

TSARA TRADE

— COCOA DIVISION —

Source · Connect · Deliver

Premium Indonesian Cocoa

4 Fat Tiers · 5 Colors · 16 Cocoa Powder SKUs + Butter / Liquor / Mass



Catalogue 2026 · Edition v2.1

Catalogue 2026 · Availability and commercial terms confirmed per quotation

TABLE OF CONTENTS

1. Cover
2. Table of Contents
3. Why TSARA Cocoa
4. Origin Story — Indonesia
5. Product Line Overview
6. Color Spectrum — 5 Grades
7. Tier 1: Premium (Fat 10-12%)
8. Tier 2: Standard High (Fat 10-12%)
9. Tier 3: Standard Low ☐
10. Tier 4: Low Fat (Fat 5-9%) ☐
11. Black Cocoa Spotlight ☐
12. Cocoa Butter / Liquor / Mass
13. Container Math + Packaging
14. ANNUAL SUPPLY PLANNING ☐

15. Logistics & Incoterms
16. Payment & Documentation
17. Quality & Certifications
18. TSARA Sales Desk

WHY TSARA COCOA

Four reasons buyers choose TSARA for cocoa sourcing:

- Origin direct — Indonesia partner farms. No middleman markup.
- 4 fat tiers — Premium to Low Fat 5-9%. Covers premium chocolate to industrial beverage.
- 5 colors — Natural · Brown · Dark Brown · Very Dark · BLACK. Single source, all your needs.
- Container ready — 17-22 MT per FCL · 7-14 days from PO · 25 kg kraft bag standard.



ORIGIN STORY

Indonesia produces approximately 600,000 metric tons of cocoa powder per year — among the top global producers.

TSARA partners with verified Indonesian processors in Jakarta, applying fermentation, roasting, alkalization, and milling to deliver consistent industrial-grade cocoa to global manufacturers.

Our principal sourcing model: TSARA Trade contracts directly with you. Supplier identity remains confidential under NCNDA. You get a single point of contact, transparent specs, and continuity of supply.



PRODUCT LINE OVERVIEW

TSARA offers four cocoa-derived product lines from a single source:

Product Line	Description	Container Load
Cocoa Powder (16 SKUs)	4 fat tiers × multiple colors · 25 kg kraft bag	17-18 MT / 20 FCL
Cocoa Butter (Undeodorized)	Pale yellow-ivory · FFA ≤1.75% · Melt 32-36°C	22 MT / 20 FCL
Cocoa Liquor	52-56% fat · Dark brown · Block or liquid drum	22 MT / 20 FCL
Cocoa Mass	48-52% fat · Particle ≤75µm · 25 kg block	22 MT / 20 FCL

COLOR SPECTRUM — 5 GRADES

All processed from same Indonesian cocoa bean. Alkalization level + treatment determines color and pH:

Natural	Brown	Dark Brown	BLACK
			
pH 5-6 · Untreated · Lighter color	pH 6.2-6.8 · Dutch alkalized · Smoother flavor	pH 6.2-6.8 · Stronger dutch · Premium chocolate	pH 7.8-8.0 · Maximum alkalization · Oreo-style

Note: Very Dark Brown (between Dark Brown and Black) also available — request sample.

TIER 1: PREMIUM (Fat 10-12%)

Crafted for premium chocolate, gelato, specialty bakery. pH 5-6 (Natural) or 6.2-6.8 (Alkalized).
Moisture max 5% · Fineness min 99.90%.

SKU	Description	Color	Commercial terms
TSARA-COCOA-PRM-N	Premium Natural Cocoa Powder	Light brown	On request
TSARA-COCOA-PRM-B	Premium Alkalized Brown	Brown	On request
TSARA-COCOA-PRM-D	Premium Alkalized Dark Brown	Dark brown	On request

Container: 17 MT / 20 FCL · Commercial quotation available on request.

TIER 2: STANDARD HIGH (Fat 10-12%)

Mid-tier choice for industrial bakery and beverage manufacturers. Same fat content as Premium, different bean blend.

SKU	Description	Color	Commercial terms
TSARA-COCOA-STD-N	Standard High Natural	Light brown	On request
TSARA-COCOA-STD-B	Standard High Alkalized Brown	Brown	On request
TSARA-COCOA-STD-D	Standard High Alkalized Dark Brown	Dark brown	On request

Container: 17 MT / 20 FCL · Commercial quotation available on request.

TIER 3: STANDARD LOW (Fat 10-12%) ☐ NEW

Cost-effective entry for mass-market bakery, biscuit, beverage applications. Includes BLACK cocoa option.

SKU	Description	Color	Commercial terms
TSARA-COCOA-VAL-N	Value Natural Cocoa Powder	Light brown	On request
TSARA-COCOA-VAL-B	Value Alkalized Brown	Brown	On request
TSARA-COCOA-VAL-D	Value Alkalized Dark Brown	Dark brown	On request
TSARA-COCOA-VAL-VD	Value Alkalized Very Dark Brown	Very dark	On request
TSARA-COCOA-BLK-S	☐ Value Alkalized BLACK	BLACK	On request

BLACK grade ideal for Oreo-style cookies. Commercial quotation available on request.

TIER 4: LOW FAT (Fat 5-9%) ☐ NEW

Industrial-grade for beverage powders, biscuit base, instant chocolate drink mix.

SKU	Description	Color	Commercial terms
TSARA-COCOA-LFT-N	Low Fat Natural	Light brown	On request
TSARA-COCOA-LFT-B	Low Fat Alkalized Brown	Brown	On request
TSARA-COCOA-LFT-D	Low Fat Alkalized Dark Brown	Dark brown	On request
TSARA-COCOA-LFT-VD	Low Fat Alkalized Very Dark Brown	Very dark	On request

SKU	Description	Color	Commercial terms
TSARA-COCOA-BLK-L	☐ Low Fat Alkalized BLACK	BLACK	On request

Industrial option for beverage powders, biscuit base and instant chocolate drink mix. Commercial quotation available on request.

☐ BLACK COCOA SPOTLIGHT — NEW

Maximum-alkalized black cocoa powder for distinctive dark applications. pH 7.8-8.0 · Color: deep black.



Applications:

- Oreo-style sandwich cookies
- Dark chocolate ice cream and gelato
- Brownies with intense color
- Ganache and dark glazes
- Industrial colorant in baked goods

2 SKUs available — Premium or Industrial. Request a 100 g sample and commercial quotation.

COCOA BUTTER / LIQUOR / MASS

Beyond powder — three product lines from the same Indonesian origin:

Product	Key Specs	Packaging	Commercial terms
Cocoa Butter (Undeodorized)	FFA ≤1.75% · Melt 32-36°C · Iodine 32-38	25 kg carton / block	Quote on req
Cocoa Liquor	Fat 52-56% · Moisture max 2.5%	25 kg block / liquid drum	Quote on req
Cocoa Mass	Fat 48-52% · Particle ≤75µm · Moisture max 2%	25 kg block / carton	Quote on req



CONTAINER MATH

Container	Cocoa Powder	Cocoa Butter	Cocoa Liquor	Cocoa Mass
20 ft FCL	17 MT (680 × 25 kg)	22 MT	22 MT	22 MT
40 ft HC	26 MT (1040 × 25 kg)	26 MT	26 MT	26 MT
Pallets / 20FCL	12-18	20	20	20

Packaging:

- Cocoa powder: 25 kg multi-ply kraft paper bag with LDPE inner liner
- Cocoa butter: 25 kg carton (food-grade liner) or block
- Cocoa liquor: 25 kg block (solid) or liquid drum (200 kg, food-grade)
- Cocoa mass: 25 kg block / carton

Loading: 20 pallets / 40 HC stretch-wrapped · phytosanitary cert per shipment.

□ ANNUAL SUPPLY PLANNING

Annual supply planning is available for buyers with recurring volume requirements:

Tier	Volume Commitment	Commercial terms	Supply basis	Best For
1	Single FCL (trial)	On request	Confirmed per quotation	First-time order, trial
2	Quarterly (4 × FCL/yr)	On request	Confirmed per quotation	Regional distributor
3	Bi-monthly (8 × FCL/yr)	On request	Confirmed per quotation	Mid-size industrial
4	Monthly (12 × FCL/yr)	On request	Confirmed per quotation	Large industrial buyer
5	□ Strategic Partner (24+ × FCL/yr)	On request	Confirmed per quotation	National chain · brand owner

Commercial terms are confirmed after volume, destination and product-grade review.

Strategic Partner terms are confirmed per annual framework agreement under NCNDA.

LOGISTICS & INCOTERMS

Term	Detail
Inco (default)	FOB Jakarta — buyer arranges sea freight

Term	Detail
Inco (options)	CFR your port · CIF your port (on request)
Lead time	14-21 days from confirmed PO + payment
Typical sea routes	Jakarta → Mersin (35d) · Hamburg (32d) · Long Beach (32d) · Antwerp (38d) · Istanbul Ambarli (37d)
Cut-off	Confirmed PO with 30% TT advance secures next available production slot
Sample policy	100g paid by buyer · 1 kg free per grade on PO 100+ MT

PAYMENT & DOCUMENTATION

Item	Detail
Payment (default)	TT 30% advance + 70% against B/L copy
Payment (alt 1)	LC at sight (irrevocable, confirmed)
Payment (alt 2)	NET 30 after 3 successful FCLs (established history)
KYC + NCNDA	Both required before contract — ready on request
Documents per shipment	Commercial Invoice · Packing List · B/L · Phytosanitary · Certificate of Origin · Fumigation · COA per batch
HS codes	1805.00 (cocoa powder) · 1804.00 (cocoa butter) · 1803.10 (cocoa liquor)
Currency	USD (default) · EUR or TRY on quote
Quality warranty	Replacement guarantee against off-spec EC/pH (independent lab test)

QUALITY & CERTIFICATIONS

Every shipment tested at independent third-party lab. Heavy metals under EU/ISO limits. Microbiology negative for pathogens.

Standard certifications (available on request):

- ISO 22000 — Food Safety Management System
- HACCP — Hazard Analysis Critical Control Point
- Halal MUI — Indonesian Halal certification
- BPOM — Indonesian food regulator approval
- Kosher — pending (premium tier)
- OMRI — pending (organic-compatible)



TSARA COCOA SALES DESK

Single point of contact, global coverage. Our 4-team desk responds in your timezone:

Mr. Şahin <i>Founder & Ecosystem Builder Global sourcing Asia + premium +90 539 371 97 73 trade@tsara.care</i>	Talat <i>Co-Founder B2B Türkiye Kahveci heritage +90 535 870 72 07 talat@tsara.care</i>	Ramazan <i>EU Sales Director Germany · NL · Austria +90 530 974 16 85 ramazan@tsara.care</i>	Muammer (Max) <i>Americas Sales Director USA · LATAM · Denver hub +1 (720) 813-0777 max@tsara.care</i>
--	---	--	--

TSARA Trade · İstanbul · Türkiye Operations

Cemil Meriç Mah. Yeşildere Cad. No:168/A, Ümraniye/İstanbul, Türkiye · tsara.care · trade@tsara.care

Antalya operations · Istanbul stocking · Denver USA warehouse

Source · Connect · Deliver