



SINGLE-ORIGIN INDONESIAN COCOA

Indonesia Cacao

Hand-graded Indonesian cocoa beans and cocoa ingredients, traceable from cooperative to container.

Built on farmer partnerships.

Indonesia Cacao is headquartered in Jakarta with grading and export operations in Makassar, working with cooperatives across Indonesia's main cocoa-growing islands to ship graded, traceable beans to makers worldwide.

2020

HQ IN JAKARTA

24

PARTNER
COOPERATIVES

17

PRIMARY MARKETS

1,200t

EXPORTED EVERY
YEAR

OUR STORY

From one cooperative to four origins.

Indonesia Cacao was founded in 2020 by a team with roots in both cocoa farming and international trade. We started with a single cooperative in South Sulawesi and a simple idea: buyers deserve consistent quality, and farmers deserve consistent demand.

That idea grew into long-term purchase agreements with cooperatives across Sulawesi, Sumatra, Java, and Papua, relationships measured in harvests, not spot deals. We are a member of the Indonesian Cocoa Association (ASKINDO), and because we buy from the same farmers season after season, we can tell you exactly where every container came from.

Today we ship graded cocoa beans to processors and trade houses across Asia, Europe, and the Middle East. Our Jakarta team handles sales and contracts; our grading room in Makassar cut-tests every lot, and our export team there handles documentation, fumigation, and freight so shipments arrive clean and on time.



Built on farmer partnerships.

HOW WE WORK

The standards behind every shipment.

Quality first

In-house grading and cut tests on every lot, with retained samples for every shipment.

Transparent dealing

Clear specs, honest availability, and pricing tied to published terminal markets.

Reliable delivery

Realistic lead times and proactive updates from booking to bill of lading.

Long-term partnership

Multi-season agreements with the same cooperatives, so supply and quality hold steady year after year.

One archipelago, distinct characters.



Sulawesi

**FERMENTED,
CHOCOLATE-FORWARD**

South Sulawesi cooperatives around Luwu and Masamba delivering a clean, chocolate-forward profile.



Sumatra

**FERMENTED, FRUITY &
FULL-BODIED**

Highland Aceh and North Sumatra smallholders, prized for red-fruit notes in single-origin chocolate.



Java

BALANCED & AROMATIC

Estate-grown lots with rounded flavour and dependable, uniform grading.



Papua

**FERMENTED, BOLD &
TROPICAL**

Remote highland lots from Papua with intense cocoa character and limited seasonal volume.

A process you can taste, and trace.

01

Sourced

Selected wet-basis from vetted cooperatives at harvest peak.

02

Fermented

Box-fermented 5–7 days, sun-dried to 7.5% moisture on raised beds.

03

Graded

Cut-tested and sized to Grade A/B, cupped for defect and flavour.

04

Shipped

Vacuum-lined jute, container-loaded FOB Makassar within 14 days.

Our products

Export-ready Indonesian cocoa, graded and fully documented. Browse by product type, origin, processing, and grade.



- Whole beans
- Sulawesi
- Fermented
- Grade A
- Rainforest Alliance
- ISO 22000
- Halal (BPJPH)

Couverture Grade A, Sulawesi Fermented

Bean-to-bar and couverture fermented Sulawesi beans, cut-tested to ≥85% fermentation (house Grade A, SNI size class A).

BEAN COUNT ≤ 100 / 100 g (SNI size class A)	MOISTURE ≤ 7.5%	FERMENTATION LEVEL ≥ 85%
FAT CONTENT ≥ 52%	MOULDY BEANS ≤ 3%	SLATY BEANS ≤ 3%
INSECT-DAMAGED BEANS ≤ 1%	MINIMUM ORDER 13 MT (1 × 20 ft FCL)	PACKAGING 60 kg jute bags
LEAD TIME 2–3 weeks		
INCOTERMS FOB · CIF · CFR HS CODE 1801.00		



- Whole beans
- Sulawesi
- Fermented
- Grade A
- Organic
- Fairtrade
- Halal (BPJPH)
- ISO 22000

Organic Fairtrade Grade A, Sulawesi Fermented

Dual-certified Organic and Fairtrade fermented Sulawesi beans for branded couverture and single-origin bars.

BEAN COUNT ≤ 100 / 100 g (SNI size class A)	MOISTURE ≤ 7.5%	FERMENTATION LEVEL ≥ 85%
FAT CONTENT ≥ 52%	MOULDY BEANS ≤ 3%	SLATY BEANS ≤ 3%
INSECT-DAMAGED BEANS ≤ 1%	MINIMUM ORDER 13 MT (1 × 20 ft FCL)	PACKAGING 60 kg jute bags
LEAD TIME 3–5 weeks		
INCOTERMS FOB · CIF · CFR HS CODE 1801.00		

Our products



Whole beans

Sumatra

Fermented

Grade A

Rainforest Alliance

ISO 22000

Halal (BPJPH)

Couverture Grade A, Sumatra Fermented

Fermented beans from highland Aceh and North Sumatra with a fruity profile, graded to $\geq 80\%$ fermentation (house Grade A, SNI size class B).

BEAN COUNT
 $\leq 105 / 100 \text{ g}$ (SNI size
class B)

MOISTURE
 $\leq 7.5\%$

FERMENTATION LEVEL
 $\geq 80\%$

FAT CONTENT
 $\geq 52\%$

MOULDY BEANS
 $\leq 3\%$

SLATY BEANS
 $\leq 3\%$

INSECT-DAMAGED BEANS
 $\leq 1\%$

MINIMUM ORDER
13 MT (1 × 20 ft FCL)

PACKAGING
60 kg jute bags

LEAD TIME
3–4 weeks

INCOTERMS FOB · CIF HS CODE 1801.00



Whole beans

Sumatra

Fermented

Grade A

Fairtrade

Organic

Halal (BPJPH)

ISO 22000

Fairtrade Organic Grade A, Sumatra Fermented

Fairtrade and Organic fermented highland Sumatra beans with a brighter, fruit-leaning couverture profile.

BEAN COUNT
 $\leq 105 / 100 \text{ g}$ (SNI size
class B)

MOISTURE
 $\leq 7.5\%$

FERMENTATION LEVEL
 $\geq 80\%$

FAT CONTENT
 $\geq 52\%$

MOULDY BEANS
 $\leq 3\%$

SLATY BEANS
 $\leq 3\%$

INSECT-DAMAGED BEANS
 $\leq 1\%$

MINIMUM ORDER
13 MT (1 × 20 ft FCL)

PACKAGING
60 kg jute bags

LEAD TIME
3–5 weeks

INCOTERMS FOB · CIF HS CODE 1801.00

Our products



Whole beans

Papua

Fermented

Grade A

Rainforest Alliance

ISO 22000

Halal (BPJPH)

Couverture Grade A, Papua Fermented

Fermented highland beans from Papua with bold tropical character, cut-tested to $\geq 85\%$ fermentation (house Grade A, SNI size class A).

BEAN COUNT
 ≤ 100 / 100 g (SNI size
class A)

MOISTURE
 $\leq 7.5\%$

FERMENTATION LEVEL
 $\geq 85\%$

FAT CONTENT
 $\geq 52\%$

MOULDY BEANS
 $\leq 3\%$

SLATY BEANS
 $\leq 3\%$

INSECT-DAMAGED BEANS
 $\leq 1\%$

MINIMUM ORDER
13 MT (1 × 20 ft FCL)

PACKAGING
60 kg jute bags

LEAD TIME
3–4 weeks

INCOTERMS FOB · CIF · CFR HS CODE 1801.00



Whole beans

Java

Unfermented

Grade B

ISO 22000

Halal (BPJPH)

Pressing Grade B, Java Unfermented

Bulk unfermented beans from East Java for cocoa butter pressing and industrial applications (house Grade B, SNI size class C).

BEAN COUNT
 ≤ 120 / 100 g (SNI size
class C)

MOISTURE
 $\leq 7.5\%$

FAT CONTENT
 $\geq 50\%$

MOULDY BEANS
 $\leq 5\%$

SLATY BEANS
 $\leq 5\%$

INSECT-DAMAGED BEANS
 $\leq 2\%$

MINIMUM ORDER
5 MT

PACKAGING
60 kg jute bags or bulk

LEAD TIME
1–2 weeks

INCOTERMS FOB · CFR · CIF HS CODE 1801.00

Our products



Whole beans

Sulawesi

Unfermented

Grade B

ISO 22000

Halal (BPJPH)

Pressing Grade B, Sulawesi Unfermented

Sun-dried unfermented beans from South Sulawesi for pressing and industrial use (house Grade B, SNI size class B).

BEAN COUNT
≤ 110 / 100 g (SNI size
class B)

MOISTURE
≤ 7.5%

FAT CONTENT
≥ 50%

MOULDY BEANS
≤ 5%

SLATY BEANS
≤ 5%

INSECT-DAMAGED BEANS
≤ 2%

MINIMUM ORDER
5 MT

PACKAGING
60 kg jute bags or bulk

LEAD TIME
1–2 weeks

INCOTERMS FOB · CFR · CIF HS CODE 1801.00



Cocoa nibs

Sulawesi

Fermented

ISO 22000

HACCP

Halal (BPJPH)

Roasted Cocoa Nibs, Sulawesi

Roasted and winnowed nibs from our fermented South Sulawesi beans, shell held below 1.75% and screened to 2–5 mm.

FAT CONTENT
50–54%

MOISTURE
≤ 3%

SHELL CONTENT
≤ 1.75%

PARTICLE SIZE
2–5 mm

MINIMUM ORDER
1 MT

PACKAGING
25 kg kraft bags, food-
grade liner

LEAD TIME
2–3 weeks

INCOTERMS FOB · CFR · CIF HS CODE 1801.00

Our products



Cocoa cake

ISO 22000

HACCP

Halal (BPJPH)

Natural Cocoa Cake, 10–12% Fat

Natural press cake for in-house milling and industrial cocoa solids, moisture held at or below 5%.

FAT CONTENT
10–12%

MOISTURE
≤ 5%

PH
5.0–5.8 (natural)

COLOUR
Light to medium brown

MINIMUM ORDER
5 MT

PACKAGING
25 kg kraft bags or bulk bags

LEAD TIME
2–3 weeks

INCOTERMS FOB · CFR · CIF HS CODE 1803.20



Cocoa liquor

Fermented

ISO 22000

HACCP

Halal (BPJPH)

Cocoa Liquor (Cocoa Mass)

Fermented Indonesian beans milled to a flowable mass at 52–56% fat and 99.5% through 75 µm, in 25 kg blocks.

FAT CONTENT
52–56%

MOISTURE
≤ 1.5%

PH
5.2–6.0

FINESS
≥ 99.5% through 75 µm

FREE FATTY ACIDS
≤ 1.75% as oleic acid

MINIMUM ORDER
5 MT

PACKAGING
25 kg blocks in cartons

LEAD TIME
3–4 weeks

INCOTERMS FOB · CFR · CIF HS CODE 1803.10

Our products



Cocoa butter

ISO 22000

HACCP

Halal (BPJPH)

Natural Cocoa Butter

Naturally pressed cocoa butter, free fatty acids under 1.75%, melting point 31–35 °C, in 25 kg cartons.

FREE FATTY ACIDS
≤ 1.75% as oleic acid

MELTING POINT
31–35 °C

MOISTURE
≤ 0.2%

IODINE VALUE
33–42

COLOUR
Pale yellow, natural

MINIMUM ORDER
5 MT

PACKAGING
25 kg cartons, food-
grade liner

LEAD TIME
3–4 weeks

INCOTERMS FOB · CFR · CIF HS CODE 1804.00



Cocoa powder

ISO 22000

HACCP

Halal (BPJPH)

Bakery Natural Cocoa Powder, 10–12% Fat

Untreated cocoa powder at pH 5.0–5.8 with a lighter reddish brown colour and sharper, fruit-leaning cocoa flavour.

FAT CONTENT
10–12%

PH
5.0–5.8

MOISTURE
≤ 5%

FINESS
≥ 99.5% through 75 µm

COLOUR
Light reddish brown

MINIMUM ORDER
3 MT

PACKAGING
25 kg kraft bags, food-
grade liner

LEAD TIME
2–3 weeks

INCOTERMS FOB · CFR · CIF HS CODE 1805.00

Our products



Cocoa powder

ISO 22000

HACCP

Halal (BPJPH)

Beverage Alkalized Cocoa Powder, 10–12% Fat

Dutch-process powder at pH 6.8–7.5 with a dark reddish brown colour, rounded flavour, and improved dispersion in liquids.

FAT CONTENT

10–12%

PH

6.8–7.5

MOISTURE

≤ 5%

FINENESS

≥ 99.5% through 75 µm

COLOUR

Dark reddish brown

MINIMUM ORDER

3 MT

PACKAGING

25 kg kraft bags, food-grade liner

LEAD TIME

2–3 weeks**INCOTERMS** FOB · CFR · CIF **HS CODE** 1805.00



“The most consistent fermented lots we’ve sourced in fifteen years of buying, and the only supplier who can name the farmer.”

HEAD OF SOURCING · EUROPEAN CRAFT CHOCOLATE MAKER

Export-ready, fully documented.

Every container leaves with complete paperwork, retained samples, and grading records, so customs clearance and quality checks hold no surprises.

GRADE COMPARISON

	Couverture Grade A, Sulawesi Fermented	Organic Fairtrade Grade A, Sulawesi Fermented	Couverture Grade A, Sumatra Fermented	Fairtrade Organic Grade A, Sumatra Fermented	Couverture Grade A, Papua Fermented	Pressing Grade B, Java Unfermented	Press Grade Sulawesi Unfermented
BEAN COUNT	≤ 100 / 100 g (SNI size class A)	≤ 100 / 100 g (SNI size class A)	≤ 105 / 100 g (SNI size class B)	≤ 105 / 100 g (SNI size class B)	≤ 100 / 100 g (SNI size class A)	≤ 120 / 100 g (SNI size class C)	≤ 110 / 100 g (SNI size class B)
MOISTURE	≤ 7.5%	≤ 7.5%	≤ 7.5%	≤ 7.5%	≤ 7.5%	≤ 7.5%	≤ 7.5%
FERMENTATION LEVEL	≥ 85%	≥ 85%	≥ 80%	≥ 80%	≥ 85%	—	—
FAT CONTENT	≥ 52%	≥ 52%	≥ 52%	≥ 52%	≥ 52%	≥ 50%	≥ 50%
MOULDY BEANS	≤ 3%	≤ 3%	≤ 3%	≤ 3%	≤ 3%	≤ 5%	≤ 5%
SLATY BEANS	≤ 3%	≤ 3%	≤ 3%	≤ 3%	≤ 3%	≤ 5%	≤ 5%
INSECT- DAMAGED BEANS	≤ 1%	≤ 1%	≤ 1%	≤ 1%	≤ 1%	≤ 2%	≤ 2%
MINIMUM ORDER	13 MT (1 × 20 ft FCL)	13 MT (1 × 20 ft FCL)	13 MT (1 × 20 ft FCL)	13 MT (1 × 20 ft FCL)	13 MT (1 × 20 ft FCL)	5 MT	5 MT
PACKAGING	60 kg jute bags	60 kg jute bags	60 kg jute bags	60 kg jute bags	60 kg jute bags	60 kg jute bags or bulk	60 kg jute bags or bulk
LEAD TIME	2–3 weeks	3–5 weeks	3–4 weeks	3–5 weeks	3–4 weeks	1–2 weeks	1–2 weeks
HS CODE	1801.00	1801.00	1801.00	1801.00	1801.00	1801.00	1801.00
INCOTERMS	FOB · CIF · CFR	FOB · CIF · CFR	FOB · CIF	FOB · CIF	FOB · CIF · CFR	FOB · CFR · CIF	FOB · CFR · CIF
CERTIFICATIONS	Rainforest Alliance, ISO 22000, Halal (BPJPH)	Organic, Fairtrade, Halal (BPJPH), ISO 22000	Rainforest Alliance, ISO 22000, Halal (BPJPH)	Fairtrade, Organic, Halal (BPJPH), ISO 22000	Rainforest Alliance, ISO 22000, Halal (BPJPH)	ISO 22000, Halal (BPJPH)	ISO 22000, Halal (BPJPH)

Export-ready, fully documented.

GRADE COMPARISON

	Roasted Cocoa Nibs, Sulawesi	Natural Cocoa Cake, 10– 12% Fat	Cocoa Liquor (Cocoa Mass)	Natural Cocoa Butter	Bakery Natural Cocoa Powder, 10–12% Fat	Beverage Alkalized Cocoa Powder, 10– 12% Fat
FAT CONTENT	50–54%	10–12%	52–56%	—	10–12%	10–12%
MOISTURE	≤ 3%	≤ 5%	≤ 1.5%	≤ 0.2%	≤ 5%	≤ 5%
MINIMUM ORDER	1 MT	5 MT	5 MT	5 MT	3 MT	3 MT
PACKAGING	25 kg kraft bags, food- grade liner	25 kg kraft bags or bulk bags	25 kg blocks in cartons	25 kg cartons, food- grade liner	25 kg kraft bags, food- grade liner	25 kg kraft bags, food- grade liner
LEAD TIME	2–3 weeks	2–3 weeks	3–4 weeks	3–4 weeks	2–3 weeks	2–3 weeks
PH	—	5.0–5.8 (natural)	5.2–6.0	—	5.0–5.8	6.8–7.5
COLOUR	—	Light to medium brown	—	Pale yellow, natural	Light reddish brown	Dark reddish brown
FINENESS	—	—	≥ 99.5% through 75 µm	—	≥ 99.5% through 75 µm	≥ 99.5% through 75 µm
FREE FATTY ACIDS	—	—	≤ 1.75% as oleic acid	≤ 1.75% as oleic acid	—	—
HS CODE	1801.00	1803.20	1803.10	1804.00	1805.00	1805.00
INCOTERMS	FOB · CFR · CIF	FOB · CFR · CIF	FOB · CFR · CIF	FOB · CFR · CIF	FOB · CFR · CIF	FOB · CFR · CIF
CERTIFICATIONS	ISO 22000, HACCP, Halal (BPJPH)	ISO 22000, HACCP, Halal (BPJPH)	ISO 22000, HACCP, Halal (BPJPH)	ISO 22000, HACCP, Halal (BPJPH)	ISO 22000, HACCP, Halal (BPJPH)	ISO 22000, HACCP, Halal (BPJPH)

Export-ready, fully documented.

INCLUDED WITH EVERY SHIPMENT

 Phytosanitary certificate

 Certificate of origin

 Weight and quality certificates

 Fumigation certificate

 Commercial invoice & packing list

 Loading photos & retained samples

CERTIFIED

Rainforest Alliance

ISO 22000

HACCP

Halal (BPJPH)

Organic

Fairtrade

Six years of steady growth.

2020**Founded in Jakarta**

Company registered in Jakarta; first containers shipped from a South Sulawesi cooperative through our Makassar export team.

2022**Expanded across the archipelago**

New cooperative agreements in Sumatra and Java brought highland Aceh lots and balanced estate beans into the programme.

2024**Opened our Makassar grading room**

In-house cut testing, moisture control, and retained samples became standard for every exported lot at our Makassar facility.

Today**Trusted in 38 countries**

Around 1,200 tonnes a year now reach processors and trade houses across Asia, Europe, and the Middle East.

Answers for first-time buyers.

The details importers ask us most, minimum orders, samples, shipping, and payment terms.

What is your minimum order quantity?

For fermented grades the minimum is one 20 ft container (about 13 MT). For unfermented Sulawesi and Java beans we can arrange partial loads from 5 MT, and LCL trial lots are available for qualified first-time buyers, subject to consolidation schedules.

Do you provide samples before ordering?

Yes. We courier 500 g – 2 kg samples of current lots, including cut-test photos and moisture readings. Sample costs are credited against your first order.

Which ports and incoterms do you work with?

We ship from Makassar and Surabaya under FOB, CFR, or CIF terms to most major ports. Every shipment includes phytosanitary certificate, fumigation certificate, certificate of origin, and full loading documentation.

What payment terms do you accept?

Standard terms are 30% advance with order confirmation and 70% against copy of bill of lading. Irrevocable LC at sight is accepted for established buyers and larger contracts.

Which certifications can you supply?

Selected lots carry Rainforest Alliance, Organic, Fairtrade, and Halal (BPJPH) certification. Our Makassar processing and export warehousing facility operates under ISO 22000 and HACCP. Certification availability is listed on each product page.

Can you provide third-party inspection and laboratory COAs?

Yes. We can arrange SGS or equivalent pre-shipment inspection at the loading port, and ISO/IEC 17025 laboratory certificates covering moisture, bean count, cut-test appearance, and microbiology on request. Inspection costs are quoted separately and agreed before booking.

Answers for first-time buyers.

Can you run a custom fermentation programme?

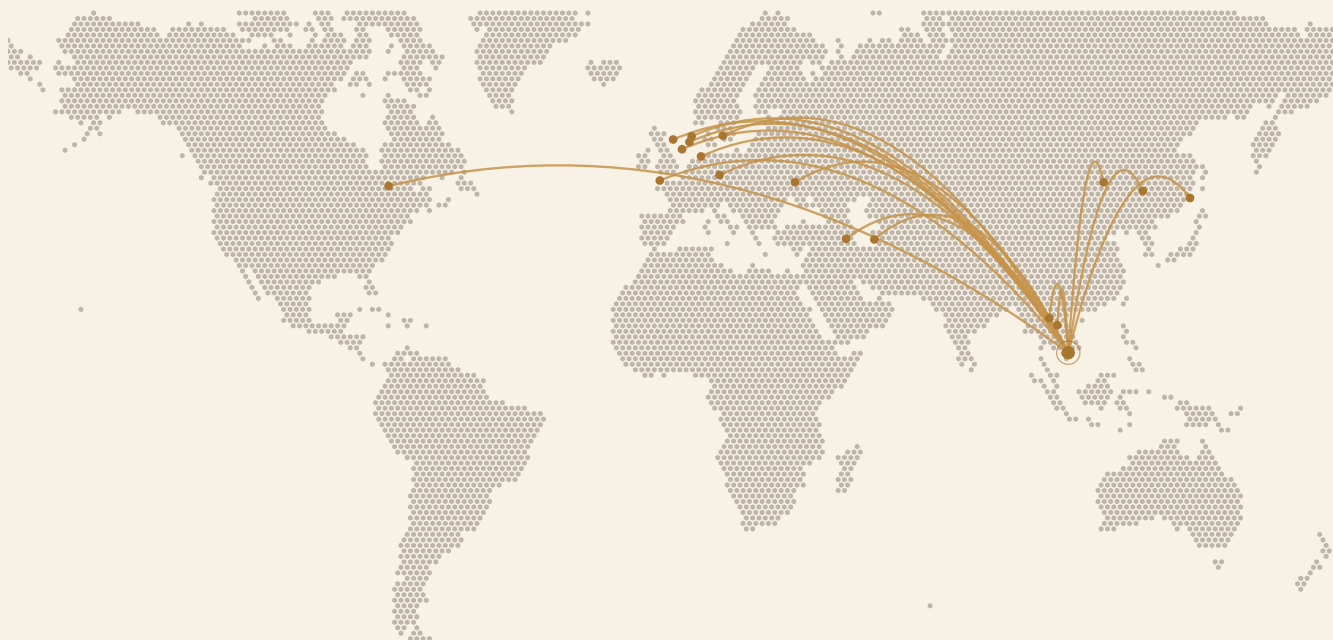
Yes, for wholesale buyers. We box-ferment against a written protocol (day count, turning schedule, target cut-test, drying moisture) booked on a named cooperative harvest, starting at one 20 ft container (about 13 MT). Trial containers are available before a season contract. This is a container programme, not single-bag or micro-lot supply.

Do you offer OEM or private-label packing?

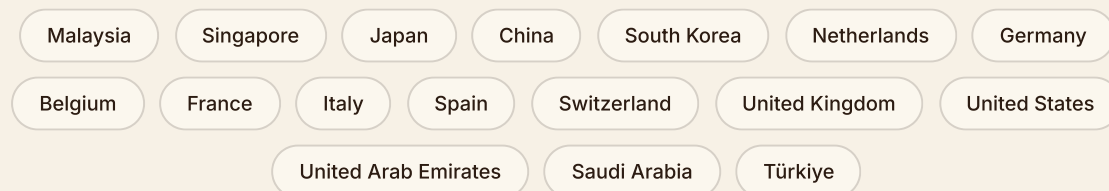
Yes. On recurring wholesale contracts we stencil buyer marks, print custom lot codes, and issue packing lists to your bag-mark requirements while keeping our legal entity on the commercial invoice unless otherwise agreed. Minimums stay at our standard wholesale floors. Send artwork and language requirements with your quote request; programme details are on the services page.

Where our beans travel.

Headquartered in Jakarta with grading and export operations in Makassar, we ship graded, traceable cocoa to processors and trade houses across Asia, Europe, and the Middle East.



PRIMARY EXPORT DESTINATIONS



GET IN TOUCH

Let's get a sample in your hands.

Tell us your volume and profile, we'll ship a graded sample within the week, freight on us.

EMAIL

sales@indonesia-cacao.com

WHATSAPP

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OFFICE

PT FoodHub Collective Indonesia

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Jakarta Selatan 12560, Indonesia

HOURS

Sales: Mon–Sat 09:00–18:00 WIB (Jakarta). Export
desk: Mon–Sat 09:00–18:00 WITA (Makassar).



SCAN TO VISIT OUR WEBSITE

indonesia-cacao.com