

Northern Peru Green Coffee Offer

Updated as of May 10, 2022

| Type of Coffee | Quality SCA Cupping score | Price NY "C" USD / 100 Lb.* | Terms of contract SAS | Altitude (MASL) | Number of Available Containers (275 bags of 69 kg) | Shipping Months |
|-----------------------|---------------------------|-----------------------------|-----------------------|-----------------|--|-----------------|
| FT 1 | 82 to 82.5 | + 35.00 | Replace | 1200 to 1800 | 44 | May – Dec |
| FTO 1 | 80 to 83.5 | + 50.00 | Replace | 1200 to 1800 | 244 | May – Dec |
| FTO HQ 1 | 84+ | + 80.00 | NANS | 1400 to 1800 | 74 | July – Dec |
| FTO HQ 2 | 85+ | + 100.00 | NANS | 1400 to 1800 | 30 | July – Dec |
| Micro-lot FTO | 85.5+ | + 110.00 | NANS | 1600 to 2000 | 22 | Aug – Dec |
| Stocklot Conventional | 150 Defects | - 17.00 | Replace | 1200 to 1800 | 36 | May – Dec |

* Optional ElevaFinca Sustainability Package - Premium of 0.05 USD/ lb. ** 2022 – 2023 estimate.

| | |
|------------------------------|---|
| Offer from: | An alliance of 7 cooperatives and 3,000 coffee producers in the "Café Selva Norte" project. |
| Other Certifications: | UTZ, Rainforest, C.A.F.E. Practices certifications can be included in the offer at the same price. |
| Origin: | Amazonas and Cajamarca – Northern Peru. Cusco- Southern Peru |
| Open contracts: | As the market is above 140.00 USD , we can only provide an offer with open prices. |
| FTO offers: | The minimum prices already have integrated certificate premiums: 140.00 + 20.00 (FT premium) + 30.00 (organic premium) + Quality Premium. |
| Incoterm offered: | Free On Board. |
| Port of Shipment: | Paita, Piura – Peru. Callao, Callao-Peru. |

If you have specific requests for additional qualities or certifications, please **contact:**

Peru : Erly Camizan - e.camizan@ecotierra.co +51 992 019 972
USA : Jonathan Ferguson - j.ferguson@ecotierra.co +1 402 817 9991

Colombia Santa Marta Green Coffee Offer

Updated as of May 10, 2022

| Type of Coffee | Quality SCA Cupping score | Price /lb | Terms of contract UGQ or EP and SAS | Altitude (MASL) | Number of Available Containers (250 bags of 70 kg) | Shipping Months |
|----------------------------------|---------------------------|-------------|-------------------------------------|-----------------|--|-----------------|
| Organic 1 | 80 to 83 | NY + 105.00 | Replace | 700 to 1900 | TBD | NOV. 22- APR.23 |
| FT 1 | 82 to 83 | NY + 100.00 | Replace | 700 to 1900 | TBD | NOV. 22- APR.23 |
| FTO 1 | 81 to 83.5 | NY + 120.00 | Replace | 900 to 1900 | TBD | NOV. 22- APR.23 |
| FTO HQ 1 (CAFÉ MACANA) | 84+ | TBD | NANS | 1400 to 1900 | TBD | NOV. 22- APR.23 |
| Micro-lot FTO (CAFÉ FAMILIAR) | 85+ | TBD | NANS | 1400 to 1900 | TBD | NOV. 22- APR.23 |
| Micro-lot FTO (ALEGRE- HONEY) | 85+ | TBD | NANS | 1400 to 1900 | TBD | NOV. 22- APR.23 |
| Micro-lot FTO (NATURAL) | 85+ | TBD | NANS | 1400 to 1900 | TBD | NOV. 22- APR.23 |

* Optional ElevaFinca Sustainability Package - Premium of 0.05 USD/ lb. ** 2021 – 2022 estimate.

Offer from: Red Ecolsierra.

Origin: Sierra Nevada, Colombia.

Incoterm offered: Free On Board.

Port of Shipment : Santa Marta (If Cartagena port is required, please add 3.00 USD to the price/100lb).

Shipments in GrainPro bags: Additional 3.00 USD to the price/100lb.

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USA : Jonathan Ferguson - j.ferguson@ecotierra.co 402.817.9991





Elevate your Sourcing.

Here's how:

Trace
your certified coffee

—
Accelerate
reforestation efforts

—
Fight
land degradation
and climate change

—
Improve
coffee producers'
quality of life

—
Reduce
sourcing risks

« A new holistic model of
producer-based sourcing »

ELEVA
FINCA

ElevaFinca : a new model of producer-based sustainable sourcing



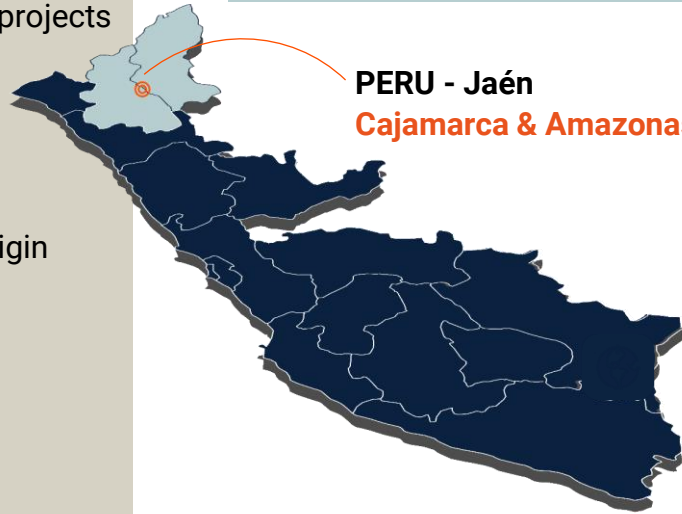
We make it happen :

- Pre-financed sustainable shade coffee projects with small producers
- State-of-the-art dry mill
- Dedicated field team at origin
- Carbon offset generation from the coffee fields
- Quality communication content

We got you covered :

- Independent quality control lab at origin
- Trilingual dedicated sales and traffic team (origins & global)
- Quality (product & service)
- Cost effective

Two Origin projects



PERU - Jaén
Cajamarca & Amazonas



COLOMBIA - Santa Marta
Sierra Nevada

11 Partners
Coffee
Cooperatives and Collective organizations



RED ECOLSIERRA
RED DE PRODUCTORES ECOLOGICOS DE LA SIERRA NEVADA DE SANTA MARTA



More info via elevafinca.com



4,500
Producers Involved

12,9 K
Hectares converted to shade coffee

3,2 M
Trees planted

270 K
Hectares of forest conserved

5.1 M
tCO₂e Emission reduced

The ElevaFinca sustainability package:

By selecting the ElevaFinca sustainability package, **you become partner of a large-scale sustainable value-chain project** and **contribute to increasing its impacts:**

- Giving the partner cooperatives and their producers better income and livelihood,
- Improving coffee quality via training and investments in wet processing, drying equipment and quality-control capacities,
- Gaining recognition for social and environmental impacts derived from the producers' field activities such as local economic spinoffs, tree plantation, water and biodiversity conservation, etc.



Benefits to Coffee buyers:

- Independent quality control and assurance of product compliance to contract specifications,
- Communication of sustainability impacts along your coffee value-chain (sustainability reports by container),
- Single communication stream for diversified direct-from-producer sourcing and origins.



Add-ons:

- Carbon offsetting - Compensation of international transportation carbon emissions (port to port) included,
- Access to ECOTIERRA's proprietary Minka™ monitoring tool (In beta testing)
 1. Registration and reports of member organizations' data (under implementation).
 2. Product traceability (module in development).
- Access to the Café Selva Norte Project future coffee mill in Jaen, Peru for quality control and traceability



A dedicated team:

- Experienced multilingual (Spanish, English, French) support team with multiple marketing skills,
- Promotional support to reinforce your market differentiation (Origin trip support, marketing material and content development, sustainability project data, etc.),
- Located at origins.