



## Defining the Business

### **“Integrated Sales and Logistics Support: Coffee and Cocoa Beans”**

Inka's Commodities Trading SAC is a company created with the main purpose of offering its clients a new option for each stage of their coffee and cocoa bean commercial and logistic chain, characterized by being innovative, dynamic and profitable.

\* Asesoría e Implementación de Buenas Prácticas Agrícolas  
( Consulting and Implementation of good Agricultural Practices )

\* Servicio de Proceso de Café & Cacao - Manejo Documentario de Exportación  
( Coffee Service Process Managemant & Export Documentary )

\* Búsqueda y Selección de Clientes así como desarrollo de nuevos negocios  
( Search & Selection of Clients as well as development of new Busines )

## Who We Are

### MISSION:

To offer competitive services and products according to what is required by each one of our clients (personalized service) applying the concept of “generating value” in each one of our business decisions.

### VISION:

To be a Peruvian company characterized by offering quality services and products in time and with a personalized service for each one of our internal and external clients, searching for permanent profitability as well as offering improvement in the lives of our internal clients.

### VALUES:

Team work .

Fairness .

Passion .

Quality .

Social Responsibility .



\* Asesoría e Implementación de Buenas Prácticas Agrícolas  
( Consulting and Implementation of good Agricultural Practices )

\* Servicio de Proceso de Café & Cacao - Manejo Documentario de Exportación  
( Coffee Service Process Management & Export Documentary )

\* Búsqueda y Selección de Clientes así como desarrollo de nuevos negocios  
( Search & Selection of Clients as well as development of new Business )

## Our Know How

**Jorge Luis Rojas:** Agronomy professional with a Master's degree in Agribusiness Management from ESAN. He has seven years of experience as a Coffee Sales Head with total command of Commodity Futures.

He has successfully developed sustainable services projects in Peru, always looking to benefit and improve the life of the Peruvian agriculture worker

**Ernesto Guzman:** Foreign Trade and Customs professional with a Bachelor's degree in Economic and Financial Sciences specialized in supply chains from ESAN. He has eleven years of experience in the international business field always looking to implement quality processes and policies to optimize costs throughout the logistics chain.





## ➤ Implementation of Good Agricultural Practices



Our company collaborates in the cultivation and harvest stages offering technical training of correct use of pesticides and nutrients for the fields.

We have economically and competitive plans to obtain machinery and equipment to cultivate and provide maintenance to coffee and cocoa bean plantations.

This phase of the project is jointly worked in collaboration with our strategic partners.

### Products:

- Coffee harvester .
- Motorized sprayers .
- Agrochemicals .

## ➤ Coffee and Cocoa Bean Process – Document Management

We have rented in Lima with a total area of 7,700 m<sup>2</sup> and a built area of 3,500 m<sup>2</sup> where we offer three duly implemented warehouses with capacities of 265 m<sup>2</sup>, 420 m<sup>2</sup> and 617 m<sup>2</sup> respectively.

We have a coffee processing plant and cocoa bean drying plant that guarantee correct treatment from the reception stage to the exportation stage. (Coordination services and export documents management).

### Products

- Strategic partner .
- Warehouse area .
- Processing plant .
- Manage of logistical exportation .



\* Asesoría e Implementación de Buenas Prácticas Agrícolas  
( Consulting and Implementation of good Agricultural Practices )

\* Servicio de Proceso de Café & Cacao - Manejo Documentario de Exportación  
( Coffee Service Process Management & Export Documentary )

\* Búsqueda y Selección de Clientes así como desarrollo de nuevos negocios  
( Search & Selection of Clients as well as development of new Business )

## ➤ Search and Selection of Potential Clients

In this stage our organization develops new markets search and selection, identifying new business opportunities for future sales.

For this purpose we have the trust and a constant communication with 20 clients for whom we offer their products at competitive prices. Additionally we have our office located at Tingo Maria where we purchase and export our Cacao in excellent conditions.

We also offer, as part of our service, the delivery of monthly market research information regarding evolution of Peruvian exports to the global market





➤ **We are Here to Serve You**

✓ **Mails :**

eguzman@inkastrading.com  
jlrojas@inkastrading.com

✓ **Skype :**

ernestopedro.guzman  
jlrojasyohann

✓ **Mobile phones**

(051) 989290922  
(051) 989290943



\* Asesoría e Implementación de Buenas Prácticas Agrícolas  
( Consulting and Implementation of good Agricultural Practices )

\* Servicio de Proceso de Café & Cacao - Manejo Documentario de Exportación  
( Coffee Service Process Managment & Export Documentary )

\* Búsqueda y Selección de Clientes así como desarrollo de nuevos negocios  
( Search & Selection of Clients as well as development of new Busines )