Securing the Future of Premium Coffee

VISION

The premium coffee supply chain is breaking at the source: an aging farmer base, climate pressure on fragile microclimates, and a volume-driven, intermediary-heavy market that sacrifices traceability, quality, and producer welfare for price.

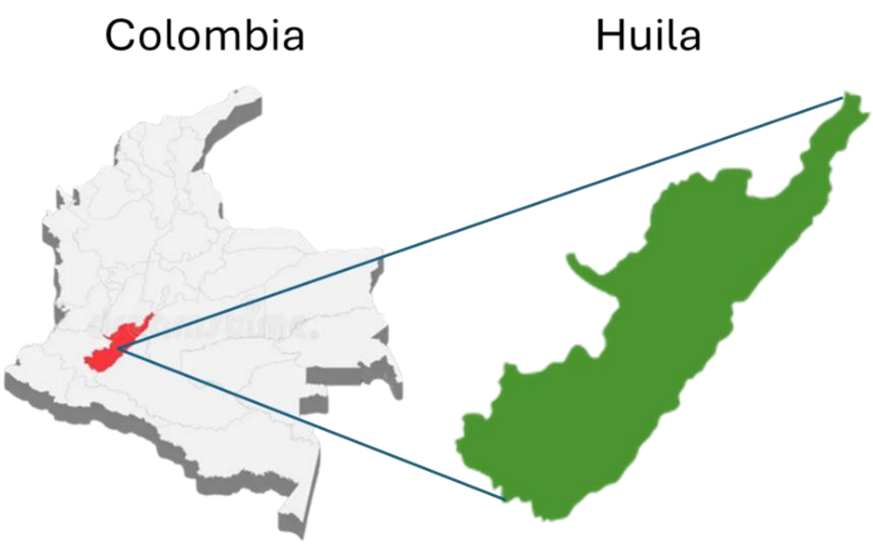
Be a part of the business with the second most consumed beverage in the world.

DURFAL is a vertically integrated, farm-to-cup coffee company positioned to redefine the global premium coffee industry through sustainable sourcing, direct producer partnerships, and infrastructure-driven value creation. The company was established to address a growing disconnect within the traditional coffee supply chain - where producers carry the burden of production while intermediaries capture the majority of long-term value. As global demand for ethically sourced, traceable, and premium coffee continues to accelerate, DURFAL is building a scalable ecosystem designed to deliver quality, transparency, and profitability across every stage of the supply chain.

DURFAL

Founded in January 2026, DURFAL was born from the extensive experience of its founders in the coffee value chain. Today, the company is a leading exporter of green coffee, capable of serving B2B, B2C, and shared value models. By working hand in hand with local producers, DURFAL guarantees high-quality beans, full traceability, and unique profiles.

As a Benefit Corporation (BIC), DURFAL operates under a new paradigm where financial success coexists with social and environmental well-being. This responsible business model is supported by strategic partners such as PROCOLOMBIA, the Huila Chamber of Commerce, and the National Federation of Coffee Growers, who endorse the company's potential to transform the coffee industry.



Located in southern Colombia at the source of the Magdalena River, the department of Huila is a region of extraordinary ecological contrast - spanning the arid Tatacoa Desert to the icy peaks of the Nevado del Huila Volcano - whose diverse Andean-Amazonian ecosystems create the unique microclimates that underpin its coffee excellence. It is Colombia's leading coffee producer with two annual harvests that guarantee consistent supply for eight months of the year. These conditions yield DURFAL's distinctive Arabica coffee, where consistent temperatures and optimal cloud cover promote the accumulation of sugars and complex compounds that define its exceptional profile.

CHALLENGE

The international coffee supply chain faces converging risks that threaten premium coffee at its source. At the production level, a generational succession crisis - an aging farmer population, economic precarity, and the absence of living wages - is driving younger generations out of farming, alongside environmental pressures like deforestation and climate volatility that destabilize the microclimates premium coffee depends on.

Downstream, reliance on intermediaries exposes buyers to a volatile commodity market and severs the direct producer relationships needed for traceability and quality. And at the export level, a market dominated by high-volume multinationals competes on scale and efficiency - a model that sacrifices consistency, traceability, and producer welfare for price.

SOLUTION

Through its vertically integrated approach, DURFAL plans to control key stages of sourcing, processing, roasting, distribution, and retail operations across strategic international markets including Colombia, Europe, the United States, and the United Arab Emirates (UAE). This structure enables the company to improve operational efficiency, strengthen supply security, enhance traceability, and capture significantly greater value throughout the coffee lifecycle.

DURFAL's business model is aligned with rapidly evolving consumer preferences favoring sustainable products, ethical sourcing, and premium coffee experiences. The company's focus on specialty coffee, direct trade relationships, and environmentally conscious operations positions it to compete within one of the fastest-growing segments of the global beverage market.

Capturing value

Where coffee truly begins

COMPETITION

Colombia is one of the world's most influential coffee-producing nations and globally recognized for its premium Arabica coffee. As the third-largest coffee producer worldwide and a leader in high-quality mild Arabica exports, the country reached record production levels of approximately 14.8 million bags during the 2024–2025 coffee year. This strong production capacity positions Colombia at the center of the rapidly expanding global specialty coffee market, where consumers increasingly prioritize traceability, sustainability, and premium product quality.

While many companies within the coffee industry operate within a single segment of the supply chain, DURFAL's model is designed to integrate origin sourcing, processing, branding, and global retail into one scalable ecosystem. This vertically integrated approach strengthens traceability, increases operational control, enhances social impact, and positions DURFAL to capture greater long-term value within the rapidly growing premium specialty coffee market.

PLAN

DURFAL operates through a vertically integrated business model that combines premium coffee sourcing, processing, branding, and international distribution. The company supplies a diversified portfolio of products including green coffee, roasted coffee (whole bean and ground), capsules, pods, freeze-dried coffee, and decaffeinated coffee tailored for both B2B and B2C markets.

International presence: Company-owned stores in the United States, the Netherlands (European Union), and the United Arab Emirates (Middle East).

Product portfolio: Green coffee, roasted coffee (whole bean and ground), capsules, pods, freeze-dried coffee, and decaffeinated coffee.

Global reach: B2B and B2C solutions for national and international markets.

TEAM

DURFAL's success is built on the synergy of its three founders, who combine decades of technical, administrative, and commercial experience to meet the demands of the global market.

THE FOUNDERS

Mario Falla Chico

Administrative & Financial Management

Certified Public Accountant and specialist in commercial and financial law.

Euguene Mbah Abanda

International Trade & Marketing

Professional in modern microfinance and specialist in microenterprise

Diego Durán Silva

Innovation & Project Development

Computer administrator and specialist in innovation.

MILESTONES

PHASE 1

STRATEGIC FOUNDATION & SUPPLY SECURITY

Establish DURAL's operational and legal infrastructure across key international markets, including Colombia, Europe, and the United States.

Secure long-term partnerships with premium coffee producers in Huila, Colombia, creating direct access to high-quality supply at origin.

Build the foundation for a vertically integrated ecosystem designed to reduce intermediary costs, protect margins, and strengthen long-term supply stability.

PHASE 2

INFRASTRUCTURE ACTIVATION & REVENUE GENERATION

Launch processing, roasting, and import operations in strategic global markets to increase operational control and value capture.

Activate DURAL's first flagship retail locations to establish brand presence and direct consumer engagement.

Transition from foundational investment into scalable revenue generation through integrated sourcing, production, and distribution channels.

PHASE 3

GLOBAL SCALE & MARKET LEADERSHIP

Expanding into high-growth international markets, including the Middle East, to accelerate brand reach and global distribution.

Scale DURAL's vertically integrated model across sourcing, manufacturing, and retail, operations to maximize enterprise valuation.

Position DURAL as a next- generation global coffee platform built for long term profitability, supply resilience, and industry leadership.

FINANCIALS

DURFAL's financial projections are built around a phased international strategy designed to scale both operational infrastructure and market presence. Supported by an investment of $27 million, the company's vertically integrated model is designed to drive long-term revenue growth, strengthen profit margins, and position DURFAL as a globally recognized premium specialty coffee platform.

Operating Statements	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Revenue					
Colombia Sales	1,088,733	2,168,316	2,385,148	2,623,662	2,886,029
Netherlands Sales	1,116,045	3,676,110	4,043,721	4,448,093	4,892,902
Global Sales	0	2,171,709	7,394,028	8,133,431	8,946,774
Cost of Goods Sold	(994,321)	(3,706,868)	(6,259,038)	(6,884,942)	(7,573,436)
Net Revenue	1,210,457	4,309,267	7,563,859	8,320,244	9,152,269
Operating Expenses					
Payroll - Factory	311,220	622,440	641,113	660,347	680,157
Payroll - Coffee Shop	98,280	229,320	236,200	243,286	250,584
Lease Agreement - Factory (1.500 m^2)	630,000	2,160,000	2,224,800	2,291,544	2,360,290
Lease Agreement - Coffee Shop (1.500 m^2)	126,000	441,000	454,230	467,857	481,893
Public Services (Energy, Water, Gas, Communicatic	144,000	180,000	185,400	190,962	196,691
Security	36,000	102,000	105,060	108,212	111,458
Insurance	72,000	168,000	173,040	178,231	183,578
Stationery and Office Supplies	15,600	33,600	34,608	35,646	36,716
Other Expenses	48,000	96,000	98,880	101,846	104,902
Total Operating Expenses	1,481,100	4,032,360	4,153,331	4,277,931	4,406,269
Pre-Tax Income (EBITDA)	(270,643)	276,907	3,410,528	4,042,314	4,746,000

Source and Use of Funds					
Source of Funds					
Investment	27,000,000				
Use of Funds					
Capital Expenditures - Phase 1	(7,331,000)				
Capital Expenditures - Phase 2	(6,270,000)				
Capital Expenditures - Phase 3	(12,692,500)				
Investor distribution (20% Pre-Tax Inc)	0	0	0	(808,463)	(949,200)
	(26,293,500)	0	0	(808,463)	(949,200)
Operating Income/ (Losses)	(270,643)	276,907	3,410,528	4,042,314	4,746,000
Total Operating Expenses	(26,564,143)	276,907	3,410,528	3,233,851	3,796,800
Net Change	**435,857**	**276,907**	**3,410,528**	**3,233,851**	**3,796,800**
Cash at Beginning of Period	0	435,857	712,764	4,123,292	7,357,143
Net Change	435,857	276,907	3,410,528	3,233,851	3,796,800
Cash at End of Period	**435,857**	**712,764**	**4,123,292**	**7,357,143**	**11,153,943**

CONCLUSIONS

DURFAL is building a vertically integrated global coffee platform designed to secure the future of premium coffee through direct producer partnerships, sustainable infrastructure, and international market expansion. By controlling key stages of the supply chain — from sourcing and processing to branding and distribution — the company is positioned to capture greater value, strengthen supply stability, and deliver premium-quality coffee products to high-growth international markets.

As demand for traceable, ethically sourced, and premium specialty coffee continues to rise, DURFAL offers a scalable model that aligns profitability with long-term social and environmental impact. Through its farm-to-cup ecosystem and strategic global presence, the company is positioned to create lasting value for investors, producers, and consumers alike while helping redefine the future of the coffee industry.

Own the origin.

Own the future of premium coffee.

REAGAN RODRIGUEZ
Reagan@5thaavc.com | 800.201.3143
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