



# Connecting Ethiopia with Global Markets.

IMPORT • EXPORT • STRATEGIC TRADE • BUSINESS DEVELOPMENT

*Source with discipline.  
Trade with integrity.  
Build relationships for the long term.*

## Company Overview

Barkume Coffee Export PLC is an Ethiopian Private Limited Company established by Mr. Tadesse Edema and his family, with a vision of building a professionally managed, diversified and sustainable Ethiopian business enterprise with strong participation in international trade. Barkume connects Ethiopian products with global markets while bringing selected quality international products and solutions to the Ethiopian market.

Our principal export business is Ethiopian coffee, supported by strategic import and trading activities in pharmaceuticals, construction materials, machinery, automotive products, food commodities and other commercially viable sectors.

## Vision & Mission

### VISION

*To become a leading Ethiopian international trading company connecting Ethiopia with global markets.*

### MISSION

- Promote Ethiopian products in international markets.
- Facilitate access to quality international products for the Ethiopian market.
- Build reliable, long-term international business relationships.
- Create sustainable value for customers, suppliers and shareholders.
- Contribute to Ethiopia's economic development through international trade.

**CORE VALUES** Integrity | Quality | Reliability | Partnership | Professionalism | Growth

## Business Portfolio

|                        |                                                                      |
|------------------------|----------------------------------------------------------------------|
| Coffee Export          | Ethiopian green Arabica coffee sourcing and export                   |
| Pharmaceuticals        | Human and veterinary pharmaceutical products                         |
| Construction Materials | Bitumen, steel coils, billets and related products                   |
| Construction Machinery | Excavators, loaders and heavy equipment                              |
| Automotive Products    | Truck spare parts, tyres and related products                        |
| Food Commodities       | Rice, sugar, wheat flour, edible oil and other essential commodities |
| Strategic Trading      | Selected import, export and business development opportunities       |

## Ethiopian Coffee Export

Coffee is at the heart of Barkume's international business. We are building our export operation around the sourcing, preparation and international marketing of Ethiopian green Arabica coffee, with particular emphasis on quality, origin, traceability, reliable supply and long-term buyer relationships. Barkume has access to coffee production and processing resources in Guji and broader sourcing channels across selected Ethiopian regions, serving specialty buyers seeking traceable origins and commercial buyers requiring dependable volumes.

Barkume does not compete solely on price or volume. We are developing a balanced portfolio:

### Specialty & Traceable Coffee

Differentiation • Origin • Quality • Premium Positioning

### Commercial Coffee

Volume • Market Reach • Business Continuity

### Our Coffee Capabilities

- Origin-focused sourcing from Guji and other selected Ethiopian coffee regions.
- Direct and integrated sourcing through producers, farms, washing stations and processing facilities.
- Quality-oriented procurement and processing based on buyer specifications.
- Specialty and traceable coffee for roasters and importers; commercial coffee for volume buyers.
- International buyer development targeting importers, roasters, traders and institutional buyers.
- Export and logistics coordination, including documentation and shipment management.

*Sourced, Processed & Exported With Full Traceability And Certified Supply Chain.*

## Our Import Business

Barkume selectively imports products that respond to Ethiopia's growing healthcare, infrastructure, construction, transportation and consumer-market needs, focusing on products with clear demand, reliable international supply and sustainable commercial potential.

|                                             |                                                                                                                                                                                        |
|---------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Pharmaceutical Products</b>              | Developing capacity to import human and veterinary pharmaceuticals, including essential medicines and selected generics, from manufacturers meeting Ethiopian regulatory requirements. |
| <b>Bitumen &amp; Construction Materials</b> | Developing supply channels for bitumen (grades such as 60/70 and 80/100) and selected construction materials.                                                                          |
| <b>Steel Products</b>                       | Steel coils, billets and other commercially viable steel products for Ethiopia's construction and industrial sectors.                                                                  |
| <b>Construction Machinery</b>               | Exploring excavators, loaders and heavy equipment from established manufacturers, with attention to spare parts and after-sales service.                                               |
| <b>Spare Parts &amp; Tyres</b>              | Selected truck and commercial-vehicle spare parts and tyres: quality, availability, competitive pricing and reliable supply.                                                           |
| <b>Strategic Food Imports</b>               | Rice, sugar, wheat flour and edible oil, subject to market demand, supply conditions and commercial viability.                                                                         |

**Our approach:** selective, demand-driven and relationship-based, prioritising quality, regulatory compliance, competitive terms, supply continuity, reliable partners and efficient logistics.

## International Business Model

01

### Export Development

Connecting Ethiopian products, particularly coffee, with international buyers.

02

### Global Sourcing

Reputable international manufacturers and producers offering quality and competitive terms.

03

### Ethiopian Market Access

Local market knowledge, regulatory understanding and distribution relationships.

04

### Long-Term Partnerships

Transparent, mutually beneficial relationships, not one-time transactions.

## Why Partner with Barkume

### Local market knowledge

Practical understanding of Ethiopian market conditions, customer needs and emerging opportunities.

### International trade capability

Import/export processes, supplier and buyer coordination, documentation, logistics and transaction management.

### Diversified business platform

Coffee exports, strategic imports and international trading across multiple sectors.

### Market development capability

Helping partners build sustainable market presence, customer networks and long-term opportunities.

### Regulatory awareness

Attention to Ethiopian customs, trade, licensing and sector-specific requirements.

### Reliable local coordination

Suppliers, buyers, banks, logistics providers, clearing agents, authorities and distributors.

## International Buyers & Suppliers

### For International Buyers

Dependable access to Ethiopian coffee through reliable sourcing channels, quality-oriented procurement, origin and traceability, accurate export documentation, shipment and logistics coordination, competitive terms and long-term supply relationships.

### For International Suppliers

We seek reputable manufacturers whose products meet Ethiopian market needs, and evaluate product quality, manufacturing capability, regulatory compliance, pricing, capacity, lead time, payment terms, documentation, supply reliability, and technical and after-sales support.

**Strategic partnerships.** We welcome cooperation with international manufacturers, pharmaceutical companies, coffee importers and roasters, commodity and construction suppliers, machinery and automotive manufacturers, distributors, trading companies, and financial and investment partners, particularly in exclusive, strategic or long-term relationships.



ባርኬሜ ቆፍ ሰኬ ኃ/የተ/የግ/ ማህበር  
Barkume Coffee Export P.L.C

Info@barkumecoffeeexport.com  
✉ export@barkumecoffeeexport.com  
Import@barkumecoffeeexport.com

☎ P: +251 11 661 6700  
F: +251 960 437 615

📍 1000 Cameroon Street, Bole Medhanealem  
Oromia Tower, 4th Floor, Office No. 406  
Addis Ababa, Ethiopia

🌐 barkumecoffeeexportplc.com