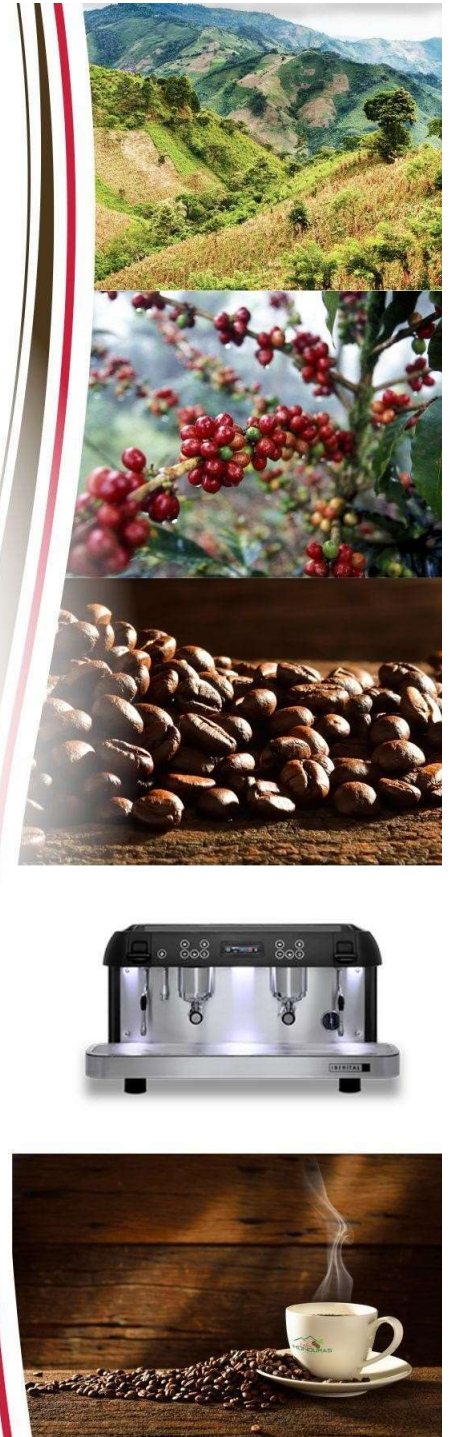


# D.P.I.G

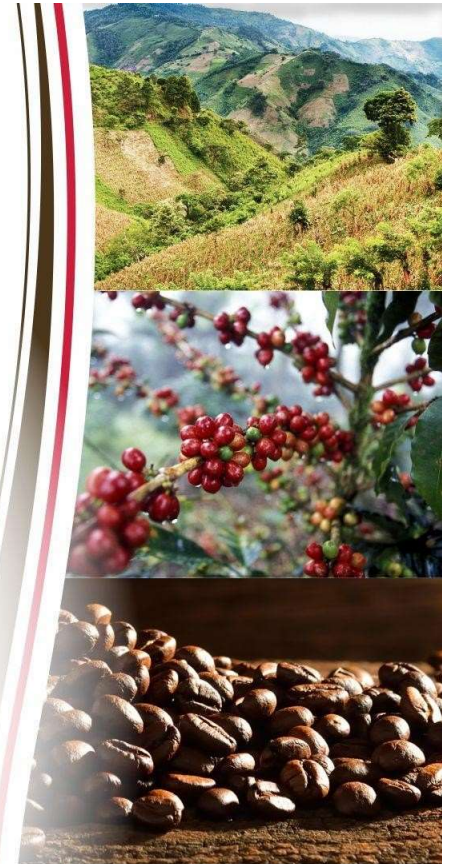
## International Exports Team

- Honduras; A Coffee Paradise
- WHY “Cafe de Honduras” with US
- Cafe de Honduras – Europa s.r.o.
  - ❖ Direct Exports Services
  - ❖ Our Green Coffee Offerings



# Agenda Overview

- Honduras; The Real Coffee Republic
- WHY “Cafe de Honduras”
- Cafe de Honduras – Europa s.r.o.
- Direct Export Services
- Green Coffee Offerings
- Pricing & Coffee Differentials
- Logistics; FOB Puerto Cortes
- A Unique Business Relationship



# Honduras: The Real Coffee Republic

- 5th Largest Coffee Grower
- Only 100% Arabica
- Single Origin Plantations
- About 120,000 Family Plantations
- Over 500,000 Directly Employed
- Smallest Land Size of top 10
- Predicted to Move into 3<sup>rd</sup> Place



DPIG Diversify Path into Globality



# WHY Cafe de Honduras

- ONLY 100% Arabica is Grown
- 98% Shade Grown
- Mainly Altitude Grown
- Tropical Climate, Soil & Water Perks
- Own Varieties; PARAINEMA
- Six (6) Different Coffee Regions
- Coffee Grown with Passion!
- World Brand; World Access



DPIG Diversify Farm Into Globality

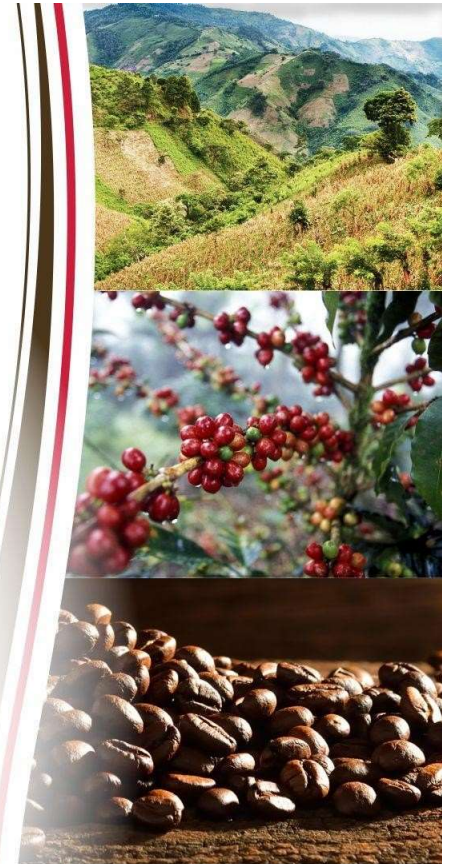


# Café de Honduras Europa s.r.o.

- Logistical Key Center in EU
  - EU TM rights to Cafe de Honduras
  - CdH – Europa s.r.o. Direct Importer
- ✓ Focus on Green Coffee Imports/Exports
  - ✓ Manage Imports/Exports from CZ
  - ✓ Import/Export Experience
  - ✓ Local Company; Worldwide Reach



DPIG Diverse Partners Into Globality



# Direct Exports Services

- Direct Exports from Honduras
  - Experienced Export Services
  - Experience Logistical Services
  - Experience Banking Knowledge
  - Strong Local Partner Base
  - Native Language Skills
  - International Negotiation Know-How

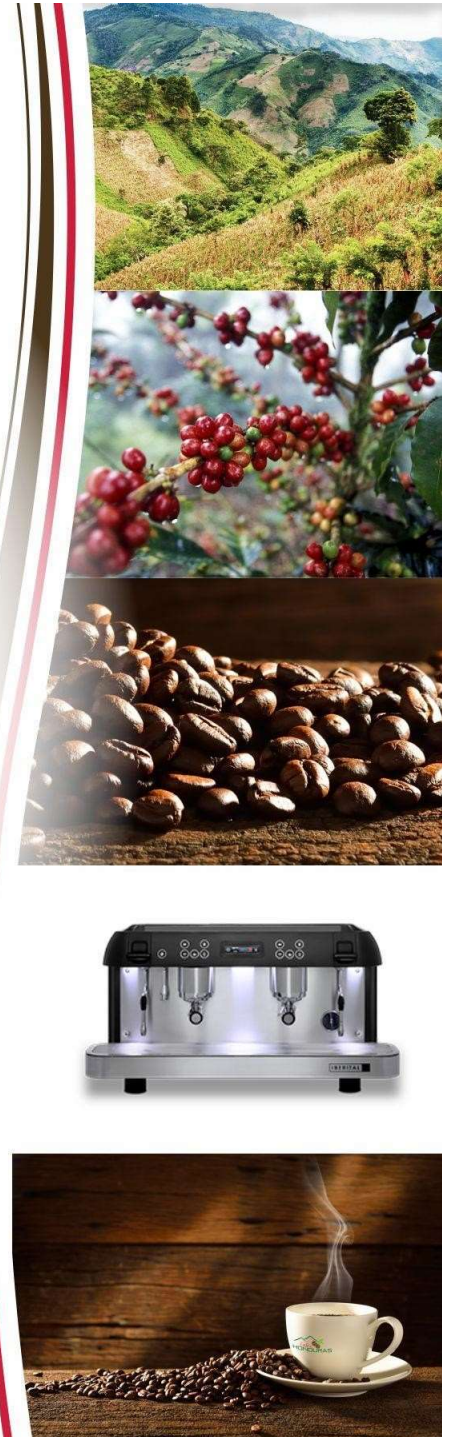


DPIG Diversify Production Into Globality



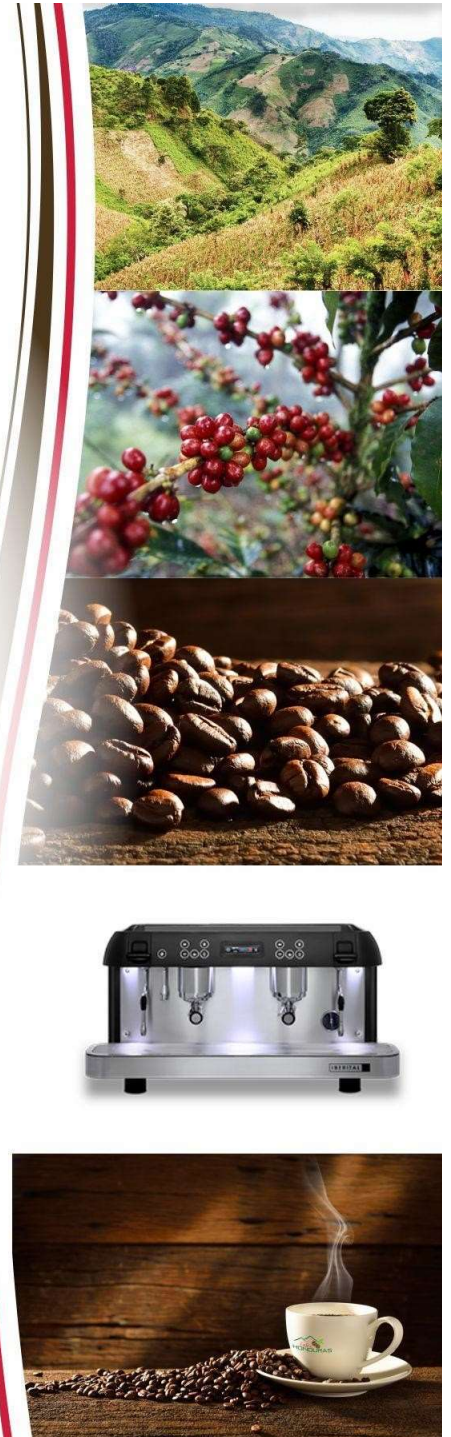
# Green Coffee Offerings

- Direct Exports from Honduras
  - HG
  - SHG
  - Natural; Bio / Organic
  - Certified as Required
  - MicroLots
  - Special Blends & Tastes
  - Private Label Sacks & LOGOS as Required
  - Specialty Coffees & Non-Specialty



# Pricing; Differentials

- Criteria; Quality & Selection
  - Altitude of Coffee
  - Size of the Bean
  - Selection; How Clean
  - Degustation
  - Variety; Geisha amongs most \$
  - Special Blends & Tastes
  - Match; Finding Buyer's Requirement
  - Negotiations & our CA\$H Availability
  - 100% Up-Front Payments





# Logistics; From CZ or HND

- Volumes; Ex-Warehouse or FOB HND
- ❑ CZ Warehouse - Sacks & Pallets
- ❑ FOB Honduras - 20' / 40' Containers
- ❑ Harvest Time a Factor; Availability
- ❑ Best Coffees are Pre-SOLD
- ❑ Specialty Coffees Exports Need Time
- ❑ Non-Specialty Coffees Maybe Less
- ❑ Match; Finding Buyer's Requirement
- ❑ Negotiations & our CA\$H Availability
- ❑ 100% Up-Front Payments



# D.P.I.G

## International Exports Team



DPIG Different Path Into Globality

**Tsafrir Lahav**

Founder & CEO

**M** | +972-54-7634623

**E** | lahav@dpig-lc.com

**Intro** | <https://bit.ly/2XblcZ8>

**W** | [www.dpig-lc.com](http://www.dpig-lc.com)

**Chief Marketing Officer:**

*Tsafrir Lahav*

[tsafrir.lahav@cafedehonduras.eu](mailto:tsafrir.lahav@cafedehonduras.eu)

+972-54-7634623



DPIG Different Path Into Globality

