



COMPANY PROFILE

Trade Beyond Borders

COFFEE

TEA

COCOA

Connecting premium East and Central African agricultural commodities with international buyers through disciplined sourcing, quality assurance, traceability and export execution.

NAIROBI, KENYA

Premium African commodities | International trade | 2026

Built to connect African origins with global opportunity

DORFIA Trading Limited is a Nairobi-based agricultural commodity trading and export company focused on sourcing, purchasing, trading and exporting premium coffee, tea and cocoa from East and Central Africa to local and international markets.

The company connects exceptional African origins with discerning roasters, brands, food manufacturers, distributors, hospitality buyers and other commercial partners. Its model combines responsible origin sourcing, quality assurance, traceability, supply-chain coordination, export documentation control and disciplined commercial execution.

Executive Summary

DORFIA's initial portfolio includes Kenyan Arabica coffee, Ugandan Arabica and Robusta coffee, coffee from the Democratic Republic of Congo, Kenyan and regional teas, responsibly sourced cocoa, and selected value-added products. Priority markets include China, East and Southeast Asia, the Gulf region and the wider Middle East.

Kenya is internationally recognised for distinctive coffees with rich aroma, vibrant acidity, complex flavour profiles and exceptional quality. DORFIA builds on this reputation by creating dependable commercial links between reliable African suppliers and buyers seeking consistent product quality, transparent business relationships and professional execution.

3	3	2	Nairobi
Priority commodities	Core origin countries	Priority market regions	Head office

Corporate Fact Sheet

Company name	DORFIA Trading Limited
Registration number	PVT-OD16ZQ7
Business purpose	International agricultural commodity trading and export
Priority products	Coffee, tea and cocoa
Priority origins	Kenya, Uganda and the Democratic Republic of Congo
Target markets	China, East & Southeast Asia, the Gulf region and the wider Middle East

Mission & Vision

MISSION	VISION
Integrity in every shipment	A trusted African origin house
To deliver Africa's finest coffee, tea and cocoa to global buyers with integrity, precision and shared value.	To become a trusted African origin house for premium agricultural commodities in Asia and the Middle East.

A focused portfolio shaped around buyer requirements

DORFIA structures each commercial opportunity around the buyer’s target specification, grade, quantity, packaging, documentation, delivery schedule and commercial terms. The objective is straightforward: dependable supply, clear origin information and consistent execution.

COFFEE Arabica & Robusta Green coffee, roasted coffee and selected value-added coffee products sourced from Kenya, Uganda and the Democratic Republic of Congo.	TEA Kenyan & regional teas Selected tea products for commercial buyers seeking reliable origin supply and export-ready coordination.	COCOA Beans & ingredients Responsibly sourced cocoa beans and selected cocoa ingredients for manufacturers, distributors and food-sector buyers.
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Services Around the Trade

01 Origin sourcing & supplier coordination Supplier identification, sourcing alignment, availability confirmation and relationship management.	02 Quality assurance & sample management Sample handling, specification review and quality confirmation prior to commercial release.
03 Export documentation & logistics coordination Shipment documentation control, export readiness and coordination with logistics partners.	04 Buyer-specific supply programmes Structured supply arrangements aligned to target grades, volumes, delivery schedules and commercial terms.

Where We Trade

PRIORITY ORIGINS East & Central Africa Kenya • Uganda • Democratic Republic of Congo	PRIORITY MARKETS Asia & Middle East China • East & Southeast Asia • Gulf region • Wider Middle East
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Why DORFIA

Origin focus Strong connection to African producing origins.	Buyer-led Specifications and terms aligned before purchase.	Traceability Supplier, sample and movement records maintained.	Execution Documentation and shipment controls before release.
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Disciplined from buyer brief to shipment release

DORFIA positions African agricultural commodities through a quality-led, origin-transparent and risk-conscious trading model. Product, supplier, commercial and documentation requirements are validated before dispatch.

01	02	03	04
Define demand	Validate origin	Control trade	Release shipment
Confirm specification, grade, quantity, packaging and delivery expectations.	Confirm supplier, sample, quality result, traceability and available volume.	Agree price basis, contract terms, credit position and delivery responsibilities.	Dispatch only after quality approval and required export documentation are cleared.

Quality & Traceability Standard

Product control	Buyer-agreed coffee, tea or cocoa specification, grade, quantity and packaging.
Supplier evidence	Supplier file, sample record, quality result and traceability statement.
Commercial control	Approved price band, contract terms and credit review.
Release gate	Quality approval and export documents cleared before dispatch.

Commercial Approach

DORFIA's commercial process is buyer-led. Market demand and target specification are confirmed first, followed by availability validation, supplier approval and a secured sale or risk-managed purchase position. Inventory is managed prudently, with disciplined controls around pricing, credit, insurance and delivery execution.

Each commercial offer identifies the relevant lot, crop or production period, grade or specification, available volume, price basis, delivery term and documentation status. Before dispatch, products must meet agreed quality requirements and applicable export-documentation requirements.

Who We Serve

Roasters • Consumer brands • **Food manufacturers** • Distributors • **Hospitality buyers** • Commercial trading partners

Trade relationships built on compliance, reliability and shared value

DORFIA recognises that long-term commodity trade depends on more than product availability. Sustainable commercial relationships require regulatory discipline, transparent documentation, reliable counterparties, consistent communication and respect for the communities that produce the commodities we trade.

Regulatory & Compliance Position

For Kenyan coffee activities, the relevant regulator is the Agriculture and Food Authority Coffee Directorate, while the Nairobi Coffee Exchange is the coffee-auction marketplace. DORFIA Trading Limited is registered and licensed through the applicable Coffee Directorate framework and is registered with the Nairobi Coffee Exchange as required for its coffee trading activities.

The Nairobi Securities Exchange is a securities market and does not register coffee traders. DORFIA also maintains an approvals register covering applicable licences, registrations, renewal dates, product approvals, food-safety, customs, trade and destination-market conditions for coffee, tea and cocoa. Each shipment is handled against the documentation and compliance requirements relevant to product, origin, transit route and destination market.

Our Values

Quality We protect product integrity and agreed specifications.	Traceability We value clear origin and movement records.	Respect for growers We recognise the people and communities behind each origin.
Commercial discipline We manage pricing, contracts and commitments carefully.	Reliability We aim to do what we agree, when we agree it.	Continuous improvement We strengthen systems as markets and requirements evolve.

Let's Build Long-Term Trade Relationships

RELIABLE ORIGIN SUPPLY. CLEAR EXECUTION. SHARED VALUE. Coffee • Tea • Cocoa	KENYA HEAD OFFICE Cathy Flats, Lenana Road Kilimani, Nairobi, Kenya P.O. Box 22468-00505 Nairobi, Kenya
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