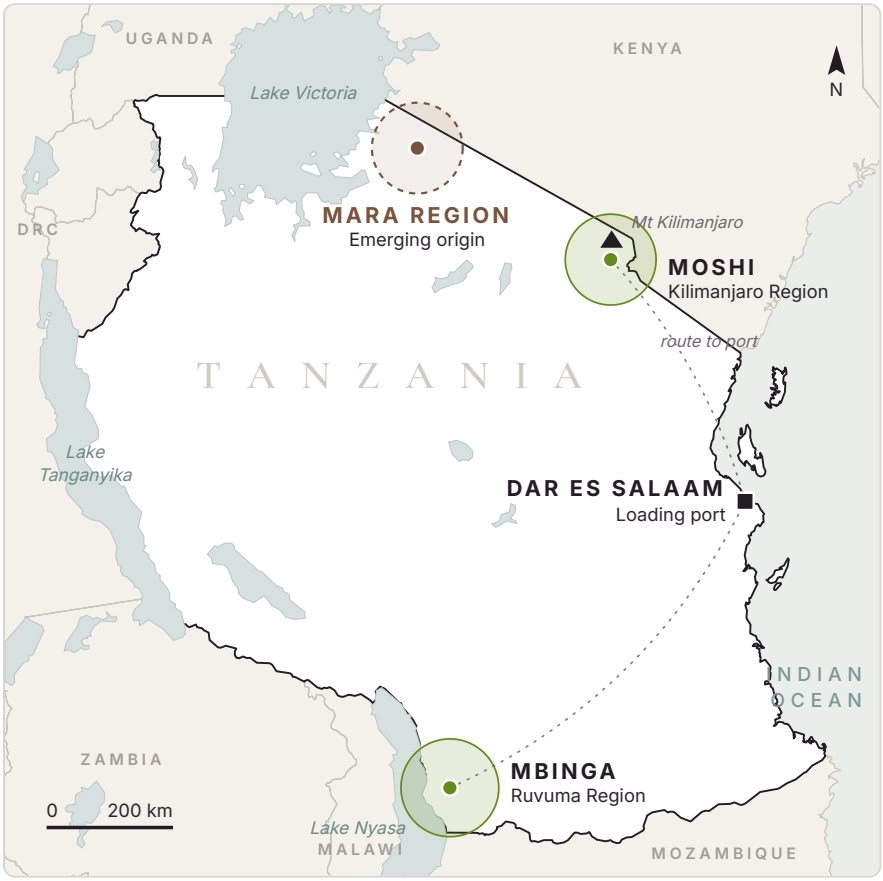
Specialises in the next stages: roasting, local distribution and further global reach. Tunywe is licensed as a local roaster and can buy green coffee to roast locally and export green beans.

Nodo (T) Ltd and Tunywe Kahawa Africa Company Ltd are separate companies working in strategic partnership. Each operates under its own licences and registrations.

ORIGINS

Rooted in Tanzania. *Connected to the world.*

Our coffee comes from two established highland origins at opposite ends of the country, the volcanic slopes of Kilimanjaro in the north and the Mbinga highlands of Ruvuma in the south, with a third, emerging origin in the Mara region near Lake Victoria.



NORTHERN TANZANIA

Moshi, Kilimanjaro

Northern Highlands · Arabica
5 AMCOS · approx. 658 farmers
Main harvest: October – March

SOUTHERN TANZANIA

Mbinga, Ruvuma

Southern Highlands · Arabica
5 AMCOS · approx. 2,075 farmers
Main harvest: June – August

EMERGING ORIGIN

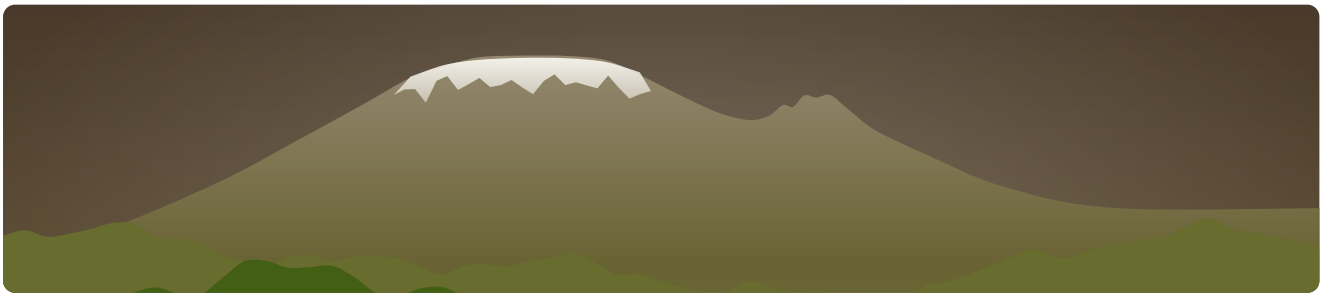
Mara Region

Expansion in progress. Partner network, coffee types and volumes to be confirmed.

MAP KEY

- Established sourcing region
- Expansion area
- Loading port
- Mount Kilimanjaro (5,895 m)

Map boundaries: Natural Earth (public domain). Region markers indicate sourcing areas, not exact cooperative locations. Routes are schematic.



AMCOS NETWORK

Partnerships that *create value.*

10
PRIMARY PARTNER AMCOS

2,733
SMALLHOLDER FARMERS (APPROX.)

2
ESTABLISHED SOURCING REGIONS

Ruvuma · approx. 2,075 farmers · 75.9%

Kilimanjaro · approx. 658 farmers · 24.1%



RUVUMA REGION

Southern Highlands · Mbinga area

2,075
farmers (approx.)

01	Juhudi AMCOS
02	Jitihada AMCOS
03	Mkoa AMCOS
04	Lingomba AMCOS
05	Luwahita AMCOS

KILIMANJARO REGION

Northern Highlands · Moshi area

658
farmers (approx.)

01	Bwambo AMCOS
02	Kimochi AMCOS
03	Gandu AMCOS
04	Mkoyo AMCOS
05	Gomata AMCOS

Why direct cooperative relationships matter

TRACEABILITY

Buying at AMCOS level keeps every lot linked to a named cooperative and region, supporting origin claims and buyer due diligence.

FAIR VALUE

Working hand in hand with registered cooperatives helps ensure fair value reaches the farmers who grow the coffee.

CONSISTENT QUALITY

Long-term cooperative partnerships support consistent quality from farm to port, and give buyers a true origin story.

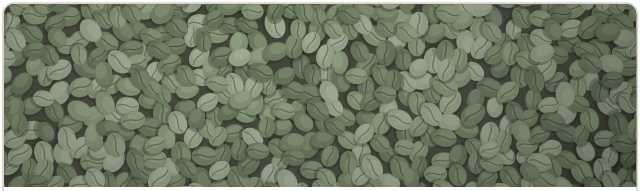


GREEN COFFEE · 2026/27

Discover *Tanzanian coffee.*

Based on our most recent curing statements, we offer three Arabica grades from our Northern and Southern origins, graded to Tanzania Coffee Board standards.

NON-CERTIFIED COMMERCIAL FAQ QUALITY

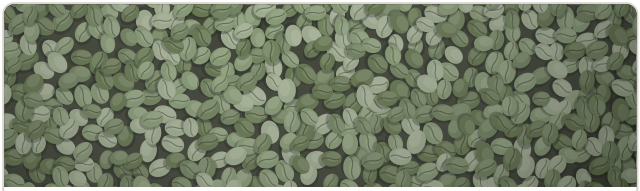


ARABICA

AVAILABLE

AA

Screen size	Screen 18+
Cup score	82.50 – 83.75
Flavour	Floral, coffee blossom, chocolate, caramel, sweet, creamy, tea-like, fruity

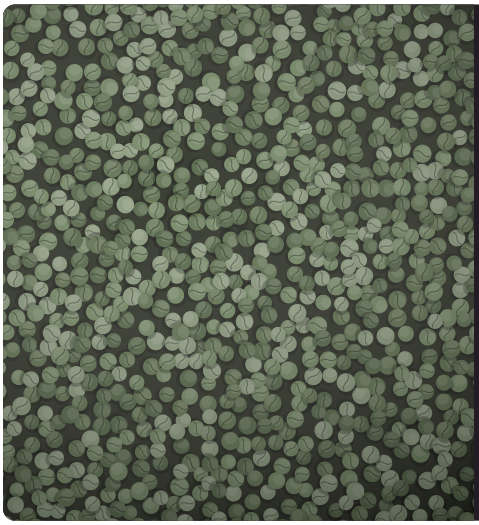


ARABICA

AVAILABLE

AB

Screen size	Screen 15 – 16
Cup score	82.50
Flavour	Tea, sweet, caramel, floral, creamy



FEATURED · ARABICA

AVAILABLE (LIMITED)

PB *Tanzania Peaberry*

A naturally occurring single, rounded bean that forms when only one seed develops inside the coffee cherry. It is a distinctive, sought-after part of Tanzania's coffee heritage.

SCREEN SIZE	CUP SCORE	FLAVOUR
Screen 12+	**82.50 – 83.75**	**Similar to AA / AB profiles**

BEAN SIZE, ACTUAL SCALE

Screen numbers measure the sieve hole in 64ths of an inch. Screen 18 = 7.1 mm; Screen 15 = 6.0 mm; Screen 12 = 4.8 mm.



AA
Screen 18+



AB
Screen 15–16



PB
Screen 12+, rounded

The 2026/27 offer covers Arabica AA, AB and PB. Products are non-certified commercial FAQ (fair average quality) and are not sold as certified specialty coffee. Cup scores are from recent curing statements.

TECHNICAL SPECIFICATIONS

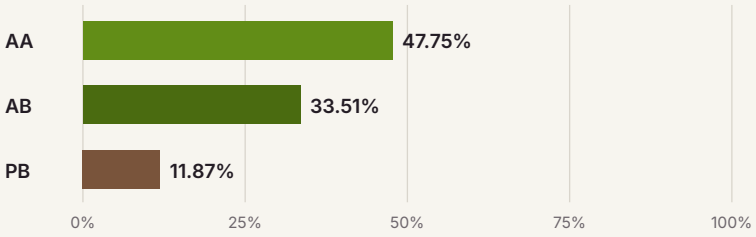
Quality in *every grade.*

GREEN COFFEE · ARABICA | PRODUCT TYPE: NON-CERTIFIED COMMERCIAL FAQ QUALITY | SEASON 2026/27

PARAMETER	Arabica AA	Arabica AB	Arabica PB *(Peaberry)*
Screen size (grade)	Screen 18+	Screen 15 – 16	Screen 12+ (peaberry)
Screen size distribution	Screen 18 (AA): 44 – 51%	Screen 18 (AA): 6% [1]	Not stated
Moisture content	12% (standard)	12% (standard)	12% (standard)
Curing loss	19 – 21%	19%	Not stated
Cup score [2]	82.50 – 83.75	82.50	82.50 – 83.75
Flavour notes	Floral, coffee blossom, chocolate, caramel, sweet, creamy, tea-like, fruity	Tea, sweet, caramel, floral, creamy	Similar to AA / AB profiles
Physical notes	Bluish-green, bold beans, PnPs (peaberry & partials), minimal black, sour, amber, pods, immature	Bluish-green, PnPs, blacks, pods, immature	Round beans (single bean per cherry)
Availability	Available	Available	Available (limited)

Grade distribution

Indicative distribution from recent curing, share of outturn by grade



93.13%

Combined AA, AB and PB share, as reported. The remaining 6.87% is not itemised in the source curing data and has not been adjusted or normalised.

[1] Shown as stated in the source specification sheet (AB distribution references Screen 18). Pending company verification.

[2] Detailed specifications list the cup scores shown. The grade summary in the same source lists a typical cup score of 80.50 – 83.75 for all grades. Pending company verification.

Specifications are indicative and based on recent curing statements; final quality is confirmed by pre-shipment samples and the TCB quality certificate for each contract.

2026/27 SEASON

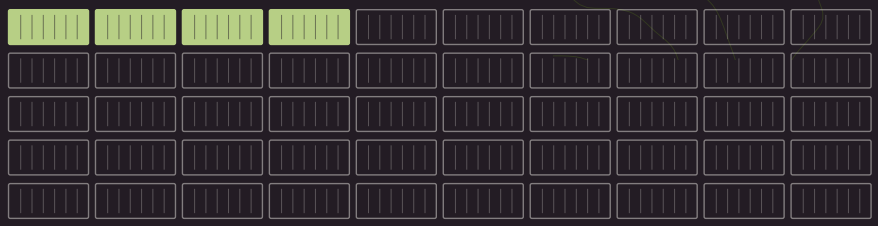
Reliable supply. *Planned delivery.*

1 × 20ft
MINIMUM ORDER
approx. 320 bags of 60 kg

4 × 20ft
MAX. PER CONSIGNMENT
per month

76.8 t
MONTHLY CAPACITY
metric tonnes
standing orders up to 4 containers (approx.)

960 t
SEASONAL CAPACITY
metric tonnes
50 × 20ft containers (approx.)



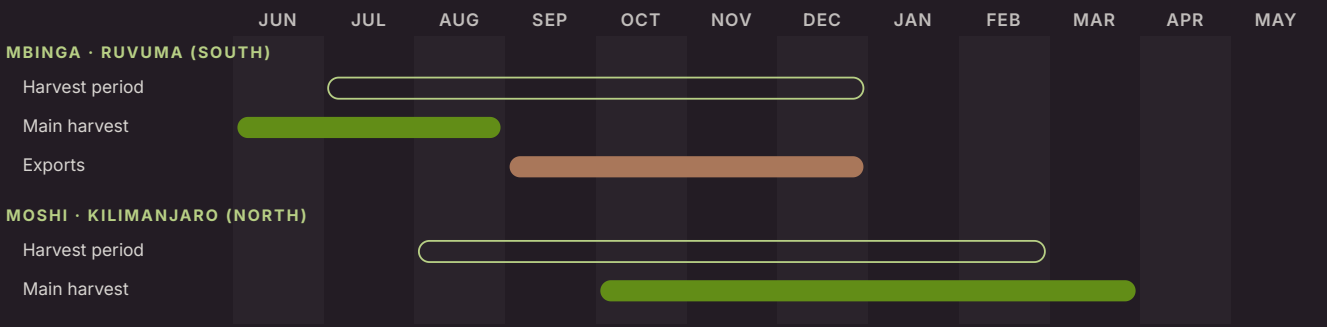
Monthly standing order capacity: up to 4

Total seasonal capacity: 50 × 20ft

1 container = approx. 320 bags × 60 kg = 19.2 t

Production calendar

Periods as stated in the 2026/27 supply schedule



SUPPLY PLANNING

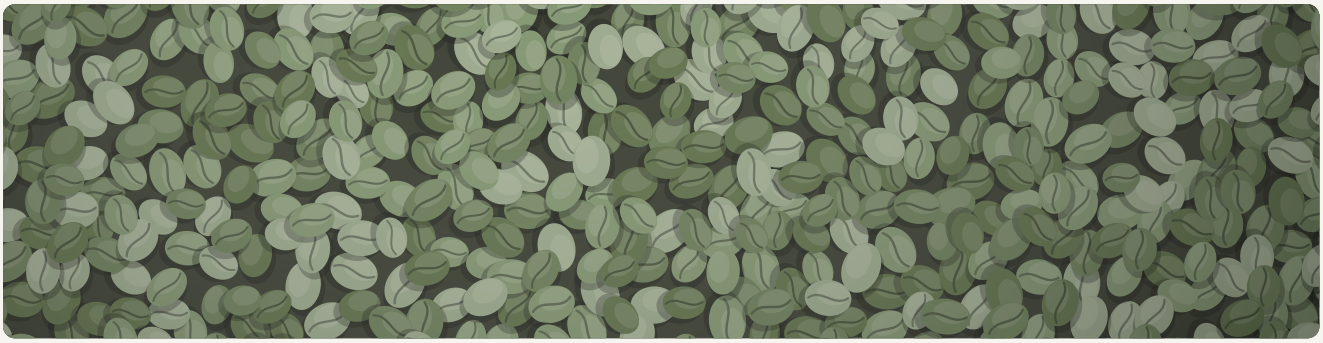
With origins in both the south and the north, harvests are staggered across the season. Southern coffee from Mbinga is available first, with exports from September to December, while the northern Kilimanjaro harvest continues into the first quarter. Standing orders are planned against this calendar.

SUPPLY OUTLOOK

We anticipate no significant supply constraints for the current season. Mbinga is a remote origin, at least 600 km from Dar es Salaam, so transport costs from the south are higher and are reflected in planning and quotations.

FROM SOURCE TO SHIPMENT

Quality control from *source to shipment.*



01 FARMER SOURCING

Coffee is sourced from smallholder members of our 10 partner AMCOS in Kilimanjaro and Ruvuma, under TCB-ratified contracts.

02 PARCHMENT PROCUREMENT

We buy parchment coffee at AMCOS level, keeping each lot linked to its cooperative and region of origin.

03 PROCESSING & CURING

Parchment is cured for export: hulled, cleaned and graded. Curing statements record grade outturn, screen distribution and curing loss.

04 ASSESSMENT & GRADING

Lots are graded to Tanzania Coffee Board standards and assessed for physical quality and cup profile, with scores recorded by grade.

05 SAMPLE PREPARATION

Samples are prepared for buyer approval on request, and for TCB laboratory testing ahead of export approval.

06 EXPORT PREPARATION

Approved lots are bagged in 60 kg bags, documented and dispatched to Dar es Salaam within 14 – 21 days of order confirmation.

CURING OUTTURN · ARABICA AA

100 kg parchment coffee

approx. 79 – 81 kg green	19–21%

Curing loss: AA 19 – 21% · AB 19%

Curing loss is the weight lost when parchment is hulled and graded to green coffee, as recorded in curing statements.

WHAT BUYERS RECEIVE

- Grade and specification data from curing statements
- Cup score and flavour notes by grade
- Pre-shipment samples on request
- TCB export permit / quality certificate
- Quality & weight certificate (SGS or equivalent)

Quality assurance, grading and traceability work together: buyers know where a lot comes from, how it was graded and what independent certificates accompany it before it ships.

EXPORT CAPABILITY

Ready for *international trade.*

14–21
DAYS, ORDER CONFIRMATION TO DISPATCH

Dar es Salaam
LOADING PORT, TANZANIA

FOB · FOT
DELIVERY OPTIONS

Day 0 — Order confirmation

Day 14 — Approvals · documentation · bagging

Day 21 — Dispatch window

OPTION 1

FOB Dar es Salaam

Free on Board at Dar es Salaam Port, Tanzania.

OPTION 2

FOT · Free on Truck

Delivery to an agreed warehouse within Tanzania. Costs quoted separately.

Export documentation readiness

We confirm our ability to provide all required documentation for each shipment.

- **Certificate of Origin** — Tanzania Chamber of Commerce (TCCIA)
- **Phytosanitary Certificate** — Plant Health Services (PHS), Ministry of Agriculture
- **Quality & Weight Certificate** — SGS or equivalent
- **ICO Certificate** — International Coffee Organization
- **Commercial Invoice** — Nodo (T) Ltd
- **Packing List** — Nodo (T) Ltd
- **Export Permit** — Tanzania Coffee Board (TCB)

7
DOCUMENTS PER SHIPMENT

ORIGINS
Moshi & Mbinga
Inland transport by road; Mbinga at least 600 km from port

→

LOADING PORT
Dar es Salaam
FOB delivery point, 20ft containers

→

DESTINATION
International buyers
Ocean freight arranged by the buyer under FOB terms

EXPORT PROCESS

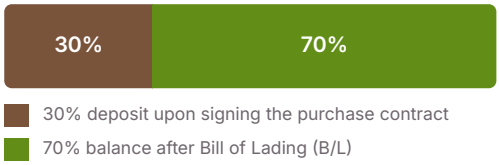
Transparency at *every stage.*

The export process

Following Tanzania Coffee Board procedures

1. **Phytosanitary Certificate application**
   Plant Health Services (PHS)
2. **Coffee Export Approval & Quality Certificate application**
   Tanzania Coffee Board (TCB)
3. **Sample testing through laboratory**
   Tanzania Coffee Board (TCB)
4. **Export Permit / Quality Certificate issued**
   TCB · 1 – 3 working days
5. **Health Certificate, if required**
   TFDA (as listed in source) [3]
6. **ICO Certificate of Origin application**
   International Coffee Organization
7. **Export levy**
   1% of consignment FOB value

Payment structure



30% deposit upon signing the purchase contract
70% balance after Bill of Lading (B/L)

Method	Telegraphic Transfer (TT)
Currency	USD (preferred)
Bank details	Shared upon invoicing

PRICING MODEL

NY “C” + USD 0.25/lb

Coffee is quoted on the basis of a differential at origin: New York “C” futures plus 25 US cents per pound. Final pricing is based on the NY “C” futures price on the date of contract confirmation.

IMPORTANT NOTICE

All commercial terms in this profile, including prices, differentials, payment terms, quantities, delivery terms and lead times, are indicative and subject to the executed purchase contract. In the event of any difference, the signed contract prevails. Regulatory steps reflect current procedures as understood by Nodo (T) Ltd and may change.

[3] Issuing authority shown as listed in the source document; to be confirmed with current regulations.



RESPONSIBLE SOURCING

Better coffee. *Stronger communities.*

Our direct sourcing model is the foundation of our sustainability approach: knowing which cooperatives our coffee comes from, paying fair value through transparent contracts, and building the farm-level data that international markets increasingly require.

IN PLACE TODAY

- Direct AMCOS-level sourcing with 10 partner cooperatives
- TCB-ratified contracts and TCB quality standards
- Lot traceability to cooperative and region
- Documented supply chain from cooperative to port

IN PROGRESS

- Collecting geographic coordinates of partner farms and plots
- Training cooperatives in EUDR data-collection practices
- Encouraging shade-growing and intercropping
- Supporting farmers towards recognised sustainability certifications

NEXT OBJECTIVES

- Complete plot-level geolocation across all partner AMCOS
- Offer EUDR due-diligence data with EU-bound shipments
- Extend the traceability model to Mara region partners
- Set and report farmer-impact indicators

EUDR READINESS

Status: data collection in progress

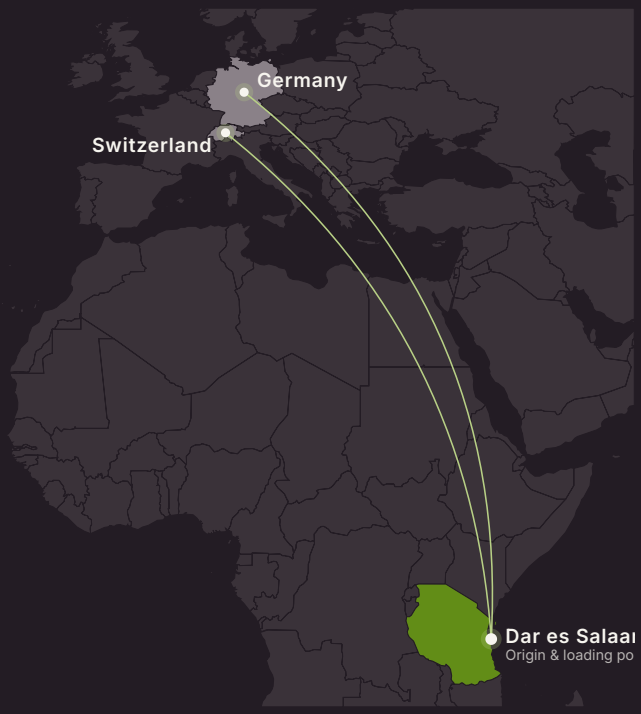
The EU Deforestation Regulation (EUDR) requires coffee placed on the EU market to be traceable to plots of land not deforested after 31 December 2020, supported by geolocation data. Our cooperative-level sourcing model gives us a direct route to that farm-level information.

Nodo does not yet claim full EUDR compliance. Buyers should request current due-diligence information at contract stage.

EXPORT EXPERIENCE

Built on *trusted relationships.*

Nodo (T) Ltd has established export relationships with international coffee trading houses and Tanzanian buyers, supplying through Dar es Salaam to markets in Europe and beyond.



Volcafe
SWITZERLAND

Bernard Rothfos Intercafe AG
SWITZERLAND

ECOM Trading
GERMANY

Ibelo Trading
INTERNATIONAL

Taylor Winch Tanzania
TANZANIA

Burka and Mondul Estates
TANZANIA

6
EXPORT RELATIONSHIPS

3
INTERNATIONAL TRADING HOUSES IN SWITZERLAND & GERMANY

1
PORT OF LOADING: DAR ES SALAAM

From the cooperatives of Kilimanjaro and Ruvuma, *through Dar es Salaam, to the world's coffee trade.*

Export relationships as reported by Nodo (T) Ltd. Company names are listed for reference only and do not imply endorsement. Logos are not shown. Locations are as stated in the source document.

CONTACT

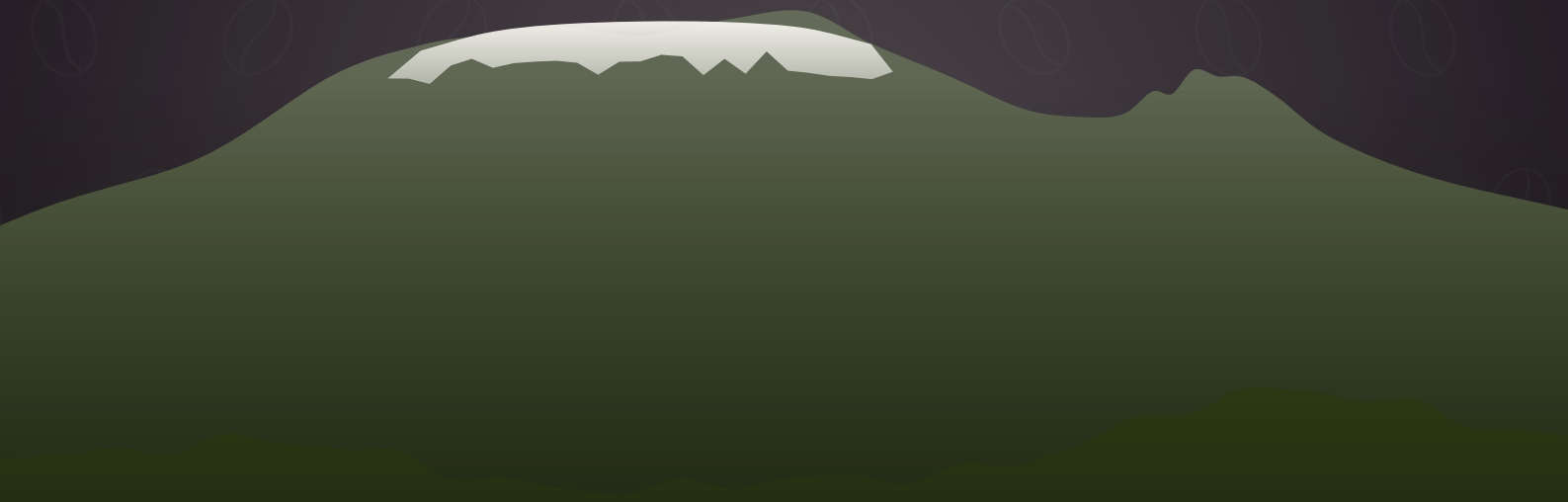
Let's build a *partnership.*

"From the rich coffee-growing landscapes of Tanzania to international markets, Nodo Tanzania is committed to connecting quality, people and opportunity."

01
REQUEST A COFFEE SAMPLE

02
DISCUSS YOUR REQUIREMENTS

03
START A SUPPLY PARTNERSHIP



NODO TANZANIA

NODO (T) LTD

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Commercial terms subject to executed purchase contract.