

April 2020

# ORNAMENTAL FISH

**3** HOT ISSUE

**5** MARKET REVIEW

**10** LIST OF EXPORTERS OF ORNAMENTAL FISH

**11** EXPORTERS OF ORNAMENTAL FISH

# EDITOR DESK

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Ornamental fish is a very promising export commodity. Besides being easy to cultivate, ornamental fish also does not require expensive costs when cultivating. The potential of national ornamental fish resources will be a strategic value for Indonesia to increase state revenue. Since 2012-2019 the export of ornamental fish has increased significantly from USD 21 million to USD 33 million. Indonesia has always been in the top 5 ornamental fish exporters from 2010 to 2018 and became the largest in the world in 2018. The export destination countries for Indonesian ornamental fish include China, America, Russia, Canada, Singapore, and various other countries.

During the Covid-19 pandemic, ornamental fish export experienced quite a tough challenge. In a meeting of the Indonesian Ornamental Fish Council, it was identified that according to ornamental fish business players, the demand for ornamental fish has not decreased. However, air freight transportation for ornamental fish products has experienced increase in transportation cost. Based on data from ornamental fish businessmen, transportation cost during this pandemic increased 3-4 times higher compared to normal price. As a result, the export performance of ornamental fish in Q1 2020 has decreased. Data from Indonesia Central Statistics Agency noted that the export value of ornamental fish in Q1 2020 reached USD 6.41 million or decreased by 24.77% compared to Q1 2019.



A strategy is needed to improve the export performance for ornamental fish. In this month's edition of Export News, Directorate General of National Export Development presents an overview of Indonesia's current performance of ornamental fish export as well as opportunities for superior products that can be increased. Hopefully, the information given is useful for readers and can provide an overview to successfully enter the export market.

*Director General of National Export Development  
Ministry of Trade of the Republic of Indonesia*

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Ministry Of Trade Of Republic Of Indonesia**

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## HOT ISSUE

### The Demand For Ornamental Fish Increases During The Covid-19 Pandemic



***There are thirty Indonesian National Standards established by the National Standardization Agency for Indonesia (BSN) related to ornamental fish and aquaculture fisheries. Out of those thirty standards, twenty seven of them are still valid and can be utilized.***

Chairman of the CBD Discus Community, Teddy said, "demand for ornamental fish increases during the Covid-19 pandemic". It is consistent with the increasing number of people who choose a new

hobby to raise ornamental fish during social restrictions. Apart from being a hobby, ornamental fish industry also opens up many business opportunities from hatchery, rearing, feed, medicine, fish maintenance accessories, training and even becoming a YouTuber with content about ornamental fish.

Indonesia is known to have many species of ornamental fish, both freshwater and saltwater. It is recorded, there are 1.100 species of freshwater ornamental fish in the world, 400 of them come from Indonesia and also Indonesia has 650 species for saltwater ornamental fish. It is suspected that more species of saltwater

ornamental fish have not been found.

The export value of Indonesian ornamental fish is quite high. The Indonesia Statistics Agency recorded growth trend in the ornamental fish trade during 2012-2019. In 2012, the export value of ornamental fish reached USD 21,01 million and in 2019 reached USD 33,11 million. The main export destination countries are China, United States, Japan and Singapore. This achievement places Indonesia as the third largest ornamental fish exporter in the world based on trade value. While the first position is Singapore with 24% market share. Not only for export, domestic ornamental

fish demand also continues to grow. The ornamental fish business is one of the businesses that is not affected by the Covid 19 pandemic. Most people buy ornamental fish to ward off boredom during the implementation of social restrictions.

The strategies for ornamental fish development in the 2020-2024 RPJMN are ornamental fish production and quality, trading and promotion of ornamental fish, conservation of native fish species and habitats, integration of data and

information, as well as public outreach and education. In implementing these strategies, standards, technical regulations, and assessment play an important role in enhancing competitiveness and added value.

There are thirty Indonesian National Standards established by the National Standardization Agency for Indonesia (BSN) related to ornamental fish and aquaculture fisheries. Out of those thirty standards, twenty seven of them are still valid and can be utilized. BSN also provide

assessment scheme related to ornamental fish in general due to the collaboration with the Ministry of Marine Affairs and Fisheries of The Republic of Indonesia.

BSN in collaboration with the Ministry of Marine Affairs and Fisheries of The Republic of Indonesia develops Indonesia Good Agriculture Practices (IndoGAP) scheme created by Perka BSN. The goal is to carry out IndoGAP certification. Director of Strengthening the Application of Standards and Conformity Assessment of BSN, Heru Suseno revealed that LPK must be accredited by the National Accreditation Committee (KAN). There are several important stages in the product, process and service certification process. First, the selection stage to determine product characteristics and ensure product consistency. Second, the review process to see the conformity of the determination results with the certification requirements. Third, the attestation process for the issuance of conformity attestations. Fourth, licensing the use of signs. And finally, the surveillance process. Mr. Heru also said, "BSN collaborated with K/L/D to provide guidance for business players and coaching is carried out by building role models for SMEs".



# MARKET REVIEW

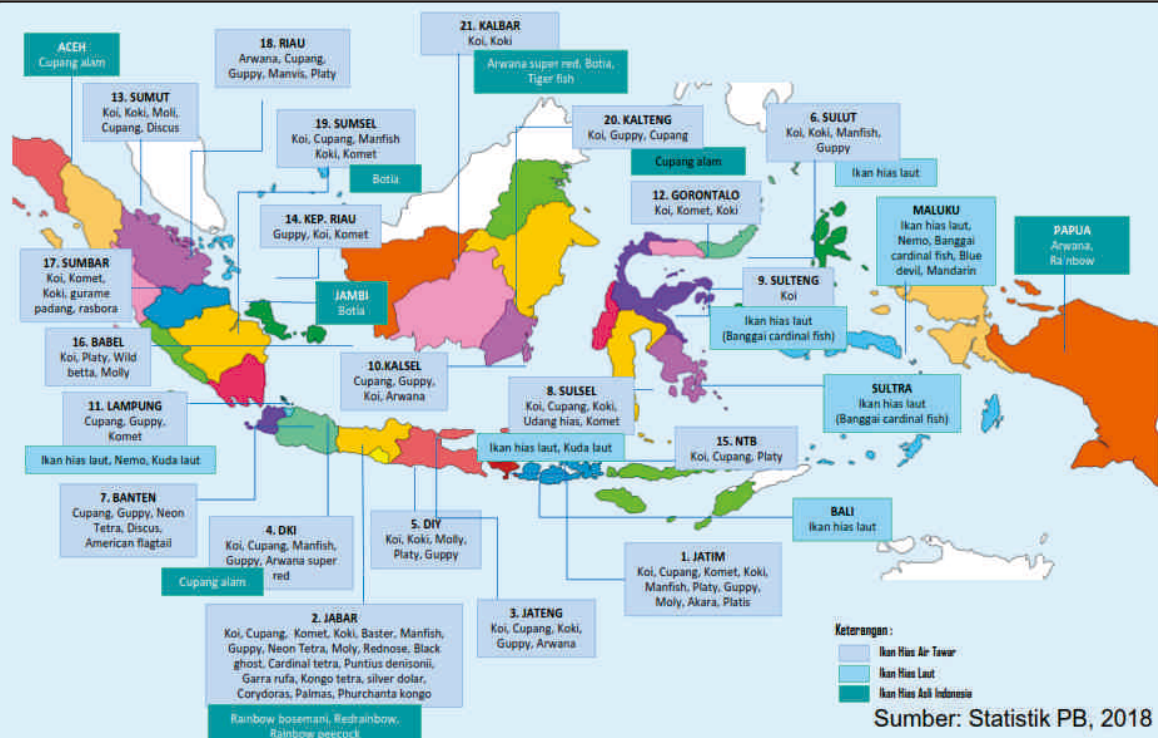
## Performance of Indonesian Ornamental Fish Trade

In 2015-2019, the trade trend for Indonesian ornamental fish was positive, around 12,11% and contributed about 9,62% in the world ornamental fish trade. Meanwhile, the value of Indonesia's exports from 2018 to 2019 has decreased by 6,7%. During the Covid-19 pandemic, the export of ornamental fish is facing quite a challenge. In a meeting of the Indonesian Ornamental Fish Council (DIHI), it was identified that according to ornamental fish

business players, demand for ornamental fish from export destination countries has not decreased. In fact, lockdown policy in several destination countries for Indonesian ornamental fish exports is encouraged people to make ornamental fish as an object of entertainment at home. However, another obstacle faced by ornamental fish entrepreneurs is shipment to destination countries because transportation cost during this pandemic have increased 3-4 times higher

compared to normal price. As a result, the export performance of ornamental fish in Q1 2020 has decreased. Based on data from BPS, it was noted that the export value of ornamental fish in Q1 2020 reached USD 6,41 million or decreased by 24,77% compared to Q1 2019. It is also noted that Soekarno-Hatta Airport and Bali Ngurah Rai Airport are two main export airports. In Q1 2020, the share of ornamental fish export value

### Map of the Distribution of National Ornamental Fish Production





Sumber : Trademap (diolah Dit. P2IE)

from those two airports reached 96,63% of the total national ornamental fish export value.

According to data from the Directorate General of Aquaculture, Ministry of Marine Affairs and Fisheries, Indonesian ornamental fish production is always increasing. There are five regions which produce the largest ornamental fish, namely East Java produce 585.1 million, West Java (571.9 million), West Kalimantan (40.5 million), Central Java (30.9 million) and DKI Jakarta (22.4 million).

There are ten species produced by the five regions, namely Guppy, Neontera, Moli, Koki, Manvis, Platis, Baster, Comet, Betta, and Koy. These ten species dominate the export market as well as the local ornamental fish market. From January-July 2020, the

largest export markets for Indonesian ornamental fish are China, Japan, United States, Singapore, Australia, South Korea, Taiwan, England, and Thailand.

In 2019, the largest ornamental fish exporter was Japan, with an export value of 43,9 million USD, followed by Singapore 34,5 million USD, Indonesia, 33,1 million USD, Spain 31,8 USD and Thailand 23,7 million USD. Based on Ministry of Marine and Fisheries, 54% of the average value of world ornamental fish trade comes from Indonesia. Singapore and Japan are two of the world's largest exporter countries where about 54% of the country's fish are from Indonesia. Therefore, it is not impossible that in the future Indonesia will become the world's largest exporter. Let's take advantage of the ornamental fish export business opportunity while

making Indonesia the largest exporter in the world.

The highest growth occurred in saltwater ornamental fish, where the average reached 69.64% per year. Meanwhile, the growth of freshwater ornamental fish reached 29.06% per year. The total volume of ornamental fish in Indonesia in 2018 reach 23,32 million, consist of 20,61 million freshwater ornamental fishes and 2,61 million saltwater ornamental fishes.

The five main provinces supply the national freshwater ornamental fishes in 2018 are East Java (53,65%), Banten (20,42%), West Kalimantan (11,23%), Riau Islands (3,73%) and Southeast Sulawesi (2,24%). The total volume of freshwater ornamental fish produces from East Java province is 11,06 million, Banten 4,21 million, West Kalimantan 2,31 million, Riau Islands 0,77 million and Southeast Sulawesi 0,46 million. The five provinces that supply the largest saltwater ornamental fish in 2018 are East Java (27,28%), West Nusa Tenggara (21,32%), Bali (19,04%), West Sumatra (7,58%) and South Sulawesi (6,40%). The volume out of saltwater ornamental fish produce in 2017 from East Java 0,71 million, West

Nusa Tenggara 0,56 million, Bali 0,50 million, West Sumatra 0,20 million and South Sulawesi 0,17 million.

Based on the chart, Indonesian ornamental fish products have increased significantly from year to year. From 2015 to 2019, export trend of Indonesian ornamental fish product grew around 14,01% per year. Indonesia is one of the countries with large ornamental fish resources, so it has the potential to increase export from year to year. Indonesia has 3.567 types of saltwater fish, 1.226 types of freshwater fish, among them 128 types of fish are native to Indonesia. Indonesian famous freshwater ornamental fishes include Super Red Arwana (*Schleropages formosus*) and Botia (*Chromobotia macracanthus*). The variety of Indonesian endemic fish is around 20% of the ornamental fish species exported by Indonesia while the rest are ornamental fish from other countries that have been cultivated in Indonesia.

To start ornamental fish export, there are several stages that must be fulfilled by ornamental fish entrepreneurs. One of them is fish quarantine before export, here are the fish quarantine requirements:



1. It depends on the export destination country;
2. Export Fish Quarantine Service is a health certification service for fish / fishery products to be exported according to the requirements to / by the destination country;
3. Certification is intended to ensure that fish / fishery products released from the territory of the Republic of Indonesia are free from the required quarantine fish / disease pests, according to their type and quantity with accompanying documents and are free / have no potential as carriers for ZONOSIS (infectious to human);
4. Equipped with a Health Certificate if required by the destination country;
5. Equipped with SAT-LN permit / recommendation from the Directorate General of PHKA - Ministry of Forestry, for fish that are categorized as protected / restricted according to the CITTIES Appendix.

The Ministry of Marine Affairs and Fisheries through the Directorate General of Strengthening the Competitiveness of Marine Products has a Center for Testing the Application of Marine and Fishery Products (BBP3KP). It has duties and functions as engineering and applied testing for processing technology and marketing of marine and fishery products, SNI certification services for marine and fishery products, preparation of RSNI materials for food and non-food products (ornamental fish).



## Export Procedures based on Destination Country

Each country destination for export of animal commodities has a different appropriate level of protection (ALOP). Apart from that, a country also stipulates a number of fairly strict import requirements that must be met by both the competent authorities and the cultivation business unit of the exporter country.

Based on this requirement, to be able to export, Indonesian aquatic animal commodities must fulfill all the requirements set

by each country, especially regarding fish health insurance. This can be achieved if each component, namely: competent authorities and establishment company, have adequate knowledge and good understanding of the Requirements for Export of Aquatic Animals to the Destination Country.

Each country has its own requirements for exporting to its country, no exception with ornamental fish. The following are some of the requirements for exporting aquatic animals based on destination countries:

### Brazil

Each shipment of ornamental fish to Brazil must be accompanied by a CITES permit and a fish certificate issued by the authorized Fish Quarantine Officer in the exporting country.

The health certificate is written in the official language of the exporting country and in Portuguese and contains this following information:

- Identification: species name, total amount and transportation
- Origin: country name, name and address of the

original establishment, name and address of the importer.

- Destination: name and address of the establishment destination, name and address of the importer.

### Singapore

- The scope of this requirement includes marine ornamental, brackish and freshwater fish, crustaceans and aquatic mollusks (excluding fish and fishery products intended for human consumption).
- Every shipment of ornamental fish which is susceptible or types that can be a vector for diseases that are required by Singapore, must be accompanied by an original health certificate.
- Health certificate issued by the competent authority of the exporting country, within 10 days before delivery and in English.

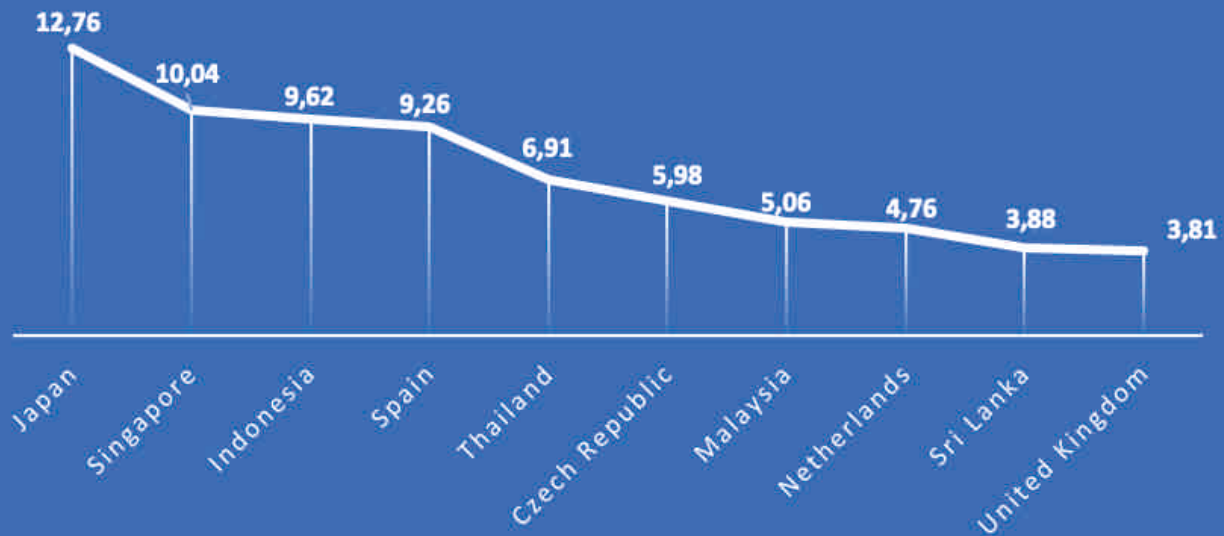
### Malaysia

- The carrier on the export farm of the origin country has been inspected and is under the control of the



***In 2019, Indonesia's ornamental fish export performance was the highest in a 5-year period since 2014. The positive export trend for 5 years has certainly brought fresh air for ornamental fish entrepreneurs who want to start exporting ornamental fish and those who have exported can further develop their exports.***

## Ornamental Fish Exporting Countries in 2019



Competent Authority (Fish Quarantine).

- Health Certificate (HC) is issued from the Competent Authority (Fish Quarantine) of the exporting country.
- Exporting countries must be disease free according to the OIE list. There were no outbreaks of disease during the last 2 years.
- Carriers are inspected by the Competent Authority (Fish Quarantine) 72 hours before export and do not show clinical symptoms of disease.
- The fish taken from areas where for 6 months there were no fish deaths.
- The fish quarantined for 14 days and show no clinical symptoms.

### Iran

- Exports of ornamental / non-ornamental fish to Iran are required to be free from certain diseases.
- Disease test based on the type of fish to be sent. Not the entire list of required diseases was tested.
- Types of disease specific to freshwater fish were not tested on saltwater fish, and vice versa.

### Taiwan

The quarantine requirements for the shipment of live fish, their gametes and fertilized eggs, which are included in the protected animal category under Article 24 or wild animals that are not non-domestic species based on

article 27 of the Wildlife Conservation Law must be accompanied by an import permit issued by central competent authority.

In 2019, Indonesia's ornamental fish export performance was the highest in a 5-year period since 2014. The positive export trend for 5 years has certainly brought fresh air for ornamental fish entrepreneurs who want to start exporting ornamental fish and those who have exported can further develop their exports.

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## List of Exporters of Ornamental Fish

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### 1. INDOPISCES EXOTICA, CV

Jl. Cisadane 99, Cihuni - Pagedangan - 15820 - Banten

Tel : (62-21) 7441013, 7495919

Fax : (62-21) 7430092

Email : sales@indopisces.com

### 2. BLUE STAR, CV

Jl. Reformasi No. 1, Raya Pondok Aren - 15224 - Banten

Tel : (62-21) 73692738

Fax : (62-21) 73691875

Email : bluestar-jkt@cbn.net.id, bluestarjkt@gmail.com

### 3. GOLDEN MARINDO PERSADA, PT

Jl. Raya Salemban No. 21, Teluk Naga - 15214 - Banten

Tel : (62-21) 55931336 (Hunting)

Fax : (62-21) 55930938, 55932878, 55930937

Email : inquiry@goldenmarindo.com, agus@goldenmarindo.co.id

### 4. BEKAEL ESKA GEMILANG, PT

Jl. Karang Mulya No. 3, Kav. 147 RT. 01/RW. 03, Kec. Karang Tengah,  
Ciledug (15157) - Banten

Tel : (62-21) 7310113, 7310114

Fax : (62-21) 7322389

Email : info@bekael.com

### 5. AQUA MARINDO, CV

Jl. Raya Lenteng Agung No. 9 RT. 07/RW. 01, Lenteng Agung - Jagakarsa (12610)

Tel : (62-21) 5483259, 5306785, 548200, 5353794, 7820208

Fax : (62-21) 5032629, 5308358, 78832002

Email : sales@aquamarindo.com, handling@aquamarindo.com

### 6. BALI AQUARIUM, CV

Jl. Arief Rahman Hakim 51, Kompleks Ruko Klampis 21, Blok B-12 B  
Jawa Timur (60117)

Tel : (62-31) 5994949

Fax : (62-31) 5925215

Email : manum@indosat.net.id, info@baliaquarium.net, ridha\_baq@yahoo.co.id

### 7. NINI SRI REJEKI, PT

Jl. Pura Keramat, Br. Seseh Munggu - Ds. Cemagi - Bali (80351)

Tel : (62-361) 242966

Fax : (62-361) 242967

Email : nini-srirejeki@dps.centrin.net.id

## INDOPISCES EXOTICA, CV

Indopisces exotica is an Indonesia-based ornamental fishes, crustaceans, mollusks, corals and aquatic plants wholesale exporter. For more than 20 years, we have a very extensive footprints worldwide, with a vast variety of species that have decorated numerous end customers' aquarium. Our products are directly procured from Indonesia waters with a tight selection and quarantine processes, we ensure that every single livestock that out of our farm is of a high quality.

### Advantages:

- **Widest coverage**  
Our live stocks are shipped worldwide. We strive for every single wholesaler in the world could get the best service and quality live stocks from us.
- **Great facilities**  
We have our place surrounded by natures which water and soil condition are really good for our facilities. Furthermore, multiple packing stations will help the staff to be more agile in preparing multiple shipping destinations.
- **Reliable by experiences**  
Starts from ordering,

packing to shipping, we will take care of the documentations requirement which varies for each destination while not forgetting to put an extra due care on the packing density based on shipping duration.

- **Specialties**  
We are specialized in marine and freshwater livestocks, ranging from fishes, invertebrates as well as plants. We have supplied our products worldwide, including but not limited to, Australia, Spain. We are keep looking for partnership with wholesaler to supply high quality marine and freshwater livestocks worldwide.
- **Facilities**  
For supporting GO GREEN campaign, in addition to its location close to Cisadane River which run through the town, we water recycling by moving the dirty water from the facility to the 'absorption ponds' which make the water absorbed back to the soil and not wasted. Another distinguish features in our facility is a quarantine and lab areas. We peruse those for the livestocks

which just came from our supplier and to quarantine any disease hence it could not spread out to the rest of livestocks on the facility.

- **Quality standards**  
Related to TRUST and QUALITY, and also SERVICES felt by our VVIP Customers, so that Indopisces Exotica look further to improve the quality and the quantity of the services. To bring the best satisfaction for the VVIP Customers we provide the new building in our new location. The building will consist of our headquarters, showroom (aquarium racks, ponds of freshwater and marine fishes/invertebrates, soft corals, hard corals), with a laboratory, and also completed with the wide packing areas.

### Products:

#### Marine Fishes

- Anemon fish
- Angel fish
- Cardinal fish
- Eel moray
- Groupers
- Scorpion fish
- Sharks.

#### Freshwater fishes

- Angel fish
- Danio
- Discus
- Goby
- Guppy
- Rainbow
- Sharks
- Snakehead

## BLUE STAR, CV



Blue Star, was founded by Sianawati Tejomuldjono in December 2000. It is built on the land of 1500 meter<sup>2</sup> and filled with an office building, employee's dorm, husbandry sites, yet an exclusive packing room.

The company itself is supported by experienced staffs and semi-modern instruments, with over than 300 aquarium tanks and separate cement tanks of 40000 litres of salt water, which makes it fulfils the requirement of international quality standard.

In the beginning, the company only could supply the retailers of local markets around Jakarta and Bali.

However, since March 2002, Blue Star also do an export to European countries such as Germany, Italy, Switzerland, and Sweden, as well as to Canada and United States.

Since then, the company continuously attend the Interzoo Exhibitions which is always held in Nurnberg, Germany, also to be present at other exhibitions held in Moscow, Singapore and in Chicago.

As its mission to be a reliable world class ornamental fresh and marine life company which consistently providing healthy and qualified fresh water and marine

ornamentals, Blue Star establishing and maintaining a win-win business relationship with its stakeholders' members.

With the definitions:

1. A reliable world class company, the company always endows with international qualified standardization products.
2. Fresh water and marine ornamentals, the company's products are including marine and fresh water ornamentals.
3. Healthy and qualified products, all the ornamentals we provide are in a healthy condition yet in a good quality.
4. A win-win business relationship, the principal of the business is always a mutualism liaison, both in short and long term.
5. Stakeholder members, this win-win business relationship is always counting not only the stockholders, but also

the suppliers, customers, employees and other third parties.

Since it is established, Blue Star always tries to complete all the demands from reliable source, well trained fishermen and to be an environmentally friendly company.

Therefore, Blue Star often posts its employees at several catching areas to train the fishermen on good handling and packing, such as Kepulauan Seribu, Ambon, as well as Bali. Sometimes, the company also invites the fishermen to have the training at the facility places.

In May 2005, Blue Star finally achieved an international certificate from Marine Aquarium Council. By obtaining MAC



Certification which guarantee the industry with internationally approved environmental and quality international standards, the company not only ensures the future of coral reef ecosystems, but also the sustainable of its businesses. Therefore, in 2006 Blue Star continued to certify the Bali branch office and facility with MAC certification.

Since its membership in the association in 2004, together with other ornamental fish companies, Blue Star carries out coral mariculture at Kepulauan Seribu and became one of the recommended companies by the Kepulauan Seribu Marine National Park on its good works on improving the economic ability of local fisherman as well as coral rehabilitation and conservation in the area.



With the strong will and spirits in order to improve the industry, Blue Star always keep up with the latest the information on the ornamental fish industry which involves the business, technology and mariculture research.

## GOLDEN MARINDO PERSADA, PT

For over 30 years, we have been striving to provide world-class service and highest quality ornamental marine livestock from the coral reefs of Indonesia.

Golden Marindo Persada focus to lead the global market of ornamental marine livestock through high-end innovative and reliable products, high-tech equipment, and talented people. The company business approach has been to collaborate with our global customers and partners for a long rewarding mutual benefit; to maintain sustainability of supply with responsible conducts to preserve coral reef habitat.

Innovation is the leading catalyst for our mariculture

product team. Selective propagating and breeding have created eco-friendly superior products. Many of these mariculture soft and hard corals, live rock and marine fish are superb in color and excellent survivability rate. We are closer toward achieving zero percent mortality rate with this mariculture livestock product.

Our technology team is responsible in designing a very efficient and state of the art holding facility employing both biological and mechanical filtration. The systems are not merely temporary holding vats before export but an actual optimum environment created so that aquarium marine livestock will thrive

and fully developed strong color.

Ability to supply global demand with wide selection and consistent quality products set us apart as the leading exporter in the industry. In order to continue this level of excellence we are maintaining a huge holding system, consist of 1,000,000 liters water as the backbone of our operation.

We are gladly inviting our customers and prospective customers to make appointment and visit us whenever you are in the area. Our export facility is minutes only from Soekarno-Hatta International Airport in Jakarta, Indonesia.

### *Farm Facilities*



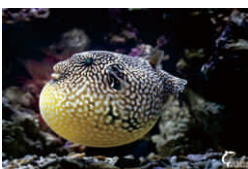
**Farm Facilities**



**Awards**



**Golden Marine Fish Gallery**





## BEKAEL ESKA GEMILANG, PT

We are specializing in Hard Corals, Soft Corals, Live Rocks, with CITES under our own company name. Ornamental Shrimps, Crabs, Starfish, Anemones, Marine fish/Saltwater fish/ Seawater fish also available by request.

### Our Company

PT. Bekael Eska Gemilang was founded on 11 December 1984 and are one of the companies that are registered with CITES to export live corals, invertebrates, propagation, and live tropical fishes. We are also a member of AKKII (Indonesian Shell, Coral and Ornamental Fish Association), a partnership organization with the Indonesian Government to regulate corals trade.

We always strive to improve to meet to our customer's needs, over the years we have continually improve our farm system, extensive quality control and logistics management.

Our Facility are made and maintained so our Corals Thrive while waiting to be shipped by our very well-trained staff providing better personalized service to supply our valued customer

with the best handpicked products from all over Indonesia.

PT. Bekael Eska Gemilang's facility is strategically located in Karang Tengah, Tangerang, just 30 minutes from Soekarno-Hatta, Jakarta's International Airport. Our facility is equipped with advanced filtration and newest life support system, one of the best in Indonesia. Coral Experience

Our employee's average experiences in handling corals are 16,4 years with the most recent at 9 years and the longest at 25 years. For our employees, moving hundreds of corals to suit their needs is a must, because we know corals came from different depth, water flow, light intensity, etc. Because we are getting corals from all over Indonesia, even with same species need different settings. Thus, when we see any corals isn't showing good response to the current position, we move it and find a spot that fits. We are dealing with living creatures after all, and each coral have their own preference.

Generally, we quarantine our corals for 2 weeks to

several months before being ship to our clients, and we hold 5.000 corals cycles. On average, our facility maintains 8.000 corals in stocks but all this won't show on stock list, for we only list ready to ships corals only. Anticipating the peak monsoon season, we top our stock up to 10000 corals and that is extra works and costs for us. That is why our DOA (Death On Arrival) are extremely low, we try to keep our shipments at zero DOA, and we like to keep it that way.

All of our livestock are handpicked and checked thoroughly prior to shipment, only the HEALTHIEST are sent. We understand the impact of sending Unhealthy Corals to our Customers thus vice versa. We always strive to improve to serve to our customer's delight, over the years we have continually improve our farm system, extensive quality control and logistics management.

We are now fully equipped with advance facilities and well-trained staff providing better personalized service and strive to supply our valued customer with the best and the healthiest products from Indonesia. Our products are

live corals including hard corals soft corals and live rock.

Why do so much for the corals? Because we started as hobbyist, and nothing worse than paying for bad corals, that is why. We are passionate in what we are doing. Our employee not just work at Bekael, they are our family. We do things like families do, have gatherings, discuss and consult any situations be it good or bad, always finding for a better system for the corals to thrive in the facility.

#### **What we offer:**

#### **CITES**

We will issue a new CITES based on your order and under your company name once we finalized business terms. You can request the composition of your CITES and we will try our best to fulfill them. But please be reasonable as we have to share the CITES quota among our customers. After the CITES clearance we will scan and email it to our customer, if we do not hear a confirmation within 5 working days we will cancel and use the CITES to our other customer.

After that we reserve the right to cancel your CITES and use it for other customer. Note for European Union Countries: Please confirm with your local authority for

the list of negative opinion species. Some countries within EU might have slight variations. Please also advice all other supplementary documents required by your country (Certificate of Origins, Special Vet Certificate, Specific Language ANNEX Form, etc.). We cannot be held responsible if the shipment is being seized by the customs if you fail to provide us with the accurate and up to date list of negative opinion species and other supplementary documents required.

#### **CITES Availability**

On high seasons, our CITES availability is scarce and be reserved by other Clients, please do so reserved you CITES as our other clients has done it. Please note, CITES request doesn't mean you will get all the amount you seek. Please do be considerate, and when you get the requested CITES list and amount, do buy the corals. If you do not require the other species, our other clients will/may need it. Let's be considerate and not be wasteful. Thank you for being kind.

#### **CITES Term**

- New Customers, please allow 2-8 weeks for a new CITES application for your shipment. However, from time to time we might have a processed CITES on hand ready to

use. Please inquire.

- For first time customer, a deposit of US\$500 is required to issue CITES under your company name. This deposit will be credited towards your final invoice.
- We only accept bank TT for CITES deposit.
- If, after CITES is made and decided not to do shipment from us, \$500 will be lost.
- When you decided to become our regular customers, \$500 will be needed as a deposit for guaranteed CITES availability.

#### **CITES Content**

- Since certain Species have limited CITES quota, we have distributed the CITES quota among our customers with our discretion.
- We have 4 limited Wild CITES quota that you need to pay special attention:
  1. Wild Acanthastrea
  2. Wild Acropora
  3. Wild Blastomussa
  4. Wild Echinopora
- We generally don't have any problem providing you with your requested CITES quota within normal boundaries. Please be considerate to our other clients, because CITES quota are precious, we have to share equally.

### Corals Availability

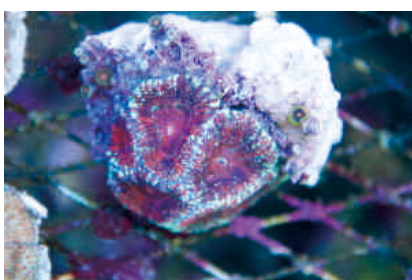
Due to our fast-changing Coral Stocks, we required our customer no longer than 3 days to decide from our Corals stock list we send you. We cannot guarantee our stocks is just for you to be held at a long period.

Unless you gave us advance or deposit than we can guarantee you got the same coral that you ask.

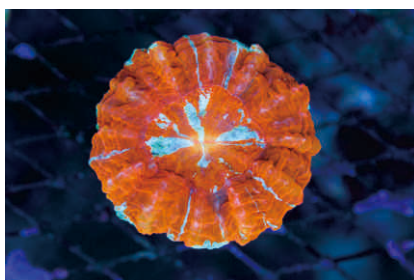
For your information, Indonesia have 2 Seasons, Hot Season and Rainy Season. On Monsoon season,

Corals are scarce, but don't worry we anticipate this by knowing you CITES availability. So please reserved your CITES as doing so encourage us reserving your corals.

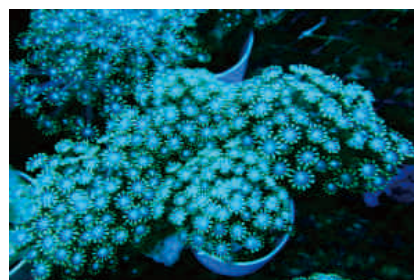
### Products



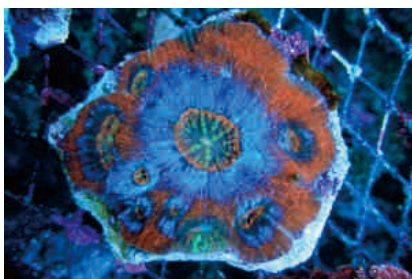
*Acanthastrea*



*Acanthophyllia Deshayesiana*



*Alveopora Spongiosa*



*Australomussa*



*Blastomussa*



*Fungia*



*Mushroom Single*



*Clover Star Xenia*

## AQUA MARINDO, CV

Aqua Marindo is an Indonesian freshwater and marine livestock exporter company which was established in 1983. We expanded our company by building a new Marine Fish and Coral Farm in 1992. Now, hundred boxes of corals, freshwater fish, and marine fish, also other invertebrates are sent every week worldwide.

We are committed to export only selected livestock and check them cautiously before shipping them to our clients. We are one of OFI member, AKKII member (Indonesian Coral, Shell and fish association), and also CITES (the Convention on International Trade in Endangered Species of Wild Fauna and Flora) to deliver corals to all countries in America, Europe, Asia, Middle East, Australia, and Africa.

At first, we started from breeding and selling Goldfish and in 1990 we started to export fishes to other countries. In 1992, we expanded our company by building a new Marine Fish and Coral Farm. With more than 25 years of experience in exporting freshwater and marine livestock, we are

trusted by our clients worldwide to deliver the best quality goods at competitive prices.

### **One to One Personal Approach**

Our sales team is always ready to help get you what you need. Giving you the best service, hearing any complaints and ensuring every customer's problem never left unsolved.

### **A Dedicated Project Manager**

We believe that every order is unique so we have person in charge for every customer. This service will ensure you that your project is handled with the same person from start until the DOA report received.

### **Competitive Pricing**

A good quality product is our priority in providing the goods but we also understand that pricing needs to be competitive. We work with various airlines to get you the best freight rates and find the shortest or travelling time.

### **Quality Ensured Product**

We have strict quality standard in size and health when receiving the goods from our suppliers. We then

take care of them before going through a rigorous packing system and shipping them to customers all round the world. We follow proper quarantine procedures and get the necessary certificates for you.

### **A Wide Range of Variety**

Get whatever you want, wherever you are, we bring excellent quality both marine and freshwater items worldwide. We specialize in Native Wild-fish such as: Botia Macracantha, Tetras, Rasboras. For marine fish like Blue Star, Mandarin fish, Banded Goby Yellow, Clown fish. And many more.

### **Our Environmental Responsibility**

We are responsible and considerate to our environment. All fishes are catch in secure ways without chemical which harms the environment. As we are aware the importance of sustainability of our seas. We currently propagate our own corals in Banyuwangi and Bali.



### ***Freshwater Fish***

We specialize in popular fishes like Botia Macaracantha, Tetras, Rasboras, Indonesian Tiger Fish, Black Ghost, Garra Rufa, Cichlids, Corydoras, Rainbow, among others. Contact us for our full stocklist.



### ***Crab, Snail & Shrimps***

The popular shrimps like Black and Red crystal shrimps, Caridinas, Procambarus, Rili shrimp are available on our inventory. We also have crabs and snails such as Neritina, Yellow spotted, white spot snail, Helena snail, Land hermit crab purple leg, Yellow Rabbit and Orange Poso snails and many more.



## BALI AQUARIUM, CV



Bali Aquarium is your source for ornamental coral and fish. Bali Aquarium was the first company in Indonesia to produce Mariculture corals for commercial purpose. It all began in 2000 in Nusa Dua (Bali), in front of Club Mediterranée.

Since then Bali aquarium kept on developing new techniques to culture livestock for marine aquarium. Currently, we propose a full range of mariculture SPS, LPS, Soft corals, sponges, and a small list of cultured fish. We also export wild animals that we can't culture yet but we try to slowly reduce the list and replace it by cultured animals. Things that we can't culture, we took great care of; properly collecting,

holding and shipping. We select carefully the most attracting animals.

We hold them using the best possible techniques, in order for these animals to properly recover and ship in the best conditions. Now, with our new state of the art fish holding facility, we can supply marine fish of the highest quality standard

possible. We take great care in working closely with our collectors, supplying them with nets and other diving equipment. We focus our holding method into feeding the fish over 6 times a day with a large variety of quality feed. We have more than 25 years of cumulated experience exporting live marine animals. We put all this to the service of the animals.

90% of our stock is in the sea, on our racks. But for wild corals, we need to stock them for few weeks, to give them enough time to recover from harsh collection, adapt to aquarium condition, lighting, water quality, feeding, and it's only when they are ready, when their tissue have fully recovered and expended then we ship them.

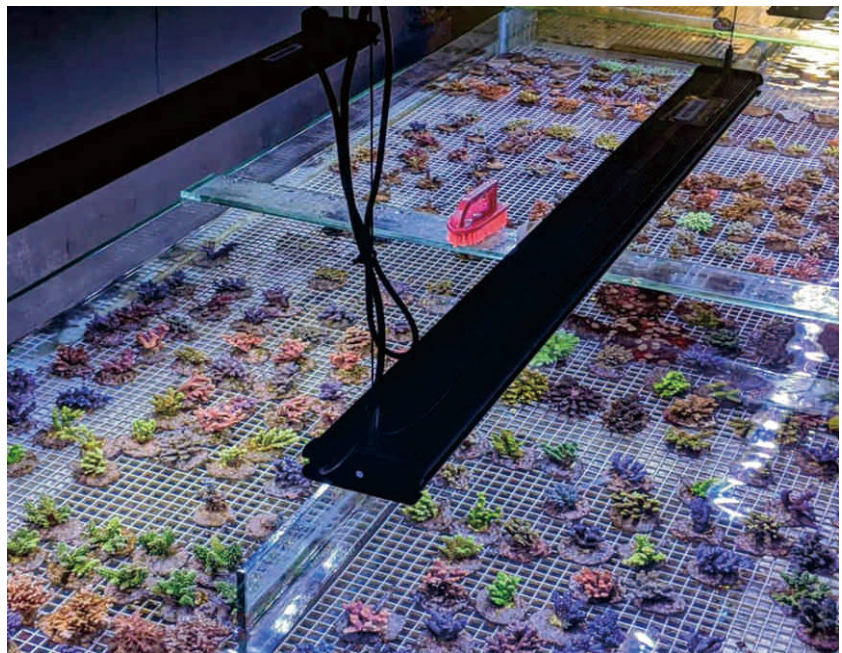


We use network of collectors all around the archipelago and have 3 collecting station; in Banyuwangi, on the east side of java, in the Bali strait. The water is in very good quality. Located on the sea shore, in that strait, where high current brings very good, cool, and rich sea water. On those places, we stock many soft corals, and common LPS. In Makassar where many of the nice uncommon LPS are coming from. We stock many nice rare LPS over there. In North Bali where many fish are collected and one more is under development in the eastern part.

In our facility, we use Reef octopus' skimmers on all our systems. The water quality is monitored daily.

We use natural sea water pumped every day a few kilometers away from our station. For stocking shallow water LPS, we use canon LED, and T5 for SPS. Most systems are equipped with chillers. We use a special system for packing water.

This water made out of natural sea water that filtered to one micron, sterilized, chilled and prepared for optimum shipping conditions, and best arrival condition. Our SPS don't lose their color during shipping.



### Products

#### FISHES

##### ***Other ways to Export Indonesian Ornamental Fish:***

- Focus on Fishes from Breeding. If we can breed, we're not going to collect some wild ones.
- Focus on our own network of collecting Station, in Banyuwangi, North Bali and Nusa Tenggara. Using our own collectors, or getting closer to the collectors, so we are the one that handle the fish.
- Focus on non-cyanide trained collector and train them ourselves. Use our own team to collect deep-water fishes.
- State of the Art Facility. Non-copper, Non-Antibiotic treatment. Natural sea water mechanically filtrated to 1 micron, slightly lowered salinity, use of professional skimmers, UV and Ozone.
- Feeding the fish properly: Our main concern. Enriched Live Artemia and Mysis in house production, homemade vitamin enriched Frozen food, and high-grade artificial pellets and flakes. So, the fish can quickly recover and get ready for the long journey ahead. No skinny fish.
- Use of the Best Packing Method with Sterilized, Buffered and Cooled water, with additional water detoxifier to avoid ammonia intoxication. Use of Heat Pack during wintertime.





*Pleurosicya micheli*



*Bryaninops natans*

**Cultured Fish:**

We currently breed several species of clownfish and some *Pterapogon kauderni* in our facility. As we gain more experiences, we slowly expand our breeding facility and try to

increase the list working with some new species.

In order to propose the most complete list possible, we also work with some scientific research facilities around the country to develop new species such as

Mandarin fish, or blue devil damsel. We also purchase species of fish currently bred for aquaculture but that can be introduced also in aquarium. We currently propose 10 different species, and the list is growing.



*Amphiprion ocellaris*



*Amphiprion ephippium*



*Premnas epigramma*



*Gnathanodon speciosus*



*Cromileptes altivelis*





*Platax pinatus*







*Pterapogon kauderni*

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