



**IMPERION GLOBAL HOLDINGS LIMITED**

Integrity in Every Bean

# Kenyan Coffee Export Catalogue

Global Buyer Edition | AA, AB, PB and Commercial Grade C

Traceable Kenyan Arabica coffee for roasters, importers, distributors,  
private label programs, specialty cafes and commercial blends.

Available subject to lot confirmation, quality approval and export documentation.

## Contact

Email: [info@imperionglobalholdings.co.ke](mailto:info@imperionglobalholdings.co.ke)

Website: [www.imperionglobalholdings.co.ke](http://www.imperionglobalholdings.co.ke)

Phone: +254 748 167 811

Address: P.O. Box 964-00232, Ruiru, Kenya



# Kenyan Coffee Export Catalogue

Prepared for international buyers, roasters, importers, distributors and private label coffee partners worldwide. Coffee is the flagship export focus for Imperion Global Holdings Limited, with a buyer-led approach built on traceability, quality assurance, transparent communication and reliable export coordination from Kenya.

## Catalogue summary

Grade	Market position	Cup and flavour direction	Typical buyer use
AA Specialty	Premium screen grade / specialty lot	Sharp citrus acidity, full smooth body, blackcurrant, vanilla, slight honey sweetness, fruity and floral notes	Single-origin specialty roast, premium cafe menu, global specialty retail
AB Specialty	Balanced specialty grade	Bright acidity, full smooth creamy body, dark chocolate, orange, lemon/lime and spice notes	Espresso/filter programs, specialty blends, private label
PB Specialty	Rare peaberry selection	High acidity, full smooth body, sweet lemonish, juicy orange and floral notes	Microlot storytelling, limited releases, premium specialty customers
C Commercial	Commercially viable screen grade	Milder acidity, lighter body, nutty/earthy/cocoa tones depending on lot	Commercial blends, price-sensitive roast programs, functional coffee base, wholesale

## Why Kenyan coffee for global buyers

Kenyan Arabica is known for clean washed processing, pronounced acidity, high aromatic clarity and complex fruit-driven cup profiles. This makes it suitable for specialty roasters seeking origin distinction, as well as commercial buyers who need consistent cup structure for blends, private label programs, drip coffee, espresso programs or functional coffee products.

Imperion can present premium specialty grades for high-end roasting programs and Grade C as a practical commercial option for buyers seeking a more cost-effective Kenyan coffee component without losing origin identity.

## Worldwide export focus

This catalogue is prepared for buyers across global coffee markets, not Japan only. Imperion Global Holdings Limited can support buyer conversations and export coordination for roasters, importers, distributors and private-label partners in the regions below, subject to buyer-side import approvals and destination requirements.

Region	Example countries / destinations	Buyer fit
Europe	Germany, Netherlands, Belgium, France, Italy, Spain, Sweden, Denmark and other EU markets	Specialty roasters, green coffee importers, private label roasters and premium retail channels.
United Kingdom	United Kingdom	Independent roasters, specialty cafe groups, wholesalers and Kenyan origin retail programs.
North America	United States and Canada	Specialty roasters, green coffee importers, subscription roasters and commercial blend buyers.
Middle East / GCC	United Arab Emirates, Saudi Arabia, Qatar, Oman, Bahrain and Kuwait	Cafe groups, distributors, hospitality buyers, commercial roasters and premium retail programs.
Asia-Pacific	Japan, South Korea, Singapore, China, Taiwan, Malaysia and Australia	Specialty importers, roasters, premium cafe chains, drip bag/private label buyers and gift coffee channels.



Region	Example countries / destinations	Buyer fit
Africa & regional trade	Kenya regional re-export opportunities and selected African markets	Regional distributors, hotels, institutions and value-driven commercial coffee programs.

## AA Specialty Coffee

Premium Kenyan screen grade for specialty roasters and high-end single-origin programs.

Lot number	JCL/1103 AA SPECIALTY
Origin	Kenya - Nyeri
Varieties	Arabica: SL28, SL34, Ruiru 11, Batian
Soil type	Red volcanic soils
Altitude	1700 m.a.s.l
Rainfall	Average annual rainfall: 1300 mm per annum
Temperature	15-28 degrees centigrade
Processing	Wet processed: fully ripe cherries are pulped, fermented and washed.
Drying	Sun dried slowly over 2-3 weeks on raised beds to a moisture content of 10-12%, depending on weather.
Cup profile	At medium roast, sharp citrus acidity, full smooth body, blackcurrant, vanilla, slight honey sweetness, fruity and floral notes. Clean and complex cup.
SCA cupping score	86.5
Best-fit use	Premium single-origin filter roast, espresso showcase, specialty cafe menus and gift/retail releases.
Buyer selling angle	Strong story value: Nyeri origin, washed processing, high SCA score and complex blackcurrant/citrus/floral cup.



## AB Specialty Coffee

Balanced Kenyan specialty grade suitable for both standalone roasting and dependable blend architecture.

Lot number	JCL/1204 AB SPECIALTY
Origin	Kenya - Nyeri
Varieties	Arabica: SL28, SL34, Ruiru 11, Batian
Soil type	Red volcanic soils
Altitude	1700 m.a.s.l
Rainfall	Average annual rainfall: 1300 mm per annum
Temperature	15-28 degrees centigrade
Processing	Wet processed: fully ripe cherries are pulped, fermented and washed.
Drying	Sun dried slowly over 2-3 weeks on raised beds to a parchment moisture content of 10-12%, depending on weather.
Cup profile	At medium roast, sharp bright acidity, full smooth creamy body, dark chocolate, orange, lemon/lime and spice notes.
SCA cupping score	86.4
Best-fit use	Specialty blends, espresso and filter programs, private label roasted coffee and repeatable retail lots.
Buyer selling angle	Excellent balance of cup clarity, chocolate/citrus/spice notes and commercial flexibility.

## PB Specialty Coffee

Peaberry selection for buyers seeking a distinctive Kenyan microlot story and vibrant cup profile.

Lot number	JCL/1282 PB SPECIALTY
Origin	Kenya - Nyeri
Varieties	Arabica: SL28, SL34, Ruiru 11, Batian
Soil type	Red volcanic soils
Altitude	1700 m.a.s.l
Rainfall	Average annual rainfall: 1300 mm per annum
Temperature	15-28 degrees centigrade
Processing	Wet processed: fully ripe cherries are pulped, fermented and washed.
Drying	Sun dried slowly over 2-3 weeks on raised beds to a parchment moisture content of 10-12%, depending on weather.
Cup profile	High acidity, full and smooth body, sweet lemonish character, juicy orange and floral notes.
SCA cupping score	86.25
Best-fit use	Limited releases, microlot subscriptions, premium cafe menus and specialty roasters seeking high-impact Kenyan acidity.
Buyer selling angle	Distinctive peaberry appeal with juicy citrus and floral expression; suitable for differentiation in global specialty segment.



## Grade C Commercial Coffee

Commercially viable Kenyan Arabica option for buyers seeking value, volume flexibility and blending utility.

Grade	Kenya Grade C - Commercial Arabica
Origin	Kenya - subject to available lots and buyer-approved selection
Typical screen	Smaller screen grade commonly used for commercial roast programs and blends.
Varieties	Arabica varieties may include SL28, SL34, Ruiru 11, Batian and other Kenyan Arabica selections depending on lot.
Processing	Primarily washed Kenyan Arabica unless otherwise specified in the offer.
Cup direction	Milder acidity than AA/AB/PB, lighter to medium body, with nutty, earthy, cocoa or soft citrus notes depending on the lot.
Commercial value	A practical Kenyan coffee option for cost-sensitive buyers who still want Kenyan origin identity. Suitable where consistency, value and blend contribution are more important than premium microlot positioning.
Quality checks	Moisture, grade, defect tolerance and cup profile to be confirmed per available lot before final offer.
SCA score	Not positioned as a specialty microlot unless a specific tested lot is offered. Cupping results can be provided per lot where available.
Best-fit use	Commercial blends, private label roasted coffee, wholesale programs, functional coffee base, institutional supply and value-driven Kenyan origin programs.
Buyer selling angle	Grade C should not be ignored: it allows an importer to access Kenyan origin character at a more competitive price point, especially where the final product is blended or positioned for broader retail/foodservice use.

### Recommended positioning for Grade C

For global markets, Grade C can be presented as a commercially viable Kenyan Arabica for value-driven buyers. It is especially useful where the buyer needs a consistent base coffee for blends, roasted private label products, drip bag coffee, functional coffee blends, foodservice channels or wholesale programs. The offer should be clear that Grade C is not marketed as a premium microlot, but as a practical commercial grade with Kenyan origin identity and disciplined quality checks.

## Terms of Business

Offer basis	Indicative offers are issued subject to lot availability, sample approval, current Nairobi Coffee Exchange/market conditions, and final confirmation from seller. Prices may move up or down until a formal pro forma invoice or sales contract is issued.
Incoterms	FOB Mombasa is the primary quotation basis. CIF/CFR/CIP destination can be quoted on request after confirming destination port/airport, shipment mode, insurance requirements and freight rates.
Global destinations	Sea freight can be arranged through major international routes using the buyer's appointed forwarder or a mutually agreed logistics partner. Target regions include Europe, the United Kingdom, United States, Canada, Middle East/GCC, Japan, South Korea, Singapore, China, Taiwan, Malaysia, Australia and other approved markets. Air/courier is suitable for samples.
Minimum order	Commercial orders: preferably 5-10 bags minimum depending on grade and lot. Larger volumes are subject to NCE/stock availability. Samples can be supplied before contract finalization.
Packaging	Standard export packaging: 60 kg jute bags with GrainPro liner where available/requested. Other packaging or vacuum packing may be discussed for premium microlots at additional cost.



<b>Sample policy</b>	Samples available as 3 x 250 g or 3 x 500 g green coffee samples depending on buyer requirement. Sample cost and courier are payable upfront and may be credited against the first commercial order under an agreed Sample Credit Program.
<b>Lead time</b>	Samples: usually dispatched within 24-48 hours after payment confirmation, courier selection and full shipping address. Commercial orders: generally 2-4 weeks after contract, payment arrangement, lot confirmation and documentation readiness.
<b>Payment terms</b>	Preferred: irrevocable Letter of Credit at sight from an acceptable bank. Alternative for approved buyers: 30% deposit by TT and 70% balance before shipment/release of original documents. Repeat-buyer terms can be negotiated case by case.
<b>Documents</b>	Commercial invoice, packing list, certificate of origin, quality/cupping report where available, bill of lading or air waybill, insurance certificate when CIF/CIP applies, and phytosanitary/ICO/export documentation where applicable.
<b>Quality assurance</b>	Lots are offered with grade, origin, processing, moisture range and cup profile details where available. Buyer may request pre-shipment sample, third-party inspection or additional lab analysis at buyer's cost.
<b>Compliance note</b>	The importer/buyer remains responsible for import registration, customs clearance, food safety checks, labeling obligations and any buyer-side approvals in the destination country. Imperion supports with Kenyan origin/export documentation.
<b>Validity</b>	Any quotation should specify validity, quantity, grade, crop year, lot number, packaging, Incoterm, destination and payment terms. Until confirmed in writing, all offers remain subject to availability.



## Buyer Inquiry Checklist

To quote accurately for an international buyer, request the details below before issuing a final offer or pro forma invoice.

Buyer details	Company name, contact person, email, telephone, website, import license status and billing details.
Coffee requirement	Preferred grade: AA, AB, PB, Grade C or mixed offer; green or roasted; target cup profile; intended use.
Volume	Sample quantity, number of 60 kg bags, container quantity, or monthly/quarterly demand.
Destination	Destination port/airport, full sample delivery address and preferred courier for samples.
Packaging	Standard 60 kg bags, GrainPro requirement, vacuum pack requirement, private label/roasted packaging needs.
Commercial basis	Preferred Incoterm: FOB Mombasa, CIF/CFR/CIP destination, or buyer-nominated forwarder.
Payment	LC at sight, TT deposit plus balance before shipment, escrow, or other agreed structure.
Compliance	Any destination-market testing, labeling, residue, food safety, fumigation or documentation requirements from the importer.

### Suggested opening message to an international buyer

Dear [Buyer Name], thank you for your interest in Kenyan coffee. We can offer specialty Kenyan AA, AB and PB lots from Nyeri with SCA scores above 86, as well as commercially viable Grade C for blend and value-driven programs. Please share your preferred grade, target volume, destination port or sample address, and preferred Incoterm so we can prepare an accurate offer and sample option for your evaluation.

### Disclaimer

All coffee offers are subject to lot availability, quality approval, crop/auction conditions, final contract, buyer-side import requirements and mutually agreed payment terms. Product specifications for AA, AB and PB are based on the supplied sample sheet dated 01.04.2026. Grade C specifications are indicative and must be confirmed per available commercial lot.