



ssnup

Smallholder Sustainability
Upscaling Programme

STRENGTHENING SMALLHOLDER COFFEE FARMERS IN RWANDA TOWARDS SUSTAINABILITY



Africa



Latin America



Asia



Financial services delivery



Capacity building for end
beneficiaries



Market access and
product development



Management systems
improvement

CONTEXT

Rwanda's coffee sector is a strategic export value chain and an important source of income for rural households. The sector is based mainly on smallholder Arabica production, coffee washing stations, processors/exporters, certification bodies, service providers, and international buyers focused on specialty and certified coffee. While Rwanda's coffee benefits from strong global demand for high-quality, traceable and sustainably produced coffee, the value chain faces constraints including climate risks, price volatility, limited farmer-level technical capacity, high certification costs, and increasing regulatory and buyer requirements around sustainability, traceability and due diligence.

CURRENT STATUS OF THE BENEFICIARY ORGANISATION

Established in 2008, IMPEXCOR is a Rwandan private coffee processor and exporter involved in coffee aggregation, washing, processing and trade. IMPEXCOR currently has 83 employees and sources from a network of over 25,000 smallholder farmers and connects them to international coffee markets through its coffee washing stations and export operations. Its business model depends on reliable farmer supply, quality improvement, traceability and access to premium export channels. The company has participated in a Price Risk Management programme implemented in Rwanda in 2021–2022 with SSNUP support. This initiative helped strengthen the company's capacity to understand and manage coffee price volatility.

OBJECTIVE OF THE PROJECT

The project aims to strengthen the sustainability, resilience, and market competitiveness of Rwanda's smallholder coffee sector by enabling the organisation to achieve and maintain compliance with internationally recognised certification standards.

The expected results of the project are:

- Train 3,096 smallholder farmers in sustainable agricultural practices, certification requirements and record-keeping.
- Implement certification processes for Rainforest Alliance, Organic, Fairtrade, and CAFÉ Practices standards for 5 coffee washing stations.
- Establish Internal Control Systems across 5 coffee washing stations.

PRIORITY TOPICS

Environment
and climate change



Food security
and improved nutrition



Gender equality



Fair agrifood systems



IMPACT INVESTOR



BENEFICIARY ORGANISATION
IMPEXCOR Ltd (agri-SME),
Rwanda

TARGET

3,096 smallholder farmers

AGRICULTURAL VALUE CHAIN
Coffee

STARTING DATE

September 2026

DURATION

20 months

TOTAL TA BUDGET

€203,086
Including €134,305 (66%)
contribution from SSNUP



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