

## Investment Teaser

### Vertically Integrated Specialty Coffee Business – Sri Lanka

Established: 2002 | Location: Central Highlands & Colombo

Transaction Type: Full Equity Divestment | Turnkey Operation



#### Business Overview

An integrated specialty coffee business combining cultivation, processing, and retail. The platform serves Sri Lanka's growing premium coffee segment through a traceable, single-origin model spanning from highland farm to cup.

The business is operational, brand-ready, and positioned to scale through both domestic and export growth.

#### Assets Highlights

- 85 hectares of leased land in Sri Lanka's Central Highlands
- 55,000 coffee plants under cultivation (Arabica)
- Current harvest: ~5.8 tons annually with potential for significant yield expansion
- Dedicated plant nursery for vertical expansion and propagation
- 1 branded café outlet in a prime urban location with established customer base
- Sales to premium hotels, restaurants, and repeat individual buyers

#### Financial Highlights

- Recurring revenue from direct retail and wholesale coffee supply
- Profitable unit economics at the café level
- Asset-light roasting model; land and crop secured through long-term leasehold
- Clean ownership and minimal liabilities

#### Brand & Market Positioning

- Recognized as a top-tier single-origin brand in Sri Lanka's premium coffee scene
- Preferred supplier to boutique hotels and high-end restaurants
- Opportunity to build a franchise or D2C e-commerce presence around a traceable origin story

#### Investment Highlights

- Full equity divestment: includes leasehold estate, brand IP, operating licenses, and assets
- One of the few vertically integrated coffee ventures in Sri Lanka
- Supply chain spans estate to café, offering brand control and traceability
- Strong demand from Sri Lanka's niche hospitality segment and loyal retail clientele
- Ready platform for scaling through additional cafés, B2B roasting, and export

Detailed IM, financials, and data room access available post-NDA. Please contact us at the details below.

