

Transitioning farmers from conventional tobacco farming to organic coffee farming

Anticipated transaction impact

Premium prices for farmers to supply to This Side Up, a reputable coffee importer in the Netherlands.

Impact score Pass (3.43/4)
Credit score Pass (3/4)

Loan Overview

Commitment limit	USD 275,000
Tenor and structure	PO financing for This Side Up from May to August 2025
Interest rate	9%

Financial Overview

2024 Revenue	\$343k
2024 Net Profit	\$14k
2024 Net Assets	\$27k

Company Information

Legal name	Koperasi Produsen Kopi Reyo Mulyo
Incorporation date	2021
Corporate address	Ngadirejo, Temanggung, Central Java, Indonesia
Nature of business	Coffee green bean producer
Website	

Shareholders

Name	Share (%)
Alloted according to quantity supplied on a given year.	

Company management

Name	Nationality	Position
Wahyu Setiyono	Indonesian	Chairperson
Yohanes Galih Wuriatmaja	Indonesian	Vice chairperson
Saras Laksmi	Indonesian	Secretary

Recommendation

Approval of a \$275,000 purchase order financing secured by land and buildings so Rejo Mulyo can continue making a strong positive social and environmental difference.

Rejo Mulyo



Executive summary

Rejo Mulyo is a 279-member coffee co-operative based in Temanggung, Indonesia, that produces both arabica and robusta green beans for local sales and export. Temanggung is a lush growing area in Central Java located between two volcanoes, Mount Sumbing and Mount Sindoro. Many of its coffee producers, comprising both member and non-member suppliers, have switched from growing tobacco. The co-op was formed in 2021 and sells its beans locally and to its only export client, This Side Up (TSU), based in the Netherlands.

Rejo Mulyo started exporting in 2023 and it sold 720 kg that year. In 2024, it exported 6,900 kg. In 2025, it received a purchase order for 54,000 kg from TSU worth EUR 358k, requiring purchase order financing so it can buy sufficient coffee cherries from farmers to fulfill the order.

TSU is a reputable coffee importer that seeks to connect growers and roasters through transparent pricing. The purchase order it issued to Rejo Mulyo surged in 2025 because it wants to diversify its supplier base away from Brazil, at an attractive price to itself.

Progreso, a Dutch NGO with a presence in Indonesia that works with cacao and coffee farmers, lent Rejo Mulyo IDR 400m (\$25k) of working capital for local sales in 2024 and the loan has been fully repaid. It will extend another loan of IDR 1.2b (\$75k) in 2025 to fund its growing local sales.

The co-operative requires a \$275,000 working capital loan, ~70% of the value of purchase order from TSU. The loan will be used to pay farmers for cherries on delivery. We expect to disburse in May and be repaid at the end of August when the shipment leaves Indonesia.



Beneficial Returns