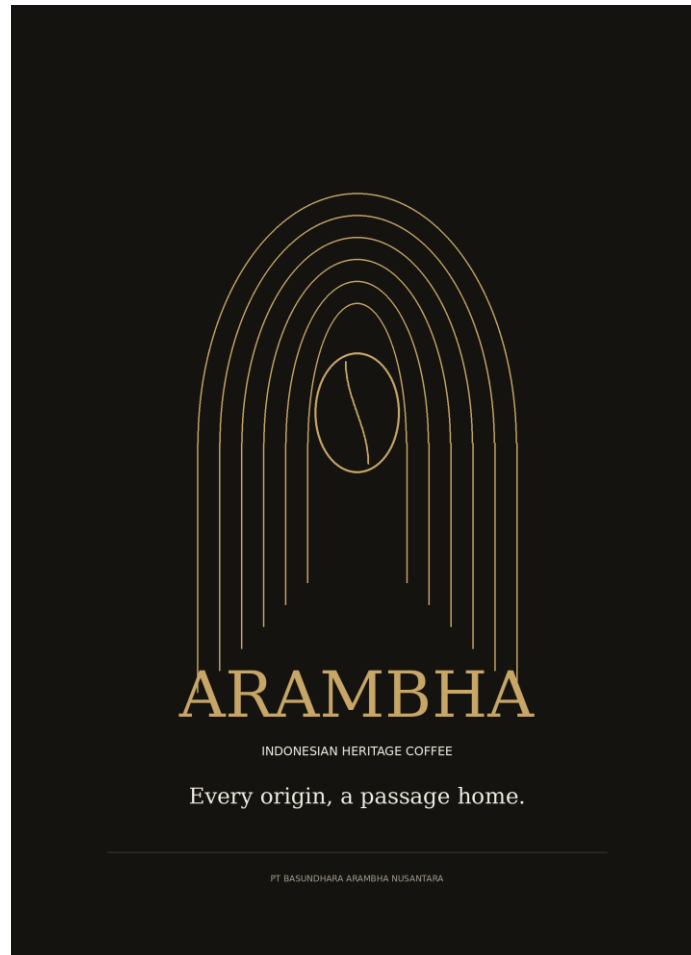


ARAMBHA

GREEN COFFEE PORTFOLIO

Indonesian Arabica · Supplier & Process Specification



PORTFOLIO OVERVIEW

Indonesia, presented with clarity

A multi-origin Arabica portfolio for specialty roasters, importers and distributors.

SUPPLIER / ORIGIN GROUP	ORIGIN	AVAILABLE PROCESSES	PORTFOLIO ROLE
GAYO	Sumatra Island	Wet-Hulled	Classic Indonesian core / discovery
	Sumatra Island	Honey; Anaerobic Honey; Extended Natural; Natural Anaerobic; Full Washed	Core + signature + experimental
JAVA PREANGER	Java Island	Natural Lactic; Collective Full Washed; Honey Lactic / Rhizopus	Clean core + modern fermentation
TORAJA	Sulawesi Island	Full Washed; Natural	Core + fruit-led seasonal
KINTAMANI	Bali Island	Full Washed; Natural	Clean / floral + fruit-led seasonal
BAJAWA	Flores Island	Full Washed; Natural	Sweet core + fruit-led seasonal
LUWAK	Rarest	Unique Process	Luxury taste, Limited Released

Disclosure principle

- Experimental processes must include fermentation, drying and addition/inoculation disclosure.
- Cup notes are directional until a coded sample is cupped and approved.
- The words specialty and premium are supported by physical and sensory data—not used as substitutes for data.

SUPPLIER SPECIFICATION

Gayo portfolio

Gayo — Sumatra Island

PROCESS	BUYER-FACING POSITION	INDICATIVE CUP DIRECTION	COMMERCIAL ROLE
	Traditional Indonesian signature	Body, cocoa, spice, herbs; verify cleanliness and finish	Niche espresso, blend component, origin story
FULL WASHED	Clean core lot	Clarity, structured acidity, sweetness; lot-specific	High repeat potential
HONEY	Sweet bridge	Balanced fruit, sweetness and clarity	Filter / espresso bridge
ANAEROBIC HONEY	Premium signature	Elevated fruit and sweetness with structure	High-interest seasonal
EXTENDED NATURAL	High-impact fruit lot	Wine-like / dried-fruit fermentation notes possible	Hero filter; sample-led
NATURAL ANAEROBIC	Experimental hero lot	Intense fruit, aromatics and fermentation character	Strong specialty fit

SUPPLIER SPECIFICATION

Java and eastern Indonesia

Java Preanger — Java Island

PROCESS	BUYER-FACING POSITION	INDICATIVE CUP DIRECTION	COMMERCIAL ROLE
COLLECTIVE FULL WASHED	Clean, scalable core	Clarity, sweetness and origin structure	High repeat potential
NATURAL LACTIC	Modern fruit-led signature	Fruit, rounded acidity and creamy texture possible	High-interest filter
HONEY LACTIC / RHIZOPUS	Controlled experimental lot	Sweetness, fruit and distinctive fermentation	Sample-led / technical buyer

Toraja — Sulawesi Island

PROCESS	BUYER-FACING POSITION	INDICATIVE CUP DIRECTION	QATAR ROLE
FULL WASHED	Clean, scalable core	Clean structure, sweetness, spice; lot-specific	Core / espresso / filter
NATURAL	Modern fruit-led signature	Fruit-led, sweet and aromatic	Seasonal filter

Kintamani — Sulawesi Island

PROCESS	BUYER-FACING POSITION	INDICATIVE CUP DIRECTION	QATAR ROLE
FULL WASHED	Clean, scalable core	Clean, floral or citrus-led; lot-specific	Core / filter
NATURAL	Modern fruit-led signature	Tropical-fruit direction possible	Seasonal filter

Bajawa— Flores Island

PROCESS	BUYER-FACING POSITION	INDICATIVE CUP DIRECTION	QATAR ROLE
FULL WASHED	Clean, scalable core	Sweet, structured and rounded	Core / espresso
NATURAL	Modern fruit-led signature	Fruit and caramel direction possible	Seasonal filter

QATAR MARKET FIT

Lead with excitement. Win repeat business with clarity.

PRIORITY	PROCESS FAMILY	QATAR FIT	BEST ROLE	STARTING OFFER
1	NATURAL ANAEROBIC	Very high attention fit	Hero filter, limited release, premium storytelling	Gayo Natural Anaerobic
2	FULL WASHED	Very high commercial fit	Core espresso/filter, repeat programs	Gayo, Java, Toraja, Bali, Flores, Papua
3	EXTENDED NATURAL / NATURAL	High attention fit	Fruit-led seasonal filter	Gayo, Toraja, Bali, Flores, Papua
4	ANAEROBIC HONEY / HONEY	High bridge fit	Distinctive but more balanced than full natural	Gayo Honey / Anaerobic Honey
5	LACTIC / RHIZOPUS	Selective experimental fit	Technical roaster, micro-release	Java Preanger
6	WET-HULLED	Niche signature fit	Indonesian espresso, blend, educational release	Ketiara Cooperative

Recommended first sample box

- Gayo Natural Anaerobic — attention-driving hero lot.
- Gayo Full Washed — clean benchmark and repeat-volume candidate.
- Java Collective Full Washed — alternative core profile.
- Gayo Honey or Anaerobic Honey — sweetness/clarity bridge.
- Java Natural Lactic — modern experimental point of difference.
- Ketiarra Wet-Hulled — unmistakably Indonesian signature.

LOT SPECIFICATION STANDARD

What every offer must confirm

SECTION	REQUIRED FIELDS
IDENTITY	Offer code; crop year; supplier; producer/cooperative; village; region; country.
FARM DATA	Variety; altitude range; harvest period; farm/member structure; traceability level.
PROCESS	Process name; cherry selection; fermentation vessel; duration; temperature/pH if recorded; additions or inoculation; drying method and days.
PHYSICAL	Moisture; water activity; grade; screen distribution; density; defect count; quakers if assessed.
SENSORY	Cupping protocol; sample roast date; score; flavor; acidity; body; finish; uniformity; clean cup.
COMMERCIAL	Available volume; MOQ; sample size; packaging; warehouse/port; Incoterm; price; offer validity.
APPROVAL	Coded sample; buyer feedback; retained reference; pre-shipment sample; acceptance tolerance.

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