

September 2020

Tuna Export in the Pandemic

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HOT ISSUE

Tuna Export in the Pandemic Era of Covid-19

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MARKET REVIEW

Trade Performance of Indonesian Tuna

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LIST OF EXPORTERS OF FOOD & BEVERAGE

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EXPORTERS OF FOOD & BEVERAGE

EDITOR DESK

The Indonesian fisheries industry in the era of free trade has many big opportunities. Indonesia as a maritime country has tremendously marine potential. The Indonesian sea has an area of approximately 3.1 million sq. km (territorial sea waters of 0.3 million sq. km and coastal waters 2.8 million sq. km) and Indonesia Exclusive Economic Zone (EEZ) covers an area of approximately 2.7 million sq. km stores many types of fish and other marine resources which have very important economic value.

Strategic location, in the path where two large oceans meet, Indonesia's highly diverse ecosystem and its rich marine resources are Indonesia's superiorities compare to any other countries in the world. Tuna and shrimp are two commodities expected to highly fuel Indonesia's export from non-oil and gas sector. The highly demand both in domestic and international for fishery and marine commodities is the opportunity to boost Indonesia's economy. Indonesia has immense opportunities to become one of the main suppliers of fishery products in the world.

In the ASEAN region, Indonesia is in the second place as a tuna supplier after Thailand. The technology of fishing gear used by their fishermen is more advanced that is one of many factors how Thailand can beat Indonesia as tuna supplier. Indonesia's marine resources have great potential and yet Indonesia still has a highly untapped export potential for seafood products. If Indonesia successfully develops sustainable fishery industries, it would become a major seafood supplier not only for local consumption but for the global market as well.

The Indonesian government focus on development of maritime infrastructure, quadrupling its fishery production through a revitalization program. This program needs a full commitment from all the stakeholders including the government, business players and society to emphasize sustain fisheries sector as one of the main drivers for Indonesia economic growth and for increasing society's welfare.

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5. PT Intimas Surya
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EXPORTERS OF FOOD & BEVERAGE

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HOT ISSUE

Tuna Export in the Pandemic Era of Covid-19



After the outbreak of Covid-19, fishery exports from Indonesia were postponed. The prices for tunas are falling amid pandemic and making it cheaper than usual. It makes the government to react to help fishermen, incentives have been given since then by the government such as building infrastructure, providing fishing tools and financing SMEs.

Export destination countries for Indonesia tunas are Japan, South Korea, China, Vietnam, Malaysia and Singapore. As Indonesia strengthen its fishery industry, more market will be expected to open up in the near future.

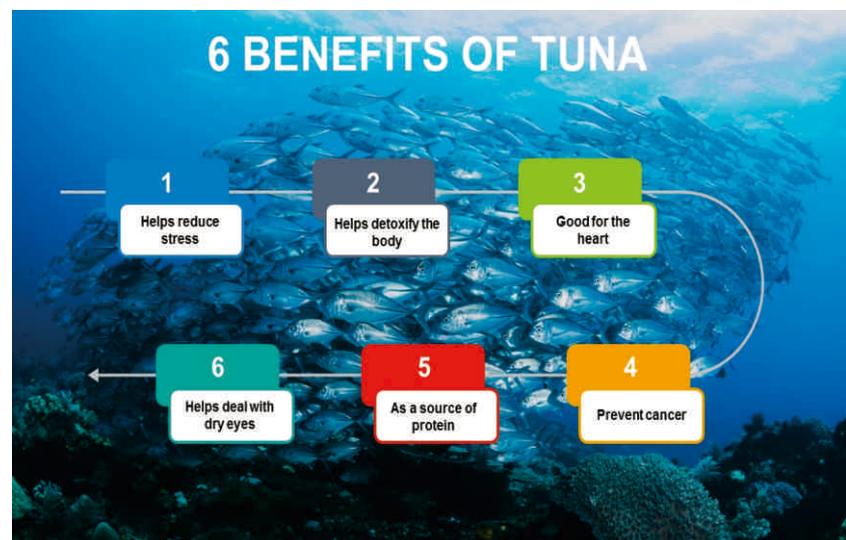
The demand for tuna fisheries in the United States is high though it is difficult to enter the U.S market. The U.S. requested sustainable

fisheries harvests and traceability of the fish to ensure it treated fairly and environmentally friendly. The government of Indonesia has been helping many fishermen to assist and fulfill all the requirements needed.

In 2018, Tuna from Ternate Port was sent to the U.S. weighing around

165,656 tonnes and was sold at 45.5 billion.

Indonesian tuna has important role for the U.S. Therefore, the U.S. government, through the USAID-SEA (Maritime Initiative of the United States Embassy) in Indonesia strongly supports the protection of biodiversity and helps to conserve and preserve marine ecosystems. This institution collaborates with many parties, including the private sector, civil institutions and the Indonesian government. The main goal of this cooperation is to promote more sustainable fishing methods, including building a fisheries traceability system. It makes Indonesia to be more effective to stop illegal fishing and destructive fishing practices.



MARKET REVIEW

Trade Performance of Indonesian Tuna



Indonesia is the world biggest tuna producer especially for skipjack, yellowfin, and big eyes. The fishing grounds are widespread, extending from the Indian Ocean EEZ waters in the south to the Pacific Ocean EEZ waters in the north, passing through the extensive archipelagic waters of the Banda, Maluku, Seram and other location mostly in Eastern Indonesia. The main export destination for this product are Japan, Thailand and United States. Not only Indonesia has become the main supplier for Japan but also it dominates the US market.

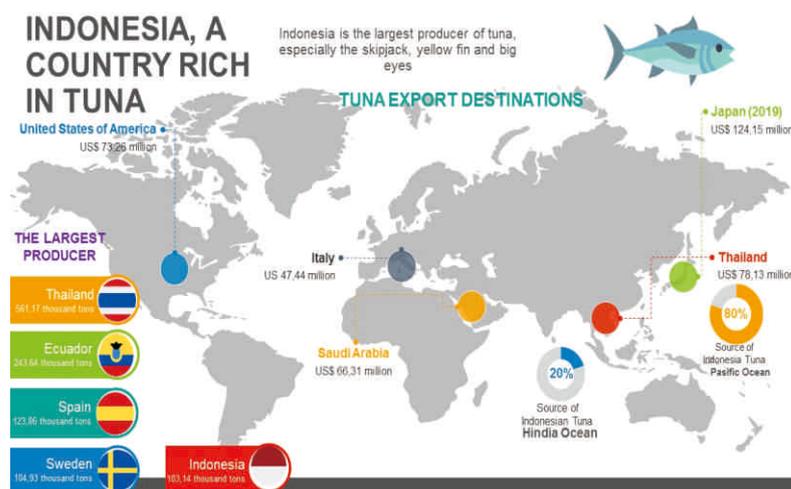
Tuna commodities has a very high economic value and has a strategic role for Indonesia economic growth and development. The government has design tuna industry as a reference for fisheries bycatch

industrialization. Despite being the world's largest producer, Indonesia is not the main exporter for fresh and canned tuna.

The largest canned tuna exporting country is Thailand, reaching US \$ 2.21 million in 2019. Meanwhile, in the same year, Indonesia's canned tuna exports only value at US \$ 440.460.

The government tirelessly to make efforts to recover the national economy after the outbreak. The Covid-19 pandemic sure has put a lot of pressure on business and the economy especially for agriculture, livestock, plantations and fisheries.

The high price of tuna is affected, mainly by two factors: first, tuna has very high nutritional content such

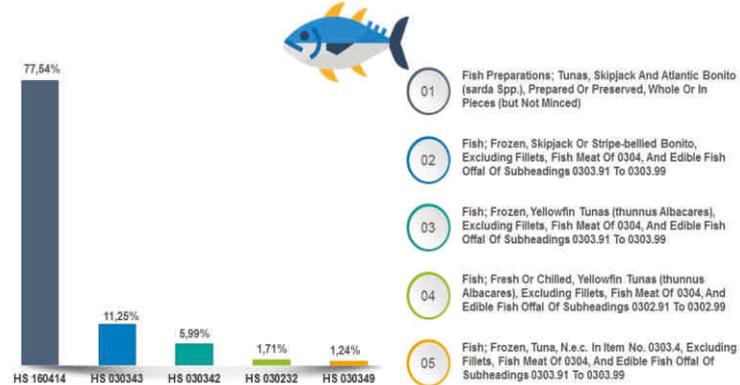


as protein, omega-3 and DHA and second, tuna is considered a premium dish because to catch a high quality tuna is difficult. The success factors to catch tuna is very much determined by fishermen's skill and behavior of tuna itself.

Overfishing of tuna has raise concern from many parties. The government, therefore, try to protect and control it to make a sustainable business without harming the marine environment.

Many international organizations have been formed for Regional fisheries management organizations (RFMOs) such as the Indian Ocean Tuna Commission (IOTC), The Western and Central Pacific Fisheries Commission (WCPFC), The Commission for the Conservation of Southern Bluefin Tuna (CCSBT), The International Commission for the Conservation of Atlantic Tunas (ICCAT) and others. The development of the

Indonesian Tuna Exports



RFMO is quite effective to control overfishing of tuna.

Many countries had apply a sustainable fisheries management. The increased awareness of a sustainable business has raised a new business opportunity, an environment certification or also known as ecolabel. The certification are generally initiated by international non-governmental organizations (NGOs) who collaborate with global retail networks to build markets for ecolabel certified tuna products. Only products which have been certified can enter the global retail

network. Such market measurements are becoming a trend in the world fisheries market.

Requirement for the certificated especially for developing countries has become a trade barrier. The ecolabel certification business is voluntary, however, it is a mandatory requirement applied by many global retail networks. Many developed countries such as the United States and the European Union have applied strict entry regulation on fishery products. Regulation such as a certification to prove a Illegal, Unreported, Unregulated Fishing (IUUF) as well as food safety regulation. The entry regulation are multiplied by the ecolabel certification applied by the global retail network.

The Food and Agriculture Organization (FAO) has published guidelines for



fisheries ecolabel (Ecolabelling of Marine Capture Fisheries in 2005, revised in 2009 and 2011), however, there are no legally binding rules yet for companies. The World Trade Organization (WTO) also has not plan any regulation for private certification or labeling. As a result, the ecolabel fisheries certification business is getting stronger and has the opportunity to build a new cartel system.

Indonesia needs to encourage cooperation between countries to create fisheries protection schemes, especially for tuna.

Since 2012, Indonesia has proposed the ASEAN Tuna Ecolabelling (ATEL) concept initiative at ASEAN Tuna Working Group (ATWG). ATEL is an environmentally friendly tuna certification initiative based on the principles of sustainability and socially responsible practices. ATEL emerged from the mutual awareness from the Southeast Asia countries who taught the needed to overcome IUUF practices and to oblogation to protect fishing communities and workers.

ATEL expected to be able to trade all tuna products in ASEAN are environmentally friendly, sustainable and free from

abuse of labor and guarantee for the welfare of fishermen. The institution that has been appointed to assess these aspects is an accredited independent institution.

Business players who wish to get ATEL certification will be authorized by an official representative of the ASEAN country who has been given the mandate (Focal Point). Indonesia must continue to fight for the ATEL initiative at the ASEAN Ministerial level so in the future this certificate will be mandatory.

This will demonstrate Indonesia's pioneering work in sustainable fisheries management, especially for tuna.

Tuna Export Opportunity of Tuna in the World

1. JAPAN

Fish consumption in Japan is affected by each seasons which explains when is the best seasonal foods should be consumed. The best season for cod, salmon and tuna is winter, when the fat content is at the highest. As for the poisonous and very expensive blowfish (fugu), as well as whale meat, spring season is the best. Among the younger generations, however, this tradition of

seasonal food has weakened over time as most of the fish today are always available throughout the year. However, many fish sellers selling gentei product in limited sales.

The trend for eco-labeling in the tuna industry is being introduced to influence many consumer purchasing decisions.

The aim is to reward producers whose business processes are responsibly which leads to a sustainable environment as well as fishery industry as a whole. In general, most of the eco-labeling in the tuna industry is more likely to provide better market access to producers.

The Japanese market is the world's largest market for tuna especially for high-value species such as bluefin, bigeye, and albacore. Tuna in Japan is processed into three main types of products: sashimi, canned products, and katsuobushi. Domestic demand is mainly for sashimi, and nearly 80% of global sashimi grade products are consumed in Japan. There are three ways to enter the market with the help of this

business partner. A fairly common intermediary in Japan is through agents and distributors.

- a) Indirect business with clients through agents: a strategy aims to find domestic customers. Agents tend to operate in certain industries/environments, therefore finding the right agent may take time;
- b) Indirect business with clients through non-exclusive distributors: negotiating with more than two distributors. It is important to remember that most Japanese distributors operate nationwide, so allocating products locally using separate distributors can be a challenge;
- c) Indirect business with clients through a single representative: choosing a Japanese distributor as the sole representative, which can help identify customized marketing services to reach the right consumers.

Wholesalers are also very common in Japan. As business partners, they buy goods from foreign companies and work with many retailers. Lately they prioritize small quantity shipments, accept returns on unsold

items and provide special discounts for loyal clients. Large volumes can also be sold by larger wholesalers.

Foreign companies in Japan often collaborate with Japanese trading houses and form vertical Keiretsu networks, which are a large group of related companies that have common interests.

This system could dominate the Japanese sales and distribution system in certain areas. Their network usually covers routes from factories to retail outlets and involves trade obligations between manufacturers, wholesalers, retailers as well as limiting interactions with other companies.

2. SPAIN

Spain does not produce Tuna, all the raw materials come from foreign countries. Spain's imports from Indonesia valued at USD 8,798 thousand in 2019. Indonesia still has huge untapped potential tuna export to Spain. In general, foreign trade in the European Union is regulated by the principle of free trade but only for a few products, mainly for agricultural products.

The EU customs code establishes at the country level relating to the trade in goods between EU and the third countries, including trade measures on agricultural policy, trade and statistical measures.

The import tariff for tuna products from developing countries is 24%. However, with the European Union's agreement to assist developing countries with the GSP (Generalized System of Preferences), Indonesian tuna products are entitled to preferential tariff of 20.5%. Due to the current unfavorable economic developments, the pandemic and the high unemployment rates, the level of Spanish consumer spending continues to decline.

It is predicted that consumers will continue to look for affordable commodity prices, including tuna products. To meet the import requirements, therefore, exporters of tuna products from Indonesia will be faced with demands for higher quality and environmentally friendly products according to European Union Standards Regulation.

List of Exporters for Tuna

1. PT. Rezeki Inti Artha

Jl. Raden Saleh Raya No. 69, Karang Tengah, Tangerang - BANTEN

Tel : (62-21) 73458989

Fax : (62-21) 734555989

Email : wilmond@wilmond.com, igus@wilmond.com

Website : <http://www.wilmond.com>

2. PT. Bali Maya Permai

Jl. Pluit Raya No. 19, Blok D No. 1-2, Jakarta Utara - DKI Jakarta

Tel : (62-21) 66600055

Fax : (62-21) 66602999, 66605999

Email : cs@kingsfisher.co.id, info@bmpfood.co.id, sally@bmpfood.co.id
export@bmpfood.co.id

Website : <http://bmpfood.co.id>

3. PT. Pahala Bahari Nusantara

Jl. Pinangia II No. 8, Jakarta Barat - DKI Jakarta

Tel : (62-21) 6266612 (Hunting)

Fax : (62-21) 6015556

Email : yulius@pbn.co.id, herry_yanto@pbn.co.id, marketing@pbn.co.id

Website : www.pbn.co.id

4. PT. Balinusa Windumas

Jl. Ikan Tuna II, Pelabuhan Perikanan Benoa - Kec. Denpasar Selatan, Denpasar - BALI

Tel : (62-361) 722688, 722091

Fax : (62-361) 723636, 725160, 722090, 725150

Email : hermanbalinusa@dps.centrin.net.id, ponco_balinusa@yahoo.com,
exim@balinusawindumas.com

Website : www.balinusawindumas.com

5. PT. Intimas Surya

Jl. Muara Karang Blok O-VI Timur No. 2, Jakarta Utara - DKI Jakarta

Tel : (62-21) 6681576, 6680044

Fax : (62-21) 6618095

Email : frid@indo.net.id, balipermata1311@gmail.com

6. PT. Alam Jaya

Jl. Rungkut Industri II No. 25, Surabaya - Jawa Timur

Tel : (62-31) 8495811 (Hunting)

Fax : (62-31) 8496167

Email : alamjaya@sby.centrin.net.id, pt_alam_jaya@yahoo.com,
ikanbeku@yahoo.com

Website : <http://alamjayaseafood.com/>

7. PT. Dharma Samudera Fishing Industries Tbk

Jl. Laks. RE Martadinata I Gg. Industri II No. 2, Tanjung Priok,
Jakarta Utara - DKI Jakarta

Tel : (62-21) 4301001, 4371010, 4300156

Fax : (62-21) 4303412, 492820

Email : dharmas1@cbn.net.id, dharmas@attglobal.net, exim.dsfi@gmail.com

Website : <http://www.dharmasamudera.co.id/>

8. CV. Pasific Harvest

Jl. Tratas No. 61, Muncar, Banyuwangi - Jawa Timur

Tel : (62-333) 593368, 593488

Fax : (62-333) 591618, 593641

Email : sherly_kho@hotmail.com, pasificmuncar@yahoo.com,
sherlykho@pasificharvest.com, info@pasificharvest.com

Website : <http://www.pasificharvest.com/>



Wilmond



Tuna in Oil 185 & 1880 gram

	185gr	1880gr
Packing/ Carton	48 cans	6cans
Gross weight	11 kg	13,15 kg
Measurement	0,0149m ³	0,0180m ³

WILMOND brand has been established since 2009 and being registered under PT. Rezeki Inthi Artha. WILMOND has known for delivering quality processed foods and ingredients to

hotels, restaurants, cafes, bakeries, caterings, and other food services all across Indonesia.

We offer various types of products from canned fruits,

canned vegetables, canned fishes, ingredients, and have grown from as little as three products to more than 30 products. Every WILMOND product has been registered by BPOM (Indonesia National Agency of Drug and Food Control) and most of our products are Halal certified.



Tuna in Water 185 & 1880 gram

	185gr	1880gr
Packing/ Carton	48 cans	6cans
Gross weight	11 kg	13,15 kg
Measurement	0,0149m ³	0,0180m ³

WILMOND has been awarded "Pride of Indonesia" during Trade Expo 2015 in Jakarta and today at WILMOND, the commitment to quality is deeply embedded in our culture and we will always strive to deliver high quality products to our customer.

PT Bali Maya Permai



PT. Bali Maya Permai Food Canning Industry began operating in 1978 as a producer of canned seafood, and for more than 35 years today we have become one of Indonesia's top canned fish producers. Located strategically at the edge of Bali Strait, where the natural habitat of oil sardines is, our products are package at its source - to ensure that quality and freshness are captured which our products are renowned for. We deliver three quality product categories; canned sardines, canned tuna, and canned mackerel. After more than 3 decades of amazing operations and experiences that we have gained, enabled us to deliver high quality product innovation and service to our customers.

Employing more than

1,500 well trained workers, we are producing more than 80 tons of fish every day. Also equipped with cold storage, we maintain sufficient inventory of fish from sources worldwide.

We are dedicated to improve product quality continuously and strongly committed to total customer satisfaction. And in today's world, we keep moving forward to strive greater success and to be nation's leader canned fish processor.

MANUFACTURING PROCESS

Raw Material

- All raw and packaging materials have to go through quality inspection prior receipt. They have

to meet our standard quality characteristics and specifications requirement for our products. And all our tuna products are certified dolphin-safe.

- Each fish type (sardines, mackerel, or tuna) either chilled or frozen state, have to undergo physical, organoleptic, and chemical tests.
- Whilst packaging material such as the empty cans and lids have to match to the standard specifications: the dimension, compound, double seam, and defects if any.

Production Process

- Throughout the entire processing, we exercised

Description		Size	Packing		Quantity Cases per Fcl
			Tins	Net Weight	
Sardines	Tomato Sauces, Sweet Soy Sauces, Chili Sauces, Water, Oil	202	100 or 50	155 gr	1000 or 2000
		301	48 or 24	425 gr	850 or 1700
Mackarel	Tomato Sauces, Sweet Soy Sauces, Chili Sauces, Water, Oil	202	100 or 50	155 gr	1000 or 2000
		301	48 or 24	425 gr	850 or 1700
Tuna	Brine, Vegetable Oil, Chili & Spices	307	48 or 24	185 gr	1700 or 3400
		603	6	1880 gr	1450

internationally recognized quality controls such as GMP, SSOP, and HACCP, to maintain safe quality products. Various international organizations take part in regular monitoring of the technical equipment, manufacture processes and quality control measures. Our HACCP Program was

designed by our skillful and experienced management team specially to ensure the best and safest quality products are being delivered to our customers.

the production process, from the arrival of incoming raw materials, right up to the quality control of finished goods. Our products are based on US FDA LACF regulation standard.

Quality Assurance

- Strict quality supervision is held at every stage of



PT Pahala Bahari Nusantara



Pahala Bahari Nusantara has been in the tuna industry since 2009. We are currently processing around 30.000 MT annually of tuna raw

material (caught in Indonesia Sea Territory of FAO 57 and FAO 71), and looking forward to expand our capacity gradually, without putting aside the environment friendly and sustainability priority. Our markets are currently Europe, Asia, Middle East and other countries in America.

The factory has been constructed according to the International Standards with quality-conscious buyers in

mind for safe and healthy products priority. It complies with food industry guidelines regarding the SSOP (Standard Sanitary Operation Procedure), the GMP (Good Manufacturing Practice) and HACCP (Hazard Analysis and Critical Control Point) principles in our operation. It is also designed and equipped with the state-of-the-art laboratory for maintaining, controlling and testing the best quality of products.



Certification

Certificate

Standard **FSSC 22000**
 The Food Safety Management System of PT Pahala Bahari Nusantara, Jawa Barat has been assessed and complies with the requirements of FSSC 22000 certification scheme for food safety systems including ISO 22000:2005, ISO/TS 22002-1:2009 and additional FSSC 22000 requirements.

Certificate Registr. No. 01 454 1735160

Certificate Holder: **PT Pahala Bahari Nusantara**
 Kawasan Industri Karyadeka Pancamurni,
 Kav. B3, Cikarang, Bekasi
 17550, Jawa Barat,
 Indonesia

Scope: Receiving, Storing, Processing, and Packaging of Frozen Pre-cooked Tuna Loins

Category: CI
 This certificate is provided on the base of the FSSC 22000 certification scheme, version 3, published 10. April 2013. The certification system consists of a minimum annual audit of the food safety management systems and a minimum annual verification of the PRP elements and additional requirements as included in the scheme and the ISO/TS 22002-1.

Validity: Date of the certification decision: 2018-02-20
 Initial certification date: 2018-02-20
 Reissuing date: 2018-02-21
 Valid until : 2021-02-19

2018-02-21

[Signature]
 Management
 TÜV Rheinland Cert GmbH
 Am Grauen Stein 1 51105 Köln

18000 10 111 6 A 0 0 TÜV, TÜV and TÜV are registered trademarks. Utilization and application require your approval.






www.tuv.com

Certificate ID:17/03945

This is to certify that

PT. Pahala Bahari Nusantara

Kawasan Industri Karyadeka Pancamurni, Kavling B3,
 Cikarang, Jawa Barat, 17550, Indonesia
 BRC SITE CODE 7060409

has been assessed and certified as meeting the requirements of

Global Standard for Food Safety

Issue 7: January 2015
 Achieved Grade A
 Audit Programme: Announced

For the following activities
 Processing of Frozen Whole Round Tuna, Frozen Pre-Cooked Tuna Loins,
 and Frozen Whole Pelagic Fish (Sword Fish).
 Product Categories: 4
 Exclusions from scope: None

Date of Evaluation 27 November 2017
 Certificate Issue Date 10 February 2018
 Re-Evaluation Due Date: From 21 November 2018 to 19 December 2018
 Certificate Expiry Date 30 January 2019

This certificate supersedes all other certificates bearing this certificate number with earlier certificate issue dates.
 If you would like to feedback comments on the BRC Global Standard or the audit process directly to BRC, please contact enquiries@brcglobalstandard.com or call the TELL BRC hotline +44 (0)20 7717 5959
 Visit the BRC Directory www.brcdirectory.com to validate certificate authenticity

Authorized by

[Signature]

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 Resources Business Park, Ebbw Vale, South Wales, CF23 5EF, UK
 T +44 (0)151 350-6666 F +44 (0)151 350-6650 www.sgs.com

HC SGS BRC FOOD 0118

AUDITOR NUMBER
176662

UKAS
PRODUCT
CERTIFICATION
0008

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ORTHODOX UNION

LETTER OF KOSHER CERTIFICATION

UNION OF ORTHODOX JEWISH CONGREGATIONS OF AMERICA איחוד קהילות האורטודוקסים באמריקה
 ELEVEN BROADWAY / NEW YORK, NY 10004 / 212-613-8241 / KOSHERLETTER@OU.ORG / OUKOSHER.ORG

כס"ד

September 29, 2018

This is to certify that the following product(s) prepared by
PT Pahala Bahari Nusantara, Jalan Pinangsis 2 No. 8, Jakarta, Barat, 11110 INDONESIA
 are under the supervision of the Kashruth Division of the Orthodox Union and are kosher as indicated below.

Product Name	UKD-ID	Status	Certification Requirements
Brand: Bahari			
• Frozen Cooked Tuna Chunk	OUV3-3D9803D	Pareve	Ⓢ Symbol required.
• Frozen Cooked Tuna Flakes	OUV3-31083B9	Pareve	Ⓢ Symbol required.
• Frozen Cooked Tuna Loins	OUV3-BD0D540	Pareve	Ⓢ Symbol required.
• Frozen Cooked Tuna Red meat	OUV3-QR4BUHC	Pareve	Ⓢ Symbol required.
• Frozen Tuna Round, Quarter and HGT	OUV3-F1A294B	Pareve	Ⓢ Symbol required.

Placing the OU logo on products not listed above constitutes an unauthorized use of the OU symbol, which is a federally registered trademark.

[Signature]
 Rabbi Menachem Genack, Rabbinic Administrator, CEO

This certification is valid through 09/30/2019

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Certification

0004 AA



**MINISTRY OF MARINE AFFAIRS AND FISHERIES
REPUBLIC OF INDONESIA**

FISH QUARANTINE AND INSPECTION AGENCY (FQIA)

**CERTIFICATE
IMPLEMENTATION OF INTEGRATED QUALITY MANAGEMENT PROGRAMME (IQMP)
BASED ON HAZARD ANALYSIS CRITICAL CONTROL POINT (HACCP)
EQUIVALENT TO THE EU REGULATION**

Ref No :
004/SN/HACCP/PA/02/18

having regard to the Regulation of Minister of Marine Affairs and Fisheries No. PER.019/MEN/2010

To certify that

Fishery Processing Plant : **PT. PAHALA BAHARI NUSANTARA**

Address : Kawangi Industri Karyasoka Pancaramu Kav. B3, Cikarang Selatan, West Java - Indonesia
Telephone : (02-21) 8906706
Facsimile : (02-21) 8906705

Type of Product (s) : **Frozen Cooked Tuna Loin**

Processing Step : **Receiving, Processing, Freezing, Packing/Labeling, Cold Storing, Stuffing**

HACCP Rate : **A**

Date of Verification Audit : **January 31, 2018**

The establishment has effectively implemented of HACCP and complied with :

- CAC/RCP/1-1969, Rev. 4 (2003) General Principles of Food Hygiene.
- Decree of Minister of Marine Affairs and Fisheries No. KEP. 52A/KEP/MBN-KP/2013 laying down the Requirement for Quality Assurance and Safety of Product During Production, Processing and Distribution.
- Regulation (EC) No. 178/2002 of The European Parliament and of The Council of 28 January 2002 laying down the general principles and requirements of food law, establishing the European Food Safety Authority and laying down procedures in matters of Food Safety; Regulation (EC) No. 853/2004 of The European Parliament and of the Council of 29 April 2004 on the hygiene of foodstuffs; Regulation (EC) No. 853/2004 of The European Parliament and of the Council of 29 April 2004 laying down specific hygiene rules for food of animal origin and Regulation (EC) No. 854/2004 of The European Parliament and the Council of 29 April 2004 laying down specific rules for the organization of official controls on products of animal origin intended for human consumption.
- US Food and Drug Administration (US-FDA) regulations 21 CFR Part 110 - Current Good Manufacturing Practice in Manufacturing, Packing or Holding Human Food; 21 CFR Part 123 - Fish and Fishery Products.

This certificate is valid for 1 (one) year or less than one year in case of food safety violations

Valid Until : **February, 2019**

Issued in Jakarta
Date : **February 12, 2018**



Director General for Fish Quarantine and Inspection Agency (FQIA)

00162 AA



**MINISTRY OF MARINE AFFAIRS AND FISHERIES
REPUBLIC OF INDONESIA**

FISH QUARANTINE AND INSPECTION AGENCY (FQIA)

**CERTIFICATE
IMPLEMENTATION OF INTEGRATED QUALITY MANAGEMENT PROGRAMME (IQMP)
BASED ON HAZARD ANALYSIS CRITICAL CONTROL POINT (HACCP)
EQUIVALENT TO THE EU REGULATION**

Ref No :
192/SN/HACCP/PA/03/18

having regard to the Regulation of Minister of Marine Affairs and Fisheries No. PER.019/MEN/2010

To certify that

Fishery Processing Plant : **PT. PAHALA BAHARI NUSANTARA**

Address : Kawangi Industri Karyasoka Pancaramu Kav. B3, Cikarang Selatan, West Java - Indonesia
Telephone : (02-21) 8906706
Facsimile : (02-21) 8906705

Type of Product (s) : **Frozen Whole Tuna**

Processing Step : **Receiving, Handling, Cold Storing, Stuffing**

HACCP Rate : **A**

Date of Verification Audit : **March 22, 2018**

The establishment has effectively implemented of HACCP and complied with :

- CAC/RCP/1-1969, Rev. 4 (2003) General Principles of Food Hygiene.
- Decree of Minister of Marine Affairs and Fisheries No. KEP. 52A/KEP/MBN-KP/2013 laying down the Requirement for Quality Assurance and Safety of Product During Production, Processing and Distribution.
- Regulation (EC) No. 178/2002 of The European Parliament and of The Council of 28 January 2002 laying down the general principles and requirements of food law, establishing the European Food Safety Authority and laying down procedures in matters of Food Safety; Regulation (EC) No. 853/2004 of The European Parliament and of the Council of 29 April 2004 on the hygiene of foodstuffs; Regulation (EC) No. 853/2004 of The European Parliament and of the Council of 29 April 2004 laying down specific hygiene rules for food of animal origin and Regulation (EC) No. 854/2004 of The European Parliament and the Council of 29 April 2004 laying down specific rules for the organization of official controls on products of animal origin intended for human consumption.
- US Food and Drug Administration (US-FDA) regulations 21 CFR Part 110 - Current Good Manufacturing Practice in Manufacturing, Packing or Holding Human Food; 21 CFR Part 123 - Fish and Fishery Products.

This certificate is valid for 1 (one) year or less than one year in case of food safety violations

Valid Until : **March, 2019**

Issued in Jakarta
Date : **March 28, 2018**



Director General for Fish Quarantine and Inspection Agency (FQIA)

00099 AA



**MINISTRY OF MARINE AFFAIRS AND FISHERIES
REPUBLIC OF INDONESIA**

FISH QUARANTINE AND INSPECTION AGENCY (FQIA)

**CERTIFICATE
IMPLEMENTATION OF INTEGRATED QUALITY MANAGEMENT PROGRAMME (IQMP)
BASED ON HAZARD ANALYSIS CRITICAL CONTROL POINT (HACCP)
EQUIVALENT TO THE EU REGULATION**

0014/SN/HACCP/PA/03/18

having regard to the Regulation of Minister of Marine Affairs and Fisheries No. PER.019/MEN/2010

To certify that

Fishery Processing Plant : **PT. PAHALA BAHARI NUSANTARA**

Address : Kawangi Industri Karyasoka Pancaramu Kav. B3, Cikarang Selatan, West Java - Indonesia
Telephone : (02-21) 8906706
Facsimile : (02-21) 8906705

Type of Product (s) : **Frozen Artery Ball Tuna**

Processing Step : **Receiving, Processing, Freezing, Packing/Labeling, Cold Storing, Stuffing**

HACCP Rate : **A**

Date of Verification Audit : **September 04, 2018**

The establishment has effectively implemented of HACCP and complied with :

- CAC/RCP/1-1969, Rev. 4 (2003) General Principles of Food Hygiene.
- Decree of Minister of Marine Affairs and Fisheries No. KEP. 52A/KEP/MBN-KP/2013 laying down the Requirement for Quality Assurance and Safety of Product During Production, Processing and Distribution.
- Regulation (EC) No. 178/2002 of The European Parliament and of The Council of 28 January 2002 laying down the general principles and requirements of food law, establishing the European Food Safety Authority and laying down procedures in matters of Food Safety; Regulation (EC) No. 853/2004 of The European Parliament and of the Council of 29 April 2004 on the hygiene of foodstuffs; Regulation (EC) No. 853/2004 of The European Parliament and of the Council of 29 April 2004 laying down specific hygiene rules for food of animal origin and Regulation (EC) No. 854/2004 of The European Parliament and the Council of 29 April 2004 laying down specific rules for the organization of official controls on products of animal origin intended for human consumption.
- US Food and Drug Administration (US-FDA) regulations 21 CFR Part 110 - Current Good Manufacturing Practice in Manufacturing, Packing or Holding Human Food; 21 CFR Part 123 - Fish and Fishery Products.

This certificate is valid for 1 (one) year or less than one year in case of food safety violations

Valid Until : **September, 2019**

Issued in Jakarta
Date : **September 17, 2018**



Director General for Fish Quarantine and Inspection Agency (FQIA)



EARTH ISLAND INSTITUTE

SAFE

This is to certify that
PT. PAHALA BAHARI NUSANTARA
is accredited by the
**EARTH ISLAND INSTITUTE
DOLPHIN-SAFE
INTERNATIONAL MONITORING PROGRAM**

This certificate is subject to all terms,
conditions, warranties and clauses contained
in the Dolphin Safe Corporate Policy
signed by the company.

Earth Island Institute
International Marine Mammal Project
PT. PAHALA BAHARI NUSANTARA
Approved Dolphin-Safe
Validity: January 2018 - December 2018

David C. Phillips
David Phillips
Executive Director

• 2150 Alcatraz Way, Suite 400 Berkeley, California, USA 04704-1375
• Telephone: (510) 859-9100 • Fax: (510) 859-9091



CERTIFICATION

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ
 شَهَادَةُ هَالَال
MAJELIS ULAMA INDONESIA
 THE INDOONESIAN COUNCIL OF ULAMA
SERTIFIKAT HALAL - HALAL CERTIFICATE

No : 00030065500613 : رقم

قرر مجلس العلماء الإندونيسي - بعد الاختبارات والقياسات - بأن المنتجات الغذائية أو الأدوية أو مستحضرات التجميل التي لها تسمية هلال حلال حسب متطلبات التسمية الإسلامية.

The Indonesian Council of Ulama, after examining, inspecting/auditing and discussing the ingredients, has declared that the undermentioned food, drug and cosmetic products as HALAL according to the Islamic Law.

Jenis Produk : TERLAMPIR : نوع المنتج
 Type of Product : TERLAMPIR : اسم المنتج
 Name of Product : TERLAMPIR : اسم الشركة
 Name of Company : PT. PAHALA BAHARI NUSANTARA : عنوان الشركة
 Alamat Perusahaan : Jl. FINANGSIA II NO 8 A JAKARTA BARAT : عنوان الشركة
 Company's Address : 11110 INDONESIA

Dikeluarkan di Jakarta pada : 21 JUNI 2017 : صدرت هذه الشهادة بجاكرتا في :
 Issued in Jakarta on : 20 JUNI 2019 : وصلاحة إلى :
 Valid until : 20 JUNI 2019

مادامت تركيبات المواد المشار إليها وصية إنتاجها مطابقة على الشكل الذي قرره قسم الإفتاء بالمجلس، selama bahan-bahan dan proses produksinya masih sesuai dengan keputusan Komisi Fatwa MUI, as long as the ingredients, and production processes are in accordance to the decree of Fatwa Commission of the Indonesian Council of Ulama.

رئيس قسم الإفتاء بالمجلس : Dr. H. HASANUDDIN AF. MA. : مدير المعهد في الأئمة والأدوية : Dr. LUKMANUL HAKIM M.SI
 HEAD OF THE FATWA COMMISSION OF MUI : DIRECTOR OF THE ASSESSMENT INSTITUTE OF THE INDOONESIAN COUNCIL OF ULAMA

Prof. Dr. K.H. Ma'ruf Amin

P. : 00010495

KEMENTERIAN KELAUTAN DAN PERIKANAN
 Ministry of Marine Affairs and Fisheries
DIREKTORAT JENDERAL PENGUATAN DAYA SAING PRODUK KELAUTAN DAN PERIKANAN
 Directorate General of Product Competitiveness

SERTIFIKAT KELAYAKAN PENGOLAHAN
 Certificate of "Good Manufacturing Practices"

No. 9122020KPKM/G/2018

berdasarkan :
 Having regard to the :
 Peraturan Menteri Kelautan dan Perikanan No. 72/PERMEN-KP/2016
 Regulation of the Minister of Marine Affairs and Fisheries No. 72/PERMEN-KP/2016

Menetapkan bahwa :
 To certify that :
 Unit Pengolahan Ikan : PT. PAHALA BAHARI NUSANTARA
 Fish Processing Plant : Kawasan Industri Karyosoka Pancoranmu Kav. 03 Cikarang Selatan, Bekasi
 Alamat : Jawa Barat

Jenis Produk : Prosen Attery Bait Tuna
 Type of Product(s) :
 Tahapan Pengolahan : Pengemasan, Pengolahan, Pembuatan, Pengemasan/Pelabihan, Penyortiran, Baku
 Processing Steps : Packaging, Processing, Freezing, Packaging/Labeling, Cold Storing, Stuffing

Peringkat : A

Sertifikasi ini berlaku selama 2 (dua) tahun dan tetap memenuhi persyaratan sanitasi dan higienis, atau kurang dari dua tahun apabila terjadi pelanggaran ketentuan pangan.
 This certificate is valid for 2 (two) years and meet the sanitation and hygiene requirements or less than two years in case of food safety violations.

Dikeluarkan di : Jakarta
 Issued in :
 Tanggal : 25 Mei 2018
 Date :
 Berlaku sampai dengan : 25 Mei 2020
 Valid until :
 Dr. H. RIFKY EFFENDY HADIANTO
 Direktur Jenderal Penguatan Daya Saing Produk Kelautan Dan Perikanan
 Director General of Product Competitiveness

Products



SKIPJACK TUNA



YELLOWFIN TUNA



SKIPJACK LOIN



SKIPJACK LOIN

PRODUCTS



PT Balinusa Windumas



PT. Balinusa Windumas operates an integrated fishing business that provides services such as base operations, logistics, and processing and marketing of tuna and seafood products to customers in the South Pacific, Japan, U.S.A and Europe.

PT. Balinusa Windumas was founded by Mr. Bambang Alianto in Bali - Indonesia. He began his business with a hatchery and shrimp farm. PT. Balinusa Windumas grew into a company that focused on packaging fresh tuna sashimi for export to Japan instead of being solely focused on shrimp farming. PT. Balinusa Windumas saw a potential to develop a business in freezing 2nd grade tuna and finally built a cold storage

facility for the export trade as well as a local canning industry. PT. Balinusa Windumas began to expand its business of processed 2nd grade Tuna into Frozen Tuna Loin which is exported to Japan and the United States. PT. Balinusa Windumas has continued to expand its business with high quality products such as Frozen Tuna Saku, Frozen Tuna Steak, and Frozen Tuna Loin for Japan, the United States, Europe, and the Asian market.

We process popular fresh fish such as Tuna, Swordfish, Marlin, and Snapper, which we ship overseas. In our HACCP certified facility, we have established a thorough hygiene management system that makes it possible to ship high quality products. We have established a

production system with traceability controlled line. It has been possible for us to meet customer processing demand, including various sizes, semi-dress, dress, and loin, all while maintaining the strictest quality and freshness management.

We sell a variety of products to foreign countries. From our HACCP certified facility, which operates under a thorough hygiene management system, we ship safe products overseas. We have been operating as a seafood wholesaler in this favorable location for over thirty years. Furthermore, as a seafood processor, we are now shipping our safe HACCP-controlled seafood products under the throughout Japan, North America, Asia and Europe.

TECHNOLOGY



LABORATORY

High Technology

Our system and technology was developed with high quality standard, making it a pioneer in this field of business. We have improved its function and dependability with several series of upgrades. The basic functions of the system are to manage detailed customer orders and to control the complete production process from fish processing to shipping. Another aim is the

quick shipment of high-quality products created in line with our thorough safety measures.

Water Filter & Ozone System

(Sand Filter, Water Softener, Water Purifier)

Furthermore, with the installation of this system, we automated our processing line, which enabled us to process fillets to meet greater

demand. One of the characteristics of this line is the ability to process a greater amount of fillets made from fish by size both precisely and quickly. Use of this automated system has also contributed to our thorough safety and hygienic measures, since we are largely able to complete production without human hands coming into contact with the fish.

MANUFACTURING PROCESS



Receiving

After we receive fresh raw material from fishermen, they are temporarily stored in chilling room



Head Removal & Washing

The graded product is then headed and tailed in a manually hand cut. The removal of veins and internal organs is completed and each fish is washed using a sterilizing ozone-treated water.



Filleting & Cold Storage

The fish then enter the filleting line where they are filleted at up to 1000 fish per day. Once off the line, the products go straight into a chilling room, freezer, and keep into cold storage with a standard temperature.



Shipping & Transport

The product is then ready to leave for the seaport in a reefer container to ensure the viability of the cold-chain all the way through the production system

PRODUCTS



Frozen Tuna Saku/ Block

Sizes:
 AAA = 17 ~ 20 cm (L) X 7.5 ~ 10 cm (W) X 2.5 ~ 3 cm (T)
 AA = 17 ~ 20 cm (L) X 5 ~ 7.5 cm (W) X 2.5 ~ 3 cm (T)
 A = 12 ~ 20 cm (L) X 5 ~ 10 cm (W) X 2 ~ 2.5 cm (T)

Packaging:
 Individual Vacuum Packed (IVP)
 1 Inner Carton = 11 Lbs (5 Kg)
 1 Master Carton = 22 Lbs (10 Kg)



Frozen Tuna Steak

Sizes:
 4 oz ; 6 oz ; 8 oz ; 10 oz ; 12 oz ; 8 oz up Puzzle Pack
 Natural Triangular Shape with 2.5 ~ 3 cm (T)
 Natural Triangular Steak 2.5 cm (T)

Packaging:
 Individual Vacuum Pack (IVP)
 1 Master Carton = 10 Lbs or 20 Lbs

PRODUCTS



Frozen Tuna Loin

Sizes:
3 ~ 5 Lbs ; 5 ~ 8 Lbs ; 8 Lbs up
Whole And Centre Cut Loin

Packaging:
Individual Vacuum Pack (IVP)
1 Master Carton = 22 Lbs ; 30 Lbs ; 50 Lbs



Frozen Tuna Cube

Sizes:
2.0 ~ 2.5 cm (L) X 2.0 ~ 2.5 cm (W) X 2.0 ~ 2.5 cm (T)

Packaging:
Individual Vacuum Packed (IVP) = 1 Lb
1 Inner Carton = 11 Lbs (5 Kg)
1 Master Carton = 22 Lbs (10 Kg)



Frozen Tuna Maki Cube/ Chunk Meat

Sizes:
Minimum 5 cm (L) X 1.5 ~ 3 cm (W) X 1.0 ~ 1.5 cm (T)

Packaging:
Individual Vacuum Packed (IVP) = 1 Lb
1 Inner Carton = 11 Lbs (5 Kg)
1 Master Carton = 22 Lbs (10 Kg)



Frozen Tuna Ground Meat

Sizes:
Minced / Ground Meat

Packaging:
Individual Vacuum Packed (IVP) = 1 Lb
1 Inner Carton = 11 Lbs (5 Kg)
1 Master Carton = 22 Lbs (10 Kg)

Dharma Samudera Fishing Industries



Dharma Samudera Fishing Industries is a leading processor and exporter of Indonesian seafood products. For 40 years, we have cooperated with thousands of local fishing communities to ensure a fresh, steady and sustainable supply of fishing products. Our operations in Jakarta and Kendari specialize in fish processing, which also include collection, marketing and trading activities.

As an enduring entity in Indonesia's fishing sector, we are committed to negotiating mutually beneficial price agreements, supplying onboard facilities and providing assistance in constructing vessels for the local Indonesian fishing communities. All of which reflect our corporate vision to become a world-class company that enriches the

welfare of Indonesia's fishing workforce.

In October 2005 we were the first company outside the US to receive HACCP certification from the US Department of Commerce. HACCP (Hazard Analysis and Critical Control Point) is a preventive system to ensure safety of food product. This international standard requires that all hazard that may occur in the food production chain, including hazards associated with processing and facilities, are identified and assessed. HACCP consists of seven basic components: hazard analysis, critical control points, critical limits, monitoring procedure, corrective action, record keeping and verification procedure. HACCP USDC was introduced in July 1992 by NOAA (National Oceanic and Atmospheric

Administration) Fisheries an agency under the US Department of Commerce, this procedure focuses in seafood product inspection using HACCP protocol. The procedure is aimed at ensuring quality consistency of end products with safe and healthy distribution and appropriate food labeling.

GMP is a set of regulations set forth by the FDA to ensure that various products intended for human consumption and use are safe and provides production and technical guidance for companies to manufacture products to meet safety and quality standards by improving seafood processing facilities in seven areas, including selection of raw material, handling and processing, additives, chemicals, packaging, storage and distribution.

CERTIFICATION



PRODUCTS



- Tuna Bit and Pcs • Tuna Loin • Tuna Medallion • Tuna Saku
- Tuna Steak Vac Pack • Tuna Steak

CV Pasific Harvest



CV. Pasific Harvest is an industry that has been focused on the manufacturing of seafood products such as: canned sardines, canned mackerels, canned tuna, frozen fish (seafood), and fish flour as well as fish oil. Pasific Harvest was established in 1993 and located in the city near Bali Island, Banyuwangi, Indonesia. The company has grown very rapidly at that time as a result of a strong commitment.

With three manufacturing plants that have been built on top of approximately 6 hectares of land, CV. Pasific Harvest has a manufacturing capacity of 200 tons of fish per day.

CV. Pasific Harvest has a policy and strong commitment to prioritize customer satisfaction, produce good quality products, provide reasonable price and on time delivery. We will continue to improve our quality management system. All stages in our production processes are thoroughly inspected and controlled with the purpose that our product quality, in every stage can be ensured to comply with customers' requirement.

Our mission is to produce a strong brand perception in the market, and to produce the best quality of taste in our products, improve productivity, produce quality products with consistency

that is safe to be consumed, to build professional human resources, to increase profitability for to serve employees and public for better lives.

For years, we have been providing our customers with outstanding value and we have been successful in producing reliable canned sardines, mackerel, and tuna for countries around the world. Whether you are looking for canned sardines in sauce tomato, sauce tomato chili, olive oil, palm oil, or just plain good sardines, mackerel, and tuna to spice up the consumer's appetite or your business profit, CV.Pacific Harvest (PH) may just be the key to your quest.

PRODUCTS



Canned Tuna In Vegetable Oil (Club can 125g)

Species	: Skipjack, yellowfin, albacore, bonito
Sizes	: NW: 60, 80g, 95g, 130g, 140g, 150g, 160g, 170g, 185g, 200g, 1600g, 1700g, 1800g
Drained weight	: 60% of net weight
Flavor	: sunflower oil, soya bean oil, olive oil, brine, lemon oil, chilli oil
Loading	: 1600 cartons- 3400 cartons depending on the sizes.



Tuna / Egg Salad

Ingredients	: Tuna, carrot, peas, red bean, potatoes, sweet corn, mayonese, olive oil, salt
Weight	: NW: 60, 80g, 95g, 130g, 140g, 150g, 160g, 170g, 185g, 200g, 1600g, 1700g, 1800g
Packing	: 48 pcs per carton

Harta Samudra



Harta Samudra are purveyors of the finest fresh, frozen, and processed Yellowfin Tuna in Indonesia, exporting for more than 10 years to more than 10 countries including US and Japan. With HACCP, BRC and MSC certified processing plant, quality of product is always guaranteed, and so are the standards of our 4 processing plant facilities located in Ambon, Banda, Buru Island and Morotai.

Harta Samudra is one of the leading company in implementing responsible sourcing practices in Indonesia. By partnering with Yayasan Masyarakat Dan Perikanan Indonesia (MDPI), Anova Food and Maluku Fisheries and Marine Services, we contribute the implementation of rigorous sampling and data collection program toward traceable and responsible fisheries management, especially Yellowfin Tuna, in Maluku

and Indonesia. Our focus is not only about fisheries sustainability but also livelihood improvement. The combined improvement can be found by implementing standard of FAIR TRADE USA. In 31 October 2014, we received the first in the world Fair Trade wild catch Yellowfin Tuna certification from our supply chain in Maluku. The fair trade certification is the way to show the world that we are moving in the right direction and supporting the fish and livelihood sustainability in Indonesia.

In 2019, the volume of Fair Trade shipped to the US market increased by 250%, returning more than \$300,000 in Fair Trade premiums back to fishing communities.

In 2020, our North Buru supply chain have been certified by the Marine Stewardship Council (MSC)

with the ecolabel, which indicated that the associations' catch meet the international best practices for sustainable fishing. With the award, we become the first handline yellowfin tuna fishery in the world to meet the MSC standard.

One-by-one YellowfinTuna fishing (Handline) is about one fisherman, using one hook to catch one Yellowfin Tuna. One fish at a time. This traditional way of catching Yellowfin Tuna has been carried out in Indonesia for many generations and is widely lauded as the most socially and environmentally responsible way to catch Tuna.

However, to meet the international standard, it was necessary to collect extensive data, implementing a traceability system rigorous enough to trace the fish back to the small-scale fishing vessel that caught it, and more importantly, ensure that no substitution of no-certified product occurs. TRACETALES® is the traceability system used at Harta Samudra to track each fish back to the individual fisherman and point of landing.

PROCESSING FACILITY



Yellowfin Tuna Whole



Tuna Loin



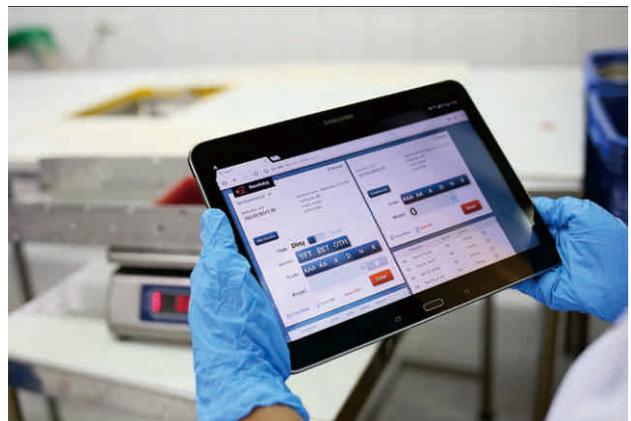
Trimming



Retouching



Temperature Check



Traceability

PROCESSING FACILITY



Vacuum Pack



Cold Storage



Quality Control

PRODUCTS



Yellowfin Tuna Loin

- Tuna treated with USFDA approved Clearsmoke® to retain good color
- Individual Vacuum Pack (IVP)

PRODUCTS



Yellowfin Tuna Centre Cut

- Tuna treated with USFDA approved Clearsmoke® to retain good color
- Individual Vacuum Pack (IVP)



Yellowfin Tuna Saku

- Tuna treated with USFDA approved Clearsmoke® to retain good color
- Individual Vacuum Pack (IVP)



Yellowfin Tuna Cube

- Tuna treated with USFDA approved Clearsmoke® to retain good color
- Individual Vacuum Pack (IVP)

PRODUCTS



Yellowfin Tuna Ground Meat

- Tuna treated with USFDA approved Clearsmoke® to retain good color
- Style : no tendon
- Individual Vacuum Pack (IVP)



Yellowfin Tuna Loin Natural

- Non Treated
- Individual Vacuum Pack (IVP)

**Directorate General Of National Export Development
Ministry Of Trade Of Republic Of Indonesia**

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