
Sanchirio Palomar

Country: Peru

Type of entity: Cooperative

Sector: Coffee (organic and Fairtrade)

Investment: Senior Unsecured debt

Investment by Kampani: USD 400.000

Investment type: Construction of a warehouse with offices and acquisition of coffee drying machines

Disbursement: November 2025



The Business & the investment

The Sanchirio Palomar Agricultural Services Cooperative (“Sanchirio”) was founded in 2020 by a group of second- and third-generation coffee growers who shared the ambition of building a cooperative able to offer better market access, higher income and improved technical support to farmers in the Pichanaki region. In just a few years, the cooperative has expanded rapidly and now brings together more than 600 members. Sanchirio produces arabica coffee, which is sold to both domestic exporters and directly to buyers in the United States and Europe. Sanchirio aims to focus its future activities on producing high-quality certified coffee for direct export, with higher premiums. These premiums are partly paid directly to farmers and partly used to finance capacity-building and sustainability services (see below).

As Sanchirio Palomar grows its position as an exporter of high-quality certified coffee, the cooperative wishes to strengthen its operations. Today, all the drying is outsourced, which creates quality inconsistencies, logistical delays and additional costs. To address this, the cooperative has purchased land in Pichanaki where it will construct a dedicated drying facility. Kampani’s investment will finance the construction of this facility as well as the drying machinery, enabling Sanchirio to internalize an important step of the value chain. By centralizing its operations, the cooperative will be able to ensure traceability and prepare for the strict compliance requirements of the European market, including EUDR. Overall, the investment will thus strengthen storage and drying capacity, reduce operating costs and expand the cooperative’s development potential by improving its access to national financing and increasing competitiveness in export markets.

The social Impact

Sanchirio Palomar was created with the ambition to help coffee-growers earn better incomes and farm more sustainably. Most of its members work on family plots of around 5-6 hectares, with about 4 hectares usually dedicated to coffee, often complemented by plantain, avocado or citrus. What stands out in the cooperative is its strong presence in the field: a network of technical advisors visits each farmer four to five times per year to accompany them throughout the season. They provide agroforestry tips, help with renovation of old plots, pruning, composting and organic treatments, harvest estimates and with post-harvest practices, which are essential for ensuring coffee's quality. This model has delivered visible improvements, with yields rising from an average of 680kg/ha to over 900kg/ha. Producers have consistently emphasized the value of Sanchirio's support and services, which are essential for increasing yields, maintaining certification standards and managing diseases.

Economically, Sanchirio gives its members access to more remunerative international markets, especially for organic and Fairtrade coffee, where premiums are higher than local prices. A share of the premiums is paid directly to farmers, while another part (Fairtrade) is reinvested in capacity-building and sustainability services that help farmers improve their productivity and resilience at community level.

With the new drying facility, the cooperative will reduce the costs it currently pays to third parties and improve consistency in quality. These gains should enable Sanchirio to keep more margin within the cooperative that could eventually be distributed to its members. The investment will also reinforce the cooperative's market position: as a certified coffee cooperative with strong international contracts, Sanchirio has a strong value proposition for coffee farmers.

