

Creating Values

Arenga & Coconut Sugar



Kalpasakara

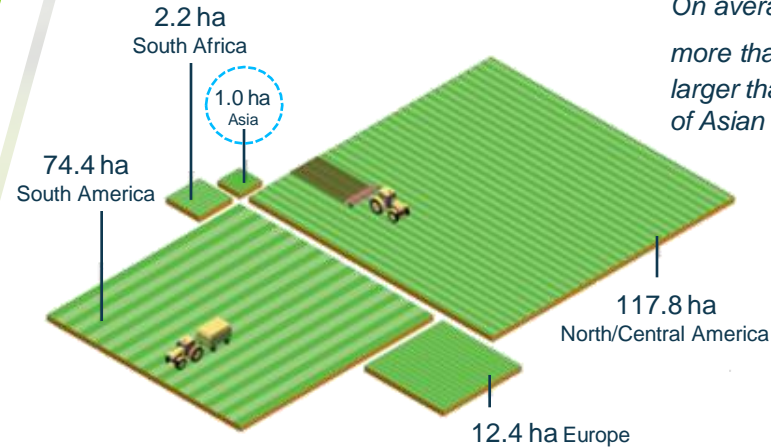
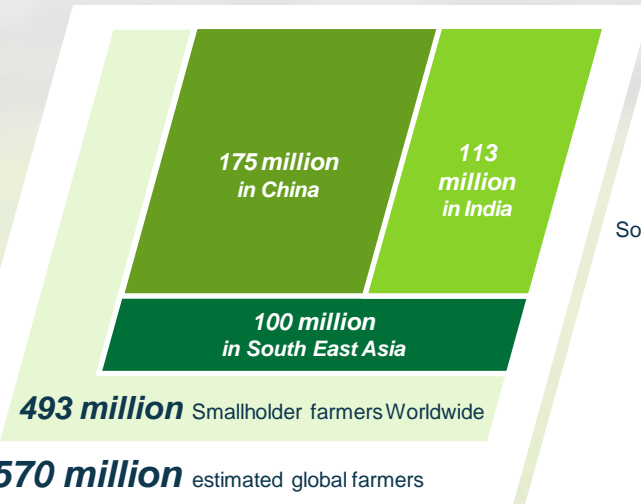
Managing Coconut Ecosystem

Smallholders' footprint in Asia Pacific is unmatched globally

Land ownership likely to remain fragmented despite slow consolidation in some countries

Asia Pacific accounts for ~80% of smallholder farmers worldwide

with China, India and South East Asia home around ~388 million



On average, U.S. farms are more than **100 times** larger than the farms of Asian smallholders

Significance in Agriculture and Food Supply

- // 80% of food production in developing countries; rising GDP driving food & nutrition demand
- // Productivity at ~50% of world average
- // EUR 17-20B seed & crop protection market (~16% share of global market) Expected to grow to EUR 23-26B by 2023 (~6.5% CAGR – above global average)**

other data reflect internal estimates based on various external sources Sources: Dalberg Global Report 2016, Inflection Point, FAO



Developing Mindset

- Bertani dan atau berbisnis pertanian adalah soal manajemen
- Manajemen valuasi potential resources, production on farm, handling panen dan pasca panen, delivery system, market.
- *On-farm*, Transformasi **mono** to **multi** kultur, revaluasi kekuatan sosio-kultur dan resource, organized small holder farmer, standarisasi
- *Off-farm*, Value Creation, reorganized supply chain, standarisasi handling panen dan pasca panen, creating produk olahan, dan portofolio (sertifikasi)

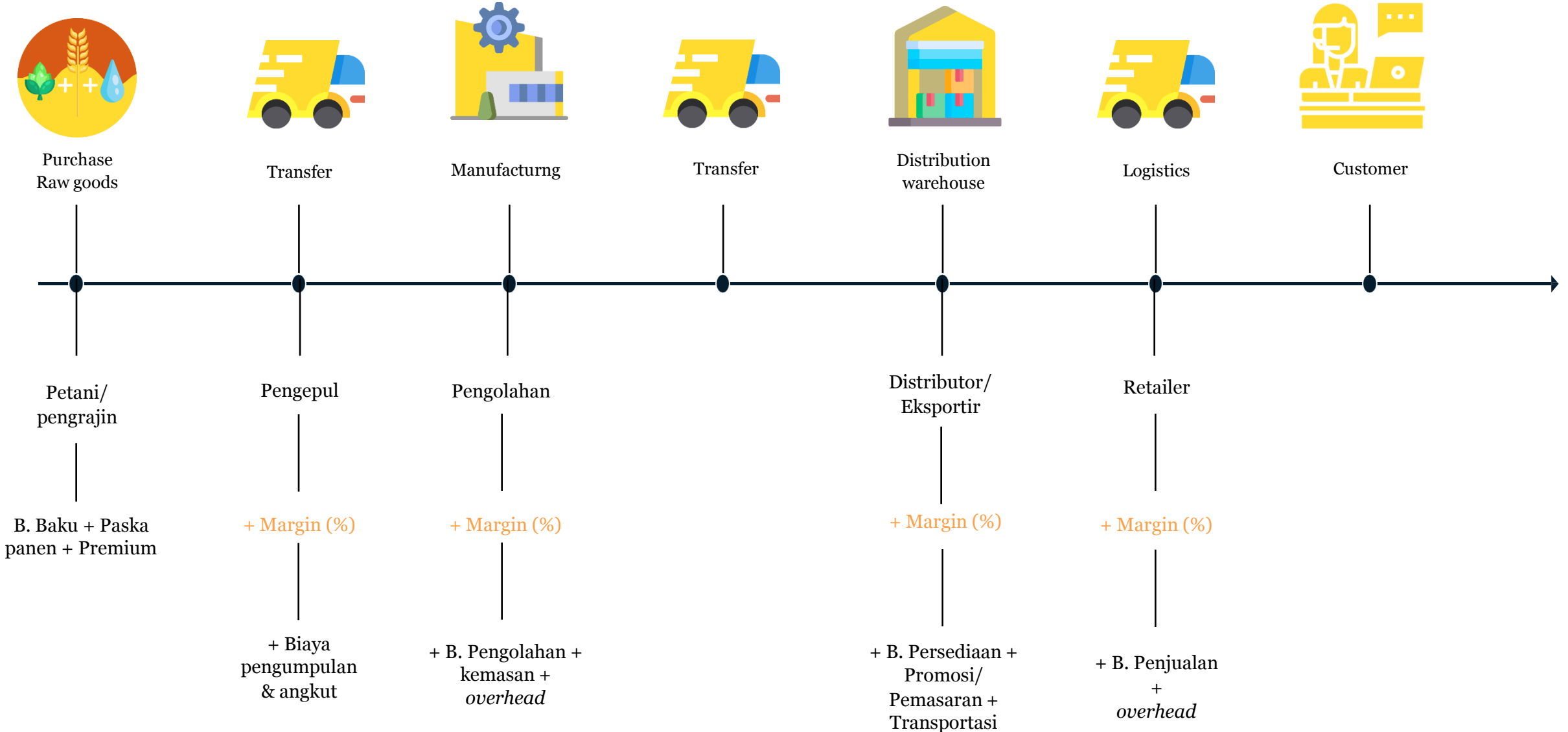


POTRET DESAKU

SPIRITUAL
BUDAYA
SOSIAL
EKOLOGI
EKONOMI
POLITIK



Berbagi Peran dalam Mata Rantai



Managing Indigenous to Global Market

Indigenous, Gula Kelapa dan Aren adalah salah satu produk penting yang menjadi bagian dari kultur, tradisi, aktifitas ekonomi Nusantara

Global Trend, Pasar Global khususnya Eropa dan Amerika membutuhkan alternatif sweetener yang sehat.

Transformation Process,

1. Transformasi Petani
2. Transformasi lahan dan dapur produksi
3. Transformasi SOP produksi to GMP
4. Transformasi produk

Goal, Kalpasakara hadir dan berhasil membangun proses transformasi, sehingga menghasilkan produk gula organik bersertifikat dan meningkatkan pendapatan petani 30 – 40%

Conclusion, Kalpasakara tidak hanya serius menjalankan bisnis praktis yang profit oriented tapi juga membangun impact sosial melalui proses transformasi sosio-kultural dan peningkatan pendapatan small holder farmers.

View

Organic Crystal Coconut Sugar



\$ 264 M/110.000 Ton
Global Market Size*



8% - 2022
Market Growth



100%

pure coconut sugar without any added sweeteners and chemical. natural, unrefined, unbleached and unfiltered.



Low glycemic

index sweetener which is great for weight control, low consequences to diabetes.



Organic Crystal Coconut Sugar



High Content

of minerals and rich in nutrients



Obtained from a group of farmers

who comply with the rules of organic sustainable farming with whom we work for years.

PRODUCT SPECIFICATION

- Certification : Organic (CU), Halal, and HACCP
- Gluten free
- Low glycemic sugar
- Minerals contains, like magnesium, zinc, iron, vitamins B1, B2, B3, B6, vitamin C. Nutrients (per 100 g); 133.57 mg of Sodium, 44.21 mg magnesium, 7, 4 mg of iron, 14.66 mg calcium, trace amounts of zinc and copper.
- Raw Material : Sap from Cocos Nucifera
Type : Crystal Coconut Sugar
Appearance : Golden Brown.
- Crystal granules particle size : Mesh 14-18, particle size conversion : 1.41 – 1.00 mm (different mesh size available on request)
- Moisture content : >1.5% max Insoluble matters : 0.2% max (in water). Free chemicals & contaminants
- Shelf Life : 24 months
- Packaging: Bulk in vaccum plastic, Carton box

COCONUT : TREE OF LIFE (FARM + CPU)



*1 Container : 20 Ton

** 1 USD : 14.000 IDR

Organic Certification Values

- 1 Nilai tambah (+)
- 2 Traceability, ketelusuran produk pangan, melibatkan pelaku dari ujung hulu-hilir yang terorganisir dengan baik.
- 3 Organisasi resources lebih terukur dan terjamin, meliputi para pelaku, SOP panen-pasca panen, pengolahan-packaging, dan delivery system, diukur dan dijamin dalam sistem sertifikasi.
- 4 Jaminan kuota dan transaction certificate
- 5 Membuka peluang sistem bisnis yang lebih berkeadilan

Land, Farmers, Product Data Base

Farmer List

No	Code	Name	RT	RW	Registration Officer Name	Registration Date	No Penders	Name		Kitchen (Dapur) Code	Crop Area		TOTAL		Yield Coconut Sugar (Kg/day)			hasil satu hari (Kg)	Annual Total Yield Estimate (Kg)
								Penderes	Pengolah		Ubin	Ha	No of plants/ plot	Productiv e Plants	Farmers/ sendiri	Owner/ maro/ dipero	maro dipero (setelah dibagi)		
1	2	3	4	5	6	9	10	11	12	19	45	46	47	48	49	50	51	52	
241	KWS 393	MISKAM	9	5	AMIN S	26-Jun	218	MISKAM	LIANA	K 393	560	0.784	42	18	4.5	2.5	1.3	5.8	2070
242	KWS 394	SAMSIADI	9	5	AMIN S	26-Jun	221	SAMSIADI	KARSINAH	K 394	125	0.175	15	7	4.0	-	-	4.0	1440
243	KWS 395	SUKARJO	9	5	AMIN S	06-Agu	222	SUKARJO	KAMINAH	K 395	100	0.14	20	8	4.0	-	-	4.0	1440
244	KWS 398	SARNO	9	5	AMIN S	06-Agu	223	SARNO	SAKINI	K 398	100	0.14	30	20	6.0	-	-	6.0	2160
245	KWS 397	MARYONO	9	5	AMIN S	06-Agu	224	MARYONO	KASINI	K 397	300	0.42	50	12	5.0	-	-	5.0	1800
246	KWS 398	RAJIKUN	9	5	AMIN S	06-Agu	225	RAJIKUN	VIASINI	K 398	350	0.49	40	12	5.5	-	-	5.5	1980
247	KWS 399	WIDARSO R	9	5	AMIN S	06-Agu	226	WIDARSO R	WIITEM	K 399	305	0.427	35	11	4.5	-	-	4.5	1620
248	KWS 400	KAMISAN	9	5	AMIN S	07-Agu	227	KAMISAN	PARISEM	K 400	200	0.28	40	20	7.0	-	-	7.0	2520
249	KWS 401	KUSNADI	9	5	AMIN S	07-Agu	228	KUSNADI	SITI KHOTIJA	K 401	400	0.56	51	20	6.0	-	-	6.0	2160
250	KWS 403	RAPIN	9	5	AMIN S	07-Agu	229	RAPIN	RATI	K 403	250	0.35	22	9	4.0	-	-	4.0	1440
251	KWS 404	SURATNO	9	5	AMIN S	07-Agu	230	SURATNO	PARISEM	K 404	120	0.168	15	9	4.0	-	-	4.0	1440
252	KWS 405	KARTONO	10	5	AMIN S	03-Agu	231	KARTONO	WASINEM	K 405	240	0.336	23	15	5.5	-	-	5.5	1980
253	KWS 407	KASIMAN SUMARDI	10	5	AMIN S	03-Agu	232	NASIR	NAWISEM	K 407	375	0.525	15	5	-	2.5	1.3	1.3	450
254	KWS 408	KAWEN	10	5	AMIN S	04-Agu	193	TURIMAN	KAWEN	K 408	200	0.28	25	18	-	5.0	2.5	2.5	900
255	KWS 409	KAMIN	10	5	AMIN S	04-Agu	233	KAMIN	SAIKEM	K 409	200	0.28	20	8	4.5	-	-	4.5	1620
256	KWS 410	KARTIYEM	10	5	AMIN S	03-Agu	234	NASIR	KARTIYEM	K 410	300	0.42	25	8	-	3.5	1.8	1.8	630
257	KWS 411	SURDI	10	5	AMIN S	03-Agu	235	SURDI	NASEM	K 411	375	0.525	21	5	3.0	-	-	3.0	1080
258	KWS 412	SALINEM	10	5	AMIN S	04-Agu	198	SATIMIN	SALINEM	K 412	100	0.14	13	6	-	3.0	1.5	1.5	540
259	KWS 413	KARTIMIN	10	5	UNIK S	08-Agu	101	KARTIMIN	WARISEM	K 413	100	0.14	15	9	4.0	6.0	3.0	7.0	2520
260	KWS 414	TOFIK	10	5	UNIK S	08-Agu	238	TOFIK	SARIMPEN	K 414	150	0.21	15	15	5.5	-	-	5.5	1980
261	KWS 415	SAERI	10	5	UNIK S	08-Agu	237	SAERI	KATEM	K 415	125	0.175	10	8	3.5	-	-	3.5	1260
262	KWS 418	NAWITO	10	5	UNIK S	08-Agu	238	NAWITO	NASIEM	K 416	75	0.105	6	5	3.0	-	-	3.0	1080
TOTAL											59.062	83	5.763	3.234	1.035	224	112	1.149	413.550

PPL PERTANIAN DESA KEMAWI

[Signature]
SUDJANTO
NIP. 198204052017061002

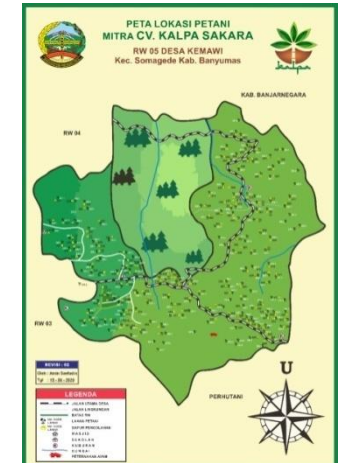
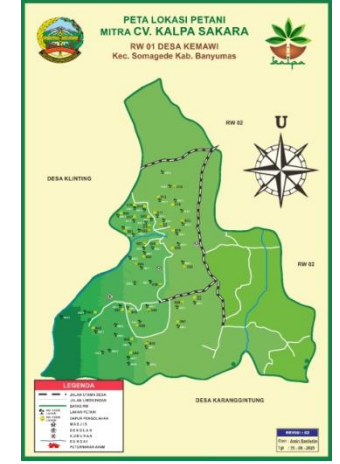
MENGETAHUI,



BANYUMAS, JUNI 2020

CV. KALPA SAKARA
[Signature]
H. NURFAIS ALMUBAROK, ST
DIREKTUR

Peta Lokasi Petani Mitra



Portofolio (Land, Crop, Farmers, CPU, and Trade)

SERTIFIKAT
CERTIFICATE

Nomor SERTIFIKAT: C873730SNIORG-01.2020
Certificate No.

Nomor REGISTRASI: CUB873730/LSO-010-IDN/07/20
Registration No.

Bidang Perhatian / Field of Attention
Metode Produksi Organik
Organic Production Methods
SNI ORGANIK

Diberikan kepada / Issued to:
CV. KALPA SAKARA
Jawa Tengah, Indonesia

Standar:
Standard:
SNI 6729: 2016 Sistem Pertanian Organik, termasuk regulasi (Permentan No. 64/2013 tentang Sistem Pertanian Organik) dan Persyaratan Sertifikasi PCU Indonesia.
SNI 6729: 2016 on Sistem Pertanian Organik, including the regulations (Regulation Of The Minister Of Agriculture No. 64/2013 Organic Agriculture System) and PCU Indonesia Inspection Regulations.

Untuk Ruang Lingkup "Produk Olahan Tanaman"
Scope "Agriculture Processed Product"

Berlaku hingga 09-November-2023
Valid until 09-November-2023

Sertifikat ini mencakup unit, dan/atau produk sebagaimana disebutkan dalam lampiran terautentikasi dari sertifikat ini. Perbaran sertifikat ini sekaligus mengizinkan operator untuk memakai logo **ORGANIK INDONESIA** pada label dan bentuk promosi penjualan lainnya. Sertifikat ini tetap berlaku hingga 3 tahun dengan syarat klien tetap mematuhi ketentuan sebagaimana ditetapkan dalam kontrak klien dengan PCU Indonesia dan diverifikasi dalam inspeksi tahunan oleh PCU Indonesia.

This certificate covers the unit(s), and/or product(s) as mentioned in the authenticated annex of this certificate. The awarding of this certificate also allows the operator to use the ORGANIK INDONESIA logo on the label and other forms of sales promotion. This certificate is still valid for up to 3 years provided the client continues to comply with the provisions as stipulated in the client contract with the Indonesian PCU and is verified in annual inspection by the Indonesian PCU.

Tanggal sertifikasi : 10-November-2020
Certification date
Rentang waktu Surveilans : 10-Juli-2021 - 10-September-2021
Surveillance period
Tempat dan Tanggal penerbitan : Jakarta, 13-November-2020
Place and date of issued

Disahkan oleh:
Declared by:
Atas Nama Direktur
On Behalf Of Director


Mr. Adhi Kurnia Tama
Certifier
PT PCU Indonesia
40 Premier Building, Jl. TB Simatupang
No. 05, Ragunan, Jakarta Selatan
12590, Indonesia
www.controlunion.com
Telp. +6221 2270 8984




Kantor Nasional
LSO-010-IDN



CERTIFICATE

CERTIFICATE No: C873730EU-01.2020
REGISTRATION No: CU 873730

Field of attention:
Organic production methods
Organic EU

Issued to:
CV. KALPA SAKARA
Kebumen, INDONESIA
Project in: INDONESIA

Standard:
Control Union Certifications Production Standards and Regulation (EC) No 834/2007 and Regulation (EC) No 889/2008 on organic production of agricultural products and indications referring thereto on agricultural products and foodstuffs, including the amending regulations, and Control Union Certifications (CU) Inspection Regulations.

Valid until: 09 November 2021

Control Union Certifications declares to have inspected the unit(s), and/or product(s) of the above mentioned client, and have found them in accordance with the standards mentioned above.

This certificate covers the unit(s), and/or product(s) as mentioned in the authenticated annex of this certificate. This document has been issued on the basis of Article 29(1) of Regulation (EC) No 834/2007 and of Regulation (EC) No 889/2008. The declared operator has submitted his activities under control, and meets the requirements laid down in the named Regulations.

Labelling of the product must state CUC CB code number.

This certificate remains in force until further notice, provided that the participant continues to meet the conditions as laid down in the client contract with Control Union Certifications B.V. and verified in annual inspections by Control Union Certifications B.V.

ID-810-149
Date of certification:
10 November 2020
Last date of inspection: 01 September 2020
Place and date of issue:
Jakarta, 13 November 2020



Declared by:

On behalf of the Managing Director
Mrs. Mala Fadila

Certifier
Control Union Certifications
Meeuwenlaan 4-6
8011 BZ ZWOLLE
The Netherlands
<http://www.controlunion.com>
tel.: +31(0)38-4260100



Mr. Kurnia Tama
Certifier
Control Union Certifications
Meeuwenlaan 4-6
8011 BZ ZWOLLE
The Netherlands
<http://www.controlunion.com>
tel.: +31(0)38-4260100





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CERTIFICATE

CERTIFICATE No: C873730NOP-01.2020
REGISTRATION No: CU 873730

Field of attention:
Organic production methods
USDA-NOP
CROPS, ICS-NOP, HANDLING / PROCESSING

Issued to:
CV. KALPA SAKARA
Dukuh Kedompon, RT 01 RW IV Banjarsari, Gombang

54416 Kebumen
Jawa Tengah
INDONESIA

Standard:
Certified to the USDA organic regulation, 7 CFR Part 205.

Anniversary date: 24 August 2021

Control Union Certifications declares to have inspected the unit(s), and/or product(s) of the above mentioned client, and have found them in accordance with the standards mentioned above.

Once certified, a production or handling operation's organic certification continues in effect until surrendered, suspended or revoked.

Anniversary date - when the certified operation must submit its annual update.

Effective date:
10 November 2020
Place and date of issue:
Jakarta, 13 November 2020

Declared by:

On behalf of the Managing Director
Mr. Kurnia Tama

Certifier
Control Union Certifications
Meeuwenlaan 4-6
8011 BZ ZWOLLE
The Netherlands
<http://www.controlunion.com>
tel.: +31(0)38-4260100







Control Union Certifications is
officially accredited by the United
States Department of Agriculture

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Organic Trade Document


CV. KALPA SAKARA
KEBUMEN JAWA TENGAH

Surat Jalan [Redacted]



CU NUMBER : 873730

Tanggal : 14 Januari 2021
No. Truck : R 1575 RD

Lot Number = Traceability



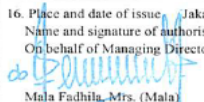
No	Nama Barang	Jumlah (Koli)	Qty (Kg)		Batch	Keterangan																									
			Nett weight	Gross weight																											
1	ORGANIC CRYSTAL COCONUT SUGAR	[Redacted]				<table border="1"> <thead> <tr> <th>No</th> <th>Lot Number</th> <th>Jumlah packs</th> <th>Berat per pack (Kg)</th> <th>Jumlah nett (Kg)</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>IN.10121</td> <td>79</td> <td>23</td> <td>1817</td> </tr> <tr> <td>2</td> <td>SY.10121</td> <td>107</td> <td>23</td> <td>2461</td> </tr> <tr> <td>3</td> <td>SR.10121</td> <td>31</td> <td>23</td> <td>713</td> </tr> <tr> <td colspan="2">TOTAL</td> <td>217</td> <td></td> <td>4991</td> </tr> </tbody> </table>	No	Lot Number	Jumlah packs	Berat per pack (Kg)	Jumlah nett (Kg)	1	IN.10121	79	23	1817	2	SY.10121	107	23	2461	3	SR.10121	31	23	713	TOTAL		217		4991
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2	SY.10121	107	23	2461																											
3	SR.10121	31	23	713																											
TOTAL		217		4991																											






LEONARDUS BAGUS P

CV. KALPA SAKARA
 Office : Dukuh Kedampon Banjarari RT 01 RW 04, Kec. Gombong, Kab. Kebumen, Jawa Tengah 54416
 CPU : Jalan Lingkar Sumpiuh RT 06 RW 02 Keciples Sumpiuh, Kec. Sumpiuh Kab. Banyumas, Jawa Tengah 53195
 Website : www.kalpasakara.com Email : kalpasakara@gmail.com Telp/WA : +62 813 800 32434

TRANSACTION CERTIFICATE FOR PRODUCTS FROM ORGANIC PRODUCTION

1. Body issuing the certificate (name and address) Control Union Certifications B.V. Meeuwenlaan 4-6 8011 BZ ZWOLLE NETHERLANDS	2 a) Council Regulation (EC) No. 834/2007. 2 b) Reference number of the certificate: PRJ 873730/01394651
3. Seller of the product (name and address) CV. Kalpa Sakara Jalan Lingkar Sumpiuh RT 08/02 Keciples Kecamatan SumpiuhBanyumas Jawa Tengah INDONESIA	4. Inspection body* (name and address) Control Union Certifications B.V. Meeuwenlaan 4-6 8011 BZ ZWOLLE NETHERLANDS
5. Producer or processor of the product* (name and address) CV. Kalpa Sakara Jalan Lingkar Sumpiuh RT 08/02 Keciples Kecamatan SumpiuhBanyumas Jawa Tengah INDONESIA	6. Country of dispatch [Redacted]
7. Consignee (name and address) [Redacted]	8. Country of destination [Redacted]
9. Address and place of destination*	
10. Marks and numbers, container no(s), number and kind. Trade name of the product. Organic EU certified Production Year Lot/batch numbers Gross mass (kgs) Net mass (kgs) Crystal Coconut Sugar (Javara) packed in Plastic vacuum sealed 2020 [Redacted] 13097.20 13018.00 from organic production methods Invoice no.: [Redacted] Transport document no.: [Redacted] Container no.:	11. Gross mass 13097.20 kgs 12. Net mass 13018.00 kgs 13. Alternative units *
14. Declaration of the body issuing the certificate This is to certify that the products designated above have been obtained in accordance with the rules of production and on inspection of the organic production method, as set out and monitored by the inspection and certification body mentioned in box 4.	
15. Additional declaration (if appropriate) This product is also certified USDA-NOP	
16. Place and date of issue: Jakarta, 21 December 2020 Name and signature of authorised person On behalf of Managing Director  Mala Fadhila, Mrs. (Mala)	

*Explanatory notes

- Box 4: The inspection and certification body for compliance with the rules on from organic production methods..
- Box 5: The firm which carried out the last operation (processing, packaging, labelling) on the batch.
- Box 9: The address of the firm where the batch will be delivered, if different from the address in box 7.
- Box 13: e.g. volume in meters, to be given, where appropriate, in supplement to the declarations in boxes 11 and 12.

Future : Opportunities & Challenges

1

Financial System : Terintegrasi dalam mata rantai bisnis

Storage : Buffer stock dan Sistem Resi Gudang



Ready Stock Finished Product
Lead Time yang lebih baik



2

Farmers : Replanting & Production Transform

Technology : Kristalisator, Pengawet Nira, Pengering



Cara kerja yang lebih aman
Produktifitas dan hasil produksi standard



Offering

1. Copy and Paste Business Model di wilayah-wilayah indigen
2. Replanting di lahan small holder farmers dengan pendekatan wakaf produktif
3. Centrall Processing Unit dengan Upgrade Teknologi Produksi Nira - Gulsem
4. Storage System Export Packaged (Buffer Stock dan Sistem Resi Gudang)
5. Integrated Plantation – Factory (Model 10 Ha)



Key Factors

1. Spiritual Commitment
2. Ecological Valuation
3. Social Engineering
4. Managerial Skill
5. Saintific & Technological Product Knowledge
6. Network

Thank You



Nurfais Almubarok

Graduated in Geology, ITB
Farmer and business practitioner in agroindustry.