

Wholesale Matcha Product Directory & Price Guide

For Cafés · Food Manufacturers · Brands

Application-led matcha sourcing, evaluation samples
and commercial supply.

Cafés

Food Manufacturing

Brands

REQUEST B2B SAMPLES

matchaoriginco.com

2026 Commercial Edition





CHOOSE YOUR MATCHA

Three Application Families. Six Public Profiles.

Start with how the matcha will be used. Then compare samples for sensory direction, finished-application performance and cost-in-use.



Culinary Matcha

Baking · Desserts · Food
Manufacturing

Culinary Matcha Profile

Baking, cakes, cookies, desserts,
confectionery and food manufacturing.

From \$6.90 / 50g Bulk from \$39/kg

[VIEW CATEGORY](#)



Matcha for Lattes

Cafés · Drink Brands · Milk-Based
Menus

Café / Latte Matcha Profile

Hot and iced lattes, everyday café
drinks and high-volume menus.

\$9.90 / 50g Bulk from \$79/kg

Premium Latte Matcha Profile

Signature lattes, specialty drinks and
premium café programs.

\$14.90 / 50g Bulk from \$149/kg

[VIEW CATEGORY](#)



Ceremonial Matcha

Straight Whisking · Premium Tea
Service

Classic Ceremonial Profile

Straight whisking, tea bars and
premium everyday service.

\$19.90 / 50g Bulk from \$199/kg

Premium Ceremonial Profile

Premium tea service, artisan tea bars
and private-label evaluation.

\$24.90 / 50g Bulk from \$269/kg

Reserve Ceremonial Profile

High-end whisking, premium tea
programs and brand evaluation.

\$29.90 / 50g Bulk from \$329/kg

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Public profile names are Matcha Origin Co. application-oriented sourcing profiles, not a universal regulatory grading system.



Commercial Pricing at a Glance

Prices in USD. 20kg+ orders are quoted by volume, packaging, destination and project requirements.

Profile	50g Sample	1-4 kg	5-9 kg	10-19 kg	20 kg+
Culinary Matcha Profile	From \$6.90	From \$39/kg	From \$37/kg	From \$35/kg	Request Pricing
Café / Latte Matcha Profile	\$9.90	\$79/kg	\$75/kg	\$71/kg	Request Pricing
Premium Latte Matcha Profile	\$14.90	\$149/kg	\$142/kg	\$134/kg	Request Pricing
Classic Ceremonial Profile	\$19.90	\$199/kg	\$189/kg	\$179/kg	Request Pricing
Premium Ceremonial Profile	\$24.90	\$269/kg	\$256/kg	\$242/kg	Request Pricing
Reserve Ceremonial Profile	\$29.90	\$329/kg	\$313/kg	\$296/kg	Request Pricing

PRICING NOTES

- USD pricing. Freight, duties, taxes and destination-specific charges are confirmed separately.
- 20kg+ pricing is quoted by volume, packaging, destination and project requirements.
- Culinary pricing uses “From” because multiple real products may map into the public Culinary profile.

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[VIEW BULK MATCHA](#)



From Evaluation Samples to Commercial

Use the sections below as a purchasing checklist. Product-, batch- and project-specific details should be confirmed before order placement.

ORDERING

- Mixed profiles available
- Commercial bulk supply
- 20kg+ volume quotation
- Freight and destination charges confirmed separately

SAMPLES

- 50g B2B evaluation samples
- Compare profiles before scaling
- Test in your actual application
- Sample quantity limits may apply

PRIVATE LABEL

- Custom packaging support
- Project-specific MOQ
- Artwork and labeling review
- Packaging confirmed by project

DOCUMENTATION

- Public TDS
- Batch COA where applicable
- Third-party testing where applicable
- Organic documentation for designated products only
- Export documents by order / destination

Ready to evaluate matcha profiles?

Start with B2B evaluation samples, then confirm the selected profile, packaging and documentation for your project.

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