



**Selecting the best
origins for 100 years**

walter matter - the coffee & cocoa specialists

Founded in 1920, walter matter s.a. is an independent family company based in Geneva. For the past 100 years, we have carefully selected and sourced premium coffee and cocoa beans from the best origins.

We are passionate about what we do. For us, coffee and cocoa are much more than mere commodities traded virtually on a computer screen. They are living and noble products that must be respected and treated with care, from harvesting to warehousing, by way of on-site tasting, packaging and transport, so that you can in turn bring forth all their flavour and aromas.

This is why we believe in authentic human relationships patiently built over the years, both with the producers and with our clients.

Our reputation for quality service and reliability has been built bag after bag, and one satisfied customer after the other.

Because mutual trust cannot be decreed. It has to be earned.

ABOUT WALTER MATTER

“ 100 years ago, my grandfather started to work for the Haitian Coffee & Cocoa Import company based in Geneva. Then in 1943, he took it over and rebranded it with his name: Walter Matter.

For over 3 generations, we have strived to build long-lasting relationships with all our stakeholders. Today, we are a leading merchant in fine cocoa and coffee beans, known for our strong commitment to quality and dedication to our clients and suppliers.

As a family business, we measure time in generations and not in years. This is why we are committed to grow our business responsibly. We encourage sustainable farming and we assist our growers in implementing best practices. ”

Nicolas Matter





A HISTORY THAT SPANS OVER 3 GENERATIONS

1920

The Haitian Coffee & Cocoa Import Company is founded in Geneva

1st Generation

1937

Mr. Walter Matter takes over the company

1943

The company is renamed walter matter s.a.

2nd Generation

1958

Alfred Matter joins the company alongside his father

1970

CaféMA international s.a. is founded

3rd Generation

1991

Nicolas Matter joins his father to carry on the family tradition

2003

walter matter s.a. opens a representative office in Ho Chi Minh City (Vietnam)

2004

CaféMA international s.a. markets its first FLO-Fairtrade certified coffees

2006

Nicolas Matter is named CEO and Chairman of the Board of Directors

2006

walter matter s.a. opens a representative office in Santos (Brazil)

2017

walter matter Iberica opens in Madrid (Spain)

2020

walter matter s.a. celebrates 100 years of existence



WALTER MATTER IN A NUTSHELL

- Merchants of fine cocoa and coffee beans since 1920
- Certified & sustainable sourcing specialists offering a rich variety of origins
- Based in Geneva, Switzerland, with offices in Madrid, Santos, and Ho Chi Minh City and agents in Ecuador and Ghana
- Well established network of suppliers and clients
- Long-lasting tradition of customer and supplier care



100
years of success

3rd
generation
family company

140'000
metric tons
traded annually

COFFEE

Thanks to our in-depth knowledge of the intricacies of the green coffee market acquired after 100 years of experience, we master all stages of the supply chain.

You can thus be assured of receiving your product in perfect condition, with the level of service, seriousness in conducting business and respect for the commitments to our partners that come from our Swiss roots.

Facts & Figures

- Approx. 80'000 metric tons of green coffee beans traded annually
- More than 30 high quality coffee origins
- Selected premium green coffee blends developed for our clients
- 3 representative offices: Ho Chi Minh City, Santos, Madrid
- Fairtrade coffees available through our sister company CaféMA international s.a.



COCOA

We are a specialist merchant in high-quality, fine flavour cocoas. Thanks to our expertise acquired over more than a century, you benefit from our in-depth knowledge of the products and their origins.

Over the years, we have earned an enviable reputation for reliability and proactive service. Totally independent and focused solely on sourcing and delivery, we are free from any conflicting activity with our clients.

Facts & Figures

- Approx. 60'000 metric tons of cocoa beans traded annually
- Fine flavour standard cocoa beans and cocoa products
- Wide range of cocoa types and certifications from over 20 origins
- Mostly traceable and /or certified volume
- Representative agents in Ecuador and Ghana



A close-up photograph of several dark red, elongated cacao pods hanging from a branch. The pods have a bumpy, textured surface. The background is a soft-focus green, showing more leaves and branches of the tree.

OUR SERVICES

“From the field to your
warehouse, we take
care of everything.”



SELECTION / SOURCING

Our buyers travel all over the world to find the finest origins and best growers. As a family business, we believe in establishing strong relationships with our suppliers, with whom we have often been in business for decades.

At harvest time, our seasoned experts ensure the quality of the beans by tasting them on site before organizing their transport and warehousing in the best possible conditions.

We have also developed several exclusive blends that ensure that you will always enjoy products with a constant taste and aroma.

Services

- Over 30 countries of origin covered for sourcing our beans
- Focus on premium quality products
- Control of the whole supply chain
- Large stocks available in our warehouses to ensure availability of our products throughout the year
- Organisation of field visits for our clients



LOGISTICS

Our dedicated and expert logistics team will assist you at each step of the process, in order to make your supply chain more effective and to streamline the execution of your contracts.

Services

- Container shipments
- Bulk shipments
- Marine insurance
- Inspection of goods
- Vessel chartering
- Warehousing
- Due diligence
- Claims handling
- Document collection & control



RISK MANAGEMENT & FINANCIAL SERVICES

Because we know that buying the finest products is only the first step of a long process, our experts will assist you with all your financing, hedging or payment issues.

Services

- Hedging operations
- Forex
- Flexible payment terms
- Financing
- Project finance
- Cash management services



SUSTAINABLE PROJECTS

For over 50 years, we have been committed to responsible and ethical trading and our sustainable team will actively assist you in the implementation of your projects.

Thanks to our experience in the field and our dedicated sustainability partners, we can also suggest turnkey projects that you can then develop.

Services

- Provision of quality stakeholders
- Assistance with logistics and hedging issues
- Support in securing certification
- Setting up of turnkey sustainable projects



SUSTAINABILITY

“Sustainability is about respect. Respecting producers, respecting consumers and respecting our planet.”

ACTING RESPONSIBLY

As a family business, we give great importance to human relations based on trust and mutual respect.

Respect for our customers, of course, but also for our suppliers, whom we have always regarded as true partners.

This is why we encourage and support growers in the implementation of ethical and sustainable production methods, which are environmentally friendly but also protect the health of both workers and consumers. As these crops are sold at a premium, this allows smallholder farmers to receive a fair income for their work.

We have obtained several independent and recognized labels and certifications that acknowledge this commitment and the results achieved.



CAFEMA INTERNATIONAL



To put this commitment into practice, 50 years ago we set up a specialist company, CaféMA international s.a., which is committed to sustainable agricultural production and improving conditions for growers.

CaféMA coffees are sourced solely from smallholders farmers cooperatives.

Moreover, CaféMA acts as a partner to build and fund FLO-Fairtrade projects and then markets them worldwide.

Facts & Figures

- Created in 1970, caféMA has 50 years experience in trading responsibly
- CaféMA exclusively handles FLO-Fairtrade certified coffee and cocoa
- CaféMA represents about 8% of the FLO-Fairtrade volume traded worldwide



WHY WORK WITH US ?

- **100 YEARS OF EXPERTISE.** With living products such as coffee and cocoa, it is essential to be able to rely on seasoned experts, who know the market inside out.
- **REPUTATION.** Thanks to our customer and supplier care and our reliability, we are known in the market as a very trustworthy counterparty.
- **QUALITY CONTROL.** Our traders taste the beans after the harvest and check the quality of the products at each stage of the process, both before shipment and at arrival.
- **PERSONALIZED SERVICE.** As a Swiss family business, we have a long-lasting tradition of providing attentive and individual service to our customers and suppliers. We are flexible, proactive and close to you.
- **SOLUTION FOCUSED.** Whether you need to find a rare product, solve logistical problems, provide financing or set up a hedging strategy, we will find the best solution for you.

