PANDAWA
COCO INDONESIA

Your trusted partner for Indonesian coconut & charcoal exports.

COMPANY PROFILE 2026

Coconut charcoal briquettes and desiccated coconut, sourced from audited manufacturing partners with documented QC and private label support.



Company at a Glance

A focused export trading house built around verified supply, documentation and buyer requirements.

01

PT Pandawa Artha Group

Legal entity; trade name Pandawa Coco Indonesia

02

Jakarta, Indonesia

Head office; sourcing from Java, Sumatra, Sulawesi

03

Export trading house

Dedicated, audited manufacturing partners

04

2 product pillars

Coconut charcoal and desiccated coconut

05

Focus markets

UAE, Turkey, Netherlands, Germany

06

FOB, CFR or CIF

MOQ one 20ft container; private label available

Who We Are

One accountable partner from specification to shipment.

Pandawa Coco Indonesia is an export trading house specialising in coconut charcoal briquettes and desiccated coconut. We work with selected, audited manufacturing partners across Java, Sumatra and Sulawesi, run QC checkpoints, handle private label and prepare export documentation, so you deal with one professional counterpart from quotation to loading.



How Our Supply Model Works

Five links in the chain, one accountable coordinator.

01
Coconut regions

Java, Sumatra and Sulawesi raw material

02
Audited partners

Production to the agreed specification

03
Pandawa Coco

Sourcing, QC, private label, export documents

04
Sea freight

FOB, CFR or CIF from Indonesian ports

05
Your brand

Your warehouse, brand or retail shelf

You deal with one counterpart. We coordinate everything between the farm and your warehouse.

Why Work With Us

01

Consistent quality

Standardised QC checkpoints and pre-shipment inspection

02

Full transparency

Production photos, QC reports, loading photos and video

03

Private label, end to end

Custom spec, packaging, barcode/QR, multilingual labels

04

Flexible capacity

Multi-factory sourcing, mixed containers, backup partners

05

Clear communication

Fast technical answers and structured quotations

06

Fair pricing

Best price-quality balance, never race-to-bottom

07

Lower risk

QC gates before loading, documents handled end to end

Our Product Portfolio

Two product pillars, specified and documented per order.



Coconut Charcoal

Shisha, BBQ, sawdust and lump charcoal. Shisha briquettes made from 100% coconut shell.



Desiccated Coconut

Low fat (40–50%) and high fat (60–68%) grades, fine and medium cuts, food grade.

Shisha Charcoal Briquettes

100% coconut shell charcoal, no additives: low ash, no odour, no spark, stable burn.

Parameter	Signature Series	Classic Series
Grade	Premium	Standard
Ash content	1.5–2.0%	2.2–2.8%
Burn time	90–110 min	70–90 min
Moisture	< 4%	max 5%
Shapes	Cube 22/25/26 mm, finger, tablet	Cube 22/25/26 mm, finger, tablet
Packing	Inner 0.5–5 kg, carton 10–25 kg	Inner 0.5–5 kg, carton 10–25 kg

Loading: 20ft 18–19 MT / 40ft 24–26 MT. MSDS and self-heating test certificate (IMDG 4.2) on request. Final specification confirmed by sample.



BBQ, Sawdust and Lump Charcoal

Pillow, hexagonal and lump formats for retail, restaurant and wholesale buyers.

Series	Composition	Burn time	Key specifications
Pro Grill	100% hardwood sawdust	3–6 h	> 7,000 kcal/kg, ash 4–6%
Family / Value Grill	70/30 or 50/50 hardwood/coconut	1.5–4 h	5,500–7,000 kcal/kg, ash 6–10%
Sawdust Long-Burn	Hexagonal, 20–35 cm	4–8 h	Ash < 6%; Utility grade 5–25 cm
Lump charcoal	Acacia, Halaban, Mahogany	Long, high heat	Sizes 2–15+ cm



Desiccated Coconut

Food-grade desiccated coconut from 100% white coconut meat.



Parameter	LFDC	HFDC
Fat content	40–50%	60–68%
FFA	< 0.3%	< 0.5%
pH	6.0–7.0	6.1–6.8
Moisture	max 3%	max 3%
Grades (mm)	Fine 0.5–1.0, Medium 1.0–2.8	Fine 0.5–1.4, Medium 1.0–2.8
Shelf life	12–24 months	12–18 months

Microbiology to your specification, COA per shipment. 25 kg kraft bag with food-grade liner. 20ft ~12–13 MT / 40ft ~26–27 MT. For bakery, biscuits, confectionery, chocolate, dairy, cereal and snacks.

Quality Control Process

Six documented checkpoints from raw material to loading.

01

Raw material check

100% coconut shell;
white coconut meat for DC

02

In-process control

Density, shape, drying;
mesh and metal detection

03

Lab testing

Ash, moisture, burn test;
fat, FFA, microbiology

04

Pre-shipment inspection

Lot sampling; SGS or Sucofindo on request

05

Loading record

Photos, video, container and seal numbers

06

Documents and COA

Drafts shared before originals are released

How to Order

From RFQ to bill of lading in eight clear steps.

1

Send RFQ

Product, spec, packing, quantity, port, incoterm

2

Quotation

Price, packing options, lead time; valid 7–10 days

3

Sample approval

Pre-production sample matched to your spec

4

Contract and deposit

Deposit by T/T; LC for qualified volumes

5

Production

Typically 2–4 weeks after approval

6

QC and loading

Inspection, loading photos and seal record

7

Balance and documents

Balance against document drafts

8

B/L release

Originals released, goods on the water

Private Label and OEM

Your brand, shipped retail-ready from Indonesia.

1 Brief: product, specification, target market

2 Artwork: your design or our support

3 Packaging approval: inner pack, carton, labels

4 Production and QC to the approved sample

5 Loading: shipping marks, pallets, documents



Packaging and Container Loading

Typical pack formats and container loads; exact stuffing plan confirmed per order.

Product	Pack options	20ft / 40ft
Shisha briquettes	Inner 0.5–5 kg, carton 10–25 kg	18–19 MT / 24–26 MT
BBQ briquettes	Retail 1–5 kg, bulk 5–25 kg	18–20 MT / 25–26 MT
Sawdust hexagonal	5–25 kg woven or OEM	~18–20 MT / ~24–26 MT
Lump charcoal	3–25 kg kraft or woven	14–16 MT / 20–22 MT
Desiccated coconut	25 kg kraft bag, food-grade liner	~12–13 MT / ~26–27 MT

Minimum order: one 20ft FCL. Mixed loads across series are possible. Floor-loaded unless pallets are requested; ISPM-15 pallets on request.



Export Documentation

Every shipment leaves with a complete, checked document set.

- ✓ Commercial invoice
- ✓ Bill of lading
- ✓ COA per shipment
- ✓ Microbiology report (desiccated coconut)
- ✓ Draft documents before originals
- ✓ Packing list
- ✓ Certificate of origin
- ✓ MSDS and self-heating test (charcoal)
- ✓ ISPM-15 pallets; fumigation when required
- ✓ Destination-specific documents on request

Markets We Focus On

Beachhead markets per product, with selective expansion.

Coconut charcoal

BEACHHEAD

UAE and Turkey

EXPANSION

Saudi Arabia, Kuwait, Qatar

BUYERS

Importers, wholesalers, private-label brands

Desiccated coconut

BEACHHEAD

Netherlands, Germany, UAE

OPPORTUNISTIC

USA (duty-advantaged)

BUYERS

Food manufacturers, ingredient distributors

UAE | Turkey | Netherlands | Germany | USA (DC)

Certifications and Transparency

Evidence over logos: documents are shared per order.

Certifications are factory-owned and shared per shipment.

Food-safety and halal certifications are held by our manufacturing partners and provided per shipment or on request, depending on the selected facility. Facility details are shared under NDA once you approve us as a vendor.

1. **Audit methodology and lab results at quotation**
2. **Redacted certificates for first review**
3. **Full certificates under NDA at vendor approval**
4. **COA and QC report with every shipment**
5. **Third-party inspection available on request**

Let’s build your supply programme.

Send us your target specification, packaging and destination port. We will respond with a quotation, packaging options and production lead time.

Contact Us

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