COMPANY PROFILE • 2026 EXPORT EDITION

PT TOBA ANDALIMAN BOTANICALS INDONESIA (TOBAMA)

TOBAMA Highland Coffee

Specialty Coffee Exporter & Supplier — Authentic Single-Origin Arabica from the Volcanic Highlands of Lake Toba, North Sumatra-Indonesia



Highland volcanic Arabica coffee plantation overlooking the Lake Toba caldera basin, North Sumatra, Indonesia.

SINGLE ORIGIN	SUPPLY CAPACITY	QUALITY STANDARD
Samosir Island & Humbang Hasundutan	**20 Metric Tons / Month (1 x 20' FCL Ready)**	**SCA Cupping Score 84+ Grade 1 Specialty Arabica**

NIB: 1111260020187 | Jakarta Head Office & North Sumatra Sourcing Operations | info@tobaandalimanbotanicals.com

SECTION 01 | COMPANY IDENTITY & HERITAGE

About TOBAMA

TOBAMA, operating in the global market under its flagship brand **TOBAMA Highland Coffee**, is also an exporter company and farmer partner supplying Indonesian specialty Arabica coffee. Tobama is dedicated to delivering specialty coffee beans from the finest highlands of the Lake Toba region in North Sumatra to international roasters and importers.

Sourced from mineral-rich volcanic soils and a unique microclimate around the Lake Toba caldera, Tobama focuses on purchasing from traditional farmers, processing, and exporting high-quality Arabica green beans. Furthermore, its origin and processing are traceable across two primary geographic regions: **Samosir Island** and **Humbang Hasundutan**. Tobama is headquartered in West Jakarta, while its warehouse and processing operations are located in the Lake Toba region of North Sumatra. Tobama combines export management with strong partnerships with coffee farmers.

TOBAMA COMMITMENT TO INTERNATIONAL BUYERS: Every coffee bean exported is sourced directly through coffee farmer partnerships, quality-verified, calibrated to a 10–12% moisture content, strictly sorted, and backed by full compliance with international standards and export documentation.

SECTION 02 | STRATEGIC DIRECTION

TOBAMA Vision, Mission

VISION

To become a globally trusted partner in serving North Sumatra specialty Arabica coffee recognized for its quality in the international coffee market, origin authenticity, and mutually beneficial supply chain transparency.

MISSION

- To introduce and present the superior flavor of Arabica coffee from the Lake Toba highlands to global specialty coffee importers and roasters.
- To build long-term, mutually beneficial partnerships with local farmer groups (Gapoktan).
- To implement strict post-harvest quality control to ensure consistent export quality from lot to lot.
- To care for and advance a sound environment from planting, farm level, to final processing.

Core Company Values

- **Quality First:** Strict adherence to Specialty Coffee Association (SCA) assessment standards, precise moisture calibration, and clean cup profiles.
- **Origin Integrity:** 100% single-origin authenticity with no inter-regional blending to preserve the genuine character of Samosir and Humbang Hasundutan.
- **Direct Farmer Partnerships:** Transparent pricing and technical assistance from planting through post-harvest directly with traditional farmer groups.
- **Environmental Stewardship:** Eco-friendly water management during wet processing and alignment with global deforestation-free export standards.
- **Continuous Improvement:** Gradual enhancement of digital traceability systems, sorting precision, and export logistics efficiency.

SECTION 03 | NORTH SUMATRA VOLCANIC TERROIR

Featured Coffee Origins

The highlands of Lake Toba in North Sumatra offer an extraordinary combination of fertile volcanic Andosol soil, cool mountain temperatures, and balanced rainfall. We source coffee lots from two distinct origins with signature flavor profiles highly sought after by specialty coffee roasters.

Origin Attribute	Origin I: Samosir Island Arabica	Origin II: Humbang Hasundutan Arabica
Geographic Region	Samosir Island, Lake Toba Basin, North Sumatra	Humbang Hasundutan Highlands, North Sumatra
Elevation & Microclimate	1,300 – 1,650 MASL; unique island microclimate cooled by the waters of Lake Toba	1,400 – 1,700 MASL; cool volcanic highlands with fertile organic topsoil
Key Varieties	Sigarar Utang, Ateng Super, Typica & Bourbon lines	Sigarar Utang, Ateng, Line S-795
Processing Methods	Full Washed (Primary), Semi-Washed / Wet-Hulled, Honey (Lot-specific)	Full Washed, Semi-Washed (Wet-Hulled), Natural (Lot-specific)
Target Cupping Score	84.0+ SCA Points (Based on lot-specific Q-Grader verification)	84.0+ SCA Points (Verified on each harvest lot)
Sensory & Flavor Profile	Clean citrus acidity, gentle floral aroma, cane sugar sweetness, with a crisp and balanced body	Rich dark berry notes, dark chocolate, warm herbal spice, with a syrupy texture and long finish



Sorted Grade 1 Specialty Sumatra Arabica green beans ready for export quality verification.

SECTION 04 | EXPORT-GRADE GREEN BEAN STANDARDS

Product Specifications & Quality Assurance

We supply 100% Specialty Arabica Green Coffee Beans processed and sorted to meet the strict physical and sensory requirements of buyers in Japan, the United States, and Europe. Every lot undergoes laboratory verification prior to shipment.

Technical Parameter	Export Specification Standard
Botanical Species & Varieties	100% Coffea Arabica (Sigarar Utang, Ateng Super)
Origins Offered	Samosir Island & Humbang Hasundutan (Lots separated by origin)
Quality Grade	Grade 1 / Specialty Grade (SCA Standard)
Bean Size (Screen Size)	Screen 15 – 18 (Min. 90% retained above Screen 15)
Moisture Content	11.5% – 12.5% (Target ~12.0% calibrated using a digital moisture meter)
Water Activity (aw)	< 0.60 aw for optimal green bean stability during ocean transit
Defect Tolerance	0 Primary Defects; Maximum 5 Secondary Defects per 300g sample
Processing Options	Full Washed (Primary), Semi-Washed (Wet-Hulled), Honey / Natural upon request
Export Packaging	60 kg Food-Grade Jute Bags lined with Airtight Inner Bags (GrainPro / Ecotact)

6-Stage Quality Control Protocol

- **1. Selective Red Cherry Harvesting:** Manual picking exclusively of fully ripe red coffee cherries for natural sugar development and the best sweetness in the cup.
- **2. Controlled Pulping & Clean Fermentation:** Precise pulping in clean tanks using clean mountain spring water.
- **3. Drying with Moisture Monitoring:** Slow, even drying on raised beds and clean drying floors until parchment stabilizes at ~12% moisture content.
- **4. Hulling & Gravity Sorting:** Careful hulling followed by screen sizing and gravity table separation to sort good and lower quality beans.
- **5. Manual Sorting by Trained Personnel:** Dedicated sorting teams manually inspect green coffee beans to remove defects and foreign matter.
- **6. SCA Cupping & Pre-Shipment CoA Issuance:** Sensory evaluation and physical analysis prior to container loading, accompanied by issuance of a Certificate of Analysis (CoA).





Controlled drying inside a greenhouse in North Sumatra to achieve a uniform 12% moisture content.

SECTION 05 | RELIABLE SUPPLY CAPACITY & ETHICAL SOURCING

Supply Capacity, Harvest Calendar & Sustainability

MONTHLY EXPORT CAPACITY

20 Metric Tons / Month

Equivalent to 1 x 20' FCL per month (approx. 320–333 bags of 60 kg), scalable through forward contracts.

HARVEST PERIOD (NORTH SUMATRA)

March – June & October – December

Biannual harvest cycles in Samosir Island and Humbang Hasundutan guarantee two harvest availabilities every year.

Annual Harvest & Export Shipment Calendar

Activity	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Harvest Season			HARVEST	HARVEST	HARVEST	HARVEST				HARVEST	HARVEST	HARVEST
Milling & Cupping				ACTIVE	ACTIVE	ACTIVE	ACTIVE	ACTIVE			ACTIVE	ACTIVE
FCL Export Schedule	READY	READY			NEW CROP	NEW CROP	NEW CROP	NEW CROP	READY		NEW CROP	NEW CROP

Direct Farmer Partnerships, Traceability & Eco-Friendly Water Management

- **Direct Collaboration with Farmer Groups (Gapoktan):** We partner directly with organized coffee farmer groups in Samosir Island and Humbang Hasundutan by providing the best farm-gate purchase prices, coffee processing assistance, and incentives for picking red coffee cherries.
- **Step-by-Step Lot Traceability:** Every lot is documented from the village and farmer group level through wet milling, drying dates, and dry-mill sorting to build a transparent origin track record.
- **Eco-Friendly Water Management & Wastewater Treatment:** Our wet-processing partners apply water-saving washing protocols as well as natural sedimentation and filtration ponds to treat coffee pulping wastewater before release into the environment, helping preserve the Lake Toba watershed.

SECTION 06 | LEGAL READINESS & DOCUMENTATION

Export Compliance & International Standards

PT Toba Andaliman Botanicals Indonesia operates with complete Indonesian export licensing and aligns its sourcing operations with the international regulatory and sustainability frameworks required by global importers.

Company Legality & Sustainability Alignment	Export Shipment Documentation
• **Business Identification Number (NIB):** 1111260020187 (Officially Registered Indonesian Exporter) • **EUDR Readiness:** Polygon geolocation mapping & deforestation-free supply chain documentation aligned with the European Union Deforestation Regulation (EUDR). • **Fair Trade Standards:** Open farmer group engagement, optimal pricing structures, and partnerships with traditional farming communities. • **Rainforest Alliance Alignment:** Biodiversity conservation, shade-grown agroforestry, and eco-friendly water management.	• **Certificate of Origin (CoO):** Official verification of Indonesian origin (Form A / Form E / Form B / IJEPA). • **Phytosanitary Certificate:** Issued by the Indonesian Agricultural Quarantine Agency. • **Certificate of Analysis (CoA):** Lot-specific report covering moisture content, bean size, defect count, and SCA cupping score. • **Bill of Lading (B/L):** Original ocean transport document or Telex Release. • **Commercial Invoice & Packing List:** Complete customs and shipping details per container/lot.

SECTION 07 | SERVING JAPAN, UNITED STATES & EUROPE MARKETS

International Partnership & Workflow

- **Stage 1 — Company Introduction & Specification Alignment:** Review of buyer's preferred coffee origin (Samosir or Humbang Hasundutan), processing method, flavor profile, and volume requirements.
- **Stage 2 — Pre-Shipment Coffee Sample Dispatch:** Dispatch of 250g–500g green or roasted coffee samples via international air courier (DHL/FedEx) for process evaluation, roasting, and cupping.
- **Stage 3 — Trial Order Execution (LCL / Pallet Shipment):** Flexible initial trial orders to validate quality consistency, packaging durability, and smooth customs clearance.
- **Stage 4 — Annual Supply Contract & Scheduled FCL Shipments:** Structured forward supply contracts up to 20 Metric Tons (1 x 20' FCL) per month under FOB Belawan / Jakarta or CIF destination port terms.

SECTION 08 | CONTACT OUR EXPORT TEAM

Contact & Trade Inquiries

PT TOBA ANDALIMAN BOTANICALS INDONESIA

Brand: TOBA Highland Coffee | NIB: 1111260020187

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