

October 2020

COPRA

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as A Boost for the National Economy

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What's Inside
The role of
Indonesian copra
commodity to save
Indonesia's economy
and exports

EDITOR DESK

Dear Valued Reader,

In 2020, we are experiencing virus outbreak and sadly it caused economic recession in almost part of the world. As many countries have been locking down their country to prevent Covid-19 even more spreading.

In mid-2020, the government of Indonesia has applied the implementation of the "new normal" condition which is expected to improve Indonesia's economy which has been slumped due to the lockdown policy imposed by the many countries in the world.

Indonesian copra export is expected to be the answer to fuel up the Indonesian economy in facing Covid-19, especially for coconut farmers who depend on the potential of this product.

As the second largest supplier of copra in the world, Indonesian copra is a potential commodity. The trade performance of Indonesia's copra exports from 2015 to 2019 was recorded a positive trend from year to year, export transaction in 2019 reached US \$ 29 million, and it is predicted that the export value at the end of 2020 can grow 10%. In the earlier months of 2020, it is considered bad situation yet optimism and hope for economic growth is still there.

Thank You

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HOT ISSUE

Indonesian Copra Commodity as A Boost for the National Economy



High-quality copra is a coconut kernel, ages about 300 days old and weighing about 3 to 4 kgs. After, the copra is extracted to produce coconut oil, it will contain high protein about 18-25% but it also has very high fiber which cannot be eaten by humans. This particular product is generally given to livestock as feed

Indonesia is dealing with major challenges and difficulties in global trade, struggling to meet national economic growth targets, finding ways to boost up to exports and adapting to the new policies from other countries towards Indonesia as well as the Covid-19 outbreak which definitely has a direct impact on the Indonesian economy.

Demand for copra commodity has slumped as the pandemic wiped out all economy sector in the world. Indonesia's copra export from January - October 2020 dropped 20% compared to the same period last year. Farmers

throughout Indonesia, however, are still optimistic about copra's future, they believe one of the causes of copra export has been declining was increases in copra prices.

What is Copra?

Copra is dried coconut kernels which oil is obtained. Copra is one of the coconut derivative products which is very important as raw material for coconut oil production. Copra is still a leading commodity from archipelagic countries such as the Fiji Islands, Tuvalu Samoa, Polynesia and Indonesia. In 2019, Indonesia ranks second

as the supplier of copra in the world.

There are two types of copra. First, is white copra. White copra is raw material to make virgin coconut oil, briquettes, herbal soaps, etc. The second is black copra. Black copra is the raw material for coconut oil.

High-quality copra is a coconut kernel, aged about 300 days old and weighing about 3 to 4 kgs. After the copra is extracted to produce coconut oil, it will contain high protein about 18-25% but it also has very high fiber which cannot be eaten by humans. This particular product is generally given to livestock as feed.

Copra Processing Techniques

There are four types of techniques to process copra (sun drying, smoke drying, drying with a plastic hood and indirect drying). These methods vary from very traditional to the one that is considered scientific.

One of the traditional methods of drying copra is sun drying. Coconut farmers dry coconuts in the sun which can take about 3 to 5 days.

However, there are a number of things that need to be considered, such as fresh or peeled coconuts have to be cut into two parts then dried on an angle to remove the coconut water. When it is dry, the coconut is dried in the sun again on its back.

These processes take about 2 to 3 days, after which the

pulp and coconut shell are separated and final dried takes about 5 days. To get good quality copra, weather condition is a very critical factor. When the weather conditions permit, sun drying can produce good quality copra. Poor quality copra, however, results during intermittent sunny and rainy days or when sunshine is not adequate.

The advantage of using this traditional technique is cheap because farmers do not need any operational cost to dry, everything is done by nature. Nonetheless, this technique also has several weaknesses such as weather factors especially in the rainy season.

The second method is still considered traditional, smoke dryers. Coconut is put into the smoking stoves using shell as fuel underneath it. This process takes about 3 days.

The third method is the drying method using a plastic hood, where farmers use a

plastic hood as a medium to spread heat, the copra will be dried in the area.

The heat which enters the plastic will last a long time so that drying can be faster than the traditional drying method.

The copra making process can also be done using the indirect method of heating using an oven, the oven process is also quite simple, just by putting the coconut into the oven then adjust the temperature between 60-80 Celsius, the duration using this method doesn't take days. Making this technique, as the best solution to make copra better.

Some of the advantages of making copra with the oven technique;

1. It is faster than using the smoking and drying technique. The time needed for the oven is one 16 to 19 hours;
2. The quality of copra is



better and cleaner, not moldy, so it deserves to be called white copra;

3. The dryness quality is the same as from drying or smoking technique;
4. The price of white copra is more expensive than smoked copra or drying it;
5. It doesn't depend on weather conditions;
6. It can produce shell charcoal from the oven;

The existence of oven machines has a double effect. The most felt is during the rainy season. Usually, the price of copra in the rainy season skyrocketed because the manufacturing process is damaged by the weather where the drying process cannot work optimally.

Despite, the number of coconuts decreases, copra can continuously be produced so that farmers can take multiple profits.

High-value copra product is a copra that is dried using oven or indirectly techniques. Where the white copra using oven technique has good quality, low moisture content and more hygienic.

Strengths, Weaknesses, Opportunities and Threats of The National Coconut

Based on the research by the Ministry of Agriculture, Indonesia has four important factors as the basis of

government to create policies and actions to manage and develop Indonesia's coconut commodity at present and in the future.

The following are among the many strengths of national coconut commodity:

- (1) International ports, Indonesia has several international ports and will develop even more in the future. This port is able to make the process of shipping copra commodities easier causing the cost will get cheaper;
- (2) It has many workers involved. Coconut industry, especially copra, requires a lot of manpower started from harvesting to production. This is a competitive advantage between countries in copra export activities.

Regardless, the strength that it has, there are number of weaknesses that should be aware of. These are the following weaknesses of the national coconut commodity:

- (1) The production process, due to the large number of personal consumptions rather than industrial consumptions, farmers tend to be reluctant to process coconuts into copra;
- (2) The age of the coconut, the Indonesia's coconut plantations is decreasing in productivity.
- (3) Availability of land, the majority of land ownership

is owned by the personal farmers so it is hard to make it as monoculture.

A high demand for copra-based oil creates promising opportunities and potential for copra commodity in the future.

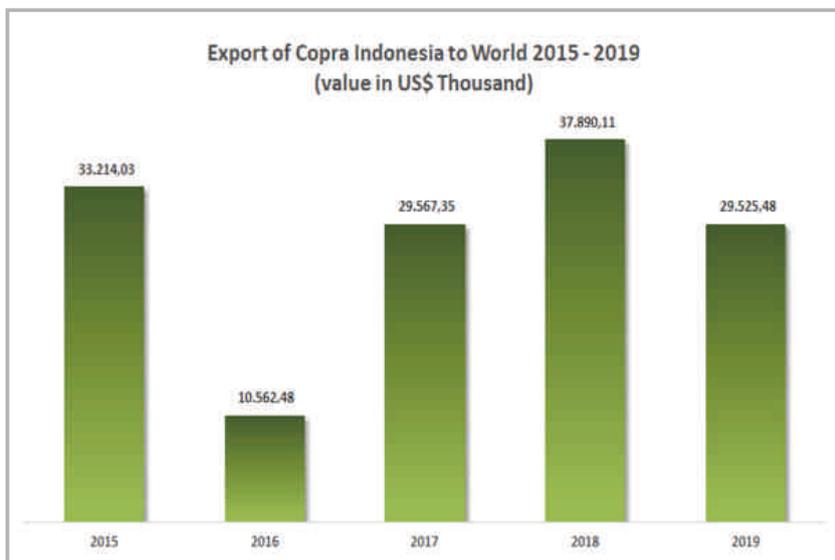
In spite of the potential for copra is quite high, external threat for businesses are something many business players and government should try to control and minimize its risks.

- (1) The threat for coconut development in Indonesia is the large number of coconut lands that have been converted into housing estate, oil palm plantations and other projects;
- (2) the copra industry has reduced the interest of farmers in processing coconuts into copra because copra prices is too volatile and hard to control thus making farmers prefer to sell fresh coconut.

The Indonesian government, through the Ministry of Trade, has helped to accelerate copra industry to improve the national competitiveness by developing policies and actions such as giving a support facility of coconut machines for farmers and the developing a Warehouse Receipt System (WRS) to maintain copra prices.

MARKET REVIEW

Indonesia's Copra Export Performance



Source: Statistics Indonesia (processed by Dit. P2IE, Oct 2020)

an upward trend in copra prices in 2020 though the world still shock from the coronavirus outbreak.

It was recorded in January - October 2020, the export value reached US \$ 27,7 million or increased 14,16% compared to last year in the same period which only valued at US \$ 24,3 million. This positive trend is expected to last until the end of 2020.

Indonesia's main exports partner for copra in 2019 were Bangladesh (US \$ 14,7 million); India (US \$ 9,8 million); Philippines (US \$ 2,8 million); Pakistan (US \$ 2 million); and Malaysia (US \$ 94.000).

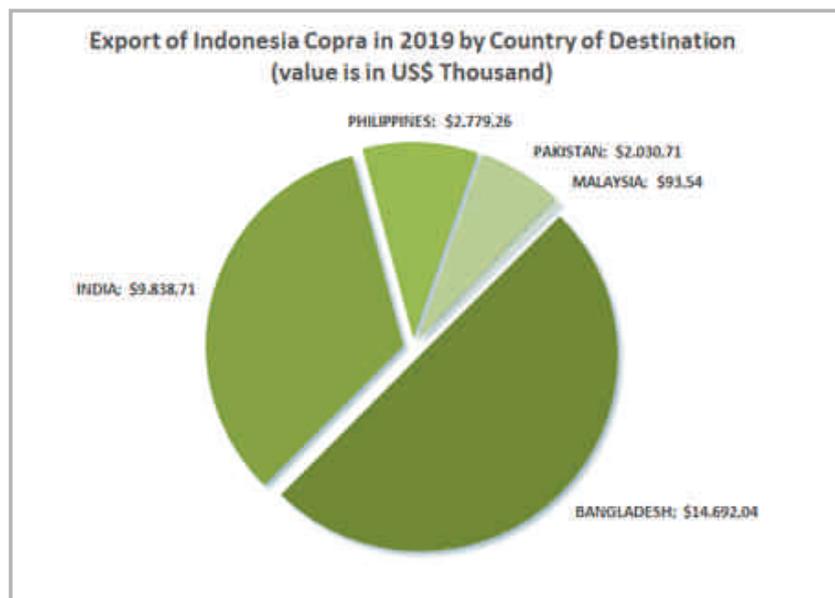
It was recorded by Indonesia's Central Statistics



Indonesia's Central Statistics Agency, in January to October 2020, Malaysia as Indonesia's the top five export partners was shifted by two new export partners, Iran and Myanmar

average growth 10,9% per year where in 2015 valued at US \$ 33,2 million and continued to increase steadily to US \$ 29,5 million. The global edible oil prices and supply constraints have led to

Indonesia sales from copra commodity to all over the world totaled US \$ 29,5 million in 2019. Overall, the export value decreased by 22,08% or equivalent to US \$ 8,3 million compared to last year, however, the trend from 2015 to 2019 was recorded to have grown with



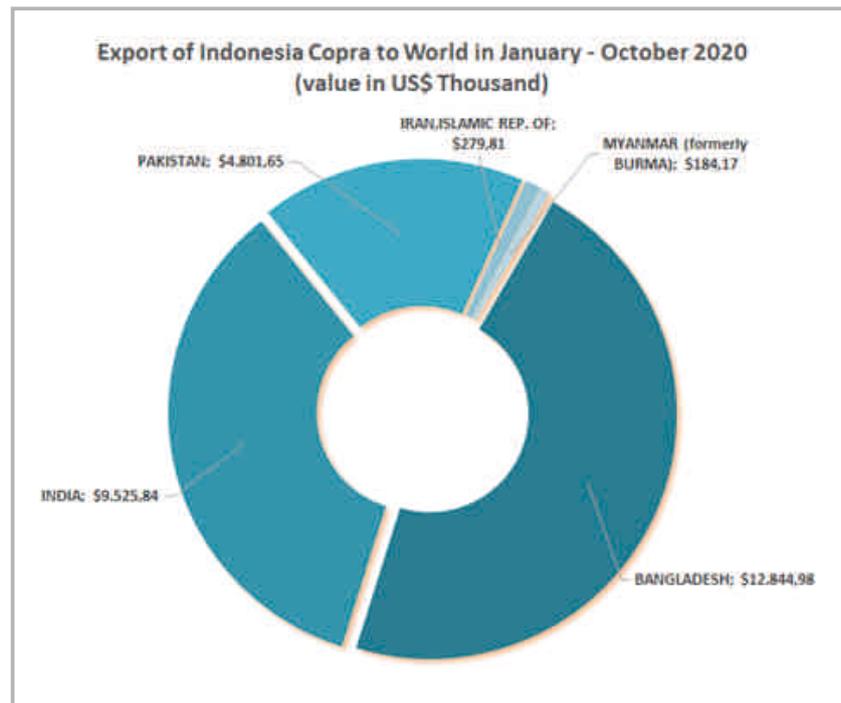
Source: Statistics Indonesia (processed by Dit. P2IE, Oct 2020)

Agency, in January to October 2020, Malaysia as Indonesia's the top five export partners was shifted by two new export partners, Iran and Myanmar.

The main exports partners of Indonesia's copra in Jan to Oct 2020 were Bangladesh (\$ 12,8 million); India (US \$ 9,5 million); Pakistan (US \$ 4,8 million); The Islamic Republic of Iran (US \$ 280.000); and Myanmar (US \$ 184.000).

East Java held as the largest exporters of copra in Indonesia where export value in 2019 valued at US \$ 14,10 million followed by DKI Jakarta (US \$ 5,1 million), North Sulawesi (US \$ 2,8 million), Lampung (US \$ 2,3 million) and Jambi (US \$ 2,1 million).

Conversely, in the current period specifically from January to October 2020, there is a significant difference for North Sulawesi Province, it is recorded that no export of copra in that period. More details of Indonesia's copra export value from January to



Source: Statistics Indonesia (processed by Dit. P2IE, Oct 2020)

October 2020 were East Java (US \$ 17,7 million), DKI Jakarta (US \$ 3,9 million), Jambi (US \$ 1,5 million), Lampung (US \$ 1,3 million), and North Sumatra (US \$ 812.000).

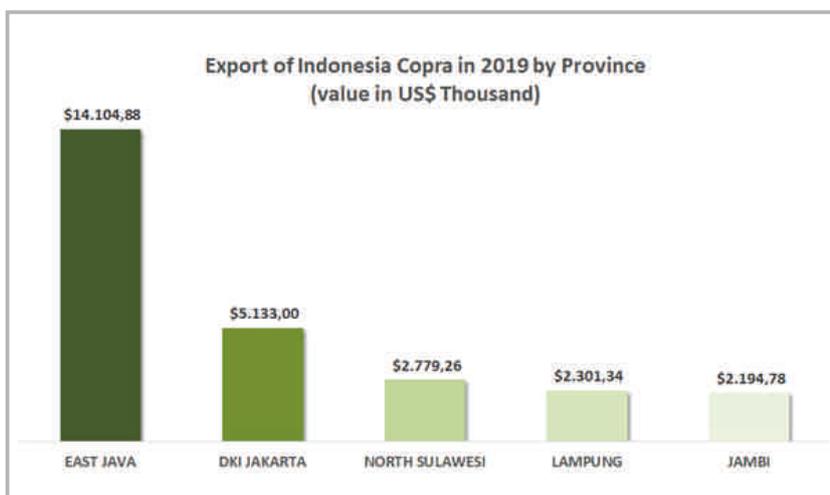
As one of the well-known copra companies in Central Sulawesi, PT Saraswati, the company operates coconut manufacturing facility and

factory that has the only fully integrated coconut processing facility where whole coconuts are processed and also can produce zero waste.

PT Saraswati's manufacturing facilities are known for producing the highest quality processed and value-added coconut products.

PT Saraswati applies unique and best practices in its production processes as well as the use of specialized equipment to ensure the high quality and safety of food products.

PT Saraswati's facilities comply with ISO Standards and the HACCP quality management system. The facility has been inspected and currently waiting for official HALAL and KOSHER certification.



List of Indonesia's Copra Exporters

1. SARASWATI COCONUT PRODUCT, PT

Menara Batavia Lt. 14, Jl. KH. Mas Mansyur Kav. 126 Karet Tengsin
Tanah Abang - 10220 - D. K. I. Jakarta
Tel : (62-21) 5723753, 5727401
Fax : (62-21) 5723757
Email : careers@ptsaraswati.com
Website : <http://ptsaraswati.org>

2. SUNGAI BUDI GROUP, PT

Jl. H.R. Rasuna Said Kav. C-6, Wisma Budi Lt. 8-9 - 12940 - D. K. I. Jakarta
Tel : (62-21) 5213383, 5213312 ext. 7944
Fax : (62-21) 5262971, 5213282
Email : stevanus.eko@sungabudi.com, heryana.pranayasa@sungaibudi.com,
thiam.loy@sungaibudi.com, alloy.sungaibudi@gmail.com
Website : www.sungaibudi.com

3. BUKIT KAPUR REKSA, PT

Gedung B&G Tower Lantai 7, Jl. Putri Hijau No. 10 - 20111 - Sumatera Utara
Tel : (62-61) 41027777, 4145777
Fax : (62-61) 4154891
Email : info@wilmar.com.sg
Website : www.wilmar-international.com

4. MULTI NABATI SULAWESI, PT

Gedung B&G Tower Lantai 7, Jl. Putri Hijau No. 10 - 20111 - Sumatera Utara
Tel : (62-61) 41027777
Fax : (62-61) 80010059
Email : meylinda.rumetor@wilmar.co.id
Website : www.wilmar-international.com

5. TUNAS BARU LAMPUNG Tbk, PT

Wisma Budi Lt. 8-9, Jl. H.R. Rasuna Said Kav. C-6
Karet Setiabudi - 12940 - D. K. I. Jakarta
Tel : (62-21) 5213383-4 ext. 7659
Fax : (62-21) 5213332, 5205829, 5277349
Email : achmad.kemal@sungaibudi.com, hardy@tunasbarulampung.com,
akhmad.masun@sungaibudi.com, handayani.pertiwi@yahoo.co.id
Website : www.tunasbarulampung.com

6. PULAU SAMBU, PT

Ds. Pulau Burung, Kec. Kateman, Kab. Indragiri Hilir - 29256 - Riau
Tel : (62-779) 541888, 552888
Fax : (62-779) 541000, 552000
Email : suryadi@sambu.co.id

Royal Coconut PT



We are a Desiccated Coconut Manufacturer located near Manado, Indonesia, where top-quality coconut is harvested all year round. Our manufacturing facility is suitably placed proximate to the coconut plantations of the island. Hence, giving us direct access to raw material supplies. We directly supply to a broad range of industrial food

manufacturers globally. Under our dynamic management, the company is constantly modernizing and broadening its infrastructural capabilities by implementing new technology operated by a highly professional workforce. This helps us achieve manufacturing excellence while ensuring that all our products guarantee purity, as well as chemical and

microbiological superiority, and are in conformity with the specifications and demands of the market. Our aim is to achieve recognition by providing nothing but the highest standard and consistency in our products. We will keep striving to improve our product's standard to exceed our customer's stringent expectations.







PACKAGING & DELIVERY

We understand the importance of good packing and delivering on time. We have invested time in making sure we do a professional job, and that you receive nothing but the best quality in time.

PRODUCT

Our product is sought after around the world as an exclusive flavor enhancer and for its complements of carbohydrates, proteins, fats and creamy natural taste. Our Desiccated Coconut is noted for passing the stringent quality standard tests which guarantee purity, as well as chemical and microbiological superiority before it makes its way into the best tables in the world.

FINE GRADE



Physical

- Color : Natural White
- Free of Rancidity
- Free from musty & objectionable odor
- Flavor: Mild and Sweet with no added artificial flavors
- Not more than 5 dark specs per 100 gms

Chemical

- Fat Content : 65 + - 3 %
- Free Fatty Acid (FFA) 0.3 % max.
- Moisture Content: 3 % max.
- Residual SO2 50 ppm max
- PH : 6.1 - 6.7

Microbiological

- Plate Count : 5000 col / gram max.
- Yeast Count : 50 col / gram max.
- Enterobacteriaceae : 100 col / gram max.
- Moulds count : 50 col / gram max.
- E.coli : Negative (-ve)
- Salmonella : Negative (-ve)

MEDIUM GRADE



Physical

- Color : Natural White
- Free of Rancidity
- Free from musty & objectionable odor
- Flavor: Mild and Sweet with no added artificial flavors
- Not more than 5 dark specs per 100 gms

Chemical

- Fat Content : 65 + - 3 %
- Free Fatty Acid (FFA) 0.3 % max.
- Moisture Content: 3 % max.
- Residual SO2 50 ppm max
- PH : 6.1 - 6.7

Microbiological

- Plate Count : 5000 col / gram max.
- Yeast Count : 50 col / gram max.
- Enterobacteriaceae : 100 col / gram max.
- Moulds count : 50 col / gram max.
- E.coli : Negative (-ve)
- Salmonella : Negative (-ve)

CERTIFICATION



SNI



HALAL MUI



KOSHER



HACCP



USDA ORGANIC

SAMBU GROUP

SAMBU GROUP has generations of experience in developing coconut-based products.

Creating a sustainable synergy that integrates business with the environment, we value social stability within our communities. Embolden with the spirit of innovation, we

dedicate research into the creation of products that are essential to our partners and consumers.

BRANDS

**What makes us different?
Our work, our passion and our people.**

KARA derives from "Kelapa Rakyat" means "the people's coconut" in Bahasa Indonesia. And that makes us unique in today's commodifying age of entrepreneurship. If there is one thing we value, it is our peoples' holistic progress in every aspect of our business.



CERTIFICATION

Chosen from our full list of national and international accreditations, these certificates ensures our standards in the coconut industry.

Our certifications are based on rigorous standards and ongoing research to meet real-

world markets. We are continually evolving and we believe it is important to closely monitor developments in the public and private sector and amend our Certification Standards to better suit the times.

We work together with our clients in the implementation of new Certification Standards, so that they may confidently deploy their products and services while maintaining consumer satisfaction.



PLANTATIONS



PT Pulau Sambu (Guntung) was founded in 1983 in Guntung in Riau Province. From the beginning, PT Pulau Sambu (Guntung)'s main products have been coconut cream and desiccated coconut.

PT Pulau Sambu (Guntung) is a supplier of desiccated coconut to well known confectioners and chocolate industries in Europe, North America, Australia, Middle East and China. Its coconut cream, under the Kara brand name, is now popular in Asian, Australian and European

markets. With the ever increasing popularity of Asian dishes that have coconut cream as an ingredient, the market for coconut cream is bound to expand worldwide.

Prior to production, the best quality coconuts are screened and selected to produce the highest quality coconut cream and desiccated coconut using high technology equipment. One of the keys to the high quality of PT Pulau Sambu (Guntung)'s desiccated coconut is its Proctor and Schwartz's three stage dryer which was

built specifically for the company's application. In addition, the Alfal-Laval production line, which has been painstakingly perfected over the years, now produces coconut cream of a quality second to none.

Encouraged by the success of Kara brand, PT Pulau Sambu (Guntung) expanded its production to produce nata de coco, coconut virgin oil for pharmaceutical industry, charcoal from coconut shell, coconut water and drinking water under the brand name of

Kara Ases. In 2001, PT Pulau Sambu (Guntung) started commercial production of spray dried Coconut Cream Powder.

Fully committed to the implementation of Hazard Analysis Critical Control Point (HACCP) standardization, a stringent hygiene standard which requires continuous monitoring and inspection of the various stages of the production process. In November 2000, PT Pulau Sambu (Guntung) was awarded both ISO9002 and HACCP certification by SGS Singapore.

Like PT Pulau Sambu (Kuala Enok), PT Pulau Sambu (Guntung) is also a fully self sufficient and self supporting complex. The complex has satellite communications facilities and its own power generator that provides electricity for the entire complex as well as for domestic use by the employees. Its port built in 1989 is equipped with two 40ft heavy container cranes that can load large ocean going vessels efficiently. Another distinct advantage of PT Pulau Sambu (Guntung) is that it is strategically located near Singapore. All cargoes are exported via Singapore's efficient and world class seaport.

PT Pulau Sambu (Kuala Enok)

PT Pulau Sambu (Kuala Enok) was founded in 1967 with a work force of 30 on the tropical island of Nyiur, in the Indragiri district of Riau province. In the early stages of its operation, it relied solely on traditional methods to produce

crude coconut oil for the local market.

Realizing the importance of a continuous supply of fresh and quality coconuts, the company has established a close and mutually beneficial relationship with the coconut farmers in its surrounding regions. This has advertently created a stable avenue for coconut farmers to earn their keeps.

The company began to invest in modern and high capacity machinery from Germany and Sweden in the early 1970s. In 1979, the company built its own storage facilities and installed a 400 tons per hour blow pump loading system for coconut oil. The handling of raw material and the loading of copra extraction pellets are efficiently done using an integrated system of conveyor belts.

30 over years after its founding, PT Pulau Sambu (Kuala Enok) is now a self contained and self sufficient production complex. It has its own power plant with steam generators heated by coconut shells, modern telecommunications facilities, jetties that allow vessels of up to 30000 dwt to berth and load, a multi purpose training center, housing for over 2000 employees and more than a hundred boats to transport raw copra and coconuts.

Today PT Pulau Sambu (Kuala Enok) produces primarily crude coconut oil, cooking oil and copra extraction pellets. These products are

exported to Asian countries, Europe, USA and Australia.

PT Pulau Sambu (Kuala Enok) is the nucleus of the Sambu Group. It has given birth to more than a dozen other companies. Since its inception, PT Pulau Sambu (Kuala Enok) has striven to be a global player in the coconut industry.

The company firmly believes in constantly upgrading the skills of its workforce so that it can compete globally. In the 1990s, it has adopted and practised the Principle of Total Quality Management (TQM).

On 23rd September 1995, for its effective implementation of TQM at all levels, PT Pulau Sambu (Kuala Enok) was awarded the ISO9002 certificate by the Singapore Institute of Standards and Industrial Research (SISIR) which is now referred to as Productivity & Standards Board (PSB) Corp of Singapore.

In the year 2000/2001, PT Pulau Sambu (Kuala Enok) went on to achieve ISO14001 (Environmental Management System), OHSAS 18001 (Occupational Health & Safety), ISO 17025 (Laboratory Standard) and GMP / HACCP.

PT Pulau Sambu (Kuala Enok) strictly implements its quality improvement program in the belief that only by maintaining world class quality standards of production and management can a company survive in tomorrow's competitive global business environment.

PT Riau Sakti United Plantations (Factory)



Founded in 1993, PT Riau Sakti United Plantations (Factory) was first established to increase total processing capacity of desiccated coconut. With its own plantation in the backyard, consistent supply of quality coconuts are made possible all year round. These coconuts are processed within 24 hours of receipts at the plant to ensure optimal product freshness. The success of coconut products spurred the group to venture into the pineapple business.

In 1995, PT Riau Sakti United Plantations (Factory) started its canned pineapple production plant which included five high capacity canned pineapple production lines. In the following year, canned coconut milk processing

line was commissioned to increase the group's product offerings. With an appetite to grow, production abilities and supply capacity in PT Riau Sakti United Plantations (Factory) has since expanded tremendously to include juice concentration plant that produces pineapple juice concentrate and coconut water concentrate; UHT processing lines to produce ambient shelf stable coconut milk and cream to tap on the ever-growing demand in Indonesia and around the globe.

With aggressive growth strategy, PT Riau Sakti United Plantations (Factory) has evolved in its production capabilities as well as its raw material sourcing program. Besides purchasing solely from

its plantation, PT Riau Sakti United Plantations (Factory) is actively contributing to the regional economy by processing coconuts sourced from independent small holding farmers.

Today, PT Riau Sakti United Plantations (Factory) employs over 6,000 peoples. Most of them come from the neighbouring areas and are provided with company housing. The group has always been deeply concerned with the welfare of its employees and has done its best to provide them with clinics, schools, places of worship and various recreational facilities. The accessibility of social services ranks high amidst the group's bustling business activities.

PT Riau Sakti United Plantations (Plantations)



Founded in 1986 as a hybrid coconut plantation to emphasize crop intensification, PT Riau Sakti United Plantations (Plantation), located in the Riau Province of East Sumatra Indonesia, is the first successful coconut plantation on porous peat soil in the world.

Peat soil is fertile and suitable for coconut cultivation but the highly porous soil allows too much water seepage and excessive evaporation which become more serious during the dry seasons. This was addressed effectively at PT Riau Sakti United Plantations (Plantation) by the construction of an ingenious irrigation network that comprises of main, secondary and tertiary canals measuring well over 3000km in length. Suitably placed floodgates control water distribution to individual areas and ensure adequate supply of

water at certain levels is consistently maintained. The network has been acknowledged as first of its kind in the world.

The canals are dredged approximately once every 18 months to enable consistent discharge of water to be maintained. The network enhances the productivity of the plantation and ensures that the processing plant at PT Riau Sakti United Plantations (Plantation) has a continuous supply of quality raw material.

Located in the tropical zone with a rainfall of over 2,500mm per annum, the climate serves to be conducive for planting pineapples. Seizing this opportunity, part of the plantation has since the early 1990s been converted for pineapple crop.

PT Riau Sakti United

Plantations (Plantation) also has its own nursery for its hybrid coconut seeds. This has successfully resulted in a highly productive coconut plantation.

Much of PT Riau Sakti United Plantations (Plantation)'s success has to be credited to the research and development efforts of the Research and Advisory Laboratory. The well equipped and competently staffed nursery and laboratory eliminate the need for outsourcing and ensures an uninterrupted supply of premium grade hybrid coconut and pineapple seedlings. Moreover, the laboratory continuously monitors the growth pattern of the plants to actively initiate the critical inducement of flowers and meticulously seek and eliminate harmful diseases.

As corporate philosophy says it, QUALITY is it.

RESEARCH & DEVELOPMENT



We are dedicated in the development of our work in the direction of innovation, introduction and improvement of products and processes.

Our research and development department are led by engineers and industrial

scientists. They are tasked directly to develop new products with applied research in scientific and technological fields to facilitate future product development.

Constant evaluation is key in our progress and we never

stop studying the effectiveness of our methods. We synthesize and theorize how to explore, hypothesize and clarify our designed, developed and tested products. Through our research and development cycle, we wish to implement, improve and study efficacy of our products.

In Sambu Group, the essence of innovation is rooted deep in our D.N.A.

Both our industrial and consumer products are developed to meet the widest possible need, catered to a growing consumer demand. Our innovative spirit can be found in every aspect of our business (social, economy, partnership) and in our products as well. We were born out of innovation and research and development is an integral part of our company.

CONSUMER PRODUCT



Kara Coco 100% Coconut Water *Water from the Tree of Life*

Kara Coco contains water from handpicked fresh coconut which is a natural source of essential electrolytes (potassium, calcium, magnesium, sodium & phosphorus) ideal for hydration.

- Natural Source of Essential Electrolytes
- Source of Potassium
- No Flavourings, Colourings, & Preservatives
- Fat, Cholesterol & Gluten Free

- 250 ml x 12 packs
- 330 ml x 12 packs
- 500 ml x 12 packs
- 1000 ml x 12 packs

CONSUMER PRODUCT



Kara Coco Coconut Water with Mango
Water from the Tree of Life

Kara Coco contains water from handpicked fresh coconut which is a natural source of essential electrolytes (potassium, calcium, magnesium, sodium & phosphorus) ideal for hydration.

- Natural Source of Essential Electrolytes
- Source of Potassium
- No Colourings, & Preservatives
- Fat, Cholesterol & Gluten Free
- 330 ml x 12 packs
- 1000 ml x 12 packs



Kara Coco Coconut Water with Pink Guava
Water from the Tree of Life

Kara Coco contains water from handpicked fresh coconut which is a natural source of essential electrolytes (potassium, calcium, magnesium, sodium & phosphorus) ideal for hydration.

- Natural Source of Essential Electrolytes
- Source of Potassium
- No Colourings, & Preservatives
- Fat, Cholesterol & Gluten Free
- 330 ml x 12 packs
- 1000 ml x 12 packs



Kara Coco Coconut Milk Drink
Dairy free milk from the Tree of Life

A refreshing concoction of fresh coconut water and coconut cream, Kara Coco is a natural source of essential electrolytes (potassium, calcium, magnesium, sodium & phosphorus), and a delicious dairy alternative to add on cereal, fruit and smoothie.

- Made from Fresh Coconut Water and Coconut Cream
- Natural Source of Essential Electrolytes
 - A Good Source of Calcium
 - No Flavourings, Colourings & Preservatives
 - Cholesterol, Gluten & Dairy Free
 - 250 ml x 12 packs
 - 1000 ml x 12 packs



Kara UHT Coconut Cream
The Coconut Ingredients Specialist

With state-of-the-art technology, Kara brings you this Ultra High Temperature (UHT) processed and aseptically packed coconut cream in a handy pack. It achieves the highest hygienic food standard without compromising on your need for the natural flavour and quality of fresh coconut cream.

- A Naturally Cholesterol-free Food*
- No Preservatives
 - No Flavourings
 - No Colourings
 - Gluten-free
 - 65 ml x 46 packs x 4 boxes
 - 200 ml x 25 packs
 - 500 ml x 12 packs
 - 1000 ml x 12 packs

CONSUMER PRODUCT



Kara Classic UHT Coconut Milk

With state-of-the-art technology, Kara brings you this Ultra High Temperature (UHT) processed and aseptically packed coconut milk in a handy pack.

- A Naturally Cholesterol-free Food
- No Preservatives
- No Flavourings
- No Colourings
- Gluten-free
- 200 ml x 25 packs
- 400 ml x 24 packs
- 1000 ml x 12 packs



Kara Light UHT Coconut Milk

It is 30% less fat than average coconut milk available in the market and is specially formulated with fresh coconut water to achieve a richer taste profile.

- 30% less fat than average coconut milk
- Rich in Flavour - made with coconut water
- A Naturally Cholesterol-free Food
- No Preservatives
- No Flavourings
- No Colourings
- Gluten & dairy free
- 200 ml x 25 packs



Kara Coconut Milk / Cream

Perfectly expressed from fresh white coconut meat, smooth and creamy with the full flavour and aroma of juicy coconuts.

- 400 ml x 24 cans

CONSUMER PRODUCT



Kara Coconut Cream Powder

Perfect for baking and instant mixes, this water soluble coconut cream powder comes in a fine powdery texture and an irresistibly rich aroma of coconut. Add to cooking and baking for an extra dose of delight. Adjust ratio of water to powder for desired consistency.

- 50 g x 12 packs x 12 boxes
- 250 g x 24 packs
- 1 Kg x 12 packs

Kara Organic Coconut Milk / Cream

Contains the goodness of organic coconuts that are handpicked from our organic plantation in Sumatra, Indonesia.



Kara Organic Coconut Milk / Cream are certified Organic under EU Organic and USDA Organic regulations. It achieves clean label (no additives) without compromising your need for natural flavour and quality of fresh coconut milk / cream. With no additives, product separation & coconut bits/chunks may occur naturally. Simply stir well before use.

- A Naturally Cholesterol-free Food
- No Additives
- Gluten-free
- 200 ml x 25 packs

Kara Organic Virgin Coconut Oil
Nature's Gift from the Tree of Life

Extracted solely from handpicked matured coconut, Kara Organic Virgin Coconut Oil is chemical-free and 100% natural.. It contains about 60% medium chain fatty acids (MCFAs) which are more easily metabolised by our body.



- Natural Source of MCFAs (Medium Chain Fatty Acids)
- Unrefined & Unbleached
- Non-Hydrogenated
- No Flavourings
- Additive-Free
- A Naturally Cholesterol-free Food
- 220 ml x 12 bottles
- 500 ml x 12 bottles

INDUSTRIAL PRODUCT



Aseptic UHT Coconut Milk / Cream / Extract

Aseptic UHT Coconut Milk / Cream / Extract is a creamy white, sterilised and homogenised product from the natural extract of coconut kernel. It is Ultra High Temperature (UHT) processed and aseptically packed.

Aseptically packed UHT Coconut Milk

- 20 Kg bag-in-carton
- 200 Kg bag-in-drum

Aseptically packed UHT Coconut Cream

- 5 Kg x 4 bag-in-box
- 20 Kg bag-in-carton
- 200 Kg bag-in-drum

Aseptically packed UHT Coconut Milk, Non-Additive

- 20 Kg bag-in-carton
- 200 Kg bag-in-drum

Aseptically packed UHT Coconut Cream, Non-Additive

- 20 Kg bag-in-carton
- 200 Kg bag-in-drum

Aseptically packed UHT Coconut Extract, Non-Additive

- 20 Kg bag-in-carton
- 200 Kg bag-in-drum

Organic Coconut Products

Certified organic under EU Organic and USDA Organic.

Aseptically packed UHT Coconut Cream

It is a creamy white, sterilised and homogenised product from the natural extract of coconut kernel. It is Ultra High Temperature (UHT) processed and aseptically packed.

- 200 Kg bag-in-drum



Coconut Cream Powder

Instant Coconut Cream Powder

A free-flowing white coconut cream powder made from pasteurised and spray dried natural extract of coconut kernel

- 1 Kg x 12 pouches
- 15 Kg bag-in-carton

Non-dairy Coconut Cream Powder

Produced with only two ingredients. This non-dairy coconut cream powder helps to achieve the dairy-free requirement in your product development.

- 15 Kg bag-in-carton



Desiccated Coconut

Desiccated coconut is the deshelled, pared, washed, milled, blanched, dried, sifted and hygienically packed meat of the fresh and mature fruit of coconut

High Fat Desiccated Coconut

- 25 Kg Bag

Low Fat Desiccated Coconut

- 25 Kg Bag

INDUSTRIAL PRODUCT



Aseptic Natural Coconut Water

Aseptic natural coconut water is a translucent liquid from the naturally occurring liquid endosperm of the fresh mature coconut, no added preservative and additive. Product is 100% and commercially sterile.

- 200 Kg bag-in-drum
- 1000 Kg bag-in-bin



Frozen Coconut Water Concentrate

Frozen Coconut Water Concentrate is produced from evaporation of 100% natural fresh coconut water. Fresh coconut water is collected, filtered, use separator and concentrated by evaporation followed by pasteurisation process, filling and stored frozen at cold room.

- 25 Kg bag-in-pail
- 265 kg bag-in-drum



Pineapple Juice Concentrate

Pineapple Juice Concentrate is manufactured from the extracted juice of freshly-picked and fully-ripen pineapple fruits that undergoes processes of concentration by evaporation and pasteurisation prior to filling. No preservatives added.

- 265 Kg bag-in-drum

INDUSTRIAL PRODUCT



Canned Pineapple

Available in slices, chunks, pizza cut, etc. Canned pineapple is processed from the Spanish Queen pineapple variety, unique for its golden yellow colour.

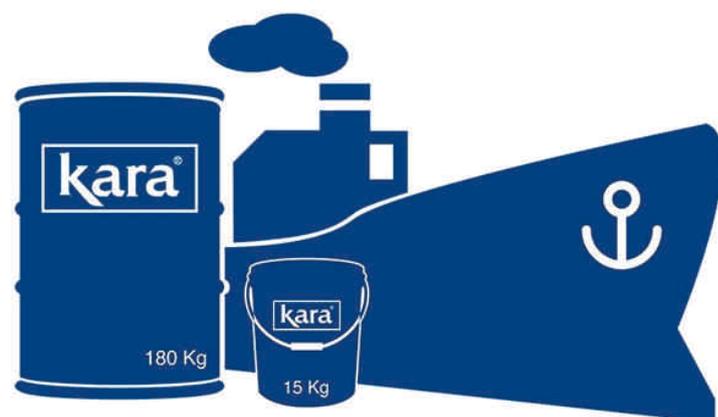
- A10 can



Virgin Coconut Oil

Virgin Coconut Oil is a clear oil extracted by a special mechanical process from dry processing of fresh coconut meat without retained coconut flavour. No chemical is added during processing.

- 15 Kg bag-in-pail
- 180 Kg tight head drum



Coconut Oil

A rich source of Medium Chain Fatty Acids (MCFAs), coconut oil is available in crude (CNO) and refined, bleached & deodorised (RBD).

RBD Coconut Cooking Oil

- 15 kg bag-in-pail
- 180 Kg tight head drum

CNO and RBD

- Marine Tanker

SARI SEAR HUSADA PT



PT. Sari Segar Husada has engaged in coconut processing industry since 1986. We are now one of the biggest coconut product manufacturers in Indonesia.

Our diverse portfolio of products include: desiccated coconut, coconut cream, coconut milk, coconut water, and coconut gel. Not only made for retail markets, our coconut products are also specialized for Confectionery and Food Industry mainly for added flavor and health ingredient. Our products have already shipped



overseas to Asia, Australia, Europe and America.

As an international company, we maintain our product qualities and product diversifications by complying to international standards. Today, our company is certified with ISO:22000, Kosher, and Halal, making us one of competitive companies recognized by customers around the world.

We also believe that good products come from great technology. Over the years, we have equipped ourselves in the latest technology from Europe and the USA to create the best product we can provide. We also put high standard on hygiene in our factory to ensure that our product is clean and safe for our customers.

COCONUT BENEFIT

Coconut Coir

- Floor mats and doormats
- Brushes
- Rope and strings
- Stuffing for mattresses
- Fishing nets



Coconut Water & Coconut Meat

- Desiccated Coconut
- Coconut Cream/ Milk
- Coconut Water
- Nata De Coco
- Coconut Oil

Coconut Husk & Shells

- Pot for plants
- Bowls, utensils, and handicrafts
- Coconut Charcoal
- Activated Carbon

PRODUCTS RANGE

Desiccated Coconut

Desiccated Coconut Benefits:



Source of Energy

1-ounce serving of full fat desiccated coconut provides over 80% of the amount of saturated fat an adult should consume daily!

Essential Nutrients

Desiccated coconut is rich in dietary fiber, manganese, copper and selenium.

Coconut Milk Benefits:

Easy Applications on Food and Beverage

Coconut milk can be easily combined with many food and beverage ingredients, creating a rich and flavorful taste.



Helpful for Losing Weight

Contrary to popular beliefs, coconut milk is actually a very filling, fat-burning food. It hydrates and helps digestive organs to help metabolize fat and remove waste from the body.

As a Substitute

Coconut milk is now widely used as a substitute ingredient for milk and soymilk.

Coconut Water Benefits:



Better than Some Sugary Drinks

Coconut water is refreshing and flavorful, but contain less sugar than most sport drinks, sodas, and some fruit juices.

Lowers Blood Pressure

Coconut water is rich in potassium, magnesium, and Vitamin C content, which is good to control high blood pressure and hypertension.

A Great Antidote

Coconut water replenishes the electrolytes in the body and boosts hydration. Also, its antioxidants help fighting oxidative stress in our body.

Nata De Coco Benefits:



A Great Mix With Beverages

Nata De Coco's distinctive flavor and texture makes it a great mix with variety of cold drinks and dessert menus.

Nutrient Rich

Nata De Coco contains a lot of calcium, iron, phosphorus, vitamin B1, and protein.

Low Fat Content

Due to the low presence of fat in Nata De Coco, it is a great choice for those of us who want to maintain body weight.

High Fat Desiccated Coconut and Low Fat Desiccated Coconut

Desiccated Coconut is shredded fresh and dried white meat of mature coconuts which have natural taste, flavor and aroma of fresh coconut.



It could be applied for baking, dessert, cooking, and further processing in industrial use.

Type of High Fat Desiccated Coconut:

- Extra Fine Grade
- Fine Grade
- Medium Grade

Type of Low Fat Desiccated Coconut:

- Fine Grade
- Medium Grade

Packaging

Blue polyethylene liner in multi-wall kraft bag:

- 25 kg
- 25 lbs
- 100 lbs

Storage and Handling Instructions

Desiccated Coconut could be stored in room temperature (15oC - 21oC) at 50% - 60% RH.

Store on pallets or dunnage in cool, dry, odor-free area, out of sunlight and away from walls. Reseal the package tightly when the product is not completely used up.

Shelf Life

12 months under recommended storage conditions

Pure Coconut Water

Coconut water is the substitute for isotonic drink. Coconut Water has been consumed for centuries in tropical countries and is believed to treat a variety of health-related ailments.



Coconut water is not only an incredibly popular thirst-quencher, but it packs quite lots of nutritional benefits as well. Our coconut water is made from pure coconut without any additives, so we can guarantee the freshness and the healthiest of our product. We also use UHT system to assure our customer about the hygienic of our coconut water.

The application of Coconut Water is for drinking and for cooking. In Indonesia, people use coconut water to give natural sweetness in the cuisine.

Packaging

The packaging for our coconut water:

- 20 kg (Aseptic bag with carton box outer)
- 200 kg (Aseptic bag with drum outer)
- 1000 kg (Aseptic bag with flexibox outer)

Storage and Handling Instructions

Store in ambient temperature in dry, odor free area, out of sunlight and away from wall.

Shelf Life

12 months under recommended storage conditions



Coconut Cream Fat 24% ± 1%

Coconut Cream with additives is a creamy white product aseptically processed from the natural extract of fresh and matured coconut meat. UHT processing technology is used to preserve the freshness and natural flavor and aroma of fresh coconuts.

It could be as major ingredient in Asian households for preparation of exotic oriental dishes, desserts, and beverage drinks. Not only can be applied for household but also for industrial applications such as Dairy Products (Ice Cream), Bakery Products (Biscuits, Cookies, and Confectionery).



Packaging

Retail packaging:

- 65 ml (Tetrapak)
- 200 ml (Tetrapak)
- 500 ml (Tetrapak)

Industrial packaging:

- 20 kg (Aseptic bag with carton box outer)
- 200 kg (Aseptic bag with drum outer)
- 1000 kg (Aseptic bag with flexbox outer)

Storage and Handling Instructions

Product must be stored under cool and dry condition. Refrigeration is recommended once the pack has been opened, however do not freeze to avoid irreversible damage to the product.

Shelf Life

18 months under recommended storage conditions

Coconut Milk Fat 17% ± 1%

Coconut Milk with additives is a creamy white product aseptically processed from the natural extract of fresh and matured coconut meat.

UHT processing technology is used to preserve the freshness and natural flavor and aroma of fresh coconuts.

It could be as major ingredient in Asian households for preparation of exotic oriental dishes, desserts, and beverage drinks. Not only can be applied for household but also for industrial applications such as Dairy Products (Ice Cream), Bakery Products (Biscuits, Cookies, and Confectionery).

Retail packaging:

- 65 ml (Tetrapak)
- 200 ml (Tetrapak)
- 500 ml (Tetrapak)

Industrial packaging:

- 20 kg (Aseptic bag with carton box outer)
- 200 kg (Aseptic bag with drum outer)





- 1000 kg (Aseptic bag with flexbox outer)

Storage and Handling Instructions

Product must be stored under cool and dry condition. Refrigeration is recommended once the pack has been opened, however do not freeze to avoid irreversible damage to the product.

Shelf Life

18 months under recommended storage conditions

Nata De Coco in Light Syrup

Nata de Coco (some referred as Coconut Gel or Coconut Jelly) is

a popular dessert in Asia. Made from fermentation of coconut water, Nata De Coco is highly regarded for its high dietary fiber content and zero cholesterol.

Nata De Coco is often cut into small cubes and could very well



be mixed with several popular desserts such as ice cream, pudding, and fruit mixes.

Packaging

Our Nata De Coco is packed in:

- PE Plastic Cup 240 gram
- PE Stand Pouch 360 gram
- PE Plastic Bag 1,000 gram

Storage and Handling Instructions

Keep at room temperature
Avoid direct sunlight
Refrigerate after opening

Shelf Life

14 months under recommended storage conditions

**Directorate General Of National Export Development
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