



COMPANY PROFILE 2023





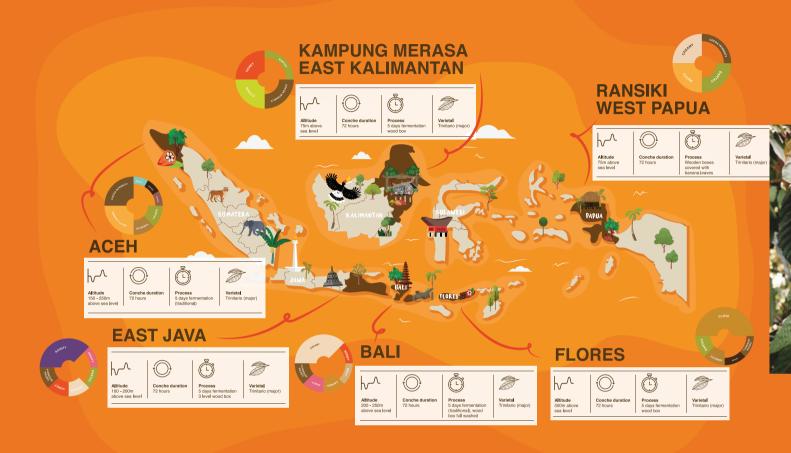
# Pipiltin cocoa

The meaning of the word "Pipiltin" is the name for the nobility of the Aztecs, in ancient Mexico, when chocolate was food for offerings to the gods. The meaning is a group of people who produce chocolate to be an offering to the gods.



# INDONESIA COCOA DIVERSITY





# We believe the delicious diversity of flavors in Indonesian cocoa, specially when sourched directly from the farmers

Pipiltin Cocoa was founded in 2013 and is a producer of couverture chocolate and its derivatives from Indonesia. We source the cocoa beans directly from farmers, by curating local fermented cocoa beans from various regions in Indonesia, namely, Aceh, East Java, Bali, Flores, Ransiki West Papua and Kampung Merasa East Kalimantan. Each chocolate has a unique and unique taste that is influenced by micro-climate soil, where the cocoa plant grows. Among others including community, quality, artistr, are the main highlights for Pipiltin Cocoa.



#### Aceh

A good choice for high intense chocolaty taste with nutty flavor with hints of tobacco & spices. Currently there are 210 cocoa farmers families in the region.



Heritage plantation since the Dutch colonial era, its famous name world wide is "Cacao Java". Currently there are 8.468 cocoa farmers families in the region.

Raisins notes is vibrant while has a slightly honey note at the aftertaste.



#### Bali

The complex fruity and berry-like flavor vividly exposed during first chew. Sensation of caramel-like and medium intense chocolate is revealing and slowly guides to the finish. Currently there are 677 cocoa farmers families in the region.



Currently there are approximately 1.000 cocoa farmers families in the region. It is a community owned, small holder plantation and multi-crop farm. The combination of multi-crop and dry soil with blend of sand and limestone gives its own unique character to the taste. The chocolate gives medium intense chocolate with clove flavor, and coffee aftertaste.

# Ransiki, West Papua

The cacao is grown in a cooperative farm in the buffer zone area of West Papua's Arfak Mountains, home to the newly discovered Vogelkop Superb Bird of Paradise. Currently there are 130 cocoa farmers families in the region. This is about more than just chocolate, it represents a way to protect endangered species, conserve precious rainforests and provide livelihoods for local people. The chocolate gives medium intense chocolate with nutty, creamy and umamy aftertaste.

#### Kampung Merasa, East Kalimantan

Not just another chocolate, but it has a lot of dimension to the cacao cultivated there: quality, community empowerment (especially women), conservation (flora & fauna), and ecotourism. It support biodiversity conservation, with Dayak culture, ecotourism, protect orangutan habitat and create farmers native to Kampung Merasa. Currently there are approximately 100 cocoa farmers families in the region. The chocolate gives medium intense chocolate with citrus and honey aftertaste.



### The Plantation

We are pushing our network to supply cocoa beans from wellmanaged and self-sustainable plantations. This involves how the trees are nurtured by way of well-composed cow manure with cocoa pod skin, instead of using pesticides, allowing bird friendly trees, and so on.

Chocolate tastes better if it well-sourced, not only for the taste buds but also for the environment. Our cocoa plantation in Bali and Aceh adopt organic good agricultural practices, while Glenmore East Java cocoa beans are sourced heritage plantation since the Dutch colonial era, its famous name world wide is "Cacao Java".

The Ransiki West Papua cocoa beans are grown in cooperative farm in the buffer zone West Papua's Arfak Mountains, home to the newly discovened Vogelkop Super Bird of Paradise. To us, this is not just chocolate it represent a way to conserve precious rain forests and provide livelihoods for local people.

And the Kampung Merasa, East Kalimantan is an organic cocoa cultivation which constributes to the biodiversity conservation, with Dayak culture, ecotourism, protect orangutan habitat.



# Cocoa Beans Process on The Plantation

Harvesting is critical, the farmers starts from sorting out the cocoa pod (well-matured naturally from the tree). After that the farmers hand-sorting the wet cocoa bean to make sure only well-developed cocoa beans are picked.

After that fermentation is the next step. It takes an average of 5 days, with rotating the whole batch every 2 days to ensure uniformity. Fermentation is a complex process in which among others many various yeast and aerobic bacteria are formed. Fermentation makes a real difference for the complexity of the flavors.

After optimally fermented, the cocoa beans are dried using a raised perforated table to ensure there is a space between the beans and the ground, so nothing will influence the flavor. Sorting the cocoa beans after drying is another critical part, only fine quality beans are selected which have the right size, well fermented bean with 7.5% humidity level, with not more that 95 bean count per 100 grams.



### Bean to Bar Process



In Pipiltin Cocoa, we hand-pick, roast, winnow, grind, conch, and temper the chocolate; then mold the chocolate bar that is packed by hand.

#### 1. Sorting

We sort the cocoa beans that we received from the farmers to make sure that we only produce from the best quality beans.

#### 2. Roasting

We roast the cocoa beans in certain degree based on its origin. Our roasting level is different for every origin of the cocoa beans to create different flavors. The roasting process is needed to develop the flavors that were first formed during fermentation process.

#### 3. Winnowing

The process of removing the outer shell from the cocoa beans. With our machine, the roasted cocoa beans will be crack into pieces of cocoa nibs and shell. Without it shell, cocoa beans are ready to consume.

#### 4. Grinding & Mixing

We put the cocoa beans into the grinder for the grinding process. After that, the beans are put into the melanger machine to be mixed with cocoa butter, sugar, and milk. This process is called mixing, during which the three components are transformed into smooth liquid chocolate with a size of 100 micron.

#### 5. Refining

After getting the cocoa beans grinded and mixed with cocoa butter,

milk, and sugar, it is then put into a refiner. This is what makes Pipiltin chocolate melt in your mouth, because this step of bean-to-bar process smooth out the chocolate until it reaches the size of 20 - 25 micron.

#### 6. Conching

We conch the cocoa, by means of kneading the cocoa for a period of time, among others to evapo - rate volatile acids from the cocoa. The conching process may take to 72 hours, depend on the type of chocolate. So that only leaves a note of beautiful chocolate taste.

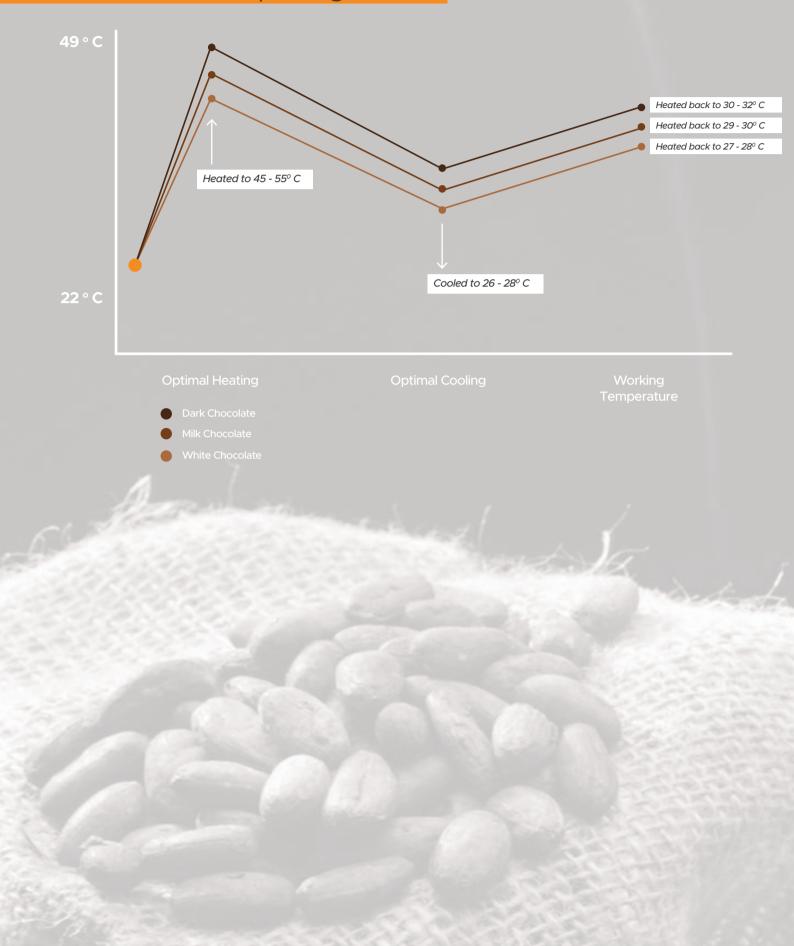
#### 7. Tempering

For our production, we use automatic tempering machines to ensure consistency. We temper the chocolate to stabilize fat crystals contained in the cocoa butter for example, for dark chocolate. machine will bring up the temperature to 45 - 55°C and then the working temperature is around 30°C for dark chocolate. It takes -/+ 45 minutes for the tempering process and each time varies depending on the chocolate variant used.

#### 8. Molding & Packaging

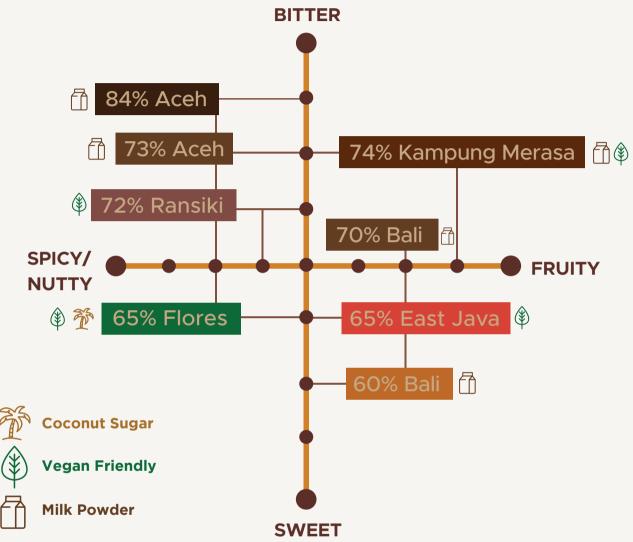
After the tempering process, the next step is the molding process to be individually packed to different products.

# Chocolate Tempering Curve



# Flavor Maps





#### **Taste**

Aceh: Nutty Cashew, High Cocoa Intensity, Spices, Earthy, Tobacco, Coffee, Barley

**East Java**: Raisins, Honey, Medium Cocoa Intensity, Creamy, Earthy

Bali: Fruity, Berries, Creamy, Caramel, Malt, Medium Cocoa Intensity, Honey

Flores: Clove, Coffee, Earthy, High Cocoa Intensity, Tobacco

West Papua: Creamy, Nutty, Earthy, Umamy, Medium Cocoa Intensity

East Kalimantan : Citrus, Honey, Medium Cocoa Intensity

# Export





### Client

































































# Other

#### Official Online Store













#### Official Offline Store



- Alun-Alun Indonesia Grand Indonesia West Mall - 3rd Floor
- Barito Experience Store Jln. Barito II No. 5 Jakarta Selatan
- © Kem Chicks Pacific Place LG Floor

#### Contact Us

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