Tani Agro Niaga Indonesia

COMPANY Profile

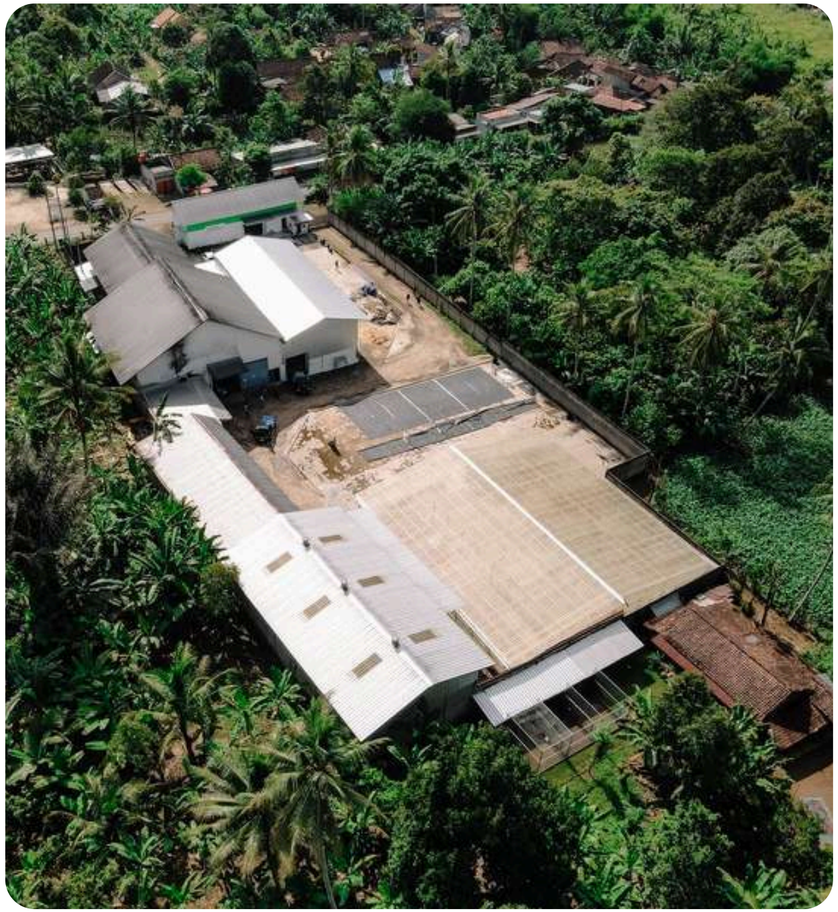
PT Tani Agro Niaga Indonesia



Our Website
www.taniagro.co.id

Our Website

About Us



For more than 400 years, Indonesia archipelago is home to a remarkable crops diversity, each with its own microclimate and rich of soil quality. Laying from the highlands of Sumatra, Java, to Sulawesi & Papua, the diversity in growing conditions produces a variety of crops with high flavors that cater to various preferences. **robusta green bean, arabica green bean, cocoa bean, cocoa butter, cocoa powder, cinnamon, cloves,and java black pepper** from Indonesia offers something for the world, making it a choice for those who seeking of variety and quality.

By carrying the value of **rooted in integrity, growth in sustainability and produce the prosperity**. Cooperate based on integrity of business and products, monitoring production through environmental sustainability way and small holder farmer mutual partnership, **PT Tani Agro Niaga Indonesia is established since 2018** to bring Indonesian crops to glory again, feeding the world with quality.

The operations of PT Tani Agro Niaga Indonesia are based in **Tanggamus Regency, Lampung Province,** and supported by several buying stations located throughout all mainland in Indonesia, working together with local farmers and smallcollectors partners to ensure that the crops are available in sufficient quantities and good quality.

PT Tani Agro Niaga Indonesia is seeking **B2Bstrategic partners domestically and globally** who share the same vision for providing high quality food commodities through a sustainable agriculture process. We are ready to bring Indonesia's high quality crops across the globe with a solid commitment based on **high quality products, excellent services, and long term commitment.**



Vision

To become a leading commodity company that continuously innovates for corporate advancement, enhances farmers' welfare, and is committed to social, economic, and technological empowerment.

Mission

1. **Driving economic advancement** through the management of agricultural enterprises to empower farmers, agricultural cooperatives, industry associations, and corporations. Our business objectives are centered on profitability, mutual benefit, continuous growth, long term sustainability, and shared prosperity.
2. **Fostering a sustainable and ecofriendly agricultural ecosystem** by utilizing safe, non hazardous agricultural inputs derived from local natural resources.
3. **Developing and cultivating highly competitive agricultural products** tailored for the international export market.

Top 10 Exporting Commodities in 2025

1. **CPO**
   - Export in USD : **USD 24,8 Billion**
   - Volume : **31,2 Million Ton**
2. **Rubber**
   - Export in USD : **USD 6,1 Billion**
   - Volume : **2,9 Million Ton**
3. **Coffee (Green Bean and Roasted)**
   - Export in USD : **USD 1,5 Billion**
   - Volume : **470 Thousand Ton**
4. **Cocoa (Bean and By Product)**
   - Export in USD : **USD 1,2 Billion**
   - Volume : **325 Thousand Ton**
5. **Tea**
   - Export in USD : **USD 255 Million**
   - Volume : **65 Thousand Ton**



More Than

IDR 45 Trillion / Year

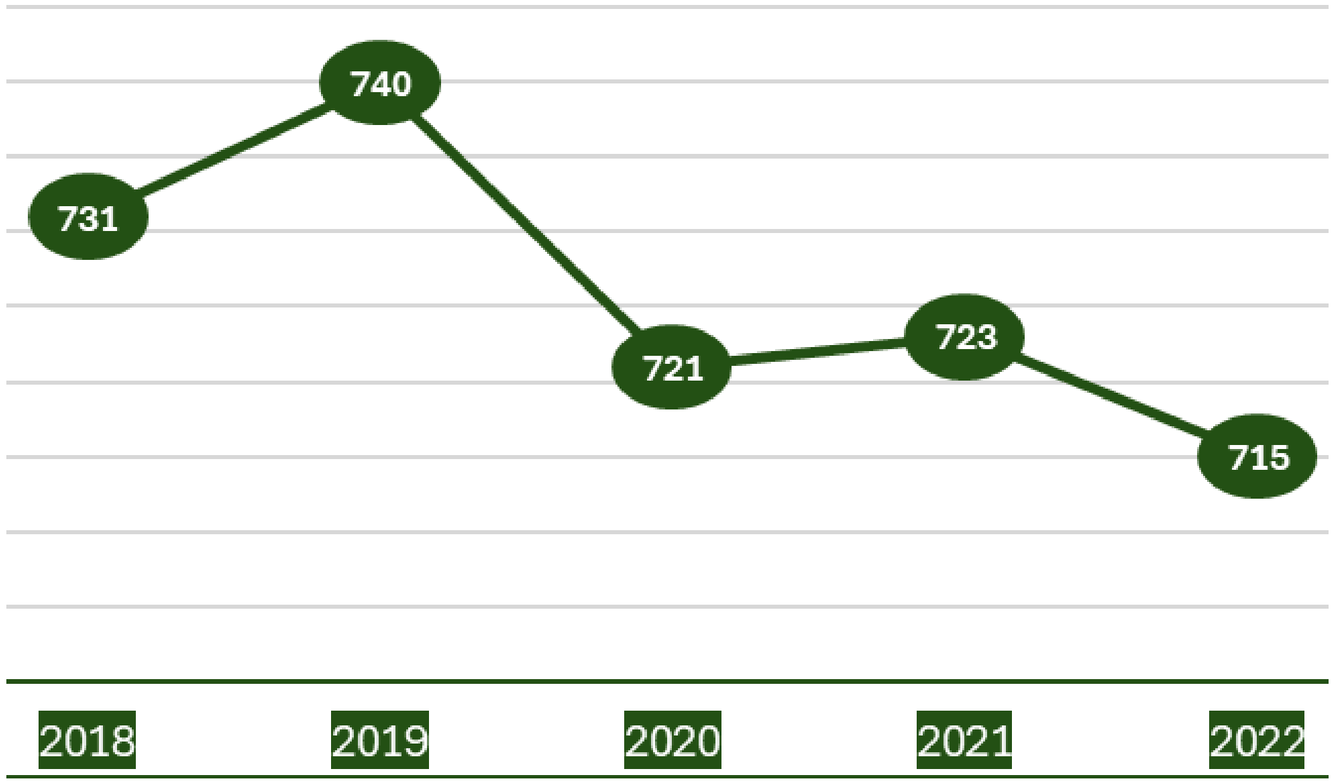
6. **Pepper (White and Black)**
   - Export in USD : **USD 180 Million**
   - Volume : **38 Thousand Ton**
7. **Nutmeg**
   - Export in USD : **USD 152 Million**
   - Volume : **18 Thousand Ton**
8. **Cloves**
   - Export in USD : **USD 110 Million**
   - Volume : **14 Thousand Ton**
9. **Vanilla**
   - Export in USD : **USD 87 Million**
   - Volume : **1.900 Ton**
10. **Cinnamon (Cassia)**
    - Export in USD : **USD 74 Million**
    - Volume : **21 Thousand Ton**

Why Coffee?

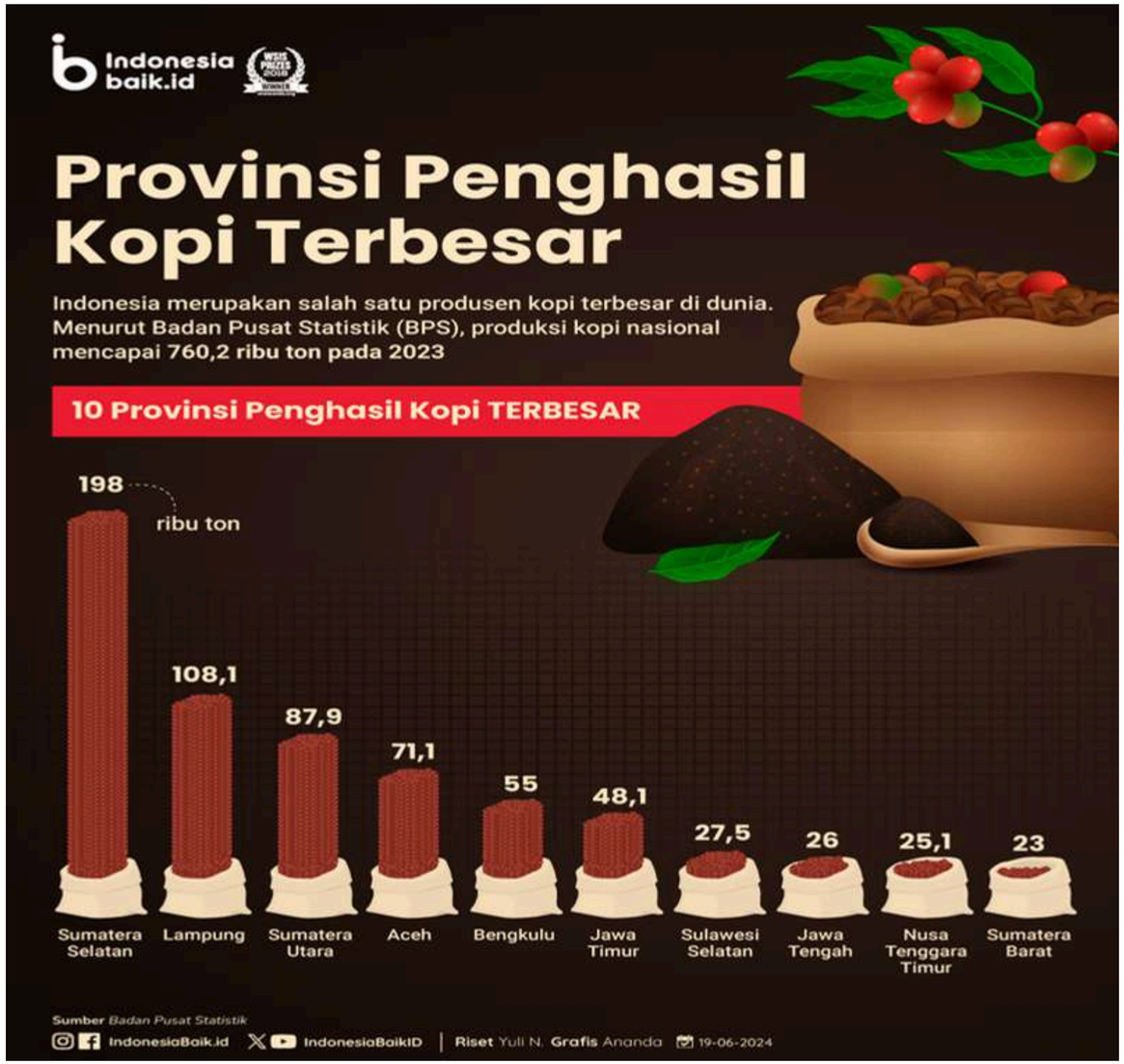


- The world top 4th Coffee Producer
- Top 5th Indonesia export commodities (US$ 915,92 million in 2023)
- Produce 790.000 MT/Year in 2023
- 0,7 T/hectares/year of productivity vs Vietnam 2,4T/hectares/year

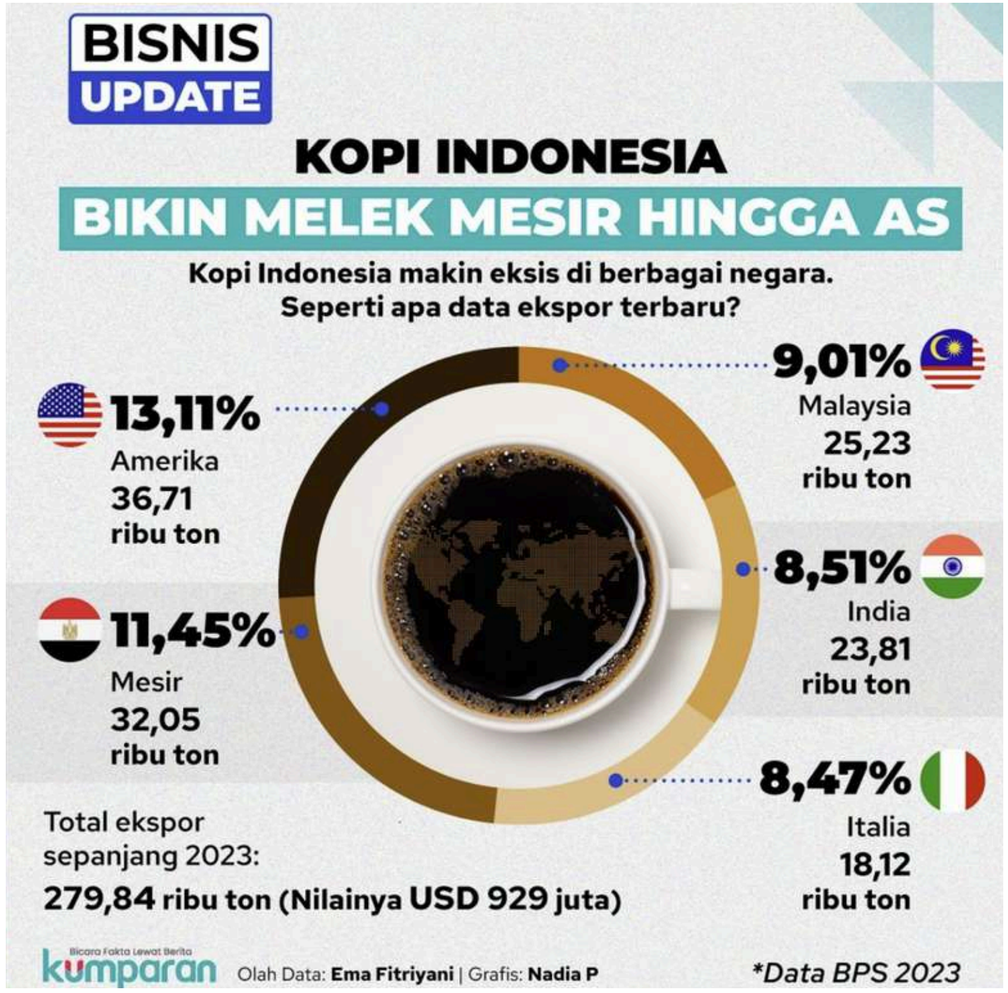
Coffee Productivity / Hectare




Indonesia
Penghasil Kopi Terbesar
ke-4 di Dunia
Berdasarkan data dari United States Department of Agriculture (USDA), Indonesia menempati peringkat keempat di dunia dalam hal penghasil kopi
Negara Penghasil Kopi Terbesar
Brazil 66,400
Vietnam 30,100
Kolombia 12,900
Indonesia 10,900
Ethiopia 8,360
Uganda 6,400
India 6,200
Honduras 5,300
Peru 4,350
Meksiko 3,870
* Dalam ribu kantong (berukuran 60kg)
Data: USDA per Desember 2024/2025
SUMBER: USDA FOTO: ISTIMEWA GRAFIS: AGUS
CARA PANDANG

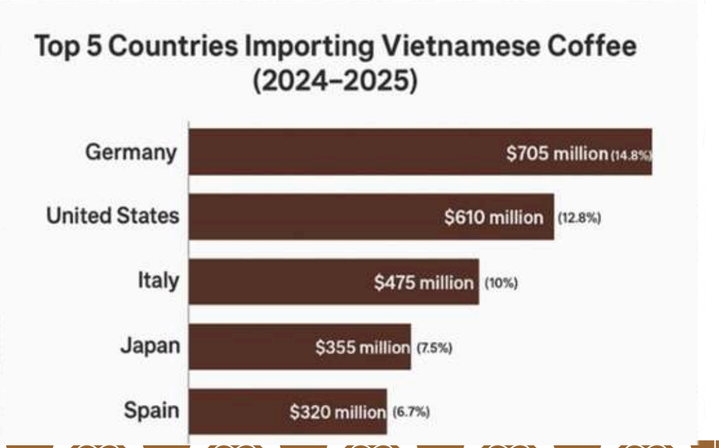

Indonesia baik.id
Provinsi Penghasil Kopi Terbesar
Indonesia merupakan salah satu produsen kopi terbesar di dunia. Menurut Badan Pusat Statistik (BPS), produksi kopi nasional mencapai 760,2 ribu ton pada 2023
10 Provinsi Penghasil Kopi TERBESAR
198 ribu ton
108,1
87,9
71,1
55
48,1
27,5
26
25,1
23
Sumatera Selatan
Lampung
Sumatera Utara
Aceh
Bengkulu
Jawa Timur
Sulawesi Selatan
Jawa Tengah
Nusa Tenggara Timur
Sumatera Barat
Sumber Badan Pusat Statistik
IndonesiaBaik.id IndonesiaBaikID | Riset Yuli N. Grafis Ananda 19-06-2024

Coffee as a Key Driver of Global Trade



Year	Ton
2000	19.441
2001	11.360
2002	15.011
2003	24.907
2004	21.348
2005	30.500
2006	27.636
2007	19.529
2008	30.213
2009	36.188
2010	26.711
2011	27.344
2012	29.081
2013	38.153
2014	29.746
2015	43.048
2016	35.820
2017	38.103
2018	27.930
2019	35.452
2020	27.238
2021	24.590
2022	24.006
2023	18.122

Vietnam has consolidated its position as the world's **second-largest coffee exporter** and the **leading supplier of robusta**, accounting for more than 40% of global robusta output in several recent crop years. During 2024–2025, export revenue reached approximately **USD 5.0–5.6 billion**, driven by rising global demand for robusta, higher export prices, and growth in value-added products.



Why Indonesian Coffee Matters



Significantly Richer Flavor Profiles (Tasting Notes)

Indonesia:

Exhibits a more complex and distinctive flavor profile. Depending on the region of origin (e.g., Lampung, Dampit, Temanggung, or Flores), Indonesian Robusta frequently presents tasting notes of dark chocolate, caramel, spice, nuts, and pleasant earthy undertones. Its bitterness tends to be well rounded, smooth, and highly palatable.



Crema Quality and Role in Espresso Blends

Indonesia:

Indonesian Robusta is highly valued by European roasters particularly in Italy for traditional espresso blends. It consistently produces thick, long lasting crema while adding a rich, full bodied mouthfeel without overpowering or compromising the flavor profile of the Arabica beans it is blended with.

Why Indonesian Coffee Matters



Volcanic Soil Advantage and Altitude Factors (Terroir Excellence)

Indonesia:

The natural environment, characterized by highly fertile volcanic soil, provides abundant nutrients to the crops. Furthermore, much of Indonesia's Robusta is cultivated in hilly terrains at medium elevations (400–800 meters above sea level) and is frequently managed using intercropping or shade grown agricultural systems. This specific environment causes the coffee cherries to mature more slowly, facilitating the optimal development of their natural sugar content.



Pioneer of the Fine Robusta movement

Indonesia:

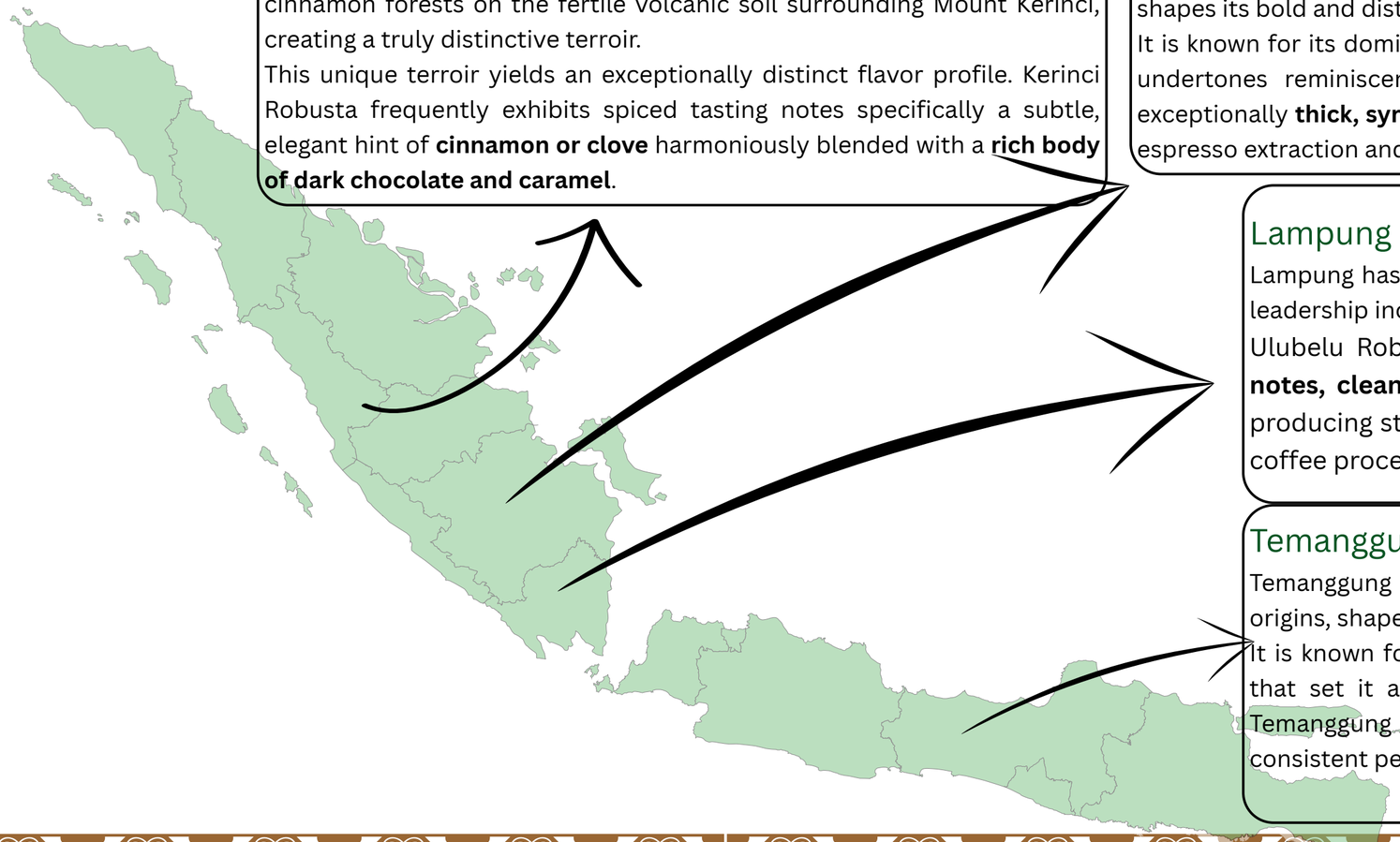
The ecosystem of coffee farmers and processors in Indonesia has made significant advancements in developing "Fine Robusta" (specialty grade Robusta). Through selective harvesting practices (picking only ripe red cherries) and innovative post harvest processing methods (such as fully washed, honey, or anaerobic fermentation), Indonesian Robusta successfully eliminates traditional "rubbery" notes, resulting in an exceptionally clean cup profile

Distinct Origins, Distinct Flavor

Kerinci Robusta

Kerinci Regency is recognized as one of the world's largest cinnamon producing regions. Its Robusta coffee is often cultivated alongside cinnamon forests on the fertile volcanic soil surrounding Mount Kerinci, creating a truly distinctive terroir.

This unique terroir yields an exceptionally distinct flavor profile. Kerinci Robusta frequently exhibits spiced tasting notes specifically a subtle, elegant hint of **cinnamon or clove** harmoniously blended with a **rich body of dark chocolate and caramel**.



Smendo Robusta

Cultivated in the volcanic highlands surrounding Mount Seminung and Lake Ranau at elevations of 700–1,000 MASL, Smendo Robusta benefits from a highly favorable agroclimatic environment that shapes its bold and distinctive character.

It is known for its dominant **brown sugar and dark cocoa notes,** complemented by signature earthy undertones reminiscent of fresh soil after rain, along with subtle woody accents. With an exceptionally **thick, syrupy body,** Smendo Robusta maintains its flavor integrity under high pressure espresso extraction and performs exceptionally well in modern milk based coffee beverages.

Lampung Robusta (Ulubelu)

Lampung has long been recognized as the global face of Indonesian Robusta, with quality leadership increasingly centered in highland regions such as Ulubelu.

Ulubelu Robusta is distinguished by its **bold flavor profile**, offering strong **spicy notes, clean earthy** characteristics, and a consistently robust cup. Renowned for producing stable, **long lasting crema**, it serves as an ideal raw material for advanced coffee processing industries and large scale export markets.

Temanggung Robusta (Central Java)

Temanggung Robusta is widely regarded as one of Indonesia's most distinctive Robusta origins, shaped by its unique intercropping cultivation system.

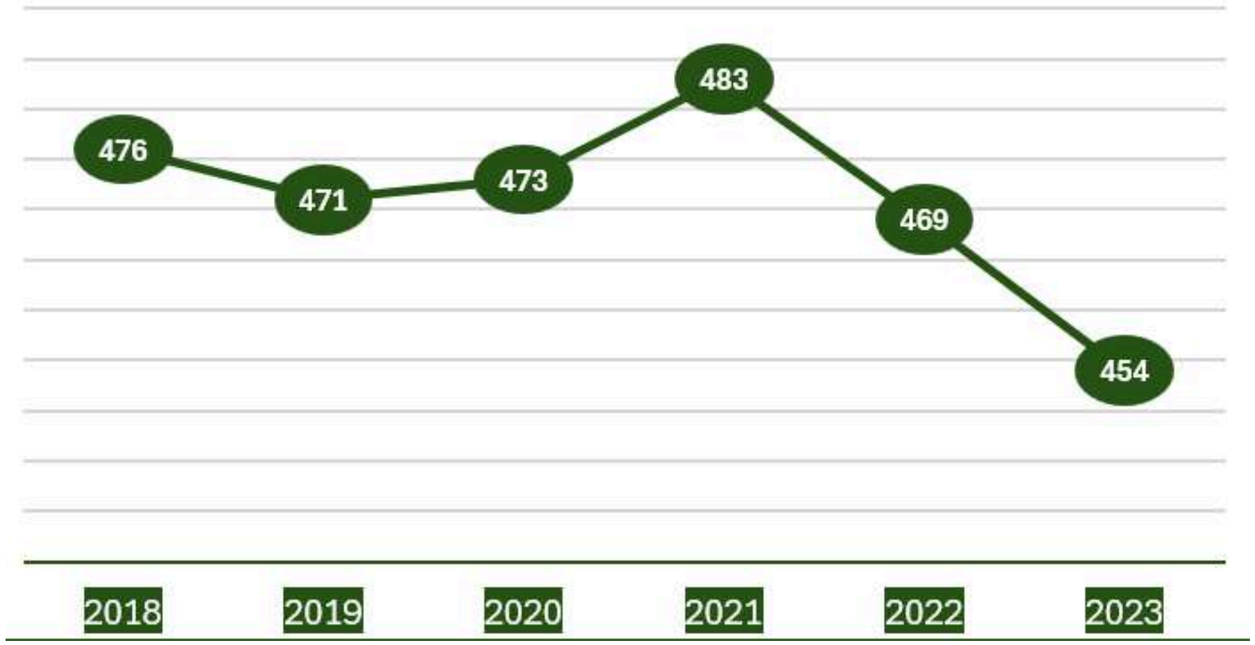
It is known for its **refined tobacco like aroma** and flavor, delivering subtle, elegant notes that set it apart from conventional Robusta profiles. Beyond its signature character, Temanggung Robusta is recognized for its exceptionally **clean cup quality**, making it a consistent performer in Indonesia's Fine Robusta competitions.

Why Cocoa?

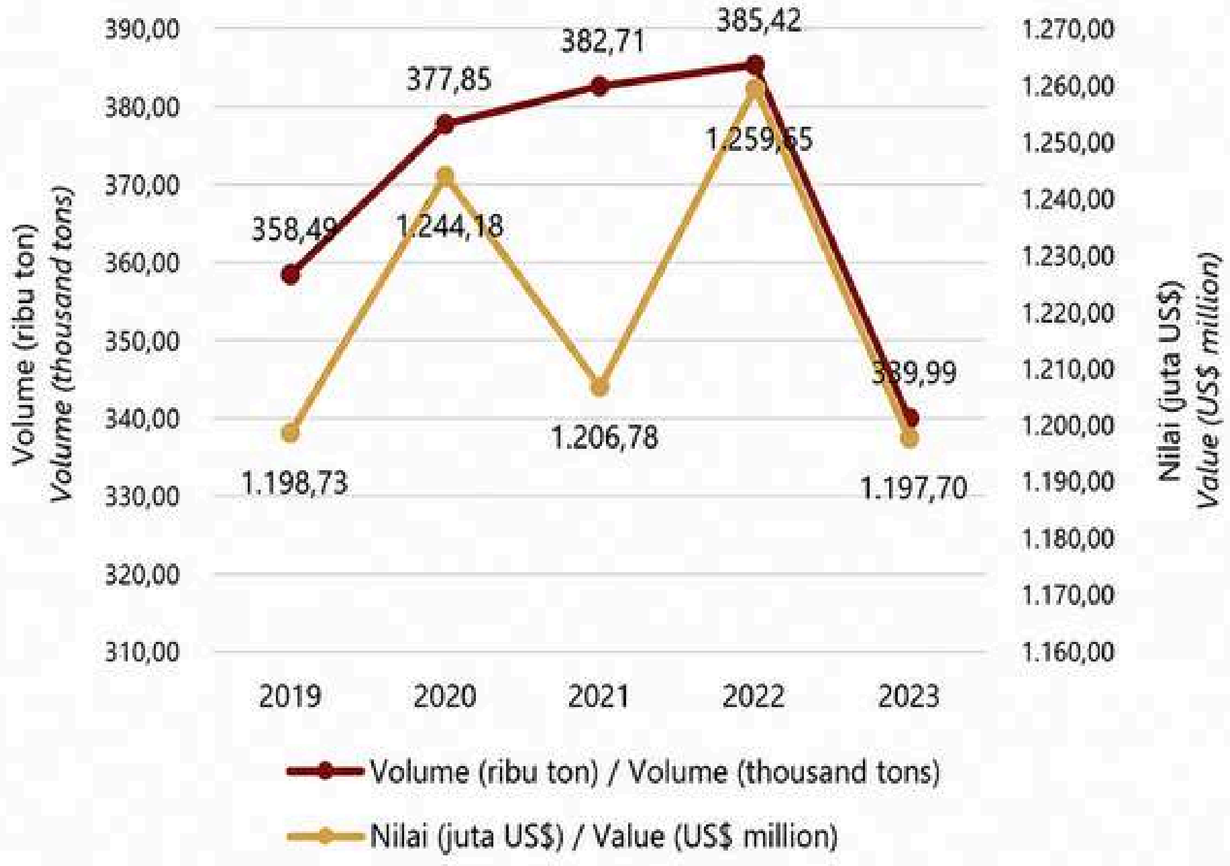


- The world top 3rd Cocoa Producer
- Top 4th Indonesia export commodities (US$ 1,2 billion in 2025)
- Produce 632.000~ MT/Year in 2023
- 0,4 T/hectares/year of productivity vs Ghana 0,6T/hectares/year

Cocoa Productivity / Hectare

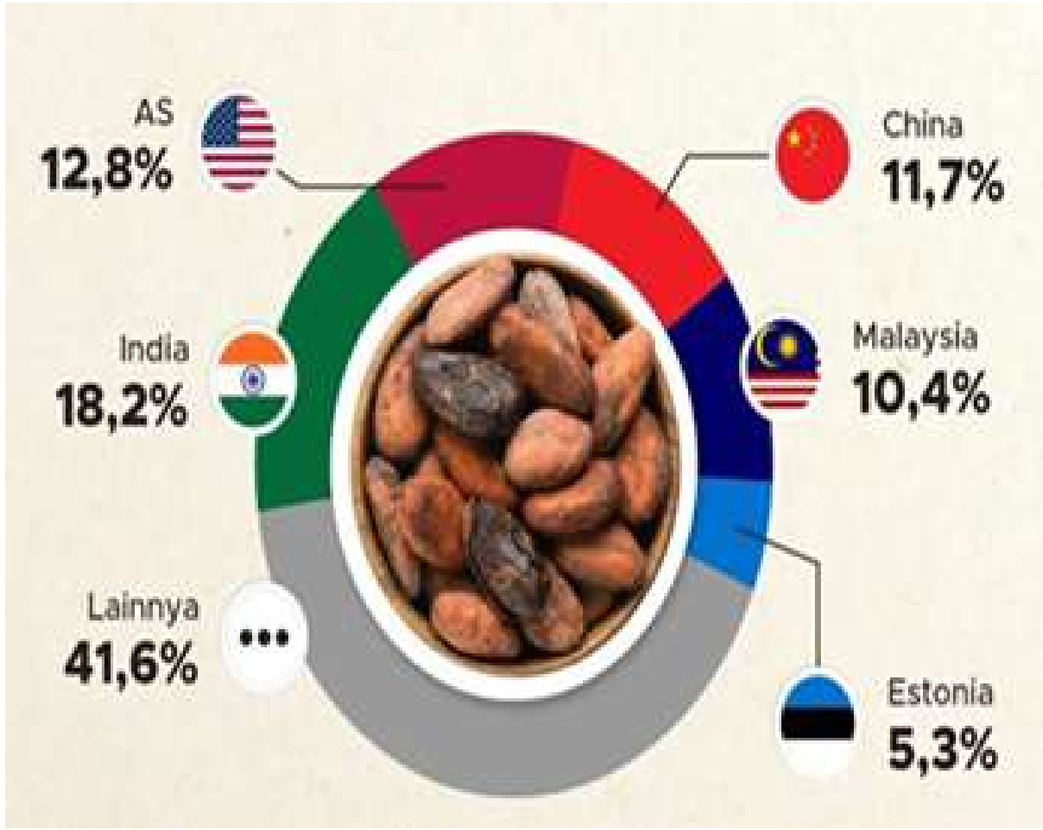


Indonesia’s Cocoa Exports



Volume and Value of Indonesia’s Cocoa Exports in 2019 - 2023 (thousand tons, US$ million)

Top 5 Cocoa Exporting Countries

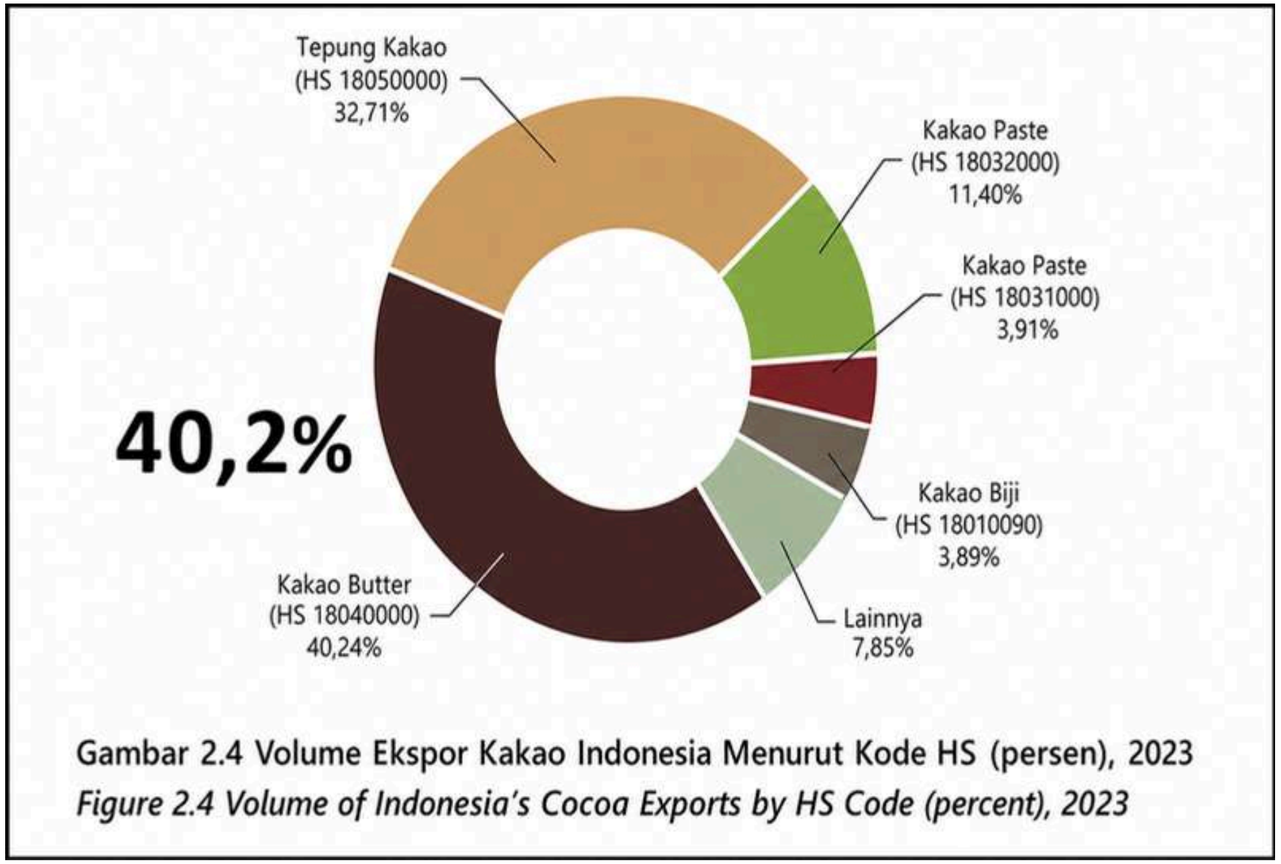


Indonesia's Cocoa Exports



Volume of Productivity Cocoa in 2022 (thousand ton)

Volume of Indonesia's Cocoa Export



Gambar 2.4 Volume Ekspor Kakao Indonesia Menurut Kode HS (persen), 2023

Figure 2.4 Volume of Indonesia's Cocoa Exports by HS Code (percent), 2023

From Bean to Excellence: Sustainable Cocoa Processing Journey



Cocoa Powder and Butter :

Key Ingredients for the Global Chocolate Industry





Why Indonesian Cocoa Matters

A Distinctive Flavor Profile Valued



Indonesia:
Indonesian cocoa is known for its bold earthy, nutty, woody, and slightly fruity characteristics. This flavor profile makes it highly versatile for chocolate manufacturing, beverages, bakery products, and cocoa based ingredients. Many global manufacturers choose Indonesian cocoa because it blends well with other origins while still delivering a strong and recognizable cocoa character.

Fertile Volcanic Soil Advantages



Indonesia:
Indonesia sits on the Pacific “Ring of Fire,” giving the country some of the world’s most fertile volcanic soil. These mineral rich lands provide ideal nutrients for cocoa trees, helping produce beans with strong cocoa intensity and complex flavor depth. Combined with tropical rainfall and warm temperatures, Indonesia offers a natural environment where cocoa can thrive year round

Why Indonesian Coffee Matters

Diverse Cocoa Clones with Strong Agricultural Potential



Indonesia:

Indonesia has developed and cultivated various cocoa clones such as MCC 01, MCC 02, Sulawesi 01 (S01), Sulawesi 02 (S02), and other regional varieties that are known for productivity, disease resistance, and bean quality. Each clone carries different characteristics in yield potential, flavor profile, adaptability, and resilience to tropical growing conditions. This diversity allows Indonesian cocoa farmers and producers to continuously improve quality, consistency, and long term sustainability for global market demand.

Strong Potential for Sustainable & Future Growth



Indonesia:

Cocoa industry is entering a new phase focused on sustainability, traceability, and quality improvement. Increasing adoption of better farming practices, post harvest handling, and agroforestry systems is helping improve both bean quality and environmental resilience. With growing global demand for responsibly sourced cocoa, Indonesian cocoa holds strong potential to become an even more important player in the international market.

FOUNDERS



ARIEF P. ADI

COMMISSIONER



FRANS TAMBUNAN

PRESIDENT DIRECTOR



THOMAS HADINATA

DIRECTOR

OUR BEST TEAM



YOSKILLY

GM FINANCE
(UAJY)



GILBERT C.H.

GM MARKETING & NPD
(BINUS)



RULLY

GM OPERATION
(UNPAD)



WINANDA

GM SOURCING &
SUPPLY CHAIN
(IPB)



NOVA ANDRIANI

PRODUCT MANAGER
(IPB)



TEGUH ALFARIZI

PRODUCT MANAGER
(IPB)



VARSHA S.

QC MANAGER
(UGM)



PANDU

PRODUCTION
PLANNER/PPIC
(IPB)



WINANDA

HEAD OF BUYING
STATION
OKUS



HARI BUDIARTO

HEAD OF BUYING
STATION
LAMPUNG TIMUR



ARIF RAHMAN

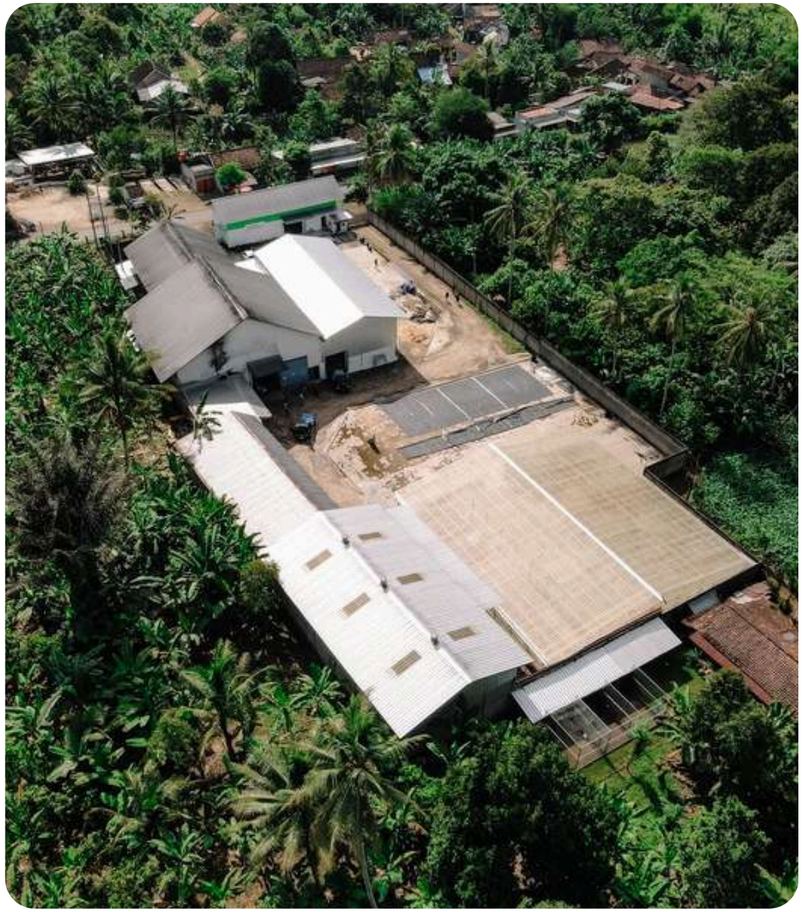
HEAD OF BUYING
STATION
LAMPUNG BARAT



JAKA

HEAD OF BUYING
STATION
TEMANGGUNG

VALUES



Respect

Fair opportunities grow when we listen, trust, and value each other's perspectives. Strong teams are built by keeping promises and supporting colleagues when it matters most.

Integrity

Accountable, Honest, Punctual, Keeping promises, Willing to admit mistakes, Being a role model, Standing for what is right.

Innovation

Growth comes from developing better products, improving quality, and creating smarter, more efficient ways of working. Expanding market reach and embracing technology help drive stronger performance and long term success.

Harmony

Strong collaboration starts with respecting differences, valuing others' rights, and solving challenges constructively. By prioritizing teamwork and offering thoughtful feedback, we create a culture focused on growth and mutual success.

Customer Focus

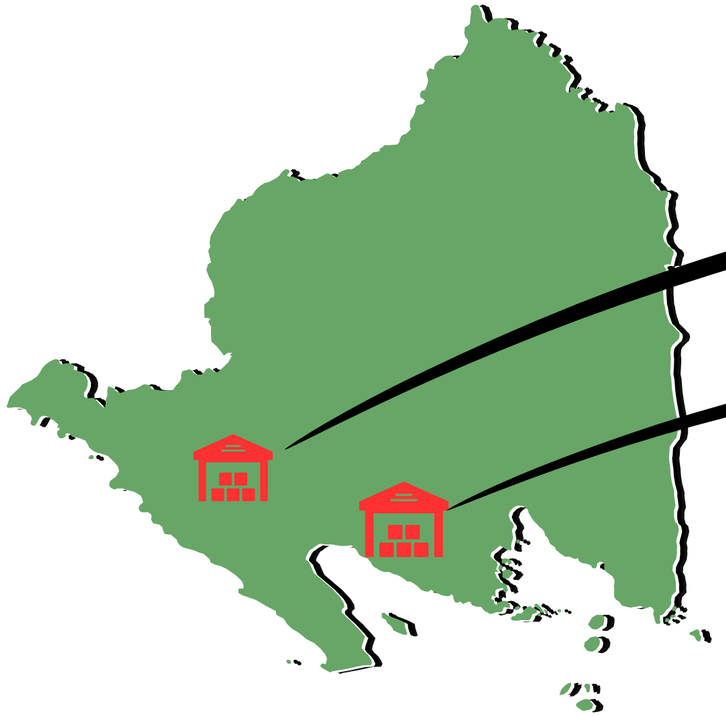
Putting customers first starts with listening to their feedback and creating personalized experiences. When customer care becomes a core value, every employee helps build stronger relationships and lasting trust.

Stewardship

Strong collaboration starts with respecting differences, valuing others' rights, and solving challenges constructively. By prioritizing teamwork and offering thoughtful feedback, we create a culture focused on growth and mutual success.

OUR SOURCES


Head Office
Warehouse
Cocoa Bean
Coffee Bean
Cocoa's Production
North Sumatra
West Sumatra
Smendo
Jambi
Bengkulu
Lampung
Temanggung
West Nusa Tenggara
North Sulawesi





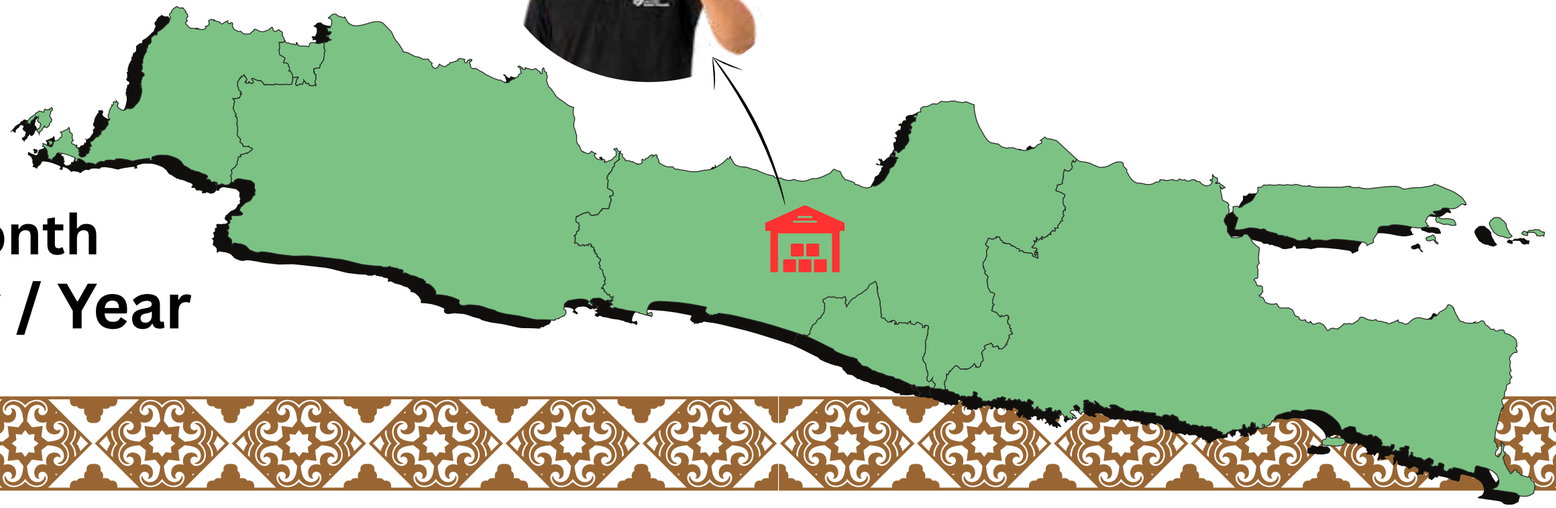
WAREHOUSE WEST LAMPUNG
BUYING STATION OKU
BUYING STATION BENGKULU
CAPACITY PER YEAR 3000 TON



WAREHOUSE TALANG PADANG
BUYING STATION KERINCI
BUYING STATION LOMBOK
CAPACITY PER YEAR 2000 TON



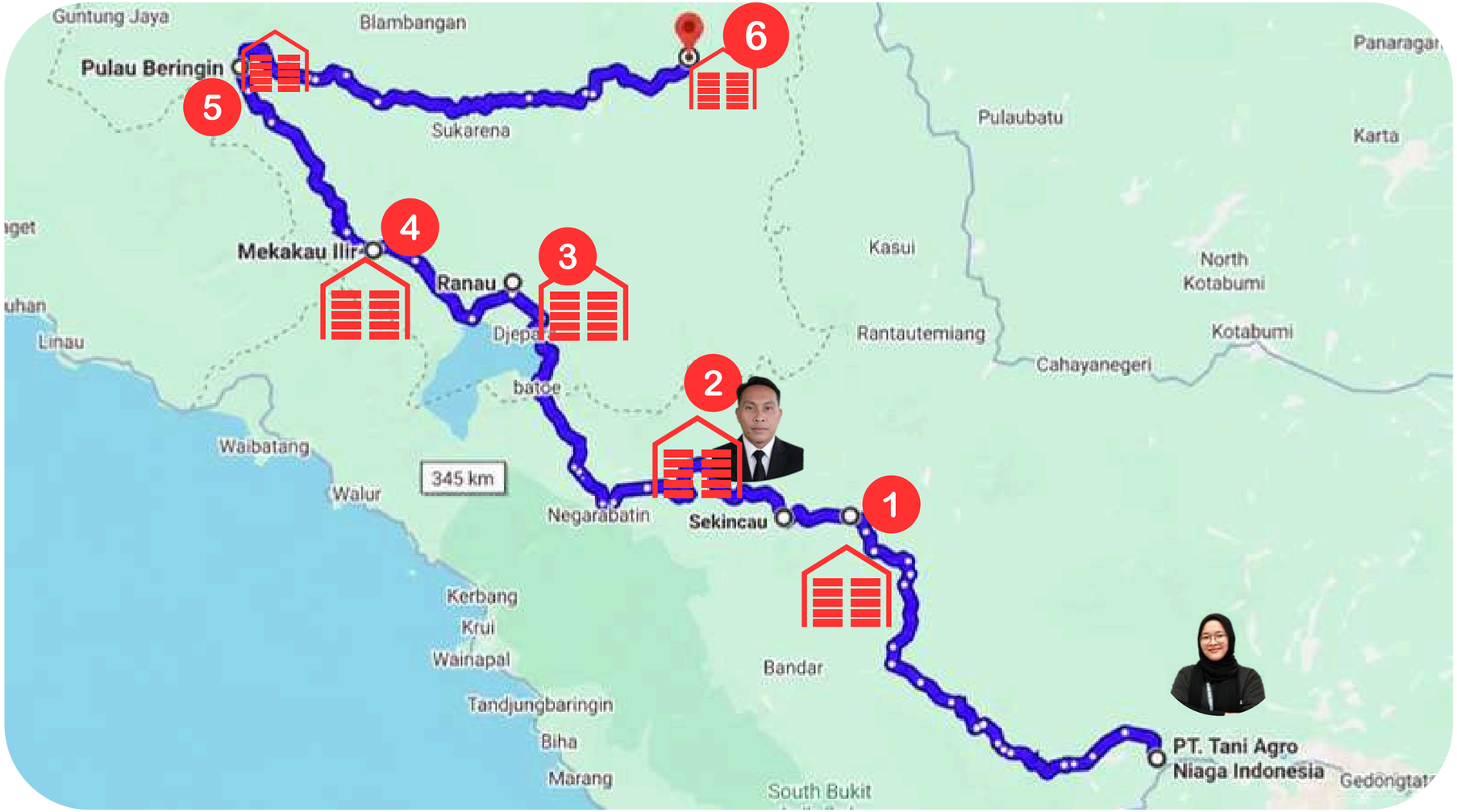
WAREHOUSE TEMANGGUNG
BUYING STATION PEKALONGAN
CAPACITY PER YEAR 1000 TON

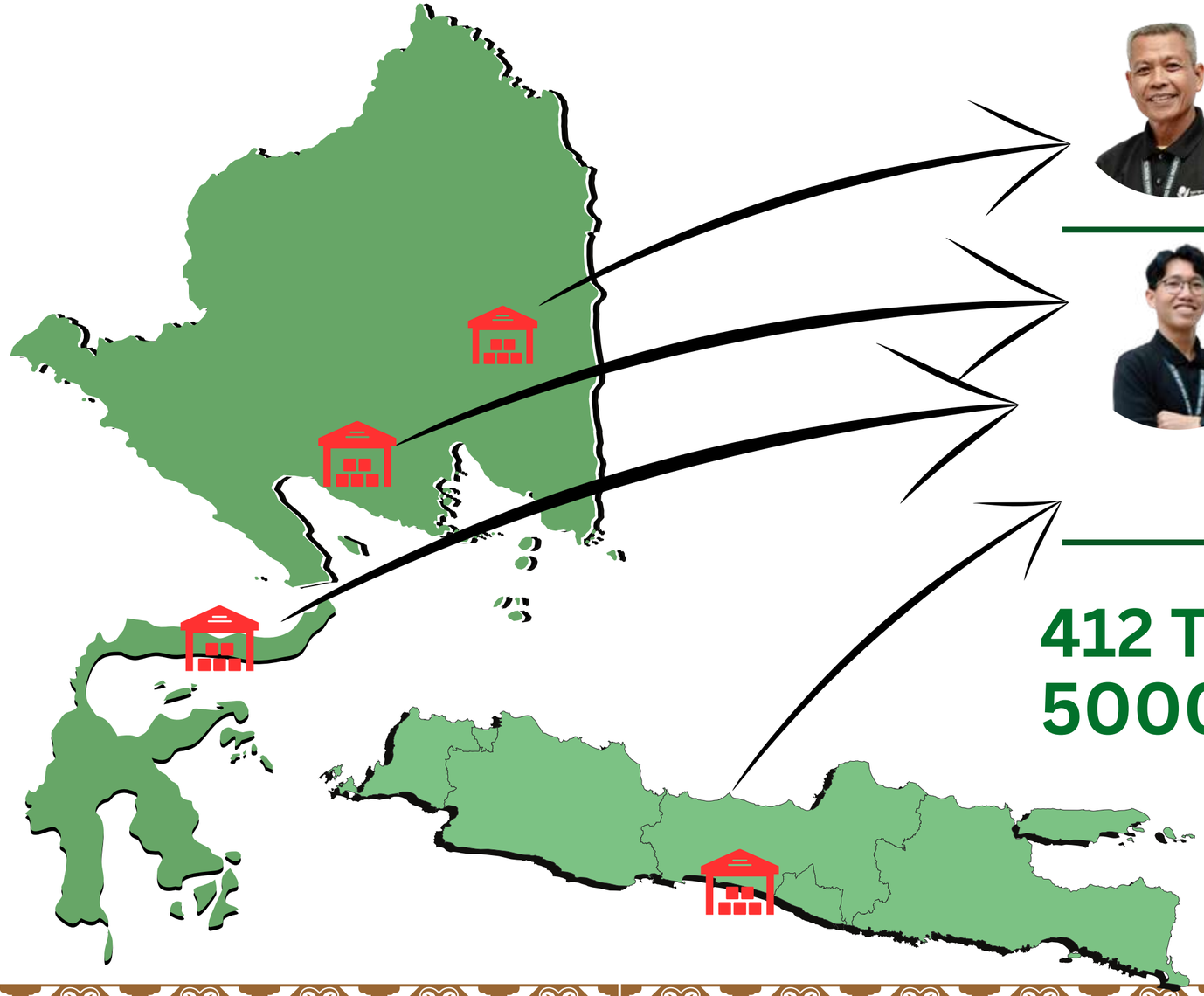


500 Ton Coffee Capacity / Month
6000 Ton Coffee Capacity / Year

Connected Buying Station

1	Air Hitam	12 km
2	Sekincau	Point Zero (0)
3	Ranau/Sipatahu	88 km
4	Mekakau llir	107 km
5	Pulau Beringin	149 km
6	Muara Dua llir	122 km





WAREHOUSE EAST LAMPUNG
BUYING STATION EAST LAMPUNG
CAPACITY PER YEAR 3000 TON

WAREHOUSE TALANG PADANG
BUYING STATION TALANG PADANG
BUYING STATION LOMBOK
BUYING STATION WEST SUMATRA
BUYING STATION CILACAP
CAPACITY PER YEAR 2000 TON

412 Ton Capacity / Month
5000 Ton Cocoa Capacity / Year

TANI TODAY

COCOA BEAN
5000 MT/YEAR

COCOA BUTTER
500 MT/YEAR

COCOA POWDER
500 MT/YEAR

FUTURE :
COCOA FACTORY INVESTMENT





OUR WAREHOUSE







ROBUSTA COFFEE



Robusta Green Bean Grade 1

Defect : Max. 11

Moisture Content : Max 12 %

Screen size : >16

Colour : Greenish-brown, uniform

Aroma and flavour : Strong aroma, full body, bold taste with low acidity

Packaging : 60kg sack (custom)

Origin : Jambi, South Sumatra, North Sumatra, Bengkulu, Central Java, Lampung, Nusa Tenggara, West sumatra

ROBUSTA COFFEE



Robusta Green Bean Grade 2

Defect : Max. 25

Moisture Content : Max 13 %

Screen size : >15

Colour : Greenish-brown, slightly varied

Aroma and flavour : Strong aroma, medium to full body, fairly bold taste with low acidity

Packaging : 60kg sack (custom)

Origin : Jambi, South Sumatra, North Sumatra, Bengkulu, Central Java, Lampung, Nusa Tenggara, West Sumatra.

ROBUSTA COFFEE



Robusta Green Bean Grade 3

Defect : Max. 26-44

Moisture Content : Max 13 %

Screen size : >14

Colour : Greenish-brown, varied

Aroma and flavour : Fairly strong aroma, medium body, typical robusta taste with low acidity

Packaging : 60kg sack (custom)

Origin : Jambi, South Sumatra, North Sumatra, Bengkulu, Central Java, Lampung, Nusa Tenggara, West sumatra

ROBUSTA COFFEE



Robusta Green Bean Grade 4

Defect : Max. 80

Moisture Content : Max 13 %

Screen size : >15

Colour : Greenish-brown, not uniform

Aroma and flavour : Moderate aroma, light to medium body, standard robusta taaste with low acidity

Packaging : 60kg sack (custom)

Origin : Jambi, South Sumatra, North Sumatra, Bengkulu, Central Java, Lampung, Nusa Tenggara, West Sumatra.

ROBUSTA COFFEE



Fine Robusta

Defect : 0 Primary Defect, Max 5 Secondary Defects (per 350 gr sample), Red Cherry Picked

Moisture Content : 10 - 12%

Screen size : 16-18

Colour : Clean, uniform, generally unpolished or polished green/blue-green.

Aroma and flavour :Rich, creamy, chocolatey, fruity, or earthy with minimal harshness.

Packaging : 60kg sack (custom)

Origin : Java, Lampung, Sumatra, Bengkulu, Temanggung

ROBUSTA COFFEE



Robusta Lanang (Peaberry) Temanggung

Defect : Max 11

Moisture Content : 12,5%

Screen size : 14 - 16

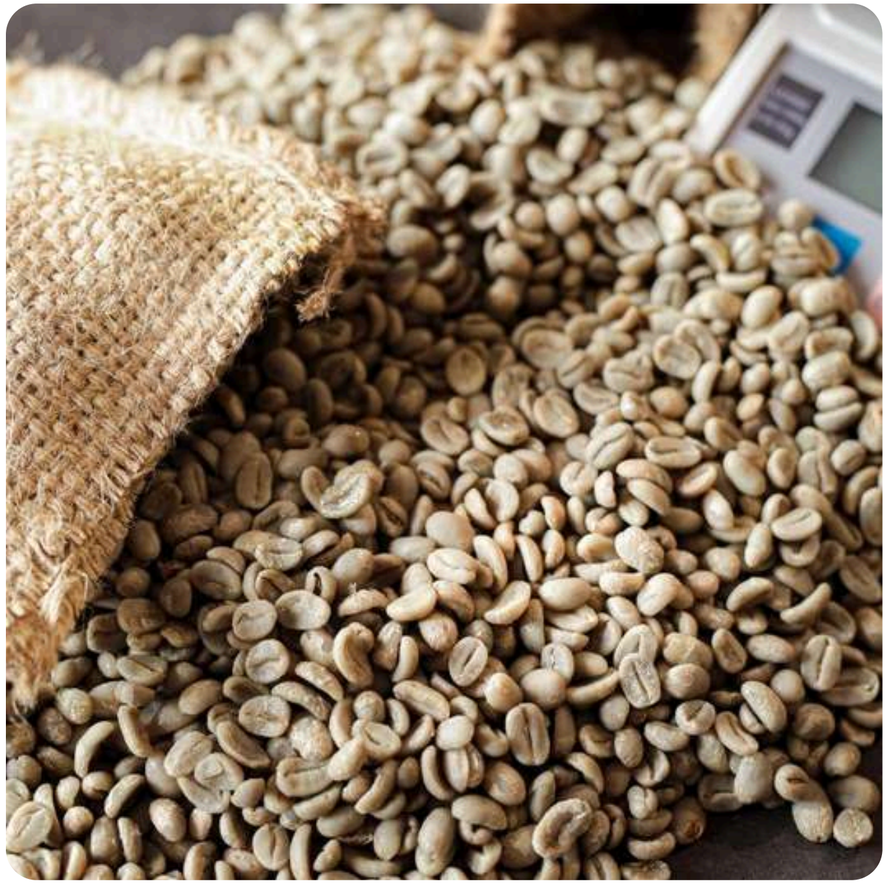
Colour : Greenish to bluish green

Aroma and flavour : Full bodied and concentrated with rich dark chocolate, nutty depth, smooth bitterness

Packaging : 60kg sack (custom)

Origin : Temanggung

ARABICA COFFEE



Arabica Green Bean Grade 1

Defect : Max. 11

Moisture Content : Max 12 %

Screen size : >16

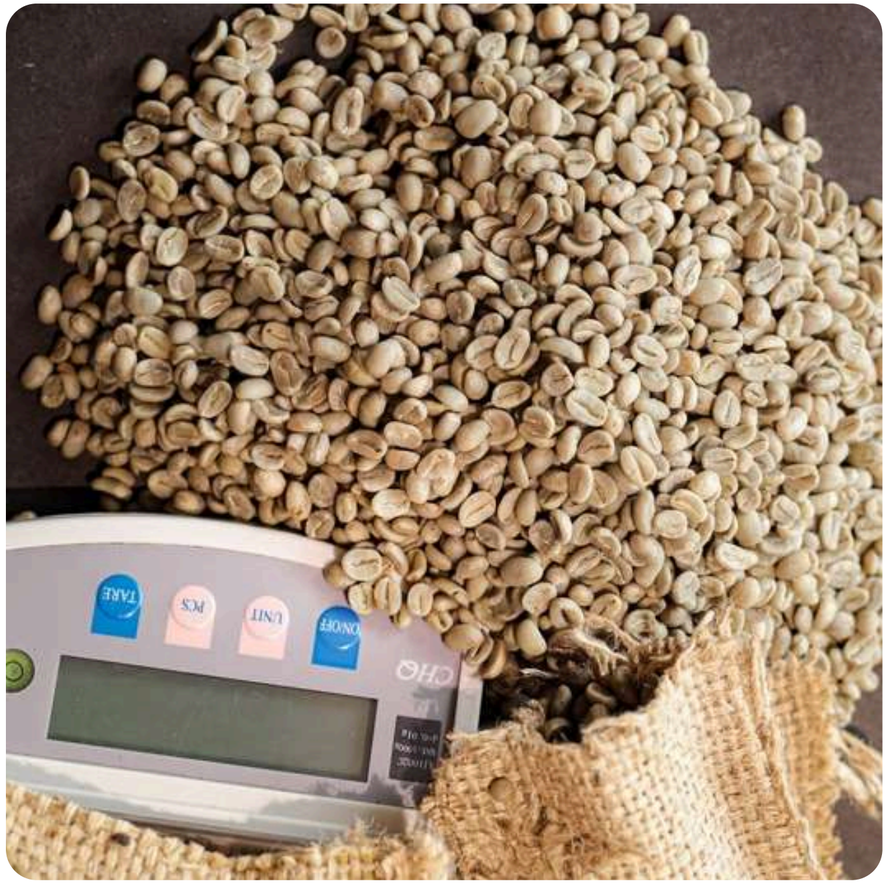
Color : Uniform Green

Aroma and flavor : Complex aroma with smooth taste, bright acidity, medium body, and distinctive origin character

Packaging : 60kg sack (custom)

Origin : Lampung, Nusa Tenggara, West Sumatra, North Sumatra, Java, Sulawesi

ARABICA COFFEE



Arabica Green Bean Grade 2

Defect : Max. 12-25

Moisture Content : Max 12 %

Screen size : >15

Color : Slightly varied green

Aroma and flavor : Fragrant aroma, smooth taste with bright acidity, medium body

Packaging : 60kg sack (custom)

Origin : Lampung, Nusa Tenggara, West Sumatra, North Sumatra, Java, Sulawesi.Kerinci, Aceh, Gayo.

COCOA



COCOA BEAN

Grade	AA (<80 beans/100gr) A (<100 beans/100gr)
Bean count	Max. 100
Processed	Natural
Moisture Content	Max. 7%
Slaty Beans	<3%
Moldy Beans	<3%
Insect Damaged	<1%
Aroma & Flavour	Cocoa aroma; Cocoa flavour
Packaging	Custom
Origin	Lampung, Nusa Tenggara, West Sumatra, Sulawesi

COCOA



Cocoa Powder

Style	Alkalized Reddish Brown Coco Powder
Processed	Alkalize & Non-Alkalize
Color	Reddish Brown
Aroma and flavour	Cocoa aroma; Cocoa flavour
Packaging	25 kg box (custom)
Origin	Lampung, Nusa Tenggara, West sumatra, Sulawesi

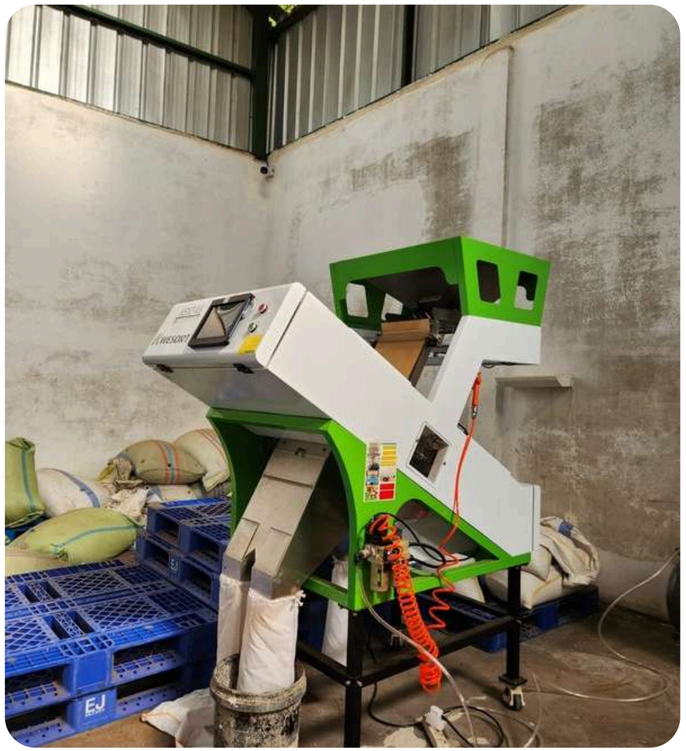
Cocoa Butter



Style	Homogenous compacted fat
Color	Clear Yellow
FFA Value	<1.75%
Packaging	25 kg Box (custom)
Origin	Lampung, West Nusa Tenggara, West Sumatra, North Sulawesi

OUR FACILITY









Tani’s facilities equipped with advanced sorters, dryers, and drying houses—ensure consistent quality at every stage of processing. We are also continuously expanding our warehouse capacity to support growing demand and maintain efficient storage and distribution.

4C (CERTIFICATION FOR CLIMATE, CONSERVATION AND COMMUNITIES)PROGRAM WITH NESTLE



For years, many smallholder coffee farmers faced familiar challenges: fluctuating yields, unpredictable weather, declining soil quality, and limited access to international sustainability standards. Although their coffee had strong potential, many farmers struggled to compete in a market increasingly demanding traceability, responsible sourcing, and consistent quality.

PT Tani Agro Niaga Indonesia has proudly joined the 4C Program by Nestle as part of its commitment to sustainable farming, responsible sourcing, and stronger farmer partnerships. With a first year target of 2,500 hectares, Tani successfully exceeded expectations by achieving **2,558 hectares** marking an important milestone in creating positive impact from the ground up.

Building on this achievement, TANI is now moving forward toward the next 2,500 hectare milestone, with a total target of 5,000 hectares. This journey reflects TANI’s long term vision to strengthen Indonesia’s agricultural future through sustainability, community empowerment, and continuous growth.

4C CERTIFICATION PROGRAM











Great quality begins at the farm, where sustainability is nurtured from the very first step alongside our farmers. We work closely with farming communities to ensure responsible practices that build strong foundations for every harvest. Through collaboration with farmers and industry partners, we aim to grow and strengthen the industry together.

4C CERTIFICATION PROGRAM











Closed Loop Program with Preferred by Nature









Through close collaboration with cocoa farmers, we are building a stronger future for the cocoa industry sharing knowledge, improving farming practices, and empowering communities from the ground up.

By educating farmers and increasing productivity sustainably, we help cultivate better-quality cocoa that meets global standards while creating lasting value for both people and nature.

Sustainable Agriculture Collaboration with Sumatra Nature Based Solution







PT Tani Agro Niaga Indonesia has officially signed a Memorandum of Understanding (MoU) with PT Sumatra Nature Based Solutions, marking an important step toward strengthening collaboration in sustainability, nature-based solutions, and the development of sustainable agricultural commodity value chains. This collaboration brings together the expertise, networks, and experience of both organizations to create solutions that generate value not only for business, but also positive impact for farmers, communities, and the environment.

Collaboration with Gajah Mada University



Cocoa Facility







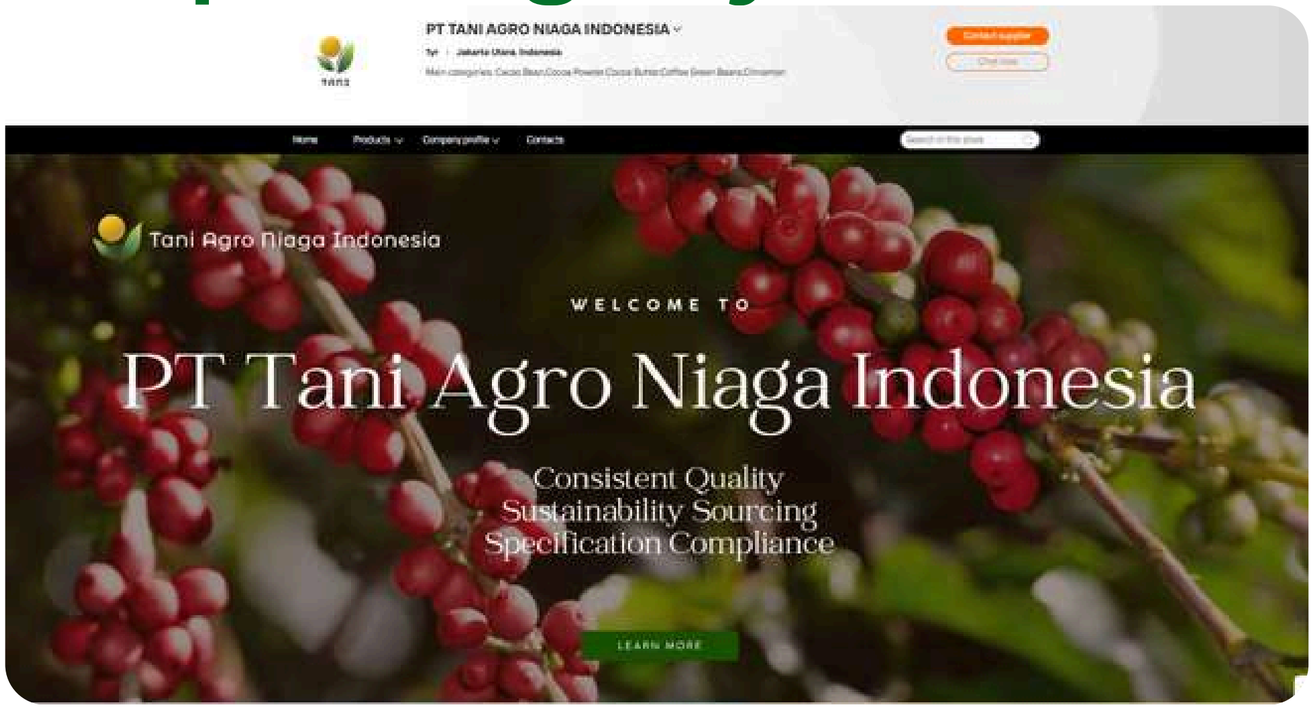


Cocoa Butter





Expanding Beyond : Alibaba Global Trade







Driven by a vision to go beyond borders, TANI continues to expand its reach from Indonesia's fertile lands to the global marketplace. By becoming part of Alibaba's international network, TANI opens new pathways to connect with buyers worldwide, showcasing Indonesia's agricultural excellence on a trusted global stage. This step reflects TANI's commitment to growth, innovation, and broader opportunities bridging local quality with international demand while strengthening its mission to bring premium Indonesian crops to partners across the world.

Indonesia Trade Expo 2025











Turkey International Halal Expo 2025













BAPPENAS Invitation for Company Outlook







Daily Operation











Morning Briefing









Beyond Borders:

An opportunity to bring Indonesia Robusta Coffee & Cocoa to the World



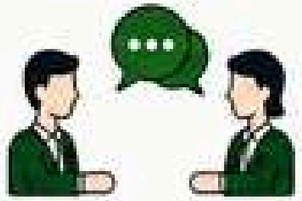
Indonesia has long been recognized as one of the world's leading origins for coffee and cocoa, producing commodities with distinctive flavors and characteristics shaped by its fertile volcanic soil and tropical climate. From generation to generation, Indonesian farmers have cultivated coffee and cocoa that continue to gain appreciation in international markets for their unique quality and rich heritage.

Building on this potential, PT Tani Agro Niaga Indonesia has strengthened its capabilities through reliable sourcing networks, partnerships with local farmers, and a commitment to quality and sustainability. With growing operational capacity and continuous improvement in traceability and post harvest handling, Tani is prepared to meet the evolving standards of global buyers.

As part of its next phase of growth, Tani is now seeking opportunities beyond borders to expand the export of Indonesian coffee and cocoa to international markets. Through long term partnerships and a vision rooted in integrity and sustainability, Tani aims to bring the excellence of Indonesian agricultural products to buyers around the world.

Business Workflow

1 INQUIRY & QUALIFICATION

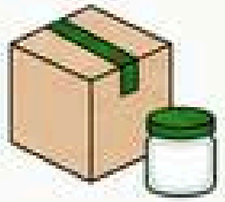


Buyer sends an inquiry with product requirements.

Supplier provides company information and product details.

- Product
- Specification
- Origin
- Quality/Grade
- Quantity
- Packaging
- Incoterms
- Certificates
- Company Profile

2 SAMPLE & APPROVAL



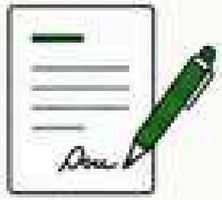
Supplier sends sample (200 gr – 2 kg).

Buyer conducts cupping, lab test, and trial.

If acceptable, buyer issues:

- LOI (Letter of Intent)
- Purchase Order (PO)
- Contract

3 SALES CONTRACT



Both parties sign the contract with details of:

- Product & Specification
- Quantity
- Price
- Incoterms
- Payment Term (TOP)
- Shipment Schedule
- Claim Procedure
- Weight Tolerance (±5%)

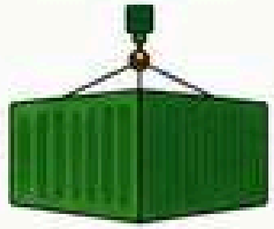
4 PRODUCTION & PREPARATION



Supplier prepares the goods according to the contract.

- Sourcing / Production
- Sorting & Cleaning
- Internal QC
- Fumigation (if required)
- Packaging
- Labeling

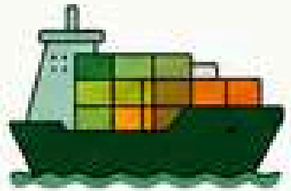
5 SHIPPING PREPARATION



Prepare shipment and export documents.

- Book Vessel
- Stuffing Container
- Seal Container
- Export Documentation (Invoice, Packing List, B/L, COO, Phytosanitary Certificate, etc.)

6 OCEAN TRANSPORT



Goods are shipped via sea according to the route.

- Average Shipment Time: 30 days

7 ARRIVAL & SETTLEMENT



Goods arrive at destination port.

- Buyer receives documents
- Payment according to agreed terms (TOP)
- Continue long-term cooperation

Payment Method

LEAD TIME (ESTIMATION)

Sample Preparation	3 – 5 days
Sample Delivery	5 – 10 days
Buyer Evaluation	7 – 14 days
Contract & PO	3 – 7 days
Production & Preparation	7 – 21 days
Booking Vessel	3 – 7 days
Export Documentation	2 – 5 days
Ocean Freight (Average)	30 days

TOTAL LEAD TIME

- First Order : 30 – 60 days
- Repeat Order : 14 – 30 days

PAYMENT OPTIONS (TOP)

A

100% ADVANCE PAYMENT (TT)



100% payment is made in advance before production or before shipment.

- New buyer
- Small order
- Trial order

OR

B

50% DP – 50% BEFORE SHIPMENT (TT)



- 50% deposit upon PO
- 50% payment before shipment after goods are ready for loading

PAYMENT METHOD (TELEGRAPHIC TRANSFER)



All payments are made via **Telegraphic Transfer (TT).**

FAST & SECURE
Reliable and secure international transfer for smooth transactions.

PAYMENT TO SUPPLIER'S ACCOUNT
Payment must be made to the supplier's official bank account.

CLEAR & TRANSPARENT
Please ensure all payment details are correct to avoid any delays.

BANK CHARGES
Bank charges (if any) are borne by the payer.

Tani Agro
Niaga Indonesia



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