



# ØNSK

KAFFE FRA BØNDERNE I BJERGENE



# Impact Report

## 2023

This report contains information and data from 2023.

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# I. Preface

By Rasmus Ditlev



As the co-founder of ØNSK, it is my pleasure to introduce our annual impact report for 2023, marking a significant milestone in our journey towards brewing a better coffee industry. This year, as we have grown significantly in volumes, we have also honed our ambitions to measure our impact, quantify our efforts, and establish a baseline for positive development. Along the way, we've learned to ask the right questions, document the impact of our actions, but also recognize that there is still much work ahead to achieve the positive change we aspire to create.

For me personally, our impact report is more than just a testament to transparency; it's a moment to pause and reflect on the big picture. This year, I've witnessed first-hand some of the harsh realities facing coffee producers, including extreme temperatures, unpredictable rainfalls, fluctuating prices, and new regulations. At the same time, roasters and importers are demanding increasingly niche, and high quality, products from producers. While these challenges can seem daunting, I have also seen a market that is truly beginning to change. Roasters and importers are starting to incorporate actions to mitigate climate change, partnerships between large corporations and local NGOs are working directly with farmers to improve their livelihoods, and a new wave of innovative farmers, particularly groups of women, are pushing for a more equal coffee culture and adopting new sustainable farming methods.

Last year, we opened our report by detailing the numerous challenges facing producers. This year, we aim to start on a more positive note. While issues in the coffee industry remain constant, they also present opportunities for transformation and positive impact. This is the message we want to highlight in this year's report.

## II. Opportunities in the coffee industry

### Biodiversity conservation & carbon storage

Coffee has significant potential to benefit the environment when grown through organic practices and agroforestry. By avoiding toxic chemicals and integrating other tree species with coffee crops, farmers can enhance biodiversity, improve soil health, and support water conservation. The increased tree coverage on the land enhances carbon sequestration, capturing more CO<sub>2</sub> from the atmosphere and storing it both above and below ground. These added benefits show the importance of shifting the industry away from monoculture towards agroforestry, which represents a great opportunity to improve the environmental impact of coffee production.

### Transparency

Consumers are becoming increasingly mindful of not only the environmental impact but also the social implications of their cup of coffee. This growing awareness is pushing coffee companies to be more transparent about their supply chains, pricing, and relationships with producers. In an industry marked by deep social inequalities and unverified claims, acting responsibly demands that importers and other industry players ensure fair payment to farmers and clearly showcase this commitment. Direct trade is an approach that greatly simplifies the coffee supply chain, making it easier to verify that farmers are receiving fair wages. Moreover, it strengthens relationships between producers and companies, fostering mutual trust and collaboration while bringing consumers closer to the origins of their beans.

### Alleviating poverty & social inequality

Traditionally, the coffee supply chain is long and complex, with coffee passing through many hands, resulting in a very uneven distribution of profits. To counteract this, some companies have introduced direct trade mechanisms to promote fairness and transparency. By eliminating middlemen and negotiating directly with farmers or cooperatives, they can offer higher, fairer prices while reducing supply chain costs, ensuring that more of the payment goes directly to the farmers. Direct trade not only rewards quality but also protects farmers from market volatility through setting prices well above market rates. Additionally, it creates a foundation for dialogue with farmers, improves their livelihoods, fosters lasting relationships, and supports investments in better farming practices. It's a win-win for everyone involved!

# III. ØNSK's mission

At ØNSK, our mission is to make a positive impact on coffee farmers, our customers, and the planet. We are driven by a commitment to work with responsibly produced coffee without compromising on quality.

We engage in direct trade with farmers, visit them, build projects together, and foster long-term relationships. Through organic and shade-grown methods, we focus on regenerative coffee production that enhances biodiversity and climate resilience. For our customers, we strive to offer the most transparent coffee possible, showing you where it comes from, the people behind it, and the reasons for its price. We also measure its footprint in quantifiable ways to help you choose coffee with a positive impact.

Overall, our core values of transparency, integrity, fairness, respect, and community guide everything that we do, from our products and business operations to our relationships with stakeholders.





# IV. Milestones

Looking at what we have achieved this year, we made notable progress in the areas of circularity and regenerative farming.

## 5-kilo reusable buckets

The 5-kilo reusable coffee buckets that we introduced in May 2022 have grown significantly. In 2023, their first full year of use, they represented 53% of the total volume of coffee sold. A total of 8,828 buckets were delivered, which amounts to a saving of 44,140 1-kilo bags. This development is incredibly exciting for us, and has also been received with very positive feedback from our customers. We aim to continue growing circularity and make an even greater impact moving forward.



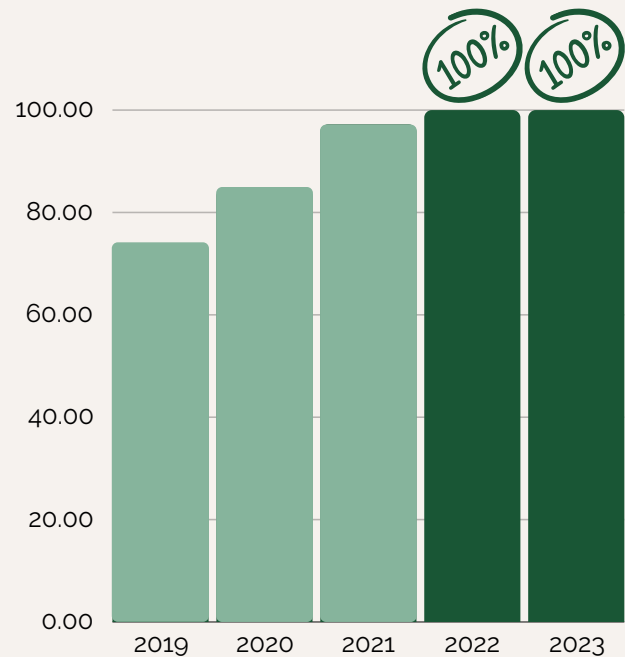
44,140 1-kilo bags saved!



	2022	2023
NUMBER OF BUCKETS DELIVERED	2,695	8,828
VOLUME IN BUCKETS (KG)	13,475	44,140
TOTAL VOLUME OF COFFEE (KG)	50,697	83,308
% OF TOTAL VOLUME IN BUCKETS	27%	53%

## Organic coffee

We are happy to have maintained our commitment to organic farming, with **100%** of our coffee being **organic certified**. This achievement means a lot to us, as it reflects our dedication to quality, fairness, and environmental preservation. We see the organic certification as a baseline, a minimum standard for supporting environmental conservation. For us, it is fundamental to not use toxic chemicals and to enhance biodiversity and ecosystem health rather than deplete them.



## Honey processed coffee

Last year, we finished building drying tunnels in collaboration with Café de Alturas for the production of honey processed coffee.

Honey processing uses much less water and produces no wastewater. In contrast, the washed process generates highly acidic water that can contaminate nearby streams and rivers if not properly treated [1]. Read more about the project [here](#) and the differences between honey processed and washed coffee.

In 2023, **32%** of the coffee we purchased from **Café de Alturas** was honey processed. While it's hard to quantify the exact amount of water saved—as water usage in the washed process varies with mucilage content—our customers can be confident that their cup of Café de Alturas has a much lower environmental footprint!



## Project: Training in biodynamic farming

In collaboration with our friends at Chacra D'dago and with the co-financing of MEYERS, we carried out a training focused on biodynamic farming. We brought together the farmers from Kuska and El Palto at the D'dago family farm for an immersive three-day experience in regenerative farming practices. Here are some of the teachings of the training:

- **Regenerative and biodynamic principles**

A better understanding of the land and coffee production for our farmers, as well as tools to help them become more skilled and structured.

- **Self-sufficiency and farm productivity**

Increasing the use of own compost and reducing reliance on artificial fertilizers results in lower costs, healthier soil, and greater control over inputs.

- **Greater biodiversity**

Farms with a greater diversity of animals, insects, plants, flowers, trees, and crops create healthier ecosystems and a greener planet.



See the Instagram highlights from the project here





# V. Shade coffee & Biodiversity

## Richer ecosystems

All our coffee is grown in harmony with nature, using shaded systems where coffee grows under a canopy of various trees. This method has many benefits for biodiversity. The shade trees create a thriving habitat for wildlife, keep the soil moist and fertile, and shield coffee plants from extreme temperature changes. Tree roots draw essential nutrients from deep soil layers and distribute them throughout the plantation, fostering habitat for the flora and fauna. Shade trees also serve as natural carbon banks by storing CO<sub>2</sub> in their biomass and soil. And that's not all — shade trees help protect farms from landslides and tropical storms.



## Happier farmers

Beyond its environmental aspects, shade coffee plays a key role in supporting farmers' livelihoods. By incorporating shade trees like cacao, avocado, and various fruit species, this system not only boosts coffee crops' health but also provides essential food and additional income for farming communities. This is particularly significant given that farmers are often isolated and largely self-sufficient. In many cases, shaded systems also integrate animals such as bees which contribute to honey production and further enrich biodiversity. Overall, shade coffee cultivation creates a holistic cycle that benefits the entire farm ecosystem.

## Growing together

Looking ahead, we plan to continue collaborating with farmers to promote shade coffee and train them in regenerative farming practices. Our goal is to increase biodiversity within coffee farms and surrounding areas. In the coming years, we also hope to be able to track biodiversity growth using new and innovative approaches that offer comprehensive monitoring while remaining accessible to farmers [2].





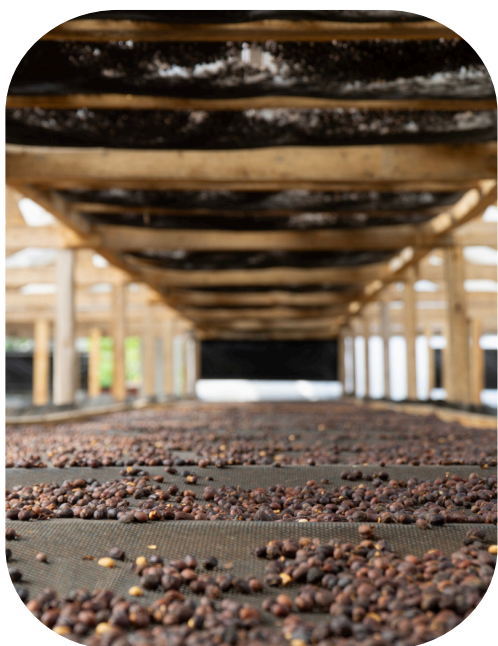
# VI. Coffee LCA

Dive into the CO2 footprint of your coffee!

In 2023, our biggest project was conducting a life cycle assessment (LCA) for all of our coffees. This meant looking into every step of our coffee's journey, analyzing all emissions from the farm to the ready-to-ship packages at the roastery. These LCAs mark a crucial milestone in our commitment to environmental impact. Additionally, it gives us precise data that helps us map our environmental impact and empowers us to continually reduce it.

## What is an LCA?

A life cycle assessment (LCA) is a detailed analysis of CO2 emissions at every stage of the coffee's journey. This covers everything from cultivation and machinery used, to transportation from the farm to Denmark, as well as the roasting and packaging. Since our coffees come from different regions and undergo various processing methods, each has a unique carbon footprint.



## Why is it important?

At ØNSK, understanding the impact our coffee has on both society and the environment has always been a top priority. LCAs are essential to this mission, as they offer a comprehensive overview of the environmental effects associated with our coffee and supply chain. These insights empower us to spot opportunities for reducing emissions as we work towards a carbon-neutral value chain, and to track the success of every change we make. Additionally, LCAs enable us to document emissions in our Scope 3 analysis and maintain transparency.

**José Espinoza - lysristet kaffe**

PERU

95 kr. - 340 kr.

RISTEPROFIL

Lys Medium Mørk

SMAGSNØTER

En frisk og frugtig kaffe med noter af sød mandarin, hindbær og abrikos

Mængde

250g 1000g

Kaffetype

340,00 kr.

En levering

Bestil abonnement

TILFØJ TIL KURV

CO2e: 1,42/kg: [Se beregning](#)

Skovkaffe [Se beregning](#)

100% økologisk [Se bevis](#)

Vis al dokumentation >

## Where to find our coffee LCAs

To stay transparent, we make sure all our customers — businesses and individuals — have easy access to the coffee LCAs, both on the back label of the packages and on our website. The calculations are available for all packaging formats, from 250g bags to 5kg buckets. Additionally, you can view a detailed breakdown of each coffee's LCA on its respective online product page.

**Samlet udledning**

- 1,42 kg/Co2e - 1000g ekskl. emballage.
- 1,53 kg/Co2e - 1000g pose inkl. emballage.
- 0,40 kg/Co2e - 250g pose inkl. emballage.

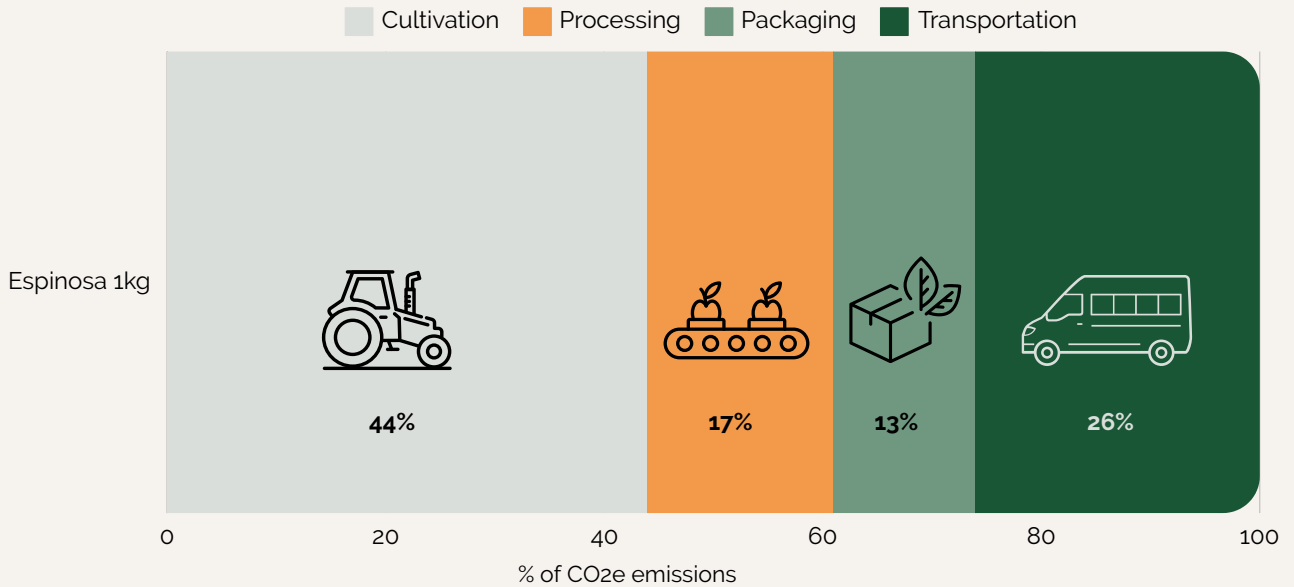
*Alle beregninger er 3-partvaliderede af Nature Preserve og opdateres løbende.*

**Bevis**

[Se fuld rapport](#)

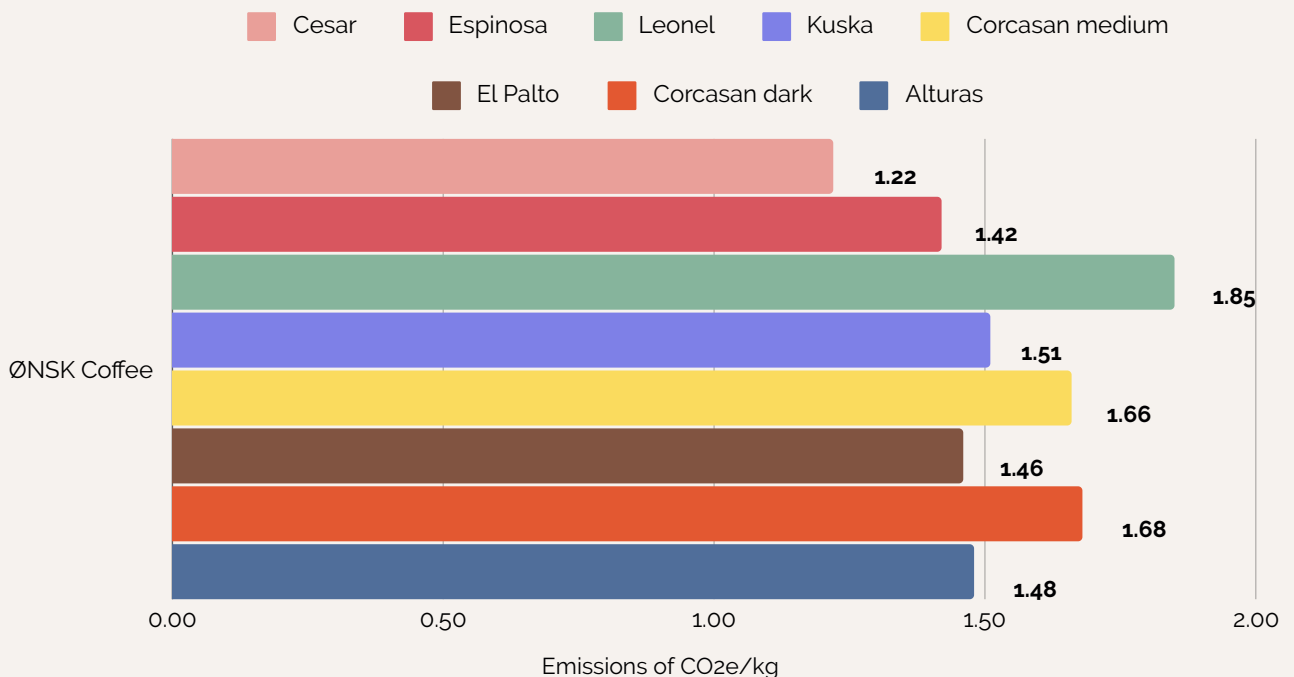
## Breakdown of CO2 emissions

The full LCA provides a detailed breakdown of emissions across the entire supply chain. Below, you'll find the CO2 emissions from each stage of your coffee's journey, from cherry to roasted bean.



## Our coffee's CO2 footprint

We've teamed up with Nature Preserve to comprehensively calculate our emissions, ensuring our methods align with the GHG Protocol and comply with SBTi standards. On average, our coffees emit **1.54 kg of CO2e** per kilogram of roasted coffee when packed in 5 kg buckets. Curious about how our different coffees compare? Take a look at the graph below to see the footprint of each coffee side by side.





**NSK**  
CERTEFIKAT ORGANIK  
LEONEL VALL COFFEE  
MADRAGUE COFFEE  
ORGANIC COFFEE SMO EP  
CROF 2019-2020  
CERTIFIED BY: MAYACERT  
NI BIO-169  
017/105/20134  
COI: 0901.11.00.00  
NET WEIGHT 69 KG

**NSK**  
CERTEFIKAT ORGANIK  
LEONEL VALL COFFEE  
MADRAGUE COFFEE  
ORGANIC COFFEE SMO EP  
CROF 2019-2020  
CERTIFIED BY: MAYACERT  
NI BIO-169  
017/105/20134  
COI: 0901.11.00.00  
NET WEIGHT 69 KG

COI: 0901.11.00.00  
NET WEIGHT 69 KG

COI: 0901.11.00.00  
NET WEIGHT 69 KG



# VII. CO<sub>2</sub> accounting

Since 2021, we have fully disclosed our carbon accounting numbers, covering Scope 1, 2, and 3 emissions. Our total emissions for 2023 were **606.915,9 kg CO<sub>2</sub>e**, with **97.92% attributed to Scope 3 emissions**. Our Scope 1 emissions remain at zero, as we did not have direct greenhouse gas emissions in-house powering our facilities.

Compared to 2022, our total emissions increased by approximately 28%, primarily within Scope 3, hence in our supply chain and not our in-house operations, which was expected as the company grew.

Below we have highlighted some of the most important data separately. If you'd like to read the full report, you can access it [here](#).

## Key sources of emission increases



### Volume purchased

We increased the total volume of coffee purchased by approximately 27%, leading to an equivalent rise in coffee-related emissions.

### New coffee roaster

A significant spike in Scope 3 emissions resulted from our purchase of a new coffee roaster, Roastalita (yes, we named her!), for our roastery opening in 2024. This acquisition alone accounted for 20% of our Scope 3 emissions.

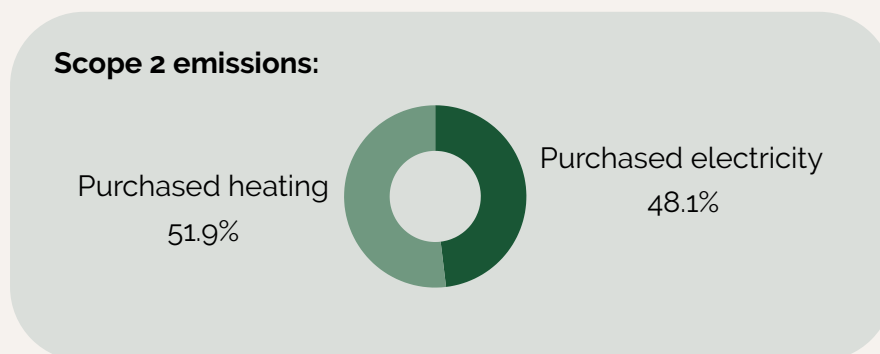


### Coffee equipment

Emissions related to coffee equipment/machines nearly tripled, rising from 73,000 kg CO<sub>2</sub>e to 209,000 kg CO<sub>2</sub>e due to a big increase in coffee machines sold.

## Total emissions Scope 2:

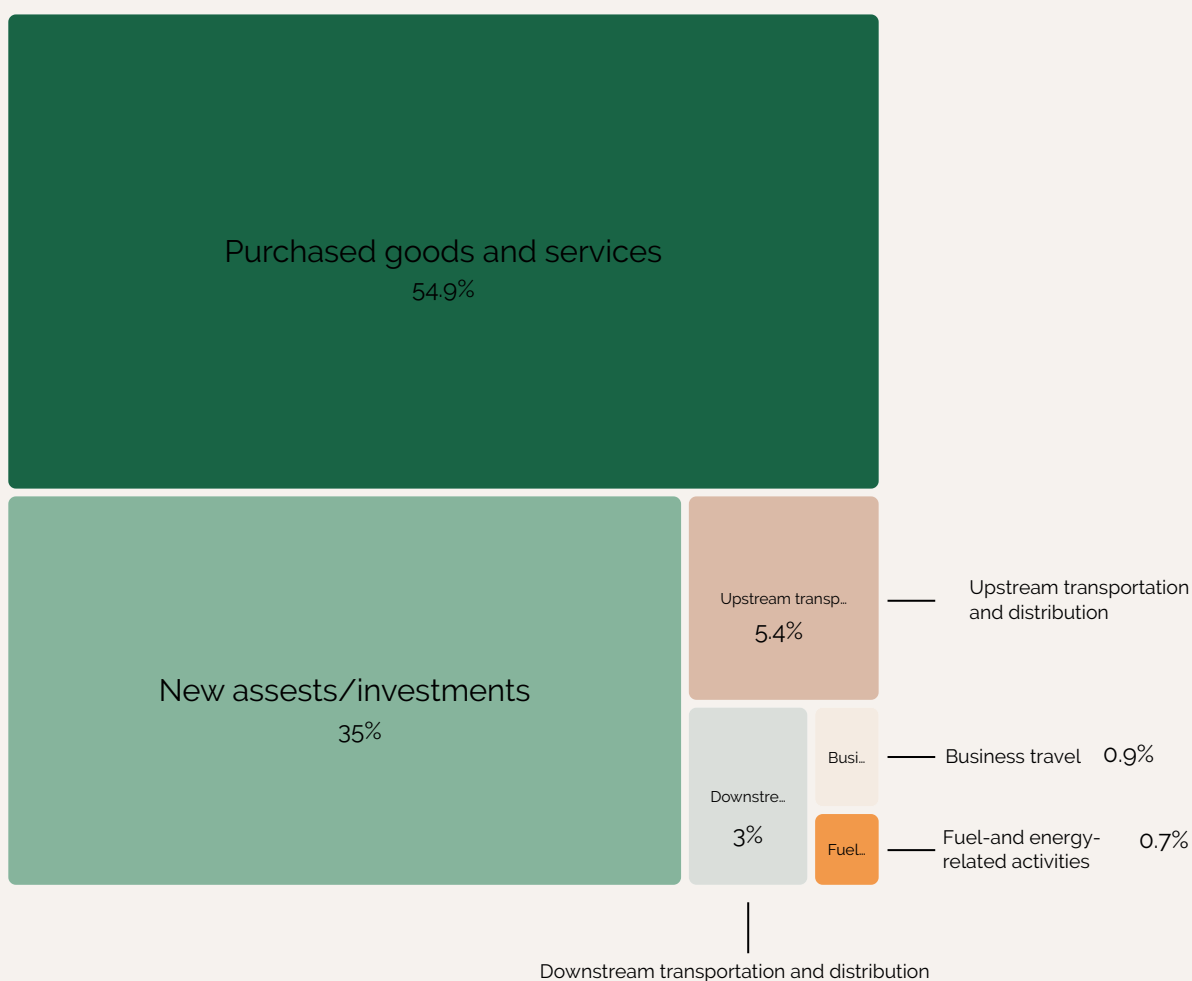
12,583.8 KG CO<sub>2</sub>E



## Total emissions Scope 3:

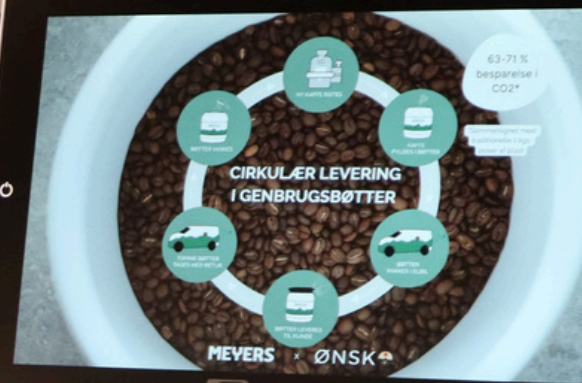
576,431.7 KG CO<sub>2</sub>E

### Scope 3 emissions



- The Carbon Accounting for Ønsk ApS (CVR 38341065) follows the Corporate Standard of the Greenhouse Gas (GHG) Protocol. ØNSK ApS's accounting follows the principle of operational control.
- This report covers the financial year of 2023, spanning from 1st of January 2023 to 31st of December 2023.





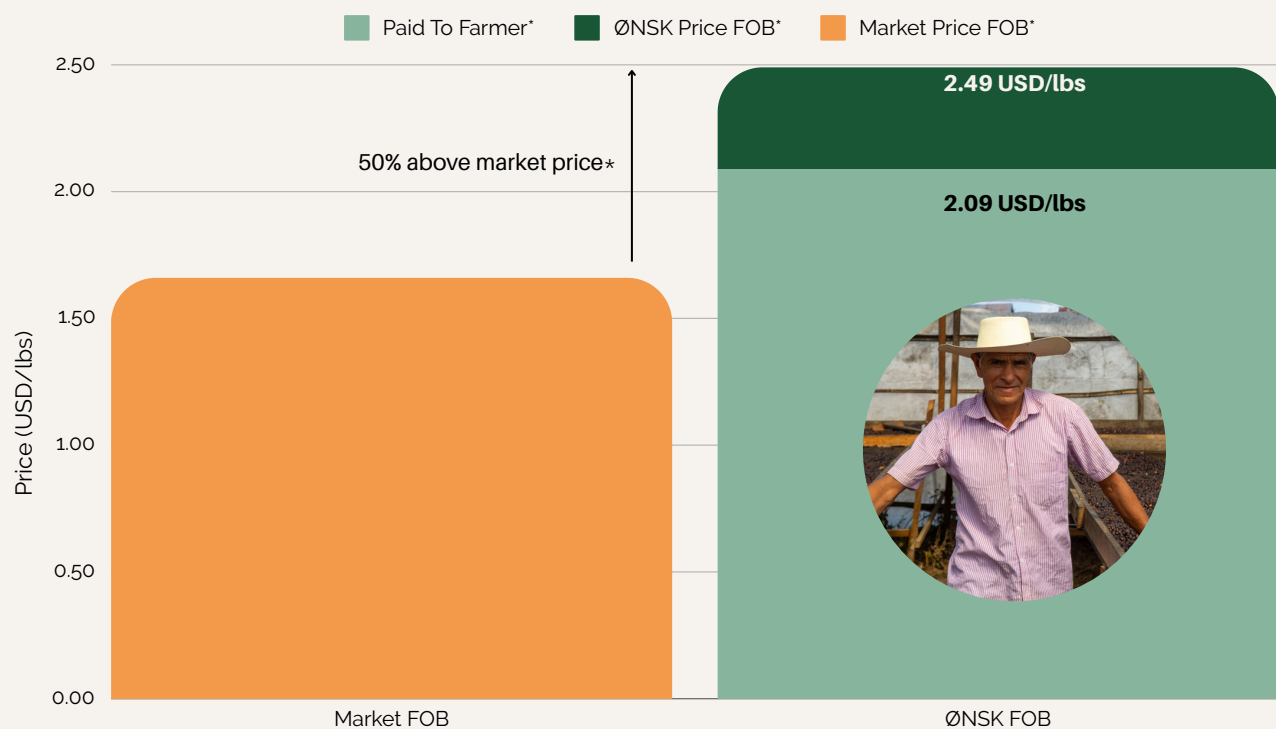
# VII. Transparent pricing

At ØNSK, we promote a more responsible coffee industry through direct trade and fair payment to our farmers. This mission demands transparency, which is a core value and an ongoing journey for us. Being transparent means more than just reporting on our operations and environmental data; it also involves openly communicating about the prices we pay to farmers.

The **FOB price** represents the cost of coffee beans at the port of origin. It covers all expenses up to that point —e.g. production, milling, certifications, packaging, transportation to the port — but excludes costs incurred after the goods leave the port —e.g. shipping, import tax.

The **percentage above market price** shows how much higher the FOB price is compared to the average NY coffee market price. At ØNSK, we aim to reward the quality of the coffee and the labor involved in its production.

The **percentage of the FOB price paid to the farmer** indicates what part of the FOB price actually goes to the farmer. This percentage is rarely 100% due to the necessary processing after coffee leaves the farm, but a higher percentage means that a larger share of the price reaches the farmer. In 2023, 83% of the total FOB price we paid went to the farmer. We are very proud of this and believe it's a crucial metric to continuously monitor and improve.



\*All numbers are weighted averages

## TABLE OF DETAILED PRICES

See below the table with our major coffees.  
Access the full table with pricing [here](#)

	Relationship (years)	Volume purchased (kg)	FOB (USD/lbs)	Farm price	% of FOB paid to farmer	Market price	Percent above market price	Premium (USD/lbs)
Leonel Valladares	6	3.450	3,20	2,80	87,58%	1,80	77,78%	1,40
Corcasan	7	61.410	2,35	1,92	81,48%	1,70	38,36	0,65
Café de Alturas*	4	14.490	2,35	2,02*	86,07%	1,75	34,12%	0,6**
Jumarp - El Palto	3	15.525	2,54	2,22	87,4%	1,6	58,75%	0,94
Jumarp - Juska	3	11.385	2,74	2,22	81,02%	1,6	71,25%	1,14
Frutos de Mujer	1	11.385	2,40	1,23	51,04%	1,6	50%	0,8
Cesar Sampertegui	3	1.035	3,80	2,88	75,79%	1,6	137,5%	2,2
José Espinosa	3	1.380	3,90	3,06	78,46%	1,6	143,75%	2,3

\* Café de Alturas is the average of two lots: Café de Alturas washed and Café de Alturas honey

\*\* Weighted average

**FOB price (Free On Board or Freight on Board):** the cost of the coffee beans loaded onto the shipping vessel.

**% of FOB-price paid to farmer:** how much of the FOB price effectively reaches the farmer.

### Did you know that....

#### 6 years

– is the weighted average length of our relationships with farmers.

#### Corcasan

– has been a partner since day one and they supply about 50% of our coffee!

# IX. Women in coffee

## Women leading the way

Women have always played a crucial role in coffee production, working on picking coffee cherries, sorting and processing beans, and sometimes managing small farms. However, most coffee-producing countries are traditional societies where women face barriers in accessing education, resources, land, technology, and financial services [3] [4]. As a result, they often remain at the lower levels of the coffee supply chain, with limited decision-making power and control over profits [4] [5].

Thus, empowering women on the farms is key to achieving gender equity and alleviating poverty in the coffee industry [4]. This is important to us, not just because it benefits our business, but because it promotes social and economic development in regions marked by huge inequalities. Women have been integral to coffee production, and we want to put them on the forefront. We are really excited to see a movement emerging in countries like Peru, where women are increasingly taking ownership of their coffee and marketing it under their own names. We support and celebrate that!



## Brewing gender equity

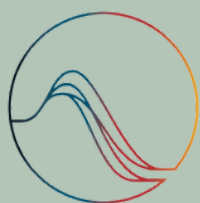
Our Kuska coffee comes from two groups of only women farmers. It represents 18,4% of our total volume purchased in 2023.

Working with them has been incredibly rewarding: they are forward-looking, show a lot of curiosity, welcome innovative farming practices, and reinvest profits into their families, farms, and communities. They bring a very vibrant and positive energy, and we are proud to be a part of their work.

# X. Next steps

As we look to the future, ØNSK remains committed to improving responsibility and transparency across our operations. We have identified important steps for both the coming year and our longer-term vision.

**Women farmers:** We hope to promote gender equity among our suppliers through including more women in our supply chain and honoring their critical role. We really enjoy engaging with our Kuska farmers; we would love to see more of that and expand our efforts to Nicaragua as well. In 2024, our goal is to increase the volume of coffee purchased from women farmers to about 25% of our total volume of coffee purchased.



SCIENCE  
BASED  
TARGETS

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

**Science-Based Targets initiative:** As part of a coming development, we are taking the first steps with Science Based Targets, which are voluntary goals set by companies to reduce greenhouse gas emissions in line with what climate science deems necessary to meet the goals of the Paris Agreement. This will be an important focus for ØNSK in the next two years. Realistically, we aim to have signed up to the Science-Based Target Initiative in 2024, and we will start working on it in 2025.

**Carbon insetting and biodiversity:** In the coming years, we plan to allocate significant funds to capturing carbon while enhancing biodiversity. We strive to achieve this through carbon insetting, which means implementing carbon absorption projects within our own value chain, as opposed to offsetting outside our direct operations. While we plan on using carbon offsetting as an add-on measure, our primary focus will be on insetting projects related to agroforestry and shade-grown coffee. Through this strategy, we aim to not only reduce our carbon footprint but also improve the health and resilience of the farms and communities we source our coffee from.

Ultimately, our goal is to achieve a carbon neutral value chain, where all the greenhouse gas emissions associated with our products are balanced by equivalent carbon reductions or removals.



**B Corp recertification:** In 2021, we achieved the B Corp certification with a score of 103.3. As we approach recertification in 2024, we are motivated to keep improving our social and environmental performance, accountability, and transparency.

### Closing remark

As we reflect on our achievements and look to 2024 and beyond, we reaffirm our commitment to make a positive impact on both the planet and people. Our long-term vision centers on developing agroforestry, enhancing biodiversity, and achieving carbon neutrality, all while maintaining our close relationships with farmers and fostering fairness in the supply chain.

For the coming year, we aim to further develop a structured impact strategy that will guide our efforts and support our transparency and communication. While we are proud of the strides we have made in 2023, we recognize that there is always more to be done and that our journey is ongoing.

Together with our farmers, customers, and partners, we will continue to push the boundaries of a responsible coffee industry. Thank you for being a part of this journey and for supporting ØNSK as we strive to create a fairer future for coffee.

# References

- [1] Aswathi KN, Murthy PS. Pulped Natural/Honey Coffee Process: an Innovative approach. *Food and Humanity* [Internet]. 2024 May 1;2:100287. Available from: <https://doi.org/10.1016/j.foohum.2024.100287>
- [2] Stephenson P. Technological advances in biodiversity monitoring: applicability, opportunities and challenges. *Current Opinion in Environmental Sustainability* [Internet]. 2020 Aug 1;45:36–41. Available from: <https://doi.org/10.1016/j.cosust.2020.08.005>
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# ØNSK

KAFFE FRA BØNDERNE I BJERGENE

