NILE & COAST
TRADING

COMPANY PROFILE / SEPTEMBER 2026

Good coffee.
The right buyers.

Nile & Coast Trading is a UK-based international sales and sourcing agency connecting East African exporters with international demand.

Founded by Hash Lutaaya, we help established exporters identify relevant prospective buyers, open commercial conversations and support follow-up towards repeat business. We are an early-stage, founder-led agency focused on green Robusta and Arabica coffee.

A focused commercial role

Our approach combines desk research, product-to-buyer matching and direct commercial coordination. Initial target markets are the United Kingdom, Italy / Europe and UAE / Gulf. Other agricultural products are considered only where supply and mandate are clear.

Exporter / Nile & Coast / International buyer

The exporter controls supply, quotations, buyer contracts and payment. Nile & Coast researches prospects and coordinates introductions. The buyer sets requirements and evaluates the offer. We are not the producer, freight carrier or exporter of record.

Founder and principal contact

Hash Lutaaya
Manchester, United Kingdom
hash@nileandcoast.uk
Business WhatsApp: +44 7877 367870
nileandcoast.uk

Hash Lutaaya trading as Nile & Coast Trading. Commercial arrangements are commission-based and agreed privately in writing. No sales outcome or buyer creditworthiness is guaranteed.

Research before reach.

A useful introduction starts with a specific commercial reason to believe there is a fit. This is our operating approach, not a claim of completed deals, proprietary trade intelligence or guaranteed access.

01 Read the market

Review official trade flows, ICO reporting and sector research to select a destination and buyer segment. Consider coffee type, price context and the exporter's route to market. The output is a written market rationale, not a claim that every importer needs supply.

02 Map the buyer

Use public business websites, catalogues, industry directories and trade-event listings to identify candidates. Check their business model, products, origin positioning and purchasing channel. Record the source and date. A research candidate is not an active customer.

03 Qualify the opportunity

Identify the relevant buying contact and obtain the actual requirement: product, origin, grade, processing, quality, quantity, purchasing window, destination and commercial terms. Compare it with exporter-supported specifications. Unknown fields remain unknown.

04 Make the introduction

After the mandate and potential fit are clear, coordinate an introduction, quotation or sample discussion. Record the next action, owner and timing. The exporter approves offers and performs its buyer contract; both parties complete their own checks.

What a useful buyer brief contains

A dated source trail; the reason for product fit; buying-role confirmation; stated requirements; documentary and commercial gaps; and an agreed next action. We do not claim access to proprietary shipment databases or automated verification.

Discretion is part of the process

Prospect identities, direct contacts, supplier identities and negotiated terms remain private. Necessary disclosures are coordinated for due diligence and contracting, rather than posted in a public profile.

Background reading: CBI guidance on finding European coffee buyers. This is an independent reference, not an endorsement.

The signal. Then the implication.

A monthly research snapshot, not a live price feed or exporter offer. Global indicators do not establish the price or availability of a particular East African grade.

Global coffee market context

The ICO composite averaged **287.29 US cents/lb** in August 2026, compared with 287.26 in July. July global green-bean exports diverged by coffee type. [1]

Green-coffee exports	July 2025	July 2026	Change YoY
Robusta	3.77m bags	4.98m bags	+32.0%
Arabica	6.35m bags	5.78m bags	-8.9%

Bags = 60 kg. Rounded source volumes; percentage changes are those reported by the ICO. [1]

Our interpretation: With greater Robusta export supply, investigate blend requirements, consistency and landed economics. Lower Arabica exports do not establish a shortage in every grade. Test origin, cup profile and delivery-window fit before making an offer.

Destination evidence from Uganda

Italy represented **29.3%** of Uganda's coffee export receipts in July 2026; Germany accounted for **10.7%**. These are shares of value, not volume. [2] CBI describes Italy's established green-coffee import and roasting market and Robusta's role in espresso blends. [3]

Our interpretation: Italian importers and espresso roasters merit focused research. The trade-flow evidence supports a segment to investigate, not a claim that any named business is buying.

Sources and reporting periods

[1] ICO Coffee Market Report, August 2026. August indicator prices; July 2026 exports. Pages 1-2, 6 and 8.

[2] Uganda Ministry of Finance, August 2026 economic report. External sector: July 2026 coffee export receipts. Source: Bank of Uganda / Ministry calculations.

[3] CBI European coffee demand. Structural market context; underlying trade data refer to 2024.

Focused markets. Specific buyers.

These are research priorities, not confirmed purchasing requirements, signed mandates or a list of existing clients. Names and private relationship details are intentionally excluded.

United Kingdom / Importers and specialty roasters

Investigate East African Arabica fit. Confirm direct-import capability, quality and traceability requirements, sample protocol and purchasing window. A café is not automatically a green-coffee buyer.

Italy / Espresso roasters and blend importers

Assess Robusta and Arabica against blend requirements. Establish grade, processing, defect tolerances, shipment size, receiving port and acceptable terms before introducing an offer.

Wider Europe / Specialist importers and origin-led roasters

Prioritise firms whose published range suggests a relevant origin fit. Check the sourcing model, quality approval process and current willingness to onboard suppliers.

UAE and Gulf / Exploratory importer and roaster segment

Confirm actual green-coffee activity, not just finished-product distribution. Establish purchasing authority, destination, packaging and settlement requirements.

Start with a clear exporter brief

Agree the product scope, target markets and commercial mandate. Establish supported specifications, current availability, minimum orders, packaging and sample arrangements. Confirm who approves offers and who will respond to buyer enquiries.

Commission on qualifying completed sales from our introductions is agreed privately in writing. Exporters retain control of supply and contracts. No volumes, certifications or shipment promises are assumed.

Arrange a conversation

Hash Lutaaya · Founder, Nile & Coast Trading
hash@nileandcoast.uk
Business WhatsApp: +44 7877 367870 · nileandcoast.uk · Manchester, United Kingdom