

January 2021

Edible Bird Nest

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EXPORTERS OF EDIBLE BIRD NEST

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2. ANUGERAH CITRA WALET INDONESIA, PT
3. ESTA INDONESIA, PT - THE GROWING OF FAMILY BUSINESS
4. SUMBER DAYA FAVORIT, PT

EDITOR DESK

Edible bird nest is a very popular dish and known to have a high selling price. It provides many benefits for your health and for your skin. Many Chinese people believe, consuming bird nest will prolong life. Hence, it is not surprising that China is a major importer of this products with a market share of almost 80% of global demand.

Over the last five years, Indonesia has been exported edible bird nest to the world with an average export value of more than USD 100 million annually which was listed as the world's main producer in 2019. Indonesia's geographical conditions are suitable place for swallow breeding. Indonesia's climate and tropical caves are a comfortable place to live for the bird. Indonesia produces (two) types of edible bird nest, white nests and black nests. White nests have higher price than black nests because they do not have a mixture of its feathers. Indonesia edible bird nest export in the middle of the Covid-19 pandemic in 2020 was very impressive, worth for USD 540,5 million increased 48,5% compared to 2019.

Indonesia as the main exporter and China as the main importer should strengthen its bilateral trade in the near future. Back to 2019, based on the import value, China is the highest importer while Hongkong became the biggest importer based on the volume they imported. Based on those facts, Indonesia sold to China with higher prices compared to Hongkong. Many exporters prefer to sell their products with higher prices but China have made a regulation about edible-nest sold in their country which is exporters should officially register. Registration requires a wide range of requirement and procedures to get certified by the Chinese Quarantine Agency.

*Directorate General of National Export Development
Ministry of Trade, The Republic of Indonesia*

From Editor Desk

Dear Valued Readers,

Thank You

Export News

January 2021

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Ditjen Pengembangan
Ekspor Nasional



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FEATURED PRODUCT

Unexplored Treasure

People generally refer to swallows as treasures because unlike other birds, the nests have very high selling value. In addition, the swallow also described as the artist because where they knit each of their everyday continuously for one week in order to produce the nest and keep their eggs safely.



Swallow's nest cultivators need to prepare various things before finally being able to harvest. Starting from making a special place for the bird's house and making the condition of the house to resemble its natural habitat, such as lighting, temperature, and noise levels so it invites the birds to come. The harvesting process must be done carefully so the bird will not get disturb. The difficulty of harvesting the nest and also the large demand, making this

product highly expensive. The high demand for edible-nests is also based on the benefits of the nest itself, especially for health. The Realfood company, in its article (realfood.co.id), stated that the saliva used by swallows in making their nests has a high nutritional content in the form of amino acid proteins that cannot be produced by the human body. In addition, other benefits of consuming swallow's nest include increasing the power of nerves, increasing endurance, repairing damaged body cells, lowering cholesterol, smoothing the skin, so that it is believed to prolong life.

Edible bird's nest have great export potential for Indonesia. Over the last five years, Indonesia has exported bird nest with an average export value of more than USD 100 million annually and was listed as the world's main producer in 2019. Indonesia's

geographical conditions are suitable place for swallow breeding. Indonesia's climate and tropical caves are a comfortable place to live for the bird.

Become the major global producer for the edible bird nest, Indonesia has taken a long road to get there. In the 60s, Indonesia only exported a raw material product to Singapore then later on processed by them. Then, Indonesia began to process it into a clean nest and in the 1980s succeeded in exploring the Hong Kong market, so exports to Singapore gradually decreased. Along with the increase of production, Indonesia was able to penetrate the Chinese market even though the majority of shipments were still via Hong Kong route.

In 2010, Indonesia edible bird's nest export performance was shaken due to China, as the largest importing country at that time, limited the imports of this products as a result of a growing bird flu issue and also the issue of high nitrite content Indonesia's product. As a result, China government banned direct import from Indonesia so that trade was carried out through third party, through Singapore and Malaysia. This mechanism made the price of Indonesian bird nests dropped.

Indonesia government through ministry of trade along with exporters represented by the Indonesian edible bird's



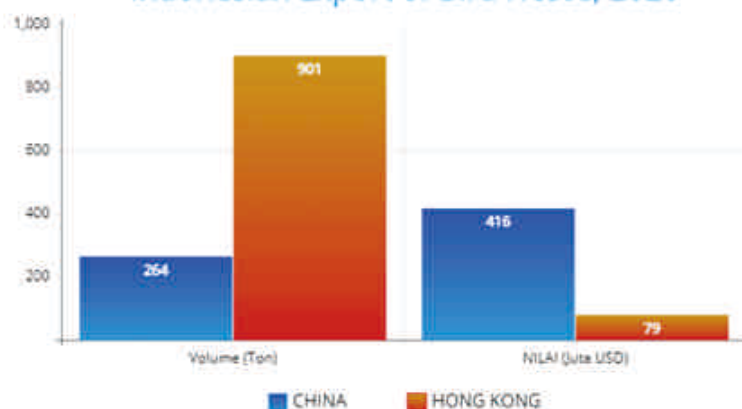
Edible bird's nest is Indonesia's treasure that should be fully discovered. The opening of China market, high prices and world import demand that continues to increase every year are opportunities that should be well managed. There are many things that the government and business players can do to maximize its potential. The Indonesia government under Ministry of Trade, Ministry of Agriculture and Customs Bureau

nest association had a meeting with the Minister of Trade of China (Mr. Chen Deming) to discuss the possibility of direct export of Indonesia edible bird's nest. After 5 years of negotiations, Indonesia was finally able to carry out its first direct export to China in 2015. With the opening access to the Chinese market, the Indonesian bird nest industry has become excited again and investors started to arrive.

Now, Indonesia has become a major exporter of bird's nest, but there are interesting facts, see trade data below:

The export volume of Indonesian edible bird's nest products to China is lower in number but provides a much higher export value than Hong Kong. It can be concluded that the average product price in 2019 to China was USD 1,7 million per ton while to Hong Kong was only USD 134,1 thousand per ton. In the same year, only about 10% was exported to China. This is very unfortunate because if Indonesia could export more to China, it would not only increase contribution of Indonesia's non-oil exports to the world but also provide welfare for exporters and its stakeholders.

Indonesian Export of Bird Nest's, 2020



TOTAL RUMAH WALET TERGISTRASI DI KARANTINA* (520 RUMAH WALET)



* Data sampai Oktober 2018, Pusat Karantina Hewan dan Keamanan Hayati Hewan, Kementerian Pertanian

The low volume of Indonesia edible bird's nests to China is not without a reason. Business players will certainly be happier to be able to export their products to China, which is higher than other countries. However, to be able to export there, companies must register themselves as a registered exporters with many requirements and procedures until certified by the China Quarantine Agency. As a result, some unregistered producers export their products in the form of raw materials through Malaysia, Hong Kong, and Vietnam at lower or undervalued prices. In 2019, only 23 registered and certified companies from Indonesia were able to export directly to China.

Edible bird's nest is Indonesia's treasure that should be fully discovered. The opening of China market, high prices and world import demand that continues to increase every year are opportunities that should be well managed. There are many things that the government and business players can do to maximize its potential. The Indonesia government under Ministry of Trade, Ministry of Agriculture and Customs Bureau, work hand in hand to provide convenience for business players from the registration process to the fulfillment of technical requirements.

Moreover, the Ministry of Trade continues to make promotions while negotiating

with the Chinese government to provide non-tariff barrier

INFOGRAPHIC



EKSPOR SARANG BURUNG WALET INDONESIA

Kinerja Ekspor 2020: USD 711,6 Juta

Negara Tujuan Utama



Provinsi Pengekspor Utama



Eksportir Pesaing

5 Negara eksportir pesaing sarang burung walet dunia adalah **Malaysia, Tiongkok, Singapura, dan Amerika Serikat**. Indonesia menduduki peringkat pertama sebagai pengeksportir utama sarang walet di dunia.

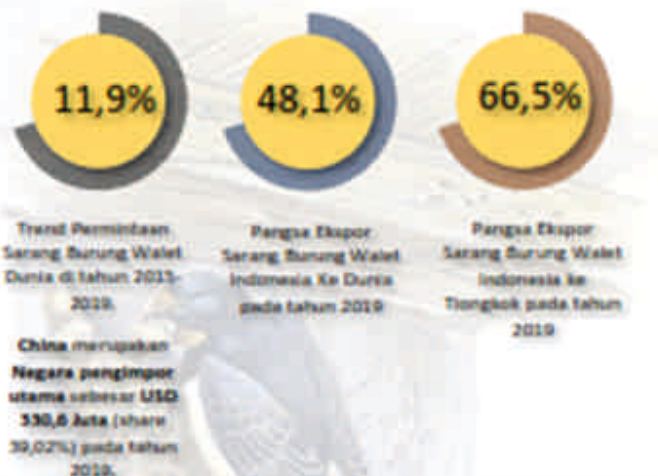
Tantangan Ekspor

- Pemerintah Tiongkok yang memberikan hambatan perdagangan non tariff berupa Sertifikat perusahaan eksportir & importir dan kuota ekspor masing-masing negara.
- Pajak yang tinggi bagi pemilik rumah walet membuat pemilik enggan menjadi eksportir terdaftar (ET).
- Ekspor produk sarang walet yang diekspor selain ke Tiongkok masih berupa sarang walet kotor.

Ekspor Sarang Burung Walet Indonesia, Periode 2016 - 2020



Sarang Burung Walet dalam Angka



Syarat Eksportir Terdaftar ke Tiongkok

- Ketertelusuran yang jelas, meliputi:
 1. Registrasi rumah walet dan tempat pemrosesan
 2. Dokumen dan sertifikat karantina
 3. Label & QR Code
- Proses pemanasan untuk mematikan virus flu burung H5N1
- Kandungan nitrit harus dibawah 30 ppm

Direktorat Pengembangan Pasar & Informasi Ekspor

MARKET REVIEW

Global Trade in Edible Bird's Nest

This products are listed in the Harmonized System (HS) code in the 2017 Indonesian Customs Tariff Book. as shown in the following table:

respectively, and the remaining were 18.84%.

China is the world's main importer for this products. The need for this product is

and other countries 0.9%. Chinese import for this products grew positively with an average value of 11,88% per year from 2015-2019.

Table 1: HS Code for Bird Nest's

HS Code	Description
HS 2 Digit 04	<i>Dairy products, bird's eggs; natural honey, edible products of animal origin, not elsewhere specified or included</i>
HS 4 Digit 04.10	<i>Edible Products Of Animal Origin, Not Elsewhere Specified Or Included</i>
HS 6 Digit 04.10.00	<i>Animal Products; Edible, N.e.c. In This Or Other Chapters</i>
HS 8 Digit 04.10.00.10	Bird Nest's

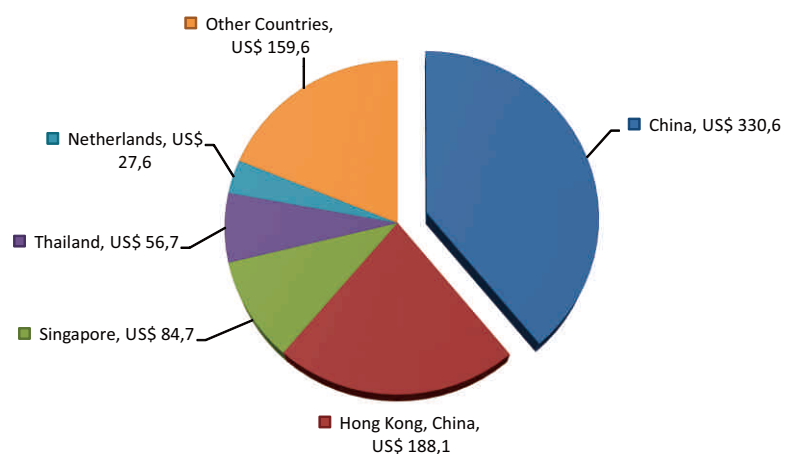
The world import for the last five years recorded a positive growth with an average of 11.88% per year, where in 2015 reached USD 543.6 million and continued to grow to USD 847.3 million in 2019. In 2019, the world's demand was recorded at 26,5 thousand tons valued at USD 847.3 million, more than half of it were imported by 61.21% by China and Hong Kong.

Other importer countries like Singapore, Thailand, and the Netherlands have market shares of 10.00%, 6.69% and 3.26%,

successively met through imports from Indonesia with a share of 26%, followed by Malaysia 11.6%, Brazil 0.5%

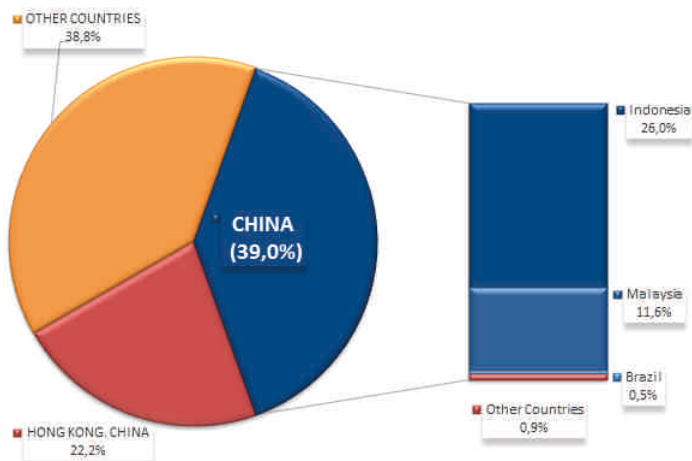
It is not surprising that edible bird's nest has high demand in China. According to the history, it was first discovered and consumed by the sailor, Admiral Zheng. He's fleet who were stranded in the Islands around the Peninsula. Later then, the admiral harvested the bird's nest and brought it as a gift to the king. Even now, it is still an 'exclusive' product.

Graph 1: Bird Nest's Importer Countries, 2019 (in US\$ Million)



Source: trademap.org

**Graph 2: China Import of Bird Nest's from World, 2019
(in US\$ Million)**



Source: trademap.org

saliva and black nests made from a mixture of saliva and swallow feathers. White nests have a higher price than black nests because of their purity without any mixture. Black nest has its own market because until now it cannot be exported directly to China. As for direct exports to China, only white nests are available.

Indonesia's edible bird's nest export performance in the middle of the Covid-19 pandemic was very promising. Indonesia successfully exported USD 540,5 million in 2020. It increased 48,5% compared to 2019 along with the volume also rose about 4,6% or 1,317 tons in 2020.



Indonesia's edible bird's nest export performance in the middle of the Covid-19 pandemic was very promising. Indonesia successfully exported USD 540,5 million in 2020. It increased 48,5% compared to 2019 along with the volume also rose about 4,6% or 1,317 tons in 2020

Indonesia edible bird's nest export performance

Indonesia produces two types of edible bird's nests, white nests or pure bird nests made from swallow

From the table above, we can also see that the average price of edible bird's nest has increased

Graph 3: Indonesia Export of Bird Nest's to World



Source: BPS

Collocalia fuciphaga
White Nest Swiftlet



Collocalia maxima
Black Nest Swiftlet

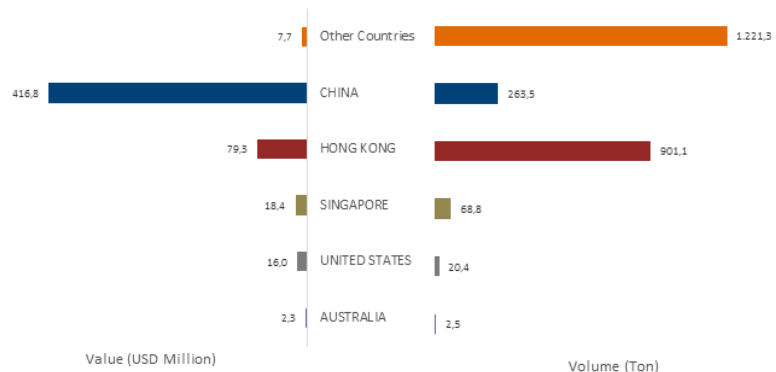


relatively. Meanwhile, the main destination countries are as follows;

China is the main destination with a share of 77,11% followed by Hong Kong, Singapore, the United States, and Australia with a market share of 14,67%, 3,41%, 2,97, and 0,42%, respectively. However, in terms of quantity, Hong Kong is the largest export destination country.

The average price in Hong Kong is much lower than other countries. China is the importer country with the largest average price, but to be able to penetrate its market is not easy because many requirements must be followed by exporters.

Graph 4: Indonesia Export of Bird Nest's to World, by Country of Destination 2020



Source: BPS



EXTRA INSIGHT



As said by the Minister of Trade, Muhammad Lutfi, edible bird's nest is a high-value export product that can help Indonesia's non-oil and gas export. In Indonesia, North Sumatra is one of the producer province of this valuable commodity.

Located on the large island of Indonesia, Sumatra, North Sumatra has a capital city of Medan and is bordered by Aceh in the north and west, Riau in the east and West Sumatra in the south. In terms of infrastructure, North Sumatra has adequate road capacity, which is 1.123 kilometers long along with toll road. North Sumatra also has three ports for export, Belawan, Kuala Tanjung and Tanjung Balai Asahan. While it only has one international airport, named Kualanamu which has direct flights to Malaysia and Singapore, or you can reach Kualanamu by first transiting at Soekarno-Hatta airport in Tangerang. The distance from Kualanamu airport to the center of Medan is 41 km, but this distance can be reached quickly either by toll roads or by fast train

facilities from the airport to the center of city, Medan.

There are also many tourist attractions.

- Toba Lake.
The largest lake in Southeast Asia is the remnant of an ancient volcanic caldera that exploded millions of years ago. There are many historical sites, visiting traditional Batak houses to surrounding the village of Tuktuk Siadong-adong.
- Samosir island.
Located in the middle of Lake Toba, this volcanic island offers activities such as Marlakkop Cave, Sigale-gale dance performances and the Huta Bolon Simanindo museum.

- Sipiso-piso waterfall.
Located at an altitude of 800 meters above sea level, this waterfall is the highest waterfall in Indonesia with a height of 120 meters and surrounded by pine forests is the right place to relax.

There are many choices of dish and snacks in Medan including Bolu Meranti, Medan anchovies, Bika Ambon, Sidikalang coffee, white bread with double srikaya jam.

TARIFF

The trade tariffs imposed by the world's largest importing countries
for edible bird's nest (HS code: 041000)
originating from Indonesia:

No.	Countries	MFN (%)	Ad Valorem Equivalent (%)	Notes
1	Tiongkok	25%	25%	Preferential tariff for ASEAN countries (0%)
2	Hong Kong	0%	0%	
3	Singapura	0%	0%	
4	Thailand	0%	0%	
5	Belanda	7,7%	7,7%	
6	Amerika Serikat	1,1%	1,1%	Preferential tariff for GSP countries (0%)
7	Taiwan	20%	20%	
8	Vietnam	5%	5%	Preferential tariff for ASEAN countries (0%)
9	Inggris	6%	6%	
10	Australia	0%	0%	

LIST OF EXPORTERS

1. PT. ORI GINALNEST INDONESIA

Jl. Wiliem Iskandar Komplek MMTC Blok C No. 99, Desa Medan Estate - Kecamatan Percut Sei Tuan, Deli Serdang, Sumatera Utara
 HP : (62-813) 81944272 (Berton Nawi Arianto)
 Email : finance@originalnest.com
 Website : www.originalnest.com

2. PT. ANUGERAH CITRA WALET INDONESIA

Jl. Platina 1 Ds. Curug RT. 01/RW. 07, Gn. Sindur, Bogor, Jawa Barat
 Telp. : (62-21) 29836802
 Email : Acwi2017@gmail.com

3. PT. ADIPURNA MRANATA JAYA,

Jl. Raya Narogong KM. 12,5 Pangkalan II Cikiwul - Bantar Gebang, Bekasi, Jawa Barat
 Telp. : (62-21) 8250035
 HP : (62-812) 10888777 (Harry Mranata)
 Email : boedi_m@hotmail.com, harrymranata@gmail.com
 Website : www.xiaoniaobirdnest.com

4. PT. ESTA INDONESIA

Jl. Terboyo Industri 11/2, Terboyo Megah Industri - Terboyo Wetan, Semarang, Jawa Tengah
 Telp. : (62-24) 6582804
 Email : pt_pas@hotmail.com, drsutami11@gmail.com

5. CV. SUMBER ALAM

Jl. Gembong Sekolahan No. 28, Surabaya, Jawa Timur
 Telp. : (62-31) 3718175, (62-31) 3718173
 HP : (62-811) 330330 (Purwosutrisno)
 Email : derrick_rh@yahoo.com

6. PT. SUMBER DAYA FAVORIT

Jl. Kawasan Industri Tunas Bizpark Blok E No. 20, Kota Batam, Kepulauan Riau
 Telp. : (62-77) 84165431
 Email : care@sdf.co.id

7. CV. GIBEON INDONESIA

Rukan Artha Gading Niaga Blok F/6, Kelapa Gading, Kota Jakarta Utara, DKI Jakarta
 Telp. : (62-21) 45850776
 Email : gibeonindonesia@yahoo.com

8. PT. SURYA AVIESTA

Jl. Kertajaya Indah Timur 3/110, Surabaya, Jawa Timur
 Telp. : (62-31) 5938132
 HP : (62-812) 23005870 (Agra Soeharsa)
 Email : surav_indo@yahoo.com

ORI GINALNEST INDONESIA, PT

Located in Medan, North Sumatra, PT. Ori Ginalnest Indonesia is an edible bird's nest exporter company that is legally registered in Indonesia and also legally registered in China with registration number

014. Having the vision and mission of "Bring Indonesia Bird Nest to The World" and "We Do Cherish Long Term Business Partnership Only", PT Ori Ginalnest Indonesia has exported to 14 destination

countries, including China, the United States, Canada, New Zealand, Australia, France, England, Japan, South Korea, Taiwan, Hong Kong, Macau, the Netherlands and Singapore.

PRODUCTION FACILITY





SPECIFICATION

Packaging Specifications: 50 gr, 100 gr, 500 gr
包裝規格：50克，100克，500克



500 gr

PRODUCT-SWEETY

ORIGINAL BIRD'S NEST



50 gr

SWEETY 精品小燕盞

精選中輕毛原料，精修燕角，盞型完整，色澤天然米白色，燕絲細膩，底座自然，干淨度好，發頭佳。
Selected medium light feather raw material, carefully trimmed feet, bowl shaped nest, natural color beige, fine silk, natural base, clean.

SIZE AND CLEANLINESS

燕盞高度：2.5 - 3.5 cm
Size: 2.5 - 3.5 cm
干淨度：95% 左右
Cleanliness Level: around 95%

QUANTITY

盞數 (500克)：105 - 140 pcs
Quantity (500 gr): 105 - 140 pcs



We believe in the importance of being a responsible company that is social conscience. We integrate honesty, integrity and business ethics into all aspects of our business functioning, creating values for our team.

SUPER 3 特级中燕盏

SIZE AND CLEANLINESS

燕盏高度: 2.8 - 3.7 cm
Size: 2.8 - 3.7 cm

干净度: 95% 左右
Cleanliness level: around 95%

QUANTITY

盏数 (500克): 95 - 105 pcs
Quantity (500 gr): 95 - 105 pcs



PRODUCT-SUPER



PRODUCTION CATALOGUE



ANUGERAH CITRA WALET INDONESIA , PT



Yan Ty Ty has strong product research and development capabilities. It has sharp insight into the bird's nest market and also has strong channel resources. Therefore, Yan Ty Ty has become a full-fledged industrial chain company in the bird's nest wallet industry as an importer, wholesaler, manufacturer and retailer.

In 2009, a limited company was established to fully develop the bird's nest market in China. Established a group company in 2018 to integrate upstream and downstream resources and consolidate the

entire chain management model of the bird's nest industry. Yan Ty Ty Group business philosophy is "love and responsibility", to implement a combination of diversification strategies, in the hope that there will be more Chinese consumers and Chinese enterprises to provide professional, efficient, high-quality services, to create greater health for people so they have a better life.

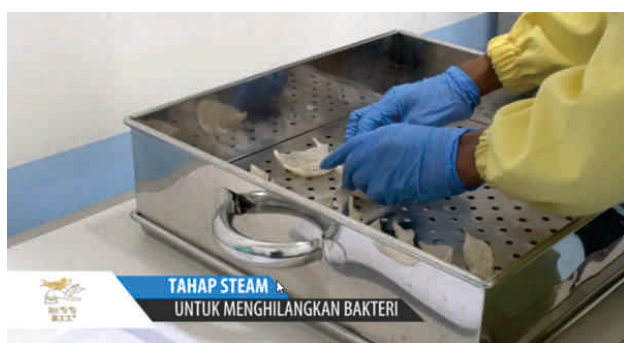
Yan Ty Ty is a group of companies that owns a pristine ecological island in Indonesia, hundreds of bird nest houses, and a 4,000

square meters garden-style bird's nest processing and production plant that can accommodate 1000 workers. The name of the factory is PT Anugerah Citra Walet Indonesia, located in West Java, Indonesia.

PT Anugerah Citra Walet Indonesia has officially been qualified to become an exporter of bird nests to China on June 22, 2018. The registered number is 027. The factory has complete testing equipment and meets China's high standard bird nest processing requirements.

PRODUCTION FACILITY





PRODUCT

SUPER

产品目录 Product List

SUPER 1 (S1)

尺寸: 大
颜色: 天然白色
表面: 表面光滑, 自然缝隙可见
形状: 半圆形状

SUPER 2 (S2)

尺寸: 中
颜色: 天然白色
表面: 表面光滑, 自然缝隙可见
形状: 半圆形状

SUPER 3 (S3)

尺寸: 小
颜色: 天然白色
表面: 表面光滑, 自然缝隙可见
形状: 半圆形状

page 1

REGULAR

产品目录 Product List

REGULAR 1 (R1)

尺寸: 大
颜色: 天然米白色
表面: 表面光滑, 自然缝隙可见
形状: 半圆形状

REGULAR 2 (R2)

尺寸: 中
颜色: 天然米白色
表面: 表面光滑, 自然缝隙可见
形状: 半圆形状

REGULAR 3 (R3)

尺寸: 小
颜色: 天然米白色
表面: 表面光滑, 自然缝隙可见
形状: 半圆形状

page 2

OVAL - TRIANGLE - PBsuper

产品目录 Product List

OVAL (O)

尺寸形状: 椭圆
颜色: 天然白色
表面: 表面光滑, 自然缝隙可见

TRIANGLE (TR)

颜色: 天然白色
表面: 表面光滑, 自然缝隙可见
形状: 三角形状

PBsuper

尺寸: 大条
颜色: 天然白色
表面: 自然缝隙可见

page 3

PK - FS

产品目录 Product List

PK

尺寸：中条
颜色：天然白色
表面：多样

PK2

尺寸：小条
颜色：天然白色
表面：多样

FS

尺寸：燕角
颜色：天然白色
表面：厚实紧密
形状：燕窝底座的两端角

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SQUARE - MESS

产品目录 Product List

Square A (SA)

尺寸：纯净大条
颜色：天然白色
表面：多样
形状：方形条状

Square C (SC)

尺寸：纯净燕饼
颜色：天然白色
表面：多样
形状：方形片状

MESS

尺寸：燕碎
颜色：天然白色
形状：燕窝的碎片

page 5

ESTA INDONESIA, PT THE GROWING OF FAMILY BUSINESS

PT. Esta Indonesia has provided the world with the finest quality of Swiftlet bird's nest for over 20 years. We established the company in 1993 as a family business. In 2001, we built our first Swiftlet farms in Kalimantan and produced the bird's nest by ourselves. As the business grew, we expanded the production and moved to Terboyo Industrial Park, Semarang. At present, we own hundreds of Swiftlet farms in Kalimantan and Sulawesi. We aim to continue building numerous new Swiftlet farms across Indonesia every year.

In business, there is always a moment of struggle. Due to nitrite contamination issue in 2011, China banned the import of edible bird's nests, which harmed the industry in the world, including Indonesia. However, our company continued to strive because of our natural manufacturing process. We went extra mile to prove that our product does not use any food additives and is export-ready by acquiring legal certification from Certification and Accreditation Administration of the People's Republic of China (CNCA).

Under this certification, PT. Esta Indonesia is a legal company to export edible bird's nest to China with 002 as registration number. Thus, we have become one of the largest Indonesian company able to export edible bird's nest to China.

Our ability to control the value chain of bird's nest operation stages from upstream to downstream and from swiftlet breeding farms to consumer products give us the benefit to monitor the quality and nutritional value of our product. We take quality control in a professional manner and we are honored to provide high-value products with innovative customized specification that meet consumers' expectations. In the end, we want you to taste the finest quality of our "Caviar from the East".

THE VISION

To unlock the potential of bird's nest to improve the quality of life.

We believe that edible bird's nest not only have the

economic value, but also the nutritional importance to improve human health and well-being. We are committed to bring the benefits of edible bird's nest in each of our product line and services.

CORE VALUES

Our core values guide the way we work, how we build strong cooperation with our customer, and also our relationship with communities.

Our core values also become the reason of our hard work and determine the way of our company culture. As PT. Esta Indonesia continues to evolve and grow, these four values remain constant.

Legal Certification

At PT. Esta Indonesia, food safety commitment with strong quality control and reliable supply is very important. Thus, we have implemented and obtained certain certification while constantly improving our quality standard. Here is the list of our legal certification:



中华人民共和国国家认证认可监督管理局

Certification and Accreditation Administration of the People's Republic of China

印度尼西亚燕窝加工企业在华注册名单 (2015年2月25日更新)

序号 NO.	注册号 APPROVAL NO.	企业名称 NAME	企业地址 Address	注册产品 Registration Products
2	002	PT. Esta Indonesia	JL. TERBOYO INDUSTRI II NO. 2, KEL. TERBOYO WETAN, KEC. GENUK, KOTA SEMARANG, INDONESIA	燕窝产品 (即食燕窝产品除外); Bird nest products (not include ready-to-eat bird nest products)

Certification and Accreditation Administration of The People's Republic of China
Registration number 002



注册认证燕窝诚信联盟

Bird Nest Credit Alliance of Registration and Certification

理事会单位

PT. Esta indonesia

证书编号: 16A06

注册认证燕窝诚信联盟

二〇一六年九月十八日

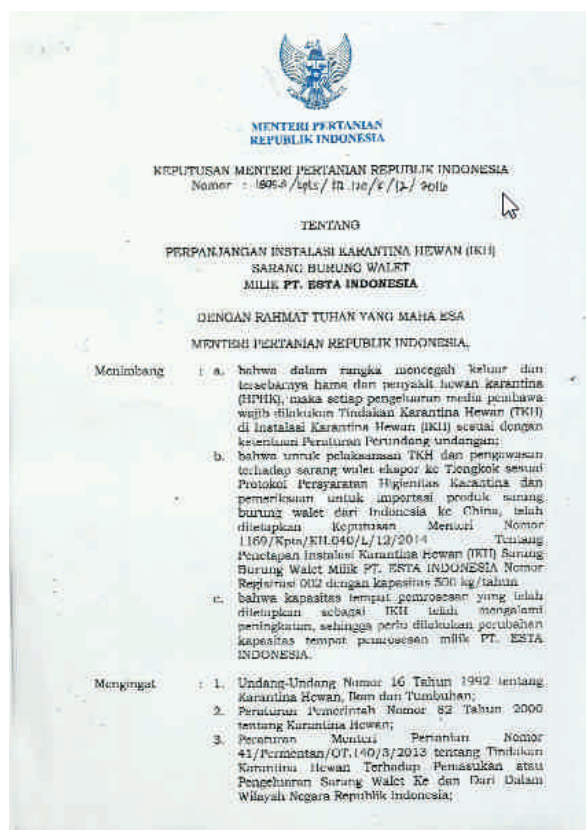
Bird Nest Credit Alliance of Registration and Certification
Recognition certificate as registered bird's nest exporter alliance in China



HACCP Certification from PT. SGS Indonesia
International standard for effective control of food safety



Agricultural Ministry, Director General of Livestock and
Animal Health Veterinary Control
Number NKV UW 33.7405.1013-038



Decree of Indonesian Ministry of Agriculture Establishment of processing site as animal quarantine
installation (IKH) of edible bird's nest with Registration number 002

PRODUCTION FACILITY

We provide hygienic and safe products to consumer by setting the highest standard of manufacturing.

STEP 01 Nest Sorting



- We receive the raw bird's nest from Swiftlet farm.
- We do initial sorting based on its shape, feather, and color.
- We store the bird's nest in a cold room after being sorted.

STEP 02 Cleansing



- We cleanse the bird's nest in flowing water to remove the physical dirt.
- Cleansing also helps to soften the nest for the next process.

STEP 03 Feathers Picking



- Our trained staff handpick the feather residue one-by-one to ensure no feather left behind.
- This process requires patient and precision to get the best outcome.

STEP 04 Finishing



- We refine the shape of bird's nest that may get bruised during the feathers picking process.

STEP 05 Grading



- We grade the bird's nest based on its physical feature and sort it in groups.

STEP 06 Heat Treatment



- The nests which are already graded are steamed in this room. The minimal core of the nests should be 70 degrees Celcius for at least 3,5 seconds. The heat treatment will eliminate bacteria, germs, and avian influenza virus.

STEP 07 Packing



- We cover the bird's nest using a vacuum packaging that guarantee its hygiene.

PRODUCTS & SERVICES

Edible bird's nest is a nutritional food that is rich in protein and mineral, loaded with amino acids essential and non-essential. A perfect

ingredient for cosmetics and health.

Our product line is categorized based on

visual/physical appearance including shapes, color, and size. Here's the list of our product based on the specification.



Celestial

From the Kalimantan forest to your table, Esta Celestial Nest is a perfect shape of nature's benefit. It has soft texture with natural beige color in the height of >4.7 cm.



Imperial

Harvested from Kalimantan swiftlet farm, the Imperial Nest is large in shape and size, with 4.3 cm - 4.6 cm in height. The richness of nature gives natural beige color to this nest.



Royal

Esta Royal Nest comes from the best swiftlet in Kalimantan. Natural beige color with 3.8 cm - 4.2 cm in height, the Royal Nest is a good way to bring the best of nature to your healthy life.



Noble

With the height of 3 cm - 3.7 cm and natural beige color, the Noble Nest is full of nutrition for our body. Each nest is harvested with care in Esta swiftlet farm in Kalimantan.



Sky Lake

A natural white rice colored, Esta Sky Lake Nest has swallow angle, with size medium to large. The nest is meticulously handled from Kalimantan swiftlet farm to your hand.



Dragon Valley

With size of medium to large, the Dragon Valley Nest has small base in natural white rice color. Every goodness from Kalimantan forest, where the swiftlet farm is located, will make your day more nutritious.



Crystal Snow

Mixes of hard edges and small broken pieces, these parts of nest are the best choice for affordable-priced food and beverages in the market.



River Stream

Coming from high quality, standardized Kalimantan swiftlet farm, the nest is rich of benefit for your diet. The River Stream Nest has natural white color in shape of small to big stripes.

SUMBER DAYA FAVORIT, PT

Starting from Sole Proprietorship Company, PD. Glory Prima was established in 2006, based on Bandung - West Java in Indonesia. As we know Indonesia is the main resources 80% raw bird's nest, various seafoods and others agriculture materials in the world.

We work hard at keeping our prices affordable to deliver maximum value and

enjoyment to our clients all over the world.

After 8 years, we discovered most Indonesia bird's nest, seafoods and agricultures supply chain from the sources farming, fishing, processing and retailing. The greatest finding was discovering ways to preserve clean bird's nest, seafoods and agriculture products in its purest state (Maximum Free

from Biological, Chemical and Physical Contamination).

With above inspirations, at November 2013 we decide to upgrade our company become "Favourite Resources Pte Ltd", with our new Head Office located in Batam, Province Kepri, Indonesia. Batam City also known as a Free Trade Zone Area and got very strategic geographic transportations by sea and air.

CERTIFICATIONS



HACCP Certificate by TÜV Rheinland




FDA 2017 dan FDA Registered Facility 2018

Australia Import Permit


*CERT. HACCP Original by Ministry of Marine
and Fisheries Indonesia FQIA*

CERT. GMP by Ministry of Marine Affairs and Fisheries Indonesia FQIA

Biosafety Lab Test for Harmful Chemical and Heavy Metal



CENTER FOR ANIMAL QUARANTINE AGENCY
AGRICULTURAL QUARANTINE AGENCY
S. Kemuning No. 61, Km. 18.17, Sekeloa Timur 15553
Telp. 021-479245, 021-4694877 Fax. 021-4692025



V-KAN
veterinary quarantine laboratory
G.P. 102-014
Laboratorium

CERTIFICATE OF ANIMAL QUARANTINE LABORATORY TEST
 No. 420/KH/13-2017

A. Test Description

Request ID : 17013415-1

Sample Code : 341 m30g/17

Quarantine Lab : Animal Quarantine

Laboratory Test : Virus/Isolasi

Laboratory Designation Date Of Sample Received Number Of Samples Date Of Laboratory Test Number Of Tests	014, Laboratory Salsabilla 03 Dec 2017 1 13 Dec 2017 14 Dec 2017 2
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B. Test Data

Sample ID : 17013415-1



Sample Description	Test ID	Targets & Methods	Test Result
Send Test Isolation & Culture Strain	17013415-1-1	Isolasi Musim + TSC (TSC 100% Clear) (1000x-801)	42 CFU/g
	17013415-1-2	Culture + NGS (Real Probable Number Culture) (1000x-182)	> 3 PFU/g
	17013415-1-3	Escherichia coli + Yers & Kultur + Real Probable Number & Culture (1000x-802)	> 3 PFU/g, Negative
	17013415-1-4	Salmonella sp + Isolat & Identifikasi (Culture) (1000x-204)	Negative
	17013415-1-5	Shigella flexneriae Juncus + CPC (CPC 100% Strikeline Culture)	Negative
	17013415-1-6	Acid Infusoria (Strain) + Real Time PCR (Real Time PCR)	Negative

C. Summary

-



03091513130785

2017013415-1-1	
Authorized by:  dr. Afuri Kusnadi, PHD NIP. 19770301200321000	Laboratory Designation:  dr. Lijana Nasution NIP. 198803062013021004

SEKILAS

Sertifikat Hasil Pengujian Laboratorium

4 1 6 8 2 4 4 2

Tgl. Cetak : 14 Dec 2017 14:28:03

Revisi : 0

Baris : 0



PEMERINTAH PROVINSI KEPULAUAN RIAU
DINAS KETAHANAN PANGAN, PERTANIAN DAN KESEHATAN HEWAN
Pusat Perencanaan Pemerintahan Provinsi Kepulauan Riau
Gedung B2 Lt 2 Jalan Kerta Praja Tanjungpinang
TANJUNG PINANG Kode Pos 29124

UPT BALAI PELAYANAN KESEHATAN HEWAN, KESEHATAN MASYARAKAT VETERINER DAN KLINIK HEWAN
PROVINSI KEPULAUAN RIAU
Jl. Raya Tanjung Uban KM. 25 Kelurahan Tasayaya Auri, Kecamatan Tasayaya, Kabupaten Hutan
Provinsi Kepulauan Riau Kode Pos 29153
E-mail : uptk@kprn@yahoo.co.id

HASIL PEMERIKSAAN LABORATORIUM

Nomor : Ap/01/KSW/01/2018

Halaman: 1 dari 1

Nama Pemilik	: PT. Sumber Daya Favorit
Alamat	: Kawasan Industri Tunas Bitpark Blok E No.20 Batam
Jenis Contoh	: 2 Sampel Sarang Burung Walet
Tanggal Penerimaan Contoh	: 14 Januari 2019
Tanggal Pengujian	: 15 s/d 17 Januari 2019
Tanggal Selesai Pengujian	: 17 Januari 2019

No.	Kode Contoh	Jenis Pengujian	Hasil	Metode	Acuan Metode Pengujian	Ket.
01	02	03	04	05	06	
1	Ap/01/SRW-1/01/2019	PCR Konvensional AI	Negatif AI	Kualitatif	IK Pengujian No Bagian 02	Isahan bakteri walet
2	Ap/01/SRW-2/01/2019	PCR Konvensional AI	Negatif AI	Kualitatif	IK Pengujian No Bagian 02	hasil colabur walet

Kesimpulan atau Diagnosa :
Dari hasil pemeriksaan laboratoris dengan metode PCR (*Polymerase Chain Reaction*) menunjukkan **Negatif Virus Avian Influenza**.

Keterangan :



Mengetahui, Manajer Teknis

Drh. Johana Rosita Handayani
NIP. 19811018 201001 2 019

Toapaya, 17 Januari 2019
Penguji,

Dth. Anyta Yerawati
NRPT. 014.1.1341

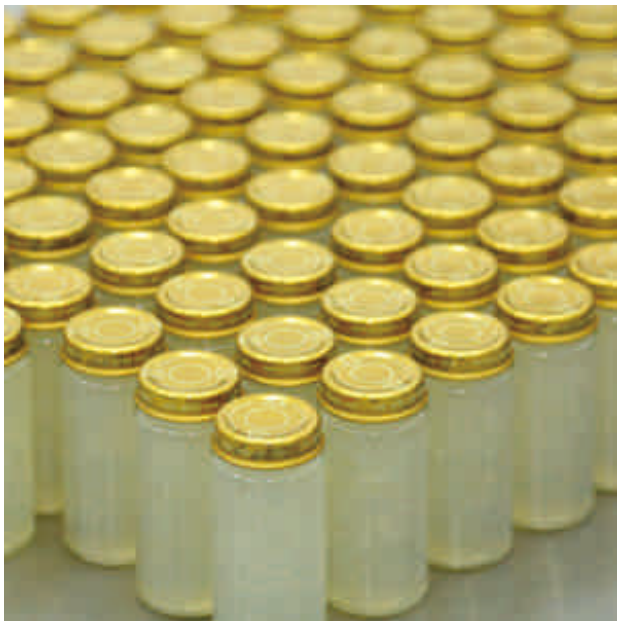
Microbiology Lab Test

Kesehatan Masyarakat Veteriner

 广州出入境检验检疫局综合检测中心 Comprehensive Testing Center of Guangzhou Entry-Exit Inspection & Quarantine Bureau				
正本 ORIGINAL				
地址: 中国广州市花都区314号 邮编: 510405 Address: No. 294, Jintang Road, Guangzhou, China Postcode: 510405 电话: Tel: +86-20-81551770/815517002 传真: Fax: +86-20-81551775 邮箱: Email: gztqc@gzic.gov.cn				
检 测 报 告				
委托 人:	PT. SRIWIJAYA TIRYA FARMUIT			
委托人地址:	KARANG INDUSTRIYAN-RIJPAK Blok E No. 20			
样品名称:	燕窝			
送样数量:	由申请人自选样品 50 克。向本中心申请检测			
样品描述:	瓶装			
样品型号/规格:	燕条			
样品接收日期:	2018 年 09 月 25 日			
检测日期:	2018 年 09 月 25 日至 2018 年 10 月 08 日			
检测结果:				
				
检测项目	检测结果	单位	检测方法	单项判定
蛋白质	56.7	g/100g	GB 5009.5-2016	符合
二氧化硫	<10.0*	mg/kg	GB 5009.34-2016	合格
唾液酸含量	12.1	%	SN/T 3644-2013	符合
总酸度值	29.4	mg/kg	GB 3009.33-2016	合格
备注: ** 表示特殊处理。				
				
吴恩超 吴恩超 (授权签字人)				

MMExport

PRODUCT CATALOGUE



Bottle Ready to Drink



Extracted Bird's Nest for Food



Beverage Bird's Nest



Extracted Bird's Nest for Cosmestic



Raw Bird's Nest





Clean Bird's Nest



Moist Retorted Bird's Nest

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

M.I. Ridwan Rais Road, No. 5 Central Jakarta, Indonesia - 10110
Tel./Fax.: +62 21 385 8171, E-mail: contact-pen@kemendag.go.id

 Ditjen Pengembangan Ekspor Nasional  [djpen.kemendag](https://www.instagram.com/djpen.kemendag)