

**ED&F  
MAN**  
EST. 1783

Coffee

# VOLCAFE DOWNSTREAM

 **VOLCAFE**

# Downstream coffee presence



# Origins Diversity

Our solid and diversified supply network is set up worldwide to give us enough flexibility and advantage in supply



Vietnam



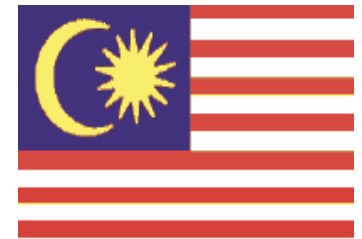
Brazil



China



India



Malaysia



Colombia



Indonesia



Laos



Thailand



South Korea



Tanzania

# Our Product Portfolio

ROAST & GROUND

FREEZE DRIED

- + Microground
- + Cold-water
- + Crystal

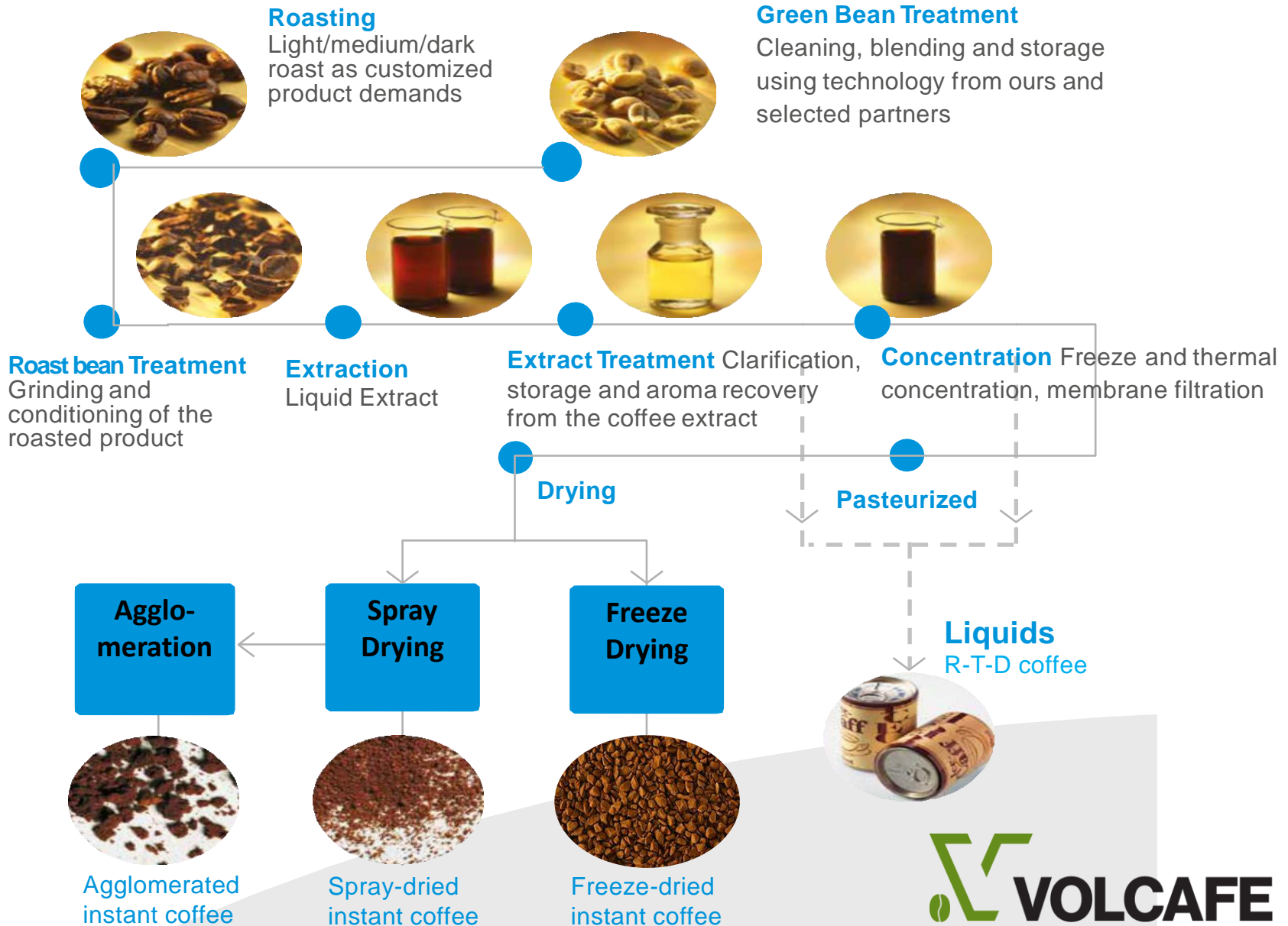


LIQUID EXTRACT  
+ Cold-brew

AGGLOMERATED

SPRAY DRIED  
+ Microground  
+ Cold-brew

# Processing flow chart



# Innovations in instant coffee

	Advanced	Conventional
Raw materials	 High-quality Coffee beans Arabica/Graded beans	Regular Coffee beans Robusta/Low grades
Aroma Flavor	 100% Natural, No Artificial additives	Artificial flavor added
Extraction	 Low temperature Extraction	High temperature Hydrolysis Extraction (causing off flavor)
Dehydrating	 Freeze drying (Cold temperature)	Spray drying (Hot temperature)
MG Coating	 Micro-Ground coffee added	N/A
Packing	 Nitrogen filling	No Nitrogen filling

# Market trend : Specialty Instant Coffee

## Innovative and nice-looking packaging



Decently preserved flavor: an entirely new method of freeze-drying allows its flavor to get close to fresh ground coffee to a large extent



Excellent solubility : it takes only three seconds for the product to be dissolved in ice water, hot water, and/or milk



Effective marketing tool: its eye-catching product appearance considered attractive to consumers effectively, to younger generations especially



 VOLCAFE

# Our options

## Category

SPRAY DRIED  
AGGLOMERATED  
FREEZE DRIED  
LIQUID EXTRACT

From  
Mainstream  
to  
**Specialty**

## Profile

Conventional

Microground

Crystallized

Cold brew

## Flavor

Pure Black

Latte

Cappuccino

Any of Your Own Recipe

SOLUBLE PREMIX  
3 in 1, 2 in 1

## Packaging



**Cardboard carton box**  
19kgs, 20kgs, 25kgs...



**Glass jar**  
100g, 200g



**Steel drum**  
20kgs, 50kgs



- **Sachet:** 00 ~00g
  - **Sachet(wide):** 00 ~00g
- Box/Pouch packing are available

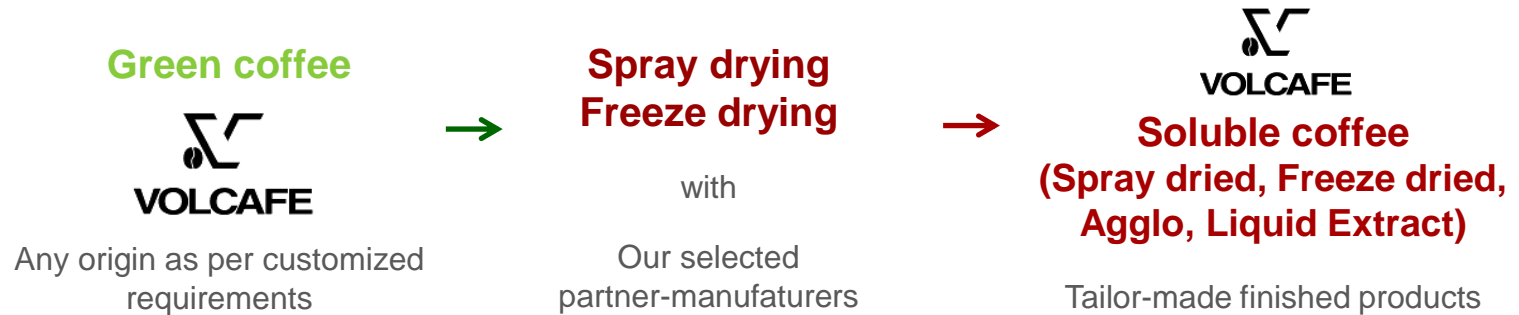






# Our Competitive Advantages

## ➤ Customized products :

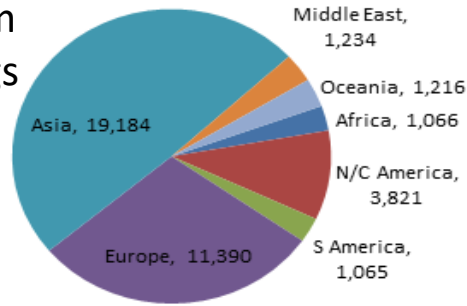


- **Raw materials:** As an experienced trading house with the *wide network* of green coffee sourcing worldwide, we get *unlimited* access to coffee stock all over the world for any *tailor-made* cup profile, any *special blend* and/or any *new-recipe* product .
- **Origins diversification :** more options and flexibility to utilize *beneficiary tariffs*.
- **Strategically based in Vietnam :** a new hub of soluble manufacturing with *good supply* of green coffee beans, *free-trade* agreements with many countries, newly-built *technologically-advanced* factories.

# Consumption 2019 - 2050

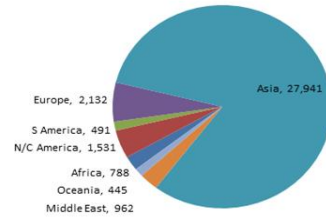
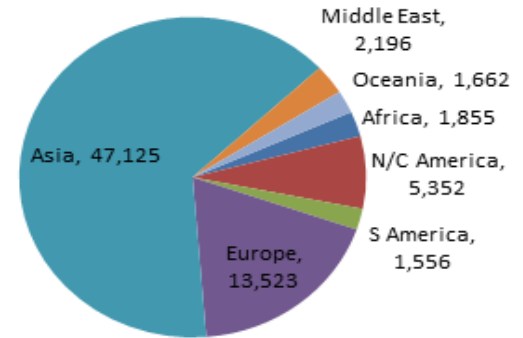
2019

39m bags

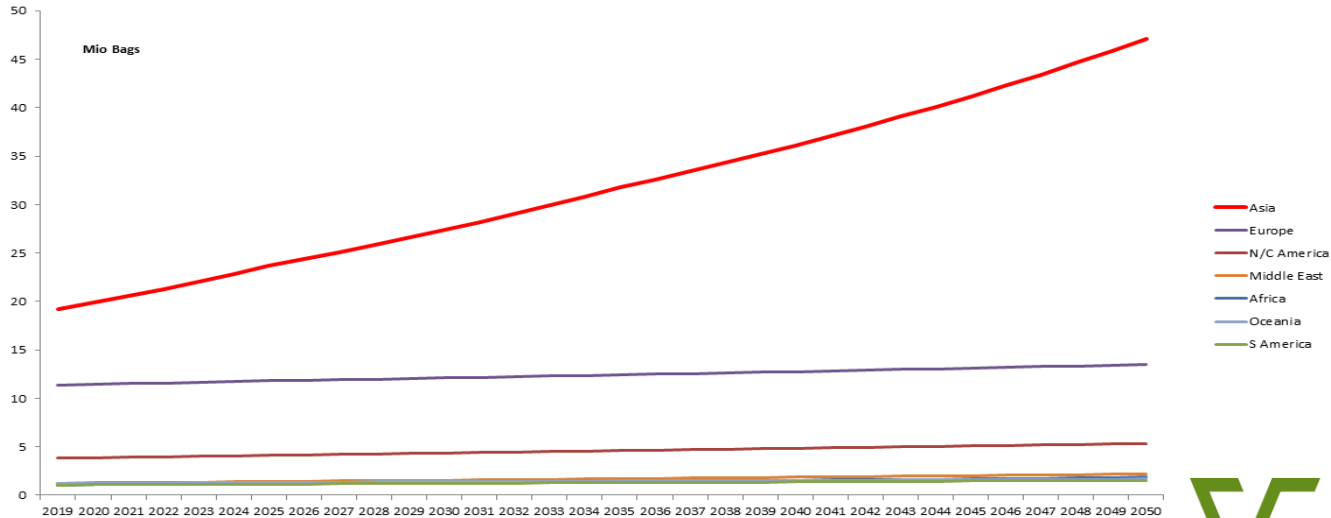


2050

73m bags



Share of growth  
AsiaPac + 1,703k mt



Volcafe figures

Of the 34m to be added by 2050, 28m will be from Asia



**THANK YOU**