

THREE CORNER COFFEE

📍 Phnom Penh, Cambodia



In Cambodia, agriculture continues to be the mainstay of the economy, comprising 22% of the GDP and absorbing 30% of the total labor force. Land degradation can severely influence livelihoods by limiting the availability of vital ecosystem services (including food and water), increasing the risk of poverty and ultimately forcing people to migrate.

Founded in 2010, Three Corner Coffee focuses on sustainable coffee farming, through initiatives like conservation agriculture and climate-smart techniques and has a plastic-free supply chain. By eliminating plastic packaging and promoting sustainable alternatives, Three Corner Coffee reduces waste and environmental degradation. Pioneering as the first international standard coffee roaster in Cambodia, the company has fostered relationships with many Indigenous farmers throughout the Cambodian highlands of Monduliri and Ratanakiri.

“*Our vision is to see the ethical and sustainable development of the complete Cambodian coffee value chain from Indigenous farmers to roasters, to brewers and consumers.*”

— Joshua Jones, CEO of Three Corner Coffee

CAMBODIA SDG INVESTOR MAP ALIGNMENT



SECTOR
Food and Beverage



SUBSECTOR
Agricultural Products



INVESTMENT OPPORTUNITY AREA
Agro-industrial Processing Facilities for Food Fortification

KEY DATA (in USD)



	Revenue	EBITDA
2023	199,000	30,000
2022	150,000	15,000
2021	119,000	(15,000)
2020	160,000	(4,000)

THREE CORNER COFFEE IS LOOKING FOR



- **USD 1.5 million** of funding in debt or equity.
- Partnerships with NGOs, government agencies, and companies to help promote and raise awareness for Cambodian grown and produced coffee.

CHALLENGE

Agricultural lands in Cambodia are predominantly occupied by small-holder farmers, who have limited resources and capabilities to manage the soils efficiently. Current land use practices together with harsh climatic conditions have led to soil degradation, loss of soil fertility, and declining crop yields, compromising the farmers' incomes and livelihoods. For a period of 10 years (2000-2010), Cambodia lost about 1.98 million tons of organic carbon in the top 0-30cm soil depth because of unsustainable farming practices.



SOLUTION

Three Corner Coffee currently produces 5 major retail roasted coffee products, 4 specialty roasted coffees and a number of unique proprietary coffee roasts/blends for HORECA customers, with a maximum monthly roasting capacity of 7 tons.

In 2021, Three Corner Coffee introduced a new product, KIRI Coffee Sachet, to the local market, bringing a locally grown/produced cup of coffee to table at a cost of only 1000 riel (0.25USD).

INVESTMENTS



USD 75,000

Raised by Three Corner Coffee to date, in one round.

IMPACT



100 tonnes
of ethically-sourced Indigenous
Bunong grown coffee from
120 indigenous farmers



Coordinated partnerships with other
local roasters to open up the market
for unroasted ethically-sourced
Indigenous Bunong coffees (2023 -
5 tons, 2024 - 17 tons)



63% of women
in the workforce

SCALABILITY



Three Corner Coffee is currently seeking investments to upgrade its production facilities and diversifying its product portfolio at its roastery in Phnom Penh. This investment will enable the company to increase its production capacity, improve production standards, and develop new product lines focusing on Cambodian coffee, including eco-friendly coffee catering, ZERO-waste/circular coffees, canned coffees, coffee energy/protein bars, and coffee scrubs. Additionally, the company is seeking to build the Trading House, a post-harvest processing facility in Monduliri to establish closer relationships with 400 Indigenous smallholder farming families providing them with training cultivation/harvesting techniques, inputs such as natural fertilizer and irrigation, access to financing, as well as market access for their coffees.



LEADERSHIP

Joshua Jones, Managing Director / Co-Founder, has worked in the Cambodian coffee industry since 2009, developing the company's sales and marketing team/strategy, handling product development and quality control, as well as business development.

PARTNERSHIPS



MORE INFORMATION

 threecornercoffee.roaster.com

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