

UGANDAN GREEN COFFEE SUPPLY DOSSIER

Bulk Arabica & Robusta Coffee for Global Importers and Industrial Buyers

Origin: Uganda, East Africa

Product: Green Coffee — Arabica & Robusta

Target Supply Program: From 15,000 MT/month

Annualized Program: Up to 180,000 MT/year, subject to contracted availability

Buyer Profile: International importers, roasters, soluble-coffee manufacturers, food & beverage manufacturers, processors, distributors and qualified commodity trading companies

Supply Model: Recurring monthly supply programs

Contract Preference: Long-term supply programs

1. EXECUTIVE SUMMARY

Uganda is an established coffee-producing and exporting origin with both **Robusta and Arabica** coffee supplied to international markets.

Uganda's coffee export sector is predominantly focused on green coffee. The Uganda Coffee Development Authority (UCDA) states that more than 95% of annual coffee production is exported as green beans.

During the twelve months from September 2024 to August 2025, Uganda exported approximately **7.9 million 60-kg bags of coffee**, valued at approximately **US\$2.2 billion**.

The proposed commercial program is designed for qualified international buyers requiring substantial recurring volumes, with a target starting requirement of: **15,000 MT PER MONTH**

The program can cover:

- Ugandan Robusta
- Ugandan Arabica
- Washed coffee
- Natural coffee
- Standard commercial grades

- Specialty and niche grades, subject to availability
- Organic and sustainable coffee where applicable and properly documented

The objective is to connect qualified global buyers with export-ready Ugandan coffee supply while providing appropriate technical, quality, traceability, logistics and commercial documentation.

2. WHY UGANDA COFFEE?

Uganda produces two principal coffee types:

ROBUSTA

Ugandan Robusta is the dominant coffee type in the country's export structure and is widely used in:

- Instant coffee
- Soluble coffee
- Espresso blends
- Commercial blends
- Coffee extracts
- Concentrates
- Beverage manufacturing
- High-volume industrial applications

ARABICA

Ugandan Arabica is produced in several highland areas and includes recognized origins and grades such as:

- Bugisu
- Mt. Elgon
- Rwenzori
- Wugar

- Drugar

Arabica can serve:

- Specialty coffee
- Premium roasted coffee
- Espresso
- Filter coffee
- Commercial roasting
- Blending
- Food and beverage applications

UCDA identifies Arabica production areas including the slopes of Mount Elgon and Mount Rwenzori, as well as areas in West Nile and southwestern Uganda.

3. PRODUCT PORTFOLIO

A. UGANDAN ROBUSTA

Uganda's Robusta export grades include washed and natural categories.

UCDA identifies grades including:

- Screen 18 / 1900
- Screen 17 / 1800
- Screen 16 / 1700
- Screen 15 / 1600
- Screen 14 / 1500
- Screen 12 / 1400
- BHP
- Other Robusta grades
- Washed Robusta

The exact grade, screen size, processing method, moisture, defect tolerance and other parameters should be agreed according to the buyer's specification and supply contract.

Typical industrial applications

Instant Coffee

Robusta is widely used as an important raw material for soluble coffee production.

Blending

Robusta can be incorporated into commercial blends to provide body and other desired characteristics.

Espresso

Selected Robusta grades can be used in espresso blends according to the roaster's formulation.

Extracts & Concentrates

Industrial processors can use Robusta for coffee extracts and concentrates.

Food & Beverage Manufacturing

Green coffee can be supplied as an industrial raw material for downstream coffee products.

4. UGANDAN ARABICA

Uganda produces Arabica coffees from several recognized growing areas.

Important commercial categories include:

BUGISU

Associated with the Mount Elgon area, Bugisu coffee includes grades such as:

- Bugisu AA
- Bugisu A
- Bugisu AB
- Bugisu PB
- Bugisu B
- Other grades according to availability

MT. ELGON

Selected Mt. Elgon Arabica can include higher-grade coffees such as A and A+.

RWENZORI

Arabica from the Rwenzori region represents another important Ugandan origin.

WUGAR

UCDA identifies Wugar as washed Uganda Arabica other than Bugisu.

DRUGAR

Drugar refers to Natural Dry Uganda Arabica.

UCDA specifically identifies Drugar and Wugar within Uganda's established export-grade terminology.

5. PROCESSING METHODS

Ugandan green coffee can be supplied according to different processing methods and buyer requirements.

WASHED COFFEE

Washed coffee undergoes wet processing before drying and subsequent export preparation.

Applicable Arabica and Robusta grades may be available depending on origin and supply.

NATURAL / DRY-PROCESSED COFFEE

Natural coffee is processed by drying the coffee before hulling and export grading.

Drugar is the recognized Ugandan term for Natural Dry Uganda Arabica.

SPECIALTY / NICHE COFFEE

UCDA identifies organic and specialty coffee among improved grades serving niche markets.

Availability should be confirmed for each specific crop, origin, grade and contract period.

6. EXPORT GRADING & QUALITY PREPARATION

UCDA describes Uganda's export grading process as transforming clean coffee into grades designed to meet international standards.

The process can include:

1. Pre-cleaning
2. De-stoning
3. Drying where required
4. Size grading
5. Gravimetric sorting
6. Quality inspection
7. Bagging
8. Container loading

UCDA states that coffee is generally bagged in **60-kg jute bags** for export, with packaging and logistics arrangements subject to the specific shipment.

The final commercial specification should be agreed between supplier and buyer before contract execution.

7. QUALITY SPECIFICATION

The final specification must be established according to the buyer's required grade and intended application.

A buyer specification may include:

Physical Parameters

- Coffee type
- Origin
- Grade
- Screen size
- Moisture
- Bean size
- Density
- Defect tolerance
- Foreign matter
- Broken beans
- Black beans
- Insect-damaged beans
- Other quality parameters

Sensory / Cup Parameters

Where applicable:

- Cup profile
- Aroma
- Acidity
- Body
- Flavor
- Cleanliness
- Aftertaste
- Cupping score

Documentation

Depending on the transaction:

- Certificate of Analysis
- Quality certificate
- Certificate of Origin
- Phytosanitary documentation where applicable
- Inspection certificate where required
- Weight certificate
- Packing list
- Commercial invoice
- Shipping documentation
- Traceability documentation
- Sustainability / organic documentation where applicable

Important: Specific numerical specifications should not be inserted into the commercial offer until the exact coffee grade and buyer specification have been confirmed.

8. SUPPLY PROGRAM

TARGET VOLUME: 15,000 MT PER MONTH MINIMUM

Equivalent annual requirement: **180,000 MT PER YEAR**

The 15,000 MT/month figure should be treated as the **target buyer requirement for the proposed program**, not as a representation that one Ugandan supplier or one factory independently holds this entire volume.

For a program of this scale, supply may require coordinated sourcing, aggregation, grading, processing, quality control, warehousing and export logistics.

Uganda's overall coffee export volume demonstrates that the national sector operates at significant commercial scale. However, individual supplier capacity and available export volume must be independently verified before a specific commitment is made.

9. SUPPLY STRUCTURE

A large-volume supply program can be structured through the following chain:

Coffee Farmers



Local Aggregation



Quality Control



Processing / Hulling



Export Grading



Warehousing



Pre-Shipment Inspection



Containerization / Loading



International Shipment



Global Importer



Roaster / Processor / Manufacturer

This structure is particularly important for buyers requiring recurring monthly shipments.

10. TRACEABILITY

For qualified buyers, traceability documentation may cover the relevant supply chain from:

Farm → Aggregation → Processing → Grading → Warehouse → Export → Shipment

Depending on the product and buyer requirements, documentation may include:

- Origin
- Supplier identification
- Processing location
- Batch identification
- Quality records
- Warehouse records
- Inspection records
- Export documentation
- Shipment documentation

Traceability requirements should be agreed during buyer qualification and contract negotiations.

11. QUALITY CONTROL

Quality control should be integrated throughout the supply chain.

Recommended control points

1. Origin

Verification of coffee origin and supplier.

2. Aggregation

Control of incoming coffee and separation according to quality.

3. Processing

Cleaning, drying and preparation.

4. Grading

Screening and classification according to agreed grade.

5. Laboratory / Quality Control

Testing against the agreed specification.

6. Pre-Shipment

Final inspection and documentation.

7. Shipment

Verification of quantity, packaging and shipping documentation.

For large-volume buyers, the commercial objective is not simply to provide one shipment but to establish repeatable quality and shipment procedures.

12. SUPPLY CAPACITY & SCALABILITY

The proposed commercial model is intended for buyers requiring: **15,000+ MT/month**

Potential buyers may require:

- Monthly shipment programs
- Six-month contracts
- Twelve-month contracts
- Multi-year supply relationships

Actual availability depends on:

- Crop cycle
- Origin
- Grade
- Harvest
- Aggregation
- Processing capacity
- Existing commitments
- Quality requirements
- Logistics
- Contract period

Therefore, monthly availability should be confirmed for each buyer requirement before a firm commercial commitment is issued.

13. PACKAGING

The standard export preparation described by UCDA includes **60-kg jute bags**.

Depending on the supplier, destination and buyer requirement, alternative packaging or container-loading configurations may be considered where commercially and operationally available.

Final packaging should be specified in the commercial contract.

14. LOGISTICS

For international buyers, logistics planning should cover:

Origin: Uganda

Export preparation: Processing → grading → warehousing → documentation

Shipment

Containerized export logistics or another agreed shipping structure, subject to product and destination.

Destination

Buyer-designated port.

The commercial quotation should specify the applicable Incoterm and identify the relevant export and destination responsibilities.

Potential commercial structures may include:

- FOB
- CFR
- CIF

Final Incoterm depends on destination, shipment structure and contract negotiations.

15. GLOBAL BUYER APPLICATIONS

Coffee Roasters

Arabica and selected Robusta grades for:

- Specialty coffee
- Premium coffee
- Espresso
- Filter coffee
- Commercial blends

Soluble Coffee Manufacturers

Large-volume Robusta supply for:

- Instant coffee
- Coffee extracts
- Soluble coffee
- Concentrates

Beverage Manufacturers

Coffee raw material for:

- Ready-to-drink beverages
- Coffee beverages
- Extract-based products

Food Manufacturers

Applications in:

- Coffee products
- Food ingredients
- Flavor systems
- Industrial food manufacturing

Commodity Importers & Traders

Bulk green coffee for established international distribution networks.

16. MARKET EVIDENCE

Uganda has an established export coffee sector.

For the twelve-month period September 2024–August 2025, UCDA reported: **7.9 million 60-kg bags exported**

with an export value of approximately: **US\$2.2 billion**

The reported export volume represented an increase of 17.9% compared with the previous twelve-month period, while export value increased 58.7%.

The August 2025 export report also recorded: **855,441 60-kg bags**

of total coffee exports in that month, including:

797,363 bags of Robusta

and

58,078 bags of Arabica.

These figures demonstrate the scale of Uganda's established coffee export sector, while individual transaction capacity must still be verified at supplier and contract level.

17. CURRENT MARKET REFERENCE

UCDA's February 2026 report recorded an average export price of: **US\$4.63/kg** across reported coffee exports for that month.

Robusta represented approximately **79%** of exports in that month, with an average reported Robusta price of **US\$4.06/kg**.

Arabica averaged approximately **US\$6.72/kg**.

These are historical market-reference figures, not a quotation for the proposed supply program. Actual prices vary according to grade, quality, origin, market conditions, Incoterm, destination, contract structure and shipment timing.

18. BUYER QUALIFICATION

Because the target program starts at 15,000 MT/month, the first stage is buyer qualification.

Qualified buyers should provide:

COMPANY

Company name

Country

Website

Business activity

REQUIREMENT

Product

Arabica / Robusta

Grade

Monthly quantity

Annual quantity

Specification

LOGISTICS

Destination port

Preferred Incoterm

Shipment frequency

Required shipment start

COMMERCIAL

Contract duration

Payment structure

Inspection requirements

APPLICATION

End use

Roasting / soluble coffee / manufacturing / trading

PROCUREMENT

Procurement contact

Decision-maker

Procurement department

This qualification process allows the supply team to match the buyer's requirement with the appropriate Ugandan origin, grade, quality and availability.

19. TARGET BUYER PROFILE

The primary target is not the small coffee trader.

The program is designed for organizations with demonstrated capacity to purchase significant recurring quantities.

Priority buyer categories

Coffee Importers

Established companies importing large quantities of green coffee.

Industrial Roasters

Companies operating commercial or industrial roasting facilities.

Soluble Coffee Manufacturers

Manufacturers requiring large-volume Robusta and/or Arabica inputs.

Food & Beverage Manufacturers

Companies using coffee as an industrial raw material.

Commodity Trading Companies

Established traders with documented import/distribution capacity.

Large Distributors

Organizations supplying multiple downstream customers.

20. BUYER DOCUMENTATION PACKAGE

After initial qualification, the buyer can request the applicable supply documentation.

Depending on the transaction, the dossier can include:

1. Supplier profile
2. Origin information
3. Product specification
4. Grade information
5. Quality-control procedures
6. Certificate of Analysis
7. Origin documentation
8. Traceability information
9. Packaging information
10. Export logistics
11. Shipment program
12. Commercial structure
13. Inspection procedure
14. Contract framework
15. Supporting corporate documentation

Documents are supplied according to the buyer's qualification stage and the specific transaction.

21. COMMERCIAL PROCESS

STEP 1 — BUYER INQUIRY

Buyer provides:

- Company profile
- Product
- Quantity
- Specification
- Destination
- Intended use
- Contract requirement



STEP 2 — BUYER QUALIFICATION

Supply team reviews:

- Company
- Import capability
- Required volume
- Product requirements
- Destination
- Commercial requirements



STEP 3 — PRODUCT & SUPPLY MATCHING

Available Ugandan coffee is matched against:

- Type
- Grade
- Quality
- Origin

- Quantity
- Shipment period



STEP 4 — TECHNICAL DISCUSSION

Buyer and supplier confirm:

- Specification
- Quality
- Packaging
- Inspection
- Shipment schedule



STEP 5 — COMMERCIAL DISCUSSION

Agreement on:

- Price
- Incoterm
- Quantity
- Contract period
- Payment structure
- Inspection



STEP 6 — CONTRACT

Final commercial and legal documentation.



STEP 7 — QUALITY & PRE-SHIPMENT

Quality verification, documentation and shipment preparation.



STEP 8 — SHIPMENT

Loading and international transportation according to the agreed contract.

22. WHY BUYERS SHOULD QUALIFY SUPPLY AT THE SOURCE

At 15,000 MT/month, the key procurement questions are:

Can the supply actually be aggregated?

Can quality remain consistent?

Can the required grade be maintained?

Can documentation be provided?

Can shipments be repeated every month?

Can the logistics chain support the contracted volume?

Can the supplier demonstrate the underlying supply chain?

Our approach is therefore based on **verification before commitment**.

23. SUPPLY PROGRAM POSITIONING

UGANDAN GREEN COFFEE

Origin: Uganda

Type: Arabica & Robusta

Program: Bulk international supply

Minimum buyer requirement: 15,000 MT/month

Contract: Recurring / long-term preferred

Applications: Roasting, soluble coffee, beverages, food manufacturing, industrial processing and trading

Markets: Global

Qualification: Required

24. REQUEST A SUPPLY DISCUSSION

We invite qualified international organizations currently importing or consuming substantial quantities of green coffee to submit their requirements.

Please provide:

Company:

Country:

Website:

Arabica / Robusta:

Monthly requirement:

Annual requirement:

Required grade:

Specification:

Destination port:

Incoterm:

Current origin:

Current supplier:

Required shipment start:

Contract duration:

End use:

Procurement contact:

Our team will review the requirement and determine the appropriate supply structure.

25. IMPORTANT COMMERCIAL NOTE

This dossier describes the proposed **Ugandan Green Coffee supply program** and the characteristics of Uganda's coffee sector.

Specific:

- Volume
- Grade
- Quality
- Origin
- Availability
- Price

- Packaging
- Shipment schedule
- Certifications
- Inspection
- Incoterm
- Payment terms

must be confirmed for each transaction before a binding commercial commitment is made.

The **15,000 MT/month** figure represents the minimum target requirement for the international buyer program. It should not be interpreted as a guarantee that any individual supplier, factory or exporter can independently deliver this quantity.

All product specifications and commercial terms remain subject to supplier verification, buyer qualification, availability and mutually agreed contractual documentation.

UGANDA → GLOBAL COFFEE MARKETS

Ugandan Arabica & Robusta

Bulk Supply | Quality | Traceability | Logistics | International Buyers

Minimum Buyer Requirement

15,000 MT / MONTH

• Qualified Importers • Industrial Buyers • Roasters • Soluble Coffee Manufacturers • Food & Beverage Companies • Commodity Trading Companies

For further information, please contact

Adalidda

Email: sales@adalidda.com

WhatsApp: +855 69 247 974

Web site: <https://adalidda.com>

Prepared by the Global Sales & Marketing Team

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