

# FOODEX **JAPAN** 2021

Republic of Panama  
at the National Pavilion

## Coffee, Cacao and Chocolate

パナマ産コーヒー・カカオ・チョコレート



Nippon Trade Inc.  
Panama Export

# Specialty Coffee



Ever since the re-discovery of geisha coffee from highland Panama in 2003, Panamanian specialty coffee demand has been soaring high. The top geisha coffee was traded for \$20/lb in 2004, today, it's traded for \$1,300/lb. Panamanian Geisha coffee is the most luxurious coffee in the world.

The auction event (Best of Panama) is held by SCAP (Specialty Coffee Association Panama) every year. Eight or more international Q-Graders are invited to join in this event. This way, the result remained as international average score.



# Select Cacao



Panama produce very small amount of cacao at the North land on the Caribbean Ocean side (Panama has 2 oceans: Pacific and Caribbean). The majority of cacao is produced in the protected land of indigenous. Their cacao is natural and organic, and only 20% of production survive from animal, insects and fungi (other 80% are reused to make a fertilizer).

These selected natural cacaos are mostly sold to European countries.



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# Specialty Coffee



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# Exotic Coffee

Panama produces less than 0.1% of world coffee production.

However, its quality is recognized as one of the best in the world. In fact, there are more than 10 coffee farms that receive 90+ SCA cupping score from the international judges. Panamanian coffee is known for its sweet aroma and bright fruity flavor.



The geography of Panama is so unique:  
The land doesn't belong to either continent of America at the beginning. It was risen from the ocean. Panama separated the ocean and now both the Caribbean breeze and Pacific breeze meet on top of the mountain range, and create a misty rain. This misty rain is called Bajareque and naturally waters plants all year. Lastly Panama has no natural disaster (hurricane, earthquake, etc.)

What makes Panamanian Coffee special?

The high altitude (1,200m to 2,200m) SHB

Mineral rich volcanic soil for healthier root and nutrients.

Abundant of sun and water (North latitude 8 degree)

Soft misty rain (Bajareque) not to harm the trees and cherries

Local indigenous Ngobe Bugle traditionally cultivate and harvest organic coffee. We support them to support the nature and land.



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# Process

After being handpicked, coffee cherries are processed through either one of following 3 different process:

## NATURAL

Whole coffee cherries are dried under the sun after the harvest. During this drying process, the juice of the pulp slowly get absorbed into the coffee beans creating unique flavor and aroma.

## HONEY

This process only remove the pulp and leave sticky honey-like layer. Dry under the sun with this pectin layer leaving the sweeter aroma and brighter flavor.

## WASHED

Washed process remove everything but the parchment. Sun light dries the bean to the center. This process give well balanced flavor and aroma.



- \* De-Pulping: Removing the pulp process.
- \* Fermentation: Soaking in a water for 12–72hours to be able to remove pectin layer easily.
- \* Wash: Removing the pectin layer process.

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# Coffee Varietal

The highland mountain area, West of Panama, has rich volcanic soil and misty rain all year round. The latitude between 8 and 9 degree is perfect for the coffee cultivation providing abundant of sun light. The cool night and the warm daytime, provide ideal condition (about 7°C or 18 °F in difference) for coffee growth. In Panama, most farms separate their lots by varieties for traceability and quality control purpose. Coffee buyers can choose the varieties and the process to meet their local trends and needs.

- Geisha
- Pacamara
- Typica
- Catuai
- Maragogipe
- Caturra
- Bourbon
- Yellow Catuai
- San Ramon
- and more



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### HACIENDA LA ESMERALDA

Multiple awards for it's coffee quality  
From all over the world



### JANSON ESTATE

Well balanced flavor geisha and  
pacamara coffee.



### FINCA KOTOWA

Legendary Boquete farm and  
Panama local's favorite.



### CAFFINO REAL

Export quality specialty coffee  
Highland 1700m



### AUROMAR

1<sup>st</sup> Place in 2013 BOP  
Starbucks' highest price



### LAMASTUS ESTATE

Panama and world's one of  
the best geisha coffee.



### FINCA HARTMANN

Best of Panama 1<sup>st</sup> place 2020  
4 generations of tradition.



### LA HUELLA

Golden Fork award 2019  
Great Taste award 2017,  
2018, 2019, and 2020



### 48 FARMS+

We can export from any  
coffee farm in Panama



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# Improved Robusta Coffee

More than 82% of world robusta coffee is produced in Viet Nam, Brazil and Indonesia. And Panama's production % is less than 0.01%.

However Ministry of Agricultural Development (MIDA) and Panama Canal Authority (ACP) has developed the sustainable agriculture plan for those people live near Panama Canal watershed area: Production of improved Robusta Coffee.



After 2 years of research, 300 families joined in this project and started the production in 2010.

Following is the advantage of Panamanian Robusta Coffee:

- Cost efficient due to the developed marine port
- Geographic advantage with ideal tropical rain climate
- Land is scientifically studied before plantation for sustainable production
- Selected Robusta plants for better production
- Hand picked for better quality control

Robusta Coffee



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# Cacao



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# Award Winning Cacao

Cacao, *Theobroma cacao*, has its origin in Latin America more than 4,000 years ago. It was considered as sacred food and consumed during the spiritual ceremonies. Later in 17<sup>th</sup> century, It was introduced to West Africa and South Asia.



Panamanian cacao is produced at Bocas del Toro (the northern coast on the Caribbean side). This blessed land has fertile soil, year-round tropical climate, protected by forest and ocean, and no hurricane or any natural disaster hit this spot. We pay higher rate for their cacao to commit in a healthy and sustainable production without any forced child labor.

Panamanian dark chocolate bars won the award at the Central America Regional Chocolate Competition. Please contact us for the chocolate bar export as well.

Cacao



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# Cacao Products

We export hand selected cacao products of Trinitario and Criollo varietal.  
They are available in individual 160g, 500g doypack and up to 5kg or 20kg bulk bag.  
Cacao grains are available in 60kg jute bag.

Cacao

Cacao Nibs



Cacao Powder



Cacao Butter



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# What is Nippon Trade Inc

Nippon Trade Inc is a local Panamanian export company, registered to MICI (Ministry of Commerce and Industries):

RUC: 155639094-2-2016 DV 85

The office is located in the heart of banking area in Panama City for the best access to all local companies. It was established by Kosuke Yoshimoto whose family was moved to Panama in 1975.

## Why choose Nippon Trade Inc.

Nippon Trade Inc is **specialized** in exporting coffee and cacao from Central and South America. We have our own trusted **network** that guarantee the timely shipping and quality.

We meet our client's requests by, **OEM**, local packaging, direct shipment to the distribution center, import custom handling, and even the payment in **Japanese Yen** to the local Japanese bank (only within Japan).

Latin market has over 600 million population. We can set up the booth for a **convention** at Panama and Colombia to exhibit your products. We guarantee the **best CIF price**.



Nippon Trade Inc. office building  
PH Global Plaza, Panama City



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# Contact

You can write to us in English, Spanish or Japanese.  
We look forward to work with you.

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#caffinoreal



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