



SELECTING THE BEST
ORIGINS FOR
OVER 100 YEARS







WALTER MATTER THE COFFEE & COCOA SPECIALISTS

An independent family company for more than 100 years, Walter Matter sources the finest premium coffee and cocoa beans from over 30 countries.

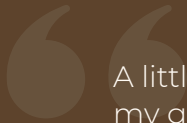


We love what we do.

Our long-term view gives us a sense of purpose that goes beyond the act of buying and selling. It allows us to achieve something meaningful.

That is why, bag after bag, generation after generation, we have worked so hard to build and maintain our reputation for quality, reliability and trust. Producers and clients appreciate our enduring commitment to relationships that are based on respect and mutual understanding.

Three generations later, our world is evolving. We embrace change and new challenges while preserving our values and commitment to serving our customers.

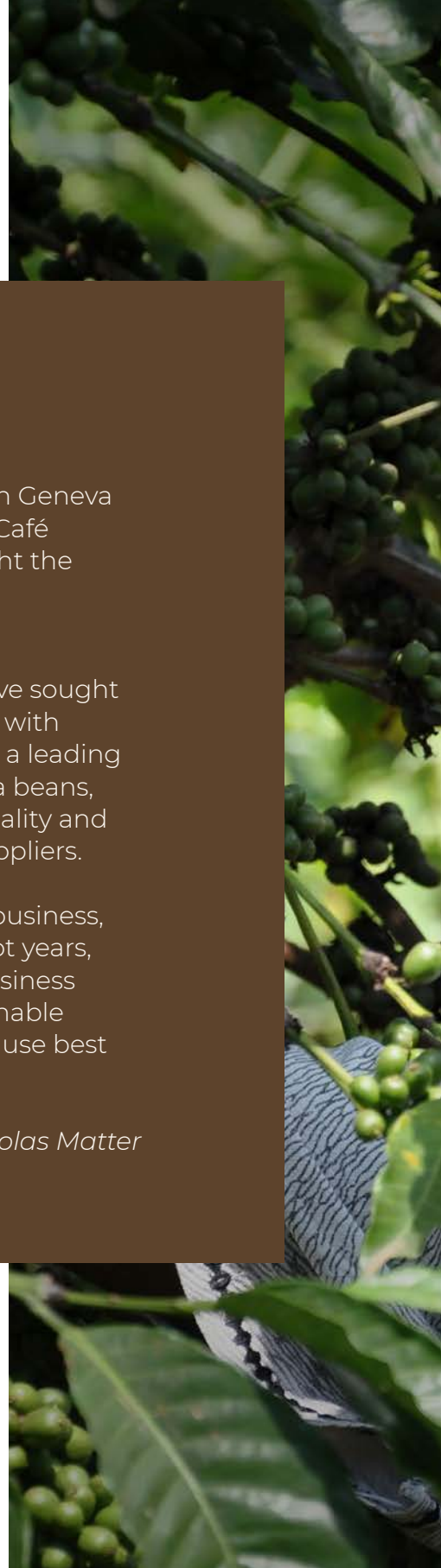


A little more than 100 years ago, my grand-father began working in Geneva for the “Société d’Importation de Café et Cacao d’Haïti”. In 1943, he bought the company and gave it his name, Walter Matter.

For three generations now, we have sought to build long-lasting relationships with all our stakeholders. Today, we are a leading merchant of fine coffee and cocoa beans, known for our commitment to quality and a dedication to our clients and suppliers.

And because we are still a family business, measuring time in generations not years, we are committed to grow our business responsibly. We encourage sustainable farming and assist our growers to use best available practice.

Nicolas Matter





A history that spans over 3 generations

1920

The “Société d’Importation de Café et Cacao d’Haïti” is founded in Geneva.

1943

The company changes its name to Walter Matter SA.

1970

Walter Matter establishes CaféMA International SA.

1ST

GENERATION

1937

Mr. Walter Matter purchases the company and becomes its sole owner.

2ND

GENERATION

1958

Alfred Matter joins his father at the company.

3rd

GENERATION

1991

Nicolas Matter continues the family tradition, joining his father at Walter Matter.

2022

Walter Matter opens new offices in Houston and Addis Ababa.

2006

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

1987

Alfred Matter becomes Chairman of the Board of Directors and takes control of Walter Matter.

2003

Walter Matter opens an office in Viet Nam

2020

Walter Matter celebrates 100 years.

Walter Matter in a nutshell

- Buying and selling fine cocoa and coffee beans since **1920**
- **100%** focused on trading the raw materials. No processing activities or assets
- Certified sourcing specialists offering a rich variety of **origins**
- Committed to **responsible** business



- Based in **Geneva**, with offices in Ho Chi Minh City, Addis Ababa and Houston, as well as agents in Ecuador and Ghana
- Well-established network of **clients** and **suppliers**
- Long-lasting **tradition** of customer and supplier care

100+

YEARS OF
SUCCESS

3rd

GENERATION
FAMILY COMPANY

160,000

METRIC TONS
SOURCED
ANNUALLY







COFFEE

We have been building our in-depth knowledge of the green coffee market and its subtleties for more than 100 years, which is why we master all stages of the supply chain today.

You can thus expect to receive your product in perfect condition, together with the levels of service, seriousness, and respect that – also linked to our Swiss roots – we deliver to all our partners.

Facts & Figures

- More than 30 high quality coffee origins
- About 80,000 metric tons of green coffee beans sourced each year
- Eight premium blends of green coffee
- Representative offices in Ho Chi Minh City, Santos, Addis Ababa and Houston
- Fairtrade coffees available through our sister company CaféMA International SA



COCOA

We specialize in high quality, fine flavor cocoas, acquiring expertise over many decades. We offer in-depth knowledge of the products and their origins.

Clients appreciate our proactive, reliable service combined with a laser focus on delivery.

Facts & Figures

- Wide range of cocoa types and certifications from more than 20 origins
- Roughly 80,000 metric tons of cocoa beans sourced each year
- Fine flavor cocoa beans
- Cocoa products
- Mostly traceable and / or certified volume
- Representative agents in Latin America and Ghana





OUR SERVICES

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

SELECTION AND SOURCING

Our buyers visit the field to find the best origins and finest growers. As a family business, we enjoy strong relationships with our suppliers, with whom we have often been in business for decades.

At harvest, our experts taste the beans on location to ensure their quality. Then they organize the best possible transport and warehousing.

Our exclusive blends ensure that your products come with a reliable taste and aroma.

Services

- Over 30 countries of origin
- Focus on premium quality products
- Control of the entire supply chain
- Stocks available at warehouses to ensure availability throughout the year
- Field visits can be organized for clients

LOGISTICS

Our dedicated logistics team will assist you every step along the way, smoothing your supply chain and streamlining the execution of your contracts.

Services

- Container shipments
- Bulk shipments
- Marine insurance
- Goods inspection
- Vessel chartering
- Warehousing
- Due diligence
- Claims handling
- Document collection and control

FINANCIAL SERVICES & RISK MANAGEMENT

Buying the finest products is just one single step. Our experts also assist you with financing, hedging, and payment.

Services

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



SUSTAINABLE PROJECTS

Walter Matter conducts business in an ethical and responsible manner. Our sustainability team supports our partners in the implementation of sustainable policies and production methods.

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.”





Going to the next level



As a family business, we attach great importance to relationships.

We consider growers to be our true partners and we support them to use sustainable methods of production, always paying a fair price for their crops.



Social responsibility, human rights and environmental safeguarding are at the core of our sustainability approach. We comply with all applicable laws and regulations, and collaborate with recognized certification schemes.



Taking advantage of the newest technologies and digitalization, we work with our partners, clients and producers to improve the transparency and traceability of our supply chains.



CAFÉMA INTERNATIONAL

We founded CaféMA International SA in 1970, committing to improve the living conditions of producers through sustainable agricultural practices.

CaféMA handles only FLO-Fairtrade certified coffee, sourced exclusively from smallholder farmer cooperatives. It also acts as a partner with these cooperatives to develop FLO-Fairtrade initiatives.

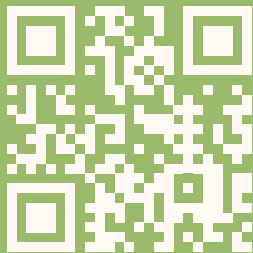
Facts & Figures

- Created in 1970, CaféMA now has 50 years' experience of responsible trade.
- CaféMA handles on FLO-Fairtrade certified coffee and cocoa.
- CaféMA represents about 8 percent of the global FLO-Fairtrade volume.



WHY WORK WITH US?

- **100+ YEARS OF EXPERTISE.** With variable products such as coffee and cocoa, you want access to seasoned experts, who know the market inside out.
- **REPUTATION.** We are recognized for our customer and supplier care, as well as our reliability. Producers and clients know us to be trustworthy.
- **QUALITY CONTROL.** Our traders taste the beans after harvest, and check the quality of product at every stage of the process – before shipment and after.
- **PERSONALIZED SERVICE.** As a third-generation Swiss family business, we provide individual and attentive service. We are flexible, proactive, and close.
- **SOLUTION FOCUSED.** Whether you need a rare product, logistical solution, or hedging strategy, we find the best solution for you.



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