



Wholesale line sheet

100% Japanese-grown matcha and tea powders for distributors, coffee roasters, café chains and brands. Shipped from Osaka, priced per kilogram in USD, FOB Osaka. Every lot ships with its spec sheet and certificate of analysis.

Minimum order

1 kg per product; 10 kg on the halal and kosher certified line.
Up to 10,000 kg a month.

Lead time

In stock: 3 business days.
Freshly milled: 2–4 weeks.
Standing orders get reserved stock and a fixed price for the harvest year.

Terms

Invoice with 14-day terms; card, bank transfer or Wise. DDP (door) or FOB Osaka. Quotes valid 30 days.

Samples

Up to 3 teas × 20 g at \$5 each plus shipping, shipped within 3 business days, credited to the first order of 5 kg+. Distributor kits on request.

SELECTED LOTS · SEPTEMBER 2026

TEA	ORIGIN · HARVEST · CULTIVAR	USD / KG FOB OSAKA	MOQ	CERTIFICATES	IN THE CUP
Hikari Ceremonial matcha	Shizuoka 1st harvest · Single origin	\$240 1 – 19 kg: \$240 / kg · 20 – 99 kg: \$220 / kg	1 kg		A single-origin lot from Kakegawa, the deep-steaming town of Shizuoka.
Minami Café matcha	Kagoshima 2nd harvest · Yutakamidori	\$160 1 – 19 kg: \$160 / kg · 20 – 99 kg: \$145 / kg	1 kg		Maximum value from a serious region.
Wa Café matcha	Shizuoka Blend · Blend	\$275 10 – 19 kg: \$275 / kg · 20 – 49 kg: \$260 / kg · 50 – 99 kg: \$250 / kg	10 kg	Halal, Kosher	Balanced colour, flavour and price.
Tsuyu Café matcha	Kagoshima 2nd harvest · Asatsuyu	\$180 1 – 19 kg: \$180 / kg · 20 – 99 kg: \$165 / kg	1 kg		Asatsuyu is the naturally sweet, low-astringency cultivar.
Aki Culinary matcha	Yame Autumn tencha · Blend	\$100 1 – 19 kg: \$100 / kg · 20 – 99 kg: \$90 / kg	1 kg		Autumn-harvest tencha from Yame, milled for the kitchen.
Jun Ceremonial matcha	Kagoshima 1st harvest · Yutakamidori	\$275 1 – 19 kg: \$275 / kg · 20 – 99 kg: \$255 / kg	1 kg	JAS Organic, USDA Organic	Certified organic at field, mill and lot: JAS and USDA.
Daichi Café matcha	Kagoshima 2nd harvest · Blend	\$210 1 – 19 kg: \$210 / kg · 20 – 99 kg: \$195 / kg	1 kg	JAS Organic, USDA Organic	Certified organic second-harvest blend from Kagoshima, our largest organic lot of the year.
Sae Ceremonial matcha	Yame 1st harvest · Saemidori	\$290 1 – 19 kg: \$290 / kg · 20 – 99 kg: \$265 / kg	1 kg		First-harvest Saemidori from Yame: sweet, aromatic, very green.
Mai Café matcha	Shizuoka Blend · Blend	\$220 10 – 19 kg: \$220 / kg · 20 – 49 kg: \$210 / kg · 50 – 99 kg: \$200 / kg	10 kg	Halal, Kosher	Cost-optimised without giving up colour or flavour.
Kamui Hojicha powder, dark roast	Japan Dark roast · Blend	\$100 10 – 19 kg: \$100 / kg · 20 – 49 kg: \$95 / kg · 50 – 99 kg: \$90 / kg	10 kg	Halal, Kosher	Our darkest roast.

Prices are the public catalog prices at <https://issamatcha.com/catalog/> on the date above; volume tiers on every product page, 100 kg+ and distributor schedules on request. 37 teas in the full catalog: Yame, Kagoshima and Shizuoka matcha, kabusecha, gyokuro, hojicha, genmaicha, sencha and wakocho powders, and a 30 g retail pouch. Certificates belong to the producing mills and ship with the lot.

FORMATS AND PRIVATE LABEL

1 KG BULK FOIL	Nitrogen-flushed, resealable, 320 × 200 mm. The bar bag. MOQ 1 unit.
100 G FOIL	235 × 140 mm, resealable. Grocers, roasters' shelves, café retail. MOQ 10 units.
30 G RETAIL POUCH	About 15 cups. English label, JAN code, Amazon-ready. MOQ 50 units.
YOUR LABEL	Sticker label front and back applied in Osaka from 200 units (about 2 weeks); full-print pouches from 1,000 units (about 6 weeks). Back panel supplied in EN, JA, FR or AR.
BEST-BY	12 to 24 months from packing, set to your requirement.

PAPERWORK WITH EVERY SHIPMENT

- Commercial invoice (HS 0902), packing list, per-lot certificate of analysis, spec sheet.
- Mill certificates as applicable: JAS and USDA organic (NOP import certificate for the US), halal and kosher, residue report.
- US: FDA-registered facilities, FDA prior notice filed by us. EU/UK: Certificate of Inspection raised by us for organic lots. Certificate of origin on request.

COURIER FROM OSAKA (ESTIMATES)

DESTINATION	5 KG	20 KG	TRANSIT
United States / Canada	\$115–140	\$245–350	4–7 days
EU / UK	\$110–140	\$245–340	4–7 days
UAE / Saudi Arabia	\$130–150	\$250–350	5–8 days
Australia	\$110–140	\$240–350	4–6 days
Hong Kong / Taiwan	\$55–70	\$125–220	3–5 days
Singapore / SE Asia	\$65–80	\$165–260	3–5 days

FedEx via our forwarder, fuel surcharge included, duty and tax excluded. Sea freight LCL from about 100 kg: 2–6 weeks port to port.

FOR DISTRIBUTORS AND ROASTERS

- **Allocation for the 2026–2027 harvest year.** First-harvest tencha is short across Japan; we hold reserved lots for standing monthly orders and fix the price per kg for the year once the lot is confirmed.
- **Volume schedules.** Tiers from 20 kg on every product; distributor schedules from 100 kg a month, quoted on one page with freight and duty.
- **Territory and stock.** We are open to arrangements where a partner holds local stock and serves the cafés that reach us from their country. Talk to us before you commit a warehouse.
- **Documentation first.** Harvest, cultivar, shading, mill and particle size on every spec sheet, so your buyers can compare lot to lot.
- **Private label.** Any tea in the catalog under your name, from 200 units. See issamatcha.com/oem/.

WHO WE ARE

ISSA MATCHA! is the wholesale matcha business of ULUHASHI Inc., Tokyo, founded by Alexis Junpei Sato (@junpeitalks). We buy at the mills in Yame, Kagoshima and Shizuoka, ship from Osaka, and publish every price. We ship to 190+ countries; reviews and press at issamatcha.com/partners/.

COUNTRY GUIDES

Duty, tax and paperwork pages for the United States, Canada, the United Kingdom, Germany, France, the Netherlands, Australia, New Zealand, Singapore, Malaysia, the UAE, Saudi Arabia, Hong Kong and Taiwan, in English, German, French, Spanish, Arabic and Traditional Chinese: issamatcha.com/wholesale/

NEXT STEP

Email contact@issamatcha.com with your market, monthly volume and the grades you carry, or request samples at issamatcha.com/samples/. We reply within one business day, in English or Japanese.