

Company Overview

Sumatra Jawa Soil is an Indonesian export company specializing in green (unroasted) coffee beans, sourced directly from smallholder farmers and collectors across Sumatra, Java, Sulawesi, Bali, Flores and the Papua highlands. We work across eleven distinct growing origins, each offering a unique cup profile shaped by altitude, soil, and traditional processing methods. Alongside coffee, our export portfolio has expanded to include copra and vanilla — and select origins are now also available roasted to order.

What We Offer

- Direct sourcing from 11 origins across Sumatra, Java, Sulawesi, Bali, Flores & Papua
- Green (unroasted) coffee beans — Arabica and Robusta
- **Roasted coffee beans** — whole bean, roasted to order on select origins (see page 3)
- Per-origin technical specification available on request
- Full export documentation handled end-to-end
- Flexible order quantities, sample shipments available
- Additional export commodities: copra and vanilla

Our Origins at a Glance

Eleven origins spanning five islands — from the highlands of Aceh to the remote gardens of Papua.

Gayo	Mandailing	Lintong
Lampung	Java Preanger	Ijen Raung
Toraja	Kalosi Enrekang	Kintamani
Flores Bajawa	Wamena / Baliem	

Product Specification Sheet — Green (Unroasted) Origins

Summary of available origins and their general profile. Detailed technical specifications per origin (grade, moisture content, defect count, screen size) are available as separate spec sheets upon request.

Origin	Region	Variety	Processing Method	Cup Characteristics
Gayo	Aceh, Sumatra	Arabica	Wet-hulled / Fully Washed	Bright acidity, herbal & floral notes
Mandailing	North Sumatra	Arabica	Wet-hulled (Giling Basah)	Full body, low acidity, earthy-spicy
Lintong	North Sumatra	Arabica	Wet-hulled (Giling Basah)	Syrupy body, herbal, tobacco notes
Lampung	Lampung, Sumatra	Robusta	Natural / Wet-hulled	Bold, nutty, strong for blends & espresso
Java Preanger	West Java	Arabica	Fully Washed	Sweet, balanced, hints of chocolate
Ijen Raung	East Java	Arabica	Fully Washed / Honey	Bright, fruity, well-balanced acidity
Toraja	South Sulawesi	Arabica	Wet-hulled (Giling Basah)	Rich body, low acidity, earthy-sweet
Kalosi Enrekang	South Sulawesi	Arabica	Wet-hulled (Giling Basah)	Full body, smooth, spicy finish
Kintamani	Bali	Arabica	Fully Washed	Citrusy, clean, light-medium body
Flores Bajawa	Flores, NTT	Arabica	Fully Washed / Natural	Sweet, nutty, caramel notes
Wamena / Baliem	Papua Highlands	Arabica	Fully Washed	Organic-grown, clean, mild acidity

Roasted Coffee Bean Options

In addition to green coffee, Sumatra Jawa Soil now offers a selection of our origins as **roasted whole bean coffee**, roasted to order in small batches close to shipment date to preserve freshness. Roasted lots are available for buyers who want a finished, retail- or café-ready product rather than green beans for local roasting.

Available Roast Levels

Roast Level	Description	Best Suited For
Light Roast	Light brown, no oil on surface; bright acidity and origin character retained	Pour-over, specialty single-origin retail
Medium Roast	Balanced acidity and body; the most versatile, widely accepted profile	Filter, retail bags, café house blends
Medium-Dark Roast	Fuller body, light oil sheen, deeper sweetness, reduced acidity	Espresso, milk-based drinks
Dark Roast	Bold, low acidity, pronounced roast character; oil visible on the bean surface	Traditional / bold-blend markets, espresso blends

Origins Available Roasted

Roasting is currently offered on the following origins. Other origins can be roasted on request, subject to minimum order quantity and lead time.

Origin	Variety	Roast Levels Offered
Gayo	Arabica	Light, Medium, Medium-Dark
Mandailing	Arabica	Medium, Medium-Dark, Dark
Toraja	Arabica	Medium, Medium-Dark, Dark
Java Preanger	Arabica	Light, Medium
Kintamani	Arabica	Light, Medium
Wamena / Baliem	Arabica	Light, Medium
Lampung	Robusta	Medium-Dark, Dark

Roasted Packaging Options

- Retail-ready: 200g / 250g / 1kg foil pouches with one-way degassing valve and heat-seal, nitrogen-flushed for freshness
- HORECA / bulk: 5kg and 10kg lined multi-layer bags
- Private-label packaging and custom artwork available on request, subject to MOQ
- Each pack can carry roast date, best-before date, and origin/lot information

Roasted Order Terms

- MOQ (roasted): 100 kg per origin/roast level for retail packs; 1 pallet for bulk HORECA packaging
- Lead time: roasted to order, typically 2–3 weeks from order confirmation to shipment
- Roast loss (green-to-roasted weight loss) of approximately 14–18% is factored into roasted pricing
- Sample roasts available prior to full order confirmation

Indicative FOB Pricing — Green (Unroasted)

Indicative FOB pricing by origin, quoted per kilogram and per metric ton. Pricing is benchmarked against current market levels and positioned to be competitive for new and returning buyers.

Origin	Variety	Grade	FOB (USD/kg)	FOB (USD/MT)
Lampung	Robusta	Commercial Grade 1	\$3.20 – \$3.50	\$3,200 – \$3,500
Mandailing	Arabica	Grade 1	\$8.30 – \$8.70	\$8,300 – \$8,700
Lintong	Arabica	Grade 1	\$8.30 – \$8.70	\$8,300 – \$8,700
Toraja	Arabica	Grade 1	\$8.30 – \$8.70	\$8,300 – \$8,700
Kalosi Enrekang	Arabica	Grade 1	\$8.30 – \$8.70	\$8,300 – \$8,700
Java Preanger	Arabica	Grade 1	\$8.50 – \$8.90	\$8,500 – \$8,900
Gayo	Arabica	Grade 1	\$8.50 – \$8.90	\$8,500 – \$8,900
Flores Bajawa	Arabica	Grade 1	\$8.50 – \$8.90	\$8,500 – \$8,900
Ijen Raung	Arabica	Grade 1 (Washed)	\$8.90 – \$9.30	\$8,900 – \$9,300
Kintamani	Arabica	Grade 1 (Washed)	\$9.20 – \$9.60	\$9,200 – \$9,600
Wamena / Baliem	Arabica	Grade 1 (Remote/Organic)	\$9.50 – \$10.00	\$9,500 – \$10,000

Terms: FOB Indonesian port (Belawan / Tanjung Priok / Tanjung Perak, depending on origin). MOQ: 1 container (~19 MT). Pricing applies to Grade 1 beans meeting standard specification (moisture ≤12.5%, low defect count).

Note: Green coffee is a globally traded commodity and prices move with ICE Arabica and London Robusta futures. This price list is valid for 30 days from issue date; a fresh quotation will be provided thereafter.

Indicative FOB Pricing — Roasted Whole Bean

Roasted pricing reflects green bean cost, roast loss, packaging, and roasting labor. Prices below are for standard retail packaging (250g / 1kg foil valve bags); bulk/HORECA packaging pricing quoted separately on request.

Origin	Variety	Roast Level(s)	FOB (USD/kg, roasted)
Lampung	Robusta	Medium-Dark / Dark	\$5.50 – \$6.00
Mandailing	Arabica	Medium / Medium-Dark / Dark	\$12.50 – \$13.50
Toraja	Arabica	Medium / Medium-Dark / Dark	\$12.50 – \$13.50
Java Preanger	Arabica	Light / Medium	\$13.00 – \$14.00
Gayo	Arabica	Light / Medium / Medium-Dark	\$13.00 – \$14.00
Kintamani	Arabica	Light / Medium	\$14.00 – \$15.00
Wamena / Baliem	Arabica	Light / Medium	\$14.50 – \$16.00

Terms: FOB Indonesian port. MOQ (roasted): 100 kg per origin/roast level (retail packaging) or 1 pallet (bulk/HORECA). Roasted pricing is indicative and confirmed per order together with roast date and packaging specification; valid for 30 days from issue date.

Payment Terms

Sumatra Jawa Soil offers the following payment options, selected according to order size and buyer relationship:

Advance Payment (T/T in Advance)

100% payment via bank transfer before shipment. Recommended for first-time buyers, sample orders, or smaller quantities. Zero payment risk to the seller.

Irrevocable Letter of Credit (L/C at Sight)

Buyer's bank guarantees payment upon presentation of compliant shipping documents (B/L, Certificate of Origin, Phytosanitary Certificate). The standard method for institutional and volume buyers in coffee trade; L/C should be irrevocable and, where the issuing bank is less familiar, confirmed by a bank in Indonesia.

T/T Split Payment (30/70 or 50/50)

A deposit (30-50%) is paid upon order confirmation, with the balance paid against a copy of the Bill of Lading or before arrival at the destination port. Common and reasonable for established or repeat buyers.

Documentary Collection – D/P (Documents against Payment)

Shipping documents, including the B/L, are released by the bank only once full payment is received. Offers moderate protection; goods may still be refused at the destination port if market prices shift.

Recommended by Buyer Type

- New buyers / first order — T/T Advance (100%) or T/T 50% deposit + 50% before shipment
- Institutional / large-volume buyers — Irrevocable L/C at Sight
- Repeat / established buyers — T/T 30% deposit + 70% before shipment

All bank charges outside Indonesia are borne by the buyer, unless otherwise agreed in writing. Final payment terms are confirmed per order in the sales contract or proforma invoice.

Export Compliance & Documentation

Sumatra Jawa Soil manages full export documentation for every shipment, ensuring smooth customs clearance and compliance at destination.

NIB & KBLI

Business identification number and standard industry classification registered for coffee export trading.

Phytosanitary Certificate

Issued via IQFAST, confirming shipments meet plant-health requirements of the destination country.

PEB (Customs Export Declaration)

Official customs declaration accompanying every export shipment.

SKA (Certificate of Origin)

Confirms Indonesian origin of the goods, supporting preferential tariff treatment where applicable.

Note: Under Permendag 19/2021, the Registered Coffee Exporter (Eksportir Terdaftar Kopi) requirement has been removed, simplifying the export process for coffee shipments.

Packaging & Logistics

Green coffee — standard packaging: 60 kg jute (gunny) bags, with GrainPro inner liner available on request to preserve bean quality during transit. Alternative packaging (vacuum-sealed, big bags) can be arranged for sample or specialty-grade orders. A standard 20ft container accommodates approximately 19–21 MT of green coffee beans.

Roasted coffee — packed in nitrogen-flushed, one-way-valve foil pouches (200g / 250g / 1kg) for retail, or lined multi-layer bags (5kg / 10kg) for HORECA and bulk buyers. See page 3 for full roasted packaging options.

Contact

Company	Sumatra Jawa Soil
Contact Person	Ayang Eka Yuromiyati
Email	ayangyuro@gmail.com
Phone / WhatsApp	+62 812 8495 2025
Address	Tanah Merdeka VII No. 2B, Ciracas, Jakarta 13830, Indonesia